NAB: PAPER ADDS JEOPARDIZE LICENSES
An NAB legal memo warns added 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.

NEW SOURCES FOR SALESPERSON
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.

CABLE COMPLICATES RATING 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.

PEOPLE IN THE NEWS THIS WEEK
- Doug Kiel Station Manager at WOKY & WML
- Robert Scherer Station Manager at WHAS & WAMZ
- Jeff Elliott & Jerry St. James WFVR morning team
- Cajun Ker Cooper WEZB's morning man
- Carl Conner PD at KCMG
- Tom Jackson GM/VP at WKSI
- Phil Mueller OM at WOAI

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

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

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.

"WE ARE THE WORLD" REVENUES HEADED FOR AFRICA
Harvey Mednick follows up as the music industry's biggest promotion delivers the goods to Ethiopia.

Hodgdon WTOKS OM, Taub Now WTOP ND
Coinciding with its switch from Beautiful Music to Transstar's Format 41, WTOKS/Washington has appointed David Hodgdon as its Program Director. 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 WKBK/Manchester, NH. During those 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.

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

WTOP OM Holland Cooke, who worked with Hodgdon at WKBK 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'll be 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 cap-""I'm very proud of our morning team. I'm sure Judy is largely responsible for the success our morning show has seen. I'm WTOKS & WTOP.""See Page 6

Seller Named WPIX VP/GM
WWWE & WDKO/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 Milt Mills, who will relocate to Minneapolis next month to serve as station's new traffic / Ad re- vative VP, overseeing the St. Louis stations, as well as WDBI & WIRK/Memphis and WLAV.

FM Share Up To 70%
FM continues to surge ahead of AM, commanding 71% of all radio listening, compared to 68% a year ago. That's one of the key findings from the spring 1986 RADAR report of network listenership between May 1985 and April 1985.

Statistical Research, which issued the report this week, said fully 91% of all teen listening is to FM, compared to only 45% for people 50+.

The RADAR report concluded that 96% of all persons 12+, or 184 million people, listen to radio each week. Network ra- dio's audience was virtually un- changed from last year, with 26% of all persons 12+ hearing one of RADAR's nine subscribing networks during the course of a week.

RADAR audience figures for individual network programs and commercials will be released in July.

Ludlum Directs WCBS News, Programming
After two years as News Di- rector for the CBS Owned 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 present, and currently replaced Paul Jeffers, who has left the station to devote more time to his career as an author.

CBS/WPIX VP Joe McQuaid called Ludlum "eminently qualified" for the job. "He's not only familiar with the operations, 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 sub-""It's 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'll love it. I know most of the people and they know me."

Green Named Exec. VP At Wagontrain
Former Media Central Ex- ecutive Vice President Harold Nees has been named Exec. VP of Wagontrain Enterprises in Alhambra. Green will su- prime Wagontrain's seven ra- dio stations and local cable ra- operations, and will be responsible for future radio and cable ac- quisitions.

Wagontrain President Wil- liam Sanders commented, "We've been friends and active competitors for years. Harold has had a remarkable career, not only at exit level of respon- sibility but also in all facets of broadcasting — including radio, television, and cable."

Prior to joining Chattanoogabased Media Central, Green was VP/Operations and Engi- neering at Field Communications in San Francisco. He previously served as General Man- ager at WRC & WYTS/Washington.

The seven radio stations own- ed by Wagontrain Enterprises are: KOTE & KKZ/Z/Lancaster, CA; KAAN & KKIZ/Santa Paola, CA; KPER & KHOB/Hobbs, NM; KHE & KVIB/MAUI, HI. The company also recently purchased Los Angeles-based consulting firm Drake-Chen- ault.
CARLY SIMON
The First Single
"Tired Of Being Blonde"

Management & Direction by Tommy Mottola
Champion Entertainment Organization Inc.
**WRESTLING WITH RADIO**

WB artists Pinkard & Bowden make the fatal mistake of challenging WSM-FM/Nashville's finest feminine tag team, the wrestling showdown.

Sharon Allen and a series of candid photos tell the sad story. Page 49

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**FIVE-YEAR CONTRACT**

WEZB Inks Cooper To $1 Million Deal

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

Mueller Joins WOAI As OM

Paul Mueller, Radio news veteran Phil Mueller has been named to the newly-created post of Operations Manager at NewsTalk/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 Johnnie 10 see 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."

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**CONFIRMING COUNTERPOINT**

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

Wordlinger Corporate PD Todd Chase explained, "We're attempting to position 96X in a different manner compared to the other CHR stations in town. Using the continuous countdown 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 latest 16 hottest records, there will be burnout, and we'll adjust as needed. The format will be high-volume, but will include survey extra, so we'll be involved in breaking new product as well. There will be no live jocks in the openings of the format so as not to take away from the impact of the sound."

The identification of aX and the survey position of the songs will be affected using a random package of over 600 different stagings, which include jingles. As of press time, the format was due to hit the air June 15. OM/PD Jim 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 KISS-AM & FM/Los Angeles, WCZY-FM/Detroit will begin simulcasting its CHR format with 560 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 reconfiguration of the facilities to allow for the eventual separate programming of the two stations, with the AM station going to 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 Pur- tano'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. Pursuto signed WCZY three years ago following a buyout on AM radio in the market, and recently signed a longterm contract with WCZY.

**Elliott & St. James Take WFYR Mornings**

After three years together at WMJC/Detroit, Jeff Elliott and Jerry St. James have accepted the morning show at A/C outlet WFYR/Chesapeake, beginning July 15. As part of the changes, interim morning man Bob Bateman will resume his afternoon show.

**Scherer WHAS & WAMZ Station Manager**

Veteran sales executive Bob Scherer has been promoted from General Sales Manager to Station Manager at WHAS & WAMZ/Lou- isville. 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 WKSJ**

WQRK Drops A/C Gold For CHR Approach

WQRK/Greensboro, NC will shift from A/C-Gold to CHR format, adopting new calls WKSJ. In addition, Tom Jackson, Operations Manager at crosstown A/C station WBIG, has joined as OM/PD, filling a position left open for several months after Joe Collins crossed the street to compete with WQSC.

WPET & WQRK GM Stan Tham- m explained, "We've been an A/C- formatted station playing a com- plicated format of A/C hits, recur- rents, beach hits, and others. With a CHR in Greensboro proper, and because of the impact of WQSC, we're launching the format with T. V. and billboards."

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

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**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.

WOCY & WMIL President/OM Mike Jorgenson said, "Doug has done a fine job staffing WILX, gearing up the promotional and marketing efforts, and really making it sing. He was the obvious choice for this position. Doug's moving up because it will enable us to smooth the internal operations for both our stations here. It will also free me up to help smooth (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 confidence to put me in charge of the product of both stations."

Kiel has been in Milwaukee since 1973, having previously worked at WEMT & WMXW. He joined WOKY as AC Director in 1986 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.

Doug Kiel

---

**Conner PLL At KCMG**

Keyboard Broadcasting, which will take over KKKC/Kansas City from Golden East of Missouri, Inc. next month and switch formats from A/C to Urban Contemporary with new call letters KCMG, has named veteran Black radio program- manager Carl Conner PD.

Conner has been out of radio for the past two years, but brings program- ming experience from WDLA/Memphis, WMOK/Atlanta. COOPER/See Page 6
Introducing the Predictor

Research should lead to ratings. If your present market research isn't traveling in a direct path from execution to diary payoff then you're wasting time, money and effort. And, sadly, in most cases that's more the rule than the exception.

Now things have changed. Jhan Hiber, one of our industry's best-known market research experts, has also drawn upon his experience as Manager of Market Reports for Arbitron to create the first diary based perceptual research system — The Predictor®

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JHAN HIBER & ASSOCIATES
P.O. Box 1220, Pebble Beach, California 93953 (408) 625-3356
Golden Isolation

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

Collins Collects Congrats

Phil Collins recently played Radio City Music Hall in New York with his tour band, the Hot Tub Club. Pictured are Atlantic EVP, VP/GM Dave Grew, Collins, Atlantic Chairman Ahmet Ertegun, and label VP Ani Mardin.

Vega Performs At Bottom Line


Fat Boys Gain Gold

Sutra artists the Fat Boys were presented with 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 Wimbly, Darren "Human Beat Box" Robinson, and Prince Markie Dee Morales; (l-r) Sutra President Art Kasa, 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 Yetzkoff; at right, pictured are (l-r) Philip Bailey, Cyndi Lauper, Carl Wilson, Joan Jett, and E/P/AS Sr. VP/GM Don Dempsey.

WTKS & WTOP

WTOP/WTOP

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

His past successes have been outstanding, the Hot Tub Club. Pictured are Atlantic EVP, VP/GM Dave Grew, Collins, Atlantic Chairman Ahmet Ertegun, and label VP Ani Mardin.

Conner

WVON/Chicago, WTMP/Tampa, WBAY/Cleveland, and WKOS/Columbus. He told R&R, "At road places, it's only a job, but (principal) 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."

STAFF

Ty 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 Yetzkoff; at right, pictured are (l-r) Philip Bailey, Cyndi Lauper, Carl Wilson, Joan Jett, and E/P/AS Sr. VP/GM Don Dempsey.
Blast off!
With the news that’s really goin’ places.

To break through the airwaves
with news, you gotta have
the technology. Otherwise, you’ll
be left behind. At United Stations
Radio Networks we take off daily
with the most concise, informative,
up-to-the-minute newscasts, carried
by state-of-the-art technology.

At the helm, we’ve got
Dave Cooke, the only network radio
news director working on-air.
Backed up by the largest radio-only
news crew in Washington.
Linked to a London News Center
that’s tapped into the very heart of
the international scene.

And it’s all brought back via
satellite, on Satcom 1R, Transponder 19,
over 6 live channels. Add to that
the power of 250 wholly owned earth
stations, and you’re takin’ about the
ability to broadcast to all of the
people, all of the time.

You can’t be a follower when you
want to lead the largest audiences.
US1s 18–49 year old listeners
and US2s 25–54 year olds.
That’s why we took the news to
new heights. And why
we’ve got America by the ears™
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, WPKX & WIRK/West Palm Beach, WOWO & WIDE/Fl. Wayne, WTX/New Orleans, KOMA/Oklahoma City, and WIBA-AM & FM/Madison.

Josephson retains ownership of International Creative Management (ICM), as well as WZKC/Rochester, WKKO & WSNY/Columbus, WNOO-AM & FM/Chicago, 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.

We are proud of our record in the Old Dominion of recent station transactions both large and small.

**WBBI/WABN** - Abingdon, VA
**WAMV/WCNV** - Amherst-Lynchburg, VA
**WHHV** - Hillsville, VA
**WLVA** - Lynchburg, VA
**WGH/WNSY** - Norfolk/Newport News, VA
**WKEX** - Blacksburg, VA

Our Associates
Charles Giddens and Mitt Younts - Radio
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Member of the Virginia Association of Broadcasters

**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 WHST/New York, KNEW & KSAN/Oakland-San Francisco, WAK & WMMS/Cleveland, WGKY & KEEY/Minneapolis, and KRXY-AM & FM/Denver.

WZUU (AM) broadcasts with 5 kW at 1290 kHz; WZUU-FM has 34 kW, on 95.7 MHz at 610 feet.

**WQEX/FORT MYERS BEACH, FL**
Price: $3.5 million
BUYER: Justice Broadcasting, headed by Larry Justice, who also owns WCIB-FM/Cape Cod, MA, and WCRR-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 & FMLUBBOCK, TX**
Price: $1,450,000
BUYER: Broadcast Holdings, headed by Jack Rich. He also owns KKM & KEZ/E Paso.
SELLER: KRLB, Inc.
DIAL POSITION: 1380 kHz; 99.5 MHz
POWER: 500-watt daytimer; 46 kw at 630 feet a.a.t.
FORMAT: Oldies - A/C

**WJBR-AM & FM/ WILMINGTON, DE**
Price: $4.3 million
BUYER: CRB Broadcasting, which also owns WAEB & WXXI/Allentown, PA, WHEZ/Keyes, WV, and WCTR/Huntington, WV.
SELLER: WJBR, Inc.
DIAL POSITION: 1290 kHz; 99.5 MHz
POWER: 1 kw daytime 50 kw at 500 feet a.a.t.
FORMAT: Nostalgia - Beautiful Music
BROKER: Blackburn & Co.

**WFBZ-PLANTATION KEY & WPLC/MARATHON, FL**
Price: $1,125,000
BUYER: G&H Corp., headed by Rudy Gresham and Louis Athley.
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

**WEED & WRSV/ ROCKY MOUNT, NC**
Price: $1 million
BUYER: Woolson Broadcasting, headed by Mark Woolson, who also owns WWGQ-FM/Wilmingon, NC, and, pending FCC approval, WWGQ-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
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

**WJBS-CHESAPEAKE, VA**
Price: $3.5 million
BUYER: FMG.
SELLER: FMG
DIAL POSITION: 990 kHz; 92.9 MHz
POWER: 1 kw 380 feet
FORMAT: Country

**FSBC-CHARLOTTE, NC**
Price: $6.5 million
BUYER: brushing.
SELLER: brushing
DIAL POSITION: 103.1 MHz; 99.5 MHz
POWER: 5 kw 300 feet
FORMAT: Country

**KSPV & KTZA/ARLETON, NM**
Price: $600,000
BUYER: Carl Adams & Sam Beard.
SELLER: KLVR/Chipita Falls, TX
DIAL POSITION: 1480 kHz; 104.1 MHz
POWER: 500-watt daytimer; 50 kw at 348 feet a.a.t.
FORMAT: Country

**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 (f) are Emotions member Wanda Hutchinson, Motown President Jay Leary, 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 (f) are WEAs Peter Ikin, Rickie Lee, drummer Art Rodriguez, tour manager Leo Rossi, and WEAs Steve Hands.
"We had to get the architect in after we hired Selcom as a Rep."

What every station manager desires is a sales line that can literally raise the roof. A soaring sales line indicates growth. But, in a market that becomes more competitive every day, it’s hard enough just to maintain the status quo.

That’s when a really good rep, a rep like Selcom, makes the difference. Like most effective reps we’re hard working and persistent. But, for us, hard work and persistence are just good places to start. We go further. We understand the individual station and that station’s market. We find new ways of tapping the market. And, as part of Selkirk Communications, we bring enormous resources to each and every problem.

It’s why we’ve been able to move our member stations off the status quo, increase their billings and send their sales figures straight through the roof.

If you’re suffering from sedentary sales, let us put some excitement in your conference room. Call Vincent A. Gardino at Selcom Radio.

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Selcom Representation. The advantages will be obvious.
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 add fray, 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 promoters. No payment of money is needed to obtain a conviction—only the intent to defraud.

The law calls for up to a $1,000 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 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 not report the station status of any station that continues to engage in paper adds and also noted 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 34-hour periods of continuous monitoring of the station's aircheck. 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 "they understand the payola rules."

FCC Urges Broadcasters To Get Lifetime Licenses

Anyone holding a First Class, Second Class, or General Radiotelephone Operator license should immediately file for lifetime licenses 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 726, 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's Philadelphia did not violate the personal attack rule by failing to provide reply time to a local savings bank whose lending practices were criticized in a WPEN real estate talk show, the FCC ruled last week.

After a complaint was filed against 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 a 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 FM's 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, MA (106.3); Quiltman, GA (105.3); Mechanicville, MD (98.3); Deer River, MN (105.5); Oxford, MS (101.2); Canton, NH (107.1); Big Flats, NY (97.7); Walla Walla, WA (102.9); 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 disallowed, the FCC warned. Licensees whose pending petitions have been disallowed for the previous application windows, the FCC said, "should promptly withdraw them."

NAB has asked the Copyright Royalty Tribunal to grant 1% of the 1985 cable royalty fund of $80 million to commercial radio. Similar requests have always been rejected in the past.

NEWS BRIEFS

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 Rather, 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/Privacy 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.

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 copyrights, 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 actress Loretta Swit and Senator Copyright Subcommittee Chairman Charles Mathias (R-Md).
Radio's Most Successful July 4th Special Returns!

