

INSIDE

JUN 17 1985

NAB: PAPER ADDS JEOPARDIZE LICENSES

An NAB legal memo warns radio stations that paper adds violate federal wire fraud laws, open up the potential for civil suits, and could put station licenses in jeopardy. **Brad Woodward** details a most memorable memo.

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NEW SOURCES FOR SALESPeOPLE

Consultant **Michael Horn** explores some promising lines of work from which radio managers can recruit new blood, aggressive salespeople who would love to get into radio.

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CABLE COMPLICATES RATINGS METHODOLOGY

Although cable radio has only rarely had an impact on any market's ratings, **Jhan Hiber** provides an early warning of the ratings complications — especially in ascription crediting — that may soon be commonplace.

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PEOPLE IN THE NEWS THIS WEEK

- **Doug Kiel** Station Manager at **WOKY & WMIL**
- **Robert Scherer** Station Manager at **WHAS & WAMZ**
- **Jeff Elliott & Jerry St. James** WFYR morning team
- **Cajun Kerl Cooper** WEZB's morning man
- **Carl Conner** PD at **KCMG**
- **Tom Jackson** OM/PD at **WKSI**
- **Phil Mueller** OM at **WOAI**

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COUNTRY CLOSEUP ON RATINGS WARS

Lon Helton begins a two-part analysis of the key Country ratings races, isolating the problem areas and highlighting the hot performers.

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CBS MAINTAINS NEWS POWER

CBS's AM group is in its second decade of running News formats, and VP **Gene Lothery** tells **Brad Woodward** how this expensive approach remains profitable.

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SOUTHERN R&B: SOUL SURVIVOR

Although the traditional blues/R&B styles have lost favor at Black/Urban stations in the electronic era, Southern stations still find the older sounds attract older listeners.

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"WE ARE THE WORLD" REVENUES HEADED FOR AFRICA

Harvey Mednick follows up as the music industry's biggest promotion delivers the goods to Ethiopia.

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Hodgdon WTKS OM, Taub Now WTOP ND

Coinciding with its switch from Beautiful Music to Transstar's Format 41, WTKS/Washington has appointed **David Hodgdon** as Operations Manager. At the same time, **Judy Taub**, AM Drive Editor at sister News-formatted AM WTOP, has been promoted to News Director there, replacing **John Watkins**.

Hodgdon comes to his new position following three years as Music Director at WKBR/Manchester, NH. During his six years in broadcasting, Hodgdon has also worked in radio traffic

and sales in Concord, NH and participated in the Tandy Corporation's management training program.

Commenting on his major market move, Hodgdon told R&R, "It's a quantum leap, a fantastic opportunity. The company has made a commitment to WTKS, going to extremes to make sure that everything technically is excellent. They needed someone to tie it all together, and I'm the adhesive." He also added that no staff changes are foreseen.

WTOP OM **Holland Cooke**, who worked with Hodgdon at WKBR in 1980-81, said Hodgdon's personality and air style are "naturally in harmony" with the format. He added that Hodgdon's recent radio sabbatical may also be helpful. "He comes back to radio with a fresher and more objective perspective that I think will benefit the station."

Cooke called Taub "the kind of hands-on, Lou Grant person this station needs. As the captain of our stalwart morning team, I'm sure Judy is largely responsible for the success our morning show has seen. I'm

WTKS & WTOP/See Page 6

Seller Named WPIX VP/GM

WPIX/New York General Sales Manager **Marvin Seller** has been promoted to VP/GM of the A/C station. Although those duties had been overseen by WPIX, Inc. Sr. VP **David Polinger**, the management position had been vacant for the past year since former GM **John Goodwill** joined **Robbins & Ries** as President/CEO of its broadcasting company.

President **Leavitt Pope** told

R&R, "Marvin's a good man and we're delighted to have been able to reach this arrangement. He's a native of New York City, and knows this market as well as or better than anyone I know of. Marvin's also been Sales Manager for three New York stations, so he's got a wide range of experience. He's done an excellent job and has the tools to take charge of the station and get it going great guns."

Seller joined WPIX as GSM three years ago. Before that he was GSM for two years at crosstown WKTU and for seven years at neighbor WBSL. Seller said, "This station's had problems, there's no denying that. But I've never lost at a station I've been at, and this isn't going to be the first time. I know New York and intend to do what has to be done to get WPIX into prominence."

Gutbrod Appointed WRTH & KEZK VP/GM

WWWE & WDOK/Cleveland VP/GM **John Gutbrod** has been appointed VP/GM at **Adams Communications'** Big Band/Easy Listening combo **WRTH & KEZK**/St. Louis. He succeeds former station President/GM **Matt Mills**, who will relocate to Minneapolis next month to serve as the company's Executive VP, overseeing the St. Louis stations, as well as **WDIA & WHRK**/Memphis and **WLAV**.



John Gutbrod

AM & FM/Grand Rapids.

Mills told R&R, "I always liked John's style and knew he was going places. John's going to bring a new dimension to our operation, as we do a lot of things differently from Gannett. By combining the two systems we'll be that much better."

Said Gutbrod, "Matt's got these stations performing well in the ratings and on the bottom line. My objective is only to keep them rolling and try to make them a little bit better."

Gutbrod started his radio career at **KEZK**, working there for a year as an Account Executive before joining **Gannett** as GSM at crosstown **KSD-AM & FM**. Two years later he transferred to then-sister outlets **WWWE & WDOK**, where he managed the stations for 20 months until their recent sale to **Lake Erie Broadcasting**.

Ludlum Directs WCBS News, Programming

After two years as News Director for the CBS Owned AM Stations, **Mike Ludlum** has returned to **WCBS**/New York as Director/News & Programming. He has worked in various capacities at the station since 1964, most recently as Managing Director/Broadcasting from 1981 to 1983. Ludlum replaces **Paul Jeffers**, who has left the station to devote more time to his career as an author.

WCBS VP/GM **Joe McQuaid** called Ludlum "eminently qualified" for the job. "He's not only familiar with the entire operation, but he's also familiar with a number of projects we have

going on right now, especially the conversion from the old typewriter to the electronic mode."

Ludlum said he has no major changes in mind for **WCBS**, but added, "One of the things I'll be spending a lot of time on is the kinds of stories we do, the substance." His first major project will be overseeing next week's installation of a **ColorGraphics** computerized newsroom.

On returning to the station where he's spent much of his radio career, Ludlum commented, "I love it. I know most of the people and they know me."

Green Named Exec. VP At Wagontrain

Former Media Central Executive Vice President **Harold Green** has been named Exec. VP of **Wagontrain Enterprises** in Albuquerque. Green will supervise **Wagontrain's** seven radio stations and local cable operations, and will be responsible for future radio and cable acquisitions.

Wagontrain President **William Sanders** commented, "We've been friends and active competitors for years. Harold has had a remarkable career, not only at entry level of responsibility but also in all facets of broadcasting — including radio, television, and cable."

Prior to joining **Chattanooga-based Media Central**, Green was VP/Operations and Engineering at **Field Communications** in San Francisco. He previously served as General Manager at **WRC & WKYS**/Washington.

The seven radio stations owned by **Wagontrain Enterprises** are: **KOTE & KKZZ**/Lancaster, CA; **KAAP & KKBZ**/Santa Paula, NM; **KPER**/Hobbs, NM; and **KHEI & KVIB**/Maui, HI. The company also recently purchased Los Angeles-based consulting firm **Drake-Chenault**.



CARLY SIMON

The First Single
"Tired Of Being Blonde"

Management & Direction by Tommy Mottola

Champion Entertainment Organization Inc.



WALKER 1970
JULY 1970
EPIC

Epic

JUNE 14, 1985

WRESTLING WITH RADIO

WB artists Pinkard & Bowden make the fatal mistake of challenging **WSM-FM/Nashville's** finest female tag team to a wrestling showdown. **Sharon Allen** and a series of candid photos tell the sad story. Page 49

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Confirming market rumors, **WCJX (96X)**/Miami has announced it will take on a CHR format, becoming the fourth entry in that format race. The station will adopt a "Continuous Countdown" approach.

Wodlinger Corporate PD Todd Chase explained, "We're reformatting to position 96X in a different manner than the other CHRs in town. Using the continuous count-down approach, listeners will always know when their favorite song is coming up. The format will

feature the 'Super 16,' the 16 hottest songs in the market."

When asked about burnout problems Chase joked, "The songs will change every 15 minutes. But seriously, by hitting the market with only the 16 hottest records, there will be burnout, and we'll adjust as needed. The format will be high-cume-oriented, but will include survey extras, so we'll be involved in breaking new product as well. There will be no live jocks in the opening stages of the format so as

not to take away from the impact of the sound."

The identification of 96X and the survey position of the songs will be effected using a customized package of over 400 different stagings, which include jingles. As of

presstime, the format was due to hit the air June 15. **OM/PD Jon Holiday** noted, "It's all very exciting. Our stagings will blow the market wide open. They will be the most unique-sounding on-air programming tools heard anywhere."

NOW WCZY (AM)

WLQV Converts To CHR Format

Following a trend set by Gannett sister stations **KIIS-AM & FM/Los Angeles**, **WCZY-FM/Detroit** will begin simulcasting its CHR format with 50kw AM sister station **WLQV**, pending FCC approval of a call letter switch to **WCZY (AM)** and an application for a waiver of simulcast rules.

The format switch from inspirational to CHR will occur simultaneously with the FCC go-ahead. The waiver of the simulcast rules will allow reconstruction of the AM facilities to allow for the eventual separate programming of the two stations, with exception of morning and afternoon drive, which will continue to be simulcast.

President/**GM Jim Mulla** told **R&R**, "The reasoning behind moving from an inspirational format into CHR was based on the complete void of hit music on the AM dial. That, coupled with **Dick Purtan's** continued domination of AM & FM morning drive listening patterns, made it a natural decision to simulcast his show.

"We would have done this sooner, but we wanted to see the FM begin to reach its potential before stretching its influence to the AM dial," Mulla added. **Purtan** joined **WCZY** three years ago following a successful career on AM radio in the market, and recently signed a longterm contract with **WCZY**.

Kiel Upped To WOKY & WMIL Station Manager

WMIL/Milwaukee OM Doug Kiel has been promoted to Station Manager for Country **WMIL** and Big Band sister station **WOKY**.

WOKY & WMIL President/GM Mike Jorgenson said, "Doug has done a fine job staffing **WMIL**, gearing up the promotional and marketing wheels, and really making it sing. He was the obvious choice for this position. Doug's moving up will enable us to smooth the internal operations for both our stations here. It will also free me up to help us (Sundance Broadcasting) grow even more."

Commenting on the promotion, **Kiel** told **R&R**, "We're in an era today where product management in radio is very crucial. It's extremely competitive out there and I'm thrilled that Mike has the con-



Doug Kiel

fidence to put me in charge of the product of both stations."

Kiel has been in **Milwaukee** since 1973, having previously worked at **WEMT & WMYX**. He joined **WOKY** as New Director in 1980 and was appointed **WMIL OM** two years ago. **Steve Stevens** remains as PD at **WOKY**, while **Kiel** plans to hire a new **WMIL PD** shortly.

Scherer WHAS & WAMZ Station Manager

Veteran sales executive **Bob Scherer** has been promoted from General Sales Manager to Station Manager at **WHAS & WAMZ/Louisville**. He fills the vacancy created three weeks ago when **Sandy Gamblin** exited the A/C-Country combo.

GM Bob Morris told **R&R**, "It's very nice to have someone on

board with Bob's qualities. We're delighted to put him in the job."

Scherer has been with the stations for 20 years, and moved up from Account Executive to **GSM** a year ago. He said, "I feel fortunate to be working with the company at two of the finest stations in America."

JACKSON OM/PD; NEW CALLS WKSI

WRQK Drops A/C Gold For CHR Approach

WRQK/Greensboro, NC will shift from A/C-Gold to a CHR format, adopting new calls **WKSI**. In addition, **Tom Jackson**, Operations Manager at cross-town A/C station **WBIG**, has joined as **OM/PD**, filling a position left open for several months after **Joe Collins** crossed the street to competitor **WSEZ**.

WPET & WRQK GM Stan Thomas explained, "We've been an A/C-formatted station playing a complicated format of A/C hits, recurrenents, beach hits, and oldies. Without a CHR in Greensboro proper, and because of the impact of **WDGQ/Raleigh-Durham** beating us in our own back yard, it was our feeling that CHR was the way to

go. Research backed up our feelings, and with Tom's knowledge of the market, I feel we're going to do great."

Jackson told **R&R** the station would be known on-air as "98.7, **KISS-FM**. This won't be a Hot-Hits-type station," he continued, "but we will be current-intensive in the very beginning. We feel a real need to make a strong statement, so we'll be launching the format with TV time and billboards."

The change in calls and format, which will make the new **WKSI** the third CHR in the market, is set for June 23. Prior to programming **WBIG**, **Jackson** was PD at **WCHL/Chapel Hill** and **WMFD & WWQQ/Wilmington, NC**.

Elliott & St. James Take WFYR Mornings



Jeff Elliott & Jerry St. James

WFYR PD Glen Martin noted, "There's so much talent in Chicago, it's inconceivable that you could squeeze more onto the dial, but somehow we've done that. There's a lot about **Jerry** and **Jeff** as individuals that indicate they may be cut from the same cloth as many of the people we already have on board. The ingredients are there for a potentially perfect marriage."

Prior to teaming up at **WMJC**, **Elliott** worked briefly at **KKLT/Phoenix**, four years at **WWWE/Cleveland**, and two more with **KRAV/Tulsa**. **St. James** has worked primarily in **Detroit**, having also served three-year stints at **WNIC** and **WDRQ**.

Elliott said, "We met in **Phoenix** and knew instantly we wanted to work as partners forever, whether in radio or running a sub sandwich shop. We think the world of **WFYR** and are thrilled to be in **Chicago**. We want to be here a long time." **Said St. James**, "We're going to start by doing a solid show and not try to ride in on a white horse. It should be added that **Greater Media** is an outstanding organization and it was hard to leave, but we really wanted to come here."

FIVE-YEAR CONTRACT

WEZB Inks Cooper To \$1 Million Deal

Original **WEZB (B97)**/New Orleans morning man **Cajun Ken Cooper** has signed a five-year, \$1-million contract with parent **EZ Communications** to return to the CHR station as its morning drive personality. **Cooper**, who presently

is handling mornings at **KTFM/San Antonio**, begins his new assignment July 1, and replaces **Scot**, who resigned to pursue a career in video.

EZ VP/Programming Dan Valie remarked, "Since **B97** started, **Cajun's** been the number one name in **New Orleans**, and we think he's one of the best in the business. He's missed us and we've missed him." **Added PD Kris O'Kelly**, "Every-one at the station is thrilled that **Cajun's** coming back. He's somewhat of a legend here."

Cooper has been with **KTFM** for the past five months, having **COOPER/See Page 6**

Mueller Joins WOAI As OM



Phil Mueller

Radio news veteran **Phil Mueller** has been named to the newly-created post of Operations Manager at **News/Talk/Sports outlet WOAI/San Antonio**. **News Director Mark Watkins** now reports to **Mueller**.

VP/GM Rex Tackett remarked, "Boy, are we happy to have **Phil** aboard. Our consultant **Jerry Johnson** was good enough to give us a lead on him, and I'm convinced **Phil's** one of the best-qualified people in the country for this position. **MUELLER/See Page 6**

Conner PD At KCMG

Keyboard Broadcasting, which will take over **KKCI/Kansas City** from **Golden East of Missouri, Inc.** next month and switch formats from **AOR** to **Urban Contemporary** with new call letters **KCMG**, has named veteran **Black radio programmer Carl Conner PD**.

Conner has been out of radio for the past two years, but brings programming experience from **WDIA/Memphis**, **WAOK/Atlanta**, **CONNER/See Page 6**



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Golden Isolation



Columbia staged a reception for Toto following the band's gold certification for the "Isolation" LP. Pictured (l-r front) Fitzgerald/Hartley principal Mark Hartley and group's Steve Lukather and Steve, Jeff, and Michael Porcaro; (l-r rear) Columbia's Peter Fletcher, VPs Bob Wilcox, Ron Oberman, Arma Andon, and Ray Anderson, group's Fergie Frederiksen, label VP Mickey Eichner, group's David Paich, Columbia Sr. VP/GM Al Teller, VP Bob Sherwood, and Fitzgerald/Hartley principal Larry Fitzgerald.

Vega Performs At Bottom Line



A&M's Suzanne Vega played New York's Bottom Line recently. Pictured backstage are (l-r) manager Ron Fierstein, A&M VP Michael Leon, label's Nancy Jeffries, President Gil Friesen, Vega, manager Steve Addabbo, and A&M Chairman Jerry Moss.

Fat Boys Gain Gold



Sutra artists the Fat Boys were awarded the gold awards for their first LP recently on the set of the film "Krush Groove," in which they appear. Pictured (l-r front) Tin Pan Apple management firm co-owner Lynda West and group's Damon Wimbley, Darren "Human Beat Box" Robinson, and Prince Markie-Dee Morales; (l-r rear) Sutra President Art Kass, Tin Pan Apple owner Charles Stettler, "Krush Groove" producer/director Michael Schultz, and film coproducer Doug McHenry.

Martell Receives Foundation Award



T.J. Martell Foundation founder/President Tony Martell received the 1985 Humanitarian Award from the leukemia and cancer research organization at the 10th anniversary dinner in New York last month. At left, Martell (left) accepts the award from last year's recipient, CBS Records Group President Walter Yetnikoff; at right, pictured are (l-r) Philip Bailey, Cyndi Lauper, Carl Wilson, Joan Jett, and E/P/A Sr. VP/GM Don Dempsey.



Collins Collects Congrats



Phil Collins recently played Radio City Music Hall in New York with his touring band the Hot Tub Club. Pictured (l-r) are Atlantic Exec. VP/GM Dave Glew, Collins, Atlantic Chairman Ahmet Ertegun, and label VP Aril Mardin.

Cooper

Continued from Page 3

previously served one-year stints each at WFYR/Chicago and KFI/Los Angeles. He started with B97 at its inception and was morning man there for over three years. Cooper told R&R, "There comes a time in your life when the absolute perfect opportunity knocks, and you know it. I've worked with some really good companies, but Dan Vallie, (EZ VP/GSM) Bob Reich, and (EZ Exec. VP/GM) Alan Box are absolutely the greatest. They expect 150% out of you, and a lot of people have left the station because they couldn't take the pressure. But if you deliver, they'll take care of you, no matter what."

Conner

Continued from Page 3

WYON/Chicago, WTMP/Tampa, WABQ/Cleveland, and WVKO/Columbus. He told R&R, "At most places, it's only a job, but (principals) Mark Wheat and Greg Fitzmaurice are giving me the greatest chance I've ever had. I'd like to thank (WCIN/Cincinnati owner) Earnest James, who played a big part in helping me get this opportunity. I love Kansas City and it's a thrill to be back in radio."

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WTKS & WTOP

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confident she'll make a great coach for our whole team."

Taub told R&R, "I don't plan any major changes, because I really don't think the station needs it. I know the programming and I know the talent, and I'll just be working with them on improving themselves."

Mueller

Continued from Page 3

His past successes have been outstanding, as he has been his recommendations."

A 24-year broadcaster, Mueller most recently worked ten months for Newstar, where he was involved in installing computers for CBS-TV stations in New York and Washington. He previously spent a year as Director/News & Programming for KMBZ/Kansas City, having earlier served as Sr. Correspondent for Bonneville's International News Bureau in Washington. He has also been News Director at KSL/Salt Lake City, KAYQ/Kansas City, and KIMN/Denver.

Said Mueller, "San Antonio is a thriving market, and I'm looking forward to our new competitor (KRNN) in a few days. My objective is to tighten up the loose ends and make the station sound as contemporary and smooth-flowing as possible. We're not making any major changes. Jerry Johnson is a dynamic programmer and we have a good association."



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Price Buys WNIC-AM & FM For \$18.2 Million

Price Communications has agreed to purchase A/C combo WNIC-AM & FM/Detroit from Josephson Communications for \$18.2 million. The buyer is a New York-based station group which also owns K101/San Francisco, WPKC & WIRK/West Palm Beach, WOWO & WIOE/Ft. Wayne, WTIX/New Orleans, KOMA/Oklahoma City, and WIBA-AM & FM/Madison. Josephson retains ownership of International Creative Management

(ICM), as well as WZKC/Rochester, WVKO & WSNY/Columbus, WNOR-AM & FM/Norfolk, and WMGF/Milwaukee.

Josephson VP/Programming Steve Goldstein will stay with the stations during the interim and then move to the company's Detroit headquarters.

WNIC (AM) operates with 5 kw at 1310 kHz; WNIC-FM has 50 kw at 100.3 mHz at 400 feet above average terrain. Kalil & Co. served as broker.

Malrite Deals WZUU-AM & FM

Malrite Communications Group has agreed to sell CHR combo WZUU-AM & FM/Milwaukee to Amos Communications, a publishing-communications company based in Sidney, OH, for an undisclosed price. Malrite also owns WHTZ/New York,

KNEW & KSN/Oakland-San Francisco, WHK & WMMS/Cleveland, WGDY & KEEY/Minneapolis, and KRXV-AM & FM/Denver.

WZUU (AM) broadcasts with 5 kw at 1290 kHz; WZUU-FM has 34 kw at 95.7 mHz at 610 feet.

WQEZ/FORT MYERS BEACH, FL

PRICE: \$3.5 million
BUYER: Justice Broadcasting, headed by Larry Justice, who also owns WCIB-FM/Cape Cod, MA, and WCR-AM & FM/Jacksonville, FL.
SELLER: MPP, Inc.
DIAL POSITION: 99.3 mHz
POWER: 3 kw at 300 feet a.a.t.
FORMAT: Easy Listening

KRLB-AM & FM/LUBBOCK, TX

PRICE: \$1,450,000
BUYER: Broadcast Holdings, headed by Jack Rich. He also owns KKMJ & KEZB/EI Paso.
SELLER: KRLB, Inc.
DIAL POSITION: 580 kHz; 99.5 mHz
POWER: 500-watt daytimer; 46 kw at 630 feet a.a.t.
FORMAT: Oldies; A/C

WFKZ/PLANTATION KEY & WPLC/MARATHON, FL

PRICE: \$1,125,000
BUYER: G&A Corp., headed by Rudy Gresham and Louls Atchley.
SELLER: Key Largo Radio, Inc. and FM 106 Inc.
DIAL POSITION: 103.1 mHz; 106.3 mHz
POWER: 3 kw at 210 feet a.a.t.; 3 kw at 185 feet a.a.t.
FORMAT: A/C
BROKER: Chapman Associates

WELP-AM & FM/EASLEY, SC

PRICE: \$1,150,000
BUYER: American Communications of Greenville, headed by Robert Harrison. He also has interest in WTMP/Tampa and WWWZ/Summerville, SC.
SELLER: Pickens County Broadcasting
DIAL POSITION: 1360 kHz; 103.9 mHz
POWER: 1 kw; 3 kw at 204 feet a.a.t.
FORMAT: Gospel; Country
BROKER: Raymond-O'Grady Associates

WJBR-AM & FM/WILMINGTON, DE

PRICE: \$4.3 million
BUYER: CRB Broadcasting, which also owns WAEB & WXKW/Allentown, PA, WHEZ/Kenova, WV, and WTCR/Huntington, WV.
SELLER: WJBR, Inc.
DIAL POSITION: 1290 kHz; 99.5 mHz
POWER: 1 kw daytimer 50 kw at 500 feet a.a.t.
FORMAT: Nostalgia; Beautiful Music
BROKER: Blackburn & Co.

WEED & WRSV/ROCKY MOUNT, NC

PRICE: \$1 million
BUYER: Woolfson Broadcasting, headed by Mark Woolfson, who also owns WWQQ-FM/Wilmington, NC and, pending FCC approval, WGUS-AM & FM/Augusta, GA.
SELLER: WEED, Inc.
DIAL POSITION: 1390 kHz; 92.1 mHz
POWER: 5 kw days/2.5 kw nights; 1.7 kw at 380 feet a.a.t.
FORMAT: A/C, Black Gospel
BROKER: Blackburn & Co.

WJBM-AM & FM/JERSEYVILLE, IL

PRICE: Unannounced
BUYER: Gateway Radio Partners, L.P.
SELLER: Tri-County Broadcasting
DIAL POSITION: 1480 kHz; 104.1 mHz
POWER: 500-watt daytimer; 50 kw at 348 feet a.a.t.
FORMAT: Country

KSVP & KTZA/ARTESIA, NM

PRICE: \$600,000
BUYER: Carl Adams and Sam Beard. Beard also owns KLVRI/Wichita Falls, TX.
SELLER: Artesia Broadcasting
DIAL POSITION: 990 kHz; 92.9 mHz
POWER: 1 kw days/250 watts nights; 50 kw at 1,090 feet a.a.t.
FORMAT: Country; CHR
BROKER: Communications Brokers

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WAMV/WCNV – Amherst-Lynchburg, VA

WHHV – Hillsville, VA

WLVA – Lynchburg, VA

WGH/WNSY – Norfolk/Newport News, VA

WKEX – Blacksburg, VA

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Motown Seconds Those Emotions



The Emotions have just released an album entitled "If Only I Knew" on their new label, Motown Records. Looking over their new contract (l-r) are Emotions member Wanda Hutchinson, Motown President Jay Lasker, and Emotions member Sheila Hutchinson.

Rickie Scores Gold, Platinum



After a show in Sydney, Rickie Lee Jones was honored with an Australian platinum award for her self-titled debut album, and a gold award for her "Pirates" LP. Shown at the presentation (l-r) are WEA's Peter Ikin, Rickie Lee, drummer Art Rodriguez, tour manager Leo Rossi, and WEA's Steve Hands.



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Paper Adds May Violate Federal Wire Fraud Statute

Radio stations that misrepresent their playlists to trade publications by reporting paper adds may be subject to federal prosecution for wire fraud. They may also be vulnerable to civil suits for fraud, NAB has warned its members in a legal memo. (A paper add is a false or exaggerated report by a radio station of the amount of airplay a record is receiving.)

"While paper adds don't appear to break any specific FCC rule," the NAB memo said, "misreporting of such information by phone may violate the federal wire fraud statute. . . Additionally, those engaged in such practices could be opening themselves to civil suits for fraud."

The memo from NAB's legal department added, "A finding by a court that a station had engaged in fraudulent practices might well be considered by the FCC as bearing on the licensee's character qualifications. Thus, paper adds not only hurt the industry; they could put a station's license in jeopardy."

There has been no hint from the Justice Department that it's interested in entering the paper adds fray, or even the payola area, where its statutory mandate is directly spelled out. Any decision to prosecute would most likely rest with a local U.S. attorney. A civil suit could be filed by a publication that felt itself defrauded, and possibly by third parties damaged by the fraud.

Wide Liability

As written, the wire fraud statute appears to apply to anyone involved in a paper add scheme, including broadcasters and record

communication any words, signs, signals, pictures, or sounds for the purpose of executing such scheme or artifice."

To preserve the integrity of its charts, R&R announced in March that it would revoke the reporting status of any station that continues to engage in paper adds after warnings that the false reports have been detected. Since then, a California CHR outlet has been dropped as a reporting station.

Following widespread complaints from record companies and other stations, R&R commissioned two 24-hour periods of continuous monitoring of the station's

"Paper adds not only hurt the industry; they could put a station's license in jeopardy" — NAB legal memo

signal. The airchecks showed that 13 songs the station reported to R&R as being on its playlist were, in fact, receiving no airplay at all.

Harsh Payola Sanctions

NAB's memo also deals with the related problem of payola, in

which a station employee fails to disclose to management or the public that he or she has accepted something of value in return for putting material on the air. Payola is punishable by a fine of \$10,000 and/or a year's imprisonment.

Despite the current climate of deregulation, NAB's legal department warns, "The FCC is likely to treat any proven cases of payola harshly. Licensees should review with their employees the provisions of the anti-payola laws and regulations" and consider getting signed affidavits from station personnel stating that they understand the payola rules."

promoters. No payment of money is needed to obtain a conviction — only the intent to defraud.

The law calls for up to a \$1000 fine and a year in prison for "whoever having devised or intending to devise any scheme or artifice to defraud . . . transmits or causes to be transmitted by means of wire, radio, or television

NEWS BRIEFS

FCC Urges Broadcasters To Get Lifetime Licenses

Anyone holding a First Class, Second Class, or General Radiotelephone Operator license should immediately apply for a lifetime license under an FCC program that expires December 31.

The advantage of the lifetime license is that it may be used for broadcasting. Anyone who renews after December 31 will find a restrictive endorsement on the new license prohibiting it from being used for broadcast purposes. All license holders should apply now, and not wait until their current licenses expire.

Detailed information on how to apply can be obtained from any FCC field office, or by writing: FCC, Public Contact Branch, Room 728, 1919 M St. NW, Washington, DC 20554. Ask for the December 21, 1984 public notice on lifetime licenses.

Rebroadcasts Okayed For CB, Amateur, Personal Radio Signals

Stations will now have far fewer hassles when they want to rebroadcast CB, Amateur, or Personal Radio Service transmissions. Following up on complaints that its rules made it difficult to air newsworthy first-person reports from amateur operators during the Grenada invasion, the FCC last week loosened its rebroadcast rules.

Stations will no longer have to get prior approval from CB and amateur operators before putting their transmissions on the air, and rebroadcasts from the Personal Radio Service will be permitted for the first time.

While relaxing the rules, the Commission stressed that amateur stations may not be used in place of remote pickups or auxiliary links, or for forwarding weather or traffic reports. However, limited use of amateur stations for news gathering may be permitted under a "rule of reason" during emergencies that endanger life or property.

Personal Attack Complaint Vs. WPEN Thrown Out

WPEN/Philadelphia did not violate the personal attack rule by failing to provide reply time to a local savings bank whose lending practices were criticized on a WPEN real estate talk show, the FCC ruled last week.

After a caller complained about the bank on the program, WPEN's host said he had had problems with the bank, too, and advised "that you stay away" from the institution.

Arguing it was the subject of a personal attack during discussion of a controversial issue of public importance, the bank asked for reply time. WPEN refused, saying the remarks were made during discussion of a private contractual dispute. The FCC sided with the station, noting that "the personal attack rule is intended to inform the public concerning controversial issues, not to serve as an administrative law substitute for adjudicating private party claims of defamation."

Eleven FMs Added To June 13-July 12 Window

An additional 11 FM channels have been added to the previously announced list of 152 frequencies that will be open for applications from June 13 to July 12.

The added communities are Eureka, CA (105.5 mHz); Apalachicola, FL (100.9); Boston, GA (106.3); Quitman, GA (105.3); Mechanicsville, MD (98.3); Deer River, MN (105.5); Oxford, MS (102.1); Gorham, NH (107.1); Big Flats, NY (97.7); Walla Walla, WA (100.9); and Stephenville, TX (98.3). Dropped from the list is the availability in Pearsall, TX (95.3).

Mutually exclusive applications filed during the 30-day window will be designated for hearing. If nobody files for a channel during the window, the license will be awarded to the first qualified applicant after the window closes.

OTHER KEY DEVELOPMENTS:

- RTNDA has announced that its 1986 Convention will be held August 26-29 in Salt Lake City at the Salt Palace Convention Center. Speakers at this year's convention in Nashville, September 11-14, will include Dan Rafter, Peter Jennings, and Jane Pauley. ABC's Barbara Walters will receive the 1985 Paul White Award.

- NAB has asked the Copyright Royalty Tribunal to grant 1% of the 1983 cable royalty fund of \$80 million to commercial radio. Similar requests have always been rejected in the past.

- Recording Industry Association of America (RIAA) Director/Anti-Piracy Operations Joel Schoenfeld has been named general counsel, succeeding retiring Ernest Meyers.

- NAB Deputy General Counsel Barry Umansky has been named to a one-year term as President of the Electromagnetic Energy Policy Alliance (EEPA).

- Correction — The recent story here on RTNDA's radio deregulation survey should have stated that 84% of stations reported no news cutbacks, 8% noted cuts, and 8% cited news increases resulting from deregulation.



CAP CITIES/ABC SPINOFF SEMINAR — A seminar for minorities on how to acquire major market properties — specifically the Cap Cities and ABC stations to be divested — was presented last week in Washington by BROADCASTAP, the non-profit NAB group that helps finance minority broadcast ventures. The session was conducted by BROADCASTAP President John Oxendine (left) and Syncom President Herbert Wilkins (right).



COPYRIGHT COUNCIL FORMED — Claiming copyright is "an endangered species," 17 groups of copyright owners last week announced formation of the American Copyright Council. It will educate the public about copyright, which provides the underpinning for a \$141 billion industry, nearly 5% of the Gross National Product. Charter members of the council include BMI, ASCAP, Recording Industry Association of America, Country Music Association, and the American Federation of Musicians. Shown above at a kickoff breakfast for the council on Capitol Hill are actresses Loretta Swit and Senate Copyright Subcommittee Chairman Charles Mathias (R-MD).

Radio's Most Successful July 4th Special Returns!

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THE CONTINUING INVASION continues...
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The perfect holiday special for AOR, CHR, and AC, celebrating
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The ROCK of Your Life

Radio Salutes 30 Years of Rock 'n' Roll. July 4th Weekend.

Celebrate the 30th anniversary of rock 'n' roll with NBC Radio Entertainment's 30-hour radio tribute: **The Rock of Your Life**.

From Bill Haley, Buddy Holly and The Beatles all the way to The Police, Bruce Springsteen and Cyndi Lauper, **The Rock of Your Life** takes listeners on a spectacular journey.

Don't expect another typical countdown. **The Rock of Your Life** zeroes in on rock's important artists, themes and events, tying everything together with what's happening in rock 'n' roll today. Listeners get the whole picture in a way they can relate to, whether they're 18, 25 or 39. Plus, they're never more than 90 seconds away from the rock of their life. Get your July 4th holiday programming rolling with **The Rock of Your Life**. Available on disc.

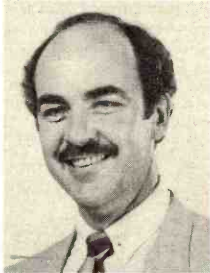
Call Shirley Maldonado at (212) 664-5538.

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PRO:MOTIONS

Bailey Promoted To KRLD LSM



Bill Bailey

KRLD/Dallas has tapped **Bill Bailey** to fill the newly-created position of Local Sales Manager. Bailey has been with KRLD since 1970, except for a brief stint in 1979 when he moved to broadcast and magazine sales in California. He first transferred to the KRLD sales department in 1975.

A&M Names Garber, Durgan



Jesus Garber

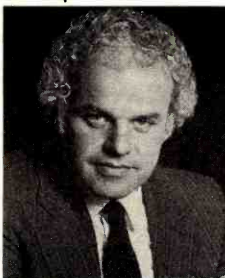
Jesus Garber has been tapped as R&B National West Coast Promotion Director for **A&M Records**. Before joining the label, Garber held the Western Regional Promotion post at **Motown Records** for five years. Also at the



Jay Durgan

label, **Jay Durgan** has been named International Marketing/Promotion Director. He comes to the newly-created position after two years as **Alfa Records'** representative for A&M/Los Angeles.

Bellino Heads New Interep Division



Vincent Bellino

Interep has created a Broadcast Financial Services Division, which will provide financial and other services in conjunction with the purchase and/or sale of broadcast facilities. Heading up the new division is **Vincent Bellino**, who has served 15 years as Chief Financial Officer of **McGavren Guild Radio** and **Interep**. Bellino is also Secretary/Treasurer of **ASI Communications**, owner of **KFAC-AM & FM/Los Angeles**.

IRS Announces Three Appointments

IRS Records has announced three staff appointments: **Mark Cope**, West Coast Sales Director; **Barney Kilpatrick**, Director/Southwest Promotion & Sales; and **Paul Orescan**, Label Manager for IRS/Canada. Cope formerly directed Southwest Regional Sales & Promotion for the label, while Kilpatrick most recently held the MD/Assist. PD post at **WLTS/New Orleans**. Orescan was previously IRS Coordinator for **A&M Records/Canada**.

CHANGES

David Trivanovich, former Advertising/Promotion Director for New Generation/Baton Rouge, appointed sales representative for Warner/Elektra/Atlantic Corp./New Orleans.

Dan Savadove promoted from Account Executive to Local Sales Manager at 94 WYSP/Philadelphia.

Susan Dodes promoted from Administrative Assistant to International Repertoire Coordinator for Chappell-International.

Neil Heinen named Assistant News Director at WIBA/Madison.

Maria L. Fisher promoted to Promotion/Sales Coordinator at WBYU/New Orleans.

Patti Smith appointed Purchasing Agent at Crown International, Inc.

Jon Latzer, former Account Executive for CBS Radio/Philadelphia, joined Katz Radio/Philadelphia as Account Executive.

Deborah DiMare, formerly with Communique Group, Inc./New York, named Sales Assistant at WEEI/Boston.

Babette Meyer, former Assistant Account Executive with Altman & Manley/Boston, named Account Executive at WEEI.

Lorraine Edgar former tax staff member for Laventhol & Horwath/Boston, joined WEEI as Senior Accountant.

Larry Julius former Blair/RAR New York Sales Manager, named Account Executive at McGavren Guild Radio/New York.

John Brickley formerly with Moore Business Forms, Inc., joined the Boston Sales Team at McGavren Guild Radio.

Specht Heads Christal/Houston

Susan Specht joins **Christal Radio** as Manager of its Houston office. She came to Christal from **KKBQ-AM & FM/Houston**, where she had worked as a senior AE since 1983. Prior to that, Specht worked as a Regional AE for **Warner Amex Qube Cable** in Houston and an AE for the **Eastman Radio Network** in New York.

Mabry Tapped As Selcom/Houston GM

Jennifer Mabry has been appointed GM of **Selcom's** Houston office. Prior to her appointment, Mabry served two years as Senior Account Executive at **Harte-Hanks' KENS-TV/San Antonio**. Her background also includes five years in radio sales at **KGBT/Harlingen, TX** and **WTAW/Bryan, TX**.

Greene Elected NARAS President

Mike Greene has been elected President of **NARAS**, succeeding **Mike Melvojn**. Working with Greene, who was a National Trustee and former president of the organization's Atlanta chapter, will be First VP **Eddie Lambert** and Secretary/Treasurer **Marilyn Baker**. During NARAS's recent three-day meeting, the trustees added two new Grammy award categories: Best New Classical Artist and Best Polka Recording.

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PROS ON THE LOOSE

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Brad Fuhr — PD **WZOK/Rockford** (815) 226-7023

Vicki Hodgson — PD **KQRS/Minneapolis** (612) 535-4509

John Kizer — GM **KKCI/Kansas City** (913) 341-5810

Dave McKay — PD **WWBA/Tampa** (813) 536-5195

Michael Piccozzi — PD/mornings **WYSP/Philadelphia** (215) 664-4582

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JHAN HIBER

Cable Radio: Another Ratings Hassle

Recently, I've been reminded that the proliferation of radio signals distributed through cable hookups is cause for more gray hair on the collective heads of the folks of Arbitron and Birch. Cable radio has the potential to notably help or hurt station ratings, so let's examine this phenomenon to see how it might affect your numbers.

The History

Two and one half years ago I first mentioned the topic of cable radio. In that column I discussed that as cable hookups were spreading, a new feature was being offered by more and more systems - providing a cable hookup to your home stereo. I noted that this could be a wild card and potential hassle for the ratings companies.

Two versions of cable radio in existence then are even more prevalent now. "Cable-originated" radio involved cases where the local cable company actually set up in a radio studio and cablecast or simulcast programming to its subscribers.

The "cable-carry" version of cable radio involved the cable company taking over-the-air signals (perhaps imported by satellite), then making them available through your stereo for a small additional monthly fee.

Between the two approaches to cable radio some industry observers have estimated that between 10-30% of U.S. households could be so reached by the end of this decade.

Ratings Headaches

The scary part of the growing cable gremlin is how it affects radio rating crediting. For example, according to Arbitron executives, cable-originated stations would have garnered enough listening in

which your station is being distributed on the cable is adjacent to or could be confused with one of your competitors.

Current Arbitron Stance

I asked Arbitron radio department officials for their thoughts on this matter. Their response:

1) If the diarykeeper was to write FM95 in his diary and your station was normally known over the air as "FM96," and if at the same time a competitor was known over the air as

"It gets especially sticky if the frequency through which your station is being distributed on the cable is adjacent to or could be confused with one of your competitors."

some markets to show up in the ratings books. Fort Wayne and Tulsa are two metros where cable-originated radio stations would have taken away listening from over-the-air stations had Arbitron decided to report such stations.

As for cable-carried signals, the problem may be even more insidious. Let's say your station uses "FM 96" as its major logo and has submitted that information to Arbitron or Birch. But then you find out that when distributed through cable operators, your frequency has been "moved" to 94 or 95 MHz. It gets especially sticky if

the frequency through

"FM95," the crediting might get muddled. According to the Arbitron spokespeople, such a diary might be reviewed, but in all likelihood the crediting would be split. This is assuming that the station normally known as "FM 96" had alerted Arbitron to the fact that household diarykeepers in certain cable-affected parts of the market might be noting the station at roughly .95 on their stereo receivers.

2) If you are known over the air as "FM96" and are "moved" up to 95 by your friendly cable company, and there is no other station around 95 on the dial, then the crediting is clear-

RAB Joins With NAB Ratings Task Force

Group W's Dick Harris, Chairman of the RAB Board of Directors and co-Chairman of the RAB All-Industry Radio Ratings Committee, has announced that the committee will cease operations and turn over its files and legal studies to the NAB ratings task force. The RAB committee tried unsuccessfully to seek government antitrust waivers for industrywide ratings negotiations.

At Harris's direction, the RAB's group attorney will prepare a comprehensive report of the committee's activities and the government's responses, which will be given to the NAB task force and NAB President Eddie Fritts. File and research data will also be shared with the NAB's new unit to advance the cause of negotiations with ratings services.

According to Harris, "For nearly five years, I believe our committee focused on many of the significant ratings problems facing the industry today. It seems to me that now is the appropriate time to discontinue the operation of our committee and work in whatever way we can with the NAB task force."

er. In such situations Arbitron would review the diary and add one dial position point to the entry, thus assuming that the entry to 95 might indeed have been meant for the station at 96.

3) If your dial position is relocated from 96 to 94 (and there is another station using 94 over the air as an identifier), then there could be a problem. While Arbitron will search up or down one dial position point from 96, that would not be enough to put the station in contention for any crediting to the "94" entry. Thus, even though the diarykeeper may have been listening to your station at 94 MHz through his cable stereo hookup, the actual over-the-air station at 94 would at worst potentially get some of the credit through ascription and might get all entries to that rounded dial position logo.

Future Consideration

Given that this problem will probably be occurring more and more often, Arbitron and Birch should review and then publicly state their stance on the crediting of cable rating entries. That would refer to both cable-originated radio and cable-carried (moved frequency) situations.

Since this problem doesn't appear to be reaching epidemic proportions yet, now would be a wise time to issue policy statements. Should the industry question the ratings companies' procedures, dialogue could be undertaken to decide upon relevant policies.

Check out the cable penetration situation in your metro. If your market is wired, either all or in part, find out if the cable operator(s) is distributing your signal. If so, through what frequency? Should you find that your frequency has been relocated for cable households, be sure to alert the policies and procedures department at your ratings firm(s) concerning your situation.

Informing the ratings firms of your area's cable hookup situation is an insurance policy worth signing up for. Otherwise, a competitor could pick up some diary mentions your station is entitled to.

