

I N S I D E :

AOR PDS STRIKE BACK

AOR is being accused of being too conservative musically, especially as the gold boom accelerates. **Steve Feinstein** elicited several articulate defenses of AOR's stance from leading programmers. Page 50

SUMMER ARBITRONS CONTINUED

Ratings results this week from Atlanta, Cincinnati, Columbus, Dallas, Dayton, Denver, Indianapolis, Kansas City, New Orleans, Norfolk, Phoenix, Portland, Providence, Rochester, Sacramento, and San Antonio. Page 27, 29

FREE RADIO/TV POLITICAL SPOTS OK FOR NOW

The **Federal Election Commission** decided to reconsider a decision that free airtime donations to candidates constituted illegal corporate campaign contributions. But their legality remains in doubt. Page 14

DIARY OF A DIARYKEEPER

In a revealing case study, **Lon Helton** talks with an industry figure who recently was chosen to fill out an **Arbitron** diary. A rather casual approach to verification on the company's part is just one of the observations spawned by the diarykeeper. Page 53

IN THE NEWS THIS WEEK

- **Bill Pugh** PD at WKLS
 - **Mark Larson** Nat'l Program Manager for Midwest
 - **John Bodnar** PD at WASH
 - **Joannie Lynch** VP/GM at WTRK as station goes AC
 - **WYHY** sues ex-PD **Michael St. John**
 - **Chuck Brinkman** PD at WMYG
 - **Jack Casey** OM at WHB & KUDL
 - **CBS Songs** sold to **Koppelman**
 - **Bruce Massie** VP/GSM at KHIT
 - More layoffs at **RCA/Ariola**
 - **Jeff Clark** GSM at KYUU
 - **Art Jones** GSM at KYLU
 - **Jane Dornacker** killed in copter crash
 - **CBS Radio's Frank Miller** dies
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DOLLARS FOR DEMOS

Sales columnist **Kevin Mashek** offers an opportunity to use your demos to generate dollars by structuring a more flexible rate card, based on demo ratings figures. Page 34

HAPPY HALLOWEEN!



Newsstand Price \$5.00



Krizman Elevated To R&R Executive VP/GM

R&R Exec. VP **Dick Krizman** has taken on the additional responsibilities of General Manager for the company. He will supervise the sales, editorial, communications, and production efforts of the newspaper.

R&R Publisher **Dwight Case** commented, "As all of us at the paper work toward expanded services for R&R, it became very obvious that a strong linchpin was the key to positive growth. It is obvious to all of us that there isn't one stronger than Kriz."



Dick Krizman

Krizman, a former executive at Atlantic and United Artists Records, has been with R&R since its founding in October 1973, serving as Director of Sales. He became the paper's first Vice President in 1978, and was promoted to Exec. VP in February 1985.

He stated, "I'm very excited about becoming an even more integral part of the paper, sub-

KRIZMAN/See Page 8

Feuer Noble Exec. VP/COO

Noble Broadcast Group has promoted **XETRA-AM & FM/San Diego VP/GM Norm Feuer** to the new post of Exec. VP/COO. Noble has spent over \$80 million in acquisitions over in the last few months, and now

owns nine radio stations. Feuer will run the day-to-day operations of the group, while President/CEO **John Lynch** retains those duties.

Said Lynch, "No one is more qualified than Norm to lead a broadcast group. I'm pleased that he can now do just that, in his city, San Diego. Norm's past experience as an owner, a GM in Chicago and Miami, a sales rep in New York, and most important, as President of Viacom's radio broadcast division, brings to this position abilities equalled by few in the business."

Feuer plans to name his successor at XETRA by November 15. He said, "I left Viacom to return to San Diego for familial reasons. Now I'm able to again lead a major radio group. I'm most fortunate to be where I am."

In addition to XETRA-AM & FM, Noble also owns WSSH/Boston, WGBB & WBAB/Long Island, WAVZ & WKCI/New Haven, and KRNN & KISS/San Antonio. News/Talk outlet KRNN (5 kw at 930 kHz) has just been purchased for \$2 million from **Stanley Rosenberg**, pending FCC approval.

Leeds Leads E/P/A AOR



Harvey Leeds

E/P/A Director/Video Promotion **Harvey Leeds** has been promoted to VP/Album Promotion for the division, assuming responsibility for all phases of AOR promotion.