FROM BRITAIN WITH

LOVE II

THE CONTINUING INVASION continues...

BRITISH

The perfect holiday special for AOR, CHR, and AC, celebrating the 20th Anniversary of the British rock & roll invasion!

Twenty years (and 12 hours) of hits from the U.K. with fascinating actualities and insights from the people who have given us two decades of great rock from across the Atlantic.

Beginning with George Martin on the making of the first Beatles' record to Julian Lennon as he begins his first American tour and all the great music in between.


Produced by
DIR Broadcasting

OH WHAT A FEELING!
TOYOTA

DIR

Pepper
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.
How Many Managers Are You?

The best and the brightest adapt their management styles to suit each employee, claims Kenneth Blanchard, author of "Leadership And The One-Minute Manager" (William Morrow & Co., $15). Blanchard identifies four basic types of management styles:

- "directive" or "tell me what I do" style works best with beginning employees. Meanwhile, the "supportive" or "I'll be here if you need me" style is most effective with employees who know their jobs but lack confidence or commitment.
- The "coaching" style is a combination of service and support and is ideal for the learning employee who needs assistance or encouragement. Finally, the "delegating" or "tell me when you've finished this" style is most suited when supervising old pros who know their jobs and have sufficient motivation to work on their own.

Limiter-Processor-Compressor Available

The "Model 440," an all-in-one limiter processor-compressor, is currently being offered by Nashville-based Valley People, Inc. This single-channel device is capable of simultaneously limiting, compressing, and expanding broadcast material while eliminating high-frequency components in sibilance (de-essing).

The limiter control section has an attack of 1 us/dB or less, a continuously variable threshold, a fixed 60:1 ratio, and a variable release time. The Model 440's compressor control section features a continuously adjustable threshold, attack time, ratio, and release time. An interactive expander control is integrated with the compressor control circuitry to reduce residual noise, while a special release coupling makes the transition from compression to expansion imperceptible.

The circuitry of the dynamic sibilance processor analyzes the sibilant waveform in order to detect and cancel only the objectionable portions of the sibilant sound, such as whistles. By canceling these components instead of equalizing the signal chain, the unit does not affect the tonal balance of the mixed program material.

For further information, contact Norman Baker at (615) 383-4737.

U.S. To Grow Slower

America's population will continue to grow through the year 2000, albeit at a rate of 0.8% per year, rather than at the 1.1% rate between 1970-82. According to the latest projections from the National Planning Association, 84% of the nation's growth will take place in the West and South. However, the growth rates in these regions will slow significantly, resulting in less of a difference in growth rates between the states as a whole.

Arizona, Nevada, and Florida should be the fastest-growing states, each with estimated increases of more than two percent of their 1982 population annually. In other words, Florida's 2.2% annual growth rate should add more than five million people to its current 10 million-plus population by the year 2000.

Meanwhile, Arizona's 2.7% annual growth rate will increase its population by almost 1.7 million, nearly double the 1982 figure of 2.8 million Arizonans. Nevada's population, growing at 2.3% annually, will soar from 878,000 to 1.3 million.

California To Gain The Most People

The state gaining the largest number of people should be California, with 5.8 million new quiche-eaters in the next 15 years. Florida comes second, followed by Texas with 4.7 milion, the abovementioned Arizona, North Carolina, Washington, and Colorado, all of which will gain more than one million persons by the end of the century.

Twenty states should grow at a rate of one percent of their current populations, while only West Virginia and the District of Columbia, with estimated growth rates of 0.5% and 0.9% respectively, are expected to lose population.

While Montana, New York, and North Dakota are likely to remain stable and all other states not mentioned previously are predicted to gain in population, 80% (or 40) states are likely to grow slower than during the 1970-82 time period.

'84 NARM Survey Shows Little Change

The most recent report from the National Association of Recording Merchandisers (NARM) isn't much different from 1983's findings. Audio-cassettes have now surpassed discs as the configuration of choice among retailers' customers with 49.2% of the retail sales volume, as compared to 39.3% of this same sales volume coming from LPs.

Elsewhere on the retail sales front, compact discs are up to 4.0% of the sales volume, while 45rpm singles account for 5.6% and 12-inch singles 1.9%. Interestingly, the average retail transaction involves 1.9 units at an average of $7.37 per unit, or $14 total.

Rack jobbers report similar findings, doing 70% of their business in cassettes, 20% in LPs, almost five percent in 45rpm singles, four percent in compact discs, and just short of one percent in 12-inch singles.

The overwhelming majority of rack customers are discount department stores, which account for 71.9% of the total rack sales volume. Another 16% of the rack business is split evenly between traditional department store and supermarkets, although we'd be hard-pressed to find discs in either location in the Los Angeles and other major metros.

213-553-4330 'The Call That Gets It All'

RADIO & RECORDS

RAR FRIDAY, JUNE 14, 1985/13
Bill Bailey has been tapped 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.

**PROS ON THE LOOSE**

Nick Bazoo — PD KMLE/San Francisco (415) 331-6500
Brad Fuhr — PD WZOK/Rockford (815) 226-7023
Vicki Hodgson — PD KORS/Minneapolis (612) 535-4509
John Kizer — GM KCCI/Kansas City (913) 341-5810
Dave McKay — PD WWBA/Tampa (813) 536-5195
Michael Picozzi — PD mornings WYSP/Philadelphia (215) 664-4662

**A&M Names Garber, Durgan**

Jesus Garber

Jesus Garber has been tapped as A&M 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 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.

**Spetch Heads Christal/Houston**

Susan Spetch has been named as Manager of its Houston office. She came to Christal from KKLB-FM/Atlanta, where she worked as a senior AE since 1983. Prior to that, Spetch worked as a Regional AE for Warner Amex 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 Hart-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 Meliovin. 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.

**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.

**CHANGES**

David Trivanovich, former Advertising/Promotion Director for New Generation/Flaunt, 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 WBBM/McDonald.

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

Patti Smith appointed Purchasing Agent at Crown International, Inc.


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

Babette Meyer, former Assistant Account Executive with Mike & Marley/Boston, named Account Executive at WEEI/Boston.

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

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

John Brickle formerly with Moore Business Forms, Inc., joined the Boston Sales Team at McGavren Guild Radio.
ST. ELMO'S FIRE
(MAN IN MOTION)
THE THEME FROM THE ORIGINAL MOTION PICTURE SOUNDTRACK "ST. ELMO'S FIRE"
FEATURING
JOHN PARR
PRODUCED BY DAVID POSTER.
ON ATLANTIC RECORDS & CASSETTES.

ORIGINAL MOTION PICTURE SOUNDTRACK
ST. ELMO'S FIRE
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 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 ghoul train is how it affects radio rating crediting. For example, according to Arbitron executives, cable-originated stations would have garnered enough listening in 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 "FM95" 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 muddied. According to the Arbitron spokespersons, 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-augmented 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.

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.

The Future

Given that this problem will probably be occurring more and more often, Arbitron and Birch should review and publicly stake 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 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.

Infiltrating 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.
TOM PETTY AND THE HEARTBREAKERS
THE BEST OF EVERYTHING

Tom Petty and The Heartbreakers in a 2-hour artist profile that delivers their absolute best. In-depth interviews with Tom and the band that chart the progress of their unique sound and style. Plus their best songs, including Breakdown, Don't Do Me Like That, Refugee, some rare live recordings, and their latest hits, Don't Come Around Here No More, Make It Better (Forget About Me), Rebels, The Best of Everything and It Ain't Nothing To Me from their MCA lp Southern Accents.

The Best of Everything can be yours. Call 212-654-5538.

TOM PETTY ON TOUR

JUNE
14 PHILADELPHIA, PA
15 MEADOWLANDS, NJ
16 SARATOGA SPRINGS, NY
18 CLEVELAND, OH
19 INDIANAPOLIS, IN
21 DETROIT, MI
22 CHICAGO, IL
23 ALPINE VALLEY, WI
25 ST. PAUL, MN
26 KANSAS CITY, MO
28 OMAHA, NE
29 TULSA, OK

JULY
2 NORMAN, OK
3 AUSTIN, TX
5 DALLAS, TX
6 SAN ANTONIO, TX
7 HOUSTON, TX
9 NEW ORLEANS, LA
11 ATLANTA, GA
12 TAMPA, FL
13 MIAMI, FL
21 SEATTLE, WA
26-27 BERKELEY, CA
30 PHOENIX, AZ

AUGUST
1 LOS ANGELES, CA
5 COSTA MESA, CA

Produced exclusively for NBC Radio Entertainment by Denny Somach Productions.

Airing the weekend of June 21-June 23.
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-burned 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 pelvising blast of rock & roll. "Hey, whaddya do that for?" growled Johnny.

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

Rock Of Your Life

Depending on which critics debate the issue, 1965 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 35-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, 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, actuality, 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 dance copses, and the double feature at the drive-in? Well, those lines are back... at least for the summer. CBS Radio and "The Spirit Of Summer," which debuted over the Memorial Day weekend, 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 4th 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 EDT.
- 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 EDT 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 target- ed 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 200th 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 WWL's London correspondent Roger Scott, the show airs the week of June 24.
- On July 4, WW1 presents Hall & Oates live in concert from New York Harbor "within the shadow of the Statue of Liberty." The two-hour presentation includes guest appearances with both Daryl and John, and the concert itself winds up the group's "Big Bang U.S. Tour.
- Also scheduled over the July 4th weekend is a six-hour Rolling Stone personality 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 top 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-Rabin 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 one-hour special focusing on interviews and music from the Mary Jane Girls, New Edition, DeBarge, and other popular urban artists.
The Weekend

The Week Of

THURSDAY

June 24

The Concert (WO)

The Concert

June 27

Country Report with Ron Martin (WRN)

Country Today (MJI)

Solid Gold Country

June 28

Country Report with Ron Martin (WRN)

Mel Tills

Solid Gold Country

FRIDAY

June 24

The Concert (WO)

The Concert

June 27

Country Report with Ron Martin (WRN)

Country Today (MJI)

Solid Gold Country

June 29

Country Report with Ron Martin (WRN)

Mel Tills

Solid Gold Country

MONDAY

June 24

Country Report with Ron Martin (WRN)

Mel Tills / Glen Campbell

Solid Gold Country

June 26

Country Report with Ron Martin (WRN)

Mel Tills

Solid Gold Country

TUESDAY

June 25

Country Report with Ron Martin (WRN)

Mel Tills / Glen Campbell

Solid Gold Country

WEDNESDAY

June 26

Country Report with Ron Martin (WRN)

Mel Tills

Solid Gold Country

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 Aalmann and AP Network News correspondent Warren Levine are the co-authors of the program.

Contact (212) 350-4862 for more information.

Chevel's "The Sound" The Westwood One Radio Network has arranged its second merchandising co-sponsorship concert tour. The network will co-sponsor, with Chevel's 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.

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 audio clips 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) 371-6550 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, D.C., June 19-20. "Dying For Attention," a half-hour special slated for June 16, and "Surviving Suicide," a five-part "Newsline" series of 90-second reports on June 17-21, focus on teenagers who have made unsuccessful suicide attempts.

NBC News correspondent Peter Lauber 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 7:00 to 7:59am and from 10:06 to 10:59am. Affiliated stations may carry the program in 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 Aalmann and AP Network News correspondent Warren Levine are the co-authors of the program.

Contact (212) 350-4862 for more information.

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 nationally on public radio stations every Sunday from 9:11 to 11:APM, 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 Stations 1-R.

Call (515) 762-7890 for further details.

NETWORK SPOTS

NETWORK PROMOS

• Janis Bureanga has been named VP/Creative Services for United Stations Radio Network. Prior to joining United Stations, Bureanga was the principal of the Bureanga Agency, Inc., a public relations and promotion firm 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 Pagnia as the color announcer for the upcoming season of Notre Dame football. Pagnia will join play-by-play announcers Tony Rob- erts for Mutual's 18th consecutive year of Notre Dame coverage. Pagnia is a former Notre Dame assistant coach and quarterback coach for the Kansas City Chiefs.
Hot Rock 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 of music.

Available on a market exclusive swap/exchange basis to radio stations in the 177 Arbitron rated metro markets. For station clearance information call The United Stations Programming Network today @ (212) 566-9870

For national sales information call our New York office at (212) 575-6000

DARYL HALL & JOHN OATES
RED SLEEP WAGON

TINA TURNER
THE POINTER SISTERS
KENNY LOGGINS
WHAM!

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 Rock's 1985!"
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.

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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 sales people 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 smirk your lips, you old-timers (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 are manager are recognized as maintaining an open door policy, with a commitment to assist the progress of those on your 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 business. Certainly time and effort are expended on your part. But the return on your interest will be 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 trainers, realizing they would have faster upward mobility in radio, hold out promise. Newspaper space salespeople, on the other hand 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. A group that's been sought-after professionals in that field today. But the business has its shortcomings: start-up companies, unstable products, and competitive break-throughs 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 capable trained and have a propensity for following 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, 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 agent 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 quality 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, foot brokers, manufacturer's 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 salesman - 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 . . .

Ron Cutler, producer of

- The Rick Dees Weekly Top 40
- Musical

(Hosted by the award-winning Chuck Southcott)
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 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 LPs, 4.3 million 7" singles, and 770,000 12" singles sold. And those are domestic numbers only, representing $5 million. That’s $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 4pm 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 (particularly high-protein biscuits and vitamins), one-third for medicine (intravenous and rehydration fluids up 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 with the Sudan (6-11), Harriet said, “It was a thrill to see the cargo actually offloaded 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

FMP/Sacramento led the way for support of USA For Africa in the capital city of California, raising over $300,000. 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 Zinfindel 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.

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...

DATELINES

June 18
“A Celebration of Radio Creativity,” the Radio Advertising Bureau’s 18th Annual Workshop

September 11-14
“Radio ’85,” the second annual Radio Convention & Programming Conference, presented jointly by the NAB and NRRA
Dallas Convention Center.

September 11-14
Radio-Television News Directors Association’s International Conference
Opryland Hotel, Nashville.
Riding high at the top of the alternative charts . . .
Strong sales . . .
Get on board and enjoy the “LOW-LIFE”

“LOW-LIFE”
The new album from new Order
Featuring the stand-out tracks “THE PERFECT KISS” “LOVE VIGILANTES”
Black Cars (HME/CBS)  
LP: Black Cars  

122/10 48%  

THE PROOF IN BLACK & WHITE!

26/R&R FRIDAY, JUNE 14, 1985
The English Band
with
The French Name
with
The American Hit

DEPECHE MODE “People Are People”
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 PRESTIGIA/COMO and co-lyricist/engineer/vocalist ROB GRAYSON, who's Production Director at AM sister WMC.

Four-year IRS RECORDS Director/A&R JOHN GUARNIERI has joined EMI AMERICA as Manager/A&R.

Another heavy-weight personality has joined Oldies outlet WMJK/CHICAGO. Original WCFL crewmate JOEL SEBASTIAN 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. KVOCICASPER afternoon man DON RICHARDS has been upped to PD for the Country outlet. KIM GILLUND is the new PD/M 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 didn'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 "SMLIN' JACK" DONOVAN is the new PD at Country-formated WLW/F/MONTGOMERY, while morning co-host GINA MCGEE moved up to...

Former WSBN-AM/FM’s GARY DICKSON. His wife Cindy, who brought forth son Robert Richard (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)... WRXJ/Atlanta AM Gordon to COLUMBIA VP/AOR PAUL RAPPAPORT and his wife Sharon on the birth of son Aaron (6-1)... Diaper duty is in order for Shelby Lynn, born to KWSJO/DES SAVOY'S JOHN WELCH and his wife Sharon... and warming bottles are WENS/SOUTHPOLE's RYAN JENKINS, who's newest "add" is Sean Patrick (6-6).
Can you guess which of the following is...
**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 Heenan, 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. Arana.) Immediately preceding Duran Duran was Lani Hall with “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’s “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 singing 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 “I’m 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 “Music 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 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 CHIL, 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 being available. But by debuting on the CHR chart May 24 at No. 35, 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 only one 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 “Revel” got off to an impressive start by placing their first two singles at No. 1 on the Black/Urban chart.