As always, vigilance with regards to ratings crediting is important. Review the raw diary or telephone-call crediting after each survey to make sure the potentially explosive cable radio issue has been properly defused in your market.

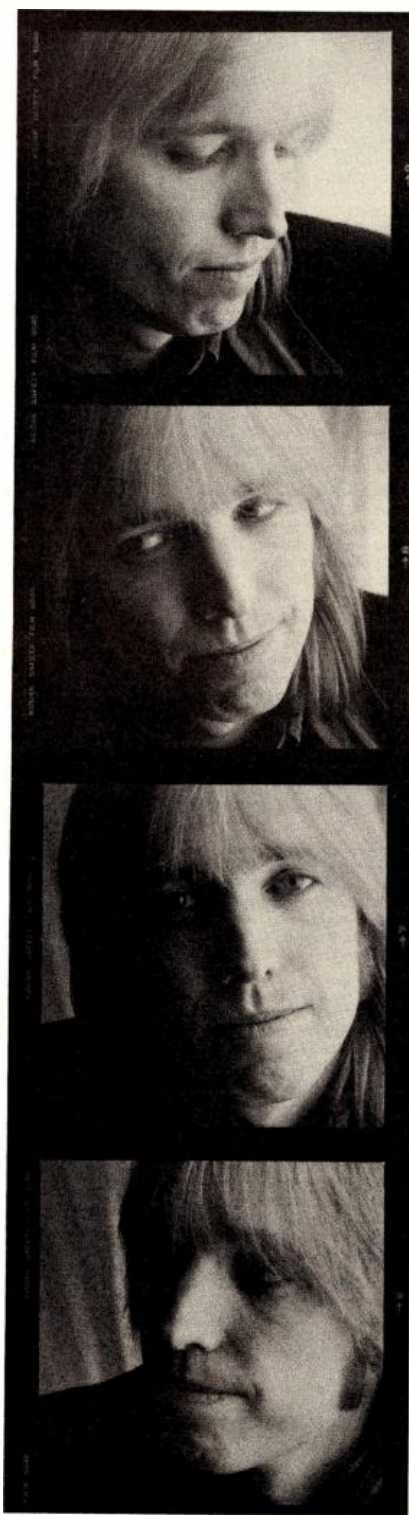
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19 INDIANAPOLIS, IN	7 HOUSTON, TX
21 DETROIT, MI	9 NEW ORLEANS, LA
22 CHICAGO, IL	11 ATLANTA, GA
23 ALPINE VALLEY, WI	12 TAMPA, FL
25 ST. PAUL, MN	13 MIAMI, FL
26 KANSAS CITY, MO	24 SEATTLE, WA
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AUGUST

- 1 LOS ANGELES, CA
- 5 COSTA MESA, CA

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by Denny Somach Productions.

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REED BUNZEL

BEACH BLANKET BROADCAST

Catch A Summertime Wave

Johnny swung his '55 classic onto the strip, kicking a blast of sand into the air as he fishtailed past where Annette sat dabbing lotion on her sun-drenched thighs. He cranked up the radio, swerved over to the curb, threw open the door, and called out to the golden goddess: "Come on, baby . . . wanna try my new tuck and roll . . . ?"

Annette gazed up at the vintage 'vette, swung her feet to the hot pavement, and crossed to where Johnny gazed through his dark aviator shades. She eased into the low seat, straightened her skirt, and turned the radio dial.

Suddenly a hot shot from the past crashed out of the dual door speakers. Gone was the 24-track synthetic layer of ozone as Elvis Presley let loose down the boardwalk with a pulverizing and pelvizing blast of rock & roll.

"Hey, whadja do that for?" glowered Johnny.

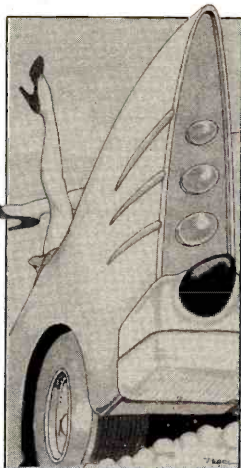
"Got those summertime blues," Annette winked, "Read about this new program in the R&R network column and thought I'd give it a shot."

Rock Of Your Life

Depending on which critics debate the issue, 1955 lays claim to being the year when music crawled out from under its rock and started rolling. It was the year "Rock Around The Clock" knocked "Cherry Pink and Apple Blossom White" from the top of the charts, and Chuck Berry went mainstream with "Maybelline." Elvis hit with "Heartbreak Hotel" the following year, and Buddy Holly followed suit in 1957.

To commemorate the 30th anniversary of rock & roll, NBC Radio Entertainment is scheduling a 30-hour special to air over the July 4th weekend. Rather than chronologically charting rock & roll's course, the "Rock Of Your Life" traces the many directions the music form has taken over the years.

The program is comprised of a variety of segments, including the founders of rock & roll, the British invasion, Motown, super groups, stadium rock, the American influence, and the "Rock Of Your Life Hall of Fame." The special, produced by Denny Somach Productions, also features interviews, actualities, and a mix of classic and current hits each hour.



The Spirit Of Summer

Miss the hot summer days, breezy summer nights, the endless procession of T-Birds and indeuce coupes, and the double feature at the drive-in? Well, those times are back . . . at least for the summer. CBS RadioRadio's "The Spirit Of Summer," which debuted over the Memorial Day week-

end, recaptures those lazy, hazy, crazy days through retrospectives on cruising, surfing, hula hoops, and moonbeams. Presenting a blend of yesterday's and today's music, "Spirit Of Summer" features weekly vacation reports, interviews, concert updates, and trivia from summers past.

Produced by Kris Stevens Enterprises and hosted by KMGG/Los Angeles PM driver Sonny Melendrez, the show is 21 hours of "music and memories" broadcast through Labor Day.

Rockin' & Rollin' Weekend

The ABC Radio Networks are also getting in on the hot summer fun, presenting several special events to coincide with the July 4 holiday weekend:

- On Friday, July 5 the ABC FM Network is presenting the Pointer Sisters live in concert (via satellite) from Charlevoix, MI. The 90-minute concert will begin at 9:30pm (ET).

- Over the weekend the Rock Network has scheduled "Rock Explosion, a two-hour music and interview special spotlighting Phil Collins, David Bowie, Dire Straits, the Firm, Scandal, Night Ranger, and other hot acts of 1985.

- A Supergroups special on Saturday evening (July 6) features Robert Plant in concert, live via satellite from Market Square Arena in Indianapolis. The two-hour concert begins at 9:30pm ET over the Rock Network.

Happy Birthday America's Band

United Stations Radio Networks has slated two specials to air over the July 4th weekend, one targeted to Country stations and the other profiling the Beach Boys' 20+ year history.

- "Happy Birthday, America" features some of the country's top artists from the past and present in a salute to the people and places of the United States on its 209th birthday. The three-hour special includes, among others, Dolly Parton, Merle Haggard, Waylon Jennings, the Bellamy Brothers, Johnny Cash, and Charley Pride.

- "America's Band" is a three-hour profile of the Beach Boys, beginning with their first hit "Surfin'" and continuing up through their current "Getcha Back." The special features the BB's hottest hits, as well as interviews with the Wilson brothers Mike Love, Al Jardine, and the rest of the band.

Four Of A Kind

The folks at Westwood One are also planning a few summer specials during the upcoming hot months. Included in this lineup are three retrospective features and one live holiday concert:

- To celebrate the 20th birthday of the Grateful Dead, KFOG/San Francisco's Bonnie Simmons hosts "What Keeps The Dead Alive," a look at the band's history. Scheduled for broadcast the week of June 17, this two-hour retrospective traces the Dead's formation, highlights their music, and chronicles the faithful following the group has generated over the years.

- "The Doors: Wanted Dead Or Alive" takes a two-hour look at Jim Morrison and the other Doors. Hosted by WWI's London correspondent Roger Scott, the show airs the week of June 24.

- On July 4, WWI presents Hall & Oates live in concert from New York Harbor "within the shadow of the Statue of Liberty." The two-hour presentation includes prerecorded interviews with both Daryl and John, and the concert itself winds up the group's "Big Bam Boom" U.S. tour.

- Also scheduled over the July 4th weekend is a six-hour Rolling Stones music/interview special hosted by the Who's Roger Daltrey.

Triple Scoop

The Mutual Radio Network has scheduled a "July 4th Country Triple" to air over the Independence Day weekend. This special, the second of a three-part series slated for summer broadcast, runs three hours and highlights the music of three country artists. Featuring the Oak Ridge Boys, Conway Twitty, and Janie Fricke, the "Country Triple" is hosted by WHN/New York personality Lee Arnold (who hosts all of Mutual's country programming).

Double Revolution

Barnett-Robbins is offering two programs, targeted at CHR and Black/Urban stations, respectively, for broadcast over the July 4th weekend:

- "Rock 'n Revolution" returns for its third summer to review the history of rock & roll in America. The two-hour program combines music with exclusive interviews, and covers the people, trends, tastes, and happenings during the last 30 years.

- "Rhythm Revolution" is a two-hour special focusing on interviews and music from the Mary Jane Girls, New Edition, DeBarge, and other popular urban artists.



I ROCK THE LINE — A&M recording act Supertramp recently debuted their 18-minute film "Brother Where You Bound" on a worldwide simulcast on Global Satellite Network's "Rockline" and MTV. Following the live videocast the quartet continued to answer questions for the national radio audience. Pictured at GSN studios (l-r) are: Doug Thomson, Rick Davies, John Hellwell, and Bob Siebenberg of Supertramp, and "Rockline" host Bob Coburn.



WESTWOOD ONE
RADIO NETWORKS

Los Angeles · Chicago · New York · London

MUSIC CALENDAR

NEWS & INFORMATION FEATURES

June 17-21

The Weekend

June 22-23

The Countdown Loose Ends/Kenny G	(WO)
Countdown America With John Leader Air Supply	(USR1)
Best Of Everything Tom Petty	(NBCE)
Country Closeup John McEuen/Michael Martin/Murphy	(NP)
Country Report Countdown Dan Seals/Ronnie Milsap	(WRN)
Dick Clark's National Music Survey Paul Young	(MBS)
Dick Clark's Rock, Roll, & Remember Al Green	(US)
Don & Deanna On Blecker Street Bill Graham/"Days Of The Filmmores"	(CB)
Dr. Demento John McEuen	(WO)
Gospel Line Abortion	(SI)
The Great Sounds Henry Mancini	(US)
Hot Ones Kool & The Gang	(USR1)
Hot Rocks Wham!	(US)
King Biscuit Flower Hour Katrina & The Waves/Fiona (6/23)	(ABCR)
Lee Arnold On A Country Road Top duets of country	(MBS)
Metalshop Ratt	(MJJ)
Music Makers Russ Morgan tribute	(NP)
Musical Starstreams Ray Lynch	(MS)
On The Radio Wham!	(NSBA)
Power Cuts Phil Collins (6/23)	(GSN)
Rick Dees' Weekly Top 40 Tina Turner	(US)
Rock Album Countdown Robert Plant/Hooters	(WO)
Rock Chronicles Rock parents/Bon Jovi	(WO)
Rockline John Cafferty/Kim Mitchell (6/24)	(GSN)
Scott Muni's Ticket To Ride Trivia	(DIR)
Silver Eagle Kathy Mattea/Steve Warner (6/22)	(ABCE)
Solid Gold Saturday Night Lovin' Spoonful (6/22)	(USR2)
Super Gold Monterey Pop (6/22)	(TRAN)
Superstars Rock Concert Phil Collins	(WO)
Top 30 USA Doobie Brothers	(CBSR)
Weekly Country Music Countdown Johnny Cash	(US)

The Week Of

June 24

The Concert Kashif	(WO)
Country Today Charley Pride	(MJJ)
Earth News Robert Plant/David Gans/Zelda Barron/Kelly Preston	(WO)
Encore w/ William B. Williams 1935: Dorsey Brothers	(WO)
Live From Gilley's Moe Bandy/Joie Stappley	(WO)
Off The Record Robert Plant/Hearst/Cyndi Lauper	(WO)
Off The Record Special Power Station	(WO)
Rock Over London Ray Davies Part 1	(RI)
Shootin' The Breeze Chaka Kahn/Bill Withers/Pointer Sisters	(WO)
Special Edition Commodores	(WO)
Star Trak Don Henley/Robert Plant/Duran Duran	(WO)
Star Trak Profile John Denver	(WO)

THURSDAY

June 27

Country Report w/Ron Martin Glen Campbell	(WRN)
Solid Gold Country Feature year: 1969	(US)

FRIDAY

June 28

Country Report w/Ron Martin Mel Tillis	(WRN)
Solid Gold Country Rodney Crowell	(US)

MONDAY

June 24

Country Report w/Ron Martin Mel Tillis/Glen Campbell	(WRN)
Solid Gold Country Golden duets	(US)

TUESDAY

June 25

Country Report w/Ron Martin Glen Campbell	(WRN)
Solid Gold Country Stars in the news	(US)

WEDNESDAY

June 26

Country Report w/Ron Martin Mel Tillis	(WRN)
Solid Gold Country Elvis: Live on vinyl	(US)

GENERAL INFORMATION

American Focus Art Buchwald (6/15-16)	(FOY)
Ed Busch Talk Show Automobile maintenance/investing (6/15) Summertime pet care/reasonable diet (6/16)	(AP)
Computer Program Computer camps/tax deductions/bookkeepers/music	(PRN)
Larry King Show Richard Klendienst (6/17) Fred Henck/Sam Simon (6/18) Shana Alexander/Jonathan Coleman (6/19) Laura Stutsky (6/20) Vermont Royster (6/21)	(MBS)
News Blimp Saving whales/fat loss/college cartoons/outhouses/world's worst art	(PRN)
Sound Advice Oxide agitator/backing/tape types/tape tips	(PRN)
Waldenbooks Review "Return To Oz"/Louis L'Amour/Gary Hart & Bill Cohen: "The Double Man"	(WO)

COMEDY

Daily Feed Melt-down or melt-through?/tax lobby melée/ Don Devine dumped/cartoon characters/ club/tan lines revealed	(DCA)
Laugh Machine Rodney Dangerfield/Bob Newhart/ Proctor & Bergman/George Carlin/ Joan Rivers/Robert Klein	(PRN)
Radio Hotline Something to think about/a great voice/ I had a party/candid call/I'm tired	(ASR)
Stevens & Grdnic's Comedy Drop-Ins Self-improvement/where's your homework?/Siamese twins/Nancy Kulp: Taxi Driver/Bob Speak	(ASR)

NETWORK SPOTS

More For The Fourth

In addition to the features listed on the previous page, **DIR Broadcasting** has added two late entries to the Independence Day summer programming fold. "From Britain With Love II" is a 12-hour holiday special featuring 21 years of music from Britain, complete with artist interviews and actualities dating back to the beginning of the British invasion. Also scheduled is "Music Of The '80s," a one-hour profile of **Madonna** and **Sade**. Both programs are available on a barter basis.

Call (212) 371-6850 for more information.

Death And Dying

NBC Radio Network is scheduling a series of special reports examining the issue of teen suicide, to be fed to affiliates this weekend. The series coincides with the National Conference on Teenage Suicide, which is scheduled to take place in Washington, DC June 19-20. "Dying For Attention," a half-hour special slated for June 16, and "Surviving Suicide," a five-part "Newsline Extra" series of 90-second reports on June 17-21, focus on teenagers who have made unsuccessful suicide attempts.

NBC News correspondent **Peter Laufer** is the reporter/commentator for both reports. In addition, the **American Psychological Association** has offered its assistance to local stations that want to produce their own programs on the topic. For more information call (212) 664-2594.

Newsweek Has New Net

"**Newsweek On Air**," a weekly hour-long radio broadcast featuring news and interviews with prominent newsmakers, has moved to **AP**. The program began in April 1982 as a co-production of **Newsweek** and the **RKO Radio Networks**, and is now fed via Westar each Sunday from 7:06 to 7:59am and from 10:06 to 10:59am, EDT. Affiliated stations may carry the

full hour or just the first 24 minutes, which will include a cover story and insider items from "The Periscope" section of the magazine. **Newsweek** Editor **David Alpern** and **AP Network** News correspondent **Warren Levinson** are the co-anchors of the program.

Contact (212) 350-4862 for more information.

Chewels 'n The Sound

The **Westwood One Radio Networks** has arranged its second merchandising co-sponsorship concert tour. The network will co-sponsor, with **Chewels Sugarless Gum**, **Rick Springfield's** upcoming U.S. tour. This arrangement follows the Westwood One-Coca-Cola sponsorship of **Foreigner's** current national tour. The Springfield tour is scheduled to begin on June 28 in Puerto Rico and will conclude in Los Angeles on August 22. In addition, Westwood One will produce an hour-long radio special, "Rick Springfield On Tour," which will be available to radio stations on a city-to-city basis to promote the concerts. Daily and weekly Rick Springfield tour reports will also be included in other Westwood One programs.

Call (213) 204-5000 for more information.

National Jazz

"Audiophile Audition," an hour-long **National Public Radio** program for audio buffs, is now in its second broadcast month. The program began four years ago as a local San Francisco program, blending classical and jazz music along with interviews and personality profiles. The program is hosted by **John Sunier**, and is digitally mastered and distributed.

For more information contact (415) 457-2741.

Can We Talk?

Cincinnati's weekly phone-in humor show, "TalkTalk," will be available to commercial radio stations beginning July 1. The two-hour live talk show,

which is currently heard nationwide on public radio stations every Sunday from 9-11pm (EDT), is hosted by **Jerry Galvin**. Galvin claims that this is the first time a public radio-only program has been offered to commercial stations on a barter basis. The show is available on Satcom 1-R.

Call (513) 762-7890 for further details.

NETWORK PROMOS

• **Janis Burenga** has been named VP/Creative Services for **United Stations Radio Network**. Prior to joining United Stations, Burenga was the principal of the **Burenga Agency, Inc.**, a public relations and promotion firm based in New York.

• **Rob Dalton** has been named Broadcast Executive for Idaho, Montana, and Utah at **Associated Press**. He will be responsible for marketing all AP services to radio and television stations, and cable television systems. Dalton, a former general broadcast editor for the news service, was most recently a newsroom computer sales manager for **ColorGraphics Systems** and for **Quanta Corp.** He succeeds **Matthew Hoff**, who was named AP Broadcast Executive for Michigan and Ohio.

• **Mutual Radio Network** has appointed **Tom Pagna** as the color announcer for the upcoming season of Notre Dame football. Pagna will join play-by-play announcer **Tony Roberts** for Mutual's 18th consecutive year of Notre Dame coverage. Pagna is a former Notre Dame assistant coach and quarterback coach for the Kansas City Chiefs.

HOT ROCKS

1985

The United Stations Programming Network presents fifteen, 90 minute specials, featuring the hottest groups and artists today discussing their songs in brief capsule form, illustrating their stories with lots and lots of music.

Available on a market-exclusive, swap/exchange basis to radio stations in the top 175 Arbitron rated metro markets.

For station clearance information call The United Stations Programming Network in Washington, D.C. today at (703) 556-9870 to reserve this program package in your market.

For national sales information call our New York office at (212) 575-6100

DARYL HALL & JOHN OATES

REO SPEEDWAGON

TINA TURNER

KENNY LOGGINS

THE POINTER SISTERS

DURAN DURAN

CHICAGO

AND MORE!

Spend the summer with "US" for fifteen consecutive weekends from Memorial Day to Labor Day. Don't miss out on "Hot Rocks 1985"!

New York
Washington, D.C.
Chicago
Detroit
Dallas
Los Angeles
London



Stations that want to be #1 don't gamble with their sound,

The choice of an on-air console is the most critical equipment decision you can make. If your present console isn't in top condition or you find yourself forced into making more compromises with your operations than you'd like, then chances are you're seriously reading this ad to find out what to do about it.

We think we have the answer for you with our new BMX-III on-air console.

Here's some specifics:

The BMX-III has three main stereo mix busses, each with distribution line amplifiers. For more flexibility, there's two telephone mix-minus feeds plus a headphone monitor mix. There's

monitor facilities for two studios, and independent outputs for the console, host, co-host and guest telephone feeds.

The stereo cue system has automatic headphone monitor switching.

Each mic and line input has full, independent remote control logic.

All BMX-III's have multi-function metering with automatic cue and solo level display and a built-in test oscillator.

The mainframes are

available from 10 to 34 inputs.

The audio and logic control systems are fully compatible with our new AMX and ABX consoles.

A multi-way intercom system and a voice slating I.D. tone are just two examples of useful options that can be easily added to your BMX-III.

There's a lot more to impress you with, including the specs, and most of all — a reasonable price.

Call us now for a brochure with the details.

They invest in a BMX console.



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#1 Stations.

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(619) 438-3911 Telex: 181777

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PART I: FINDING SALES TALENT

In Search Of Performance

By Mike Horn

In days of yore, when broadcasting was recognized as a glamour industry, the business was a mecca for career-oriented academicians. Like moths attracted to the flame, communications grads, marketing majors, and MBAs headed the list of bright young people trafficking the stations and networks for any available position.

The majority quickly gravitated into sales. Not all of these aspirants made better salespeople, but for the motivated it was the surest rung on the bottom of the management ladder. Having few tools to negotiate with, the reputation and longevity of good broadcast salespeople were primarily a reflection of personal performance — the ability to move product through the art of persuasion — with the winners eventually establishing themselves as top executives and owners.

Talent Search

But today's sales manager faces a serious dilemma. With marketplace and audiences deeply fractionalized, and with some of the bloom off the rose, the current industry is just not as attractive to newcomers.

So then how does a manager . . .
1) Locate and solicit motivated salespeople

2) Train AEs in productive procedures, and

3) Without chaining them up at night, encourage loyalty and continuity for a respectable period of employment?

These are three separate questions without easy answers. There are, however, some results-producing options and strategies available. Assuming your market is in the middle range, here are a number of approaches to meet the challenge of locating and attracting good start-up salespeople.

Smaller Market Upgrade

With the obvious proliferation of radio stations, all middle to major-sized markets have contiguous smaller communities that support their own outlets, which are staffed with neophyte salespeople (the minor league players).

Do not sack your lesser neighbors (which can only lead to conflict and hard feelings). But do

acknowledge the fact that growth talent will naturally gravitate to bigger and better opportunities on their own. The secret is to make sure that your station and personal reputation as manager are recognized as maintaining an open door policy, with a commitment to assist the progress of those on their way up.

Results from this positive reputation will be quite rewarding. Not only will talented sales candidates beat a path to your door, but there will be referrals from ad agencies, peer stations, other markets and even newcomers from other businesses. Certainly time and effort are expended on your part. But the return on your interest will be both gratifying and profitable.

"Today's sales manager faces a serious dilemma: the current industry is just not as attractive to newcomers."

Competitive Media

Though radio sales no longer exhibits its earlier aura of glamour, it's still strongly attractive to salespeople from other media. Sellers of outdoor (billboards) are likely recruits. Their training experience and client lists hold great similarity to radio, but their earnings usually fall below the level of broadcast. Regional reps for national magazines, schooled in approaching the client directly vs. agency dealings; these people have excellent media-acceptance.

Yellow page solicitors, well-paid and trained, are usually hungry salespeople who can be attracted to radio with better commission structure and greater career opportunities. Occasionally, television retail trainees, realizing they would have faster upward mobility in radio, hold good promise. Newspaper space salespeople, on the other hand

(even though they are usually compensated comparatively poorly), rarely make the switch to broadcast. Perhaps their allegiance to print or radio's highly-competitive demands limit their response and performance.

Allied Trades

There are occasions when broadcast management approaches the hiring of sales personnel with tunnel vision; i.e., only sales-experienced or broadcast-oriented recruits have growth potential. Yet prime candidates are readily available from support or related fields. With a minimum of sales guidance, these individuals easily develop into quality reps.

Many advertising agency personnel, particularly those with media knowledge and proficiency, have proven to be excellent choices — their understanding and experience "from the other side of the desk" establishes a depth of media awareness, along

with personal impressions of sales conduct, that's not immediately available to novice street people. Yet caution must be exercised in the screening of agency people, who view broadcast as "show business" with its related perks and privileges.

A group that has seemed to prosper well in the transition to broadcast have come from the printing and paper suppliers. This highly-competitive business develops aggressive salespeople who also have knowledge of and a relationship with agency people and procedures. Therefore, they adapt easily to media directions.

High tech is king — computer manufacturers, distributors, and software producers are now faced with the need to increase sales efforts. Salesmen, originally poor cousins in the powerhouse "high technology family" of engineers and programmers, are among the hottest sought-after professionals



Mike Horn

Mike Horn, President of Mike Horn & Associates, is a 30-year broadcast sales and sales management veteran. Before forming his Boston-based radio sales training firm, he was VP/Manager-New England and Sr. VP/Manager East-South Division for Blair Radio. Horn's prior experience includes Sales Manager posts with Boston outlets WRKO and WNAC-AM/TV, and the Yankee Network.

in that field today. But the business has its shortcomings: start-up companies, unstable products, and competitive breakthroughs create large sales forces with fast turnover. Usually, these are salespeople with high-energy drive. They are dedicated more to selling than to the industry, and would be attracted to broadcasting's stability.

Innovative Approaches

Many other fields, particularly those that are retail-oriented, offer interesting areas for exploration. At least one station group has had fine success attracting and developing local salespeople from the food trades — seasoned detail men employed by food brokers, manufacturers' representatives, and product distributors. These sellers are usually capably trained and have a propensity for follow-through, tenacity, and detail. Their retail experience is a great benefit to a broadcaster's sales team.

Insurance salespeople, knowledgeable in the selling of an intangible, are excellent potential material with the added plus of being highly-trained. Most large insurance organizations invest heavily in motivational, goal-oriented, and advanced sales enrichment schooling — forming a sales knowledge base beyond that which most broadcasters provide. Other businesses that offer potential recruitment opportunities include office equipment distributors, commercial real estate sellers, and cable system managers.

In-House Development

Many broadcasters have discovered another successful approach beyond the scope of outside recruitment — the retail sales

force. While this project is most beneficial to stations in larger markets where the major portion of business originates from agencies, its feeder system will be of value to any sales department.

As an auxiliary to the regular sales group, novices with growth potential constitute a separate sales team that calls only on retail/direct accounts and prospects. These salespeople are assigned to a definitive territory or product category and compensated on a straight commission/draw basis. In order for this group to be fully effective, the station must be committed to developing a formal sales training program under the guidance of a qualified manager. Continuous personnel turnover does present a logistical problem, but the strong will prosper to produce a reserve of ready-trained talent to augment the regular sales team.

On a lesser scale, the national sales arena offers a prime opportunity to train a potential candidate who will eventually move into local sales. As assistant to the national sales manager, a trainee would be available to coordinate promotions, enhance station relations and, in time, develop new business with district sales managers, food brokers, manufacturers' representatives, airline regional managers, beer and beverage distributors, etc.

The next step, the ability to successfully judge superior talent, is an art unto itself. Every prospect should manifest two basic qualities; the hungry salesperson — the eager "fire-in-the-belly," need-to-succeed character who wants to prove and improve his position in life — must be combined with a strong identity and belief in broadcasting's career challenges.

Next Time: Training Salespeople

Get the SPECIAL in Special Programming . . .

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- **The Rick Dees Weekly Top 40**
- **Musical**

(Hosted by the award-winning Chuck Southcott)

RON CUTLER

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Los Angeles, CA 90024
(213) 475-6182



HARVEY MEDNICK

USA For Africa's First Shipment Arrives

The single was released and went to number one. The LP followed and reached number one worldwide. Over 8000 stations played the record simultaneously. Next, 500 stations around the globe broadcast the Westwood One radio special. Then the TV program appeared on HBO. With the merchandising effort in full swing, USA For Africa is now putting away the show and getting down to business.

The business we're talking about is tallying up the dollars, converting them into direct aid and getting that aid to the needy in

LPs, 4.3 million 7" singles, and 770,000 12" singles sold. And those are domestic numbers only, representing \$33 million. Tack on another \$5 million in merchandising and direct contributions, and you really have to feel good.

The First Check

In May, Columbia Records turned over a check for \$6.5 million to USA For Africa. Those dollars represented March sales receipts, and we're talking about 45rpm sales only! Now, here's what's happened to those dollars:

The money has been converted into 120 tons of goods in the following categories: one-third for food (primarily high-protein biscuits and vitamins), one-third for medicine (intravenous and rehydration fluids top the list), and the last third for shelter items. All of this was loaded onto a plane June 10 headed for the Sudan and Ethiopia.

In a conversation from the Sudan (6-11), Harriet said, "It was a thrill to see the cargo actually off-loaded in Africa. It meant that the U.S.A. for Africa project is realizing its true goal - saving lives."

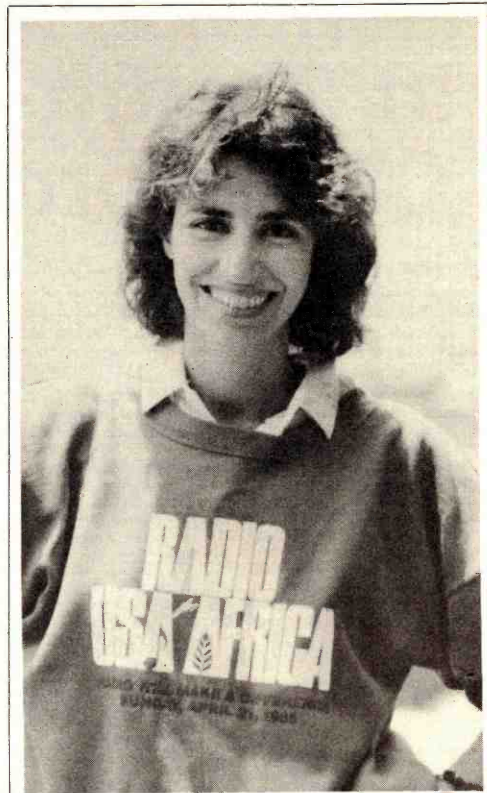
"All of us on both sides can feel proud of the 3.3 million LPs, 4.3 million 7" singles, and 770,000 12" singles sold."

Others Follow Through

FM102/Sacramento led the way for support of USA For Africa in the capital city of California, raising over \$100,000. There was community interest in exactly how the distribution effort would take place. "Morning Zoo" host/MD Chris Collins, with the cooperation of owner Duffy Broadcasting and the local Zinfandel Travel agency, left for Ethiopia June 3 to get a firsthand look at the relief efforts and report back to listeners on how their dollars were being used to aid the victims.



Africa. The latest numbers from Kragen & Co. VP/Marketing, Promotion & Public Relations Harriet Sternberg are really inspiring, since they reflect the mutually beneficial partnership of radio and records. All of us on both sides can feel proud of the 3.3 million



USA TO AFRICA — Here's Kragen & Co.'s Harriet Sternberg, who's accompanying the first relief shipment to Africa.

Here's Another Way To Help

Take a look in your closet or dresser drawers. If you're like me, you'll be staring at a bunch of T-shirts you've collected over the years from radio stations, record companies, and the like. I'm sure that every now and again you purge your drawers and have a "tossarama" of the no-longer-wanted items. Did you know that 100% cotton T-shirts were going to be bought and sent to Africa to clothe the needy? So go through your collection, pick out the ones you're willing to part with (100% cotton only, please), wash them, and ship them to:

Catholic Relief Services
Melrich Road
Cranbury, NJ 08512

They'll be sent to Africa as a part of the relief effort, and the monies allocated for T-shirts will be used for other purposes.

It's Really Happening

Not too long ago I was shown an editorial from the *Wall Street Journal* questioning the role of contemporary music artists aiding the needy in Africa. I'm sure there was a great deal of skepticism from other fronts as well, perhaps even from some of us in the industry. But now we see that the good we all hoped would result is really happening, and don't we all feel better for being part of it from the beginning? And it is only the beginning! More to come . . .

ONE YEAR AGO TODAY

- DEAN THACKER, JIM GREGORI, JIM WOOD UPPED TO VP AT MALRITE
- MARCELLUS ALEXANDER NAMED VP/OM AT WRIF/DETROIT
- JOHN SHOMBY VP/PROGRAMMING, BILL HARRISON VP/SALES AT KAFM & KAAM/DALLAS
- RICK LIPPINCOTT NAMED PD AT KYUU/SAN FRANCISCO
- RICK LEIBERT "PRODUCES" KMGGL/LOS ANGELES
- #1 CHR: "Time After Time" — Cyndi Lauper (Portrait/CBS) (3rd week)
- #1 A/C: "Time After Time" — Cyndi Lauper (Portrait/CBS) (5th week)
- #1 B/I: "Tell Me I'm Not Dreaming" — Jermaine Jackson (Arista) (2nd week)
- #1 Country: "Somebody's Needin' Somebody" — Conway Twitty (WB)
- #1 AOR Track: "Dancing In The Dark" — Bruce Springsteen (Columbia) (5th week)
- #1 LP: "Heartbeat City" — Cars (Elektra) (12th week)

FIVE YEARS AGO TODAY

- CHARLIE MINOR NAMED VP/PROMOTION AT A&M
- DICK WILLIAMS NAMED VP/PROMOTION AT EM! AMERICA
- TOM BARSANTI NAMED OM AT WTIC-AM & FM/HARTFORD
- #1 CHR: "Coming Up" — Paul McCartney (Columbia)
- #1 A/C: "Little Jeannie" — Elton John (MCA)
- #1 B/I: "Take Your Time" — SOS Band (Tabu/CBS) (2nd week)
- #1 Country: "Trying To Love Two Women" — Oak Ridge Boys (MCA)
- #1 LP: "Against The Wind" — Bob Seger (Capitol) (13th week)

TEN YEARS AGO TODAY

- ED SALAMON NAMED PROGRAM MANAGER AT WHN/NEW YORK
- EDDIE KILROY DIRECTOR OF COUNTRY MUSIC AT PLAYBOY
- #1 CHR: "Love Will Keep Us Together" — Captain & Tennille (A&M) (2nd week)
- #1 A/C: "Sister Golden Hair" — America (WB) (2nd week)
- #1 Country: "Lizzie & The Rainman" — Tanya Tucker (MCA)
- #1 LP: "Captain Fantastic" — Elton John (MCA) (4th week)



EYEWITNESS IN ETHIOPIA — Chris Collins (l), one-half of the FM 102/Sacramento "Morning Zoo," reports live on the relief efforts in Ethiopia to partner Mike Reynolds (r).

DATELINES

June 18

"A Celebration of Radio Creativity," the Radio Advertising Bureau's 18th Annual Workshop
Grand Ballroom, Waldorf Astoria, New York.

September 11-14

"Radio '85," the second annual Radio

Convention & Programming Conference, presented jointly by the NAB and NRBA
Dallas Convention Center.

September 11-14

Radio/Television News Directors Association's International Conference
Opryland Hotel, Nashville.

1986

February 2-5
National Religious Broadcasters' 43rd annual convention
Sheraton Washington, Washington, DC.

February 27-March 1

Country Radio Broadcasters' 17th annual Country Radio Seminar
Opryland Hotel, Nashville.

THE

Order New



*Riding high at the top of the
alternative charts . . .*

Strong sales . . .

*Get on board and enjoy the
"LOW-LIFE"*

NEW & ACTIVE

"LOW-LIFE"

The new album from
new Order

Featuring the stand-out tracks

"THE PERFECT KISS"

"LOVE VIGILANTES"



Manufactured and Distributed by Warner Bros. Records Inc.

STORY

GINO VANELLI

Black Cars (HME/CBS)

LP: Black Cars

122/10 48%

Regional
Reach
E 54%
S 53%
M 44%
W 40%

N&A

National
Summary
UP 63
DEBUTS 9
SAME 39
ADDS 10

P1

EAST

K106 32-29
WHYT 32-23
WKXSPM 22-17
WNYS d-40
CKGM 9-6
CKOI 8-5
WCAUFM 36-32
PRO-FM 34-31
CFTR 6-5
CHUM 4-4

SOUTH

94Q on
KAEM d-34
KEGL d-19
KTKS 37-34
WNVZ on

MIDWEST

WGCL 24-22
WHYT on
WLOLFPM 27-21

WEST

KOPA on
KMEL 19-17
KPLUS 22-19
KUBE 22-19

SOUTH

WBBQ on
KHFI on
KWIC 31-27
KZB 34-31
WQID a
WJZR 33-29
WNOKFM 34-26
WZLD 37-35
KITE on
KSETFM d-36
WANSFM on
WZYP on
WOKI 25-22
WFMI 37-33
KX104 31-25
WRNO 37-33
WRVQ on
KITY on
KMBQ a
WKBZ on
WSEZ on

MIDWEST

WKAU on
K11K d-35
KZIO 28-23
WKDQ on
WJXQ d-34
Z104 17-14
KEYNFM on
KKRD on
WHOT 32-30

WEST

KQXR a
K1KX a
KKFM on
KLUC 19-16
KPOP on
KSKD 24-24
KDONFM on

P3

EAST

WFBC 31-28
WZON on
WOAY 20-17
WIKZ 39-36
WQCM 36-33
WKHI 20-14
95XIL on
WOMPFFM on

SOUTH

KQIZFM on
WKSP 33-26
WJAD on
WCGQ on
WYKS on
KTDY 39-36
Q101 29-26
KNOEFM 40-36
T94 on
WPFM 36-31
WXLK 30-29
W1XV 31-26
WGLF a
KKQV 28-22
KNIN 39-36
WHSL 28-26

MIDWEST

WBNQ on
WBWB 36-33
WCILFM 34-31
KQCR on
KCMQ a
Y94 31-24
KKXLFM on
WAZYFM d-40
WRKR 24-22
KKLSFM a
99KG on
KWTOFM on
WDBR 38-35
WSPT 35-31
KDVV 29-24
KFMW 40-36

WEST

KGOT 28-26
KCDQ a
KTRS 34-32
KKAZ on
KHXT a
KBIM 39-35
KZ02 33-27
SLY96 33-34
K1ST 16-15
OK95 11-11



HME RECORDS

**PRA
RECORDS**

THE PROOF IN BLACK & WHITE!

R&R STREET TALK

Just before deadline, KRAGEN & CO. VP **HARRIET STERNBERG** managed to get a phone line out of Addis Ababa, Ethiopia to report on the first **USA FOR AFRICA** paneload of people and relief supplies (see Page 24). The deputation created an immediate goodwill omen: when they landed in Khartoum, Sudan, the first rain the entire year fell, and in Ethiopia, it started raining the moment they got off the plane. Neither flight arrived on time, but hundreds of people were there to greet the entourage anyway. On-site visits and meetings with government and relief officials are planned, and an obviously excited Harriet told us everything so far is "1000% positive. It's been an incredible reception, and the government has been cooperating completely. This proves we can get it through. It's just the first, and we hope it's a sign that the American people can continue to do this." Harriet sent special thanks to artists involved in the project, radio, and the American people for their unsparing efforts in making the dream come true.

In a late-news shocker, **NICK BAZOO** has resigned his PD post at **KMEL/SAN FRANCISCO**. It's the familiar story of differences in programming philosophy. Co-interim PDs are **JACK SILVER** (former PD during its last days as an AOR) and **KEITH NAFTAILY**. Bazoo told Street Talk, "It is one of the best and most talented airstaffs in CHR today. It was a pleasure working with them." Word is that Nick has several irons in the fire.

Also leaving suddenly this week was **WVBA/TAMPA PD DAVE McKAY**, who had been programming the market-leading Easy Listening outlet for over eight years. Dave is ready to get back to work (see Pros On The Loose).

You never know what you'll hear while flying around these days, but "Airport Talk" this week had it that **NEIL ROCKOFF** made a deal to sell News outlet **WNWS/MIAMI** to **JEFFERSON-PILOT**, which would then spin off its News outlet **WGBS** but keep its staff. While Neil acknowledges that his station's for sale, he insists there's no truth to the latest rumor.

AMERICAN EXPRESS has reportedly signed a definitive agreement to sell its holdings in **WARNER AMEX** to **AMERICAN TELEVISION & COMMUNICATIONS**, a subsidiary of **TIME-LIFE**. The agreement specifies that Time-Life would offer to purchase all of Warner-Amex from AE and **WARNER COMMUNICATIONS** for \$850 million and assumption of Warner Amex's debt. WCI, which owns half of Warner-Amex, has not been approached regarding the sale, but expects to be contacted soon. Included in the deal are **MTV** and 19% of Showtime and the Movie Channel.

The **ABC RADIO NETWORKS** have secured radio broadcast rights for the international Live Aid concert(s) scheduled for July 13 in London and Philadelphia. The trans-Atlantic concert marathon will be offered on a nonexclusive basis to ABC Youth Network affiliates, and will not be simulcast with the **MTV** coverage (as some reports have suggested). Participating stations will be charged a rights fee, and will be required to help raise funds for the famine relief effort. ABC's feed will also be distributed to some 1.5 billion listeners in 160 countries.

A showdown between **KLOL/HOUSTON** and **COLUMBIA** has apparently been averted. When CBS announced plans to charge a fee for using its videos, 'LOL, which produces its own "101 RockPlace" weekly TV show, had threatened to retaliate by airing a CBS taping hour, complete with cue tones. Now PD **JOE DENTON** says, "Due to a new spirit of compromise being demonstrated by CBS, we've shelved that plan." The two sides are negotiating a new arrangement.

Erie, PA was particularly hard-hit by the recent wave of tornadoes. So **BILL SHANNON** and staff at **K104**, with the help of **COLUMBIA**, staged a benefit concert featuring **KENNY LOGGINS**. The show raised \$28,500 to go towards disaster relief.

The **PARENTS' MUSIC RESOURCE CENTER**, the Washington officials' wives' group that kicked off the latest flap about suggestive lyrics (see last week's **R&R**), is reviving a suggestion the PTA came up with last year: a record company-devised rating system for records similar to the movie industry's structure.

A cherry gig has opened at Easy Listening outlet **KBIG/LOS ANGELES**, as four-year morning cohost **BILL RATNER** has resigned to concentrate on his lucrative freelance work. Candidates should call Bonneville VP/Programming **ROB EDWARDS** at (213) 874-7700.

Look for **WZUU-AM & FM/MILWAUKEE PD JOHN DRISCOLL** to transfer to sister station **Y108/DENVER** when **MALRITE** completes its sale of the Midwest combo to **AMOS COMMUNICATIONS** (see Transactions).

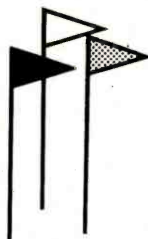
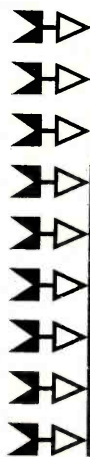
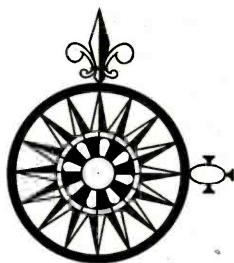
Have you heard "No More Madonna" by the Slightly Twisted Disappointer Sisters, sung to the melody of "De De Dinah" by Frankie Avalon? **WKSJ/Detroit** morning man **KEVIN O'NEILL** and consultant **PAUL CHRISTY**'s son Scott inked the words, and Kevin sings lead, with Scott, Paul, and his wife Joan doing backgrounds. It's available through Chicago-based MS Distributing. Contact Mike Scheid at (312) 364-2862.