Leeds, who worked in regional and national album promotion at E/P/A before taking the video post in 1983, reports to VP/National Promotion **Walter Winnick**. Winnick commented, "This is a welcome back of sorts for Harvey. His past experience working with album radio on a national level makes him a perfect choice for the position. And as Director/Video Promotion, he brought a new level of aggressiveness and respect to that post."

Reporting to Leeds will be Assoc. Director/Album Promotion **Jack Isquith** and Director/West Coast Album Promotion **Jon Kirksey**.

Leeds told R&R, "I'm psyched and ready to get back into the radio promotion trenches. Album radio is tighter than ever, but I know we can break through with unique music and personality-oriented promotions. With the leadership of LEEDS/See Page 5

Richards, Zapoleon Go Nationwide



Guy Zapoleon

Nationwide has named **WNCI/Columbus PD Bill Richards** and **KZZP/Phoenix PD Guy Zapoleon** to the newly-created positions of Directors/Programming Services. They will team their efforts to fill the vacancy created when National PD **Dave Van Stone** resigned earlier this month to rejoin Western Cities at newly purchased **KLMO/Longmont-Boulder, CO**.

Richards will continue to program **WNCI** and oversee the programming of **WPOC/Baltimore, WGAR-AM & FM/Cleveland, WKZL/Winston-Salem, and KRQ/Tucson**. He reports to Radio Group Manager **Dave Fuelhart**, who also manages **WPOC**. Zapoleon will remain PD at **KZZP** and be responsible for **KISW/Seattle, KZAP/Sacramento, KWSS/San Jose, KLUC & KMJJ/Las Vegas, and**



Bill Richards

WBJW (BJ105)/Orlando. He reports to Radio Group Manager **Mickey Franko**, who runs **KZZP**.

Nationwide VP/Radio Steve Berger commented, "These two NATIONWIDE/See Page 8

Smith VP At EMI



Tony Smith

EMI America Director/National Singles Promotion **Tony Smith** has been elevated to VP/National Promotion. He succeeds **Dick Williams**, who left the label Friday (10-24) and is expected to announce future plans shortly.

This is Smith's third advancement in less than 12 months. Last December, he moved from local promotion to Director/National AOR Promotion, and in August he was named Director/National Singles Promotion.

Smith reports directly to EMI America President **Jim Mazza**, who commented, "Tony represents another example of our company's ability to find qualified executives within its own TONY SMITH/See Page 6

Smith First Fulltime NARAS President

Longtime music industry executive **Joe Smith** has been named the first fulltime President of the National Academy of Recording Arts and Sciences (NARAS), and will serve as the official voice for the Academy and its members. Most recently President/CEO of Home Sports Entertainment, a division of Warner/AMEX Cable, he previously served as Chairman of **Elektra/Asylum/Nonesuch Records** from 1975-83 and Presi-



Joe Smith

dent of **Warner Bros./Reprise** from 1972-75, where he had been JOE SMITH/See Page 6

STRANGLEHOLD

the new single by
PAUL McCARTNEY
from the album
PRESS TO PLAY
LOCKED IN AT
ROCK RADIO TODAY.



PRODUCED BY
PAUL McCARTNEY
AND HUGH PADGHAM



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OCTOBER 31, 1986

**SHARING
SOME INSIGHT
ON SHARE**

If you've been wondering how best to use your share figures as a sales tool, Rip Ridgeway offers an in-depth look at this valuable gauge of your station's performance.

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**CBS Songs
Sold To
Koppelman
Group**

CBS has agreed to sell its music publishing division, CBS Songs, to a partnership involving Charles Koppelman, Martin Bandier, and Stephen Swid. The transaction, subject to certain closing conditions, is thought to be worth more than \$110 million, and should be completed in November.

Included in the sale is the CBS Catalogue Partnership, April Music, Blackwood Music, CBS Songs International, and Music Theatre International. The division owns or administers more than 60,000 copyrights, administrators Michael Jackson's ATV Music, and has its own CBS SONGS/See Page 8

BAILEY TO 94Q, WILLIAMS NEW MD

**Pugh Rejoins Taft
As WKLS PD**

WKDF/Nashville PD Bill Pugh has rejoined Taft to serve as PD of its Atlanta AOR, WKLS-AM & FM (96 Rock). Pugh succeeds Bill Wise, who left last month to start up new Cox AOR WGTR/Miami. Pugh is expected to arrive at WKLS November 10. No replacement has been named for him at WKDF.