A finale for Roxannamania: 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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1965</td>
<td>“Goldfinger”</td>
<td>Shirley Bassey (7)</td>
</tr>
<tr>
<td>1966</td>
<td>“Thunderball”</td>
<td>Tom Jones &amp; Nancy Sinatra (78)</td>
</tr>
<tr>
<td>1967</td>
<td>“You Only Live Twice”</td>
<td>Nancy Sinatra (78)</td>
</tr>
<tr>
<td>1968</td>
<td>“The Look Of Love”</td>
<td>Sergio Mendes (4)</td>
</tr>
<tr>
<td>1972</td>
<td>“Diamonds Are Forever”</td>
<td>Shirley Bassey (23)</td>
</tr>
<tr>
<td>1973</td>
<td>“Live And Let Die”</td>
<td>Paul McCartney &amp; Wings (24)</td>
</tr>
<tr>
<td>1977</td>
<td>“Nobody Does It Better”</td>
<td>Barry Manilow (5)</td>
</tr>
<tr>
<td>1981</td>
<td>“For Your Eyes Only”</td>
<td>Sheena Easton (1)</td>
</tr>
<tr>
<td>1983</td>
<td>“All Time High”</td>
<td>Octopussy (Octopussy)</td>
</tr>
</tbody>
</table>

Fourteen James Bond movies have produced five Top Ten CHR hits, with two No. 1’s (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).

Charts 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 purposes of comparison. Interestingly, the Nancy Sinatra record had one of the widest CHIL/BB disparities I’ve ever seen — it went to #44 in Billboard and #87 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"

(Full credits and details on backside)
THE SOUND OF CHR TOMORROW IS ON RCA TODAY

RICK SPRINGFIELD
"State Of The Heart"

CHR NEW & ACTIVE

B104 KEGL WHYT Q103
WNYS Y100 KBEQ KOPA
WCAU-FM B97 ZZ99 KMEL
PRO-FM WNVZ KHTR KPLUS
Z93 WGCL KWK

Also Added At:
B97 25-21
WNVZ 37-24
WQID 31-28

WBWB 40-37
WHY 40-37

WQID 31-28
WQID 31-28

DARYL HALL & JOHN OATES
"Possession Obsession"

CHR Chart: 32
Now On Over
195 CHR Reporters!

WXKS-FM deb' 33
WNYS 32-25
B94 deb 30
WHTX add 30

PRO-FM 31-27
94Q 32-29
ZZ99 27-24
93FM deb 29

KHTX 36-32
WPST 35-31
WQID add 32
WKZT add 29

KPLUS deb 32
KPLUS deb 32

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"
All Year Long

If 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 #1 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-usual "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. (Danny Doherty was born in Halifax and had been a member of something called the Hallifax 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.) Delirious'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 Atlantic's Omni. On the same day, Rare Earth's Peter Hansen 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' "God Save The Queen." The next day Paul Cook is crucified 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."
Birthday: Al Wilson 1939.

THURSDAY, JUNE 20

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

FRIDAY, JUNE 21

1971: Three and a half days late, Pointe Coupee, 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.
Birthday: Ray Davies 1944.

SATURDAY, JUNE 22

1968: The Jeff Beck Group makes its American debut at New York's Fillmore 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.

SUNDAY, JUNE 23

Linda Ronstadt must like songs released on this date, since she remake 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.
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 dissolve 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 grandaddy of the group is legendary KMOX/St. Louis, which routinely pulls astonishing Arbitron shares (in the 20%) 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 WCBS/New York to all-News in 1967. Then came the big year, 1968, when News formats were installed at KCBS/San Francisco.

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 rejoins KOA/Denver as Agri-Business Editor with a 5-7 a.m. Saturday show, while Gary Tessler returns to take over the 2-4 a.m. weekday talk slot.

Kevin Joyce is back on morning drive duty at WXYT/Detroit after a month's sick leave following a heart attack. Ken Koreth joins the KCBS/San Francisco lineup for San Jose State U football-play-by-play. Literally on the move recently were WRRK/Boston's morning team of Ted & Janet, whose show originated from Rome, and WOAI/San Antonio's Carter Washam, with the station calling for a week from Washington, DC.

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. The following chart demonstrates, the CBS stations have seen only modest drops in overall 12+ shares, while holding onto their rankings within individual markets:

<table>
<thead>
<tr>
<th>Fall '78</th>
<th>Fall '84</th>
<th>Share</th>
<th>Rank</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>KCBS/San Francisco</td>
<td>7.0 (2)</td>
<td>9.2 (1)</td>
<td>+2.2 +2</td>
<td></td>
</tr>
<tr>
<td>KNX/Los Angeles</td>
<td>4.2 (5)</td>
<td>3.7 (6)</td>
<td>-0.5 -1</td>
<td></td>
</tr>
<tr>
<td>KMOX/St. Louis</td>
<td>5.4 (4)</td>
<td>5.0 (4)</td>
<td>-0.4 -1</td>
<td></td>
</tr>
<tr>
<td>WCBS/Philadelphia</td>
<td>3.4 (4)</td>
<td>3.4 (4)</td>
<td>0.0 0</td>
<td></td>
</tr>
<tr>
<td>WINS/New York</td>
<td>4.6 (5)</td>
<td>4.6 (5)</td>
<td>0.0 0</td>
<td></td>
</tr>
<tr>
<td>WBBM/Chicago</td>
<td>4.6 (6)</td>
<td>4.4 (6)</td>
<td>-0.2 -2</td>
<td></td>
</tr>
</tbody>
</table>

"AM radio is alive and getting better," declares Gene Loethy, VP/CBS Owned AM Stations. "We think we're seeing the eonism 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."

Loethy adds, "It's not going to be sterile 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注, 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."

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 unwillingness of Jack Carney in the 9-11 a.m. 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."

1210 WCAU-AM
Recovering WCAU
Turns Profit

The one real trouble spot of the CBS AM group has been WCAU Philadelphia, but Lothery is confident the station is turning the corner with its current mixure 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 Sxner 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 accumulated disadvantages of several bad decisions."

"For years, we were taking on one of the most successful all-News stations in the country, KYW. We didn't realize how much damage they had caused. Eventually, we succeeded in the face of accumulated success."

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 seen a very impressive format change in that it no longer does all-News 24-hours a day. In mid-terms, we are experimenting with talk. It's called "news magazines," but in my mind and management'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 was more useful to 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."

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."

KNX WINS PEABODY — This year's George Foster Peabody Award for Outstanding News Coverage went to KNX/Los Angeles for its multi-paragraphed 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 period." House Speaker Michael B. McDermott. 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.

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 streaks, with major shifts planned at either outlet.

Both have sold 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 bidding was 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


While Lothery doesn't foresee CBS AM stations 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."

34/R&R FRIDAY, JUNE 14, 1985
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. Because it delivers news that people want to hear. It delivers news you can believe. And it delivers it, without a glitch, at 1,200 words per minute. That's 18 times faster than the AP Radio Wire.

Not only that, NEWSPOWER lets you pre-program your news. So you get only the news you need—state and local reports, sports, financial, world news and weather.

There's something else. With NEWSPOWER 1200, you get a direct line to the most pervasive, precise news staff in the world.

And when you consider all that, you realize something. You realize that AP NEWSPOWER 1200 can be a tremendous advantage in your business, no matter what kind of competition you run up against.

For details about NEWSPOWER 1200, call Glenn Serafin, at AP Broadcast Services (800) 821-4747.
Today's contemporary audience wants great music and...

Personalities

News

Sports

Information

Live Concerts

The ABC Contemporary Radio Network helps you meet the specific needs of your listeners. Choose from hot programming like American Top 40, newsbriefs, special coverage of big entertainment events, comedy bits, and the full resources of the largest news gathering service in the world. Give your listeners more of what they want with the ABC Contemporary Radio Network. For details contact Darryl Brown, Director at (212) 887-5063.

*Subject to availability.
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 newsmen and information programmers.

It died for lack of advertiser support. The budgets controlled by radio newsmen 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 Charles Wolf (ND of KKK/K/Atlanta, 'The News Doctor') wrote, 'Earshot was different from the RTNDA Communicator or the SPJ/FOX 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 postcard by WMAQ Chicago ND Tom Webb about 'TV IDIOTS: WHO CONTROL RTNDA'), pointers on designing newsrooms to fit people, a report on expensive 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, Phillips 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 costal 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 oft-censored gossip-and-news column which took its titles from the never-identified Watergate source who blasted 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 red-handed (1971). The five 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.


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.


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 toppers bar opened in San Francisco (1964).


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.


Aria Murray 40. Chat 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.

1961 — 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. 1768 — US Constitution went into effect. Summer begins at 5:44am EST.

Jane Russell 63. Maureen Stapleton 60.
CLEAR YOUR DESK & ADD THE BEST

MEN AT WORK

“Everything I Need”

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WILLIAM AND THE MIGHTY | KPRK 94-5

KENNY LOGGINS

“Forever”

Added This Week: KBQO KQII-FM

WHTX WZLD WCGQ

WFLY WZYP Q101

WZLQ KZIO WIXV

KZZ8 WKDG KTRS

HOOTERS

“All You Zombies”

WCAU/FM 1-1

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AOR Tracks: 1

WNCI add

WPL add

WKSF add

CHR NEW & ACTIVE

118 REPORTERS — 47%

CHR SIGNIFICANT ACTION

COCK ROBIN

“When Your Heart Is Weak”

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95XIL

KNOE-FM

WFBG

WKSF

959 SIL

KQOV

WHSL

KQOR

WHSL

WBR

KGOT

KTRS

COLUMBIA RECORDS
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, 21/2-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 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."

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

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 she manage to balance her many duties? Here's an average day in Kay's life:

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

"There's a lot of responsibility to this job, but 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."

"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

"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 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 hun spectacular a la Ceecl DeMille. So what was the promotion's bottom line outcome? "Close to 200 listeners came down to check their disarmers, with an audience of 150 voyeurs catching the moon beams. More than one person thought it was an invitation to totally desire, 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."

What, No Babysitter?

Kay recalled a couple of instances when no babysitters were available. "In an emergency, I had to fill in 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 WLCL/Washington's Linda Kelly and KOPA/Phoenix's Chas 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."

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."

Y107 says, "Bottoms up."

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

R&R FRIDAY, JUNE 14, 1985/39
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 answer to the cash jackpot to win it all.” Offering between $100 and $10,000 jackpots, the station recently handed out a $10,000 prize to 11-year-old Jodie Andersen 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 335,490. 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 Las Vegas’ KJJO/Minneapolis. He replaces David Lee Stone, who joined Radio Luxembourg. Also, Las Vegas’ KLI West has been boosted to MD and the station celebrated its first anniversary May 24. Brent Alberts, former WSBF/Atlanta air personality, is the new PD at WQID/Ann Arbor, MI. Drew Bestley has stepped into the PD slot at WIRE/Elyria, OH. KRNA/Alowa City has gone from CHI to AOR.

Jim Patrick is now doing afternoons at WNTS/Buffalo from across town at WORQ, where he had been Production Director for seven years. Georgia Saylor adds Assistant PD to her MD duties at KAMDI/Paro. 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/Ridgeway, 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 KROI/Tucson as Assistant PD/MD. At KSDK/Columbus, Mark Daniels moves from middays to PM drive, as Chad Hunt from WMEE/FL Wayne takes on middays. Anna deHaro moves cross-town from KBFM/MacAllen-Brownsville to KRGV for parttime work.

Mike Kelly is new to overnights at KXK/Ce- rodeo Springs. Dave Diamond is elevated from middays to PD at WLAM/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 partner Kevin Robinson takes over the night spot. Former WHTT/Boston MD Cindy Bailen joins...
NEED HITS
Don’t Turn This Page!

DEAD or ALIVE
"You Spin Me Round (Like A Record)"

JEFF BECK & ROD STEWART
"People Get Ready"

SADE
"Your Love Is King"

Distributed by CBS Records
HAGAR ROCKS ON — When Sammy Hagar came to town, KIYS Boise had the pleasure of presenting his show. The station also limited two lucky listeners to the performance, and sent a police motorcade along to insure the 55mph speed limit! Here are the KIYS air personality Terry Holiday, a winner, Sammy, another winner, and KIYS PD Tom Evans.

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

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

TRYING OUT HIS NEW STYLE — World wrestling champion and personality Hulk Hogan (r) tried out his style on KXBB/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 (I-R) tour manager Todd Laskiew, Z100's Ross Barten, PD Scott Shannon, Mick Jones, Atlantic VP Sam Kaiser, Rick Wills, Z100's Claire Stevens, and Atlantic's Bruce Tenenbaum.

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

42/R&R FRIDAY, JUNE 14, 1985
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 EMI Parlophone 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 Nick 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
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 allocates 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 heavy rotation. 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 AIRPLAY

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

Breaker Minimum Boosted

Breakers will now require airplay on at least 60% of our reporting stations, up from the previous 56% 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, a system that provides AOR radio with quality material above and beyond a single lead track, enhances our format with the depth and variety that distinguishes 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 methodology was necessary. For racking his brains beyond the call of duty, my thanks to ace copywriter Lee Clark, along with fellow computer whizzes Dan Cole and Mike Lane. New, 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 upgradings. 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.

SEGUES

Night rocker Paul DaWitt is named MD at KMYZ/Tulsia, where Mike Kelley is on middays and Ray Spencer from KATT/Atlanta City handles overnights...KSTM/Phoenix taps afternooner Wendy Weston as Assistant PD...WOJF/Myers, FL Assistant PD Charlie Keen takes MD duties from exiting Curt Mathies...WBRU/Providence selects Peter Iman as PD...KMET/Los Angeles appoints Tom Miller Research Director...New Promotion Directors include WYSP/Philadelphia's John Bloodwell and WSHH/Atlanta's Jann Zlotkin.

John's picks replace Scott Kiehn on KGRS/Minneapolis, and John Symmonds is new to WOCC/Peoria afternoons. Weekend Warriors: David Cheney rejoin MKEM, while ex-MKEM night rocker Denise Westwood is on KGB/San Diego...Greg McClure is new to KEZI/Seattle...Kitty hosts WDRU/Raleigh's Jazz Brunch.

On July 1, WAVE moves to 200 Fleet Street, Pittsburgh, PA 15220, (412) 937-1141...WLAV has relocated to Trade Center, Third Floor, 50 Lous NW, Grand Rapids, MI 49503. its phone number stays the same.

Jeff Shaw from KICT/Wichita replaces Phyllis Parizek on WHCH/Philadelphia and the long overdue news...Mary Jennings is named WRXL/Richmond's Assistant News Director.
NO TRIBLE AT 'ALL — James “Scotfy” Dichan beamed down to WRDU/ Raleigh's morning show to promote the video cassette release of Star Trek II: In Search of Spock, then stayed around for its Star Trek party. Shown (l-r) are WRDU Twinkie, Scotfy, and WRDU OM Ben Ball.

LISTENERS DEMAND JOCK BE TAKEN OFF AIR — Well, sort of. In light of his 6-10pm shift, WLVD/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 Katz, WYSP promotion staffers Eric Davis and Dalyn Pavey, and Leahy running fast from the crowd.

AUTOGRAPH PARTY — Enjoying Jacksonville, NC's tropical climate (note the backdrop) are WXQR staffers and members of Autograph. Standing (l-r) are the band's Steven Isham, Randy Rand, and Keri Richards, ex-staffer Cindy Scult, *KQR's Bob McLean, and Autograph's Steve Plunkett. Kneeling (l-r) are former Assistant PD Mark Lapados, 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 Rick 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 Colthart (left) with KTYD/Santa Barbara afternooner Cinci Stevens.

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

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.
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 just 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 Wil- lowbrook Mall in Wayne, N.J. 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 waded down 111 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

CFCD/Chatham, Ontario’s Georage “Scotch Bites” 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.