B I O M E S S A G E O	TO	Program Directors	DATE	4th of July	TIME	2 Hours
	FROM	WESTWOOD ONE	AREA CODE	(213)	NUMBER	204-5000
	HALL & OATES live In Concert					
	from Liberty Park on Independence Day					
FOR THE BIGGEST EVENTS ON RADIO, IT'S WESTWOOD ONE... AND ONLY						

breaker



The English Band
with
The French Name
with
The American Hit



DEPECHE MODE "People Are People"



Produced by Daniel Miller, Depeche Mode and Gareth Jones • From the Sire album Some Great Reward • Marketed by Warner Bros. Records • © 1985 Sire Records Company

This Week's Standings: 120 CHR REPORTERS

How They Scored:

KDWB-FM 19-15	WPST add	WKDD 36-30
WHTX 18-16	WRCK 24-22	KZIO 14-9
WNVZ add	WKRZ-FM 29-26	WJXQ 22-19
WKTI 18-16	WTLQ deb 30	WKFR add
WCAU-FM 38-34	WBBQ add	Z104 add
KWK 17-15	KHFI deb 30	KO93 add
WLOL-FM 12-7	WSSX add	KNBQ add
Q103 deb 35	WJZR add	95XIL 6-2
KKRZ add	WZLD deb 40	WOMP-FM add
KWOD add	WANS-FM deb 38	WIXV 20-14
KPLUS 28-23	WZYP 30-28	KKXL-FM add
WFLY 22-19	WOKI 21-18	KKRC add
WKEE deb 35	KBFM add	WSPT 25-15
WLAN-FM 36-28	KRGV deb 35	KDYV 22-18
Q92 29-22	WRNO deb 39	KFMW 21-19
WGFM 32-29	KITY add	KHTX add
93Q deb 39	WSEZ 34-29	



“CENTERFIELD”

**The
New
Single
From
John
Fogerty**



Arranged and Produced by John Fogerty
From the Warner Bros. album *Centerfield*
© 1985 Warner Bros. Records Inc.

28/R&R FRIDAY, JUNE 14, 1985

STREET TALK

Not to be outdone, "Still Coca-Cola To Me" is the newest send-up hitting the airwaves in Memphis. The spoof features the voices of FM100 personality **TOM PRESTIGIACOMO** and co-lyricist/engineer/vocalist **ROB GRAYSON**, who's Production Director at AM sister **WMC**.



John Guarnieri is the station's new morning man, moving from his weekend/fill slot at **WNBC/NEW YORK**. Former wake-up man **DICK BIONDI** takes over the 6-10pm shift.

NBC RADIO NETWORK News Director **VELMA CATO** is moving to the TV side of 30 Rock. She's been named Northeast Bureau Chief for **NBC TV**, and will oversee the network's news product for a six-state region.

When AOR **WYFE/ROCKFORD** switches to A/C July 1, ex-WMGN/Madison PD **JIM REED** will be at the helm, with **TIM MOORE** (ex-TM) consulting. . . **KVOC/CASPER** afternoon man **DON RICHARDS** has been upped to PD for the Country outlet. . . **KIM GILLUND** is the new PD/MD at **KBMR/BISMARCK**.

WKQS/MIAMI's **RHETT WALKER** may have set radio history when he broadcast live aboard an Eastern Airlines jet this week, using a new cellular phone. Guess the old remote van doesn't offer the excitement it used to . . .



Former **WSAN/Allentown** PD **CHUCK TAYLOR** is the new programmer at nearby Easton A/C outlet **WLEV-FM**. . . Afternoon driver "SMILIN' JACK" **DONOVAN** is the new PD at Country-formatted **WLWI-FM/MONTGOMERY**, while morning cohort **GINA MCGEE** moved up to Operations Manager for its 50 kw sister AM. . . PD **GARY DICKSON** is upped to OM at **94Z (WZZU)/RALEIGH**, as Promo/Marketing Director **PETER DELLORO** becomes PD.

BRAD FUHR has exited as PD at **WZOK/ROCKFORD**. OM **KIPPER MCGEE** will handle programming for now.

In further restructuring, **POLYGRAM** has closed its four regional offices and four of its 13 branches, including Philadelphia, Seattle, Minneapolis, and Cleveland. As a result, some 35 staffers were let go.



Jim Loftus On the management front, **WFHG/BRISTOL, VA** GM **GARY MORSE** rejoins **WKYX/PADUCAH, KY** as GM, taking over for **BUDDY SCHEERER**, now managing **WKDQ/EVANSVILLE**. . . Former **WSJS & WTQR/Winston-Salem** GM **ROGER STOCKTON** is now GM at **WLAT & WYAV/MYRTLE BEACH**. . . **BRIEN MILLER**'s been named Sales Manager at **WSEN-AM & FM/SYRACUSE**. . . **WRNL & WRXL/RICHMOND**'s new GSM is **Y97/PITTSBURGH** GSM **OLIVIA LAWRENCE**. She succeeds **TOM KENNEDY**, now GSM at **KXXY/OKLAHOMA CITY**. . . And **WFIL/PHILADELPHIA** LSM **JIM LOFTUS** moves upstate as VP/GM at **WTLQ/WILKES BARRE-SCRANTON**.

During the same weekend as the **BOBBY POE** Atlanta confab (June 21-23), the 10th annual **UPPER MIDWEST COMMUNICATIONS CONCLAVE** takes place in Minneapolis, featuring keynote speaker **LARRY KING**. Call (612) 927-4487 for details. By the way, **R&R** will be at both gatherings.

DON GERONIMO, well-known for being outrageous, pulled a good one at **WAVA/WASHINGTON**. After reading **DAN O'DAY**'s "The Ten Commandments Of Jocks" (**R&R** - 5-31), he began ragging about how PD **SMOKEY RIVERS** and **WAVA** didn't appreciate him even though he followed the rules to the letter. So Don decided to "walk off" his show, leaving his shocked intern to cover the last half-hour. It was all in good fun.

In a strange bit of radio irony, **KZZP/PHOENIX** PD **GUY ZAPOLEON** raided his former station **B94/PITTSBURGH** by nabbing **CLARK INGRAM** to replace **DOUG SORENSON** for evenings. So **B94 PD SCOTT ALEXANDER** promptly hired Doug as his night rocker.

ZEBRA RECORDS chief **RICKY SCHULTZ** has announced a new spinoff label, **ZEBRA ACOUSTICS**. Its first release will be a **DAVID GRISMAN** album next month.

Kid Stuff: **KGOL/HOUSTON** PD **GEM O'BRIEN** and his wife Barbara are happy to report the arrival of daughter **Louisa Marie** (5-12). . . Best wishes to **WRFM/NEW YORK** PD **ROBERT DUNPHY** and his wife Cindy, who brought forth son **Robert Richard** (5-22). . . **KRSP/SALT LAKE CITY** Promotion Manager **BOB JENNINGS** and his wife Julie introduced **Anthony** (5-24). . . Cheers to **COLUMBIA VP/AOR PAUL RAPPAPORT** and his wife Sharon on the birth of son **Samuel Aaron** (6-1). . . Diaper duty is in order for **Shelby Lynn**, born to **KWES/ODESSA**'s **JOHN WELCH** and his wife Sharon. . . and warming bottles are **WENS/INDIANAPOLIS MD BERNIE EAGAN** and his wife Chris, whose newest "add" is **Sean Patrick** (6-6).

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Services (1985)."

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THE DIFFERENCE BETWEEN GUESSING AND KNOWING.



Can you guess which oldies your listeners like most? Before answering, consider this: In most music tests conducted by Surrey, results have shown less than 40% of those songs tested to have significant appeal to the targeted audience. Usually, less than 20% result in being *definitely* recommended.

We're referring, of course, to Surrey's A & O Music Series, considered by many as the most advanced music test available to radio programmers. This auditorium-mode program provides you with clear, concise and quickly usable information in as few as 5 days from time of testing. All tests are

attended by carefully screened individuals whose attitudes and opinions best represent those of core listeners. Your information is presented in three phases:

Phase 1—Alpha. Alphabetical and rank listings of all titles tested featuring male, female and combined categories. Each title is accompanied by overall score plus percentage of burn and unfamiliarity. Ranked songs are color-coded according to level of appeal.

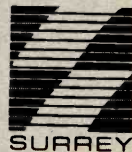
Phase 2—Omega. Page-by-page, title-by-title breakout involving comparisons of demo groups, cumers, fans or geographical

locations to level of song appeal.

Phase 3—Compatibility. Illumination of songs most or least compatible between various listening groups.

All services are provided to you under exclusive conditions with investment scheduling and quantity discounts available.

So why *guess* when you can *know*. Call us at (303) 989-9980 and you'll see the difference.





KEN BARNES

ON THE RECORDS

THEMES SUCCESS RATIO

The 007 Hit File

By the time this column sees print, "A View To A Kill" should have become the sixth theme from a James Bond movie to hit the CHR Top 10. Determining that an overview of previous Bond themes' success was long overdue, R&R's cloak and dagger department dispatched AOR Associate Editor Hurricane Heeran, who was standing by awaiting a KGB report, to handle the mission. He decided to accept it, so, before the tape self-destructs (to further mix espionage show metaphors), here's his report.

Duran Duran is only the second rock group to do a Bond theme; most have been handled by female vocalists. (Paul McCartney & Wings' "Live And Let Die" was the first rock group theme, and even that was covered by a woman singer, B.J. Arnau.) Immediately preceding Duran Duran was Lani Hall with "Never Say Never."

Shirley Bassey is the best-known 007 artist, thanks to "Goldfinger"; she also sang "Diamonds Are Forever" and "Moonraker." Least known is Monty Norman, who wrote and conducted the "James Bond Theme" for "Dr. No," a theme subsequently appearing in many other Bond films.

Although most fans don't consider "Casino Royale" an official Bond film, it remains the only one to produce two hits (Sergio Mendes' "Look Of Love" and Herb Alpert's title track). "On Her Majesty's Secret Service" featured

two one-shots: Louis Armstrong singing "We Have All The Time In The World" and George Lazenby starring as Bond.

A cover battle developed between Matt Monro's "From Russia With Love" and a competing version by the Village Stompers. Neither scored significantly. A different type of cover was Alice Cooper's "The Man With The Golden Gun," written in hopes that the film producers would use it. Instead they commissioned a different song with the same title and enlisted Lulu to sing it. Alice's version is on the "Muscle Of Love" LP.

In addition to actual themes, James Bond was a popular subject for Jamaican ska and reggae numbers, with Desmond Dekker's "007 (Shanty Town)" becoming a big British hit. In the U.S., "The James Bond Walk" by J.W. Alexander failed to become a massive dance sensation. See graph below

Bruce Kelly Wrestles For Airplay

It's been a while since I've spotlighted an air personality who's made records (got a few in the pipeline), so Bruce Kelly, morning man at WHTT/Boston, seemed a natural choice. Bruce has put out a single that he tells me garnered airplay on big stations in St. Louis, Dallas, Washington, Kansas City, Pittsburgh, Baltimore, and of course his own in Boston, though much of the play was of the unreported variety that novelty records suffer from.

Bruce's record is called "Wrestlemania" (triple "a's" intentional), and capitalizes on the current craze, with plugs for many name wrestlers. It's on the Pink Pig label, and is one of (so far anyway) very few records to explore the rock 'n' wrestling relationship. A&M's Jeff Gold tells me a group called Sod had a professional wrestler on the cover of its album, but I've never seen it. More recently Lou Albano and NRBO

teamed up for a single called "Captain Lou," and Minnesota band the Novas recorded "The Crusher" in late 1964 in tribute to a local wrestling hero.

Just recently a group called Mud, Sweat & Jeers put out a wrestling novelty on RCA, and there may be more to come. But for all intents and purposes the leading wrestling record still has to be "You Really Got A Hold On Me."



Here's Bruuce; before Cyndi, Captain Lou tag-teamed with NRBO

for the James Bond theme hit scoreboard.

Madonna Sets Record . . . Without Record

Here's a bizarre fact: In the past, I've chronicled the chart achievements of a few CHR, A/C, or B/U hits that weren't actually singles. (That's not a bizarre fact, but there is one coming, I promise.) Songs like "Tell Me I'm Not Dreaming" and "Thriller" reached high chart positions without 45s available. But by debuting on the CHR chart May 24 at No. 33, Madonna's "Into The Groove" became the first song ever to chart without any kind of record available. The 12-inch came out that week, but until then the only source for the song was the promotional video from the film

"Desperately Seeking Susan," plus audio tapes from that video secured by radio stations. It's a new age . . .

Madonna also achieved a rare feat by scoring three consecutive No. 1 CHR hits with "Like A Virgin," "Material Girl," and "Crazy For You." (It's been done before, notably by the Bee Gees, but it's not common.) Jesse Johnson's Revue got off to an impressive start by placing their first two singles at No. 1 on the Black/Urban chart.

A finale for Roxannemania: a group called the East Coast Crew has released a 12-inch called "The Final Word - No More Roxanne (Please)."

Two-Year Milestone

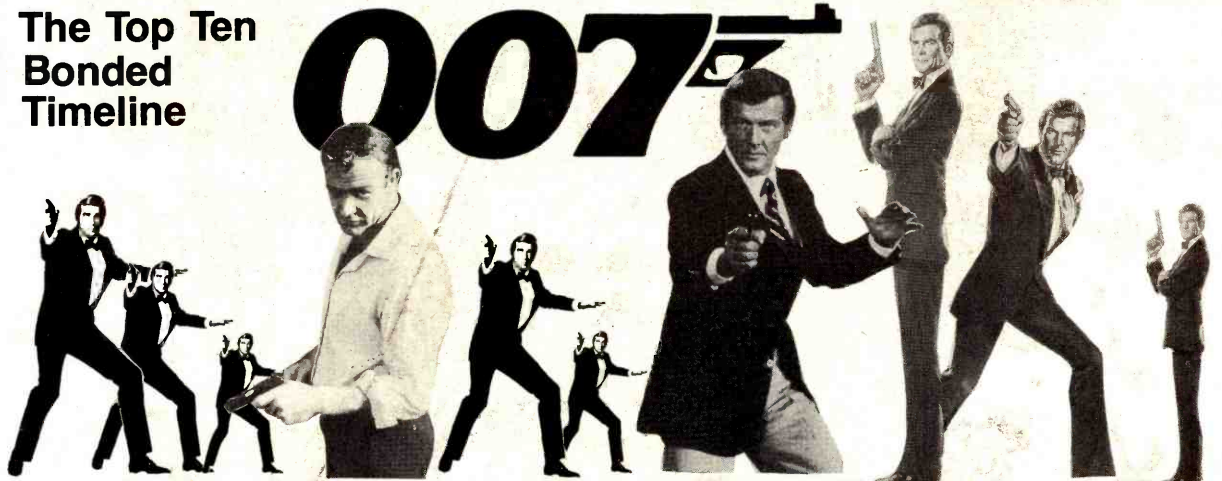
This column more or less marks the second anniversary of "On-

The Records," which debuted June 17, 1983 with these remarks: "You won't find interviews with program directors, analyses of Arbitron ratings, or management techniques here." If nothing else, the column has managed to stay true to that credo.

My attempts to balance useful information, trivia, humor, and even a little opinion have met with a gratifying enthusiastic response, and it's very cheering to learn how many R&R readers are passionate and knowledgeable about music and music information. Whenever I get stuck for a column idea (about once a week, on the average), a phone call or note from a reader seems to trigger an inspiration. The feedback's the best part of doing this column, so thanks to everyone and keep it up!

The Top Ten Bonded Timeline

007



1965 "Goldfinger" Shirley Bassey (7)	1966 "Thunderball" Tom Jones (23)	1967 "You Only Live Twice" Nancy Sinatra (70)	1968 "The Look Of Love" (Casino Royale) Sergio Mendes (4)	1968 "Casino Royale" Herb Alpert (24)	1972 "Diamonds Are Forever" Shirley Bassey (55)	1973 "Live And Let Die" Paul McCartney & Wings (1)	1977 "Nobody Does It Better" (The Spy Who Loved Me) Carly Simon (1)	1981 "For Your Eyes Only" Sheena Easton (3)	1983 "All Time High" (Octobussy) Rita Coolidge (30)
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Fourteen James Bond movies have produced five Top Ten CHR hits, with two No. 1s (plus an A/C No. 1 from Rita Coolidge). Above is a graphic display of the top ten Bond hits in chronological order (Duran Duran, still climbing, wasn't included).

Chart positions on records before the R&R era were calculated by averaging Cash Box and Billboard numbers. Chart numbers after 40 are generally meaningless, but are included for pur-

poses of comparison. Interestingly, the Nancy Sinatra record had one of the widest CB/BB disparities I've ever seen — it went to #44 in Billboard and #97 in Cash Box. Being the lesser hit of a two-sided ("Jackson" was the other side) may account for some of the divergence; the rest can be chalked up to primitive methodologies, I guess.

Talking Heads

L I T T L E C R E A T U R E S



Featuring "Road to Nowhere" from the album

Published by Future Records, an Atlantic Group Company. Management: Gary Katzman. Photo: [unreadable]

THE SOUND OF CHR TOMORROW IS ON RCA TODAY



RICK SPRINGFIELD "State Of The Heart"

One Of The
MOST ADDED

CHR NEW & ACTIVE

B104	KEGL	WHYT	Q103	Also Added At:	Y106	KKFM	95XIL	WGLF
WNYS	Y100	KBEO	KOPA	WAMX	WQID	Z98	KBOS	WKSF
WCAU-FM	B97	ZZ99	KMEL	WSPK	KXX106	WMEE	KLUC	Q104
PRO-FM	WNVZ	KHTR	KPLUS	98PX	KITE	WRQN	KO93	WYKS
Z93	WGCL	KWK		WPST	WHY-FM	KAY107	KCPX	T94
				WRCK	WRVQ	KKRD	KHYT	Z102
								SLY96



DARYL HALL & JOHN OATES "Possession Obsession"

CHR Chart: 32

Now On Over

195 CHR Reporters!

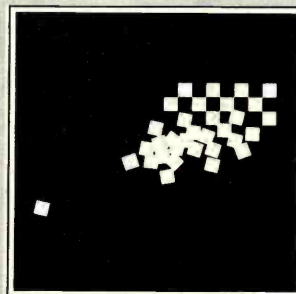
WXKS-FM deb 33	PRO-FM 31-27	B97 25-21	KHTR 36-32	KWOD deb 40
WNYS 32-25	94Q 32-29	WVNZ 37-24	WLLOL-FM add 32	KS103 40-37
B94 deb 30	Z93 25-21	WGCL 26-23	KPKE 28-21	KPLUS deb 32
WHTX add 30	93FM deb 29	92X 35-31	Q103 35-29	WQUE-FM 24-19
		ZZ99 27-24	KIIS-FM deb 40	WZPL 22-17
		WKTI add 29	KKRZ deb 24	WRQN 28-17

NEW AND EXCITING THIS WEEK:



MR. MISTER "Broken Wings"

From The Brand New Album
"WELCOME TO THE REAL WORLD"



BJÖRN SKIFS "The Arbiter"

The Second Smash Single From
The Musical On Record "CHESS"

RCA
Records and Cassettes



All Year Long

In the three and a half years that R&R's been doing a numbered Black/Urban chart, only **Lionel Richie** still has a perfect track record. All eight singles he's released as a solo artist have charted. All eight have gone Top 10. Two, "All Night Long (All Night)" and "Hello," have gone to #1. (Prince, by comparison, has charted 11 records but only seven have gone top ten. Prince, **Madonna**, and **Michael Jackson** have all released songs that missed the B/U chart altogether.)

Richie turns 35 this Wednesday. "Can't Slow Down" was a breakthrough LP for him in many ways, including the following: Lionel's work in the **Commodores**, with **Kenny Rogers**, and with **Diana Ross** stereotyped him as a Black MOR artist. Although he cowrote many of the Commodores' uptempo hits, the group's ballads all came from Richie. So even with the three ballads that followed, "All Night Long" and "Running With The Night" were important in changing that image. Richie and producer **James Anthony Carmichael** are back in the studio working on a follow-up LP due sometime between September and Christmas.

Northern Heart

One of the unusual things about Canada's already-unusual "Canadian Content" radio rule is that you can be from somewhere else and still be Canadian. In the early years of the system, the **Mamas & Papas** qualified. (**Denny Doherty** was born in Halifax and had been a member of something called the **Halifax Three**.) **Rick James**, who spent several years in Toronto, counted as Canadian at least until "Super Freak." (After that nobody is quite sure; if James does still count, then the James-written/produced "In My House" qualifies also.) **DeBarge's** "Who's Holding Donna Now" would count if any of writer/producer **David Foster's** coauthors were also Canadian (they're not).

Heart's Ann Wilson was born June 19, 1950 in San Francisco and grew up in Seattle. But because Heart recorded in Vancouver, their singles counted as Canadian at least up until the time of "Straight On" and "Dog And Butterfly." After that, Heart are no longer considered Canadian, although nobody can decide whether it's because they left Vancouver or because the Wilsons broke off their professional/personal association with **Roger & Mike Fisher**. So besides giving them their biggest record in a few years, the **Jim Vallance/Sharon Alton** (ex-Toronto) song "What About Love" has also put them back on the Canadian content logs for now.

MONDAY, JUNE 17

1954/The first issue of Britain's weekly pop paper *Record Mirror* is published.

1968/Ohio **Express** is awarded a gold single for "Yummy, Yummy, Yummy."

1977/Classy exit of the week: German UFO guitarist **Michael Schenker** disappears for six months. Schenker later claims he wanted to leave the group but didn't know how to tell them in English. After all this, Schenker will stay with the group for another two years.

TUESDAY, JUNE 18

1974/Ninety-six people are arrested at a **Robin Trower/Edgar Winter** concert in Atlanta's Omni. On the same day, **Rare Earth's Peter Hoorelbeke** is arrested for tossing his drumsticks into the crowd.

1977/**John Lydon** is stabbed on a London street in apparent revenge for the **Sex Pistols's** "God Save The Queen." The next day **Paul Cook** is clubbed with an iron pipe by street punks.

Birthday: **Paul McCartney** (who's also working with **David Foster** and, depending on whether Foster writes anything, may also qualify as Canadian content) 1942.

WEDNESDAY, JUNE 19

1960/The **Kingston Trio's** daily five-minute radio show debuts on CBS.

1973/**Edgar Winter** gets his gold record for "Frankenstein."

1982/**Steve Miller** begins his first tour in three years to coincide with the release of "Abracadabra."

Birthdays: **Al Wilson** 1939.



THURSDAY, JUNE 20

1956/**Buddy Holly's** "Words Of Love" is released.

1980/**Bob Dylan** releases "Saved," the second LP in the "born again" trilogy bracketed by "Slow Train Coming" and "Shot Of Love."

Birthdays: **John Taylor** (**Duran Duran**) 1960, **Brian Wilson** 1942, **Chet Atkins** 1924.

FRIDAY, JUNE 21

1971/Three and a half days late, Pointe Coupe, Louisiana's eight-day "Celebration Of Life," opens. Three days later it closes. By that time, four people have died. Only eight of 27 advertised acts have shown up. More than 150 people have been arrested, and the guru who opened the festival by asking for a moment of silence has been told, "Fuck you, let's boogie!"

1980/At a time when he doesn't even have an American recording contract, **Don McLean's** "Crying" goes to #1 in Britain and stays there for three weeks.

Birthdays: **Ray Davies** 1944.

SATURDAY, JUNE 22

1968/The **Jeff Beck Group** makes its American debut at New York's Filmore East. **Rod Stewart** is so nervous that he spends much of the show hiding behind the speaker cabinets.

1981/**John Lennon's** killer, **Mark David Chapman**, pleads guilty to first degree murder.

Birthdays: **Kris Kristofferson** 1936, **Peter Asher** 1944, **Todd Rundgren** 1948, **Jimmy Castor** 1943.

SUNDAY, JUNE 23

Linda Ronstadt must like songs released on this date, since she remade two of them: the **Springfields'** "Silver Threads & Golden Needles" (1962) and **Smokey Robinson & The Miracles'** "Tracks Of My Tears" (1965).

1956/The **Cadets'** "Stranded In The Jungle" released.

1967/**Arthur Conley** gets a gold record for "Sweet Soul Music."

1975/**Alice Cooper** falls off a Vancouver stage and cracks his ribs.

Birthdays: **Miles Goodwyn** (**April Wine**) 1948, **Paul Goddard** (**ARS**) 1945, **June Carter Cash** 1929.

"WEIRD AL" YANKOVIC



"Like A Surgeon"

FIRST WEEK:

66 Stations
Out Of The Box

#3
MOST ADDED



DISTRIBUTED BY CBS RECORDS



BRAD WOODWARD

NEWS/TALK

CBS Reaps Reward Of All-News Franchises

Try your hand at the following all-News radio quiz. Which of the following statements are true? All-News radio stations:

- a) Take years to build
- b) Are outrageously expensive to operate
- c) Can be highly profitable
- d) Are difficult to dislodge once established
- e) All of the above

The answer, of course, is that all of the statements are correct. And there's no better operating example of those principles in action than the nation's largest single group of information stations, the six properties that make up the CBS Owned AM Stations group.

The granddaddy of the group is legendary KMOX/St. Louis, which routinely pulls astonishing Arbitron shares (in the 20s) with a News/Talk/Sports format that's been in place essentially since 1932.

In modern times, the first big step occurred with the conversion of WCBM/New York to all-News in 1967. Then came the big year, 1968, when News formats were installed at KCBS/San Francisco,

WBBM/Chicago, and KNX/Los Angeles. WEEI/Boston, which CBS later sold, made the switch in 1974, and a year later WCAU/Philadelphia set down the News/Talk path it's still following.



Gene Lothery

While not totally immune to AM radio's travails, the stations are remarkably consistent performers, managing somehow to avoid the sharp losses suffered by other AMs in this decade. As the following chart demonstrates, the CBS stations have seen only modest drops in overall 12+ shares, while holding onto their rankings within individual markets:

	Fall '80 Share/ Rank	Fall '84 Share/ Rank	Pct. Change
KCBS/San Francisco	7.0 (2)	5.3 (2)	-24%
KNX/Los Angeles	4.2 (5)	3.7 (6)	-12%
KMOX/St. Louis	23.4 (1)	20.6 (1)	-12%
WBBM/Chicago	5.8 (4)	4.9 (4)	-15%
WCAU/Philadelphia	4.4 (8)	4.4 (10)	no change
WCBM/New York	4.8 (5)	3.9 (6)	-19%
Totals	49.6	42.8	-14%

"AM radio is alive and getting better," declares Gene Lothery, VP/CBS Owned AM Stations. "I think we're seeing the erosion bottoming out." Shares and revenues are down, he concedes, but that doesn't mean the News/Talk audience is shrinking. Instead, he believes, "It's the cutting up of the pie. And we certainly have not seen in any of the Arbitron numbers that radio listening overall is down. In many cases it's up."

Lothery adds, "It's not going to be stereo or any of the other technical things people think of that will make the difference for AM radio. It'll be a combination of

programming, being consistent, staying on top of it, formatting, and delivering what the listener wants. I also like our stations to be tied in with their communities. That's how you win and grow."

WCBS NEWSRADIO 88

WCBS Projects Personality

Let's take look at the group's individual members, starting with flagship WCBS/New York. "It has a solid product that meets listener needs, but WCBS goes beyond the news arena, into community activities, sports, etc."

"Up until a year ago we had the New York Jets, but since then we've picked up St. John's basketball, which has proven to be very successful both financially and in audience. However, of all our stations, WCBS probably has the most limited involvement in sports activity."

Usually WCBS runs a close second to all-News rival WINS. A key difference between the two, in Lothery's view, is "a little bit more personality" on WCBS vs. the "rapid-fire" delivery on WINS, where "the format is the key element."

1210 WCAU-AM

Recovering WCAU Turns Profit

The one real trouble spot in the CBS AM group has been WCAU/Philadelphia, but Lothery is confident the station has turned the corner with its current mixture of news, talk and sports. In recent months, he says, WCAU has begun to return its first profits in many years.

"We are really proud of what (VP/GM) Alan Serxner and the staff have done down there. There's a station that was literally on its backside. It went through numerous formats in the early '70s and suffered from the accumulation of several bad decisions."

"Also, we were taking on one of the most successful all-News stations in the country, KYW. What we didn't realize was how entrenched it was in terms of audience loyalty. Once you start playing with formats, you pay a price for that. And we paid the price."

One painful blunder was allowing the rights to Phillies and Flyers play-by-play to lapse because of a since-discarded corporate belief that an all-News format must be "pure" news.



KNX WINS PEABODY — This year's George Foster Peabody Award for Outstanding News Coverage went to KNX/Los Angeles for its multifaceted coverage of "The Immigration Problem." KNX's treatment included a documentary, a two-day series of in-depth reports, and 200 updates during the ten-day House debate on the Simpson-Mazzoli immigration reform bill. Above, KNX GM & CBS Radio VP George Nicholaw (left) accepts the award from J. Thomas Russell and Fred Davidson, Dean and President, respectively, of the University of Georgia's Journalism School.

Re-Signing Phillies Key To Comeback

The beginning of WCAU's resurrection was signing an 11-year deal with the Phillies in 1981. Lothery recalls, "That provided the station with an audience and a revenue base to build on. Today, stability has set in and we're on our way."

KMOX 1120

The Voice of St. Louis

Hyland Credited At KMOX

Lothery gives credit for much of KMOX's enormous success to Bob Hyland, the CBS Regional VP who's run the station for years. "Bob brings all the elements together. He has the unique ability to hire and keep excellent people, both behind the scenes and on the air."

"Obviously, one of the big things we were concerned about was the untimely loss of Jack Carney in the 9-11am slot, as Jack was generating big shares and big revenue. But being the good recruiter he is, Hyland took his time and did some innovative fill until he could find a replacement, Arnie Warren from Florida. KMOX doesn't try to sell him as a replacement for Carney. Arnie brings his own expertise and personality to the station, and it has worked out very well for us."

KCBS News Radio 74

KCBS Experiments With Daytime Talk

KCBS/San Francisco, according to Lothery, "is a constant and consistent performer, both in audience and bottom-line performance. In the last five years it has gone through moderate format changes in that it no longer does all-News 24-hours a day. In mid-days we are experimenting with talk. It's called 'news magazines,' but in my mind and manage-

ment's mind, it's talk."

The shift was prompted by the soft midday numbers that plague all-News stations. "They wanted to experiment in order to bolster that time period, and we encouraged them. It'd be a benefit to us if they could develop programming that would be useful in our other markets. It's working in that it's had a positive impact on the station as a whole, but I'm not sure yet that we want to run out and do news magazines in New York."

KNX NEWSRADIO 1070

WBBM/CBS NEWSRADIO 78

Sports Rights Prohibitively High

While change is underway elsewhere, the group's two remaining stations — KNX/Los Angeles and WBBM/Chicago — have already hit winning strides, with no major shifts planned at either outlet.

Both have solid all-News formats, as well as some play-by-play sports, although not as much as Lothery would like. "Professional sports rights are just going through the roof," he complains. "The Raiders were very productive for us, but then came the question of whether you want to continue paying those exorbitant prices."

Electronic Newsrooms, Possible Acquisitions In Future

What does the future hold for the CBS AM stations? Computers, first of all. Color Graphics is currently installing electronic newsrooms and at the CBS Radio Stations News Service in Washington. Cost? Over \$1 million.

While Lothery doesn't foresee CBS ever building another all-News station from the ground up, he also doesn't rule out buying one. "We're keeping our eyes and ears open."

ON THE MOVE

Jim Bohannon signs a new two-year contract with Mutual, where his duties include sitting in for Larry King and hosting his own Saturday overnight talk show. . . . Chuck Muller returns KOA/Denver as Agri-Business Editor with a 5-7am Saturday show, while Gary Tessler returns to take over the 2-4pm weekday talk slot. . . . Kevin Joyce is back on morning drive duty at WYTT/Detroit after a month's sick leave following a heart attack. . . .

Ken Korath joins the KCBS/San Francisco lineup for San Jose State U. football play-by-play. . . . Literally on the move recently were WRKO/Boston's morning team of Ted & Janet, whose show originated from Rome, and WOAI/San Antonio's Carl Wieglesworth, who broadcast for a week from Washington, DC.



Jim Bohannon



SO FAST, THE COMPETITION WON'T KNOW WHAT HIT THEM.

From the minute we launched our NEWSPOWER 1200 service, we knew we were on to something hot.

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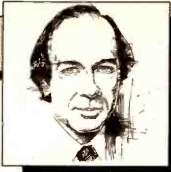
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*Subject to availability.



ABC

CONTEMPORARY RADIO NETWORK



CALENDAR

BRAD MESSER

Deep Throat Never Dies

Joe Belden's *Earshot* folded last month and radio news lost a strong supporter and good friend. The natural biweekly tabloid from San Francisco was the only independent publication strictly by and for radio newspeople and information programmers.

It died for lack of advertiser support. The budgets controlled by radio newspeople aren't significant.

In announcing the "painful decision" to kill the newspaper, the Editor/Publisher wrote, "My greatest satisfaction has been getting to know many of the talented and dedicated men and women who work so hard, often for so little reward, in radio newsrooms across the country."

Contributor Chuck Wolf (ND of KIKK/Houston, "The News Doctor") wrote, "Earshot was different from the RTNDA *Communicator* or the SPJ/SDX *Quill*. It owed no allegiance to any organization or network." Wolf lamented, "No one else seems to care about radio news."

The final 12-page issue included

a feisty critique of the NYC May convention of American Women in Radio & Television ("full of sales and marketing types . . . pricey"), articles about news internships, a feature on authors' displeasure with radio interviewers who don't read their books, letters to the Editor (including a potshot by WMAQ/Chicago ND Tom Webb about "TV IDIOTS WHO CONTROL RTNDA"), pointers on designing newsrooms to fit people, a report on inexpensive new newsroom computer software, jobs offered and sought, recent hirings and firings, current professional awards . . . and very, very few paid ads. The last ads were from the Associated Press, media contact campaigns by the American Gas Association and American Heart Association, the Talk Show

Guest Directory, Philips Petroleum, and CBS Radio. Period.

Not all is lost. In much-reduced versions, some of the regular *Earshot* features will hereafter be affixed to the coattail of the presumably profitable Joe Belden daily mailout kickers service *Rip 'N' Read*.

(I used to call this R&R column "Rip 'n' Read." When I switched to "Calendar," Belden grabbed the phrase. A colleague in his shop told me, "We were afraid you were going to sue us!" The thought had never crossed my mind.)

Still to be provided in abbreviated versions will be job listings, People, Letters, Dateline (similar to "Calendar." In fact, occasionally unabashedly word-for-word . . .) and the effervescent gossip-and-news column which took its titles from the never-identified Watergate source who blabbed all to Woodward and Bernstein.

Says Belden of his radio news projects, "*Earshot* may pass, but Deep Throat never dies."

Watergate Day

MONDAY, JUNE 17 — The Watergate burglars had already failed three times. On their fourth try, they succeeded in entering the Democratic National Headquarters offices 13 years ago this morning . . . and were promptly caught redhanded (1971). The live had been sent by Richard Nixon's "Committee To Re-Elect The President" to steal secrets from the opposition party. The Watergate burglary, and the administration's frantic scramble to cover up evidence, eventually forced Mr. Nixon to become the only American President ever to resign.

1963 — Supreme Court school prayer ruling. 1960 — Maloney & Evans arrived NYC after walking from San Francisco on 66 days. 1950 — 1st kidney transplant. 1775 — Battle of Bunker Hill, near Boston.

Barry Manilow 39 James Brown 57 Dean Martin (Dino Crocetti) 68. George Cormack born 1870, invented Wheaties 1924.

Year's Longest Days Begin

TUESDAY, JUNE 18 — The eight longest days of the year begin today, each with 15 hours and 17 minutes of daylight. Summer officially arrives Friday.

1984 — Radio talk host Alan Berg, 50, shot in Denver. 1983 — Sally Ride 1st US woman in space, on shuttle Challenger. 1979 — Strategic Arms Limitation Treaty signed by USA and USSR, but Congress never ratified it. 1953 — 1st plane crash with over 100 deaths, USAF C-124 near Tokyo, 129 fatalities. 1855 — Sault Ste. Marie canal opened connecting lakes Superior & Huron. 1815 — Napoleon defeated at Battle Of Waterloo. 1812 — American declared war on Great Britain. James Paul McCartney 43. Lou Brock 46. E.G. Marshall 75.

Civil Rights Act

WEDNESDAY, JUNE 19 — Following the longest debate to date in U.S. Congressional history, the Civil Rights Act of 1964 was passed 21 years ago today. On the same day the first topless bar opened in San Francisco (1964).

1984 — PG-13 became 1st new movie rating in 16 years. 1953 — Julius & Ethel Rosenberg executed at Sing Sing as spies. 1934 — FCC created by Congress. 1910 — 1st Fathers Day, organized by Mrs. John Bruce Dodd in Spokane. 1910 — 8-hour work day adopted by US gov't 1862 — Slavery in US territories outlawed by Congress. Ann Wilson of Heart 35. Sen. Alan Cranston 71.

Gasoline Shortage Of '79

THURSDAY, JUNE 20 — Odd-and even gas allocation began on the Eastern seaboard six years ago during the gasoline shortage of 1979.

In 1980 Sugar Ray Leonard earned \$8.5 million for a fight he lost; Leonard's WBC welterweight title was taken by Roberto Duran. 1977 — Alaska Pipeline-oil flow began. 1973 — *Playgirl* magazine 1st issue. 1963 — Hotline agreement signed for Washington-Moscow communication link. 1948 — Ed Sullivan TV variety show began. 1867 — Alaska Territory purchased from USSR for \$7.2 million. 1863 — West Virginia 25th state. 1782 — Great Seal of US adopted. Anne Murray 40. Chet Atkins 61.

First Day Of Summer

FRIDAY, JUNE 21 — Frank Woolworth opened the first Five Cent Store (Lancaster, PA) in 1879. It went broke. He moved to a better location and tried again and became one of America's richest men.

1981 — Wayne Williams charged with one of 28 Atlanta child murders. 1973 — Supreme Court ruled local standards supersede national norms in judging obscenity of books and movies, etc.

1948 — 1st LP 33rpm phonograph record demonstrated by Columbia.

1834 — McCormick patented mechanical grain mower and reaper.

1788 — US Constitution went into effect.

Summer begins at 5:44am EST.

Jane Russell 63. Maureen Stapleton 60.

DON HENLEY

NOT ENOUGH LOVE IN THE WORLD



CHR NEW & ACTIVE

Now on over 125
CHR Reporters!

A/C NEW & ACTIVE

Now on over 80
A/C Reporters!

AOR Tracks: **17**

Produced by Don Henley, Danny Kortchmar and Greg Ladanyi

From the Geffen album *Building The Perfect Beast*

Manufactured and Distributed by Warner Bros. Records Inc.

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CLEAR YOUR DESK & ADD THE BEST



MEN AT WORK

"Everything I Need"

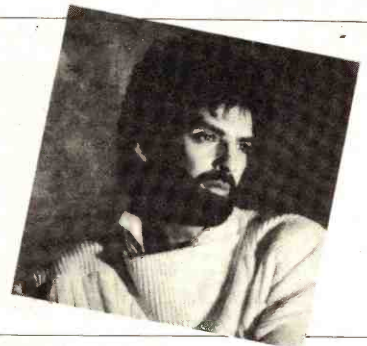
WHTT	Z93	WHYT	FM102
WXKS-FM	KTKS	ZZ99	KWOD
WNYS	Y100	WKTI	KS103
WCAU-FM	WNVZ	KHTR	KITS
WHTX	Q105	KIIS-FM	KMEL
PRO-FM	WCZY	KKRZ	KPLUS

CHR NEW & ACTIVE
118 REPORTERS — 47%

KENNY LOGGINS

"Forever"

KEGL 9-6	95XIL 15-9	WSSX 25-21	Added This Week:	KNBQ
K104 20-12	KWES 13-6	WBCY 25-21		KOIZ-FM
WJZR 24-16	KZOZ 27-16	KIKX 23-22	WHTX	WCGO
KITY 18-16	KAFM 29-22	Q104 24-21	WFLY	Q101
WKDD 19-16	WGCL 22-20	KOZE 23-21	93Q	WIXV
KCPX 17-10	WKRZ-FM 33-22		KZZB	WKDO
				KTRS



HOOTERS

"All You Zombies"

WCAU/FM 1-1
Z106 2-1

WXKS-FM add	WHYT add	WLAN-FM 22-18
PRO-FM add	KHTR	WPST 17-14
93FM 23-21	KKRZ add	WTLQ 22-18
195 37-35	KPLUS	WZLD 30-26
92X	Q100 9-5	KBOS 32-28
WNCI add	WVSR add	WKSF add

AOR Tracks: 11

CHR NEW & ACTIVE
Now On Over 75 Reporters!

CHR SIGNIFICANT ACTION

COCK ROBIN

"When Your Heart Is Weak"

WXKS-FM	WRCK	WOKI	WFBG	95XIL	KNOE-FM	WHSR
93FM	WKRZ-FM	KITY	WOAY	WOMP-FM	WPFM	WDBR
Q100	WTLQ	KTFM	WZPL	WKSF	WIXV	KGOT
WVSR	WBBO	WZPL	WHOT	WJAD	KKQV	KTRS
K104	WZLD	WHOT	KBOS			
WERZ	WZYP	KBOS				





JOEL DENVER

CONTEMPORARY HIT RADIO

CARING FOR JOCKS & KIDS

KGOT's Kay Taylor: A Mother Of An MD

How many times have you called your MD a mother? You remember the occasions — a record is missing, the last copy of the number one hit skips, your personal pick-to-click didn't get added — and probably many more than you'd like to admit.

However, when the KGOT/Anchorage staff calls MD Kay Taylor a mother, it's the truth! You see, Kay is not only a hardworking MD, she's a fulltime mother of two children, 2½-year-old Senja and three-month-old Lena.

Now running a radio station's music department is considered by most to be a fulltime job-and-a-half. All those records to listen to, calls to take and make . . . then add in the responsibilities of raising two young children and integrating their lives into your work routine. Whew! According to Kay, both crews keep her quite busy.

Stepped Down As PD

But what do you do when you're in the middle of a diaper change, and the GM or sales manager needs to see you or brings around

"I take music calls at home between diaper changes and feeding."

a new client for the 50-cent station tour? "I stepped down as PD this past summer, as I already had too much to handle. I was beginning to feel bad about not being able to give all the emphasis needed to many details. As a result, morning man/Production Director Larry Wayne was named PD."

"There's a lot of responsibility to this job. We were doing a lot of construction last fall at the station, and to get away from the racket I began doing the music at home. It seems to work out well, especially with two children. I take music calls at home between diaper changes and feeding. It's kind of interesting to be promoted on a record while suckling a three-month-old."

On The Taylor Treadmill

Kay lives an hour's drive out of the city, and her husband, Mike, is an architect, so he can't stay with the family during the day. So how does this dynamo juggle her many duties? Here's an average day in Kay's life:

- 6:00am — Awaken, feed, and change baby
- 8:00am — Awaken, feed Mike
- 8:15am — Awaken, feed Senja
- 8:30am — Feed and change baby, again



Kay Taylor and her brood

"I had to go on a sales call . . . the sales reps watched my kids while I took care of the business at hand."

- 9:00am — Begin music calls
- 10:00am — Run load of clothes
- 10:30am — Hit the shower

- 11:00am — Take more calls
- 12noon — Fix lunch for Mike and both kids
- 1:00pm — Take kids to babysitter; feed baby again
- 2:00pm — Head for KGOT
- 3-7pm — Airshift
- 7-8pm — Production
- 8:00pm — Pick up kids, feed baby before leaving
- 9-9:30pm — Bathe and put kids to bed
- 10:00pm — Say hi to Mike, collapse with beer in hand

What, No Babysitter?