Concurrently, WKLS MD Bob Bailey, a nine-year fixture at the station, has left for cross-town CHR WQXI-FM, where he will serve as the producer/writer for Gary McKee's morning show and pull a weekend oldies shift. His replacement is Beth Williams, who has been doing weekends and serving in the WKLS continuity department.



Bill Pugh
This is a reunion for Williams and Pugh; she was known as Beth Kepple when they were once both staffers at sister Taft AOR WLWQ/Columbus. WKLS VP/GM Tom Connolly told R&R, "Bill impresses me as bright and upfront - what you see is what you get. I sense

some real creativity, which'll make our on-air sound even more exciting. He also had a burning desire to return to Taft. He even looks like a Taft person with his close-cropped hair and tie."

Pugh commented, "Taft is a solid corporation, one that's real enthusiastic about its radio properties. It's the only company I would've left this job for. The support staff at 96 Rock is extremely dedicated."

Pugh was PD at WKDF for two years. He leaves the station in first place with a 12.7 in the summer Arbitron. He previously programmed WTUE/Dayton for two years and was an air personality at WLWQ for five years.



Mark Larson

**Larson
Upped At
Midwest**

KFMB (AM)/San Diego Program/Operations Manager Mark Larson has assumed the additional duties of National Program Manager/Radio for parent Midwest Television, Inc. In addition to KFMB-AM & FM, the company also owns WMBD & WKZW/Peoria.

Commented Midwest President August Meyer, "Mark has played a major role in making KFMB one of the more prominent stations in America. In addition to his continuing duties at KFMB, Mark will consult other Midwest outlets, and he will also be available for evaluations of future properties should the company acquire additional stations." Added KFMB VP/GM Paul Palmer, "Mark's exceptional attitude, energy, and talent at KFMB have been a great example for all of us."

A 19-year broadcaster, Larson has served with KFMB for the past ten years. He said, "I'm excited about the additional duties, since it gives me an official corporate connection as well as a position from which to aid in future station acquisition."

Dornacker Killed In Copter Crash

WNBC/New York afternoon traffic reporter Jane Dornacker died after the helicopter from which she was broadcasting crashed in the Hudson River October 23. Earlier this year, she had been able to swim to safety after a dif-

ferent helicopter in which she was riding crashed into the Hackensack River shortly after takeoff.

According to reports in the *New York Times* and *New York Post*, Dornacker's final words, broadcast live from the helicopter, were, "New Jersey, the outbound Lincoln Tunnel looks a lot better for you. In New Jersey... hit the water, hit the water, hit the water!" WNBC afternoon personality Joey Reynolds came on-mike at that point and said, "Okay, we're going to play some music here, I think. Find out what's going on with the helicopter. Something happened there. It's a quarter of five, 16 'til five on WNBC, on the Joey Reynolds Show, checking an N-copter report from Jane Dornacker. We'll check in, see how they're doing here, and then we'll come right back at you."

A music cart was then played as producer Chris Doyle notified PD Dale Parsons, while other station employees using two-way radios tried to reach Dornacker or pilot William Pate, who at presstime was listed in critical condition at Bellevue Hospital.

Eyewitnesses reported that the copter's engine stopped and it went into a horizontal fall. The tail knocked a hole in a chain-link fence and hit a sidewalk at the water's edge before bouncing into the river. The craft's flotation pontoons broke off on impact with the

water. A firefighter scuba diver who said he arrived on the scene within three minutes after the crash found the aircraft 20 feet underwater. He broke a window and pulled the pilot to the surface, then returned for Dornacker. Neither victim was breathing.

A spokesman for St. Vincent's Hospital said Dornacker arrived there "in cardiac arrest, with no evidence of brain activity despite all efforts of resuscitation at the scene of the accident and in the mobile intensive care unit along the way to the hospital." Dornacker-DORNACKER/See Page 6

NOW TRANSTAR AC

**WTRK Elevates
Lynch To VP/GM**

Cox Communications' WTRK/Philadelphia has promoted GSM Joanne Lynch to VP/GM, and simultaneously announced a switch from Mike Joseph's "Electric 106" CHR presentation to Transtar's AC format effective in mid-November.