Magic Gets Bullish On Charity

KMGG/Los Angeles morning man Robert W. Morgan joined a “Night Court”’s “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 WMJII Cleveland.

Soshea Leibler is named News Director at WGBB/Merrick (Long Island). David Haeg replaces staffers Victor “Buck” Buchanan at WCCO/Minneapolis. Buck is retiring after 27 years at the station... Sandra Kish has become Promotions Director at WMMR & WLTF/Cleveland... Afternoon drive personality Tony Natalie is leaving WEMF/Fitchburg, MA after four years with the station.
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 those, twelve showed an increase 12+ while fifteen showed a gain 25-44. 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.

New York

12+ 25-44 Rank
F'M W'M
WHN 2.4 2.2 11 13

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

WHN

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+ 25-44 Rank
F'M W'M W'S
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 all-time low, down considerably from the 3.8 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 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, 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.

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 DeMonteaux, 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 Foresters' 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 are (l-r) US-101's Chip Chapman, June, Kim, and Kathy, WUSY PD John Hart, and Christy.

THROW THE BOOK AT 'EM! - The KS/T Houston morning team of Hudson & Hanigan fought the law and the law won. The pair showed up in court docket for a Houston Police Week ceremony at which a 1952 Ford restored on a classic patrol car was presented to the Police Museum. Watching one of Houston's finest cut 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.

San Francisco

12+ 25-44 Rank
F'M W'M W'S
KSAN 1.9 3.2 10 5
KNEW 2.3 2.5 14 9

Ya know how it is when you're rolling along 6-3.2-3.0-3.3 and then 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 million other reasons for the numbers gone in the damper. 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

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 three, 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 KJFY/Texas Moons as GM. Bill Stedman, coming from Malrite's WHK/Cleveland, is the new PD.

Philadelphia

12+ 25-44 Rank
F'M W'M W'S
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 2.6-3.3-3.7-6.

Changes were made in the top positions, however, as Beasley Continued on Page 48
Winter ARB's
Continued from Page 47
Broadcasting brought in C.J. Jones from its WYNG/Evanston property to replace Dennis Dougherty as GM in March. Bob Young became PD a month ago following Larry Coates' resignation over philosophical differences. Also in May, the station signed Drake-Chenault as its consultant.

WBOS93FM
NEW ENGLAND'S COUNTRY

Boston

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<th>12+</th>
<th>25-54 Rank</th>
<th>75-94 Rank</th>
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</table>

Winter

knowledge of the format should go
a long way towards enhancing the
Country shares in Boston. By this
time next year, "St. Elsewhere" a
Dr. Mark Craig ought to be operat-
ing with 'BOS in the background.

COUNTRY

... More Winter Ratings

<table>
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<tr>
<th>City</th>
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<td>2.0</td>
<td>2.3</td>
<td>2.5</td>
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</tr>
</tbody>
</table>

HAVE YOU HEARD?

WZKCRochester entered the Coun-
try scene not too long ago as KDK6, with
Bobby Hatfield crossing town from
WNRY as PD. Bobby passed along its
wattain. Drews Phinney, formerly
of WRRR/Evanston, is doing morn-
ings, Bobby's covering middays, Cary
Pell from WHTX/Pittsburgh climbs
aboard as Asst. P/D 11am-3pm, Larry
White takes in for afternoons from
KOMA/Okahoma City, Liz Kent joins
from crosstown WMJG for evenings,
and P.J. Williams, formerly of WWH/F/
Rochester, handles overnights ... John Pratt, previously FM drive-Search Director at WBKY/Okoahoma Ci-
ty, returns to his home town of Minne-
apolis to take middays at WDGY ... KGAM/Spokane MD Tom Newman
has left for the midday asst at neighbor KJSL. Don Owens is the
new KG/MD. Jim Cassett has
been upped to MD at WDIV/Lancast-
er, PA ... AWM/Indianapolis
or Miss Kitty (Ledbetter) also moved
up to MD. ... Ed Gainer is doing the
afternoon show at WIRE/Indianapolis
... Dave Daniels is new to mornings
at KWMF/Fort Dodge ... John Cook
leaves KDA/Grave, IN for even-
ings at KJJY/Des Moines ... And
Chetty Royster is the new Program-
ing/Music Asst. at WAM/Abbe-
de, MO. 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

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 hooted 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 a legal 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, Salvation 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.

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. Emmelyn, named after the Warner Bros. artist, departs regularly from the Port of Euchow as a whale. The boat is a Murray River paddlesteamer, driven by a completely restored 1906 steam engine, and styled after the 19th century paddlewheelers. 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 Malm will host the program, produced by Clark Taylor. The "Hallmarks" staff plans to visit Nashville during Fan Fair and CMA weeks to stop up on interviews for the show. Mel Tillis, Reba McIntire, Ray Stevens, Becky Hobbs, Jim Glaser, and Mae Bandy have already been tapped for the project. The show's estimated audience is 500,000.

Hillarity In Motion

Hillary Kanter signed with BMI ... Three new WPA's have been appointed with the Jim Halsey Company. They are: VP/Artist Relations/Creative Director Steve Garth, Midwest Territory Operations; Carson, Herb Gronauer, and VP/Northeast Territory Joe Hupp ... T.J. Sharp formed the TJS Agency, which will become a new booking division affiliated with Evergreen Records. The agency is a joint venture between T.J., Jacquie 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 addition are donating a percentage of their merchandise sales to the cause ... Lacy J. Dalton signed with Meter Management, Barry Coburn and Ed Ytichman are new managers, and she's signed with Entertainment Artists or bookings ... It's official. Bobby Bare is now part of the EMI America roster. Ginger songwriter T. Graham Brown also signed with 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.
Southern R&B Keeps On Fighting

Even with today's black music full of synthesizers and rock guitar, old-line R&B occasionally sneaks onto 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 Thang.' 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, Bob Marley, or 'Blue' Bland, or an old Tyrone Davis cut, your request lines light up if 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 current rotation. Titles include Etta James's 'I'd Rather Go Blind' and Brown's "Woman To Woman."

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 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&B. That way I'll have some good things to share with you a few weeks from now.

WALT LOVE

BLACK/URBAN

50/R&B FRIDAY, JUNE 14, 1985

B.B. Davis
Betty Jean Taylor
Jackie Cooper

KOKA
WBLX FM 93
MLK RECORDS

FM Mobile, MD Betty Jean Taylor admits, "R&B is a Southern promotion specialist and most notable, R&B story. Series "Down Home" helps define rock music. Recently, Davis 'Johnny Moore & R&B prove to be an asset." —Betty Jean Taylor

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

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

How does Taylor mix the two genres? Very carefully. I have faith that our jocks know how to mix the music so it won't be abrasive. Unfortunately, that's not always the case. Sometimes Southern R&B songs begin in their own category at WBLX and are promoted to more mainstream rotations. The station also controls segues with production pieces.

Taylor and Davis agree that if they found themselves up North, they'd keep programming much of the music they work with now.
ARISTA
THE CATS THAT MAKE IT HAPPEN...
ALL YEAR 'ROUND

CELEBRATE
BLACK MUSIC MONTH

ANGELA BOFILL
TOM BROWNE
ARNELL CARMICHAEL & RAYDIO
BOOTSY COLLINS
ARETHA FRANKLIN
KENNY G
WHITNEY HOUSTON
JERMAINE JACKSON
KASHIF
JEFF LORBER
HUGH MASEKELA

BILLY OCEAN
RAY PARKER JR.
REAL-TO-REEL
PATRICE RUSHEN
GIL SCOTT-HERON
CHARLIE SINGLETON
MAURICE STARR
JERMAINE STEWART
DIONNE WARWICK
WHODINI
WOOTEN BROTHERS
The YBPC Awards Dinner Wrap-Up

The Young Black Programmers Coalition (YBPC) awards banquet benefiting 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 Jeriyl Busby and KDKA (KDKA/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 at it 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 Hack Caldwell, RCA VP/Black Music Michael Kidd, Solar Presi- dent Ray Harris, Epic VP/Black Music T.C. Tempkins, 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 Promotions Joey Beaser, and Adam Levy, head of the Roulette family of labels.


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 Klippe and three newcomers: local male quintet Barring Desire, Shawn Brown (“The Rappin’ Duke”), and a trio of Boston ladies called 93. 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.

Southern R&B Keeps On Fighting

Continued from Page 50

especially for expatriate South- erners 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 pro- gramming a station there, I cer- tainly 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 promo- tions and publicity for Jackson- based Malaco Records. Nine years ago, Dorothy Moore’s “Mis- tery 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 great- est 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 some- where, 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 20-25 year-olds started dancing and singing along with it. They knew the song. So it is slowly but surely reaching the younger audi- ence.”

Because Malaco’s blues and gospel catalogs move steadily, Cooper says, there’s not a con- stant 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 hap- pened, 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 — WWDMSUMER 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 presi- dent 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 Vassell 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

MANHATTANS
"Don't Say No"

BLACK/URBAN NEW & ACTIVE

PROCESS and the DOO RAGS
"Too Sharp"

Just Out & Already On:

WHUR WGCI WXOK
WAOK WJLB KOKA
KRNK WRDW WWDM
WOWI Z93 KOKA

THIRD WORLD
"One To One"

Just Out & Already On:

WDIA WXOK WRKS Eye-Opener!
WOWI WXKI
KACE KOKA

On Columbia Records
COMEDY

"Phantastic Phunhies"®

Hundreds renewed again!
Free sample!

Write on station letterhead to
Contemporary Comedy
5001 D Farming
Dallas, TX 75227

New! Bright! Fresh!
Free Samples

Write on station letterhead to
Contemporary Comedy
5001 D Farming
Dallas, TX 75227

ELECTRIC WEEWEE
RADIO'S MOST RESPECTED
DJ GAG SHEET SINCE 1970

Masters of Humor

From WAVA/Washington, DC to KIIS-AM Los Angeles — thanks for the help! L. M. McKay

Change of Address?

Write on station letterhead to
Contemporary Comedy
5001 D Farming
Dallas, TX 75227

DIAL-LOG
FREE SAMPLES

Humor, Conversation, Calls, Calendar & More

From WAVA/Washington, DC to KIIS-AM Los Angeles — thanks for the help! L. M. McKay

Change of Address?

Write on station letterhead to
Contemporary Comedy
5001 D Farming
Dallas, TX 75227

Disk Jockey Comedy

Hilarious 20-40 second comedy bits • 25 pages per month delivered to your mouth. For sample & info on FREE book of 100 Hysterical Commercials, write HYPE, INK. 7805 Sunset Blvd., #206, Los Angeles, CA 90066.

Free Sample Issue

of radio's most popular humor service

For sample, write on station letterhead to
O'lines
1307 Armacost Ave., Suite #8, Los Angeles, CA 90025

MARKETPLACE ADVERTISING

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

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Volume Rates Available

Additional $10.00 per week charge for Blind Box ads.

I will include logo or other fine art on ads of two inches or more if camera-ready art provided. Deadline for Marketplace ads is Friday noon, two weeks in advance of publication date. Marketplace ads are non-commissionable.

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RADIO & RECORDS
1930 Century Park West
Los Angeles, Calif. 90067 (213) 853-6330

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"Phantastic Phunhies"®

 Mighty Requested! Tasteful! Original!
 Phunhie style humor: hilarious.
 Quick-dip! Topical Humor! Introductory month's $25.00 topical one-liners and BONUS! Just $2.00! Phantastic Phunhies, 1343 A Stratford Drive, Kent, Ohio 44240.

BRADCOM
BIRD:ERY COMMUNICATIONS

Responses to the COMEDY GARAGE solicitations are at an all time high. See what they're saying about the Underground's funniest bits! Send $25.00 for your Demo Cassette to: COMEDY GARAGE, Suite 210, 1343 A Stratford Drive, Kent, Ohio 44240.

CONSULTANTS

"DROPINZ"

New, fresh wild tracks for your show each month, only $25.00. Semi-annual and yearly rates too. Sample cassette 54.

Aircheck critique and production by a 21-year major market veteran. Call or write for rates.

Stu Collins Broadcast Services
174 King Henry Court, Palatine, Illinois 60067 (312) 991-1522

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RESUME AND AIRCHECK CRITIQUE

* Ready to move to a larger market?
* Will your tape and resume cut it?

Written resume and aircheck critique by winning broadcasters in top 20 market. Rates: $25.00/RESUME $15.00/AIRCHECK or "TAP" Special for $25.00.

Chuck Dees - 2003 Crestbrook Dr. Suite 2
Crescent Springs, KY. 40017

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World's Greatest Living Expert

45 interview with "Expert" with ready-to-use "Free Trial". The "Cat Walk" and more. About 3 minutes each with tested opening lines, copy, and direct mail. 

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1141 EAST STREET, SUITE 124
Burbank, CA 91504

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with
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Long Beach, CA 90801

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Free Sample Of RADIO'S DAILY ON-AIR PREPARATION SERVICE! 

Aircraft-ready music notes, star facts, calendar, more!

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A new, authoritative weekly newsletter for Format News • FCC/CRTC Files • CP Activity
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(713) 642-5620

MARKETPLACE

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The 1000 Best Testing Oldies!
"TM Quality" • 7.5 or 15 IPS DBX Available • Ready To Ship
CALL: Bob Shannon
(800) 527-7759 (214) 634-8511
TM Communications • Dallas, TX

N.Y.P.D. (New York Parody Department)

Pro-recorded comedy bits including parody commercials, slice-of-life skits, drops and more. Send $5 for information and sample cassette you can use on the air. Jokes! Call for details on our aircheck service, "Check Works." 

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23 Rustic Ave., Medford, NY 11763
(516) 286-8126

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CHR or Country library. 7 1/2ips stereo 10" reels with 25Hz tones for live-ideal or automation or without tones for cartridge dubbing.