Kay recalled a couple of instances when no babysitters were available. "In an emergency, I had to fill in on someone's show. It was a one-handed board shift. But all the while I was feeding the baby she was screaming her head off. It was a one-handed board shift. Just last week, I had to go on a sales call and interview the client for a commercial. The sales reps watched my kids while I took care of the business at hand."

She strongly believes that a woman's radio career doesn't end just because motherhood enters the picture. Two more cases in point are WLCY/Washington's Linda Kelly and KOPA/Phoenix's Chaz Kelly (not related), who are fulltime air personalities and mothers. "This requires some juggling of schedules and duties," Kay admits, "but I'm proof you can do it. (It also) requires that I do a lot of reading to stay on top of the business and that station management be flexible. Of course, I'm not able to do a lot of the things many MDs do very often, like go to concerts."

"But one day I'll become real active again. Kids only grow up once, and I enjoy being with them."

Coming next week: Thoughts on keeping the party going after the Arbitron ends.

Fly Me To The Moon

What you see here is *not* the new marketing campaign for Hiney Wine. What you do see is the "end result" of a promotion staged by Y107/Long Branch, NJ morning maniac Ian Case, host of the "Yawn Patrol."

"I got the idea to do something crazy simply because I had nothing better to do," laughed Ian. And, in the process, he decided to carve out a niche of history for

himself. "I decided to create a holiday, now known as 'Moon Launch Day,' so that in case I ever ran out of ideas again, I'd have something to fall back on." His idea was actually spurred by Catholic school student Kathy Erving who, Ian said, "was almost suspended for suggesting that everyone bare their bottoms and moon the Russians."

"From there we decided to hold this solemn ceremony on the beach. Following another listener's suggestion, we did it at a well-known nude beach to avoid any problems. And then to add domestic purpose to the promotion, another listener suggested we bounce our 'moon beams' off of the Manhattan skyline to let them know we don't like their garbage or the Russians' garbage washing up on our shores."

Ian, who chose not to expose himself, directed the bun spectacular a la Cecil DeMille. So what was the promotion's bottom line outcome? "Close to 200 listeners came down to drop their drawers, with an audience of 150 voyeurs catching the moon beams. More than one person thought it was an invitation to totally disrobe, but no one got out of hand. Y107 got tons of publicity from local TV and newspapers, plus we hit the national wires. Next year we'll be here, no ifs, ands, or butts."



Y107 says, "Bottoms-up."

CONTEMPORARY HIT RADIO

YOU CAN DO IT, TOO

WIOG Breaks Out The Big Bucks

Since WIOG/Saginaw's "Hit 106 Free Money" contest began last fall, over \$72,000 has been handed out. And the contest has remained the station's central promotion station throughout the spring.

PD Rick Belcher patterned the contest after the familiar "Cash Call" format. "All a listener has to do is know the amount in the cash jackpot to win it all." Offering between \$1000 and \$10,000 jackpots, the station recently handed out a \$10,000 prize to 11-year-old Jodie Anderson and her family. They had increased their chances of winning by sending in more than one postcard (48 in all), which is permissible by the rules.

Ask GM For Money

Now, according to Arbitron, the Saginaw-Bay City-Midland market is ranked #97, with a 12+



metro population of only 335,400. Not what you'd call a teeming megalopolis. But the point of all this is simple. If Rick can convince his management to fork over this kind of money for a promotion, so can you. Clip this out and show it to your GM while planning your fall campaign. It may drive the point home.

MOTION

Tommy Rivers is named PD at **Laser 558** from **KJJO/Minneapolis**. He replaces **David Lee Stone**, who joined **Radio Luxembourg**. Also, **Laser 558's Liz West** has been boosted to MD, and the station celebrated its first anniversary **May 24**. **Brent Alberts**, former **WSB-FM/Atlanta** air personality, is the new PD at **WQBI/Ann Arbor, MI**. **Drew Bentley** has stepped into the PD slot at **WBEA/Elyria, OH**. **KRNA/Iowa City** has gone from **CHR** to **AOR**.

Jim Patrick is now doing afternoons at **WNYS/Bufalo** from across town at **WGRQ**, where he had been Production Director for seven years. **Georgia Saylor** adds Assistant PD to her MD duties at **KAMZ/EI Paso**. **KWNK/Simi Valley MD Steve Smith** takes on PD/PM drive duties. **Nicole Sander** joins **WPLJ/New York** to produce **Jim Kerr's** morning show. **KLOA-AM/Ridgecrest, CA** hires three new personalities: **Tony Michaels** in the morning, **Clark James** from 6pm-midnight, and **Larry Gregg** for all-night duty.

KNBQ/Seattle ups overnighter **Sandy Louie** to MD/Programming Assistant. **Scotty Johnson** exits the middays/production slot at **KBEST/San Diego** and joins **KRQ/Tucson** as Assistant PD/MD. At **92X/Columbus**, **Mark Daniels** moves from middays to PM drive, as **Chad Hunt** from **WMEE/Ft. Wayne** takes on middays. **Anna deHaro** moves crosstown from **KBFM/MacAllen-Brownsville** to **KRGV** for parttime work. **Mike Kelly** is new to overnights at **KIKX/Colorado Springs**. **Dave Diamond** is elevated from middays to PD at **WLAN-FM/Lancaster**.

KPOPI/Sacramento signs on both **Helen Kay** and **Greg Lane** for weekend work. **WLRS/Louisville** air personality **Rocky Knight** switches from night work to mornings with **Lisa Lyons**, as partimer **Kevin Robinson** takes over the night spot. Former **WHTT/Boston MD Cindy Bailen** joins

KZEW/Dallas as Assistant PD. **David Sanborn** is new to overnights at **WNVZ/Norfolk**. Changes at **WRKR/Racine** include the exits of night man **Mike Neil** and midday personality **Susan Kelly**. Replacements are **Scott Stocky** from **WSPT/Stevens Point, WI** and **Tim Dunbar** from **KROC/Rochester**, respectively.



WIOG's (l-r) Scott Shannon, Bob Hughes, Dean Meyers, and Rick Donahue make a trip to the vault for more money.

REO Gets The Plus



Just prior to a recent REO concert in Seattle, some of the KPLUS staff got the chance to practice with several group members onstage. Shown (l-r) are Devin Durrant, an unnamed REO roadie, Production Director Mike Bell, KPLUS MD Damien, Epic rep Debbie Lipetz, REO road manager Tom Consolo, and REO's Kevin Cronin.

BITS

• **And Away We Go!** — **Q107/Washington** and **Pan American Airlines** are sending listeners around the world. All they have to do is listen for the sound of the "Q107-Forty-Seven" taking off, and call in to win a **Q107 traveler's check**, **Prince's "Around The World In A Day"**, and the chance for a **Q107 World Tour Package**. These packages include excursions to the **Beatlefest** in **Liverpool**, **Bruce Springsteen's Paris concert**, and **Huey Lewis's performance** in **Frankfurt**.

• **"Kashing" In Your Millions** — **WKFM/Syracuse** invented its own brand of money, "K-cash," and gave away three million K-cash dollars to listeners. There was only one catch — listeners couldn't actually spend their hard-won currency. So **WKFM** sponsored an auction, inviting bids on a variety of items: a swimming pool, hot tub, jewelry, shopping sprees, a sailboat, TVs, VCRs, LPs, and T-shirts. Over 180 prizes, valued at **\$35,000**, were handed out.

• **Cash On The Spot** — **Q104/Gadsden** is giving away cash on the streets. The **Q104 Money Man** is on the rampage, asking all passersby what their favorite radio station is. If lucky listeners answer with **Q104**, they win "Cash on the Spot."

NEED HITS

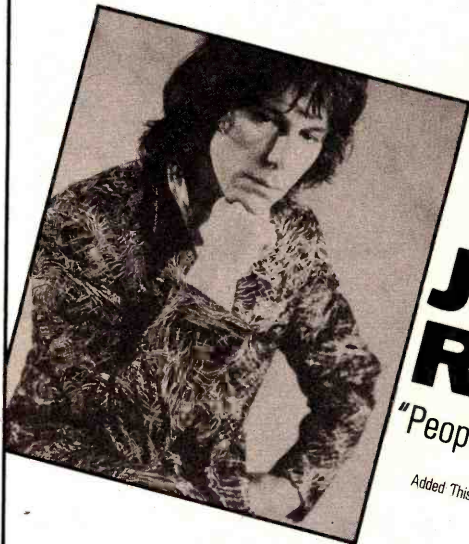
Don't Turn This Page!



DEAD OR ALIVE

Epic

"You Spin Me Round (Like A Record)"



JEFF BECK & ROD STEWART

"People Get Ready"

Added This Week:

WNVZ
WGCL
KKRZ
Q100
WERZ

AOR Tracks 12

CHR NEW & ACTIVE

WKFM
WPST
WTLQ
WBBQ
KHFI

WZLD
WDCG
WZYP
WOKI
KBFM

Now On Over 80
CHR Reporters!

KX104
Y106
KZIO
WKDQ
WJXQ

WKFR
WZDN
WCGQ
KTDY
KKQV

KNIN
KDVV
KGOT
SLY96
KIST

Billboard Dance Chart 7

Epic

CHR SIGNIFICANT ACTION

WXKS-FM
940
KHS-FM
KMJK
KS103
KMEL
KPLUS
KUBE

Q100
WWSR
WERZ
WKEE
SZKTU
WANS-FM
WFMI
KRGV

Y106
KITV
KTFM
KZIO
WKFR
KJ103
KIKX
KBOS

K093
WFBG
WJAD
KTDY
Q101
Z102
WGLF
WDBR

KDVV
KGOT
KYVA
KCDQ
KOZE
KBIM
SLY96
KIST

#1 A/C Most Added!

SADE

"Your Love Is King"



Portrait

CHR PICTURE PAGE



HAGAR ROCKS ON — When Sammy Hagar came to town, KIYS/Boise had the pleasure of presenting his show. The station also limoed two lucky listeners to the performance, and sent a police motorcade along to insure the 55mph speed limit! Here are (l-r) KIYS air personality Terry Holliday, a winner, Sammy, another winner, and KIYS PD Tom Evans.



INTO THE JELLO WITH YOU — KIYS/Killeen, TX PD BJ McCrae got to taste jello all over when the station held a jello-jump fundraiser for MDA. KIYS raised over \$1000 in three hours for the charity, while listeners dumped jock after jock into the luscious, lime-flavored goo.



POINTERS BREAK OUT — KMBQ/Shreveport staffers delighted in meeting the Pointer Sisters when they came to town decked out in colorful feathers. From left, June Pointer, KMBQ concert winner Wendy Grace, Anita and Ruth Pointer, and KMBQ PD Dick Bascom.



GENERAL PUBLIC GOES GOLD — IRS artists General Public were presented with a Canadian gold LP after a recent show in Dallas. Pictured (standing, l-r) are IRS's Mark Cope, Sound Warehouse's Tracy Donahue, GP's Ranking Roger and Mickey Billingham, KAFM/Dallas' Pete Thompson, GP's Stoker, Sound Warehouse's Lilly Basset, GP's Kevin White, Sound Warehouse's Mark Tindell, and GP's Horace Panter. Kneeling (l-r) are A&M Canada's J.P. Guilbert, GP's Dave Wakeling, and RCA's Steve Miller.



ATTENTION ALL EARTHLINGS — When Q105/Tampa held its fifth anniversary party, the station invited Julie Brown to perform her famous "Earth Girls Are Easy" song and then help pick out the best Earth Girl. The winner (the girl with the golden collar) won \$500 and a Today's World waterbed. Julie Brown is the girl with the mike.



TRYING OUT HIS NEW STYLE — World wrestling champion and personality Hulk Hogan (r) tried out his style on KKQB/Houston Sports Director Cleat Dumpster (l) when he recently visited the station.



PLEASE DON'T EAT MY SIGN — WGOL/Lynchburg recently asked listeners to create the most unique sign with WGOL's call letters on it to win a weekend for two at a local resort and \$98 in spending money. This sign wasn't the winner, but it looked so good that they just had to snap a pic. Here are the folks from the local Little Caesar's Pizza outlet with their pizza creation for WGOL.



ZOO STALKED BY FOREIGNER — Foreigner's Mick Jones and Rick Wills recently visited Z100/New York's Morning Zoo for fun, games, and a live interview. Pictured are (l-r) tour manager Troby Laidlaw, Z100's Rosé Brittain, PD Scott Shannon, Mick Jones, Atlantic VP Sam Kaiser, Rick Wills, Z100's Claire Stevens, and Atlantic's Bruce Tenenbaum.



BOARD BY LIFE — KRTH/Los Angeles AM personality Dean Goss (on the right in a white cap) took his show to the Winkie billboard on Sunset Boulevard to spend his morning with the four people who are still living there after 78 days. Ultimately, the person who outsits the other three will win a screen test and a new car.



195 KEEPS AMERICA ALIVE — 195/Miami helped out the South Florida Blood Drive by donating a free dance to the school that donated the most blood. Miami's South West High School won with 235 pints, and was treated to the dance as well as a special guest appearance by NBC's "Knight Rider" David Hasselhoff. Pictured here (l-r) are 195's Earl The Pearl, Hasselhoff, 195's Cox On The Radio, Pam Gadinski of Florida Blood Service, and 195's Stuart "Van" Elliot.

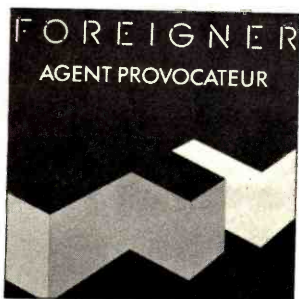
ATLANTIC ROCKS 'N' ROLLS!



ROBERT PLANT "LITTLE BY LITTLE"

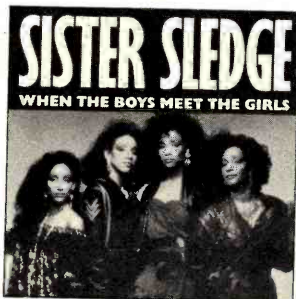
- One of Album Radio's hottest tracks
- Exploding at Top 40 Radio
- Album sales debut Top Ten at retail; already approaching Platinum
- Major U.S. tour
- Video on MTV

Produced by Robert Plant, Benji Lefevre and Tim Palmer
On Es Paranza Records & Cassettes Distributed by Atco



FOREIGNER "REACTION TO ACTION"

- Red hot at both Top 40 and Album Radio
 - Album sales over two million units
 - Major U.S. tour starts in July
- Produced by Alex Sadkin and Mick Jones



SISTER SLEDGE "FRANKIE"

- Triple format smash! Top 40, A/C and Urban/R&B Radio
 - Video on VH-1
- Produced by Nile Rodgers



JOHN PARR "ST. ELMO'S FIRE (MAN IN MOTION)"

- Already breaking out at Top 40 and Album Radio
 - Co-written by John Parr and Grammy winning producer David Foster
 - Video added at MTV
 - Movie opens late June with massive multi-media campaign
- Produced by David Foster

ON ATLANTIC RECORDS & CASSETTES

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STEVE FEINSTEIN

NEW POWER AND LIGHT ROTATIONS

Music Methodology Modernization

When E.F. Hutton talks, people listen. When the AOR radio and record communities talk, R&R listens.

That's why we're making a number of refinements to our AOR music methodology. Most notably, we're adding two new rotations: Power and Light.

Why the changes?

1) To reflect more accurately how AOR plays records.

2) To give stations more flexibility in reporting airplay.

These improvements come after careful research indicated the majority of our reporters employ power and light rotations. Rock radio has become more sophisticated in how it allots airplay to songs, and the addition of these rotations makes our AOR information even more sensitive to the frequencies with which records are played.

This is the first week the new rotations are in effect. Here's what's involved:

Powers To The People

Stations may designate up to ten of their heavy tracks as Powers.

Powers are the tracks receiving the fastest rotation... songs that are receiving more airplay than the rest of a station's heavies. Though factors such as requests and sales may help influence which songs get played in power, they alone will not determine which records are reported as powers. Rather, only a record receiving the requisite airplay should be reported as a power.

Power rotations will be tabulated and listed in our charts, but in deference to confidentiality, a station's published playlist will not show which records it's playing in power. We understand stations' need to guard proprietary information, and this policy will stand unless reporters indicate almost unanimously they prefer to make their powers public.

Not every station has a power rotation. When that's the case, stations will simply continue to use the rotations most suited to their own categories.

Again, our methodology is designed only to provide stations with the maximum flexibility to report records as they're played. The four-tiered structure reflects the rotations employed by the majority of our reporters. However, if a station uses fewer categories, it can simply report airplay only in the appropriate rotations.

We Saw The Lights

Our light category will accommodate up to 20 tracks... more than ample for records that are receiving legitimate airplay.

Legitimate light airplay is defined by how over 90% of our AOR respondents tell us they play lights — at least once a day between 6am and midnight. Playing a record either less than once a day or only in the wee small hours of the morning does not constitute legitimate airplay, and should not be reported.

Lights, of course, will be weighted proportionally to other rotations when our charts are compiled. I'm confident both

reporters and promoters will cooperate in ensuring that this rotation stays a useful tool in tracking only meaningful airplay. Parties who use it less than honorably won't be able to do so for long.

Though we'll now take full light rotations every week and credit light airplay accordingly, we will continue to publish only light adds in station playlists. Additionally, the album and track charts will not list the amount of light reports. That number can be determined easily by subtracting a record's heavy and medium reports from its total reports.

RADIO & RECORDS NATIONAL AIRPLAY

AOR TRACKS

BREAKERS

ARTIST/Song	Total Reports/Adds	Power	Heavy	Medium
	147+	17	57+	100+20-

ROTATION EXPLANATION — Note that a record's power reports are also included in its heavy rotation figure. For example, this record has 100 heavy reports, 57 of which are powers. Also, though light reports are not listed, they can be determined by subtracting a record's heavy and medium reports from its total reports. For example, this record has 27 lights (147 reports minus 100 heavies and 20 mediums).

NEW & ACTIVE

MOST ADDED

HOTTEST

Breaker Minimum Boosted

Breakers will now require airplay on at least 60% of our reporting stations, up from the previous 50% minimum.

This is a function of having a week-to-week light rotation rather than the more limited light adds-only policy, and brings AOR into line with other formats.

Increased Album Airplay Accuracy

We've also taken steps to more accurately credit an album when a station is playing more than one of its tracks. Previously, albums with multiple cuts were not receiving substantially more points than albums with one track.

This is being done for both practical and philosophical reasons. First, research showed the obvious — when a station plays multiple cuts from an album, that album receives more spins than does an album from which only one track is being played.

Second, an album that provides AOR radio with quality material above and beyond a single lead track furnishes our format with the depth and variety that distinguish it from other formats. Such a record deserves commensurate credit.

This adjustment will result in a subtle yet significant difference in the albums chart. Our tracks chart is unaffected.

Byte Boys

These changes were so extensive that a complete re-write of our AOR music program was necessary. For racking his brains beyond the call of duty, my thanks to ace programmer Lee Clark, along with fellow computer whizzes Dan Cole and Mike Lane. Now, about those other changes I was thinking of, guys...

Feedback

And I owe you thanks also. After all, it was suggestions from you — reporting stations and promotion folks — that inspired us to research the validity of these upgrades. Your willingness to offer ideas on how we can better serve you is what keeps R&R's methodology on the cutting edge.

If you've any questions or comments on the changes, or ideas for further improvements, please call to discuss them.



SIGN AT THE GREASY LINE — DC101's Greaseman spent two evenings signing his autograph in copies of the People magazine that included a feature on him.



GUITAR ARMY VICTORIOUS — WLLZ/Detroit's Wheels Guitar Army raised \$10,800 for the Vietnam Veterans of America's local chapter. The concert was broadcast live, and the inductees included Mitch Ryder along with Spirit's Randy California (left) and Grand Funk's Mark Famer (right).



CLASSIC ROCK BROADCAST — Adult AOR WIOQ/Philadelphia was on hand for the first live broadcast of the Philadelphia Orchestra since 1953. WIOQ's Ed Scilly (left) interviews conductor Ricardo Muti.

SEGUES

Night rocker Paul DeWitt is named MD at KMYZ/Tulsa, where Mike Kelley is on middays and Ray Spencer from KATT/Oklahoma City handles overnights... KSTMI/Phoenix taps afternooner Wendy Weston as Assistant PD... WOOJ/Ft. Myers, FL Assistant PD Charlie Keen takes on MD duties from exiting Curt Mathies... WBRU/Providence selects Peter Litman as PD.

KMET/Los Angeles appoints Tom Miller Research Director... New

Promotion Directors include WYSP/Philadelphia's John Bloodwell and WSHE/Miami's Jann Zlotkin.

Jack Hicks replaces Scott Klohn on KQRS/Minneapolis late nights... John Symmonds is new to WWCT/Peoria afternoons.

Weekend Warriors: David Chaney rejoins KMET, while ex-KMET night rocker Denise Westwood is on KGB/San Diego... Greg McClure is new to KEZK/Seattle... Kitty hosts WRDU/Raleigh's Jazz Brunch.

On July 1, WDVH moves to 200 Fleet Street, Pittsburgh, PA 15220, (412) 937-1441... WLAV has relocated to Trade Center, Third Floor, 50 Louis NW, Grand Rapids, MI 49503. Its phone number stays the same.

Jeff Shaw from KICT/Wichita replaces Phyllis Parizek on WHCN/Hartford afternoon news... Mary Jennings is named WRXL/Richmond's Assistant News Director.

AOR PICTURE PAGE



NO TRIBBLE AT 'ALL — James "Scotty" Doohan beamed down to WDRU/Raleigh's morning show to promote the video cassette release of "Star Trek III: In Search Of Spock," then stayed around for its Star Trek party. Shown (l-r) area WRDU Trekkie, Scotty, and WRDU OM Ben Ball.



LISTENERS DEMAND JOCK BE TAKEN OFF AIR — Well, sort of. In light of his 6-10pm shift, WLVO/Columbus jock Steve Kerrigan rarely goes to concerts. Wanting to see Aerosmith, he threatened to play a Wham! mini-concert if he wasn't granted a night off. Over 4000 letters to GM Tom Thon did the trick. Kerrigan sports a prison uniform as he poses with (l-r) the band's Steve Perry, Brad Whitford, Joe Perry, Tom Hamilton, and Joey Kramer.



DISC DASH — WYSP gave listener Diane Leahy a chance to grab all the records she could eat in 94 seconds. Pictured are (l-r) WYSP jock Randy Kotz, WYSP promotion staffers Eric Davis and Dallyn Pavey, and Leahy running fast from the crowd.



FAST TRACK PEOPLE — Linking with the "Fast Forward" movie, WKLS/Atlanta held a "96 Rock Wake-up Crew Wind-Down" party featuring slot car racing. From left, a female winner, Assistant Promotion Director Mark Cooper, a winner, and wakeup crew Mark McCain and Mike Alston.



AUTOGRAPH PARTY — Enjoying Jacksonville, NC's tropical clime (note the backdrop) are WXQR staffers and members of Autograph. Standing (l-r) are the band's Steven Isham, Randy Rand, and Keni Richards, ex-staffer Cindy Scull, XQR's Bob McLean, and Autograph's Steve Plunkett. Kneeling (l-r) are former Assistant PD Mark Lapidus, the group's Steve Lynch, and PD Kris Kelly.



TRIUMPH MEETS KEVIN AYERS — No, Triumph isn't hooking up with the British cult figure musician. This Kevin Ayers, far left, is a KGB/San Diego listener whom Triumph's Rik Emmett is presenting with a Yamaha guitar. The event was a "Drive For Life" benefit at the Malibu Grand Prix on behalf of the T.J. Martell Foundation. KGB jocks Pat Martin (in shades) and Keith Royer stand by.



ON THE DARK SIDE WITH THE TIDE — John Cafferty (left) with KYD/Santa Barbara afternooner Cinci Stevens.



SHOOT YOUR MOUTH OFF — Iron Maiden's Bruce Dickinson (center) with KKDJ's big guns, Harlan "The Wingnut" Winslow (left) and MD Jeff Riedel.

**The T.J. Martell Foundation
Would Like To Say Thanks To
ROCKERS '85 — BILL BERROLL, BOBBY HABER,
MIKE HARRISON, SHARON HARRISON, and JON SCOTT
For Their Support In 1985.**



DONNA BRAKE

ADULT/CONTEMPORARY

Lunacy For The Community

Pig-outs to bowlathons, raindances to one-man waves — some stations will do anything for their communities. This week's column is devoted to station promotions that've come to the aid of one good cause or another. In the process, the creativity invested in these projects has garnered a little attention for the station, which never hurts, either.

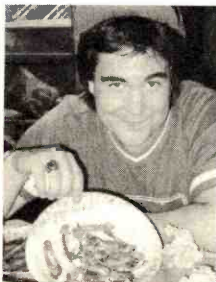
Obviously, these kinds of events go on regularly all over the country, and the following are only a few examples. So I look forward to hearing from some of you other guys, too, especially if you've captured your activities on film. Send details and photos (B&W preferred) to me at R&R: 1930 Century Park West, Los Angeles, CA 90067.

It's A Marvelous Day For A Raindance



When the New York Tri-State area was suffering from a water emergency due to the lack of rain, the staff of WYNY/New York decided to take matters in their own hands by staging a Rain Prayer and Eagle Dance at the Wilbrook Mall in Wayne, NJ. Station personality Steve O'Brien (second from left) served as host for the event, which was organized in cooperation with the Department of Environmental Protection and the Hackensack Water Company. Meteorologists, eat your hearts out. Within a few days, New Jersey-ites were singing in the rain!

Winging It For Easter Seals



WHEN/Syracuse personality Steve Simpson wolfed down 11 wings in two minutes in the second annual "World's Largest Wing-Eating Contest" at Syracuse University. Proceeds went to help fund the Easter Seals Society's Camp Goodwill.

A Pizza Pork-Out



CFCO/Chatham, Ontario's George "Bacon Bits" Brooks is the guy in the pig suit (at least I think it's a suit). Anyway, he's keeping an eye on contestants to make sure they make pigs of themselves to raise money for the Heart Fund. Winners waddled away with the "Brass Porker" award.

A One-Man Wave



No, this man is not at a USFL game. From the most outrageous department, KLMS/Lincoln morning man Don Glaze sat, stood, and waved in 76,000 Memorial Stadium seats to raise money for the Easter Seals Summer Camp.

Magic Gets Bullish On Charity



KMGG/Los Angeles morning man Robert W. Morgan joined a "Night Court" "Bull" (Richard Moll) at this year's "Bowl for Kids Sake" bowlathon. The project helped raise over \$50,000 for area Big Brothers/Sisters.

PROGRESS

WMET/Chicago VP/GM Robert Gould has been chosen by a local boys club to receive the Alberta Hall Memorial Award for his support and for playing a major role in the WMET "Adopt a Family For Christmas" program. . . . Jim Kennedy is the new afternoon drive personality at WMJL Cleveland. Soshia Leibler is named News Director at WGBB/Merrick (Long Is-

land) . . . David Haeg replaces staffer Victor "Buck" Buchanan at WCCO/Minneapolis. Buck is retiring after 27 years at the station. . . . Sandra Kish has become Promotions Director at WRMR & WLTF/Cleveland. . . . Afternoon drive personality Tony Natola is leaving WEIM/Fitchburg, MA after four years with the station.

director at WGBB/Merrick (Long Is-



LON HELTON

COUNTRY

A Closer Look At The Winter ARBs

The next giant sigh you hear will signal the end of the spring book. As you take a few seconds to catch your breath, I figured it might also be a good time to look at what happened in the winter Arbitron to see if it might act as an 'arbinger of the latest survey.

There were 25 markets rated in the winter sweep. Of these, twelve showed an increase 12+ while fifteen showed a gain 25-54. Over the next two weeks we'll study the individual markets to get the story behind the numbers. Besides looking back at the raw data, I'll also point out any pertinent facts which may have a bearing on what's ahead when the spring books are published in a few weeks.



air. These stations are two of eight being showcased to potential minority owners, as Cap Cities has an exemplary record of encouraging and assisting minority ownership. Should this happen, could L.A. be without a Country outlet — for even a short time? Given the most recent numbers, will there be anyone willing to take up the slack with a property worth over \$20 million? (Check the prices L.A. stations have sold for recently.)

Another recent change has one-year PD Bill Mayne leaving to program Cap Cities' WBAP/Dallas. R.T. Simpson replaced Bill a few weeks ago and started the job June 3.

It's not only an interesting time for L.A. Country radio ... it's a critical time.

New York

	12+		25-54 Rank	
	F'84	W'85	F'84	W'85
WHN	2.4	2.2	11	13

While the winter book was down, it was pretty much in line with past winter sweeps. The Mets add a half-point or more during the spring and summer, and WHN may be looking for even more



from the team this year. Young and exciting, the Mets should be in the race all the way, with 'HN riding the crest.

It won't affect the spring sweep, but changes have recently been made at the top. GM Brian Moors left the station in early May, with sister station VP/GM Pat McNally taking over as VP/GM. The more significant change in day-to-day operations may well be the entry of Ruth Meyer, who was named Station Manager at the same time that McNally was appointed. The spring results may play an important part in planning the future direction of the Big Apple's only Country outlet.

Los Angeles

	12+		25-54 Rank	
	F'84	W'85	F'84	W'85
KZLA	2.0	1.9	11	14
KLAC	1.5	1.4	25	18

There are a lot of people staying up late trying to figure out what's going on with the continued dwindling of the L.A. Country shares. The winter 3.3 is an alltime low, down considerably from the 7s of a few years ago.

Complicating the task at hand for KLAC & KZLA is that the pair is slated to be spun off when Cap Cities takes over ABC, so their futures are very much up in the

Chicago

	12+		25-54 Rank	
	F'84	W'85	F'84	W'85
WMAQ	2.8	3.5	14	11
WUSN	3.3	3.2	6	8

WMAQ rebounded nicely from a ten-year low of 2.8 last fall. As detailed in the April 19 issue, PD Bill Gamble has reshaped the Country giant to better serve the needs of the available AM audience. Bill said, "When you're an AM station, competing and sharing a vast amount of with WGN and WLS, as well as with WUSN, service and entertainment take precedence." To that end, "MAQ now features an hour-long sports talk show from 6-7pm, NBC Talknet's Bruce Williams from



7-10pm, and a locally produced magazine-type show from 10-midnight. There's also more service and entertainment in the morning, when 'MAQ is down to four or five records an hour.

In addition to being the flagship station for the White Sox, WMAQ



THROW THE BOOK AT 'EM! — The KILT/Houston morning team of Hudson & Harrigan fought the law and the law won. The pair showed up in convict duds for a Houston Police Week ceremony at which a 1952 Ford restored as a classic patrol car was presented to the Police Museum. Watching one of Houston's finest cuff H&H is Houston Chief of Police Lee P. Brown. To see how those in other markets fared when the winter "book" was thrown at them, check out the rest of this page.



two weeks ago inked a deal to be the broadcast home of the NBA Chicago Bulls.

Considering that WUSN is coming off its two strongest books since turning Country, the spring survey promises to be very interesting, especially the morning numbers. In a bold move designed to strengthen the station's profile in perhaps the nation's deepest morning talent pool, GM Drew Horowitz signed controversial personality Gary Dee in April. It will be a while before the longterm results are known, but this sweep should be a fascinating first indicator.

San Francisco

	12+		25-54 Rank	
	F'84	W'85	F'84	W'85
KSAN	1.9	3.2	10	5
KNEW	2.3	2.5	14	9

Ya know how it is when you're rollin' along — 3.6-3.8-3.0-3.5 — when all of a sudden a nasty 1.9 rears its ugly head. Everyone at the station keeps telling one another, 'Just a fluke,' 'Bad returns,' 'Bad placement,' and any one of a zillion other reasons for the numbers goin' in the dumpster. While you really believe in your heart it was a fluke, there's nothin' like the next book finally coming in to show that the 1.9 was indeed an aberration.

Obviously, I'm not privy to the inside thinking at KSAN, but I imagine the above scenario might be

KNEW 91 AM / KSAN 95 FM

close to what the folks there felt. I'm sure they're mighty happy with their rebound to the threes. This, coupled with the steady numbers of KNEW, makes the Malrite duo a formidable buy in the Bay Area.

PD/personality J.D. Spangler left in the early stages of the spring book to join KJJY/Des Moines as GM. Bill Stedman, coming from Malrite's WHK/Cleveland, is the new PD.

Philadelphia

	12+		25-54 Rank	
	F'84	W'85	F'84	W'85
WXTU	3.7	2.6	7	10

Northeastern Country watchers will be keeping a close eye on the spring sweep here, as the winter gave WXTU its first down book in its short Country history. The results of the station's four ARBs were 2.6-3.3-3.7-2.6.

Changes were made in the two top positions, however, as Beasley Continued on Page 48



CASH DOES TIME — When Johnny Cash dropped by the WHN/New York studios for a guest DJ stint, virtually the entire programming staff came in to help him out. Pictured from left are AM driver Del DeMontreux, PD Joel Raab, PM driver Dan Taylor, Johnny, MD Pam Green, and midday personality Lee Arnold.



FORESTERS AID "VEIN DRAIN" CAMPAIGN — Although giving blood isn't much fun, the Forester Sisters' appearance at the US-101/Chattanooga Vein Drain for Blood Assurance Drive certainly made things a little easier. People who donated blood were also treated to US-101 Vein Drain T-shirts. Lost in the Forest-ers are (l-r) US101's Chip Chapman, June, Kim, and Kathy, WUSY PD John Hart, and Christy.

YOU MAKE ME...



RCA

PB-14139

COUNTRY

Winter ARB's

Continued from Page 47

Broadcasting brought in C.J. Jones from its WYNG/Evansville property to replace Dennis Dougherty as GM in March. Bob Young became PD a month ago following Larry Coates's resignation over philosophical differences. Also in May, the station signed Drake-Chenault as its consultant.

WBOS93FM NEW ENGLAND'S COUNTRY

Boston

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WBOS	2.3	1.8	13	13

Like Philly, Boston is an extremely important market for Country and everybody in the business is pulling for its success. PD Dave Hamilton left a month ago to return to his hometown of Minneapolis to program AOR KQRS. The big news here is Dave's replacement.

In a real coup, Sconnix and consultant Rusty Walker succeeded where others have failed, when they lured Mark Tudor away from WTQR/Winston-Salem. TQR has been firmly ensconced as the number one station in its market for years, often times doubling the numbers of its nearest competitor. Mark has long been considered one of the most talented young programmers around, and his

knowledge of the format should go a long way towards enhancing the Country shares in Boston. By this

time next year, "St. Elsewhere" s Dr. Mark Craig oughta be operating with 'BOS in the background.

... More Winter Ratings

Detroit

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WWWW	2.9	2.8	10	12
WCXI	2.1	2.2	20	15
WCXI-FM	1.8	1.9	17	17

Houston

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
KIKK-FM	7.6	7.8	1	1
KILT-FM	4.1	4.3	7	8
KILT	1.9	1.6	16	15
KIKK	1.0	7	19	25

Washington

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WMZQ-FM	4.3	3.6	5	5
WPKX-FM	2.8	2.9	12	14
WMZQ	.3	1	23	30
WPKX	—	4	—	31

St. Louis

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WIL-FM	5.8	6.2	2	2
KUSA	3.9	4.3	8	7
WIL	1.4	1.2	18	17

San Jose

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
KEEN	2.3	4.4	11	7
KSAN	2.0	3.7	12	5
KNEW	1.2	7	31	30

Pittsburgh

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WDSY	3.4	2.9	9	11
WEPP	1.4	1.1	15	17

Miami

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WKQS	2.5	3.7	12	6
WQAM	1.2	9	24	23

Baltimore

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WPOC	5.8	6.0	2	2
WCAO	3.6	2.5	10	8

Cleveland

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WGAR-FM	3.9	5.4	7	3
WGAR	2.0	1.3	16	16
WONE/Dayton	—	1.0	—	21

Louisville

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
WAMZ	11.4	11.1	1	2
WCII	5.0	5.4	8	6

Sacramento

12+		25-54 Rank		
F'84	W'85	F'84	W'85	
KRAK	4.3	5.2	7	6
KAER	4.9	3.4	6	7
KSKK	3.0	2.9	12	9

HAVE YOU HEARD?

WZKC/Rochester entered the Country scene not long ago as KC99, with Bobby Hatfield crossing town from WNYR as PD. Bobby passed along his talent lineup: Drewe Phinny, formerly of WRKA/Louisville, is doing mornings. Bobby's covering middays, Cary Pall from WHTX/Pittsburgh climbs aboard as Asst. PD/noon-3pm, Larry White steps in for afternoons from KOMA/Oklahoma City, Liz Kent joins from Crosstown WMJQ for evenings,

and P.J. Williams, formerly of WHFM/Rochester, handles overnights... John Pratt, previously PM drive/Research Director at WKY/Oklahoma City, returns to his home town of Minneapolis to take middays at WDGY. KGA/Spokane MD Tom Newman has left for the midday airshift at neighbor KLSN. Don Owens is the new KGA MD... Jim Cassatt has been upped to MD at WIOV/Lancaster, PA... KWKH/Shreveport midday-

er Miss Kitty (Ledbetter) also moved up to MD... Ed Gainer is doing the all-night show at WIRE/Indianapolis... Dave Daniels is new to mornings at KWMT/Fort Dodge... John Cook leaves KIDA/Ilda Grove, IN for evenings at KJYY/Des Moines... And Christy Rojby is the new Programming/Music Asst. at WAMD/Aberdeen, MD... Remember, after you've heard it — let me hear it!



GIBBS VISITS YOUTH CAMP — Following a show in Clearwater, FL, Terri Gibbs took time to visit with children from the Florida's Sheriffs Association's Youth Camp. Gibbs was named an honorary lifetime member of the association for her work to raise funds for the camp which benefits problem children.



SHARON ALLEN

NASHVILLE THIS WEEK

Pinkard & Bowden Bite The Dust

Well . . . just as we told you, Pinkard & Bowden stepped into the wrestling ring to defend their stance as "hit pickers." However, their wrestling careers may be short-lived, because the Back-to-Back Bruisers, Marijo Monette and Katie Haas of WSM-FM/Nashville, literally hogtied the Warner Bros. artists.

As you can see from the accompanying photos, it wasn't your conventional wrestling bout. As Pinkard and Bowden made their way to the ring, they worked the crowd into a frenzy with taunts and jabs at their opponents. But almost immediately referee Bobby Bare declared the duo's camouflage attire inappropriate. At this point the crowd began cheering "take it off . . . take it all off." And they did. They stripped to reveal leopard skin bikinis with garter belts and black hose. What can I say? It was a sorry sight for sore eyes.

With the clang of the bell, round one commenced. Though things looked good for the Music Row Mercenaries at the outset, the tables turned when Pinkard's knees buckled and he went down for the count — the victim of an illegal dose of Barry Manilow music. This was the beginning of the end.

All four fighters took to the ring at once, creating quite a ruckus. The Bruiser's trainer Tojo Yamamoto entered the ring and when the dust settled, Pinkard and Bowden's hands and feet had been tied with previously hidden articles of clothing — G-strings in the form of furry wolf masks. Pinkard and Bowden's trainer, comedienne Shirley Hemphill (from TV's "What's Happening?"), looked on sadly as Monette and Haas took the victory.

It's doubtful that Monette and Haas will leave radio to pursue wrestling careers and it's even less likely that Pinkard and Bowden will consider any further time in the ring.



Stripped to fighting togs, Bowden prepares to grapple with Kate Haas as Pinkard awaits his shot.



As Marijo Monette puts Pinkard on hold, Haas prepares to unleash a fatal dose of Barry Manilow from her beat box.



Things go from bad to adverse as Bowden is fit to be tied by opponents' trainer Tojo Yamamoto.



Good sportsmanship reigns after the match; pictured (l-r): Bowden, Hemphill, Pinkard, Bare (partially obscured), Yamamoto, Haas, and Monette.

Emmylou Down Under

If you're an Emmylou Harris fan who happens to love the ocean as well, then the perfect vacation is waiting for you this summer in Australia. The P.S. Emmylou, named after the Warner Bros. artist, departs regularly from the Port of Echuca wharf. The boat is a Murray River paddlesteamer, driven by a completely restored 1906 steam engine, and styled after the 19th century paddleboats. Emmylou and the Hot Band were on hand for the first launch of her namesake.

Army Establishes New Radio Show

At a recent reception/press conference, representatives of the Army Information Radio Service announced a new radio program, "Hallmarks of Country Music," to be distributed to the Army audiences around the world. The 55-minute program will feature extensive artist interviews with music as well as changes in Army policies and programs. Specialist Five Steve Malnar will host the program, produced by Clark Taylor.

The "Hallmarks" staff plans to visit Nashville during Fan Fair and CMA weeks to stock up on interviews for the show. Mel Tillis, Reba McEntire, Ray Stevens, Becky Hobbs, Jim Glaser, and Moe Bandy have already been tapped for the project. The show's estimated audience is 500,000.

BITS AND PIECES: Look for the Oak Ridge Boys on "The Musical Salute to the All Stars," a 30-minute NBC special July 16 prior to the All Star game. The pro-

gram will depict the similarities between baseball players and entertainers and their lives on the road . . . When she's not involved in her music, Karen Brooks can be found enjoying her other love — rodeoing. She recently placed fifth out of 50 contestants in the barrel racing competition at the Franklin Rodeo near Nashville. . . Elvis Costello joined Ricky Skaggs on stage during his appearance at the Dominion Theater in London, and

the two performed "Waitin' For the Sun to Shine." Among those in the audience was Huey Lewis, enjoying the show in his private box seat . . . Congratulations to Gary Morris on his nomination as "Outstanding Actor in a Musical" from the Drama Desk Awards committee. The awards recognize achievements in both on and off-Broadway plays. Morris was nominated for his role in the New York Shakespeare Festival pro-

duction of "La Boheme" . . . If you hear familiar voices on John McEuen's solo album, you're right, that's the Oak Ridge Boys and David Allan Coe. And since turnabout is fair play, McEuen did a little moonlighting himself. You can hear his banjo picking on Michael Martin Murphey's latest single, "Carolina In The Pines," and you can see him grinning on the single's sleeve.

Just thought you'd like to know!

Nashville In Motion

Hillary Kanter signed with BMI. . . Three new VPs have been appointed with the Jim Halsey Company. They are: VP/Artist Relations/Creative Director Steve Dahl, Midwest Territory Operations & Casinos Herb Gronauer, and VP/Northeast Territory Joe Hupp . . . T.J. Sharp formed the TJS Agency, which will be a new booking division affiliated with Evergreen Records. The agency is a joint venture between T.J. Jacque Sharp, and Scott Morris to book and promote Evergreen artists. . . Crystal Gayle is scheduled to be the special guest soloist with the Dallas Symphony Orchestra July 12. This will be her first appearance with a symphony orchestra . . . Leonard J. Immke will serve as President of the newly-formed Dale Record Company, located at 976 Murfreesboro Rd., Suite #162, Nashville, TN 37217. Its first release is Jack Fox's "How Is It Possible." Product will be distributed by Nationwide Sound Distributors. . . Warner Bros. group Bandana will play the town of Bandana, KY on the Fourth of July. The show will be a benefit to raise money for the Rural Fire Department. 350 citizens signed a letter requesting the band to appear, they accepted, and in



KANTER JOINS BMI — Hillary Kanter signed a writer's agreement with BMI. Kanter and producer Even Stevens co-wrote the majority of the material for her new LP, "Love Letters At Midnight." Pictured at the signing are (l-r) BMI's Roger Sovine and Joe Moscheo, Kanter, BMI's Del Bryant, BMI's Sr. VP Frances Preston, and Stevens.