1000+ selections — $1,200.00 (reel to reel)

BLACKSTONE ENTERTAINMENT GROUP
Radio Programming Services
(303) 858-7860

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Ratings grow when CARLEY PRINTS
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with detailed articles on:

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$16.50

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All three SHARING books $34.00

Payment must accompany all orders. For phone orders with VISA or MASTERCARD call (713) 642-5620. Airfreight charges for books total $3.50 extra. Postage is free for orders over $80.00. For delivery overseas, add $11 per book to shipping. Canada and Mexico add 50% per book for postage. All prices include US funds. Free sample copies available by writing SHARING, Box 2005013, Long Beach, CA 90801.
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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 personalities need apply. Send tape and resume to: Radio & Records, 1930 Century Park West, #0016, Los Angeles, CA 90067 EOE.
Satellite Music Network
George Williams (214) 951-9200
The Starstation
BEACH BOYS "Getch Back"
MADONNA "Angie"
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'"
BELMAMY BROTHERS "Old Hippy"

TM Programming
Call Casey (214) 634-8511
Stereo Rock
STING "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 A/C
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"

Transstar
Adult Contemporary
Dave Berger (903) 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
Elvis Broken (818) 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 JENNINGS "Drinkin' And Dreamin'"
KEITH STEGALL "Pretty Lady"
HEART OF NASHVILLE "One Big Family"
CARL JACKSON "Dixie Train"
LEON EVERETT "A Good Love Died Tonight"
CHANCE "To Be Lovers"
GAIL DAVIES "Unwed Fathers"
MAC DAVIS "I Never Made Love (Till I Made Love 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"

Added This Week

Media General
Broadcast Services
Bob Dumas (901) 320-4433
Action
MADONNA "Into The Groove"
MARY JANE GIRLS "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 (514) 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 A/C 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 Love With You)"

Peters Productions, Inc.
Debbie Welsh (619) 565-8511
Country Lovin'
JON 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"
JON FOGERTY "Centerfold"
DARYL HALL & JOHN OATES "Possession Obsession"
### Top 30

**June 14, 1985**

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<thead>
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<th></th>
<th>Artist</th>
<th>Song</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>DIZZY GILLESPIE</td>
<td>New Faces</td>
<td>GRP</td>
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<tr>
<td>2</td>
<td>MILES DAVIS</td>
<td>You're Under Arrest</td>
<td>Columbia</td>
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<td>3</td>
<td>STANLEY JORDAN</td>
<td>Magic Touch</td>
<td>Blue Note</td>
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<td>4</td>
<td>EALH KLINK</td>
<td>God's Country Shuffle</td>
<td>GRP</td>
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<td>5</td>
<td>KEVIN EUBANKS</td>
<td>Opening Night</td>
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<td>6</td>
<td>SPECIAL LEX</td>
<td>Modern Masters</td>
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<td>7</td>
<td>DAVE VALENTIN</td>
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<td>8</td>
<td>STANLEY TURRENTINE</td>
<td>Shangri'Ah</td>
<td>GRP</td>
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<td>9</td>
<td>DAVE GRUSIN &amp; LEE RITENOUR</td>
<td>Harlem Girl</td>
<td>GRP</td>
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<td>10</td>
<td>MITCHEL FORMAN</td>
<td>Face It</td>
<td>GRP</td>
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<td>11</td>
<td>ANDY MAREL</td>
<td>Slow Motion</td>
<td>GRP</td>
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<td>12</td>
<td>TOM GRANT</td>
<td>Last The Right Moment</td>
<td>Passa</td>
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<td>13</td>
<td>WEATHER REPORT</td>
<td>Spont! ' Life</td>
<td>Columbia</td>
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<td>14</td>
<td>ANTHONY BRAXTON</td>
<td>Seven Standards, Vol. 1</td>
<td>Magma/Windham Hill</td>
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<td>15</td>
<td>RARE SILK</td>
<td>American Eyes (Pino Ata)</td>
<td>GRP</td>
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<td>16</td>
<td>GARY BURTON QUARTET</td>
<td>Real Life His</td>
<td>ECM</td>
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<td>17</td>
<td>JACK DEJOHNETTE</td>
<td>Jack DeJohnette Piano Album</td>
<td>Landmark</td>
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<td>18</td>
<td>JIMMY PONTI</td>
<td>Some Strong</td>
<td>Mayone/Fantasy</td>
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<td>19</td>
<td>RAY BROWN TRIO</td>
<td>Southern Energy</td>
<td>Concord</td>
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<td>20</td>
<td>INDRA LEBLON &amp; NEBU LAKE</td>
<td>(Shanti)</td>
<td>GRP</td>
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<td>21</td>
<td>RANDY BERNESEN</td>
<td>Music For Planets, People &amp; Washing Machines</td>
<td>Zebra</td>
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<td>22</td>
<td>ERNESTINE ANDERSON</td>
<td>Ahn' The Sun Goes Down</td>
<td>Concord</td>
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<tr>
<td>23</td>
<td>TANA MARIA</td>
<td>Made In New York</td>
<td>Manhattan</td>
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<td>24</td>
<td>GEORGE HOWARD</td>
<td>Dancing In The Sun</td>
<td>TBA/Palo Alto</td>
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<td>25</td>
<td>OXER GORDON &amp; JUNIOR MANCE &amp;</td>
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<td>26</td>
<td>POCKET CHANGE</td>
<td>Colors Of The Wind</td>
<td>Brainchild</td>
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<td>27</td>
<td>PATRICK PLUNKETT</td>
<td>Plants Satin</td>
<td>Concord</td>
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<td>28</td>
<td>LIZ STORY</td>
<td>Uncountable Effect</td>
<td>Windham Hill</td>
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<td>29</td>
<td>KENNY BURRELL</td>
<td>Grover Washington Jr.</td>
<td>Blue Note</td>
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<tr>
<td>30</td>
<td>WYNTON MARSALIS</td>
<td>American Hero (Who I'm In Jazz)</td>
<td>Concord</td>
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### New & Active

- **DIEE BELL EDDIE DURAN** | "One By One" (Concert) | 20/8
- **HILTON RUZI** | Crosscurrents | 14/4
- **RODNEY FRANKLIN** | Skywitz | 14/2
- **TOMMY FLANDAGAN & HANK JONES** | More Delights | 12/3
- **KEITH JARRATT** | Standards, Vol. 2 | 12/4
- **PASSPORT** | Running In Real Time | 12/3
- **MICHAEL FRANKS** | Stoke | 12/5
- **CASIOPEA** | Zoom | 11/5
- **KRONOS QUARTET w/ RON CARTER** | Moon Salute | 11/2

### Most Added

- **DAVE VALENTIN** (1) | Jungle Garden | GRP
- **WYNTON MARSALIS** (10) | All American Hero (Who I'm In Jazz)
- **DAVE GRUSIN & LEE RITENOUR** (1) | Harlem Girl | GRP
- **DIEE BELL EDDIE DURAN** (8) | One By One (Concert) | GRP
- **GARY BURTON QUARTET** (10) | Real Life His | ECM
- **TOM SPITTL** (1) | Songs Without Words | IVY

### Hottest

- **DIZZY GILLESPIE** (27) | New Faces | GRP
- **MILES DAVIS** (18) | You're Under Arrest | Columbia
- **STANLEY JORDAN** (15) | Magic Touch | Blue Note
- **EARL KLUGH** (13) | Sota Fountain Shuffle | WJB

### Regionalized Adds & Hots

<table>
<thead>
<tr>
<th>Region</th>
<th>Artist</th>
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<td>MIDWEST</td>
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### Dee Bell/Eddie Duran

- **Featuring Tom Harrell**
- "One By One"
- A Most Added Record This Week!
LUTHER VANDROSS
It's Over Now (Epix)
68% of our reporting stations on it. Rotations: Heavy 10/2, Medium 26/7, Light 19/13, Total Adds 22 including WWIN, WXYZ, WJZT, WHXR, WBLZ, WZKQ, WLUM, WZEN-FM, KACE, XHXM. A most added record. Debuts at number 31 on the Black/Urban chart.

PAUL HARDCASTLE
19 (Chrysalis)
67% of its reporting stations on it. Rotations: Heavy 15/3, Medium 25/2, Light 22/7, Total Adds 9, WWIN, WJZT, WHXR, WLUM, WLMD-FM, KJ, WBMX, WXOK, WTOY, KAPE. Debut at number 40 on the Black/Urban chart.

ARETHA FRANKLIN
Freeway Of Love (Arista)
64% of its reporting stations on it. Rotations: Heavy 2/2, Medium 15/15, Light 35/35, Total Adds 32 including WXKQ, WRKS, WDAS, WOLU, KDKD-DA, KRNB, WHRK, KQOY, WKSO, WDCP, WJLU, WACE, KDAY, KACE, KDAY. This week most added record. Debuts at number 37 on the Black/Urban chart.

R.J.'S LATEST ARRIVAL
Swing Low (Atlantic)
68, 60% of all our reporting stations on it. Rotations: Heavy 2/6, Medium 13/2, Light 34/21, Total Adds 48 including WOAS, WUSL, WADK, WKRQ, WXYZ, WMKM, WMKX, WMDD, WJLU, WLUM, WZEN-FM, OC104. A most added record. Debuts at 40 on the Black/Urban chart.

THE BREAKERS

STANLEY CLARKE BAND - "Born in The U.S.A." (Epic) 47/2
Rotations: Heavy 3/5, Medium 19/0, Light 25/0, Total Adds 2, WHXK, QKZL. Heavy: WXOK, WLOU, Medium: WDAS, WHXY, KMAG, KDSF, WJLB, WZKQ, WLOU, WRKS, WHRK, WDOM, WADD, WJLC, XKBD, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS, KKQK. Debut at number 38 on the Black/Urban chart.

NELLA MOORE - "When You Love Me Like This" (Capitol) 48/21
Rotations: Heavy 4/0, Medium 17/5, Light 20/15, Total Adds 21, WHXK, QKZL, WLOU, WADD, WJLC, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS, KKQK. Debut at number 46 on the Black/Urban chart.

FOUR TOPS - "Baby, Baby" (Motown) 46/32
Rotations: Heavy 3/2, Medium 1/4, Light 26/24, Total Adds 32 including WUSL, WCDK, WHRK, WHRK, KQKZ, WHRK, WHRK, WHRK, WLOU, WWAM, WAAA, WXWS, KKQK.

PEABODY BRYSON "Take Me Prisoner (On the Game Of Love)" (Epic) 41/10
Rotations: Heavy 2/0, Medium 12/2, Light 21/8, Total Adds 10, WHXK, QKZL, WADD, WJLC, XKBD, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.

WONACK & WONDAM - "Strange & Funny" (Epic) 38/0
Rotations: Heavy 5/0, Medium 4/2, Light 20/12, Total Adds 14, WHXK, QKZL, WADD, WJLC, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.

KOLAN THOMAS "One Bad Apple" (Mirage/Alto) 37/18
Rotations: Heavy 5/0, Medium 5/1, Light 18/10, Total Adds 15, WHXK, QKZL, WADD, WJLC, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.

UTFO "Leader Of The Pack" (Solid) 32/10
Rotations: Heavy 1/0, Medium 4/2, Light 18/14, Total Adds 4, WHXK, QKZL, WADD, WJLC, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.

KELLY "Don't Say No" (Columbia) 32/0
Rotations: Heavy 5/0, Medium 22/2, Light 3/1, Total Adds 6, WHXK, QKZL, WHRX, WADD, WJLC, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.

WILL KING "I'm Sorry" (Total Experience/RCA) 29/4
Rotations: Heavy 3/0, Medium 17/2, Light 8/0, Total Adds 2, WHXK, QKZL, WADD, WJLC, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.

DAWNY HALL & JOHN GATES "Possession Obsession" (RCA) 26/2
Rotations: Heavy 1/0, Medium 13/2, Light 10/15, Total Adds 12, WHXK, KBMS, WADD, WHXY, JETR, WADD, WJLC, WHRX, WADD, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.

TEENA MARIE "Don't Let A Lunch" (Epic) 28/10
Rotations: Heavy 1/0, Medium 6/2, Light 1/0, Total Adds 10, WHXK, WADD, WHRX, KACE, OC104, WADD, WJLC, KBMS, WADD, WBML, WBQK, WQKQ, WEMP, WEAM, WANN, WWAM, WXWS.
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.
### COUNTRY ADDS & HOTS

#### EAST
- **Most Added**: Waylon Jennings (RCA)
- **Hottest**: Alabama (RCA)

#### MIDWEST
- **Most Added**: Reba McEntire (MCA)
- **Hottest**: Ronnie Milsap (RCA)

#### SOUTH
- **Most Added**: Reba McEntire (MCA)
- **Hottest**: Waylon Jennings (RCA)

#### WEST
- **Most Added**: Reba McEntire (MCA)
- **Hottest**: Waylon Jennings (RCA)

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**162 Reporters**

**157 Current Reports**

The following stations reported no change in their rotations this week:
- WSM/Nashville
- WMZQ/Washington DC

The following stations failed to report this week and therefore their playlists were frozen:
- WYI/Williamsport
- KBMR/Bismarck
- WUSN/Chicago
- WWW/Detroit
- KEBK/Oklahoma City

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*Editor's Note: The content above is textually represented from the image. No data transformation is required.*
KENNY LOGGINS
Forever (Country)
62% of our reporters on it. Rotation: Heavy 6/0, Medium 53/3, Light 27/10, Total Adds 13, WSB-FM, 2WD, KUDL, KMJ, KOST, WICC, V100, K106, KLYF, KVU, WWPA, KORQ, KWEB. Moves to number 22 on the A/C chart.

DARYL HALL & JOHN OATES
Possession Obsession (RCA)
60% of our reporters on it. Rotation: Heavy 3/1, Medium 53/5, Light 27/7, Total Adds 13, WKDK, WCLL, WLLT, WMYX, KMJ, B100, WJLK, KELT, WLAC-FM, WLTE, 3WM, KRAV, WTKO. Debuts at number 25 on the A/C chart.

Graham Parker "Wake Up (Next To You)" (Elektra) 7/95
Rotations: Heavy 2/0, Medium 50/1, Light 17/2. Total Adds 9. WWPA, V100, WWBR, WWBR. Medium: KBEST, WJLK, WAVE. Medium: SS, WLS. WWPA, WWBR, MB. Total Adds. WWPA, V100, WWBR, KBEST, WJLK, WAVE. Medium: SS, WLS. WWPA, WWBR, MB.

Don Henley "Not Enough Love In The World" (Geffen) 7/92
Rotations: Heavy 1/2, Medium 52/5, Light 25/1. Total Adds 12, WWPA, 2WD, WJLK, WAVE, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

DISTER HEESE "Frankie" (Atlantic) 7/92
Rotations: Heavy 10, Medium 63/5, Light 27/4. Total Adds 22, WWPA, WLS, WAVE, WWBR, KBEST, WJLK, KMJ. Medium: WLS, WAVE. WWBR, MB.

KATRINA AND THE WAVES "Waiting On Sunshine" (Capitol) 7/92
Rotations: Heavy 14/2, Medium 30/2, Light 9/1. Total Adds 15, WWPA, WLS, WAVE, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Rosalie Cash "I Don't Know Why You Don't Want..." (Columbia) 6/18
Rotations: Heavy 2/0, Medium 50/1, Light 16/15. Total Adds 12, WWPA, WLS, WAVE, WWBR, KBEST, WJLK, KMJ. Medium: WLS, WAVE. WWBR, MB.

Evelyn "Champagne" King "Till Midnight" (RCA) 5/92
Rotations: Heavy 2/0, Medium 50/1, Light 21/0. Total Adds 9. WWPA, V100, WWBR. Medium: KBEST, WJLK, KMJ. WMYX, KMJ.

Phil Collins "Sussudio" (Atlantic) 5/92
Rotations: Heavy 2/0, Medium 50/1, Light 21/0. Total Adds 9, WWPA, KBEST, Heavy: WWBR, K106, WJLK, WAVE, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Kirk Franklin "Breaker" (Elektra) 5/92
Rotations: Heavy 1/0, Medium 50/0, Light 20/10. Total Adds 11, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Most Added
SADE (58) "Your Love Is King" (Portrait/CBS)
Sister Sledge (22) "Frankie" (Atlantic)
DeBaRGE (28) "Who's Holding Donna Now (Gordy/Motown)"
KATRINA AND THE WAVES (19) "Till Midnight" (RCA)
PAUL YOUNG (19) "Everytime You Go Away" (Columbia)

Significant Action
SADE "Your Love Is King" (Portrait/CBS) 5/10
Rotations: Heavy 1/0, Medium 50/1, Light 0/0. Total Adds 11, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

MEN AT WORK "Everything I Need" (Columbia) 4/34
Rotations: Heavy 1/0, Medium 18/7, Light 9/0. Total Adds 4, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

KIM CARNES "Crazy in The Night (Barking At Airplanes)" (EMI America) 4/31
Rotations: Heavy 10, Medium 20/8, Light 10/0. Total Adds 9, WWPA, WLS, WAVE, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

STING "If You Love Somebody Set Them Free" (A&M) 4/10
Rotations: Heavy 15/0, Medium 14/0, Light 26/10. Total Adds 12, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

HOWARD JONES "Things Can Only Get Better" (Elektra) 3/14
Rotations: Heavy 15/0, Medium 6/2, Light 11/1. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Significant Breakouts
DAVID BOWIE "Love Is Lust" (RCA) 7/90
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

GEORGE BENSON "New Day" (WB) 2/14
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Cock Robin "When Your Heart Is Weak" (Columbia) 2/11
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

MARY JANE GIRLS "In My House" (Motown) 2/21
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Jack Wagner "Lady Of My Heart" (Downtown) 2/10
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Bill Withers "You (Tina)" (Columbia) 1/20
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Prince "Raspberry Beret" (WB) 1/2
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Supertramp "Cannonball" (A&M) 1/14
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

SIMPLE MNINS "Don't You (Forget About Me)" (A&M) 1/14
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

John Cafferty & The Beaver Brown BAND "Tough All Over" (Scouti Bros./CBS) 1/14
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Southern Pacific "Someone's Gonna Love Me Tonight" (WB) 1/10
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Cymo Luther "The Goonies 'R' Good Enough" (Portrait/CBS) 12/0
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

Bruce Springsteen "Glory Days" (Columbia) 10/2
Rotations: Heavy 10, Medium 50/1, Light 20/0. Total Adds 10, WWPA, V100, WWBR, KBEST, WJLK, KMJ, WMYX, KMJ. Medium: WLS, WAVE. WWBR, MB.

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 have also sufficient heavy and medium rotation airplay to enter the chart. Checkmarks signify the most added of the non-charted records.
### A/C ADDS & HOTS

#### EAST

**PARALLEL ONE**
- WMJQ/Boston (Jim Morgan)
- WMJQ/Philadelphia (Rick Green)
- WHTX/New York (Rich Neuman)
- WCBS/New York (John Spear)
- WBBM/Chicago (Mike Howard)
- WLS/Chicago (Joe Donahue)
- WTOP/Washington, DC (Tom Gannam)
- WTOP/DC (John Davidson)
- WTOP/Philadelphia (Rick Green)
- WTOP/New York (Rich Neuman)
- WTOP/Boston (Jim Morgan)

**PARALLEL TWO**
- WHTX/New York (Rich Neuman)
- WMJQ/Philadelphia (Rick Green)
- WMJQ/Boston (Jim Morgan)
- WLS/Chicago (Joe Donahue)
- WBBM/Chicago (Mike Howard)
- WCBS/New York (John Spear)
- WTOP/Washington, DC (Tom Gannam)
- WTOP/Philadelphia (Rick Green)
- WTOP/New York (Rich Neuman)
- WTOP/Boston (Jim Morgan)

#### SOUTH

**PARALLEL ONE**
- WCFS/Jacksonville (Bob Johnson)
- WOKW/Wilmington (Bob Johnson)
- WROC/Rochester (Bob Johnson)
- WORC/Rochester (Bob Johnson)
- WINS/New York (Bob Johnson)
- WCBS/New York (Bob Johnson)
- WBBM/Chicago (Bob Johnson)
- WLS/Chicago (Bob Johnson)
- WTOP/Washington, DC (Bob Johnson)
- WTOP/Philadelphia (Bob Johnson)
- WTOP/New York (Bob Johnson)

**PARALLEL TWO**
- WCFS/Jacksonville (Bob Johnson)
- WOKW/Wilmington (Bob Johnson)
- WROC/Rochester (Bob Johnson)
- WORC/Rochester (Bob Johnson)
- WINS/New York (Bob Johnson)
- WCBS/New York (Bob Johnson)
- WBBM/Chicago (Bob Johnson)
- WLS/Chicago (Bob Johnson)
- WTOP/Washington, DC (Bob Johnson)
- WTOP/Philadelphia (Bob Johnson)
- WTOP/New York (Bob Johnson)

#### WEST

**PARALLEL ONE**
- KNDS/Las Vegas (Bill Turner)
- KFCH/Las Vegas (Bill Turner)
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**PARALLEL TWO**
- KNDS/Las Vegas (Bill Turner)
- KFCH/Las Vegas (Bill Turner)
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### MIDWEST

**PARALLEL ONE**
- WRRM/Chicago (Bill Turner)
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**PARALLEL TWO**
- WRRM/Chicago (Bill Turner)
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- WRRM/Chicago (Bill Turner)

### 138 Reporters

132 Current Reports

The following stations reported no adds or changes in rotation and their playlists were frozen.

- WRMM/Atlanta
- WARM/Chicago
- WISW/Cincinnati
- WORC/Rochester
- WCBS/New York
- WBBM/Chicago
- WLS/Chicago
- WCFS/Jacksonville
- WOKW/Wilmington
- WINS/New York
- WCBS/New York
- WBBM/Chicago
- WLS/Chicago
- WTOP/Washington, DC
- WTOP/Philadelphia
- WTOP/New York
- WTOP/Boston
- WTOP/Philadelphia
- WTOP/New York
- WTOP/Boston

The following stations failed to report this week, so their playlists were frozen.

- WHBY/Appleton-Oshkosh
- WHK/Des Moines
- WHK/Des Moines
- WHK/Des Moines
- WHK/Des Moines
- WHK/Des Moines
- WHK/Des Moines
- WHK/Des Moines
- WHK/Des Moines
- WHK/Des Moines

The following stations are no longer A/C reporters:

- WTOP/Hartford & WJS/Pittsburgh
**BREAKERS**

**RUSS BALLARD**

The Fire Still Burns (EMI America)

*W/NRG* with adds at: WSHF, WRIF, KSHE, KQRR, WCCC, WPVY, WQMG, WIDT. Moves 51-30 on the Tracks chart.

**NEW & ACTIVE**

- **TOM PETTY** & THE HEARTBREAKERS...*Make It Better (Fortune...)* (MCA)
- **JEFF BECK**
- **HOOTERS** /All About Life...* *(A&M)
- **HEART** /What About Love? *(Atlantic)
- **SUPERTRAMP** /Saves And Sevens *(Es Paranza/Atlantic)
- **POLLIE COLLINS** /Sustudio *(Atlantic)
- **CHINA CRISIS** /Wish *(MCA)
- **WILLIE NELSON** /Gotta Get My Hands On You *(Atlantic)
- **ROBBIE ROBBIE** /YANKOVIC *(MCA)
- **JEFF STILLS** /You Love Somebody Set Them Free *(A&M)
- **COREY RATT** /Lay It On The Line *(A&M)
- **DIRE STRAITS** /Money For Nothing *(WB)
- **ROYACO** /All You Zombies *(Columbia)
- **10 TIL TUESDAY** /Voices Carry *(Epic)
- **PAUL YOUNG** /Everytime You Go Away *(Columbia)
- **ROBERT PLANT** /Quiet &... *(Es Paranza/Atlantic)
- **DO N HENLEY** /Not Enough Love In The World *(Geffen)
- **LINDA RONSTADT** /You're The One In Love *(Geffen)
- **COREY RATT** /Neve Surrender *(EMI America)
- **EU RYTHMICS** /Un"Weird" *(A&M)
- **ULTRA THREE SUNRISERS** *(Atlantic)
- **PHIL COLLINS** /Sustudio *(Atlantic)
- **BON JOVI** "In And Out Of Love" *(Poly/MegaTrium)*
- **JACKSON 5** /Do It Again *(Atlantic)
- **RATT** /Tell *(Atlantic)
- **BEREAL GUNN** /Saves And Sevens *(Es Paranza/Atlantic)
- **CANNONBALL ADDICTION** *(Atlantic)

**TEXTONES** "Midnight Mission" *(Gold Mins./A&M) 41/11 (26/10)

- **EMERSON LAKE & PALMER** /Ladies And Gentlemen... *(A&M)
- **NO MORE *WEIRD AL* YANKOVIC** "Lisa & Sam..." *(RCA)
- **R.E.M.** /Stand **&...** *(Mercury/RCA)
- **ADAM LANTZ** /If You Love Somebody Set Them Free *(A&M)
- **COREY RATT** /Lay It On The Line *(Atlantic)
- **R.E.M.** /Gotta Get My Hands On You *(Atlantic)
- **ROBBIE ROBBIE** /YANKOVIC *(MCA)
- **JEFF STILLS** /You Love Somebody Set Them Free *(A&M)
- **COREY RATT** /Lay It On The Line *(Atlantic)
- **R.E.M.** /Gotta Get My Hands On You *(Atlantic)
- **ROBBIE ROBBIE** /YANKOVIC *(MCA)

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**MOST ADDED**

- **STING** /If You Love Somebody Set Them Free *(A&M)
- **LARRY CAVETTO** /Tough All Over *(Scotti Bros./CBS)
- **WINDO AL* YANKOVIC** "YANKOVIC" *(Atlantic)
- **JEFF STILLS** /You Love Somebody Set Them Free *(A&M)
- **COREY RATT** /Lay It On The Line *(Atlantic)
- **ROSS BALLARD** /West Side *(EI America)
- **BRYAN ADAMS** /Summer Of '69 *(A&M)

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**HOTTEST**

**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 total reports and 50 adds.  

**NEW & ACTIVE** — Records building in airplay and coming closest to charting. Numbers indicate total report/adds, e.g., 4000 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.

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88/R & R FRIDAY, JUNE 14, 1985
### RADIO & RECORDS NATIONAL AIRPLAY

#### AOR ALBUMS

<table>
<thead>
<tr>
<th>152 REPORTERS</th>
<th>JUNE 14, 1985</th>
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<tr>
<td><strong>Total Reporters/Adds</strong></td>
<td><strong>Power Heavy Medium</strong></td>
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<td>11</td>
<td>65–2</td>
</tr>
<tr>
<td>11</td>
<td>52+2</td>
</tr>
<tr>
<td>11</td>
<td>60–0</td>
</tr>
<tr>
<td>11</td>
<td>50–9</td>
</tr>
</tbody>
</table>

#### UNHEARD BUT LEGENDARY PHE NOMENA. MYSTERIOUS BUT DES IRABLE PHENOMENA. UNSEEN BUT APPROACHING PHENOMENA.

<table>
<thead>
<tr>
<th><strong>ROADHEADS</strong></th>
<th><strong>TALKING HEADS</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>61% of our reporters on R,, 92/7 with adds at: DC101, KTQX, WLUP, KROQ, WCMF, WFKQ, WQZ. Debut at #29 on the Album chart.</strong></td>
<td></td>
</tr>
</tbody>
</table>

**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 (0) reports compared to last week. On the album chart, current angles 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.

© R＆R Publishing Company | World Communications Co.
"GO FOR SODA"

AOR Radio's #2 Most Requested Track!

The Next Hit -

"ALL WE ARE"
Out Now On 12"

KIM On Tour
JUNE 15 - NASHVILLE
17 - TALLAHASSEE
19 - 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

NEW & ACTIVE
- Records building in airplay and coming closest to charting. Numbers indicate total report/adds, e.g. 40/10 means 40 total reports and 10 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.

ARO ALBUMS

MOST ADDED

R.E.M. (68)
Fables Of The...(IRS/MCA)

WEIRD AL YANKOVIC (30)
Dare To Be Stupid (Rock N Roll/CBS)

TALKING HEADS (27)
Little Creatures (Sire/WB)

BOB DYLAN (18)
Empire Burlesque (Columbia)

ROBERT PLANT (44)
Shaken 'n' Stirred (Epic)

BRUCE SPRINGSTEEN (34)
Born In The U.S.A (Columbia)

SUPERTRAMP (27)
Becker Where You Bound (A&M)

NIGHT RANGER (34)
7 Wishes (Came/MCA)

70/R&R FRIDAY, JUNE 14, 1985

© 1985 A&R Recordings Corp. A Warner Communications Co.
## REGIONAL AOR ACTIVITY

### PLAYLISTS

An artist's name is listed once per playlist in the highest rotation that any of an album's tracks are reported. For example, if tracks from the same album are reported in both heavy and medium rotation, the artist will appear in heavy rotation. Records being played in power are included in a station's heavy rotation. Of a station's lights, only those added this week -- its light adds -- are printed.

### SYMBOLS

- **a** — Record is newly reported or additional tracks have been added.
- **l** — A single's B-side.
- **M** (M) — Other tracks from that album are in those rotations (medium or light).

An artist's name with no abbreviations means all tracks in the listed rotation.

A "region" list indicates that a current report was not received, and last week's rotations were included in the data base.

### PARALLELS

Stations arranged by market size, according to Arbitron's MSA population figures.

Parallels: One: 1,000,001+.
Two: 200,000 - 100,000.
Three: under 200,000.

### EAST PARALLEL ONE

<table>
<thead>
<tr>
<th>Station</th>
<th>Call Letters</th>
<th>City</th>
<th>Market Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>WCLR</td>
<td>WM.R 880 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WLS</td>
<td>WM.L 720 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WLS</td>
<td>WM.L 720 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.D</td>
<td>WM.D 740 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.N</td>
<td>WM.N 1260 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.R</td>
<td>WM.R 880 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
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</table>

### EAST PARALLEL TWO

<table>
<thead>
<tr>
<th>Station</th>
<th>Call Letters</th>
<th>City</th>
<th>Market Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>WM.D</td>
<td>WM.D 740 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.N</td>
<td>WM.N 1260 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.R</td>
<td>WM.R 880 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
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<tr>
<td>WM.S</td>
<td>WM.S 1270 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.T</td>
<td>WM.T 1280 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.U</td>
<td>WM.U 1290 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
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### PARALLEL THREE

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<tbody>
<tr>
<td>WBBM</td>
<td>WM.B 720 AM</td>
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<td>1,000,001+</td>
</tr>
<tr>
<td>WGN</td>
<td>WM.G 720 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WLS</td>
<td>WM.L 720 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.A</td>
<td>WM.A 750 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
<tr>
<td>WM.B</td>
<td>WM.B 720 AM</td>
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</tr>
<tr>
<td>WM.C</td>
<td>WM.C 753 AM</td>
<td>Chicago, IL</td>
<td>1,000,001+</td>
</tr>
</tbody>
</table>

### CONTINUED ON NEXT PAGE
## EAST (continued)

- **WON-Philadelphia**
  - 910 215-0888
  - Al. Joe Harbow
  - 1310 W. 63rd St.
  - MEDIA
  - 161 S. Wacker Dr.
  - Chicago, IL 60606
  - gm: Joe Harbow
  - Ad: Joe Harbow
  - Prog: Joe Harbow
  - Asst: Joe Harbow

- **WKTU-Atlanta**
  - 99.5 770-99.5
  - J. J. Stern
  - 1200 W. Peachtree St.
  - BRUSSELS
  - 1200 Peachtree St.
  - Atlanta, GA 30309
  - gm: Joe Harbow
  - Ad: Joe Harbow
  - Prog: Joe Harbow
  - Asst: Joe Harbow

- **WRU/Syracuse**
  - 910 500-9100
  - J. J. Stern
  - 1200 W. Peachtree St.
  - BRUSSELS
  - 1200 Peachtree St.
  - Atlanta, GA 30309
  - gm: Joe Harbow
  - Ad: Joe Harbow
  - Prog: Joe Harbow
  - Asst: Joe Harbow

## SOUTH

### PARALLEL ONE

<table>
<thead>
<tr>
<th>Station</th>
<th>Call Letters</th>
<th>Frequency</th>
<th>City</th>
<th>Owner</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>WLAI-Los Angeles</td>
<td>WLA/LA</td>
<td>101.0</td>
<td>Los Angeles</td>
<td>Sony Music</td>
<td>Jon Jones</td>
</tr>
<tr>
<td>KIIS-FM-Los Angeles</td>
<td>KIISFM</td>
<td>102.7</td>
<td>Los Angeles</td>
<td>Capitol Records</td>
<td>Scott Fagan</td>
</tr>
<tr>
<td>WRSI-Worcester</td>
<td>WRSI</td>
<td>95.5</td>
<td>Worcester</td>
<td>CBS</td>
<td>Jim Brown</td>
</tr>
<tr>
<td>WOCF-Charlotte</td>
<td>WOCF</td>
<td>95.5</td>
<td>Charlotte</td>
<td>Sony Music</td>
<td>Mike Smith</td>
</tr>
<tr>
<td>WWOD-Charlotte</td>
<td>WWOD</td>
<td>103.7</td>
<td>Charlotte</td>
<td>EMI</td>
<td>Steve Gabel</td>
</tr>
</tbody>
</table>

### PARALLEL TWO

<table>
<thead>
<tr>
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<th>Frequency</th>
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<th>Owner</th>
<th>Contact</th>
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</thead>
<tbody>
<tr>
<td>WXST-Atlanta</td>
<td>WXST</td>
<td>103.7</td>
<td>Atlanta</td>
<td>Columbia Records</td>
<td>Mike Brown</td>
</tr>
<tr>
<td>WYLD-Fort Lauderdale</td>
<td>WYLD</td>
<td>105.1</td>
<td>Fort Lauderdale</td>
<td>Warner Bros. Records</td>
<td>John Smith</td>
</tr>
<tr>
<td>WANI-West Palm Beach</td>
<td>WANI</td>
<td>106.3</td>
<td>West Palm Beach</td>
<td>MCA Records</td>
<td>Bob Johnson</td>
</tr>
<tr>
<td>WLRQ-Washington</td>
<td>WLRQ</td>
<td>100.7</td>
<td>Washington</td>
<td>Epic Records</td>
<td>Tom Davis</td>
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<tr>
<td>WKTU-New York</td>
<td>WKTU</td>
<td>103.5</td>
<td>New York</td>
<td>Columbia Records</td>
<td>Steve Brown</td>
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### PARALLEL THREE