A KILLEN FOR BMI — Linda Killen recently signed a longterm writer agreement with BMI. Publishing and writing seem to run in the family, as Linda's father, Buddy Killen, is head of Tree International. Pictured (l-r) are: BMI's Del Bryant, BMI's Sr. VP Frances Preston, Linda, and Buddy.

addition are donating a percentage of their merchandise sales to the cause . . . Lucy J. Dalton signed with Meter Management. Barry Coburn and Ed Tickner are her new managers, and she's signed with Entertainment Artists for bookings. . . It's official, Bobby Bare is now part of the EMI America

roster . . . Singer/songwriter T. Graham Brown also signed Capitol. Look for his debut release later this month . . . Linda Killen seems to be following the family tradition. She recently signed a long term writer agreement with BMI. Her father Buddy Killen is the head of Tree International.



Richard Bowden (left) and Sandy Pinkard, flanking trainer Shirley Hemphill, practice terror-inducing, combat-ready grimaces moments before referee Bobby Bare rules their camouflage outfits "inappropriate attire."



WALT LOVE

BLACK/URBAN

Southern R&B Keeps On Fighting

Even with today's black music full of synthesizers and rock guitar, old-line R&B occasionally sneaks on to the national charts. Last year it was J. Blackfoot's top-ten "Taxi." Recently, B.B. King, who helped define rock guitar years ago, made it to #13 with "Into The Night." King, Blackfoot, and others like them are legitimate radio stars down South where "Down Home Blues" manages to coexist with "Material Thangz." Singers such as Shirley Brown and Denise LaSalle, who scored their national hits in the '70s, are still making a living, usually through a tortuous series of one-nighters.

In the North, it's a different story. The mostly independent labels that still make Southern R&B records meet with programmer resistance that few have the promotional firepower to overcome. With several exceptions, WGCI/Chicago being one of the most notable, old-line R&B is confined to low-rated AM stations specializing in it. This week, Sean Ross asks two Southern MDs and a Southern promotion specialist about this music's fight for survival.

"A PD with an ear for music should give Southern R&B a chance. If they'd try it, it'd prove to be an asset."
— B.B. Davis

Blues Country

There's no question that hard R&B is still very big on its own turf. "This is blues country," declares KOKA/Shreveport MD B.B. Davis. "You can't escape it. Any time you play B.B. King, Bobby 'Blue' Bland, or an old Tyrone Davis cut, your request lines light up or someone will send you a letter."

Davis will hit 30 years at KOKA in September and remains a heavy supporter of his "favorite music." He ensures that KOKA plays at least one hardcore R&B gold an hour, on top of whatever may be represented in the currents. Titles include Etta James' "I'd Rather Go Blind" and Brown's "Woman To Woman."



B.B. Davis

KOKA

At WBLX-FM/Mobile, MD Betty Jean Taylor doesn't have any quota for Southern R&B. In drivetimes there may not be any, but her current rotations feature LaSalle, Brown, Tyrone Davis, Formula Five, and Mobile native Lynn White. White's previous record, "Slow & Easy," finished inside WBLX's top 30 for 1984 but went largely unheard outside the Deep South.

WBLX and KOKA aren't similar radio stations; in the same market, they'd probably be each other's primary competition. KOKA is across town from KDKS, an FM that plays a lot less traditional R&B; WBLX competes with longtime AM WGOK, which plays a lot more blues. Yet both MDs feel that Southern R&B music gets a raw deal up North.

The Up North Blues

"A PD with an ear for music should give (Southern R&B) a chance," contends Davis. "Why



Betty Jean Taylor

WBLX 93 FM

they don't, I don't know. But I think if they'd try it, it'd prove to be an asset to their listening audience." Taylor elaborates, "Programmers are afraid of being called unsophisticated if they play these records. And a lot of these people are not from the South. They're used to hearing Motown, but where I was brought up, I'm used to Tyrone Davis and Joe Simon.

"Programmers are afraid of being called unsophisticated if they play these records. And a lot of these people are not from the South."

— Betty Jean Taylor

"Generally, Northern blacks have migrated from somewhere in the South; they haven't lost



Jackie Cooper

MALCO RECORDS

their roots altogether. Even some of my relatives up North, who are very educated people, were born and raised in the South. You go up North and play some of these records, and they'll jump on them just as quickly as Southern listeners. These are professional people, but they were raised on the Soul Children and Isaac Hayes."

Taylor admits she once had reservations about old-line R&B. Having been part of the first B/U airstaff on KRNB (Magic 101)/Memphis, she says, "When Floyd Blackwell put Tony Troutman's 'Your Man Is Home Tonight' and 'Didn't We Do It' by Billy Allways on KRNB, I thought they were the most awful records and that they weren't going to work. Within two weeks, every station in Memphis was playing them. Without Magic 101, those songs probably wouldn't have had a chance."

The Stock Problem Blues

Davis has the advantage of be-

ing close to a record store operated by Paula Records founder Stan Lewis that specializes in Southern R&B. In Mobile, Taylor tracks regional records primarily through a local Record Bar. Other mall outlets, she says, aren't really in touch with black music, and the mom-and-pop outlets that specialize in blues are prone to record-hyping.

"I find (smaller stores) are a little bit more unorthodox as far as tracking is concerned," Taylor alleges. "When I go to visit my stores and find out what people are asking for, I'll often be told there are stock problems. Right now Denise LaSalle and Formula Five are the hottest-selling black acts down here. People will say those records are sold out and that they haven't been able to get any for two weeks."

The Freak-A-Ristic Blues

Both MDs agree that aside from local mega-hits, such as "Taxi," the traditional R&B audience is older than that of its modern counterpart. Only through a careful balance do the opposing factions tolerate each other's music, and sometimes that can make for some interesting segues.

"Sometimes you'll run into that," says Davis. "There's really nothing you can do about it if you're playing 'Freak-A-Ristic' and then go into 'Today I Started Loving You Again.' I personally think it's nice. It's not planned that way, but you might keep that adult who's about to go someplace else when he'll hear Bobby 'Blue' Bland."

"When you're 18 and you're having a hard time somewhere, you can relate to some of the things that these songs are saying."
— Jackie Cooper

Getting Ready For "June Teenth" Holiday

Once again blacks in Southern states will be celebrating "June Teenth." In Texas and Louisiana they go all out for this unofficial holiday, but blacks in New Mexico and Mississippi also join in. Some Black and Urban Contemporary stations in these states have annual promotions coinciding with the local June Teenth celebrations in their respective cities.

In case you're not familiar with what June Teenth is, here's the historical chronology that led to its creation:

Abraham Lincoln declared all

slaves free January 1, 1863. A formal resolution was passed freeing the slaves January 31, 1865 by a vote of 119-56, and Lincoln signed that resolution the next

day. The slaves in Texas and Louisiana, however, found out about their freedom two years, six months, and 18 days later — thus giving us the celebration day of June 19, known affectionately as "June Teenth."

If your station is planning any June Teenth activities, be sure to send photos and all the information to me at R&R. That way I'll have some good things to share with you a few weeks from now.

ARISTA
THE CATS THAT MAKE IT HAPPEN...
ALL YEAR 'ROUND



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ARNELL CARMICHAEL & RAYDIO
BOOTSIE COLLINS
ARETHA FRANKLIN
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REAL-TO-REEL
PATRICE RUSHEN
GIL SCOTT-HERON
CHARLIE SINGLETON
MAURICE STARR
JERMAINE STEWART
DIONNE WARWICK
WHODINI
WOOTEN BROTHERS

CELEBRATE
BLACK MUSIC MONTH

The YBPC Awards Dinner Wrap-Up

The Young Black Programmers Coalition (YBPC) awards banquet benefitting its scholarship fund was a smashing success. The YBPC has worked very hard to make this organization meaningful for black broadcasters, yet it continues its struggle to avoid the negative stereotype associated with past organizations that were primarily black but failed at accomplishing anything meaningful for blacks in broadcasting or the music industry. And I'm pleased to report that the YBPC seems to have "hit its stride," following its latest event, held May 11 at the Plaza Of The Americas Hotel in Dallas.

Several record companies have started making donations to aid the YBPC to help some young folks towards obtaining a college education. Usually, the scholarships are given to students majoring in Communications and Music. Even the nonprofit Mary Mason Foundation of Philadelphia donated \$500 to the YBPC Scholarship Fund. (This is the same Mary Mason of WHAT/Philadelphia fame.) This year's honorees were MCA Records Sr. VP/Black Music Division Jheryl Busby and KKDA (K104)/Dallas Assistant PD/MD Terri Avery.

The turnout for this event was the largest in the organization's history. To me, the most impressive thing was that the head of every major label's Black Music department was in attendance. (I can remember just four years ago when these department chiefs

wouldn't leave their offices to attend a YBPC function. See what can happen when an organization is run with some morals and integrity?) The participation from the radio side was equally impressive.

Naturally, I can't name everyone I saw there, but some of the faces I did spot include Columbia VP/Black Music Vernon Slaughter, Atlantic VP/Black Music Hank Caldwell, RCA VP/Black Music Michael Kidd, Solar President Ray Harris, Epic VP/Black Music T.C. Tompkins, Arista VP/Black Music Tony Anderson, Elektra VP/Black Music Greg Peck, Warner Bros. VP/Black Music Oscar Fields, PolyGram VP/Black Music Leroy Little, Prelude Director/National Promotion Joey Bonner, and Adam Levy, head of the Roulette family of labels.

Among those representing the radio side were WBMX/Chicago PD Lee Michaels, WGCI-FM/Chicago PD Graham Armstrong, KNOK-FM/FT. Worth morning personality Dewayne Dancer, K104/Dallas morning man Tom Joyner, WTKL/Baton Rouge OM Guy Broady, WKXI/Jackson PD/MD Tommy Marshall, K104 VP/Programming Michael Spears, K11Z/Killeen PD Bill St. John, and WYLD-FM/New Orleans PD/MD Dell Spencer.

The banquet was a total sellout. Over 250 people participated, and many more would have been there if any additional tickets had been available. Tom Joyner emceed the awards dinner, and Jack "The Rapper" Gibson served as toastmaster.

Entertainment was provided by four acts, including MCA's Klique and three newcomers: local male quintet Burning Desire, Shawn Brown ("The Rappin' Duke"), and a trio of Boston ladies called 9.9.

All in all, the entire affair went very smoothly and everyone had a good time. This was the battle that the YBPC needed to win to put itself in position to really win the war, and it makes one look forward to the YBPC's annual November convention. Congratulations on a job well done!

Black Music Month Is Here Again

June is a special time of year for black broadcasters, as it's known in the industry as Black Music Month. To kick it off, we've got some details about the "June Teenth" celebrations in the South, a close-up of several successful Southern stations, and highlights of the recent YBPC awards banquet in Dallas.



AND THE WINNERS ARE — Here's YBPC President Brute Bailey (l), along with award winners Terri Avery and Jheryl Busby.



LUTHER GOES LIVE — Luther Vandross came to WDAS-FM/Philadelphia to premiere his "The Night I Fell In Love" LP and ended up performing live on the air. Seen here with Vandross (c) are E/P/A's Erik Nuri and WDAS-FM PD Joe "Butterball" Tamburro.

Southern R&B Keeps On Fighting

Continued from Page 50

especially for expatriate Southerners who don't always have access to it. "Chicago," Taylor says, "is a market that could be busted wide open because of all the Southern blacks. Detroit is another market. If I were programming a station there, I certainly wouldn't go up against WJLB doing the same thing they're doing; I'd try this music out."

Misty Blues

Jackie Cooper and her partner Sheila Easterling handle productions and publicity for Jackson-based Malaco Records. Nine years ago, Dorothy Moore's "Misty Blue" brought Malaco out of obscurity. Now it's best known as

a home for veteran R&B wailers: LaSalle, Bland, Johnnie Taylor, and the last recordings of Z.Z. Hill.

According to Cooper, the greatest resistance up North comes from programmers targeting 18-34 year-olds, which she thinks is wrong. "When you're 18 and you're having a hard time somewhere, you can relate to some of the things that these songs are saying."

Even those Northern PDs who play little of Malaco's product credit Cooper and Easterling for their persistence. "We're still working on the younger-formatted stations," Cooper promises. "We never give up on them. I was in a

nightclub recently when they played Johnnie Taylor's song and the 22-25 year-olds started dancing and singing along with it. They knew the song. So it is slowly but surely reaching the younger audience."

Because Malaco's blues and gospel catalogs move steadily, Cooper says, there's not a constant pressure for another "Misty Blue." "We have a lot of product out there and it's all consistent. We have older Denise LaSalle LPs that are still selling. A store will tell you, 'I don't know what happened, but all of a sudden I moved all my 'Lady In The Street' LPs this week.' There's no pressure, only desire. You want another hit, and that's what keeps you going."



WWDM DISCOS FOR ETHIOPIA — WWDM/Sumter raised nearly \$1400 for Ethiopian relief through a series of nights at a local disco. Pictured (l-r) are club owner John McBride and manager Pearl Ingram, local Red Cross president Doug Ambrose, PD Marva Mays, President/GM John Marshall, and WWDM's Bill St. John.



MOORE'S LIPS READ BY HUNDREDS — Melba Moore's "Read My Lips" video was recently premiered at New York's Red Parrot Club. From left, Capitol's Ronnie Jones, VP Varnell Johnson, Moore, WRKS/New York VP/GM Barry Mayo, and Capitol's Rod Butler.

The Great Hit Sounds Of Black Music Month!



CHERYL LYNN "Fidelity"

BLACK/URBAN BREAKERS

54 Reporters — 67%

Black/Urban Chart: **DEBUT** **34**



LISA LISA and CULT JAM with FULL FORCE "I Wonder If I Take You Home"

BLACK/URBAN BREAKERS 6/7

Check This Trend: Black/Urban Chart: **24-25-15**

WWIN	WUSL	KMJQ	K94	WDMT	KDAY
WXYV	WDJY	WDIA	WOWI	WJLB	KJLH
WILD	WHUR	WHRK	WBMX	KMJM	XHRM
WRKS	WAOK	WEDR	WGCI	WZEN-FM	KSOL
WDAS	KKDA-FM	WYLD-FM	WBLZ	KACE	



MANHATTANS "Don't Say No"

BLACK/URBAN NEW & ACTIVE

WWIN	WYLD-FM	KDAY	WPEG	WJAX	WPLZ	WDAO
WDAS	WOWI	KSOL	WFXC	WBMK	KAPE	KDKO
WAOK	WTMP	KQXL	WQMG	WJYL	KOKA	
KRNB	WDMT	WATV	WJMI	WJJS	WWDM	
WDIA	KACE	Z93	WKXI	WBLX	WNAM	



PROCESS and the DOO RAGS "Too Sharp"

Just Out & Already On:

WHUR	WGCI	WKXI
WAOK	WJLB	KOKA
KRNB	WRDW	WWDM
WOWI	Z93	WANM

**BLACK/URBAN
SIGNIFICANT ACTION**



THIRD WORLD "One To One"

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WOWI	WKXI
KACE	KOKA

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OPPORTUNITIES

OPENINGS

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#1 CHR in the most desirable market in the Southeast needs a pro who is hot, fast and tight. If you're ready to "tear 'em up," rush T & R to:



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MORNING PERSONALITIE(S)

For Top 30 Contemporary Country. Must be able to get involved with the community, be topical and controversial, and to make people smile. If chosen, you will be extremely well compensated and you'll be supplied with all the tools necessary to win. Rush cassette, resume and recent photo to: Bob Elliot, Burkhardt-Abrams, 6500 River Chase Circle East, Atlanta, GA 30328. No calls please. EOE M/F

WANTED: ON-AIR OPERATIONS MANAGER FOR TOP 50 MARKET URBAN LEADER

Leadership, organization, administrative abilities — documented and supported by references — necessary for consideration. Salary \$18-24,000 based on experience. Are you the promotion-oriented motivator who can handle this task? A great company, people and facility will support the right candidate. Apply only if you have the professional background and personal growth plan that matches the requirements. T&R to: Radio & Records, 1930 Century Park West, #007, Los Angeles, CA 90067. EOE M/F

MCVAY MEDIA

Staffing two new major market radio stations. Need PD, news, jocks and production pros. T&R to: 24650 Center Ridge Rd., #340, Cleveland, OH 44145. No calls please. EOE

Joe Montione & Associates

Needs experienced CHR Talent. All day-parts, for America's hottest mass appeal stations. Cassette & resume: Joe Montione & Associates
320 Shoreline Dr., Columbia, SC 29210 EOE M/F

EAST

New FM on the Jersey shore needs a results oriented Sales Manager by July. Contact: Carviss Inc., 2406 W. 17th Street, Wilmington, DE 19806. (6-14)

WALK FM 97.5 AM 1370

WALK-FM/AM, Long Island's - 1 Adult Contemporary station, seeking an experienced on-air evening personality. Minimum 5 years experience for this fulltime opportunity at the Island's most powerful station. T & R to: Bill Edwards, PD, WALK-FM/AM, P.O. Box 230, Patchogue, NY 11772. (No calls please) EOE M/F

AM/FM combo needs ND with understanding of local news. PEP experience helpful. Great area, super staff. T&R: Chris Michaels, WTBO/WKGO, Box 1644, Cumberland MD 21502. (6-14)

Experienced OM needed for Sunny 99-FM & 1460 Hits. Send resume: Brian Danz, Box 3433, Harrisburg, PA 17105. EOE M/F (6-14)

Need aggressive, experienced news person for powerful full service station in top 50 market. T&R/writing samples: Jeff Howett, OM, WHAM, 350 East Avenue, Rochester, NY 14604. (6-14)

Washington's All Hit 105 needs a production wizard who can transform promotional ideas into fantasyland on tape. Creative writing skills and sharp blade are musts. Send your presentation to: Smokey Rivers, WAVA, 5232 Lee Highway, Arlington, VA 22207. EOE M/F



OPENINGS

News person needed. Eager starters encouraged. Previous commercial experience better. Expanding city near MA. T&R: Pete Schmitt, WKIK, Box 564, Keene, NH 03431. (6-14)

A/C WCRF has parttime openings with future fulltime possibilities. T&R: BOB FLINT: Box 800, Springfield, VT 05156. (6-14)

WFEA/Manchester has full & parttime openings for adult communicators. C&R: Rick Ryder, Box 5300, Manchester, NH 03108. No calls please. EOE M/F (6-14)

62-WHEN RADIO

AM Drive personality needed. Only talented persons - need apply; therefore, no applications accepted from WYYY-FM. Send tape & resume to: Robert Carolin, P.O. Box 6975, Syracuse, New York 13217. No Calls. 62-WHEN is an Equal Opportunity Employer.

Maine's leading MOYL station, WYNZ needs parttime announcers. T&R: Dean Rogers, OM, Box 1319, Portland, ME 04103. EOE M/F (6-7)

50kw WAYU, Maine's fastest growing station is accepting tapes for one fulltime, & two parttime shifts. T&R: Ken Silva, Box 330, Lewiston, ME 04240. (6-7)

WCOU is growing. Seeking afternoon anchor/reporter for possible future opening. T&R: Charles Bullett, The Love Group, Box 330, Lewiston, ME 04240 (6-7)

CE (PTDK) for central Jersey FM. T&R/salary: W. Kanworthy, 203 Main Street, #17, South Bound Brook, NJ 08880. EOE M/F (6-7)

Stereo FM A/C seeks good fulltime night talent with production & organizational skills. Rush T&R: Don Patrick, PD, WSSY, Box 1240 Millinocket, MD 04462. EOE M/F (6-7)

WRC/WASHINGTON MUSIC DIRECTOR

Accepting applications for Music Director for MOR/Nostalgia format. Resume to: Ken Mellgren, Program Director/Operations Manager, WRC, World Building, Silver Spring, MD 20910.



WSUS-FM seeks experienced news person at \$225 per week. T&R/audio or VHS video: ND, Box 102, Franklin, NJ 07416. No calls. (6-7)

PM summer fill-in needed T&R: Mark Ericson, WORC, 167 Pleasant Street, Worcester, MA 01609. No calls. EOE M/F (6-7)

MORNING JOCK

Northeast FM, suburban top 100. We're an aggressive, growing broadcast group that will be a competitive force in this market. Witty, entertaining, strong production needed. Salary about \$12,000. T&R, references to: Radio & Records, 1930 Century Park West, #0024, Los Angeles, CA 90067. EOE M/F

OPENINGS

WEAN/105-FM looking for talented parttimers. Call Don Hallett or Bob Allen: (401) 277-7900 EOE M/F (6-7)

WENY-AM/Elmira, NY is looking for a strong morning drive personality. T&R: GM, Box 208, Elmira, NY 14902. EOE M/F (6-7)

One of the East's best-known medium market radio station needs an aggressive CHR program director who knows how to get adult listeners. If you'd like to program a winner for one of America's best broadcast groups send: resume, composite, programming philosophy, and salary requirement to: Radio & Records, 1930 Century Park West, #0019, Los Angeles, CA 90067. EOE M/F

WRNJ has immediate opening for fulltime newscaster. Good small market A/C. Strong on news. T&R: Rick Davis, Box 1000, Hackettstown, NJ 07840. (6-7)

WRNJ, small market station with big market sound, now accepting T&R's for future DJ opening. D.P. Kendall, WRNJ, Box 1000, Hackettstown, NJ 07840. (6-7)

SOUTH

WZDQ/Jackson, TN has immediate opening for female air/production talent. T&R: Jay Michael Pruet, WZDQ, Box 3289, Jackson, TN 38303. (6-14)

Morning news person for fast growing sunbelt market. Bright, conversational. T&R: Nancy Frost, WRCC, Box 189, Cape Coral, FL 33910. EOE M/F (6-14)

CENTRAL TEXAS MEDIUM MARKET CONTEMPORARY FM

Seeks morning entertainers(s). Stable, growing company spending bucks to make bucks. T&R to: Radio & Records, 1930 Century Park West, #0023, Los Angeles, CA 90067 EOE M/F

WANS seeks applications from air personalities looking to join top rated CHR team. Great pay for great talent. T&R: Bill McCown, WANS-FM, Box 211, Anderson, SC 29621. EOE M/F (6-14)

Talent search. Accepting T&R for small TX market. A/C & Country. Scott K. Smith, 8401 Datapoint Drive, Suite 900, San Antonio, TX 78229. (6-14)

WIVY-103

Chief Engineer

WIVY, Jacksonville, Florida's leading FM, is accepting resumes and salary requirements for, a full charge chief engineer. Requires knowledge and experience in all aspects of studio and transmitter maintenance and construction. FCC license, three years experience as chief engineer. Send information, including verifiable references to: General Manager, WIVY-FM, 3100 University Boulevard, South, Jacksonville, Florida 32216. EOE. A Gilmore Broadcasting Station.

OPPORTUNITIES

OPENINGS

START AT #1

Mobile's leading radio station seeks an energetic, world-class program director. We'll give you the tools needed to continue our ratings dominance at WKSJ-AM & FM. Send resume, programming philosophy, composite and salary requirements to: Radio & Records, 1930 Century Park West, #0021, Los Angeles, CA 90067. EOE M/F

New A/C needs talented AM drive. Will consider team. Also need midday personality & news persons. T&R: Mark Jones, 1028 Waterford Lane, Pensacola, FL 32514. EOE M/F (6-14)

AM/FM combo looking for PD. If you understand promotions & working close with management we're looking for you. T&R: Brett Hask, KWCK, Box 1300, Searcy, AR 72143. (6-14)

Need morning man with A/C personality & good production skills. Want to work with great people in a great area! T&R: Brett Hask, KSER, Box 1300, Searcy, AR 72143. (6-14)

Ownership change is bringing this dormant 100kw FM to life. 1000 foot tower just completed, 80 miles north of Dallas. Sales & air talent needed. (617) 669-6968 (6-14)

WIN WITH PROS!

#1 TOP 100 CHR

We're making key additions to our top-rated morning show, including newperson and conversational comic sidekick. Also needed: a self-promoting high-profile p.m. drive talent. Get strong support from growth-oriented group in beautiful coastal city. Rush a T&R to Radio & Records, 1930 Century Park West #0013, L.A., CA 90067. EOE

TX gulf coast Country combo now accepting T&R for morning news anchor. KRYS AM/FM, 702 McBride Lane, Corpus Christi, TX 78408. EOE M/F (6-14)

SW CHR needs air personality. Good production skills/good communicator. T&R/production samples: KBIM AM/FM, Rich Eidan, Box 2308, Roswell, NM 88201. EOE M/F (6-14)

Hot P3 CHR-FM with big new tower looking for pros for air-ists. C&R immediately: WJAD, Box 706, Barnbridge, GA 31717. (6-14)

AM/FM Marksville, LA needs FM drive. Some experience, must follow directions, no involvement with liquor or drugs. T&R: KAPB, Box 7, Marksville, LA 71351. EOE M/F (6-14)

DOMINANT 100kw A/C

Seeks fresh talent for future openings. Our Southeastern market is small; our sound is not! No beginners or screamers please. T&R to: Radio & Records, 1930 Century Park West, #0011 Los Angeles, CA 90067. EOE M/F

WNOE-FM/New Orleans seeks nearby Parttime announcers for all shifts. T&R: Ralph Cherry, WNOE-FM, 529 Bienville Street, New Orleans, LA 70130. EOE M/F (6-14)

Top rated 50kw CHR FM in East Caribbean, needs jocks. Send T&R: Jonathan Keyes, Isle 95, WJXC, Suite V-2, Caravelle Arcade, St. Croix 00820. (6-14)

WZDQ/Jackson, accepting T&Rs for female air talent. Rush to: Jay Michael Pruet, Box 3289, Jackson, TN 38303. EOE M/F (6-14)

Looking for DJ/production person. Must have three years experience. T&R: Mickey Odom, MW/MW/OID, 574 DeBays Road, Bixby, MS 38531. (6-14)

Afternoon personality/production needed for A/C AM station in beautiful resort area. Send T&R: Ross Caudell, WDLV, Box 1677, Southern Pines, NC 28387. (6-7)

New CHR station. Experienced & eager personnel need only apply. T&R: Dave St. John, 2621 MacArthur Drive, Columbus, MS 39701 (6-7)

We Need A Professional!

We have an opening for the position of program director at one of our several radio stations. If you have what it takes to manage people, increase your listening audience, become involved in the community and be a winner, we need you. We pay higher than average and are willing to pay better-bucks for a better person. If you are ready to prove yourself as a leader, send us your tape, resume, and reasons why we should hire you to: P.O. Box 1230, Temple Texas 76503. EOE M/F. No calls please.

OPENINGS

10pm-2am announcer position open. Tape & cover letter: Rob Barnett, PD, KZEW, Communications Center, Dallas, TX 75202. EOE M/F (6-7)

WKJJ/Louisville needs creative afternoon personality. Send T&R: Kevin Kenney, WKJJ, 307 W. Muhammad Ali, Louisville, KY 40202. (6-7)

Capital Cities Communications

Capital Cities is expanding in Atlanta. Seeking experienced newscasters. Good writing/on-air skills. Tape & resume to: Neil McGinley, WKHX-FM, 360 Interstate N., Suite 101, Atlanta, GA 30339. EOE M/F

MIDWEST

Help wanted "GM." Small market FM in NW Ohio. Proven sales background a must. Excellent potential for growth. Write: Station, Box 352, Ottawa, OH 45875. (6-14)

Possible air personality opening for person good with production/writing. Send T&R: Mark Chambers, Box 886, Carroll, IA 51401. (6-14)

"THE TRENDSETTER"



Chief Engineer needed for the #1 FM in Omaha. We're building state-of-the-art studios in what will be one of the premier radio facilities in the U.S. Our Engineer needs experience in construction, STL, audio processing, all phases of FM engineering, plus most important... the audio know-how to keep us the cleanest, hottest, loudest, jump-out-of-the-radio-and-grab-you-by-the-ear signal in town! Send resume and references to: John Bible, KOKO-FM, P.O. Box 31777, Omaha, NE 68131

Top 100 Combat A/C needs mature talent, all shifts. Two years experience. Grow with us! T&R/Pictures: B. Martin, 893 FM, Box 764, Bettendorf, IA 52722. (6-14)

Looking for medium market CHR/Country communicators. Programming experience helpful but not necessary. Motivated people: PD, Box 459, Columbia, MO 65205. EOE M/F (6-14)

MICHIGAN — LITE FM

Needs creative entertainer for evening shift. Large, competitive market, good money, great benefits. Super professional environment, large corporation. Send cassette, resume and short letter of introduction to: Radio & Records, 1930 Century Park West, #009, Los Angeles, CA 90067. EOE

KWPC seeking announcer who loves Country music & community involvement. T&R: Steve Bridges, OM, 3218 Mulberry, Muscatine, IA 52761. (319) 263-2442 EOE M/F (6-14)

Air position available for qualified communicator. Top pay. Benefits. Beautiful city. Modern facility. T&R: PD, WZOE, Broadcast Center, Princeton, IL 61356. EOE M/F (6-7)

WE'VE LOST ANOTHER ONE TO THE MAJORS!

Morning entertainer needed immediately for the Midwest's best medium market CHR. If excellent pay and benefits, state-of-the-art facilities, and a working environment second to none is important to you, we've got it. No card-readers — only real personalities need apply. Send tape and resume to Radio & Records, 1930 Century Park West, #0016, Los Angeles, CA 90067. EOE

OPENINGS

PD/morning personality for AM Country leader in mid-South market of 100,000. Wit and creativity would be important. Prior PD experience helpful. T&R to Radio & Records, 1930 Century Park West, #0014, Los Angeles, CA 90067. EOE

Full/parttimers needed for future openings at Lafayette's lazar FM. Soon to be dominant CHR. No calls. T&R: Kay Bradley, WLZR, 2655 Yeager Road, West Lafayette, IN 47906. (5-24)

Chicago metro A/C station seeks experienced professional news anchor/reporter. Females encouraged. T&R: ND, WZVN, 1000 East 80th place, Merrillville, IN 46410. EOE M/F (6-7)

Announcer for small market daytime, air shift/production & P&T. T&R: Dick Grogg, WPCO, 601 Upton Road, Mt. Vernon, IN 47620. EOE M/F (6-7)

TOP 30 AOR

Are you ready to be #1? So are we! Future giant killers wanted for all shifts. Production skills a definite asset. Rush T&R to: Radio & Records, 1930 Century Park West, #0022, Los Angeles, CA 90067. EOE M/F

MORNING DRIVE TALENT-TOP 100

We're looking for these qualities: Intelligent, witty, genuine, and friendly. Our expanding broadcast group now operates major stations in the Northeast, Midwest, Sunbelt, and West. If you're a dedicated entertainer we'd like to hear an edited presentation of your showmanship abilities. Our talent is rewarded with premium dollars, top benefits, and an environment which encourages creative ideas. Tape and resume to: Radio & Records, 1930 Century Park West, #0020, Los Angeles, CA 90067. EOE

WLVO/Columbia needs strong, experienced Production Director. Send T&R: Pat Still, WLVO, 42 East Gay Street, Columbia, OH 43215. (6-7)



PRODUCTION MANAGER

Seeking Production Manager for Country Combo. Must have strong voice, medium or major market track record and creative writing ability. Send T&R to: Ken Fearnow, 615 N. 90 St., Omaha, NE 68114. EOE

Broadcast group in Southern OK has full & parttime openings. T&R: Michael Reeves, 52 Broadcasting, Box 599, Sulphur, OK 73086. No calls. EOE M/F (6-7)

THE PERFECT GIG

If you are an outgoing, friendly pro who likes to work in front of a crowd, this live on-air lounge program needs you. Must be a self-starter interested in promotions. Send T&R and picture to: Radio & Records, 1930 Century Park West, #0018, Los Angeles, CA 90067. EOE M/F

Openings after the Arbitron. Prime personalities needed. No card readers or beginners. T&R: Jack Swart, WGRD, 122 Lyon NW, Grand Rapids, MI 49503. No calls. EOE M/F (6-7)



Quick wit, topical humor and GREAT production. Two-year medium/major market experience. Send audition cassette with resume to: Station Manager, P.O. Box 518, Lathrup Village, MI 48076. EOE M/F

OPENINGS

Major Midwest CHR/AC looking to make a longterm commitment for the "right" humorous morning show. Must be able to handle phones and be creative. Teams and individuals are encouraged to apply. T&R to Radio & Records, 1930 Century Park West, #0015, Los Angeles, CA 90057. EOE

WEST

West Rockies AM/FM combo needs ND, to anchor & direct staff. Five years experience. T&R: Charlie Michaels, K-STAR, Box 1120, Grand Junction, CO 81502. EOE M/F (6-14)

1190 KEK has opening for PT/weekends. OR's full service A/C giant is a great place to work. T&R: Carl Gardner, 4949 SW Nacadm, Portland, OR 97201. No calls. EOE M/F (6-14)

Growing company currently winning in Eugene, Reno, and Boise. Now looking for winners to staff Top 80 Sunbelt market. Rush T & R to Brian Burns, National PD, Constant Communications, Rt. 2, Box 502, Eugene, OR 97401. EOE M/F



AM 1280 FM 105

Denver, has a rare opportunity to join Great Empire Broadcasting, the nation's largest chain of Country & Western radio stations, in beautiful Colorado — we're looking for a morning entertainer/team player — if you're Top 20 market material, can get the audience involved, and are looking for a home, send T&R with references to Jon Lawrence, FM Program Manager, KERO, 1165 Delaware, Denver, CO 80204. No Calls Please.

K-WEST FM on CA's central coast is accepting T&Rs for possible future opening. One year experience. Tony Miranda, Box 3904, Carmel, CA 93921. (6-14)

Top rated small market Country station needs permanent sales representation. Great growth potential in a fast growing area. Charles Bledsoe: (801) 628-3643 EOE M/F (6-14)

We are not a broadcasting school. KCM/Victorville needs experienced parttimers, yesterday. T&R: Cory Baker, Box 1428, Victorville, CA 92392. (6-14)

A/C TALENT

Rare opening at #1-rated major market FM... great bucks, facilities, people and city. Send tape and resume fast!!! Radio & Records, 1930 Century Park West, #0010, Los Angeles, CA 90067. EOE

Love traditional Country & great climates? Announcer/production/music position at aggressive 10kw AM. T&R: Larry KCLG, Box 489, Washington, UT 84780. (6-7)

TOP 15 MARKET STATION

Looking for a deep-voice announcer for nighttime "Love Songs" program. Send T&R to: Radio & Records 1930 Century Park West, #0012, Los Angeles, CA 90067. EOE

Immediate opening fulltime & future considerations at KUIK/Portland for announcers & production. T&R: Greg Lenny, PD, Box 568, Hillsboro, OR 97123. No calls (6-7)

ALASKA!

Expanding AM/FM station looking for experienced announcers. Market of 30,000 but in a dynamic environment. This is not your average ho-hum small town. Alaska's capital requires talent and involvement. KINY-AM is 50 years young. Send T&R to: Paul Ryder, KINY, 1107 W. 8th St., Juneau, AK, 99801. EOE

OPPORTUNITIES

OPENINGS

WE NEED A MORNING KILLER!

Major market radio stations seeks topical, local, and fun morning air talent who can relate to 25-54 adults in America's most livable city. Individual or team — it makes no difference. Top \$ for the right persons(s). Live in Southern California and work one of America's finest broadcast groups. Rush T&R to Radio & Records, 1930 Century Park West, #0017, Los Angeles, CA 90067. EOE



Colorado's hottest A/C is still searching for the talent to help us carry on a winning morning tradition. If you know how to make friends out of listeners, and would like to be a part of a booming city at the foot of Pikes Peak, send your cassette & resume to: Bob Irwin, K-VIEW-99, 2860 S. Circle Drive, Penthouse Suite, Colorado Springs, CO 80906. No Calls please. EOE/M/F

KY05/Mercad, has upcoming weekend & possible fulltime openings. Beginners welcome. T&R: Richard Perry, Box 717, Merced, CA 95341. EOE M/F (6-7)

Northern Colorado top-rated CHR, needs talented AM drive. No calls. C&R: Jim Alexander, KUAD-FM, Box 117, Windsor, CO 80550. EOE M/F (6-7)

The Rockies We've Got What KHOW Needs Is An Experienced Program Director

We're looking for a take-charge PD. Strong on management, programming and the ability to deal with great on-air personalities. 3-5 years experience preferred and some air work will be required. Send a resume and a letter telling me why you think you'd be a good candidate for this position. It will be held in confidence. Mail to Bud Stiker, KHOW, 8975 E. Kenyon, Denver 80237. No phone calls please EOE/M/F.

POSITIONS SOUGHT

BILL HARMAN, former Magic 1390 WAGI PD, looking for A/C, Jazz position. Prefer OH or FL. (904) 375-2631 (6-14)

Sharp aggressive female seeks news/announcing positions in TX. Currently on air in Houston. TAMMY SANDOZ: (713) 541-4498 (6-14)

RICK STEWART, victim of the quake in San Francisco. Late nighter available. Rick Stewart, victim of the quake in San Francisco. (415) 469-0460 (6-14)

Top quality anchor/reporter looking for a new opportunity. Ten years experience. Prefer MW. NICK LINDBERG: (319) 896-8977 (6-14)

Current US 99/Chicago morning anchor/sidekick looking for another major/medium market position. (305) 336-1395 or (312) 456-0766 (6-14)

Mega-energetic jock looking for medium-plus market. CHR, AOR, A/C formats, does character voices. PAUL HARMON: (313) 338-2466 (6-14)

Attention small/medium markets. Rising talent offers loyalty, ambition, three years experience, & first week free employment. MARK: (412) 226-3089 (6-14)

Jersey show. Give your listeners what they deserve. I inform, entertain & show a great time. G.D. KAHN: (609) 795-0582 (6-14)

Well-prepared, local & warm personality seeks air shift on stable, professional operation in medium market. Strong production. PAUL BILER: (419) 334-4302 (6-14)

DJ/sports announcing looking for small market station. Willing to relocate. CARL: (313) 256-6825 (6-14)

Professional personality with great voice, delivery, production & attitude. Call JACK: (414) 242-4357 (6-14)

Enthusiastic 7 year pro, proven track record, ready to win in top 100 market. Looks, sound, attitude. A/C, CHR, Country. MIKE: (612) 458-1663 (6-14)

Bargain hunting? A/C, soft rock announcer. Merchandise, top grade. Price, out for fast sale. Shop by phone! GEORGE: (312) 348-3314 (6-14)

GMs: your new PD for Great Lakes/MW region, small or medium market is MARK. Now, top 100 market Production Manager. Call: (305) 464-9431 (6-14)

On air personality currently working FM drive in Southern CA. Major market experience. Award winner. Looking for a permanent home. HERB: (818) 352-3977 or (619) 564-4072 (6-14)

Beginner DJ anxious to start in the business seeks announcing position of any kind, in Southern IL, IN, or St. Louis area. DUKE: (219) 774-3716 (6-14)

Fulltime area LA broadcaster seeks extra work nights/weekends. Voice overs, editing, writing, producing commercials. KEVIN: (818) 887-9229 or 343.8112 (6-14)

Money! Money! Money! Money! Money! Good production news market. Here's a chance to get some. Call MICK: (312) 849-0404 (6-14)

L.A. personality currently employed, considering weekend air work. Most formats. Leave message: (213) 477-5788 (6-14)

Good Production Director looking for good company. Call PAUL DICKSON: (503) 378-0860 (6-14)

Creative morning personality with original comedy LP & heavy news experience looking to relocate. JERRY EOLING: (717) 252-4144 (6-14)

Young hard working broadcasting school graduate looking for on-air work in the industry. Can relocate immediately. Call DAN: (216) 226-6193 (6-7)

Rating problem buster. OMP/MD/MD 17 year pro. Morning or afternoon drive, heavy production, CHR or A/C format. I'm the one you're looking for. CHRIS: (301) 641-8026

Enthusiastic dedicated & reliable pro looking to put down roots in your market. ASHLEY: (718) 229-2094 (6-14)

Extremely dependable overnight jock. Five years experience. Will relocate. Any position. J.R.: (607) 733-6249 (6-14)

Attention small markets! Creative hard working teampair with good voice can help you. Willing to relocate quickly to W/SW. Call DAVE COLLINS: (714) 626-4007 (6-14)

Talk show host. Great numbers, three straight books. Six years experience in news. Call: (717) 268-7386 (6-14)

Personable jock/Production Director looking for responsible position. Great with listeners & contests. Promotions/production minded. HANK: (804) 272-3313 (6-14)

Maternal instinct. Community minded, creative, award winning. Ready to bring morning drives to your medium/major market facility. PETE: (603) 352-3550 (6-14)

Help a native New Yorker escape New England! I'm trapped and want to get home! Major market experience & versatile NYC AD. Any capacity. (718) 936-8732 (6-14)

Eight year veteran at Q101, WROK, WZOK & Z-1490 is looking. Aircheck available. Seven years PD experience. Morning pro. BRIAN WRIGHT: (815) 624-6062 (6-14)

Help! Jock looking for new challenge in top 100 market, preferably in N/S Carolina. RON: (517) 366-5364 or 366-8855 (6-14)

Creative female with good voice seeks fulltime on-air position. Five years experience/production skills & copywriting. Call DIANE: (501) 753-6216 (6-14)

If your station is serious about Country music, we should talk. Eight years experience. MATTHEW: (515) 423-4374 (6-14)

Creative, funny, energetic morning man looking for small/medium market. Prefer New England. Ten years experience. Great production/ratings. (203) 487-0140 (6-14)

News pro needs new home. Willing to relocate to station with serious news commitment. Call BRAD before it's too late. (414) 782-1592 (6-14)

Not interested in changing jobs! Philly personality/PD quite happy where he is, but ... for T&R call: ALAN SWAN: (215) 574-0999. Available July first. (6-14)

Stop. Read this about an innovative detail oriented enthusiastic graduate who seeks on-air position. Willing to relocate. EMANUEL: (213) 293-6294 (6-14)

OMP/MD looking. Four years experience, midday man, news & heavy promotions. Community oriented. DAN DUBONNET: (207) 282-4922 (6-14)

NID/Anchor. Nine year pro seeks medium market in NE/SE. TOM: (615) 832-0219 (6-14)

Best at copywriting. Varied radio experience has polished my talent. Imaginative commercials. Ready to specialize in medium/large market. TIM PRCHAL: (608) 784-3725 (6-14)

Rock & Roll needs another ALAN FREED. Seeking entry level position with record company, manager, or agency. (718) 241-6873 (6-14)

Husband/wife morning team. Veterans looking for an FM home. Can also program a cost-efficient package. (205) 928-8015 or (609) 737-1421 (6-14)

Boston/Portland: Two heavy New England morning men with characters have merged. Country or A/C. H.H. Group: (603) 431-6383 (6-14)

POSITIONS SOUGHT

Responsible/dedicated professional with on-air/MD/Assistant PD experience, looking for programming position in medium/small market. J.T. STEVENS: (804) 272-1522 (6-7)

Looking to be medium/small market PD/air talent. Over 10 years experience. JACK PHILLIPS: (209) 951-6239 (6-7)

Country music is in my blood. I need a transfusion. Employed air personality wants A/C or CHR job. VA, NC, or SC. LYNN: (703) 463-7914 (6-7)

Morning flash! 8 year veteran. Bits & characters, but please no zoes. Let's try something original. TONY D.: (404) 935-4385 (6-7)

Hardworking teampair looking to get back into CA. PD/MD. GEORGE: (801) 257-7407 or 267-7419 (6-7)

Award-winning lifestyle ND wants to discuss your opportunities. 15 years experience, all markets. Call: T.J. ALLEN: (205) 432-0102

Broadcasting school graduate. Good news & production skills. JOHN DICKSON: Box 53, Colony, KS 66015. (316) 852-3347

Noticudonp!lllllllllll What's this? MICK: (312) 849-0404 (6-7)

Sports Director with five years PBP, news & sports reporting experience. Looking to relocate in IA or IL. JOHN: (314) 635-7120 (6-7)

Winning combination! Major-market personality specializing in oldies 1955-1970, (own collection of 4,000 titles) plus radio versions of TV game shows. MARK: (213) 877-3466 (6-7)

Pro with polish & pipes in Maine looking for that top 50 news gig. Ten years in the minors. Ready for majors. Director News/Operations & anchor. (207) 783-7418 (6-7)

Stable, mature pro A/C personality looking to move up to larger mid-Atlantic market. Ten years experience. Now PD. TOM DAVIS, Box 9755, Towson, MD 21204. (6-7)

Country or A/C Mornings

Personality pro looks to move up to 100,000+ plus market. Great production and ratings. Sean Michael Lisle (206) 533-6002. Leave message on machine.