<table>
<thead>
<tr>
<th>Station</th>
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<th>Frequency</th>
<th>City</th>
<th>Owner</th>
<th>Contact</th>
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</thead>
<tbody>
<tr>
<td>WRQX-Philadelphia</td>
<td>WRQX</td>
<td>100.7</td>
<td>Philadelphia</td>
<td>Warner Bros. Records</td>
<td>John Smith</td>
</tr>
<tr>
<td>WJMR-Miami</td>
<td>WJMR</td>
<td>106.7</td>
<td>Miami</td>
<td>Columbia Records</td>
<td>Tom Davis</td>
</tr>
<tr>
<td>WTVI-Charleston</td>
<td>WTVI</td>
<td>103.5</td>
<td>Charleston</td>
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</tr>
<tr>
<td>WUSI-Atlanta</td>
<td>WUSI</td>
<td>92.7</td>
<td>Atlanta</td>
<td>Epic Records</td>
<td>John Smith</td>
</tr>
<tr>
<td>IEW-Orlando</td>
<td>IEW</td>
<td>90.3</td>
<td>Orlando</td>
<td>Columbia Records</td>
<td>Tom Davis</td>
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</table>

---

**REGIONAL AOR ACTIVITY**

**MIDWEST**

### PARALLEL ONE

<table>
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<tr>
<th>Station</th>
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<th>Frequency</th>
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<th>Owner</th>
<th>Contact</th>
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<td>WLOL-Chicago</td>
<td>WLOL</td>
<td>103.5</td>
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</tr>
<tr>
<td>WZGF-Great Falls</td>
<td>WZGF</td>
<td>105.1</td>
<td>Great Falls</td>
<td>Warner Bros. Records</td>
<td>Scott Fagan</td>
</tr>
<tr>
<td>WFRU-Worcester</td>
<td>WFRU</td>
<td>102.5</td>
<td>Worcester</td>
<td>Sony Music</td>
<td>Mike Smith</td>
</tr>
<tr>
<td>WOCF-Indianapolis</td>
<td>WOCF</td>
<td>103.7</td>
<td>Indianapolis</td>
<td>EMI</td>
<td>Steve Gabel</td>
</tr>
<tr>
<td>WIOZ-Cleveland</td>
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<td>106.3</td>
<td>Cleveland</td>
<td>BMG</td>
<td>Bob Johnson</td>
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### PARALLEL TWO

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<th>Owner</th>
<th>Contact</th>
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</thead>
<tbody>
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<td>WDNX-Detroit</td>
<td>WDNX</td>
<td>101.5</td>
<td>Detroit</td>
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</tr>
<tr>
<td>WNCI-Columbia</td>
<td>WNCI</td>
<td>104.5</td>
<td>Columbia</td>
<td>Warner Bros. Records</td>
<td>Tom Davis</td>
</tr>
<tr>
<td>WYXY-Waxahachie</td>
<td>WYXY</td>
<td>102.3</td>
<td>Waxahachie</td>
<td>Sony Music</td>
<td>Steve Brown</td>
</tr>
<tr>
<td>WFRU-Columbus</td>
<td>WFRU</td>
<td>105.5</td>
<td>Columbus</td>
<td>EMI</td>
<td>John Smith</td>
</tr>
<tr>
<td>WUSI-Indianapolis</td>
<td>WUSI</td>
<td>106.5</td>
<td>Indianapolis</td>
<td>BMG</td>
<td>Bob Johnson</td>
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### PARALLEL THREE

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<th>Owner</th>
<th>Contact</th>
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<tbody>
<tr>
<td>WZGF-Great Falls</td>
<td>WZGF</td>
<td>106.1</td>
<td>Great Falls</td>
<td>Columbia Records</td>
<td>Scott Fagan</td>
</tr>
<tr>
<td>WLOL-Chicago</td>
<td>WLOL</td>
<td>107.5</td>
<td>Chicago</td>
<td>Warner Bros. Records</td>
<td>Mike Smith</td>
</tr>
<tr>
<td>WNCI-Columbia</td>
<td>WNCI</td>
<td>107.5</td>
<td>Columbia</td>
<td>Sony Music</td>
<td>Tom Davis</td>
</tr>
<tr>
<td>WYXY-Waxahachie</td>
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<td>106.5</td>
<td>Waxahachie</td>
<td>EMI</td>
<td>Steve Brown</td>
</tr>
<tr>
<td>WFRU-Columbus</td>
<td>WFRU</td>
<td>108.5</td>
<td>Columbus</td>
<td>BMG</td>
<td>John Smith</td>
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Continued on next page
### REGIONAL AOR ACTIVITY

#### MID/WEST (continued)

<table>
<thead>
<tr>
<th>Station</th>
<th>Frequency</th>
<th>City</th>
<th>Owner/Operator</th>
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</thead>
<tbody>
<tr>
<td>WLOF</td>
<td>900 kHz</td>
<td>Chicago</td>
<td>West广播公司</td>
</tr>
<tr>
<td>WTMX</td>
<td>97.1 MHz</td>
<td>Chicago</td>
<td>West广播公司</td>
</tr>
<tr>
<td>WZLX</td>
<td>93.5 MHz</td>
<td>Chicago</td>
<td>West广播公司</td>
</tr>
<tr>
<td>WGES</td>
<td>99.3 MHz</td>
<td>Chicago</td>
<td>West广播公司</td>
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<td>WLSX</td>
<td>105.5 MHz</td>
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<td>West广播公司</td>
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#### WEST

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<tr>
<th>Station</th>
<th>Frequency</th>
<th>City</th>
<th>Owner/Operator</th>
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</thead>
<tbody>
<tr>
<td>KSWX</td>
<td>1310 kHz</td>
<td>Los Angeles</td>
<td>Radiocentre</td>
</tr>
<tr>
<td>KZAP</td>
<td>950 kHz</td>
<td>Sacramento</td>
<td>KZAP Broadcasting</td>
</tr>
<tr>
<td>KYX</td>
<td>1580 kHz</td>
<td>San Diego</td>
<td>KYX Broadcasting</td>
</tr>
<tr>
<td>KGSR</td>
<td>960 kHz</td>
<td>San Francisco</td>
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</tr>
<tr>
<td>KGUI</td>
<td>1660 kHz</td>
<td>Portland, OR</td>
<td>KGUI Broadcasting</td>
</tr>
<tr>
<td>KINK</td>
<td>1240 kHz</td>
<td>Portland, OR</td>
<td>KINK Broadcasting</td>
</tr>
<tr>
<td>KQMY</td>
<td>1260 kHz</td>
<td>Tacoma, WA</td>
<td>KQMY Broadcasting</td>
</tr>
<tr>
<td>KAJZ</td>
<td>1280 kHz</td>
<td>Seattle</td>
<td>KAJZ Broadcasting</td>
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#### PARALLEL

<table>
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<th>Station</th>
<th>Frequency</th>
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<tbody>
<tr>
<td>KSWX</td>
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<td>Los Angeles</td>
<td>Radiocentre</td>
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<tr>
<td>KZAP</td>
<td>950 kHz</td>
<td>Sacramento</td>
<td>KZAP Broadcasting</td>
</tr>
<tr>
<td>KYX</td>
<td>1580 kHz</td>
<td>San Diego</td>
<td>KYX Broadcasting</td>
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<tr>
<td>KGSR</td>
<td>960 kHz</td>
<td>San Francisco</td>
<td>KGSR Broadcasting</td>
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<td>KGUI Broadcasting</td>
</tr>
<tr>
<td>KINK</td>
<td>1240 kHz</td>
<td>Portland, OR</td>
<td>KINK Broadcasting</td>
</tr>
<tr>
<td>KQMY</td>
<td>1260 kHz</td>
<td>Tacoma, WA</td>
<td>KQMY Broadcasting</td>
</tr>
<tr>
<td>KAJZ</td>
<td>1280 kHz</td>
<td>Seattle</td>
<td>KAJZ Broadcasting</td>
</tr>
</tbody>
</table>

Continued on next page
REGIONAL AOR ACTIVITY

WEST (continued)

KJQRSan Jose
(408) 282-4640
F. 408/959-7299
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KFCQSanta Cruz
(408) 427-1700
300
6TH STREET
F. 408/427-1769
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KFOOSan Francisco
(415) 886-8445
F. 415/886-8449
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KPOOSan Francisco
(415) 886-9751
F. 415/886-9751
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KZQXSeattle
(206) 284-6911
F. 206/284-6911
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

SND) San Francisco
(415) 284-6911
F. 415/284-6911
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KROULos Angeles
(213) 797-9300
F. 213/797-9300
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KLOOAustin
(512) 454-7300
F. 512/454-7300
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KXEEHuntington Beach
(503) 642-6567
F. 503/642-6567
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KXDDDenver
(303) 728-3900
F. 303/728-3900
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KXEOFrisco
(214) 746-7000
F. 214/746-7000
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

KZQXSeattle
(206) 284-6911
F. 206/284-6911
USA
JOP
MEN AT WORK
ML
A
8
JO
P`

153 Reporters
146 Current Reports

Four stations reported a frozen playlist this week:

KGAKSan Francisco
KZAPSacramento
WLAV-FMGrand Rapids
WYSP-Philadelphia

CITI-Winnipeg failed to report for a second consecutive week. Its playlist was not included in this week's data.

Two stations failed to report this week:

KEZESpokane
KZEWDallas
### CHR PARALLEL ONE PLAYLISTS

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>PD/MD/Asst.</th>
</tr>
</thead>
<tbody>
<tr>
<td>ZQF</td>
<td>Miami</td>
<td>Keith Party, Mark Shands</td>
</tr>
<tr>
<td>94-Q</td>
<td>Atlanta</td>
<td>Jim Morrison, Jeff McPherson</td>
</tr>
<tr>
<td>77.9</td>
<td>Kansas City</td>
<td>Todd Chase</td>
</tr>
<tr>
<td>B96</td>
<td>Chicago</td>
<td>Mary Scott, Joe Johnston</td>
</tr>
<tr>
<td>WLS</td>
<td>Chicago</td>
<td>John Galton, Dallas Cole</td>
</tr>
<tr>
<td>KTS</td>
<td>Dallas</td>
<td>Kurt Kelly</td>
</tr>
<tr>
<td>WQZ</td>
<td>Norfolk</td>
<td>Adam Curtis</td>
</tr>
<tr>
<td>WGCL</td>
<td>Cleveland</td>
<td>Tom Jones, Sherry Stovall</td>
</tr>
<tr>
<td>WHYF</td>
<td>Detroit</td>
<td>Gary Berkowitz</td>
</tr>
<tr>
<td>KKBQ</td>
<td>Houston</td>
<td>John Lander, Ron Parker</td>
</tr>
<tr>
<td>KUQ</td>
<td>St. Louis</td>
<td>Dave Robbins, Tom Kelly</td>
</tr>
<tr>
<td>KDLW</td>
<td>Minneapolis</td>
<td>Dan Anthony, Don MacPherson</td>
</tr>
<tr>
<td>WKTI</td>
<td>Milwaukee</td>
<td>Tim Fox, Kelly Wallace</td>
</tr>
</tbody>
</table>

**MIDWEST**

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>PD/MD/Asst.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Z95</td>
<td>Kansas City</td>
<td>Todd Chacon</td>
</tr>
<tr>
<td>KDWB</td>
<td>Minneapolis</td>
<td>Dan Anthony, Don MacPherson</td>
</tr>
<tr>
<td>WQZ</td>
<td>Cleveland</td>
<td>Tom Jones, Sherry Stovall</td>
</tr>
<tr>
<td>WHYF</td>
<td>Detroit</td>
<td>Gary Berkowitz</td>
</tr>
<tr>
<td>KKBQ</td>
<td>Houston</td>
<td>John Lander, Ron Parker</td>
</tr>
<tr>
<td>WQZ</td>
<td>Norfolk</td>
<td>Adam Curtis</td>
</tr>
</tbody>
</table>

**WEST**

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>PD/MD/Asst.</th>
</tr>
</thead>
<tbody>
<tr>
<td>KWS</td>
<td>Los Angeles</td>
<td>Gary DeVincenzo, Mike Schaefer</td>
</tr>
</tbody>
</table>

---

76/R&R FRIDAY, JUNE 14, 1985
<table>
<thead>
<tr>
<th>Music Key</th>
<th>Song Title</th>
<th>Artist/Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>D</td>
<td>Dumb</td>
<td>MC Hammer</td>
</tr>
<tr>
<td>D</td>
<td>Happy</td>
<td>Billy Joel</td>
</tr>
<tr>
<td>D</td>
<td>Thriller</td>
<td>Michael Jackson</td>
</tr>
<tr>
<td>D</td>
<td>My Sharona</td>
<td>Violent Femmes</td>
</tr>
<tr>
<td>D</td>
<td>Power Of Love</td>
<td>Bette Midler</td>
</tr>
<tr>
<td>D</td>
<td>She's So Bright</td>
<td>Simon &amp; Garfunkel</td>
</tr>
<tr>
<td>D</td>
<td>The Things We Do Together</td>
<td>Johnny Cash</td>
</tr>
<tr>
<td>D</td>
<td>We Are The Champions</td>
<td>Queen</td>
</tr>
<tr>
<td>D</td>
<td>What A Shame</td>
<td>Patti Smith</td>
</tr>
<tr>
<td>D</td>
<td>You've Lost That Lovin' Feelin'</td>
<td>Righteous Brothers</td>
</tr>
</tbody>
</table>

**Music Key:** (D) indicates the song is getting play during certain parts of the day and/or right. (Rk) indicates the song was dropped from the playlist then added back in.
**PARALLELS**

Parallel is selected stations in major markets that are formal dominant and/or exert a significant national influence. Parallel is selected stations in secondary markets that are formal dominant and/or exert a significant local influence. This parallel may contain some major market stations that do not qualify for parallel one status. Parallel (b) selected stations in smaller markets that are formal 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

<table>
<thead>
<tr>
<th>JOHN 30E</th>
<th>70s Song (Avvo886)</th>
<th>UP The Song</th>
</tr>
</thead>
<tbody>
<tr>
<td>100:25</td>
<td>44%</td>
<td></td>
</tr>
</tbody>
</table>

### EXAMPLE

100/50 = 100 Died reporting stations on the chart. 100 stations reporting 95.6% of the market.

Regional Report: Percentage of reports considering the market within each region.

National Summary: 100/40 = Number of stations reporting 5% of the stations.

Died = Number of stations reporting 5% of the stations.

### A

<table>
<thead>
<tr>
<th>BRYANT ASKINS</th>
<th>Hotwatt (ASU)</th>
<th>UP Nails</th>
</tr>
</thead>
<tbody>
<tr>
<td>24/10</td>
<td>96%</td>
<td></td>
</tr>
</tbody>
</table>

### B

<table>
<thead>
<tr>
<th>REACH RITAS</th>
<th>Disco Echo (Caribbean)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1971/86</td>
<td>80%</td>
</tr>
</tbody>
</table>

### C

<table>
<thead>
<tr>
<th>KIM CARNES</th>
<th>Create in This Night (EM America)</th>
</tr>
</thead>
<tbody>
<tr>
<td>29/61</td>
<td>85%</td>
</tr>
</tbody>
</table>

### D

<table>
<thead>
<tr>
<th>PHIL COLLINS</th>
<th>Survivors (Atlantic)</th>
</tr>
</thead>
<tbody>
<tr>
<td>26/30</td>
<td>80%</td>
</tr>
</tbody>
</table>

### DIA DE LUNE

<table>
<thead>
<tr>
<th>You Say We Round (Like A Record)</th>
</tr>
</thead>
<tbody>
<tr>
<td>102/68</td>
</tr>
<tr>
<td>40%</td>
</tr>
</tbody>
</table>

---

80/ R&R FRIDAY, JUNE 14, 1985
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Format</th>
<th>Date</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heart</td>
<td>What About Love (Casablanca)</td>
<td></td>
<td></td>
<td>1/31/85</td>
<td>10</td>
</tr>
<tr>
<td>Whitney Houston</td>
<td>You Give Good Love (Atlantic)</td>
<td></td>
<td></td>
<td>2/21/85</td>
<td>87</td>
</tr>
<tr>
<td>Cyndi Lauper</td>
<td>True Colors (Polygram/CBS)</td>
<td></td>
<td></td>
<td>3/28/85</td>
<td>89</td>
</tr>
<tr>
<td>Men At Work</td>
<td>Everything (Columbia)</td>
<td></td>
<td></td>
<td>4/26/85</td>
<td>83</td>
</tr>
</tbody>
</table>

**DON HUMBY**

- Not Enough Love In The World (Caffey)
- King Of The Park Bench

<table>
<thead>
<tr>
<th>Date</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/8/84</td>
<td>90</td>
</tr>
</tbody>
</table>

**Kenny Loggins**

- Forever (Casablanca)
- You Belong

<table>
<thead>
<tr>
<th>Date</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>5/20/85</td>
<td>89</td>
</tr>
</tbody>
</table>

**Hooters**

- All You Zombies (Columbia)
- My Magic Night

<table>
<thead>
<tr>
<th>Date</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>7/17/85</td>
<td>73</td>
</tr>
</tbody>
</table>

**Robby Thomas**

- Heroes (Casablanca)
- Never Stopped Dancing

<table>
<thead>
<tr>
<th>Date</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/4/85</td>
<td>94</td>
</tr>
</tbody>
</table>

**Robert Plant**

- Whole Lotta Love (Island)
- Stairway To Heaven (Epic)

<table>
<thead>
<tr>
<th>Date</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/18/85</td>
<td>81</td>
</tr>
</tbody>
</table>

**TOM PETTY & HEARTBREAKERS**

- American Girl (MCA)
-自学

<table>
<thead>
<tr>
<th>Date</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>9/12/85</td>
<td>89</td>
</tr>
</tbody>
</table>

*Continued on next column*
**LISA-LISA AND CULT JAM WITH FULL FORCE**

"I Wonder If I Take You Home"

### CHR SIGNIFICANT ACTION

<table>
<thead>
<tr>
<th>Station</th>
<th>Station</th>
<th>Station</th>
</tr>
</thead>
<tbody>
<tr>
<td>WXKS-FM</td>
<td>34-29</td>
<td>WPLJ 11-9</td>
</tr>
<tr>
<td>KIQQ 30-25</td>
<td>KKHR 33-28</td>
<td>O100 26-16</td>
</tr>
</tbody>
</table>

### SIGNIFICANT ACTION

<table>
<thead>
<tr>
<th>B</th>
<th>K</th>
<th>T</th>
</tr>
</thead>
<tbody>
<tr>
<td>WARD DENNIS</td>
<td>Take No Prisoners (on The J) (Elektra)</td>
<td>LP: Take No Prisoners</td>
</tr>
<tr>
<td>JHEMARIE JACKSON</td>
<td>(Closest Thing To, (Arista)</td>
<td>LP: Perfect Soulmate</td>
</tr>
<tr>
<td>JENNY KNOTT</td>
<td>My Too Fast (Mirage/Klauss)</td>
<td>LP: Too Fast</td>
</tr>
<tr>
<td>JOHN PAAS</td>
<td>St Elmo's Fire (Atlantic)</td>
<td>LP: St Elmo's Fire For Professor</td>
</tr>
<tr>
<td>HALLIE PARSONS &amp; HOMER ROGERS</td>
<td>Real Love (RCA)</td>
<td>LP: Real Love</td>
</tr>
<tr>
<td>SCOTT ROBBINS</td>
<td>When You're Not Around (Columbia)</td>
<td>LP: Scott Robbins</td>
</tr>
<tr>
<td>BRET CLARK</td>
<td>Stand In (EMI)</td>
<td>LP: Stand In</td>
</tr>
<tr>
<td>ERIK CLARKSON</td>
<td>Take You Home Tonight (Columbia)</td>
<td>LP: Take You Home Tonight</td>
</tr>
<tr>
<td>ENYCE CLAYTON</td>
<td>Will It Take You Home? (EMI)</td>
<td>LP: Will It Take You Home?</td>
</tr>
<tr>
<td>VICKI CLARKSON</td>
<td>Can't Stand Myself (Arista)</td>
<td>LP: Can't Stand Myself</td>
</tr>
</tbody>
</table>

### TALKING HEADS

- Read To Me/Where (Sony/WB)
- LP: Little Distraction

### TEXTURES

- Midnight Mission (Gold Mind/Atco) | LP: Midnight Mission

### VITAMIN Z

- Burning Flame (Columbia) | LP: Vitamin Z
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.

AIRM . . . The fastest, most reliable tool for getting radio to listen to music.

**WEEK #36 AIR Priorities**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUMMER SUN</td>
<td>SHOOTING STAR</td>
<td>GEFFEN</td>
</tr>
<tr>
<td>INVINCIBLE</td>
<td>PAT BENATAR</td>
<td>CHRYSALIS</td>
</tr>
<tr>
<td>EXCEPTION OF LOVE</td>
<td>THE TRUTH</td>
<td>IRS/MCA</td>
</tr>
<tr>
<td>I WONDER IF I TAKE YOU HOME</td>
<td>LISA-LISA</td>
<td>COLUMBIA</td>
</tr>
<tr>
<td>PEOPLE GET READY</td>
<td>JEFF BECK &amp; ROD STEWART</td>
<td>EPIC</td>
</tr>
</tbody>
</table>

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 6pm, Wednesday, June 19, 1985.

**WEEK #36**

<table>
<thead>
<tr>
<th>TITLE/CUTS</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>TWO HEARTS</td>
<td>MEN AT WORK</td>
<td>COLUMBIA</td>
</tr>
<tr>
<td>&quot;Men With Two Hearts&quot;</td>
<td>RUSS BALLARD</td>
<td>EMI</td>
</tr>
<tr>
<td>&quot;Maria&quot;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>THE FIRE STILL BURNS (12&quot;)</td>
<td>NEW OLDE</td>
<td>QWEST/WB</td>
</tr>
<tr>
<td>LOW-LIFE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>&quot;Perfect Kiss&quot;</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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.

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.
86/R&R FRIDAY, JUNE 14, 1985

CONTEMPORARY HIT RADIO

RICK SPRINGFIELD * State Of The Heart (RCA) 123/41

KENNY LOGGINS * WKFR, Z104, 60%

DURAN DURAN * (Epic) 102/40

PHIL COLLINS * (122)

PAUL HARDCASTLE "19" (Chrysalis) 112/29

PAUL HARDCASTLE * "19" (Chrysalis) 112/29

NEW & ACTIVE

RICK SPRINGFIELD * "State Of The Heart" (RCA) 123/41

KENNY LOGGINS * WKFR, Z104, 60%

DURAN DURAN * (Epic) 122

PHIL COLLINS * (Atlantic) 122

PAUL HARDCASTLE "19" (Chrysalis) 112/29

DEPECHE MODE * People Are People (Sire/WB)

DON HENLEY * Moves: Up 33, Debuts

KENNY LOGGINS * WKFR, Z104, 60%

AMY GRANT * Find A Way (A&M)

DEPECHE MODE * People Are People (Sire/WB)

DON HENLEY * Moves: Up 33, Debuts

KENNY LOGGINS * WKFR, Z104, 60%

AMY GRANT * Find A Way (A&M)

RICK SPRINGFIELD "State Of The Heart" (RCA) 123/41

KENNY LOGGINS "WKFR, Z104, 60%"

DURAN DURAN "Into The Groove" (Sire/WB)

CONTEMPORARY HIT RADIO

Chart Extras

Men At Work

Everything I Need (Columbia)

62% of our readers on it. Moves: Up 81, Debuts 22, Same 82, Down 1, Adds 10 including WWQG, KIRKZ, KITS, PRO-FM 28-24, WNNZ 35-32, KMLE 35-31, KX104 27-20.

breakers

Depeche Mode

People Are People (Sire/WB)

68% of our readers on it. Moves: Up 7, Debuts 47, Same 28, Down 1, Adds 57 including PRO-FM, KFAM, Q105, B96, Q103, KWSS. Complete airplay in Parallels.

Robert Plant

Little By Little (Es Paranza/Atlantic)

61% of our readers on it. Moves: Up 7, Debuts 17, Same 46, Down 0, Adds 13 including WAVA, KAFM, KBEQ, KWK, WZOU, WZPL, WXLL. See parallels, debates at number 39 on the CHR chart.

Amy Grant

Find A Way (A&M)

60% of our readers on it. Moves: Up 48, Debuts 16, Same 58, Down 0, Adds 30 including PRO-FM, 92X, WHYF, KBEQ, KPLUS, 930, WYKS. Complete airplay in Parallels.

New & Active

RICK SPRINGFIELD "State Of The Heart" (RCA) 123/41

KENNY LOGGINS "WKFR, Z104, 60%"

DURAN DURAN "Into The Groove" (Sire/WB)

Contemporary Hit Radio Chart ExtrA$
"TAKE NO PRISONERS (IN THE GAME OF LOVE)"

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.

On Elektra Music Cassettes, Records and Compact Discs.
© 1985 Elektra/Rhino Records, a Division of Warner Communications Inc.
CONTEMPORARY HIT RADIO

6	2	2	BRYAN ADAMS/Heaven (A&M)
11	8	3	PHIL COLLINS/Subsudio (Atlantic)
17	14	4	PRINCE/Raspberry Beret (WB)
7	5	5	MADONNA/Angel (Sire/WB)
26	18	6	DURAN DURAN/A View To A Kill (Capitol)
7	4	6	HOWARD JONES/Things Can Only Get Better (Elektra)
18	13	11	SURVIVOR/The Search Is Over (Scotti Bros./CBS)
2	1	8	TEARS FOR FEARS/Everybody Wants To Rule The World (Mercury/PG)
9	4	7	MARY JANE GIRLS/In My House (Gordy/Motown)
24	16	12	EURYTHMICS/Would I Lie To You? (RCA)
10	16	10	KATRINA AND THE WAVES/Walking On Sunshine (Capitol)
33	27	9	MADONNA/Into The Groove (Sire/WB)
25	22	16	TIL TUESDAY/Voices Carry (Capricorn)
28	23	18	CYNDI LAUPER/The Goonies 'R' Good Enough (Portrait/CBS)
34	29	20	PAUL YOUNG/Everytime You Go Away (Columbia)
21	23	17	GLEN FREY/Smuggler's Blues (MCA)
1	2	9	WHAM!/Everything She Wants (Columbia)
30	24	21	JOHN CAFFERTY & BEAVER BROWN.../Tough All Over (Scotti Bros./CBS)
5	5	3	BILLY OCEAN/Jive (Arista)
29	24	22	WHITNEY HOUSTON/You Give Good Love (Arista)
36	25	23	BRUCE SPRINGSTEEN/Glory Days (Columbia)
6	3	14	Harold Faltermeyer/Axel F (MCA)
30	26	12	NIGHT RANGER/Sentimental Street (Cameo/MCA)
38	30	9	KIM CARREME/Crazy In The Night (Emi at Airplanes) (EMI America)
14	16	18	BEACH BOYS/Getcha Back (Caribou/CBS)
32	31	28	STING/If You Love Somebody Set Them Free (A&M)
17	12	15	Kool & The Gang/Groove (De-Lite/PG)
38	34	14	AIR SUPPLY/Just As I Am (Arista)
18	21	23	LIMAH/Nothing Ever Ending Story (EMI America)
39	33	13	SUPERTRAMP/Cannibal & Ballad (A&M)
4	4	21	SIMPLE MINDS/Don't You (Forget About Me) (A&M)
-4	-4	36	DARYL HALL & JOHN OATES/Passion Obsession (RCA)
-4	-4	43	DeBarge/Who's Holding Donna Now (Gordy/Motown)

ADULT CONTEMPORARY

6	4	5	SURVIVOR/The Search Is Over (Scotti Bros./CBS)
3	2	2	TEARS FOR FEARS/Everybody Wants To Rule The World (Mercury/PG)
11	10	5	MADONNA/Angel (Sire/WB)
16	11	9	BEACH BOYS/Getcha Back (Caribou/CBS)
3	1	3	BILLY OCEAN/Jive (Arista)
10	16	12	WHITNEY HOUSTON/You Give Good Love (Arista)
7	7	6	JULIAN LENNON/Say You're Wrong (Atlantic)
24	18	15	AIR SUPPLY/Just As I Am (Arista)
12	10	11	ALAN PARSONS PROJECT/Days Are Numbers (Arista)
-4	-1	16	DeBarge/Who's Holding Donna Now (Gordy/Motown)
3	5	7	KOOL & THE GANG/Fresh (De-Lite/PG)
14	13	14	CHAKA KHAN/Through The Fire (WB)
18	17	16	BRYAN ADAMS/Heaven (A&M)
-2	2	24	PAUL YOUNG/Everytime You Go Away (Columbia)
17	9	17	RED SPEEDWAGON/One Lonely Night (Capitol)
20	19	19	JOHN Fogerty/Centerfield (WB)
5	4	19	WHAM!/Everything She Wants (Columbia)
-25	25	23	AMY GRANT/Find A Way (Capitol)
25	23	22	DOLLY PARTON w/KENNY ROGERS/Real Love (RCA)

BLACK/URBAN

1	STING/If You Love Somebody Set Them Free (A&M)
-1	1	2	ROBERT PLANT/Little By Little (Es Paranza/Atlantic)
4	3	4	SUPERTRAMP/Cannibal & Ballad (A&M)
3	3	5	JOHN CAFFERTY & BEAVER BROWN.../Tough All Over (Scotti Bros./CBS)
7	4	6	NIGHT RANGER/Sentimental Street (Cameo/MCA)
8	7	7	BRUCE SPRINGSTEEN/Incoming (Columbia)
14	16	12	HEART/What About Love? (Atlantic)
17	15	10	TEARS FOR FEARS/Shout (Mercury/PG)
2	2	9	EURYTHMICS/Would I Lie To You? (RCA)
36	21	18	DIRE STRAITS/Money For Nothing (WB)
15	13	12	HOTEL All You Zombies (Columbia)
10	9	12	TIL TUESDAY/Voices Carry (Capricorn)
16	15	10	JEFF BECK w/ROD STEWART/Get Ready (EMI America)
17	16	11	PAUL YOUNG/Everytime You Go Away (Columbia)
12	11	16	JOE WALSH/The Contessor (Full Moon/WB)
35	23	18	DON HENLEY/You're Only In Love (Geffen)
51	37	24	ROBERT PLANT/Saves And Sevens (Es Paranza/Atlantic)
18	16	17	GRAHAM PARKER & THE SQUIRREL WAVE/Up (Next To You) (Elektra)
24	19	10	ERIC CLAPTON/Promise/What Can I Do (WB)
-47	-46	27	RATT/Jay Daddy Down (Atlantic)
-21	-19	47	COREY HART/Say (EMI America)
30	27	10	UZ/Three Summers (Island)
14	8	24	PHIL COLLINS/Subsudio (Atlantic)
25	22	26	POWER STATION/Get It On (Bang A Gong) (Capitol)
44	34	27	DIRE STRAITS/Kalp O Litte (WB)
19	25	23	VAN-ZANT/You've Got To Be In Love In Love (Network/Geffen)
13	17	12	KIM M itchell/Go For Soda (Bronze/Irving/Wea)
58	46	16	BOB DYLAN/Tight Connection To My Heart (Has Anybody Seen) (Columbia)
47	45	26	MEN AT WORK/Everything I Need (Columbia)