Well-prepared, local & warm personality seeks air shift on stable, professional operation in medium market. Strong production. PAUL BILER: (419) 334-4302 (6-7)

Looking for a challenge. Young, ambitious, relocatable air personality with strong pipes & good production wants to move on. AOR or CHR. MARC VERNON: (217) 333-2016 (6-7)

Attention adult-formatted stations. 15 years MOR, B/EZ, BB, classical, Country & newstalk experience. Great production & references. ANDY BUDNICK: (904) 744-5750 (6-7)

Eight-year pro looking to move up. Smooth communicator, strong production & promotional know how. Looking for a top team. STEVE ALLISON: (503) 773-3607 (6-7)

Industry pro, over 13 years in Chicago, L.A., & Phoenix. Seeking parttime employment in Chicago or metro area. Serious inquiries only. (312) 478-1216 (6-7)

Veteran radio announcer/MD/DP. Have worked CHR, B/U, Jazz, formats. Good production. Willing to relocate immediately. BRETT LEWIS: (804) 264-2755 (6-7)

OMP/DP, four years experience, midday man, news & heavy promotions, community oriented. DAN DUBONNET: (207) 282-4922 (6-7)

14-year pro currently news/sports director seeking AM/PM drive. Southern location, good pipes & production. PATRICK MCGINLEY: (408) 723-6731 (6-7)

Hi, how are you? I'm ready to work four times as hard for you at your small market station. Try it. JOE: (216) 659-4887 (6-7)

First-class, eight-year PBP veteran seeks division 1 college football/basketball PBP. DOUG: (319) 557-8591 nights. (6-7)

Creative AOR personality with radio degree. Experienced writing/production skills. Will go anywhere/do anything to succeed. GENE HUGHES: (409) 892-9460 (6-7)

OM, experienced in promotions, production & management, seeking relocation to warm climate. Excellent resume. ED K., 611 West Fontanero, Colorado Springs, CO 80907. (6-7)

I'm looking for the green. The green grass of home. Three years in the desert is enough. Want CHR, A/C, West, MW. THE MASTER: (805) 943-7187, or 948-8090 (6-7)

Twenty-year pro AM personality. PD/GM, Oldies/CHR, high energy in all fields. Looking for a permanent home. RIC: (818) 795-3188 (6-7)

Creative broadcasting school graduate seeks sales/DJ/production position. Will relocate. TROY SAVAGE: (215) 615-2229 (6-7)

ND looking for greater challenges in radio. Preferably in the South. Experienced in writing/gathering/delivering news. TOM: WGDJ-FM, (601) 475-2111 (6-7)

Experienced radio copywriter seeks new position. (718) 698-0413 (6-7)

POSITIONS SOUGHT

Sharp, enthusiastic air talent seeks local radio position in VA/MD/DE area. Current broadcast school student. DONNIE FARRIS: (703) 368-9216 (6-7)

Look here, hardworking team player. 2 1/2 years at top-rated A/C. Will go anywhere, but prefer MW A/C, CHR, AOR. CRAIG: (319) 266-1000 (6-7)

Dedicated veteran with first phone seeks challenging OM/ PD/VJ/DJ position. KEN MCGEE: (601) 782-8215 (6-7)

Versatile young man seeks to make your station stronger. Can write, can speak. Production ability. (213) 426-9748 (6-7)

Experienced OMP/DP seeking new challenge in CHR, A/C. Call: BOB ALLEN (316) 277-7470 (6-7)

Excellent on air production & possible PD material. 17-year pro looking to relocate in Florida. Can you help? (203) 355-3896 (6-7)

Two year parttimer in need of a gig. Small/medium markets only. MIKE: (805) 526-8869 (6-7)

Five years after leaving England, I'm looking for a slot in a medium market. Two years experience in U.S. DAVID: (518) 372-8588 (6-7)

Female DJ with great voice & production willing to relocate. KRIS: (319) 259-1888 (6-7)

Owners/managers. You're a call away. Morning entertainer with major market experience, seeks on-air/PD position with great FM. Become the next #1. (205) 928-8015 (6-7)

MISCELLANEOUS

A/C service needed from all labels. KGNC, Bill Sexton or Scott Ray, Box 710, Amarnio, TX 79189. (806) 355-9801 (6-14)

WTBB in need of record service. Changing formats to A/C. Would appreciate any product. Bob Gourley: 2015 38th Avenue, Vero Beach, FL 32962. (305) 569-9882 (6-14)

WFKB needs complete MOR singles & album service. Send to Jim Stolz, Box 336, Florence, KY 41042 (6-7)

78,000 FM (AOR) needs Jazz record service for Sunday show. Contact: KMYZ, PD, Jim Ray, 5810 E. Skelly Drive #801, Tulsa, OK 74135, or (818) 655-3131 (6-7)

Important Notice: When replying to R&R Blind Boxes, please keep the size of your packages limited to a 9" x 12" envelope.

Dates appearing at the end of each listing signify first week listed.

R&R Opportunities Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought. All other advertising must run display changes must be mailed in on company letterhead.

Deadline

To appear in the following week's issue, we must receive your ad by Thursday 12 noon (PST) prior to issue date.

Display Advertising

Display: \$30 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$45 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

Payable In Advance!

Display & Blind Box advertising orders must be typewritten or printed and accompanied by check mailed to our office in advance.

For Opportunities you may place your free listings by phone only on Wednesday, Thursday & Friday 9am-5pm (PST) (213) 553-4330 or mail to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

LUTHER VANDROSS

"It's Over"



DISTRIBUTED BY CBS RECORDS

55/22 — 68%

Black/Urban Chart: **DEBUT** **31**

BLACK/URBAN BREAKERS



NATIONAL MUSIC FORMATS

Added This Week

Satellite Music Network

George Williams (214) 991-9200

The Starstation

BEACH BOYS "Getcha Back"
MADONNA "Angel"
WHITNEY HOUSTON "You Give Good Love"

Country Coast-To-Coast

T.G. SHEPPARD "Fooled Around And Fell In Love"
JUDDS "Love Is Alive"
JOHNNY LEE "Save The Last Chance"
MICHAEL MARTIN MURPHEY "Carolina In The Pines"

Rock 'N' Hits

TEARS FOR FEARS "Shout"
RICK SPRINGFIELD "State Of The Heart"
GRAHAM PARKER & THE SHOT
"Wake Up (Next To You)"
JEFF BECK & ROD STEWART "People Get Ready"

BPI

John Sherman/Bob English (800) 426-9082

Adult Contemporary

WHITNEY HOUSTON "You Give Good Love"
DON HENLEY "Not Enough Love In The World"

Modern Country

RESTLESS HEART "I Want Everyone To Cry"
WAYLON JENNINGS "Drinkin' And Dreamin'"
BELLAMY BROTHERS "Old Hippie"

TM Programming

Cal Casey (214) 634-8511

Stereo Rock

STING "If You Love Somebody Set Them Free"
DeBARGE "Who's Holding Donna Now"
COREY HART "Never Surrender"
POWER STATION "Get It On (Bang A Gong)"

TM AC

DeBARGE "Who's Holding Donna Now"
DOLLY PARTON & KENNY ROGERS "Real Love"
DARYL HALL & JOHN OATES "Possession Obsession"

TM Country

GLEN CAMPBELL "(Love Always) Letter From Home"
JUDDS "Love Is Alive"
MICHAEL MARTIN MURPHEY "Carolina In The Pines"
NITTY GRITTY DIRT BAND "Modern Day Romance"
ROSANNE CASH "I Don't Why You Don't Want Me"

Transtar

Adult Contemporary

Dave Bogart (303) 578-0700

Country

Tom Casey (213) 460-6383
JOHNNY LEE "Save The Last Chance"
ANNE MURRAY "I Don't Think I'm Ready For Love"
T.G. SHEPPARD "Fooled Around And Fell In Love"

Concept Productions

Elvin Ichiyama (916) 782-7754

CHR

FOREIGNER "Reaction To Action"
RICK SPRINGFIELD "State Of The Heart"
DEAD OR ALIVE "You Spin Me Around (Like A Record)"
JEFF BECK & ROD STEWART "People Get Ready"

Country

WAYLON JENNING "Drinkin' And Dreamin'"
KEITH STEGALL "Pretty Lady"
HEART OF NASHVILLE "One Big Family"
CARL JACKSON "Dixie Train"
LEON EVERETT "A Good Love Died Tonight"
CHANGE "To Be Lovers"
GAIL DAVIES "Unwed Fathers"
MAC DAVIS
"I Never Made Love (Till I Made It With You)"

Radio Arts

John Benedict (818) 841-0225

Country's Best

REBA McENTIRE "Have I Got A Deal For You"

Soft Contemporary

SISTER SLEDGE "Frankie"

Sound 10

SISTER SLEDGE "Frankie"

Media General

Broadcast Services

Bob Dumais (901) 320-4433

Action

MADONNA "Into The Groove"
MARY JANE GIRLS "In My House"
STING "If You Love Somebody Set Them Free"
SISTER SLEDGE "Frankie"
DARYL HALL & JOHN OATES "Possession Obsession"

Your Country

GAIL DAVIES "Unwed Fathers"
WAYLON JENNINGS "Drinkin' And Dreamin'"
REBA McENTIRE "Have I Got A Deal For You"
KENDALLS "If You Break My Heart"
SAWYER BROWN "Used To Blue"
LACY J. DALTON "You Can't Run Away From Your Heart"
MAC DAVIS
"I Never Made Love (Till I Made Love With You)"

Hit Rock

STING "If You Love Somebody Set Them Free"
DEPECHE MODE "People Are People"
DeBARGE "Who's Holding Donna Now"
ROBERT PLANT "Little By Little"
COMMODORES "Animal Instinct"
POWER STATION "Get It On (Bang A Gong)"
FOREIGNER "Reaction To Action"
COREY HART "Never Surrender"
GRAHAM PARKER & THE SHOT
"Wake Up (Next To You)"

Drake-Chenault

Bob Laurence (818) 883-7400

XT-40

DeBARGE "Who's Holding Donna Now"
COREY HART "Never Surrender"
DEPECHE MODE "People Are People"
DARYL HALL & JOHN OATES "Possession Obsession"

Contempo 300

DARYL HALL & JOHN OATES "Possession Obsession"

Great American Country

WAYLON JENNINGS "Drinkin' And Dreamin'"
REBA McENTIRE "Have I Got A Deal For You"

Century 21

Greg Stephens (214) 934-2121

The Z Format

DEPECHE MODE "People Are People"
POWER STATION "Get It On (Bang A Gong)"
RICK SPRINGFIELD "State Of The Heart"
TEARS FOR FEARS "Shout"
KENNY LOGGINS "Forever"

The AC Format

STING "If You Love Somebody Set Them Free"
SISTER SLEDGE "Frankie"

Super-Country

KENDALLS "If You Break My Heart"
WAYLON JENNINGS "Drinkin' And Dreamin'"
SYLVIA "Cry Just A Little Bit"
GENE WATSON "Cold Summer Day In Georgia"
KEITH STEGALL "Pretty Lady"
LACY J. DALTON "You Can't Run Away From Your Heart"
MAC DAVIS
"I Never Made Love (Till I Made It With You)"

Peters Productions, Inc.

Debbie Welsh (619) 565-8511

Country Lovin'

JOHN ANDERSON "It's All Over Now"
WAYLON JENNINGS "Dreamin' And Drinkin'"
HEART OF NASHVILLE "One Big Family"

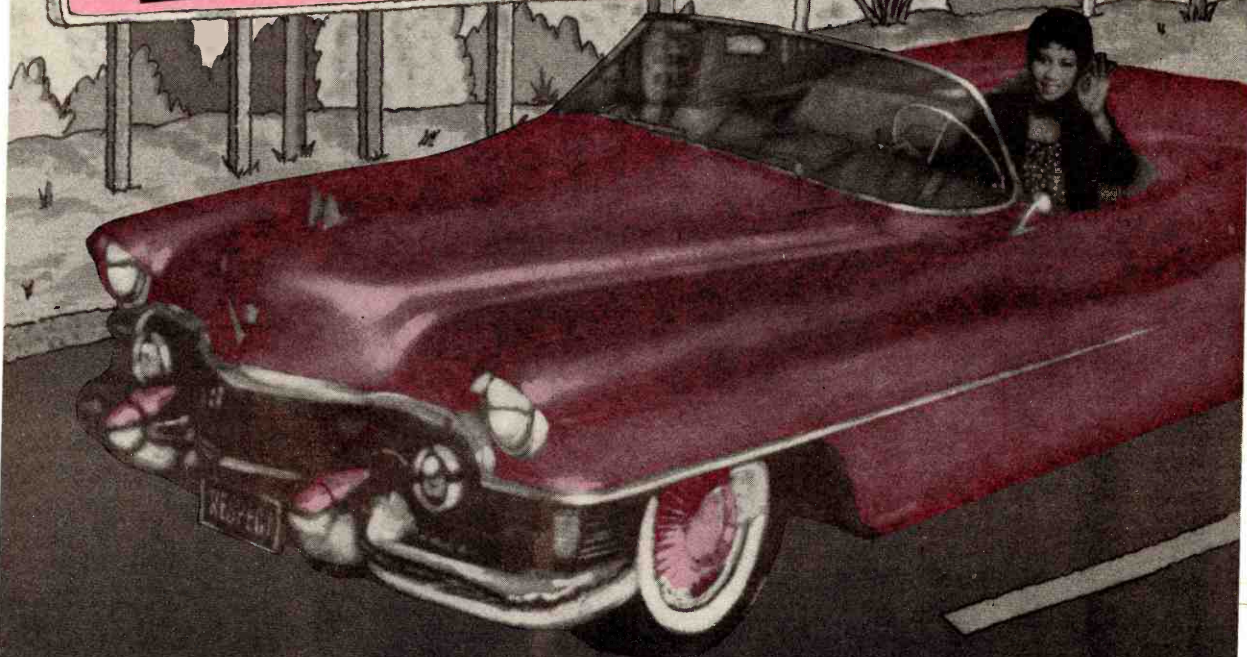
The Great Ones

GEORGE BENSON "New Day"
EVELYN "CHAMPAGNE" KING "Till Midnight"
JOHN FOGERTY "Centerfield"
DARYL HALL & JOHN OATES "Possession Obsession"

WATCH OUT!
ARETHA'S BACK,
AND SHE'S ZOOMIN' TO THE TOP!

**"FREEWAY OF LOVE"
A PHENOMENAL FIRST WEEK:**

BREAKER® - 37*
#1 MOST ADDED DEBUT



"FREEWAY OF LOVE" The First Hit Single From Her Forthcoming Album,
WHO'S ZOOMIN' WHO!

THE QUEEN RECLAIMS HER CROWN!

Arista Means Action...and there's more to come.

ARISTA

AIRKREINRADIO HOTSPOTS

EAST

WVNB/Baltimore
Keith Newman
MELBA MOORE
J. BLACKFOOT
WOMACK & WOMACK
SLUGO
CHERYL LYNN
LUTHER VANDROSS
MIDNIGHT STAR
UTFO
ARETHA FRANKLIN
PAUL HADCASTLE
Hotte!:
MARTIN GAYE
Hotte!:
FREDDIE JACKSON
JESSE JOHNSON
PHIL COLLINS
READY FOR THE WOR
LISA LISA
LOOSE ENDS
FREDDIE JACKSON
SKIPWORTH & TURNE

WVTV/Baltimore
Roy Sampson
SWEET COOKIE
WOMACK & WOMACK
LUTHER VANDROSS
LARRY GRABAM
ROCKIE ROBBINS
STEVE ARRINGTON
EDITION
ARETHA FRANKLIN
NEW EDITION
WORLD SITTIZEN
WAR
Hotte!:
MAIZE
RENE & ANGELA
CON PUNK SHUN
JESSE JOHNSON
FRANCE

WVLD/Boston
Elroy R. C. Smith
ARETHA FRANKLIN
9.9
D. TRAIN
Hotte!:
ILEY, JASPER &
Hotte!:
FREDDIE JACKSON
READY FOR THE WOR
SHANNON
SKIPWORTH & TURNE

WKND/Hartford
Jordan/McLean
LUTHER VANDROSS
RICK JAMES
WOMACK & WOMACK
ALEXANDER ROBOTNI
TEDDY PENDERGRASS
HOTTE!
LISA LISA
FREDDIE JACKSON
NATALIE COLE
LOOSE ENDS
JESSE JOHNSON

WVHC/New Haven
James Madden
NEW EDITION
PEARO BYRON
LUTHER VANDROSS
TEENA MARIE
DURAN DURAN
ARETHA FRANKLIN
JERMAINE JACKSON
MAIZE
WORLD SITTIZEN
UTFO
PAUL HADCASTLE
HOTTE!
ROOL & THE GANG
MARY JANE GIRLS
PRINCE
LOOSE ENDS
FREDDIE JACKSON

WRKS/New York
Tony Quartrone
ARETHA FRANKLIN
SYSTEM
BAD BOYS
ALBEM
Hotte!:
WETNEY HOUSTON
LISA LISA
BILLY OCEAN
FREDDIE JACKSON
WHAM!

WEST

KOKO/Goodwood
Jay Johnson
DEBARRE
ARETHA FRANKLIN
RICK JAMES
WOMACK & WOMACK
LISA ROSS
MANHATTANS
SYSTEM
Hotte!:
JESSE JOHNSON
FRANCE
PHIL COLLINS
GEORGE CLINTON
KAC/Los Angeles
Miller/Robinson
TWO TOPS
ARETHA FRANKLIN
MICHAEL LOVESHMITH
LUTHER VANDROSS
D. TRAIN
PATTI LABELLE
SADD
ALEXANDER O'NEAL
GEORGE BENSON
MANHATTANS
SYSTEM
Hotte!:
TEENA MARIE
LISA LISA
WETNEY HOUSTON
PRINCE
MAZE
PAUL HADCASTLE

KDAY/Los Angeles
Jack Patterson
JESSE JOHNSON
ARETHA FRANKLIN
LISA ROSS
ADONIA
D. TRAIN
COMBUSTION BROTHERS
HOTTE!:
EVIL & BERRY G
ATLANTIC STAR
GAP BAND
WILL KING
NEW EDITION
TEDDY PENDERGRASS
NILE ROGERS
SHANTELL
BOOGIE BOYS
KLEER
Hotte!:
FREDDIE JACKSON
JESSE JOHNSON
KAL/Los Angeles
Jim Maddox
none
Hotte!:
MARTIN GAYE
WHITNEY HOUSTON
LISA LISA
JESSE JOHNSON
WHAM!

SOUTH

WAKO/Atlanta
Larry Tinsley
ARETHA FRANKLIN
GEORGE BENSON
TYNARA DAVIS
MIDNIGHT STAR
R.J.'S LATEST ARRIV
LISA LISA
MICHAEL LOVESHMITH
Hotte!:
FREDDIE JACKSON
WHITNEY HOUSTON
MARTIN GAYE
LOOSE ENDS
FRANCE
WEE/Atlanta
Scott Andrews
PATTI LABELLE
SHIRLEY BROWN
TENA JORDAN
9.9
SUPERTRAMP
GING VANHELLI
D. TRAIN
HOTTE!:
JESSE JOHNSON
CHERIL LYNN
WHITNEY HOUSTON
MARTIN GAYE
HOTTE!
FREDDIE JACKSON
PRINCE
WADW/Atlanta
Joe Tamburo
ARETHA FRANKLIN
R.J.'S LATEST ARRIV
HOTTE!
WOMACK & WOMACK
WILL KING
ROCKIE CLARK
SHALAMAR
MANHATTANS
WA
Hotte!:
RICK JAMES
JESSE JOHNSON
SKIPWORTH & TURNE
HOTTE!
FORCE MD'S
WAMQ/Atlanta
Alvin Harrison
MARTIN GAYE
ADONIA
LUTHER VANDROSS
SISTER SLEDGE
COMMODORES
DEELE
WOMACK & WOMACK
CASIOPIA
MAJESTY
HOTTE!:
FREDDIE JACKSON
ATLANTIC STAR
D. TRAIN
LOOSE ENDS
WJW/Washington
De O'Neil
NEW EDITION
PEARO BYRON
LUTHER VANDROSS
TEENA MARIE
DURAN DURAN
ARETHA FRANKLIN
JERMAINE JACKSON
MAIZE
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UTFO
PAUL HADCASTLE
HOTTE!
ROOL & THE GANG
MARTIN GAYE
LOOSE ENDS
FREDDIE JACKSON
WHUR/Washington
Libby Lawson
ATLANTIC STAR
SISTER SLEDGE
ARETHA FRANKLIN
ICEE
MILTON FELDER
D. TRAIN
PATTI LABELLE
Hotte!:
JESSE JOHNSON
CON PUNK SHUN
FRANCE
WHITNEY HOUSTON

WOKK/Baton Rouge
Al Wallace
SKIPWORTH & TURNE
DIANA ROSS
UTFO
MAY TAI
TYNARA DAVIS
J. BLACKFOOT
GEORGE CLINTON
MELBA MOORE
TEENA MARIE
LUTHER VANDROSS
STEVE ARRINGTON
R.J.'S LATEST ARRIV
NOLAN THOMAS
PRINCE
WVFA/Atlanta
Scott Andrews
PHIL COLLINS
PATTI LABELLE
SHIRLEY BROWN
TENA JORDAN
9.9
SUPERTRAMP
GING VANHELLI
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HOTTE!:
JESSE JOHNSON
CHERIL LYNN
WHITNEY HOUSTON
MARTIN GAYE
HOTTE!
FREDDIE JACKSON
PRINCE
WADW/Atlanta
Joe Tamburo
ARETHA FRANKLIN
R.J.'S LATEST ARRIV
HOTTE!
WOMACK & WOMACK
WILL KING
ROCKIE CLARK
SHALAMAR
MANHATTANS
WA
Hotte!:
RICK JAMES
JESSE JOHNSON
SKIPWORTH & TURNE
HOTTE!
FORCE MD'S
WAMQ/Atlanta
Alvin Harrison
MARTIN GAYE
ADONIA
LUTHER VANDROSS
SISTER SLEDGE
COMMODORES
DEELE
WOMACK & WOMACK
CASIOPIA
MAJESTY
HOTTE!:
FREDDIE JACKSON
ATLANTIC STAR
D. TRAIN
LOOSE ENDS
WJW/Washington
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PEARO BYRON
LUTHER VANDROSS
TEENA MARIE
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JERMAINE JACKSON
MAIZE
WORLD SITTIZEN
UTFO
PAUL HADCASTLE
HOTTE!
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LOOSE ENDS
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WHUR/Washington
Libby Lawson
ATLANTIC STAR
SISTER SLEDGE
ARETHA FRANKLIN
ICEE
MILTON FELDER
D. TRAIN
PATTI LABELLE
Hotte!:
JESSE JOHNSON
CON PUNK SHUN
FRANCE
WHITNEY HOUSTON

WVOK/Birmingham
Ron January
HOTTE!
RICK JAMES
PRINCE
WADW/Atlanta
Joe Tamburo
ARETHA FRANKLIN
R.J.'S LATEST ARRIV
HOTTE!
WOMACK & WOMACK
WILL KING
ROCKIE CLARK
SHALAMAR
MANHATTANS
WA
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JESSE JOHNSON
SKIPWORTH & TURNE
HOTTE!
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Alvin Harrison
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ADONIA
LUTHER VANDROSS
SISTER SLEDGE
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WOMG/Greensboro
Doc Foster
RICK JAMES
GEORGE BENSON
STEVE ARRINGTON
SYSTEM
GEORGE CLINTON
SHALAMAR
HALL & OATES
CAMEO
FATBACK
ARETHA FRANKLIN
HOTTE!:
FREDDIE JACKSON
JESSE JOHNSON
NATALIE COLE
CON PUNK SHUN
SLEAZER
SHANTELL
ONE WAY
TEENA MARIE
MELBA MOORE
NOLAN THOMAS
WHODINI
SYSTEM
COMMODORES
9.9
HOTTE!:
MARTIN GAYE
FREDDIE JACKSON
WHITNEY HOUSTON
WHAM!
HOTTE!
ATLANTIC STAR
WMI/Jackson
Carl Hayes
HALL & OATES
RICK JAMES
ATLANTIC STAR
PARTY LABELLE
LOOSE ENDS
HOTTE!
ARETHA FRANKLIN
R.J.'S LATEST ARRIV
SHANTELL
NELLIE HUTCH
HOTTE!
CON PUNK SHUN
MELBA MOORE
NOLAN THOMAS
MIDNIGHT STAR
9.9
HOTTE!:
JESSE JOHNSON
FREDDIE JACKSON
PHIL COLLINS
TRINER
BOOGIE BOYS
BONNIE RAY
HOTTE!
FREDDIE JACKSON
WHITNEY HOUSTON
JESSE JOHNSON
ATLANTIC STAR
SYSTEM
WVWZ/Charlotte
Marc Little
LUTHER VANDROSS
ARETHA FRANKLIN
PATTI LABELLE
PAUL HADCASTLE
HOTTE!
WHITNEY HOUSTON
MARTIN GAYE
KLEER
ATLANTIC STAR
HOTTE!
JESSE JOHNSON
PHIL COLLINS
LOOSE ENDS
PRINCE
KOKL/Baton Rouge
Gaylord Boyd
NEW EDITION
CLIQUE
ADONIA
SIBARR
TENA JORDAN
NOLAN THOMAS
HOTTE!
MANHATTANS
KLEER
STEVE ARRINGTON
R.J.'S LATEST ARRIV
LISA ROSS
SHALAMAR
HOTTE!:
PAUL HADCASTLE
ARETHA FRANKLIN
TYNARA DAVIS
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COMMODORES
PHIL COLLINS
GEORGE CLINTON
PRINCE
JETH/Charlotte
Frank St. James
COMMODORES
GLADYS KNIGHT
MIDNIGHT STAR
CAMEO
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HALL & OATES
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PHIL COLLINS
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FRANCE
FREDDIE JACKSON
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Tina Avery
HOTTE!:
FORMULA FIVE
ARETHA FRANKLIN
WHITNEY HOUSTON
HERMANO Diago
Duff Lindsey
HOTTE!:
ARETHA FRANKLIN
SISTER SLEDGE
RICK JAMES
LUTHER VANDROSS
CHERYL LYNN
SHANTELL
NILE ROGERS
KLEER
HOTTE!
UTFO
FREDDIE JACKSON
JESSE JOHNSON
KAL/Los Angeles
Robinson/McCoy
none
Hotte!:
FREDDIE JACKSON
CON PUNK SHUN
READY FOR THE WOR
BILLY OCEAN
KLYMAXX
STIK
CAMEO
ARETHA FRANKLIN
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JESSE JOHNSON
FREDDIE JACKSON
MARTIN GAYE
LUTHER VANDROSS
NOLAN THOMAS
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HOTTE!:
FREDDIE JACKSON
ATLANTIC STAR
D. TRAIN
LOOSE ENDS
WJW/Washington
De O'Neil
NEW EDITION
PEARO BYRON
LUTHER VANDROSS
TEENA MARIE
DURAN DURAN
ARETHA FRANKLIN
JERMAINE JACKSON
MAIZE
WORLD SITTIZEN
UTFO
PAUL HADCASTLE
HOTTE!
ROOL & THE GANG
MARTIN GAYE
LOOSE ENDS
FREDDIE JACKSON
WHUR/Washington
Libby Lawson
ATLANTIC STAR
SISTER SLEDGE
ARETHA FRANKLIN
ICEE
MILTON FELDER
D. TRAIN
PATTI LABELLE
Hotte!:
JESSE JOHNSON
CON PUNK SHUN
FRANCE
WHITNEY HOUSTON

WVOK/Birmingham
Ron January
HOTTE!
RICK JAMES
PRINCE
WADW/Atlanta
Joe Tamburo
ARETHA FRANKLIN
R.J.'S LATEST ARRIV
HOTTE!
WOMACK & WOMACK
WILL KING
ROCKIE CLARK
SHALAMAR
MANHATTANS
WA
Hotte!:
RICK JAMES
JESSE JOHNSON
SKIPWORTH & TURNE
HOTTE!
FORCE MD'S
WAMQ/Atlanta
Alvin Harrison
MARTIN GAYE
ADONIA
LUTHER VANDROSS
SISTER SLEDGE
COMMODORES
DEELE
WOMACK & WOMACK
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PATTI LABELLE
Hotte!:
JESSE JOHNSON
CON PUNK SHUN
FRANCE
WHITNEY HOUSTON

81 Reporting Stations
79 Current Reports

KSOL/San Francisco reported a frozen list this week.
KJLH/Los Angeles failed to report this week and its list was frozen.

COUNTRY

TOP 50

JUNE 14, 1985

Three
Weeks
Last
Weeks

Total
Reports/Adds
Heavy
Medium
Light

6	2	1	LEE GREENWOOD/Dixie Road (MCA)	161/1	149	11	7
5	4	2	EXILE/She's A Miracle (Epic)	158/1	138	15	5
6	5	3	WILLIE NELSON/Forgiving You Was Easy (Columbia)	156/0	137	15	4
17	12	4	ALABAMA/Forty Hour Week (For A Livin') (RCA)	161/0	119	41	1
11	9	5	STATLER BROTHERS/Hello Mary Lou (Mercury/Pg)	155/0	132	21	2
16	13	10	EDDY RAVEN/Operator, Operator (RCA)	160/0	107	48	5
18	15	11	EARL THOMAS COWLEY/Love Don't Care (RCA)	162/0	97	60	5
13	11	8	STEVE WARINER/Heart Trouble (MCA)	157/0	108	30	19
20	16	9	BELLAMY BROTHERS/Old Hippie (MCA/Curb)	160/0	96	57	7
1	1	3	RONNIE MILSAP/She Keeps The Home Fires Burning (RCA)	151/0	110	23	18
23	19	13	W. JENNINGS/W. NELSON/J. CASH/K. KRISTOFFERSON/Highwayman (Columbia)	158/2	75	76	7
24	20	12	HANK WILLIAMS JR./I'm For Love (WB/Curb)	159/1	77	72	10
19	17	14	LOUISE MANORELL/Maybe My Baby (RCA)	148/1	78	56	14
30	22	18	DDLY PARTON w/KENNY ROGERS/Real Love (RCA)	161/0	48	106	7
2	2	5	DAK RIDGE BOYS/Little Things (MCA)	143/0	92	33	18
27	24	16	GARY MORRIS/Lasso The Moon (WB)	156/0	41	102	13
4	3	6	CRYSTAL GAYLE/Nobody Wants To Be Alone (WB)	131/0	82	26	23
25	23	21	JOHN SCHNEIDER/It's A Short Walk From... (MCA)	154/4	50	84	20
36	30	24	ANNE MURRAY/I Don't Think I'm Ready For You (Capitol)	158/3	24	111	23
29	26	22	RAY CHARLES w/MICKEY GILLEY/It Ain't Gonna Worry My Mind (Columbia)	152/3	28	101	23
26	25	23	JOHN ANDERSON/It's All Over Now (WB)	146/4	40	80	26
38	31	27	JAMIE FRICKE/She's Single Again (Columbia)	153/3	25	102	26
32	28	25	GEORGE JONES & LACY J. DALTON/Size Seven Round (Made Of Gold) (Epic)	130/2	44	62	24
37	32	28	JOHNNY LEE/Save The Last Chance (Full Moon/WB)	154/6	14	110	30
41	34	29	GEORGE STRAIT/The Fireman (MCA)	150/5	22	100	28
—	47	32	JUDDS/Love Is Alive (RCA/Curb)	150/13	13	97	40
44	37	30	T.G. SHEPPARD/Fooled Around And Fell In Love (Columbia)	142/14	11	95	36
42	38	31	GLEN CAMPBELL/Love Always Letter To Home (Atlantic America)	147/9	5	102	40
7	7	15	RICKY SKAGGS/Country Boy (Epic)	94/0	38	33	23
—	—	29	HITTY GRITTY DIRT BAND/Modern Day Romance (WB)	142/29	3	72	67
—	—	38	ROSANNE CASH/I Don't Know Why You Don't... (Columbia)	130/29	8	62	60
43	39	34	VERN GOSDIN/Dim Lights, Thick Smoke... (Compeat/Pg)	113/4	17	67	29
—	49	35	MICHAEL MARTIN MURPHEY/Carolina In The Pines (EMI America)	128/21	5	65	58
15	14	17	DAN SEALS/My Old Yellow Car (EMI America)	88/0	30	41	17
10	10	19	MEL McDANIEL/Let It Roll (Let It Rock) (Capitol)	82/0	28	32	22
—	—	39	RESTLESS HEART/Want Everyone To Cry (RCA)	123/16	2	60	61
BREAKER	—	37	SAWYER BROWN/Used To Blue (Capitol/Curb)	118/31	2	51	65
—	45	40	LANE BRODY/He Burns Me Up (EMI America)	110/10	5	62	43
3	8	26	MERLE HAGGARD/Natural High (Epic)	67/0	19	30	18
—	—	44	MAC DAVIS/I Never Made Love... (MCA)	93/17	1	40	52
BREAKER	—	41	REBA McENTIRE/Have I Got A Deal For You (MCA)	102/42	2	38	62
—	—	47	KENDALLS/If You Break My Heart (Mercury/Pg)	93/14	3	38	52
—	—	49	MEL TILLS/You Done Me Wrong (RCA)	81/13	3	37	41
9	18	33	CONWAY TWITTY/Don't Call Him A Cowboy (WB)	53/0	9	21	23
DEBUT	—	45	LACY J. DALTON/You Can't Run Away From Your... (Columbia)	72/17	1	29	42
DEBUT	—	46	WAYLON JENNINGS/Drinkin' And Dreamin' (RCA)	71/50	2	17	52
DEBUT	—	47	TOM T. HALL/A Bar With No Beer (Mercury/Pg)	67/8	1	27	39
DEBUT	—	48	CARL JACKSON/Dixie Train (Columbia)	59/2	4	20	35
DEBUT	—	49	KEITH STEGALL/Pretty Lady (Epic)	69/25	0	19	50
46	43	51	CHANCE/To Be Lovers (Mercury/Pg)	47/1	1	26	20

MOST ADDED

- WAYLON JENNINGS (50)
Drinkin' And Dreamin' (RCA)
- REBA McENTIRE (42)
Have I Got A Deal For You (MCA)
- SAWYER BROWN (31)
Used To Blue (Capitol/Curb)
- ROSANNE CASH (29)
I Don't Know Why You Don't... (Columbia)
- FORESTER SISTERS (29)
I Fell In Love Again Last Night (WB)
- HITTY GRITTY DIRT BAND (28)
Modern Day Romance (WB)
- KEITH STEGALL (25)
Pretty Lady (Epic)
- GENE WATSON (24)
Cold Summer Day In Georgia (Epic)
- ROCKIN' SIDNEY (22)
My Toot Toot (Epic)
- MICHAEL MARTIN MURPHEY (21)
Carolina In The Pines (EMI America)

HOTTEST

- ALABAMA (79)
Forty Hour Week (For A Livin') (RCA)
- LEE GREENWOOD (72)
Dixie Road (MCA)
- WILLIE NELSON (71)
Forgiving You Was Easy (Columbia)
- STATLER BROTHERS (69)
Hello Mary Lou (Mercury/PolyGram)
- EXILE (66)
She's A Miracle (Epic)
- RONNIE MILSAP (60)
She Keeps The Home Fires Burning (RCA)
- BELLAMY BROTHERS (47)
Old Hippie (MCA/Curb)
- HANK WILLIAMS JR. (36)
I'm For Love (WB/Curb)
- JENNINGS/NELSON/CASH/KRISTOFFERSON (36)
Highwayman (Columbia)
- OAK RIDGE BOYS (31)
Little Things (MCA)

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS.

SAWYER BROWN
Used To Blue ((Capitol/Curb)

On 73% of reporting stations. Rotations: Heavy 2, Medium 51, Light 65, Total Adds 31 including WTSV, WXL, WILQ, WZZK, WRNL, WQYK, WUBE, KJJB, WQHK, WMLL, KXKY, WTHI, KKCS, KMAK, KVEG, KCCY. Moves 43-37 on the chart. A most added record.

REBA McENTIRE
Have I Got A Deal For You (MCA)

On 63% of reporting stations. Rotations: Heavy 2, Medium 38, Light 82, Total Adds 42 including WKYG, WDX, CHOW, KXVL, WUSY, WESC, KIKK, WAMZ, WMC, WUBE, WCXI, WOW, K102, KYGO, KWJJ, KMPS. Debuts at 41 on the chart. A most added record.

JUST RELEASED

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SERIES TWO

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And many more, including President Ronnie saying all
those things you needed (our editors made sure of that!)

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COUNTRY

NEW & ACTIVE

MAC DAVIS "I Never Made Love" (MCA) 93/17
 Rotations: Heavy 1, Medium 40, Light 52, Total Adds 17 including WSNQ, WYRK, WILQ, WWOD, WKSJ, WKIX, WRNL, WQYK, WIRK, WUBE, WIRE, WMIL, KCJB, WTHI, KIK-FM, KYAK, KUJY. Moves 44-40 on the Country chart.

KENDALLS "If You Break My Heart" (Mercury/PolyGram) 93/14
 Rotations: Heavy 3, Medium 38, Light 52, Total Adds 14 WRKZ, WIXY, WILQ, WSOQ, WFNC, KYXK, WUSQ, WCUZ, WIRE, KCJB, WXCL, KTRK, KJOT, KUJY. Moves 47-42 on the Country chart.

MEL TILLIS "You Done Me Wrong" (RCA) 81/13
 Rotations: Heavy 3, Medium 37, Light 41, Total Adds 13 WRKZ, WIXY, KLVI, KSSN, WLWI, WPAP, WRNL, WUSQ, WOW, WXCL, WUJO, KUJY, KUGN. Moves 49-43 on the Country chart.

LACY J. DALTON "You Can't Run Away From Your Heart" (Columbia) 72/17
 Rotations: Heavy 1, Medium 29, Light 42, Total Adds 17 including WCAO, WXL, WFOR, KEAN, WSOQ, WFNC, WPAP, WKIX, WCJB, KRKT, KRST, KVCQ, KMAK, KEIN, NEV, KCBQ. Debuts at 45 on the Country chart.

WAYLON JENNINGS "Drinkin' And Dreamin'" (RCA) 71/50
 Rotations: Heavy 2, Medium 17, Light 52, Total Adds 50 include WDSY, WNYR, WVA, WNOX, KSSN, WKSJ, KKYX, KSO, KXXY, WIL, KFDI, KQIL, KRAK, KMPFS, KGA. Debuts at 46 on the Country chart.

KEITH STEGALL "Pretty Lady" (Epic) 69/25
 Rotations: Heavy 0, Medium 19, Light 50, Total Adds 25 include WGN, WAJR, WVA, KASE, WSOQ, WFNC, WLWI, WMNI, WITL, WOW, KTRK, KUGN, KCY, KQUB. Debuts at 49 on the Country chart.

TOM T. HALL "A Bar With No Beer" (Mercury/PolyGram) 67/8
 Rotations: Heavy 1, Medium 27, Light 52, Total Adds 9 WMIL, KSSN, WAMZ, KYXK, WRNL, WUBE, WTSO, KUGN. Heavy: KKYX. Mediums: WSNQ, WVA, WESC, WTD, KRST, KCBQ. Debuts at 47 on the Country chart.

SHELLY WEST "Don't Make Me Wait On The Moon" (Viva) 61/14
 Rotations: Heavy 1, Medium 20, Light 40, Total Adds 14, WRKZ, WNYR, KRRV, KMML, KXVL, WGTO, WKIX, WMNI, KFGO, KCJB, KTTS, KTRK, KUGN, KMAK, KEIN.

CARL JACKSON "Dixie Train" (Columbia) 59/2
 Rotations: Heavy 35, Medium 20, Light 35, Total Adds 2, KUGN, KRAK. Heavy: WTSV, KKK, WOKK, KKYX. Mediums: WYIL, WEZL, WITL, KTTS, WTD, KFDI, KWJ. Debuts at 48 on the Country chart.

HEART OF NASHVILLE "One Big Family" (Compaet/PolyGram) 54/5
 Rotations: Heavy 1, Medium 13, Light 40, Total Adds 5, WIXY, WTVY, WFNC, WPAP, KUGN. Heavy: KFDI. Mediums: WAJR, CHOW, KLVI, KRMD, KWMT, WIRE, WBCS, WDW, KYAK.

GENE WATSON "Cold Summer Day In Georgia" (Epic) 52/24
 Rotations: Heavy 0, Medium 15, Light 37, Total Adds 24 include WGN, WFOR, KMML, WEZL, WUSY, KSSN, WMS, WTOR, WMNI, WGE, KVOO, KMAK, KQIL, KMPFS.

MERLE HAGGARD "Make-Up And Faded Blue Jeans" (MCA) 50/16
 Rotations: Heavy 0, Medium 16, Light 34, Total Adds 16 include WBOE, WOKQ, KRRV, WVM, WEZL, KYXK, WPAP, KKYX, KWMT, WML, KRST, KFRE, KQIL, KEIN, KSON.

LEON EVERETTE "A Good Love Died Tonight" (Mercury/PolyGram) 49/18
 Rotations: Heavy 0, Medium 9, Light 37, Total Adds 18 include WBOG, WTSV, WNYR, KEAN, WFNC, WWOD, WPAP, WMNI, WAXX, WXCL, KTRK, KCCS, KUGN, KFRE.

OSMOND BROTHERS "Any Time" (WB/Curb) 49/8
 Rotations: Heavy 1, Medium 15, Light 33, Total Adds 8, WKYG, WFOR, WNYR, KASE, WEZL, WESC, KRKT, KUGN. Heavy: KFDI. Mediums: WLWI, KKYX, KRMD, WCXI, WITL, KTTS.

SIGNIFICANT ACTION

SOUTHERN PACIFIC "Someone's Gonna Love Me Tonight" (WB) 41/5
 Rotations: Heavy 1, Medium 8, Light 34, Total Adds 5, WTSV, WVM, WWOD, KUJY, KUGN. Heavy: WOKK. Mediums: WBSW, KRMD, KRST, KSO.

GAIL DAVIES "Unwed Fathers" (RCA) 40/15
 Rotations: Heavy 0, Medium 8, Light 32, Total Adds 15 include WFOR, CHOW, WTVY, WWOD, WKSJ, KSO, WITL, KVOO, KYAK, KGA.

BECKY HOBBS "Hottest 'Ex' In Texas" (EMI America) 38/20
 Rotations: Heavy 0, Medium 9, Light 29, Total Adds 20 include WGN, WNYR, KSSN, WLWI, WOW, KTTS, KRST, KLUZ, KTO, KGA.

ROCKIN' SIDNEY "My Toot Toot" (Epic) 36/22
 Rotations: Heavy 5, Medium 10, Light 21, Total Adds 22 include WHN, WNYR, WVA, WUSY, KYXK, KYXK, WUBE, WFMS, WMIL, KTTS, KNIX, KCKC, KCBQ.

ATLANTA "Why Not Tonight" (MCA) 35/13
 Rotations: Heavy 0, Medium 9, Light 37, Total Adds 13 include WIXY, KEAN, KMML, WTVY, WESC, WLWI, WPAP, WOW, KTTS, KFRE.

HOLLY DUNN "Playing For Keeps" (MTM) 35/3
 Rotations: Heavy 0, Medium 3, Light 32, Total Adds 3, WVA, KWMT, KMAK. Mediums: WTVY, WFNC, KRMD. Light: WVA, WOW, KVOO, KEIN.

DOTTIE WEST "We Know Better Now" (Perman) 32/3
 Rotations: Heavy 1, Medium 10, Light 21, Total Adds 3, WVA, WKIX, KRKT. Heavy: KKYX. Mediums: KMML, WIRK, WITL, KVOO, KRST, KSO.

FORESTER SISTERS "I Fall In Love Again Last Night" (WB) 31/29
 Rotations: Heavy 0, Medium 6, Light 25, Total Adds 29, WYRK, WKYG, WFOR, KPLX, WGKX, WKSJ, KRMD, WTOR, WCXI, KXXY, KYGO, KSO.

FREDDIE HART "I Don't Want To Lose You" (El Dorado) 29/8
 Rotations: Heavy 0, Medium 3, Light 26, Total Adds 8, WSNQ, WNYR, WIXY, CHOW, WVM, WFNC, WDXE, KSO. Mediums: WOW.

SANDY CROFT "Piece Of My Heart" (Capitol) 26/5
 Rotations: Heavy 3, Medium 21, Light 5, WFNC, WLSI, KIOV, KRKT, KSO. Heavy: WTSV, KVOO. Mediums: WGN, KRMD.

JOHN FOGERTY "Centerfield" (WB) 22/1
 Rotations: Heavy 3, Medium 4, Light 15, Total Adds 1, KSON. Heavy: WTSV, KCCY, KCKC. Light: KKYX, WIRE.

VICTORIA SHAW "New Love" (MPB) 19/5
 Rotations: Heavy 0, Medium 1, Light 18, Total Adds 5, WVA, WTSV, WWOD, WLWI, KTTS. Light: WOKK, WQYK, KFGO, KEIN, KRST.

WHITES "Hometown Gospel" (MCA/Curb) 18/18
 Rotations: Heavy 0, Medium 3, Light 15, Total Adds 18 include WVA, WBGW, WDXE, WIRK, WCXI, KFDI, KKAL, KLUZ, KMAK, KQIL.

TERRY GREGORY "Every Second Someone Breaks A Heart" (Scotti Bros./CBS) 18/2
 Rotations: Heavy 7, Medium 11, Light 2, WQBE, WAJR. Mediums: WTSV, WOKK, KKYX, KRMD, KIGO. Light: KTTS, KVOO, KRWO.

JIM GLASER "I'll Be Your Fool Tonight" (MCA/Noble Vision) 15/15
 Rotations: Heavy 0, Medium 1, Light 14, Total Adds 15 include WVA, WBGW, WSNQ, KMML, WDXE, KRMD, KFDI, KKAL, KMAK, KQIL.

ROBIN LEE & LOBO "Paint The Town Blue" (Evergreen) 15/13
 Rotations: Heavy 0, Medium 0, Light 15, Total Adds 13 include WVA, WBGW, KRRV, KMML, WEZL, WUSY, WTVY, WWOD, WXCL, KEIN, KRST.

CARROLL BAKER "It Always Hurts Like The First Time" (Tembo) 15/9
 Rotations: Heavy 0, Medium 3, Light 12, Total Adds 9, WKYG, WGTO, WTVY, WLWI, WKIX, KKYX, KFGO, KWMT, KGA.

CARLETTE "You Can't Measure My Love" (Oak) 15/3
 Rotations: Heavy 0, Medium 5, Light 10, Total Adds 3, WESC, WWOD, KSO. Mediums: KMML, WTVY, WFNC, KRMD, KSO. Light: WAXX, WDW.

JIMMY BUFFETT "Gypsies In The Palace" (MCA) 14/6
 Rotations: Heavy 0, Medium 5, Light 9, Total Adds 6, WGN, WTSV, CHOW, KKYX, KRMD, KFGO. Mediums: WCXI, WCUZ, KFDI, KRKT.

JAMES & MICHAEL YOUNGER "My Special Angel" (Perman) 14/3
 Rotations: Heavy 1, Medium 2, Light 11, Total Adds 3, WVA, WFNC, WAXX. Heavy: WCUZ. Mediums: KKYX, KXXY. Light: WGN, KMML, KRRV, KGA.

MARGO SMITH "All I Do Is Dream Of You" (Bermuda Dunes) 12/2
 Rotations: Heavy 0, Medium 2, Light 12, Total Adds 2, WFNC, KKYX. Mediums: WTVY, WITL. Light: KRRV, WLWI, WOW, WTD, KFDI, KRST.

SYLVIA "Ory Just A Little Bit" (RCA) 12/12
 Rotations: Heavy 0, Medium 1, Light 11, Total Adds 12, KEAN, WGTO, WTVY, KYXK, KRMD, WCUZ, KIOV, KKAL, KGH, KRWD, KQIL, KSO.

SAMMI SMITH "I Just Hurt My Last Feeling" (Step One) 11/7
 Rotations: Heavy 0, Medium 0, Light 11, Total Adds 7, WVA, WKYG, WIXY, WDXE, KFGO, KTTS, KKAL. Light: WTVY, KVOO, KRST, KGA.

EXILE "Dixie Girl" (MCA/Curb) 10/0
 Rotations: Heavy 0, Medium 1, Light 9, Total Adds 0, Mediums: KFDI. Light: WSNQ, WIXY, WVA, KRRV, WKKQ, WTD, KRWO, KRST.

TERRI GIBBS "Rockin' In A Brand New Cradle" (WB) 9/7
 Rotations: Heavy 0, Medium 1, Light 8, Total Adds 7, WSNQ, WDXE, WCUZ, KKAL, KLUZ, KRWO, KRST. Light: KRST.

JIM COLLINS "You Can Always Say Goodbye..." (White Gold) 9/0
 Rotations: Heavy 0, Medium 1, Light 8, Total Adds 0, Heavy: KKYX. Light: KRRV, KILT-FM, WDXE, WCMS, WAXX, KTTS, WJWO.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
HANK WILLIAMS JR./This Ain't Dallas (WB/Curb)	<i>Five-0</i>
ALABAMA/Down On Longboat Key (RCA)	<i>40 Hour Week</i>
CRYSTAL GAYLE/Touch And Go (WB)	<i>Nobody Wants To Be Alone</i>
BUDDY EMMONS/Steel Guitar Rag (Step One)	<i>Swingin' 40's - 80's</i>
OAK RIDGE BOYS/Touch A Hand, Make A Friend (MCA)	<i>Step On Out</i>
ALABAMA/Can't Keep A Good Man Down (RCA)	<i>40 Hour Week</i>
SHELLY WEST/I'll Dance The Two-Step (Viva)	<i>Don't Make Me Wait On...</i>
HANK WILLIAMS JR./Something To Believe In (WB/Curb)	<i>Five-0</i>
OAK RIDGE BOYS/Love Is Everywhere (MCA)	<i>Step On Out</i>
JUDDS/Drops of Water (RCA/Curb)	<i>Why Not Me?</i>
RESTLESS HEART/She's Coming Home (RCA)	<i>Restless Heart</i>
EMMYLOU HARRIS/Rhythm Guitar (WB)	<i>The Ballad Of Sally Rose</i>
VINCE GILL/She Don't Know (RCA)	<i>The Things That Matter</i>
JUDDS/Bye Bye Baby Blues (RCA/Curb)	<i>Why Not Me?</i>
STATLERS/Memory Lane (Mercury/PG)	<i>Partners In Rhyme</i>
KENNY ROGERS/A Little More Love (Columbia)	<i>We Are The World</i>

"USED TO BLUE" 5477

IS BREAKING THROUGH FOR



SAWYER BROWN

COUNTRY BREAKERS

R&R 37 BB 43 CB 50

Capitol
CURB
RECORDS

ADULT/CONTEMPORARY

BREAKERS

KENNY LOGGINS Forever (Columbia)

62% of our reporters on it. Rotations: Heavy 6/0, Medium 53/3, Light 27/10, Total Adds 13, WSB-FM, 2WD, KUDL, KMJI, KOST, WICC, V100, K106, KLYF, KVUU, WPPA, KORQ, KWEB. Moves to number 22 on the A/C chart.

DARYL HALL & JOHN OATES Possession Obsession (RCA)

60% of our reporters on it. Rotations: Heavy 3/1, Medium 53/5, Light 27/7, Total Adds 13, WKBW, WCLR, WLLT, WMYX, KMJI, B100, WKJJ, KELT, WLAC-FM, WLTE, 3WM, KRAV, WTKO. Debuts at number 25 on the A/C chart.

NEW & ACTIVE

GRAHAM PARKER "Wake Up (Next To You)" (Elektra) 79/5

Rotations: Heavy 24/0, Medium 38/2, Light 17/3, Total Adds 5, WMJJ, V100, WRAL, WHNN, KKPL Heavy: WKBW, 2WD, WAEB, WICC, WKYE, KEY103, WMAZ, WSFL, WHBC, WMGN, KWAV, Medium: WLTS, KLSI, KJR, WKGW, K106, WEZC, CK101, WKJJ, WAVE, WNAM, WTRX, 3WM, KBOI, KFM, Moves to number 23 on the A/C chart.

DON HENLEY "Not Enough Love In The World" (Geffen) 78/12

Rotations: Heavy 1/1, Medium 52/5, Light 25/6, Total Adds 22, WKBW, 2WD, WLLT, WGY, WBT, WEZC, WLAC-FM, WLHT, KBOI, KBEST, WKNE, K99, Mediums include: WFBR, WRMM, WSB-FM, WARM98, KLSI, WMYX, WCCO, KGW, KFME, V100, WKYE, K106, WMAZ, WSFL, WFVA, WNAM, WMGN, KWAV, KSL, KKPL

SISTER SLEDGE "Frankie" (Atlantic) 72/22

Rotations: Heavy 0/0, Medium 35/8, Light 37/16, Total Adds 22, WPX, WLTS, WQMC, KOST, KGW, KFMB, WKGW, K106, WBT, KELT, WAVE, WHBC, KLYF, WTRX, WMGN, WISN, KOIL, KBOI, Mediums include: WFBR, WKBW, WICC, WSFL, WFVA, KWAV, KSL

KATRINA AND THE WAVES "Walking On Sunshine" (Capitol) 72/19

Rotations: Heavy 14/0, Medium 30/2, Light 28/16, Total Adds 18, WLTF, KFMB, WKGW, KEY103, K106, WGOV, WLAC-FM, KIDA, WTRX, KRAV, KBOI, KDJK, KSL, KIFM, WGSV, WBOW, KFOD, KQSW, Heavy: KVIL-FM, 2WD, WICC, V100, WKJJ, KKUA, Medium: KLSI, KMGG, B100, KJR, WKYE, CK101, WRKA, WMAZ, WAVE, WNAM, WHBC, WENS, WMGN, WHHE, KWAV, KKPL

ROSANNE CASH "I Don't Know Why You Don't Want..." (Columbia) 61/18

Rotations: Heavy 1/0, Medium 24/3, Light 36/15, Total Adds 18, WKGW, WBT, WSFL, WFVA, KIDA, WLTE, KBOI, KKPL, WKOD, WAGE, KTYL, WJBC, KWEB, WBOW, KFOD, KKLK, KRNO, KQSW, Heavy: WKNE, Mediums include: WCCO, WGY, WMAZ, WHBY, WISN, KWAV, KSL

EVELYN "CHAMPAGNE" KING "Till Midnight" (RCA) 56/0

Rotations: Heavy 2/0, Medium 33/0, Light 21/0, Total Adds 0, Heavy: WKNE, KRSB, Mediums include: WSB, KLSI, KOST, KEY103, K106, WMAZ, KELT, WSFL, W10Y, WHBC, WMGN, KWAV, KIFM.

PHIL COLLINS "Sussudio" (Atlantic) 52/3

Rotations: Heavy 2/1, Medium 22/1, Light 9/1, Total Adds 3, KMGG, WRKA, KBEST, Heavy: 2WD, KJR, WICC, WKYE, CK101, WKJJ, WAVE, WNAM, WMGN, KKUA, KWAV, Medium: KVIL-FM, KLSI, B100, WAEB, V100, WHAS, WSFL, WENS, KOIL, KRAV.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 SURVIVOR	132/2	116	15	1
2 TEARS FOR FEARS	127/0	107	16	4
3 MADONNA	124/6	92	26	6
4 BEACH BOYS	131/3	76	42	13
5 HAROLD FALTERMEYER	111/1	79	25	7
6 LIMAH	122/4	75	44	3
7 BILLY OCEAN	101/0	64	30	7
8 WHITNEY HOUSTON	130/5	57	56	17
9 JULIAN LENNON	110/0	67	36	7
10 AIR SUPPLY	120/2	38	71	11
11 ALAN PARSONS PROJECT	106/0	55	47	4
12 DEBARGE	127/20	23	79	25
13 KOOL & THE GANG	93/0	32	49	12
14 CHAKA KHAN	98/1	47	46	5
15 BRYAN ADAMS	96/0	51	39	6
16 PAUL YOUNG	113/19	24	72	17
17 RED SPEEDWAGON	81/0	26	47	8
18 JOHN FOGERTY	92/1	28	51	13
19 WHAM!	77/0	26	36	15
20 AMY GRANT	99/10	11	68	20
21 DOLLY PARTON w/KENNY ROGERS	92/5	11	66	15
22 KENNY LOGGINS	86/13	6	53	27
23 GRAHAM PARKER	79/5	24	38	17
24 SADE	73/0	16	40	17
25 DARYL HALL & JOHN OATES	83/13	3	53	27

MOST ADDED

- SADE (50)**
Your Love Is King (Portrait/CBS)
- SISTER SLEDGE (22)**
Frankie (Atlantic)
- DeBARGE (20)**
Who's Holding Donna Now (Gordy/Motown)
- KATRINA AND THE WAVES (19)**
Walking On Sunshine (Capitol)
- PAUL YOUNG (19)**
Everytime You Go Away (Columbia)

HOTTEST

- SURVIVOR (99)**
The Search Is Over (Scotti Bros./CBS)
- TEARS FOR FEARS (91)**
Everybody Wants To Rule... (Mercury/PG)
- MADONNA (59)**
Angel (Sire/WB)
- HAROLD FALTERMEYER (51)**
Axe F (MCA)
- BEACH BOYS (42)**
Getcha Back (Caribou/CBS)

SADE "Your Love Is King" (Portrait/CBS) 51/50

Rotations: Heavy 0/0, Medium 9/8, Light 42/42, Total Adds 50 including WFBR, WKBW, WPX, WSB-FM, WCCO, KFMB, WICC, WKYE, WSY, KEY103, WMAZ, KELT, WSFL, WAVE, WNAM, WHBC, WMGN, WHNN, KWAV.

MEN AT WORK "Everything I Need" (Columbia) 43/4

Rotations: Heavy 1/0, Medium 19/1, Light 23/3, Total Adds 4, KVIL-FM, WHBC, WKNE, KFOD, Heavy: WTKO, Mediums include: WFBR, WMAZ, WFVA, KWAV, KKPL, WNNR, WSKI, WPPA, WCKQ, KRLB, WZLQ, KTYL, KEEZ, WJON, KKLY, KTWG, KMGG, KALE

KIM WAMES "Crazy In The Night (Barking At Airplanes)" (EMI America) 43/1

Rotations: Heavy 1/0, Medium 24/0, Light 18/1, Total Adds 1, WHHE, Heavy: WCKO, Mediums include: WFBR, WKBW, WCCO, V100, WKYE, CK101, WKJJ, WMAZ, WNAM, WNNR, WEIM, WSKY, WCHV, KEEZ, KKLY, KQSW.

STING "If You Love Somebody Set Them Free" (A&M) 40/12

Rotations: Heavy 0/0, Medium 14/2, Light 26/10, Total Adds 12, WCCO, B100, V100, WSFL, KOIL, WHNN, KKUA, KBEST, WAVE, KFBS, WXUS, KKLK, Medium: KEY103, WMAZ, WAVE, WMGN, WSKI, WPPA, WSKY, WCKQ, WZLQ, WFFX, KTYL, KTWG

HOWARD JONES "Things Can Only Get Better" (Elektra) 31/4

Rotations: Heavy 14/1, Medium 6/2, Light 11/1, Total Adds 4, KVIL-FM, WSNY, CK101, KBEST, Heavy: B100, V100, WHAS, WKJJ, WMGN, KKUA, WNNR, WSKI, WPPA, KRLB, WKYX, KKLK, KQSW, Medium: KJR, WENS, WSKY, KTYL

SIGNIFICANT ACTION

GEORGE BENSON "New Day" (WB) 29/14

Rotations: Heavy 1/1, Medium 2/2, Light 26/11, Total Adds 14, WPX, WCCO, WNAM, WHNN, KWAV, KSL, KFMB, WSKI, WFFX, KFBS, KEEZ, KWEB, KMGG, KALE

GO WEST "Call Me" (Chrysalis) 25/15

Rotations: Heavy 0/0, Medium 4/1, Light 21/14, Total Adds 15, WCCO, WMAZ, WNAM, WHNN, WCKQ, WGSV, KRLB, WKYX, WAEV, WFFX, WJBC, KFBS, WJLS, WJON, KKLK, Medium: WSKI, KTYL, KALE

MADONNA "Into The Groove" (Sire/WB) 25/13

Rotations: Heavy 4/0, Medium 10/3, Light 11/10, Total Adds 13, B100, WICC, WKYE, K106, CK101, WMGN, KWAV, KBEST, WSKY, WCKQ, WKYX, WCLL, KFBS, Heavy: KMGG, WPPA, KRLB, KTYL, Medium: WLLT, KLSI, KUDL, V100, KRAV, KKUA, WZLQ

COCK ROBIN "When Your Heart Is Weak" (Columbia) 24/11

Rotations: Heavy 0/0, Medium 3/1, Light 21/10, Total Adds 11, WKBW, WCCO, KEY103, WSKI, KORQ, WGSV, WAEV, WJON, KKLK, KTWG, KMGG, Medium: WMAZ, WEIM

MARY JANE GIRLS "In My House" (Gordy/Motown) 23/1

Rotations: Heavy 7/1, Medium 12/0, Light 4/0, Total Adds 1, KBEST, Heavy: KMGG, V100, CK101, WKJJ, KKUA, WCKQ, Medium: 2WD, B100, K101, WSPM, WMJJ, WHAS, WRKA, WMGN, WNNR, KRLB, WKYX, KQSW

JANEY STREET "How Long Till My Ship Comes In" (Arista) 23/0

Rotations: Heavy 0/0, Medium 8/0, Light 15/0, Total Adds 0, Medium: WEIM, WTKO, WSKI, WAHR, KKLK, KTWG, KRBS, KALE

JACK WAGNER "Lady Of My Heart" (Qwest/WB) 21/0

Rotations: Heavy 7/0, Medium 9/0, Light 5/0, Total Adds 0, Heavy: WSNY, WCCO, WHBY, WEIM, WAHR, KKLK, KRBS, Medium: WPX, 97AA, WLTS, WMAZ, WLAC-FM, WFVA, KIDA, WTRX, WCHV

BILL WITHERS "On Your Mark" (Columbia) 19/0

Rotations: Heavy 2/0, Medium 9/0, Light 8/0, Total Adds 0, Heavy: WHBY, WAHR, Medium: KVIL-FM, WCCO, KGW, WMAZ, WFVA, WHBC, KIFM, WTKO, WJBC

PRINCE "Raspberry Beret" (WB) 16/2

Rotations: Heavy 4/0, Medium 8/2, Light 4/0, Total Adds 2, CK101, WPPA, Heavy: WKJJ, WCKQ, KRLB, WKYX, Medium: V100, WMGN, WHHE, KKUA, WNNR, WSKY

SUPERTRAMP "Cannonball" (A&M) 14/4

Rotations: Heavy 0/0, Medium 7/3, Light 7/1, Total Adds 4, WKJJ, WMGN, WPPA, KTYL, Medium: 2WD, WSFL, KKLK, KALE

SIMPLE MINDS "Don't You (Forget About Me)" (A&M) 14/0

Rotations: Heavy 2/0, Medium 9/0, Light 3/0, Total Adds 0, Heavy: K101, KKLK, Medium: KYKY, KMGG, B100, WAVE, WMGN, WHHE, WTRX, WFFX

JOHN CAFFERTY & THE BEAVER BROWN BAND "Tough All Over" (Scotti Bros./CBS) 13/4

Rotations: Heavy 1/0, Medium 9/2, Light 3/2, Total Adds 4, WKJJ, WENS, KBEST, WZLQ, Heavy: WCKO, Medium: KJR, V100, WAVE, WMGN, KKUA, WNNR, KALE

SOUTHERN PACIFIC "Someone's Gonna Love Me Tonight" (WB) 13/0

Rotations: Heavy 0/0, Medium 5/0, Light 8/0, Total Adds 0, Medium: WMAZ, WHBY, WEIM, KKLK, KRBS

COREY HART "Never Surrender" (EMI America) 12/7

Rotations: Heavy 0/0, Medium 2/1, Light 10/6, Total Adds 7, KWAV, KBEST, KKPL, WPPA, WAEV, WFFX, WBOW, WMAZ

CYNDI LAUPER "The Goonies 'R' Good Enough" (Portrait/CBS) 12/0

Rotations: Heavy 0/0, Medium 8/0, Light 4/0, Total Adds 0, Medium: WKYE, WKJJ, WAVE, WPPA, WSKY, WCKQ, WKYX, KALE

BRUCE SPRINGSTEEN "Glory Days" (Columbia) 10/2

Rotations: Heavy 1/0, Medium 5/1, Light 4/1, Total Adds 2, KMGG, KBEST, Heavy: KKUA, Medium: WKYE, WKJJ, WAVE, WCKQ

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are receiving airplay at 30 or more stations. Records in Significant Action are receiving airplay from 10-24 stations. Records with substantial heavy and medium rotation airplay activity do not have to achieve Breaker status to enter the A/C chart. Records which have achieved Breaker status must also have sufficient heavy and medium rotation airplay to enter the chart. Checkmarks signify the most added of the non-charted records.

AOR TRACKS

Three Weeks	Two Weeks	Last Week	152 REPORTERS	Total Reports/Adds	Power	Heavy	Medium
— 6	1	1	1 STING/If You Love Somebody Set Them Free (A&M)	150+/2	53	131+	19-
1	2	2	2 ROBERT PLANT/Little By Little (Es Paranza/Atlantic)	139-/0	45	124-	14=
4	4	3	3 SUPERTRAMP/Cannonball (A&M)	143-/0	38	120+	23-
3	3	4	4 J. CAFFERTY & THE BEAVER.../Tough All Over (Scotti Bros./CBS)	135-/2	46	122=	11-
8	5	6	5 NIGHT RANGER/Sentimental Street (Cameo/MCA)	133-/2	35	99+	32-
11	7	7	6 BRUCE SPRINGSTEEN/Glory Days (Columbia)	123-/1	41	103+	20-
37	14	10	7 HEART/What About Love? (Capitol)	129+/3	19	75+	52-
27	15	8	8 TEARS FOR FEARS/Shout (Mercury/PG)	129+/7	10	78+	47-
2	2	5	9 EURYTHMICS/Would I Lie To You? (RCA)	112-/0	21	86-	23=
38	21	13	10 DIRE STRAITS/Money For Nothing (WB)	124+/11	17	67+	54-
15	13	12	11 HOOTERS/All You Zombies (Columbia)	125+/1	8	56+	67-
10	9	9	12 'TIL TUESDAY/Voices Carry (Epic)	111-/2	18	69-	40-
—	40	16	13 TOM PETTY & THE.../Make It Better (Forget...) (MCA)	116+/12	8	65+	49=
—	21	15	14 JEFF BECK/People Get Ready (Epic)	130+/17	7	41+	84+
17	16	15	15 PAUL YOUNG/Everytime You Go Away (Columbia)	104-/4	14	64+	39-
12	11	16	16 JOE WALSH/The Confessor (Full Moon/WB)	117-/3	9	54-	61+
35	23	18	17 DON HENLEY/Not Enough Love In The World (Geffen)	112+/8	2	35+	73+
51	37	24	18 ROBERT PLANT/Sixes And Sevens (Es Paranza/Atlantic)	100+/18	1	42+	52+
18	18	17	19 GRAHAM PARKER &.../Wake Up (Next To You) (Elektra)	105-/2	5	27+	72-
24	20	20	20 ERIC CLAPTON/See What Love Can Do (WB)	91+/6	5	36-	48+
—	47	26	21 RATT/Lay It Down (Atlantic)	105+/9	1	19+	76-
—	57	32	22 COREY HART/Never Surrender (EMI America)	95+/6	8	20+	70-
—	60	37	23 U2/Three Surprises (Island)	94+/15	1	18+	69+
8	8	14	24 PHIL COLLINS/Sussudio (Atlantic)	62-/0	14	47-	15-
25	27	25	25 POWER STATION/Get It On (Bang A Gong) (Capitol)	85-/4	3	26-	55=
44	34	27	26 DIRE STRAITS/Walk Of Life (WB)	82-/5	3	29+	49-
23	19	23	27 VAN-ZANT/You've Got To Believe In Love (Network/Geffen)	84-/3	1	24+	53-
14	17	20	28 KIM MITCHELL/Go For Soda (Bronze/Island)	80-/0	6	21-	55-
56	41	28	29 BOB DYLAN/Tight Connection To My Heart... (Columbia)	94+/12	2	18+	69-
47	41	28	30 MEN AT WORK/Everything I Need (Columbia)	94+/8	1	13+	72-
BREAKER	31	31	31 TALKING HEADS/Road To Nowhere (Sire/WB)	84+/19	3	17+	58+
—	53	38	32 FOREIGNER/Reaction To Action (Atlantic)	84+/9	0	11+	62+
43	35	31	33 GINO VANNELLI/Black Cars (HME/CBS)	86+/6	0	10-	69=
36	30	29	34 PAUL HYDE & THE PAYOLAS/You're The Only Love (A&M)	87-/4	0	13+	62-
55	52	43	35 HELIX/Deep Cuts The Knife (Capitol)	79+/10	1	7=	64+
—	51	36	36 RUSS BALLARD/The Fire Still Burns (EMI America)	92+/31	0	2=	72+
—	58	45	37 BRYAN FERRY/Slave To Love (WB)	79+/13	1	19+	51+
—	54	47	38 G. THOROGOOD &.../Willie And The... (EMI America)	81+/14	1	6+	67+
—	57	36	39 BRYAN ADAMS/Summer Of '69 (A&M)	73+/28	1	12+	56+
7	10	22	40 TOM PETTY & THE HEARTBREAKERS/Rebels (MCA)	52-/0	3	29-	22-
42	36	33	41 DURAN DURAN/A View To A Kill (Capitol)	64-/1	8	33-	27-
21	26	34	42 PHIL COLLINS/Inside Out (Atlantic)	47-/1	8	32-	14-
19	25	40	43 HOWARD JONES/Things Can Only Get Better (Elektra)	47-/0	6	24-	21-
5	11	30	44 MICK JAGGER/Lucky In Love (Columbia)	46-/2	4	19-	22-
16	28	46	45 GLENN FREY/Smuggler's Blues (MCA)	39-/0	9	21-	17-
28	31	42	46 DOKKEN/Alone Again (Elektra)	43-/0	8	15-	26-
50	49	48	47 JOE WALSH/Rosewood Bitters (Full Moon/WB)	53+/4	0	19-	28+
31	29	36	48 LONE JUSTICE/Ways To Be Wicked (Geffen)	56-/0	2	12-	42-
33	32	35	49 WILLIE & THE POOR BOYS/Baby Please... (Ripple/Passport)	58-/3	1	6-	41-
—	54	50	50 RED SPEEDWAGON/Gotta Feel More (Epic)	67+/12	0	5+	51+
13	24	39	51 TEARS FOR FEARS/Everybody Wants To Rule... (Mercury/PG)	36-/1	7	25-	10+
30	33	44	52 PRINCE/Raspberry Beret (WB)	45-/1	5	23-	19-
DEBUT	53	53	53 HOWARD JONES/Life In One Day (Elektra)	45+/15	2	17+	23+
60	55	55	54 BEACH BOYS/Getcha Back (Caribou/CBS)	51+/4	0	12+	28-
DEBUT	56	56	55 PHIL COLLINS/Only You Know And I Know (Atlantic)	28+/6	1	14+	13-
DEBUT	57	57	56 R.E.M./Can't Get There From Here (IRS/MCA)	64/61	0	5	30
DEBUT	58	58	57 JOHN PARR/St. Elmo's Fire (Man In Motion) (Atlantic)	46/146	0	0	38
DEBUT	59	59	58 ROBERT PLANT/Pink And Black (Es Paranza/Atlantic)	32-/8	0	13=	16-
DEBUT	60	60	59 FIRM/Someone To Love (Atlantic)	39+/4	2	7+	26+
—	60	60	60 FIONA/Hang Your Heart On Me (Atlantic)	41-/2	0	2-	34=

MOST ADDED

R.E.M. (51)
Can't Get There From Here (IRS/MCA)
JOHN PARR (48)
St. Elmo's Fire (Man In Motion) (Atlantic)
"WEIRD AL" YANKOVIC (36)
Like A Surgeon (Rock N Roll/CBS)
RUSS BALLARD (31)
The Fire Still Burns (EMI America)
BRYAN ADAMS (28)
Summer Of '69 (A&M)

HOTTEST

STING (53)
If You Love Somebody Set... (A&M)
J. CAFFERTY & BEAVER BROWN BAND (46)
Tough All Over (Scotti Bros./CBS)
ROBERT PLANT (45)
Little By Little (Es Paranza/Atlantic)
BRUCE SPRINGSTEEN (41)
Glory Days (Columbia)
SUPERTRAMP (38)
Cannonball (A&M)

BREAKERS

RUSS BALLARD The Fire Still Burns (EMI America)

61% of our reporters on it. 92/31 with adds at: WSHE, WRIF, KSHE, KRQR, WCCC, WFYV, WQMF, KISS, WIOT. Moves 51-36 on the Tracks chart.

NEW & ACTIVE

TEXTONES "Midnight Mission" (Gold Mtn./A&M) 41/11 (26/10)
Adds: KSRR, KMET, KROQ, WDHA, WCCC, WGR. Hots: 0. Mediums: 25 include WBCN, KLOL, WSHE, WFRM, KBCO, WPKX, WKLC, WAQY, WTUE, KKDJ.
"WEIRD AL" YANKOVIC "Like A Surgeon" (Rock N Roll/CBS) 39/36 (0/0)
Adds: include WHLY, WLSL, 91X, KFOG, WPKX, WCCC, WEZL, WAQY, WRDQ, KGGG, KEZO, KZEL, WRKI. Hots: 0. Mediums: 10 include WMMR, WHCN, WFFY, WWCZ, KOMP, WBLM, KLYV.

BON JOVI "In And Out Of Love" (Mercury/PolyGram) 35/22 (11/8)
Adds: include WOUR, KILQ, KWHL, KYTD. Hots: 4 include WHLY, KSRR, WYNF. Mediums: 24 include WBCN, WBAB, WNEW, WMMR, WRIF, WOFM, KSHE, KLUP, WPKX, WKDF, KISS, WAPL, KOMP.
NILS LOFGREN "Secrets In The Street" (Columbia) 32/5 (24/12)
Adds: include CHEZ, WAQY, WAPL, KILQ. Hots: 5. WDHA, WISN, KZAM, KRQJ. Mediums: 20 include DC101, KBCO, KMET, KISW, WCCC, WAAF, WJZ.

DIRE STRAITS "So Far Away" (WB) 31/1 (32/5)
Adds: WMLT. Hots: 10 include KINK, KFOG, WGRQ, WHLY, WPKX, WCCC, WYVJ, WHWD. Mediums: 15 include KYYS, WPKX, WCMF, WRDQ, KOMP, KEZK.
"I Love You Like A Ball & Chain" (RCA) 28/15 (10/2)
Adds: include WGRJ, KOZZ. Powers: 1. Hots: 14 include WHLY, KBCO, KLUP, KFOG, KILQ, KYTD. Mediums: 11 include WDHA, KLBQ, KNCN, KWHL.

CHINA CRISIS "The Highest High" (WB) 27/4 (25/1)
Adds: CFOX, K97, WHMD, KMZY. Powers: 1. Hots: 5 include WDHA, WLIR, CHEZ, WJZN. Mediums: 17 include WBAB, KRQJ, WJZ, KKDJ.
SUPERTRAMP "Better Days" (A&M) 26/2 (26/3)
Adds: KSJO, WVVV. Hots: 13 include KFOG, KRQR, WAPL, KILQ, KKDJ. Mediums: 11 include WNOR, WPKX, WJZ.

SUPERTRAMP "Still In Love" (A&M) 26/1 (23/6)
Adds: WMLT. Hots: 11 include KAZY, KFOG, KRQR, WWCZ, KILQ. Mediums: 13 include WNOR, WLUP, WGRJ, KWHL.
ANIMATION "Let Him Go" (Mercury/PolyGram) 25/4 (23/5)
Adds: include WHLY, WZZO, WCMF. Hots: 1. KDKB. Mediums: 22 include WBCN, KBPI, KROQ, WCCC, WEZL, WIMZ, WKDF.

KATRINA & THE WAVES "Red Wine And Whiskey" (Capitol) 23/10 (11/5)
Adds: WMLT. Hots: 10 include KAZY, KFOG, KRQR, WWCZ, KILQ. Mediums: 15 include WHLY, WKDF, WGRJ.
MEN AT WORK "Snakes And Ladders" (Columbia) 23/8 (15/15)
Adds: WRTI, WKLC, WJZ, KTCZ, KICL, KRKE, KOMP, KLFX. Hots: 1. KKDJ. Mediums: 21 include WBAB, KLOL, WLWQ, KFOG, WPKX, WHCN, KEZO, WIOT.

RICK SPRINGFIELD "State Of The Heart" (RCA) 21/8 (14/6)
Adds: include KORS, WRGN, WAQY, WFFY, WXLJ. Hots: 2. WTKX, KRQJ. Mediums: 12 include WBCN, WCMF, WOODS, WRKI, KFME.
TRUTH "Exception Of Love" (IRS/MCA) 21/5 (13/3)
Adds: WNEW, KKDJ, WGBK, WCPZ, KFME. Hots: 1. KZAM. Mediums: 11 include WMMR, KBCO, WDHA, WLIR, WOODS, KYTD.

U2 "Love Comes Tumbling" (Island) 21/3 (15/4)
Adds: WLIR, KLFX, KMZY. Hots: 9 include CHOM, WRTI, KAZY, 91X, WCCC, KSPN, KVRE. Mediums: 11 include O107, KLOL, KLAG.
COCK ROBIN "When Your Heart Is Weak" (Columbia) 21/3 (17/5)
Adds: KTXQ, WRGN, WPLR. Hots: 1. KINK. Mediums: 14 include KBCO, 91X, KSJO, WCCC.
BRUCE SPRINGSTEEN "Stand On It" (Columbia) 20/8 (10/7)
Adds: include WRTI, KRQR, KOZZ. Hots: 9 include WHLY, KFOG, KILQ, KPOL. Mediums: 8 include DC101, KBCO, KLUP, WEZL.

BREAKERS — A record is a Breaker the first week it's reported by at least 60% of our AOR reporters. Total reports/adds listed; e.g., 100/50 means 100 reports and 50 adds.
NEW & ACTIVE — Records building in airplay and coming closest to charting. Numbers indicate total reports/adds; e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.) Checked records are among the week's most added New & Actives.
MOST ADDED — This week's most added records.
HOTTEST — This week's records receiving the most power reports.

AOR ALBUMS

152 REPORTERS

JUNE 14, 1985

Three Weeks	Two Weeks	Last Week		Total Reports/Adds	Power	Heavy	Medium
1	1	1	1 ROBERT PLANT/Shaken 'N Stirred (Es Paranza/Atlantic)				
7	5	2	2 SUPERTRAMP/Brother Where You Bound (A&M)				
12	10	8	3 DIRE STRAITS/Brothers In Arms (WB)				
4	4	3	4 JOHN CAFFERTY & THE BEAVER.../Tough All Over (Scotti Bros./CBS)				
2	2	5	5 PHIL COLLINS/No Jacket Required (Atlantic)				
11	8	6	6 NIGHT RANGER/7 Wishes (Cameo/MCA)				
8	7	7	7 TEARS FOR FEARS/Songs From The Big Chair (Mercury/PG)				
6	6	10	8 TOM PETTY & THE HEARTBREAKERS/Southern Accents (MCA)				
16	9	9	9 BRUCE SPRINGSTEEN/Born In The U.S.A. (Columbia)				
3	3	4	10 EURYTHMICS/Be Yourself Tonight (RCA)				
10	11	11	11 JOE WALSH/The Confessor (Full Moon/WB)				
18	14	13	12 HOOTERS/Nervous Night (Columbia)				
14	13	12	13 'TIL TUESDAY/Voices Carry (Epic)				
21	18	14	14 PAUL YOUNG/The Secret Of Association (Columbia)				
15	15	15	15 DON HENLEY/Building The Perfect Beast (Geffen)				
13	17	17	16 ERIC CLAPTON/Behind The Sun (WB)				
17	16	16	17 GRAHAM PARKER & THE SHOT/Steady Nerves (Elektra)				
—	—	18	18 MEN AT WORK/Two Hearts (Columbia)				
—	—	24	19 U2/Wide Awake In America (Island)				
—	—	30	20 BOB DYLAN/Empire Burlesque (Columbia)				
—	—	23	21 RATT/Invasion Of Your Privacy (Atlantic)				
23	22	22	22 POWER STATION/The Power Station (Capitol)				
33	33	27	23 BRYAN ADAMS/Reckless (A&M)				
22	24	25	24 HOWARD JONES/Dream Into Action (Elektra)				
BREAKER	25	25	25 TALKING HEADS/Little Creatures (Sire/WB)				
19	19	19	26 KIM MITCHELL/Akimbo Alogo (Bronze/Island)				
24	21	20	27 VAN-ZANT/Van-Zant (Network/Geffen)				
—	—	39	28 BRYAN FERRY/Boys And Girls (WB)				
37	30	29	29 GINO VANNELLI/Black Cars (HME/CBS)				
35	29	26	30 PAUL HYDE & THE PAYOLAS/Here's The World For Ya (A&M)				
—	—	37	31 FOREIGNER/Agent Provocateur (Atlantic)				
—	—	39	32 GEORGE THOROGOOD & THE DESTROYERS/Maverick (EMI America)				
5	12	21	33 MICK JAGGER/She's The Boss (Columbia)				
DEBUT	24	24	34 HELIX/Long Way To Heaven (Capitol)				
26	25	32	35 PRINCE/Around The World In A Day (WB)				
—	—	31	36 A VIEW TO A KILL/Soundtrack (Capitol)				
27	27	29	37 WILLIE & THE POOR BOYS/Willie & The Poor Boys (Ripple/Passport)				
34	35	—	38 FIRM/Firm (Atlantic)				
31	26	33	39 LONE JUSTICE/Lone Justice (Geffen)				
29	32	—	40 KATRINA & THE WAVES/Katrina & The Waves (Capitol)				
			"Little" (139) "Sixes" (100) "Pink" (32)	145-0	44	130+	15-
			"Cannonball" (143) "Still" (26) "Better" (26)	145=0	37	121+	24-
			"Money" (124) "Walk" (82) "So Far" (31)	145-0	17	80+	63-
			"Tough" (135) "Voice" (12) "C-I-T-Y" (10)	138-2	45	122=	14-
			"Sussudio" (62) "Inside" (47) "Only" (28)	115-2	25	81-	31+
			"Sentimental" (133) "Seven" (14)	135+2	34	101+	32-
			"Shout" (129) "Everybody" (36)	138+3	15	88+	46-
			"Make" (116) "Rebels" (52) "Nothin" (11)	133-3	10	76-	55-
			"Glory Days" (123)	124=1	39	103+	21-
			"Would" (112) "Ball" (28) "Sisters" (11)	123-0	21	90-	29+
			"Confessor" (117) "Rosewood" (53)	129+2	9	57-	69+
			"Zombies" (125)	127+1	7	57+	68-
			"Voices Carry" (111)	114-2	18	70-	42+
			"Everytime" (104)	108+4	14	65+	42-
			"Not Enough Love" (112) "Drivin" (17)	118+4	5	37-	75=
			"See What" (91) "Waiting" (14)	98=4	8	41-	51+
			"Wake Up" (105) "Weekend's" (12)	111-1	5	28-	76-
			"Everything" (94) "Snakes" (23) "Man" (13)	123+10	1	14+	97+
			"Sunrises" (94) "Love" (21) "Bad" (13)	111+15	1	22+	80+
			"Tight" (94) "Night" (15)	111+18	2	19+	84+
			"Lay It Down" (105)	108+10	1	19+	77+
			"Get It On" (85) "Hot" (13)	90+3	4	28-	57+
			"Summer" (73) "Heaven" (23)	87+18	6	22-	61+
			"Things" (47) "Life" (45)	78+8	8	33-	40+
			"Road" (84) "And She Was" (17) "Lady" (10)	93/27	3	17	67
			"Soda" (80) "All We Are" (12)	85-0	6	21-	59-
			"You've Got" (84)	85-2	1	24+	54-
			"Slave" (79) "Don't Stop" (12)	82+13	1	22+	51+
			"Black Cars" (86)	88+6	0	11-	70-
			"You're The Only" (87)	90-4	0	14+	64-
			"Reaction" (84)	88+9	0	12+	65+
			"Willie" (81)	86+11	2	9+	68+
			"Lucky" (46) "Lonely" (11)	59-1	4	24-	30-
			"Deep Cuts . . . Knife" (79)	80/10	1	7	64
			"Raspberry" (45) "Pop" (19) "Paisley" (16)	58-2	5	26-	28-
			"A View To A Kill" (64)	64-1	8	33-	27-
			"Baby Please" (58) "These Arms" (11)	65-2	2	8-	46-
			"Someone" (39) "Satisfaction" ((22)	52+2	6	16-	30+
			"Ways" (56)	60-0	2	12-	44-
			"Walking" (28) "Red Wine" (23)	50=9	4	23-	22-

UNHEARD BUT LEGENDARY PHENOMENA. MYSTERIOUS BUT DESIRABLE PHENOMENA. UNSEEN BUT APPROACHING PHENOMENA.



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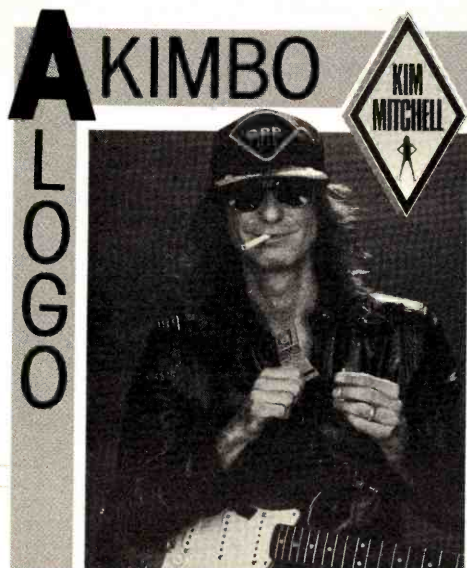
BREAKERS

TALKING HEADS
Little Creatures (Sire/WB)

61% of our reporters on it. 93/27 with adds at: DC101, KTXQ, WLUP, KROQ, WCMF, WKQQ, WDIZ. Debuts at #25 on the Albums chart.

CHARTS — Records showing significant upward momentum are bulleted. Heavy rotation figure is the sum of a record's power and heavy reports. A record's amount of light reports can be determined by subtracting its heavy and medium reports from its total reports. Symbols represent more (+), fewer (-), or equal (=) reports compared to last week. On the album chart, current singles are bolded, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

BREAKERS — A record is a Breaker the first week it's reported by at least 60% of our AOR reporters. Total reports/adds listed; e.g., 100/50 means 100 reports and 50 adds.



Featuring The Top 15 AOR Smash

"GO FOR SODA"

AOR Radio's #2
Most Requested Track!



"ALL WE ARE"

Out Now On 12"

KIM On Tour

- JUNE 15 - NASHVILLE
- 17 - TALLAHASSEE
- 18 - COCOA BEACH
- 19 - CLEARWATER
- 20 - ORLANDO
- 21 - FT. LAUDERDALE
- 23 - JACKSONVILLE
- 26 - DALLAS
- 27 - HOUSTON
- 28 - AUSTIN
- 29 - ODESSA

Hear KIM On ROCKLINE
June 24th



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AOR ALBUMS

MOST ADDED

- R.E.M. (68)
- Fables Of The... (IRS/MCA)
- "WEIRD AL" YANKOVIC (39)
- Dare To Be Stupid (Rock N Roll/CBS)
- TALKING HEADS (27)
- Little Creatures (Sire/WB)
- BOB DYLAN (18)
- Empire Burlesque (Columbia)
- BRYAN ADAMS (18)
- Reckless (A&M)

HOTTEST

- J. CAFFERTY & BEAVER BROWN BAND (45)
- Tough All Over (Scotti Bros./CBS)
- ROBERT PLANT (44)
- Shaken 'N Stirred (Es Paranza/Atlanta)
- BRUCE SPRINGSTEEN (39)
- Born In The U.S.A. (Columbia)
- SUPERTRAMP (37)
- Brother Where You Bound (A&M)
- NIGHT RANGER (34)
- 7 Wishes (Camel/MCA)

NEW & ACTIVE

- R.E.M./Fables Of The Reconstruction (IRS/MCA) 71/68 (0/0)
Adds include WBAB, WHJY, WSHE, WNOR, KMET, KRQO, KRQR, WHFS, WAQY, WAQX. Hots: 5 WXRT, WLIR, KTCL, KCGL. Mediums: 35 include WMMR, KTXQ, KAZY, WOUR, WAAF, WFYV, WRDU, WOOS, KEZO, KILO.
- REO SPEEDWAGON/Wheels Are Turnin' (Epic) 69/11 (59/15)
Adds include WNEW, WNOR, WYFN, WAAF, KZEL. Powers: 1. Hots: 6 include WDHA, KFMG, WAPX, WZZQ, KRQU. Mediums: 52 include WBCN, WBAB, WMMR, WHJY, KSRR, WRIF, KYYS, KUPD, KGB, WKQQ, WQMF, WDIZ, WRXL.
- BEACH BOYS/Beach Boys (Caribou/CBS) 58/5 (52/10)
Adds: KFQO, KMJX, WAPL, KTCZ, K97. Hots: 13 include WMMR, KYYS, WOOS, KPOI. Mediums: 33 include WIYY, WNOR, WXRT, KAZY, KBPI, KINK, WPYX, WCCC, WCMF, WEZX, WAQY, WFYV, WIMZ, WRDU.
- BON JOVI/7800 Fahrenheit (Mercury/PolyGram) 55/15 (51/3)
Adds include KSHE, KUPD, WPYX, WAQX, WOUR, WKDF, WAPL. Hots: 5 include WHJY, KSRR, WYFN, WSKS. Mediums: 40 include WBCN, WBAB, WNEW, WMMR, WRIF, WQFM, KGB, KISW.
- "WEIRD AL" YANKOVIC/Dare To Be Stupid (Rock N Roll/CBS) 42/39 (0/0)
Adds include WHJY, WKLS, 91X, KFQO, WHFS, WSKS, KGGO, KEZO, KLPX. Hots: 0. Mediums: 11 include WMMR, WOVE, WHCN, WFYV, WWCT, KOMP, WQBK, KLYV.
- TEXTONES/Midnight Mission (Gold Mtn./A&M) 41/11 (26/10)
Adds include KSRR, KMET, KRQO, WDHA, WCCC, KRIX, KRKE. Hots: 0. Mediums: 25 include WBCN, KLLO, WQFM, KBCO, KAZY, WPYX, WKLC, WXP, WTUE, KDDJ.
- NILS LOFGREN/Flip (Columbia) 40/7 (29/17)
Adds include 91X, KGB, CHEZ, WAQY, WAPL, KILO. Hots: 5 WDHA, WIZN, KSPN, KZAM, KRQU. Mediums: 27 include DC101, WXRT, KBCO, KMET, KOME, KISW, WAAF, WDIZ.
- CHINA CRISIS/Faint The Imperfection (WB) 36/3 (34/2)
Adds: CFQX, K97, KMBY. Powers: 1. Hots: 7 include KINK, WDHA, WLIR, CHEZ, KEZX. Mediums: 23 include WBAB, WXRT, KBCO, KRQO, WDIZ, KMOD, KDDJ.
- TRUTH/Playground (IRS/MCA) 27/5 (20/4)
Adds: WNEW, KDDJ, WQBK, WCPZ, KFME. Hots: 2 KZAM, KCGL. Mediums: 15 include WMMR, KBCO, 91X, WDHA, WLIR.
- ANIMATION/Animation (Mercury/PolyGram) 27/3 (27/4)
Adds include WHJY, WCMF. Hots: 1 KDKB. Mediums: 22 include WBCN, KRQO, 91X, WZZO, WCCC, WRCN, WHEB, WIMZ, WKDF.
- RICK SPRINGFIELD/Tao (RCA) 22/7 (16/5)
Adds: KQRS, WRCN, WAQY, WFYV, WXP, WGIR, WWWW. Hots: 2 WTKX, KRQU. Mediums: 13 include WBCN, WCMF, WOOS.
- COCK ROBIN/Cock Robin (Columbia) 22/4 (17/5)
Adds: KTXQ, WRCN, WPLR, KLAQ. Hots: 1 KINK. Mediums: 14 include KBCO, 91X, KSJO, WCCC.
- LONNIE MACK/Strike Like Lightning (Alligator) 21/1 (18/1)
Adds: KMBY. Hots: 3 KAZY, KSPN, KTCL. Mediums: 14 include KLLO, WXRT, KBCO, KISS, KUFO.
- KIM CARNES/Barking At Airplanes (EMI America) 19/5 (15/7)
Adds: KMJX, WTKX, KGGO, KTCZ, K97. Hots: 3 WHMD, WCPZ, KSPN. Mediums: 11 include WBCN, KBCO, KINK, WIMZ, WRDU.
- STYLE COUNCIL/Internationalists (Geffen) 18/8 (9/7)
Adds: KAZY, KRQO, 91X, KTCZ, KEZX, KSPN, KZAM, KRQU. Hots: 1 KTCL. Mediums: 11 include KBCO, WHFS, WLIR.
- TRANSLATOR/Translator (Columbia) 18/2 (12/1)
Adds: KUFO, KMBY. Hots: 1 KVRE. Mediums: 12 include WBCN, WXRT, KBCO, WHFS.
- KING/Steps In Time (Epic) 16/0 (14/1)
Adds: 0. Hots: 3 WIZN, KRQU, KCGL. Mediums: 10 include KBCO, KRQO, WKQQ, WOOS.
- SUZANNE VEGA/Suzanne Vega (A&M) 15/5 (10/3)
Adds include WNEW, WBML, KFME. Powers: 1. Hots: 3 KAZY, WHFS, KEZX. Mediums: 7 include KBCO, WRCN, WQBK.
- NEW ORDER/Low-Life (Qwest/WB) 15/2 (12/0)
Adds: WRCN, KUFO. Powers: 1. Hots: 6 include 91X, WHFS. Mediums: 5 include WXRT, KRQO.

NEW & ACTIVE — Records building in airplay and coming closest to charting. Numbers indicate total reports/adds; e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.) Checked records are among the week's most added New & Actives.

MOST ADDS — This week's most added records.

HOTTEST — This week's records receiving the most power reports.

PARALLELS

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

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

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

253 Reports

JOHN DOE
"Hi Song" (Anylabel)
LP: Hi Song

Regional	Summary
1	Debut
2	23%
3	37%
4	18%
5	10%
6	10%
7	10%

EXAMPLE

10026 - 100 CHR reporting stations on it this week including 25 new adds.

44% - Percentage of this weeks reporters playing it.

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

National Summary
Up 51 - Number of stations moving up on the charts.
Debut 20 - Number of stations debuting the song this week.
Same 6 - Number of stations reporting no movement this week.
Down 10 - Number of stations moving down on their charts.
Add 26 - Total number of stations adding it this week.

BRYAN ADAMS

Heaven (A&M)
LP: Rockness

Regional	Summary
1	Debut
2	15%
3	25%
4	15%
5	10%
6	10%
7	10%

Regional	Summary
1	Debut
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Regional	Summary
1	Debut
2	15%
3	25%
4	15%
5	10%
6	10%
7	10%

Regional	Summary
1	Debut
2	15%
3	25%
4	15%
5	10%
6	10%
7	10%

Regional	Summary
1	Debut
2	15%
3	25%
4	15%
5	10%
6	10%
7	10%

Regional

AIR-STAT #4

93%

For over two years, AIR participants have been listening and projecting the potential of more than 500 records. 93% of all records that received a positive response of 70% or better charted higher than Top 25 in R&R.

AIR . . . The fastest, most reliable tool for getting radio to listen to music.

WEEK #36

AIR Priorities

WEEK #36

Listen to the selections listed below. Decide if each has the potential to attain New & Active, Top 40 or Top 25 in the R&R National Airplay Chart. Then call in your responses to AIR at 301-964-5544. Deadline for CHR response is 8pm, Wednesday, June 19, 1985

	TITLE	ARTIST	LABEL
CHR	SUMMER SUN	SHOOTING STAR	GEFFEN
	INVINCIBLE	PAT BENATAR	CHRYSALIS
	EXCEPTION OF LOVE	THE TRUTH	IRS/MCA
	I WONDER IF I TAKE YOU HOME	LISA-LISA	COLUMBIA
	PEOPLE GET READY	JEFF BECK & ROD STEWART	EPIC

Listen to the Tracks listed below. Decide if each has the potential to attain New & Active, Top 40 or Top 25 in the R&R AOR Hot Tracks. Then call in your responses to AIR at 301-964-5544. Deadline for AOR responses is 6pm, Thursday, June 20, 1985

	TITLE/CUTS	ARTIST	LABEL
AOR	TWO HEARTS	MEN AT WORK	COLUMBIA
	"Men With Two Hearts" "Maria"		
	THE FIRE STILL BURNS (12")	RUSS BALLARD	EMI
	LOW-LIFE "Perfect Kiss"	NEW OLDE	QWEST/WB

AIR (Active Industry Research) is a nationwide network of program and music directors who assess CHR and AOR music for artist managers, producers and record companies.

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CONTEMPORARY HIT RADIO

CHART EXTRAS

MEN AT WORK

Everything I Need (Columbia)

62% of our reporters on it. Moves: Up 61, Debuts 22, Same 62, Down 1, Adds 10 including WKTI, KKRZ, KITS, PRO-FM 28-24, WNVZ 35-32, KMEL 35-31, KX104 27-20.

BREAKERS

DEPECHE MODE

People Are People (Sire/WB)

68% of our reporters on it. Moves: Up 60, Debuts 35, Same 25, Down 0, Adds 52 including K106, Z93, KEGL, WGCL, 92X, KDWB-FM, KPKE. See Parallels, moves 39-35 on the CHR chart.

TEARS FOR FEARS

Shout (Mercury/PolyGram)

67% of our reporters on it. Moves: Up 7, Debuts 47, Same 28, Down 1, Adds 87 including WXS-FM, PRO-FM, KAFM, Q105, B96, Q103, KWSS. Complete airplay in Parallels.

ROBERT PLANT

Little By Little (Es Paranza/Atlantic)

61% of our reporters on it. Moves: Up 78, Debuts 17, Same 46, Down 0, Adds 13 including WAVA, KAFM, KBEG, KWK, WZOU, WZPL, WLXK. See Parallels, debuts at number 39 on the CHR chart.

AMY GRANT

Find A Way (A&M)

60% of our reporters on it. Moves: Up 48, Debuts 16, Same 58, Down 0, Adds 30 including PRO-FM, 92X, WHYT, KBEG, KPLUS, 93Q, WYKS. Complete airplay in Parallels.

NEW & ACTIVE

✓ RICK SPRINGFIELD "State Of The Heart" (RCA) 133/41

Moves: Up 10, Debuts 21, Same 61, Down 0, Adds 41 including WNY5, B97, WHYT, Z299, KWK, KMEL, WAMX, KX106, WRYQ, KHTT, 95XIL, WGBW, KBEG 21-19, WBSB 35-30, KNMQ 39-36.

FOREIGNER "Reaction To Action" (Atlantic) 130/12

Moves: Up 33, Debuts 16, Same 69, Down 0, Adds 12, PRO-FM, KBEG, WPST, KP95, KQMO, KDON-FM, KZZU, WSOV, KCMQ, Y94, KFRX, KZOO, WNY5 31-27, K104 30-31, WGRD 28-22.

COMMODORES "Animal Instinct" (Motown) 130/4

Moves: Up 59, Debuts 15, Same 51, Down 1, Adds 4, CKGM, CHUM, KOPA, WLAN-FM, WXS-FM 27-22, WNY5 33-29, PRO-FM 36-30, 94Q 29-26, Z93 30-25, WJZR 19-14, KSET-FM 40-35, KBFM 23-19, 103CFR 36-33, WCGO 31-27, WAZY-FM 30-27.

DON HENLEY "Not Enough Love In The World" (Geffen) 128/10

Moves: Up 45, Debuts 9, Same 54, Down 0, Adds 18 including WHYT, WNY5, CHUM, Y100, 92X, KS103, 98PXV, KRQV, WZPL, KISH, WKSF, KNOE-FM, WKTI 14-12, FM102 26-23, WBNQ 30-25.

ANIMOTION "Lol Him Go" (Mercury/PolyGram) 126/18

Moves: Up 26, Debuts 28, Same 56, Down 0, Adds 16 including CFTR, KAFM, KEGL, B97, WNVZ, WERZ, KZZB, WHYY-FM, WZOK, KROX, WSOV, WFFM, Y94, WGCL 31-27, KIS-FM 38-33, KNMQ 38-31.

✓ ARETHA FRANKLIN "Freeway Of Love" (Arista) 122/122

Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 122 including B104, K106, WCAU-FM, WHYT, PRO-FM, WAVA, 94Q, 95, Q105, B96, KBEG, KHTR, KIS-FM, KZZP, KMEL.

GIWO VANNELLI "Black Cars" (HME/CBS) 122/10

Moves: Up 63, Debuts 9, Same 38, Down 1, Adds 10, WRZR-FM, WIOQ, KMBQ, KOXR, KROX, WGLF, KCMQ, NKLS-FM, KCCO, KHTX, WHIT 32-23, WXS-FM 22-17, WL0L-FM 27-21, KUBE 22-19, WKEE 20-15.

JOHN FOGERTY "Centerfold" (WB) 120/18

Moves: Up 44, Debuts 19, Same 38, Down 1, Adds 18 including WNY5, KKRZ, KWOD, WPST, WBSB, WSSX, WJZR, KBFM, WKFR, Z104, KQ93, KNBQ, WCAU-FM 38-34, KDWB-FM 19-15, WL0L-FM 12-7, KPLUS 28-23, KZ10 14-9.

KENNY LOGGINS "Forever" (Columbia) 119/14

Moves: Up 48, Debuts 16, Same 42, Down 0, Adds 14 including WHYT, WFLY, 93Q, KZZB, WZLD, WZYP, KZ10, WKDD, KNBQ, KQZ-FM, WRVY, KTRS, KAFM 29-22, KEGL 9-4, K104 20-12.

PAUL HARDCASTLE "19" (Chrysalis) 112/29

Moves: Up 49, Debuts 13, Same 21, Down 0, Adds 29 including WCAU-FM, CFTR, KDWB-FM, KZZP, KMAJ, KITS, KWSS, WLAN-FM, KITE, WRQN, WJAD, OK95, 93FM 20-5, Q105 29-10, KIS-FM 17-7. See Parallels, debuts at number 40 on the CHR chart.

✓ DEAD OR ALIVE "You Spin Me Round (Like A Record)" (Epic) 102/48

Moves: Up 15, Debuts 17, Same 30, Down 0, Adds 40 including WNY5, B94, PRO-FM, Y100, Q105, WGCL, KHTR, KITS, KWSS, WKEE, 95 22-10, KIS-FM 9-3, KMEL 20-10.

✓ TOM PETTY "Make It Better (Forget About Me)" (MCA) 97/33

Moves: Up 3, Debuts 2, Same 54, Down 0, Adds 33 including WNY5, WGCL, KWOD, 98PXV, WKFM, WSKZ, KOPM, KAY107, KRK, KLLC, WJBL, WFTO-FM, KHTR 39-37, WGFH 41-39, WJQO 30-27.

✓ JEFF BECK & RO STEWART "People Get Ready" (Epic) 78/30

Moves: Up 3, Debuts 4, Same 41, Down 0, Adds 30 including WNYZ, WGCL, KKRZ, Q100, WTLQ, KHFI, WDCG, K104, KZ10, WKDD, WKFR, KDVB, Z299 41-31, WWSR 40-33, KTY 40-38.

HOOTERS "AR You Zombies" (Columbia) 74/7

Moves: Up 18, Debuts 5, Same 44, Down 0, Adds 7, WXS-FM, PRO-FM, WNCI, WHYT, KKRZ, WWSR, WKSF, WCAU-FM 1-1, K104 35-30, WLAN-FM 22-18, Z106 2-1, WZLD 39-29, KX104 35-31, KBOS 32-28, WKZ 34-31.

MOST ADDED

ARETHA FRANKLIN (122)

Freeway Of Love (Arista)

TEARS FOR FEARS (87)

Shout (Mercury/PolyGram)

WEIRD AL YANKOVIC (65)

Like A Surgeon (Scotti Bros./CBS)

DEPECHE MODE (62)

People Are People (Sire/WB)

RICK SPRINGFIELD (41)

State Of The Heart (RCA)

HOTTEST

PHIL COLLINS (156)

Sussudio (Atlantic)

PRINCE (142)

Raspberry Beret (WB)

BRYAN ADAMS (130)

Heaven (A&M)

DURAN DURAN (116)

A View To A Kill (Capitol)

MADONNA (97)

Into The Groove (Sire/WB)

60 WEST "Call Me" (Chrysalis) 71/11

Moves: Up 10, Debuts 9, Same 41, Down 0, Adds 11, KIS-FM, WZOU, WKEE, KSET-FM, KRBE, KLUC, KQ93, KSN, Q104, WAZY-FM, KZOO, KWK 35-30, KRFM 17-14, WPFM 38-33, OK95 33-30.

✓ WEIRD AL YANKOVIC "Like A Surgeon" (Scotti Bros./CBS) 66/65

Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 65 including B104, WNY5, PRO-FM, WAVA, Y100, 92X, WHYT, KDWB-FM, KWK, WL0L-FM, KTFM, OK95, WWSR, WLRS.

✓ GEORGE THOROGOOD & THE DESTROYERS "Wipe & The Hand Jive" (EMI America) 65/35

Moves: Up 0, Debuts 5, Same 25, Down 0, Adds 35 including WCAU-FM, WKTI, KPLUS, 93Q, WKRF-FM, WZLD, WCAU, KP95, KBOS, KDON-FM, WZON, KPFR, K104 d-39, Q101 d-40, KDVB d-40.

DOKKEN "Alone Again" (Elektra) 56/1

Moves: Up 28, Debuts 2, Same 25, Down 2, Adds 1, 95XIL, KEGL 8-7, WNCI 30-27, KWK 8-4, WLAN-FM 33-37, 17-13, WJZR 17-13, WOKI 22-17, WKZL 34-30, Z104 19-17, KWES 29-22, KROX 35-31, WAZY-FM 20-14.

FREDDIE JACKSON "Rock Me Tonight (For Old Time's Sake)" (Capitol) 50/21

Moves: Up 10, Debuts 1, Same 17, Down 1, Adds 21 including WFLY, Z100, Z93, FM102, WSPK, WZLD, KAMZ, WANS-FM, KBFM, Y106, WCGO, KKQV, 94Q 16-12, Y100 34-25, KMEL 40-34.

SIGNIFICANT ACTION

PATTI LABELLE "Stir It Up" (MCA) 49/15

Moves: Up 0, Debuts 2, Same 28, Down 0, Adds 15 including WAVA, KOPA, FM102, WNOK-FM, KITE, WOKI, WLRS, KKFM, KHTT, KISR, WPFM, KBIM, 94Q 29-20, Y100 33-27, WJBL on, KTFM on, WHOT on, WKFR d-29.

JERMAINE JACKSON "Closest Thing To Perfect" (Arista) 48/10

Moves: Up 5, Debuts 3, Same 31, Down 0, Adds 10, WL0L-FM, WPST, WTLQ, WZLD, KITY, KROX, WGH, WKSF, KCCO, KBIM, Y100 35-32, KUBE 36-34, WJZR 39-35, Y106 39-34, KIST 38-34.

NATALIE COLE "Dangerous" (Modern/Atco) 49/3

Moves: Up 14, Debuts 5, Same 27, Down 0, Adds 3, WSPK, WTLQ, WZLD, WXS-FM 32-30, WCAU-FM 32-28, 94Q 20-18, FM102 27-26, K104 39-29, WTRC-FM 25-23, WJZR 29-21, KSET-FM 28-26, WOKI 40-36, KNOE-FM 31-28, WQVY 21-18, KDVB 39-38.

✓ SADE "Your Love Is King" (Portrait/CBS) 40/39

Moves: Up 0, Debuts 1, Same 0, Down 0, Adds 39 including WXS-FM, 94Q, KIS-FM, KMAJ, KS103, KMEL, KPLUS, KUBE, Q100, WWSR, WANS-FM, WFM, KZ10, K103, WKFR d-29.

COCK ROBIN "When Your Heart Is Weak" (Columbia) 34/7

Moves: Up 5, Debuts 1, Same 25, Down 0, Adds 7, WERZ, WKRF-FM, KITY, WFBG, WOMP-FM, KNOE-FM, KTRS, WXS-FM on, 93FM 28-26, WZLD on, KTFM 30-27, WZPL d-29, WHOT on-dp, KBOS on, WPFM 31-28.

VITAMIN Z "Burning Flame" (Geffen) 31/11

Moves: Up 4, Debuts 0, Same 16, Down 0, Adds 11, FM102, KWOD, WZOU, WRCK, KHFI, KZZB, KBFM, KX104, WGLF, 99KQ, KIST, 95 31-21, Y100 24-21, KCAQ 35-32, KQZ-FM 29-25.

MENUDO "Hold Me" (RCA) 24/1

Moves: Up 13, Debuts 0, Same 9, Down 1, Adds 7, KZFM, WXS-FM on, Z100 19-17, WHYT 30-29, FM102 23-20, Q100 28-27, WLAN-FM 34-31, WTLQ 17-15, KITE 20-15, KSET-FM 23-20, KFM 13-12, KHTY on, WPFM 35-30, KIST 24-22.

SISTER SLEDGE "Frankie" (Atlantic) 23/6

Moves: Up 1, Debuts 0, Same 18, Down 0, Adds 6, WXS-FM, 92KTU, KSET-FM, KNOE-FM, KHTX, KIST, FM102 on, Q100 on, WWSR, K104 on, KZ10 29-27, WJBL on, WHOT on, WHOT on, WKFR on.

KIM MITCHELL "Go For Soda" (Brunswick) 23/2

Moves: Up 6, Debuts 3, Same 12, Down 0, Adds 2, WPFM, WHSL, WNY5 22-15, PRO-FM d-35, Z299 d-35, Q100 27-26, K104 29-25, WRCK 33-32, WZYP d-39, KX104 on, Z98 on, KZ10 on-dp, OK100 31-27, WJZR 29-20.

JEAN KNIGHT "My Toot Toot" (Mirage/Atco) 22/2

Moves: Up 9, Debuts 0, Same 7, Down 4, Adds 2, KMBQ, WSEZ, WCZY 29-15, WFLY 30-28, WWSR 6-4, KAMZ 14-12, KSET-FM on, KRQV 31-28, KTFM 14-11, KHTY on, Q104 17-14, WOL-FM 19-6, WSPF on-dp, KTRF 35-30.

TALKING HEADS "Road To Nowhere" (Sire/WB) 18/6

Moves: Up 0, Debuts 0, Same 12, Down 0, Adds 6, KPLUS, R104, WZLD, WQCM, WBNQ, WDBR, K104 on, KRBE on-dp, WZYP on, WFMi on, KISR on, WBBW on, KDVB on, KGOI on, OK95 on.

LISA LISA & CULT JAM with FULL FORCE "I Wonder If I Told You Home" (Columbia) 16/6

Moves: Up 3, Debuts 2, Same 3, Down 0, Adds 8, WCAU-FM, WHYT, KIS-FM, KS103, KMEL, WTRC-FM, KSET-FM, WJAD, WXS-FM, WPFM, KBIM.

ERIC CLAPTON "See What Love Can Do" (WB) 15/15

Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 15 including WERZ, WKFM, WRCK, WTLQ, KRBE, WOKI, KX104, WRNO, KITY, Q101, WALK, WHSL, 98KQ, KDVB, OK95.

JOHN PARR "St. Elmo's Fire" (Atlantic) 13/13

Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 13, B96, K104, WLAN-FM, WBCY, WRNO, KITY, WKDD, KZ10, OK100, WJAD, KISR, WHSL, WBSR.

VAN-ZANT "You've Got To Believe In Love" (Motown/Warlock) 13/6

Moves: Up 1, Debuts 0, Same 3, Down 0, Adds 9, WGCL, Q100, WERZ, WTLQ, KWBQ, WJZR, WOKI, KKQV, WHSL, WRCK on, WZYP on, WKZL on, WJQO 35-33.

TEXTONES "Midnight Mission" (Gold Mountain/A&M) 12/12

Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 12, WLAN-FM, WRCK, WZYP, WFMi, KZ10, WJQO, WFBG, WOMP-FM, WJAD, KISR, WHSL, WBSR.

PEABO BRYSON "Take Me Prisoners (In The Game Of Love)" (Elektra) 11/11

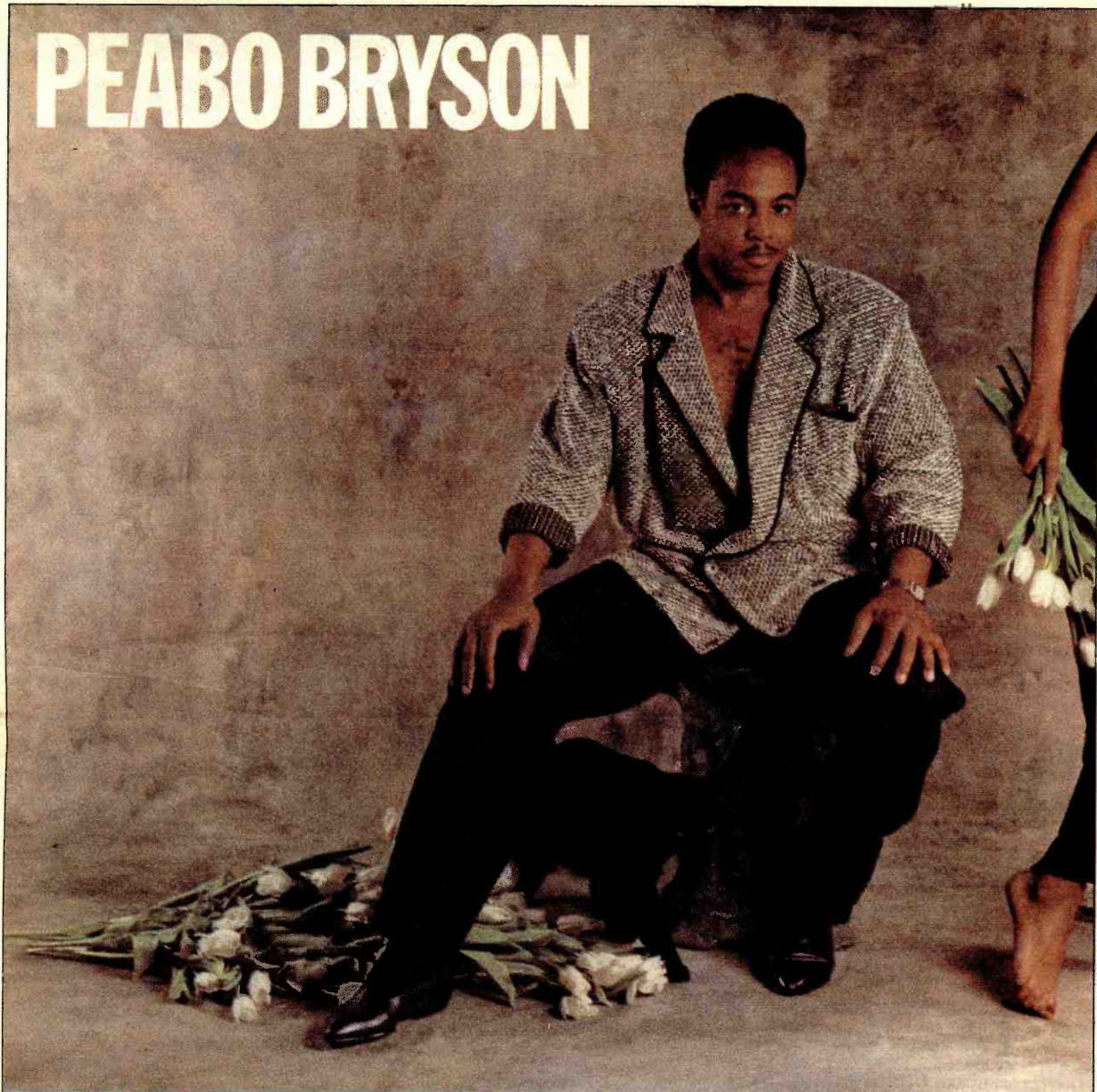
Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 11, CFTR, Q100, WWSR, WLAN-FM, WTLQ, WJAD, WHSL, WBNQ, KGOI, KCGO, KTRS.

DOLLY PARTON with KENNY ROGERS "Real Love" (RCA) 11/1

Moves: Up 2, Debuts 2, Same 6, Down 0, Adds 1, B96, K104 d-37, WLAN-FM on-dp, KZZB 29-26, KITE on-dp, KAMZ 25-24, KSET-FM on-dp, OK100 d-39, KFYR on.

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist/title (label) designation indicate the total number, how many added it for the first time this week. Moves indicate the type of activity this week: Up for upward chart movement, Same for sideways or continued uncharted activity, Down for downward chart activity, and Adds for the number is a sampling of individual station activity. Complete activity can be found in the Parallels. NOTE: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay40.

PEABO BRYSON



"TAKE NO PRISONERS (IN THE GAME OF LOVE)"

(7-69632)

Hot on the heels of last year's Top 10 smash
"If Ever You're In My Arms Again."
Peabo Bryson Takes No Prisoners.

Produced by Arif Mardin.

COMPACT
disc
DIGITAL AUDIO

On Elektra Music Cassettes, Records and Compact Discs.

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CONTEMPORARY HIT RADIO

Three Weeks	Two Weeks	Last Week	
6	3	2	1 BRYAN ADAMS/Heaven (A&M)
11	8	3	2 PHIL COLLINS/Sussudio (Atlantic)
15	11	6	3 PRINCE/Raspberry Beret (WB)
8	7	5	4 MADONNA/Angel (Sire/WB)
20	15	8	5 DURAN DURAN/A View To A Kill (Capitol)
7	4	4	6 HOWARD JONES/Things Can Only Get Better (Elektra)
16	13	11	7 SURVIVOR/The Search Is Over (Scotti Bros./CBS)
2	1	1	8 TEARS FOR FEARS/Everybody Wants To Rule The World (Mercury/PG)
9	9	7	9 MARY JANE GIRLS/In My House (Gordy/Motown)
24	16	12	10 EURYTHMICS/Would I Lie To You? (RCA)
10	10	10	11 KATRINA AND THE WAVES/Walking On Sunshine (Capitol)
33	27	19	12 MADONNA/Into The Groove (Sire/WB)
25	22	16	13 'TIL TUESDAY/Voices Carry (Epic)
29	23	18	14 CYNDI LAUPER/The Goonies 'R' Good Enough (Portrait/CBS)
34	28	20	15 PAUL YOUNG/Everytime You Go Away (Columbia)
21	20	17	16 GLENN FREY/Smuggler's Blues (MCA)
1	2	9	17 WHAM!/Everything She Wants (Columbia)
30	24	21	18 JOHN CAFFERTY & BEAVER BROWN.../Tough All Over (Scotti Bros./CBS)
5	5	13	19 BILLY OCEAN/Suddenly (Jive/Arista)
39	29	24	20 WHITNEY HOUSTON/You Give Good Love (Arista)
—	36	25	21 BRUCE SPRINGSTEEN/Glory Days (Columbia)
3	6	14	22 HAROLD FALTERMEYER/Axel F (MCA)
40	32	26	23 NIGHT RANGER/Sentimental Street (Cameo/MCA)
38	30	27	24 KIM CARNES/Crazy In The Night (Barking At Airplanes) (EMI America)
—	34	28	25 BEACH BOYS/Getcha Back (Caribou/CBS)
—	—	32	26 STING/If You Love Somebody Set Them Free (A&M)
12	12	15	27 KOOL & THE GANG/Fresh (De-Lite/PG)
—	38	34	28 AIR SUPPLY/Just As I Am (Arista)
22	21	23	29 LIMAH!/Never Ending Story (EMI America)
—	39	33	30 SUPERTRAMP/Cannonball (A&M)
4	14	22	31 SIMPLE MINDS/Don't You (Forget About Me) (A&M)
—	—	38	32 DARYL HALL & JOHN OATES/Possession Obsession (RCA)
—	—	40	33 DeBARGE/Who's Holding Donna Now (Gordy/Motown)
DEBUT	—	—	34 COREY HART/Never Surrender (EMI America)
BREAKER	—	—	35 DEPECHE MODE/People Are People (Sire/WB)
—	40	37	36 GRAHAM PARKER/Wake Up (Next To You) (Elektra)
DEBUT	—	—	37 POWER STATION/Get It On (Bang A Gong) (Capitol)
DEBUT	—	—	38 HEART/What About Love? (Capitol)
BREAKER	—	—	39 ROBERT PLANT/Little By Little (Es Paranza/Atlantic)
DEBUT	—	—	40 PAUL HARDCASTLE/19 (Chrysalis)

N&A Begins on Page 86

ADULT CONTEMPORARY

6	4	1	1 SURVIVOR/The Search Is Over (Scotti Bros./CBS)
4	3	2	2 TEARS FOR FEARS/Everybody Wants To Rule The World (Mercury/PG)
11	10	5	3 MADONNA/Angel (Sire/WB)
16	14	9	4 BEACH BOYS/Getcha Back (Caribou/CBS)
1	1	3	5 HAROLD FALTERMEYER/Axel F (MCA)
13	12	8	6 LIMAH!/Never Ending Story (EMI America)
2	2	4	7 BILLY OCEAN/Suddenly (Jive/Arista)
19	16	12	8 WHITNEY HOUSTON/You Give Good Love (Arista)
7	7	6	9 JULIAN LENNON/Say You're Wrong (Atlantic)
24	18	15	10 AIR SUPPLY/Just As I Am (Arista)
12	11	10	11 ALAN PARSONS PROJECT/Days Are Numbers (Arista)
—	—	18	12 DeBARGE/Who's Holding Donna Now (Gordy/Motown)
3	5	7	13 KOOL & THE GANG/Fresh (De-Lite/PG)
14	13	14	14 CHAKA KHAN/Through The Fire (WB)
18	17	16	15 BRYAN ADAMS/Heaven (A&M)
—	—	21	16 PAUL YOUNG/Everytime You Go Away (Columbia)
9	9	11	17 REO SPEEDWAGON/One Lonely Night (Epic)
22	20	19	18 JOHN FOGERTY/Centerfield (WB)
5	6	14	19 WHAM!/Everything She Wants (Columbia)
—	25	23	20 AMY GRANT/Find A Way (A&M)
25	23	22	21 DOLLY PARTON w/KENNY ROGERS/Real Love (RCA)
BREAKER	—	—	22 KENNY LOGGINS/Forever (Columbia)
—	—	24	23 GRAHAM PARKER/Wake Up (Next To You) (Elektra)
8	8	17	24 SADE/Smooth Operator (Portrait/CBS)
BREAKER	—	—	25 DARYL HALL & JOHN OATES/Possession Obsession (RCA)

N&A Begins on Page 66

AOR TRACKS

Three Weeks	Two Weeks	Last Week	
—	6	1	1 STING/If You Love Somebody Set Them Free (A&M)
1	1	2	2 ROBERT PLANT/Little By Little (Es Paranza/Atlantic)
4	4	3	3 SUPERTRAMP/Cannonball (A&M)
3	3	4	4 JOHN CAFFERTY & THE BEAVER.../Tough All Over (Scotti Bros./CBS)
8	5	6	5 NIGHT RANGER/Sentimental Street (Cameo/MCA)
37	14	10	6 BRUCE SPRINGSTEEN/Glory Days (Columbia)
27	15	8	7 HEART/What About Love? (Capitol)
27	15	8	8 TEARS FOR FEARS/Shout (Mercury/PG)
2	2	5	9 EURYTHMICS/Would I Lie To You? (RCA)
38	21	13	10 DIRE STRAITS/Money For Nothing (WB)
15	13	12	11 HOOTERS/All You Zombies (Columbia)
10	9	9	12 'TIL TUESDAY/Voices Carry (Epic)
—	40	16	13 TOM PETTY & THE HEARTBREAKERS/Make It Better (Forget...) (MCA)
—	—	21	14 JEFF BECK w/ROD STEWART/People Get Ready (Epic)
17	16	15	15 PAUL YOUNG/Everytime You Go Away (Columbia)
12	12	11	16 JOE WALSH/The Confessor (Full Moon/WB)
35	23	18	17 DON HENLEY/Not Enough Love In The World (Geffen)
51	37	24	18 ROBERT PLANT/Sixes And Sevens (Es Paranza/Atlantic)
18	18	17	19 GRAHAM PARKER & THE SHOT/Wake Up (Next To You) (Elektra)
24	20	19	20 ERIC CLAPTON/See What Love Can Do (WB)
—	47	26	21 RATT/Lay It Down (Atlantic)
—	57	32	22 COREY HART/Never Surrender (EMI America)
—	60	37	23 U2/Three Sunrises (Island)
6	8	14	24 PHIL COLLINS/Sussudio (Atlantic)
25	27	25	25 POWER STATION/Get It On (Bang A Gong) (Capitol)
44	34	27	26 DIRE STRAITS/Walk Of Life (WB)
23	19	23	27 VAN-ZANT/You've Got To Believe In Love (Network/Geffen)
14	17	20	28 KIM MITCHELL/Go For Soda (Bronze/Island)
58	46	41	29 BOB DYLAN/Tight Connection To My Heart (Has Anybody Seen...) (Columbia)
47	41	28	30 MEN AT WORK/Everything I Need (Columbia)

Complete Tracks Chart Begins on Page 68

BLACK/URBAN

2	2	2	1 FREDDIE JACKSON/Rock Me Tonight (For Old Time's...) (Capitol)
13	5	3	2 PRINCE/Raspberry Beret (WB)
6	1	3	3 JESSE JOHNSON'S REVUE/Can You Help Me (A&M)
15	10	5	4 LOOSE ENDS/Hangin' On A String (Contemplating) (MCA)
18	14	8	5 PHIL COLLINS/Sussudio (Atlantic)
1	3	4	6 MARVIN GAYE/Sanctified Lady (Columbia)
28	18	13	7 RENE & ANGELA/Save Your Love (For #1) (Mercury/PG)
26	17	14	8 MAZE w/FRANKIE BEVERLY/Too Many Games (Capitol)
29	20	18	9 SKIP WORTH & TURNER/Thinking About Your Love (4th & Broadway/Island)
22	16	15	10 DEELE/Material Thangz (Solar/Elektra)
9	7	7	11 READY FOR THE WORLD/Deep Inside Your Love (MCA)
10	9	9	12 NATALIE COLE/Dangerous (Modern/Atco)
—	30	21	13 DIANA ROSS/Telephone (RCA)
11	11	11	14 CHAKA KHAN/Through The Fire (WB)
—	34	25	15 LISA-LISA & CULT JAM/I Wonder If I Take You Home (Columbia)
25	21	19	16 KENNY G & KASHIF/Love On The Rise (Arista)
5	6	10	17 WHITNEY HOUSTON/You Give Good Love (Arista)
—	—	27	18 DeBARGE/Who's Holding Donna Now (Gordy/Motown)
8	8	12	19 CON FUNK SHUN/Electric Lady (Mercury/PG)
4	4	6	20 ATLANTIC STARR/Freak-A-Ristic (A&M)
—	—	33	21 CAMEO/Attack Me With Your Love (Atl. Art./PG)
27	24	22	22 KLIQUE/A Woman, A Lover, A Friend (MCA)
—	33	26	23 COMMODORES/Animal Instinct (Motown)
3	13	17	24 BILLY OCEAN/Suddenly (Jive/Arista)
12	12	16	25 WHAM!/Everything She Wants (Columbia)
—	38	32	26 NILE RODGERS/Let's Go Out Tonight (WB)
—	—	34	27 MIDNIGHT STAR/Body Snatchers (Solar/Elektra)
BREAKER	—	—	28 PAUL HARDCASTLE/19 (Chrysalis)
—	37	31	29 GEORGE CLINTON/Double Oh-Oh (Capitol)
32	27	23	30 RUN D.M.C./You Talk Too Much (Profile)
BREAKER	—	—	31 LUTHER VANDROSS/It's Over Now (Epic)
—	40	36	32 FORCE MD'S/Itchin' For A Scratch (Tommy Boy/Atlantic)
—	—	40	33 SISTER SLEDGE/Frankie (Atlantic)
BREAKER	—	—	34 CHERYL LYNN/Fidelity (Columbia)
DEBUT	—	—	35 STING/If You Love Somebody, Set Them Free (A&M)
DEBUT	—	—	36 FOUR TOPS/Sexy Ways (Motown)
BREAKER	—	—	37 ARETHA FRANKLIN/Freeway Of Love (Arista)
DEBUT	—	—	38 STANLEY CLARKE BAND/Born In The U.S.A. (Epic)
38	35	39	39 HOWARD JONES/Things Can Only Get Better (Elektra)
BREAKER	—	—	40 RJ'S LATEST ARRIVAL/Swing Low (Atlantic)

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