Cox Exec. VP/Radio Nick Trigony told R&R, "We're going to be selling WTRK, and in the interim Joanne will be managing it. Shifting to Transtar's AC format will allow us to cut our costs while improving our older demographics

and billing for the remainder of our time as owners." As to the disposition of the staff, Trigony added, "We look to keep as many people with us as possible."

PD Tony Davis commented, "We all tried real hard to make

LYNCH/See Page 4

**Brinkman
WMYG PD**



Chuck Brinkman

Chuck Brinkman has been appointed PD for WMYG/Pittsburgh, replacing Jay Cresswell, who has resigned from the AC station and will be announcing his plans shortly. Brinkman had been PD for "Magic 97" (formerly WHYW) five years ago before assuming on-air duties upon Cresswell's arrival.

WMYG VP/GM Stu Cohen told R&R, "Adult Contemporary music has a lot of regional pressure to it. BRINKMAN/See Page 4

**WYHY Sues St. John
For \$250,000**

Republic's WYHY (Y107)/Nashville has filed a \$250,000 lawsuit in chancery court against former Regional PD Michael St. John, who rejoined Capitol Broadcasting's newly acquired CHR competitor WKKX (KX104) as PD in early September.

According to a published report in the *Tennessean* (10-25), the suit alleges that St. John is using "confidential" information to benefit WKKX, and that he purportedly "weakened the competitive appeal" of WYHY before leaving.

WYHY VP/GM Mike Kenney told R&R, "We are not suing KX104, we are suing Michael. He just didn't play it straight up with us. We had several strategy meetings to discuss our promotional plans, and we believe he was fully aware he was going to WKKX during those meetings. When he resigned, Mike denied he was going across town, maintaining he was leaving the market to become a national PD for six figures."

A longtime programmer in the WYHY/See Page 5

**Casey OM At
WHB & KUDL**



Jack Casey

Jack Casey, who programmed WMJX/Boston for the past five years, has joined Shamrock Broadcasting's AC combo WHB & KUDL/Kansas City as Operations Manager. He previously programmed WZZP/Cleveland from 1980-81 and was OM at WRNL & WRXL/Casey/See Page 5

Massie Moves To KHIT As VP/GSM

KIIS-AM & FM/Los Angeles National Sales Manager Bruce Massie has transferred to Gannett sister CHR KHIT/Seattle as VP/GSM.

KHIT President/GM Lee Douglas said, "His Gannett experience at KIIS, along with his many years in the business, make Bruce a natural selection for our newest acquisition in the Gannett Radio Division. He will bring expertise as well as fresh blood to the Seattle sales arena."

Massie, who has been with Gannett



Bruce Massie netted for three years, will begin his new duties next week. He told R&R, "It's like going from a station which has proven itself to one which will. I'm really looking forward to working with Lee and (PD) Steve Weed, who really have a handle on the market and know what they're doing. I want to be a part of and contribute to that success."

A replacement for Massie is being sought.

Brinkman

Continued from Page 3 and if anyone has a first-hand knowledge of the musical tastes of Pittsburgh, it's got to be Chuck. He's the guy who introduced the Beatles to Pittsburgh."

Earlier, Brinkman served as PD for KOGO/San Diego (now KLZZ) and was MD at WTAE/Pittsburgh. "It feels good to be back in the seat," he told R&R. "Sometimes even after you leave, you still vicariously remain in it." Regarding any future changes regarding WMYG, Brinkman said, "We're going to try to make it more 'Mag-ic' - more of an uptempo straight-ahead AC."

Lynch

Continued from Page 3

Electric 106 work, and according to our last Birch, things were moving in an upward direction. This is really a great staff of people to work with."

Ready For Eddie



John Eddie played the Ritz in New York recently, with a large contingent of CBS executives on hand. Pictured (l-r) are Columbia VP Paul Rappaport, Columbia's Joe McEwen, Sr. VP Bob Sherwood, label's Jack Rovner, CBS Records Division President Al Teller, Eddie, Columbia Sr. VP Mickey Eichner, and Columbia's Phil Sandhaus.

Gold For Rene & Angela



PolyGram executives presented Rene & Angela with gold awards for their "Street Called Desire" LP in L.A. recently. Pictured (l-r) are PG VP Bob Skoro, Sr. VP Jerome Gasper, Sr. VP/GM West Coast Jeff Sydney, Angela Winbush, Rene Moore, PG VP Leroy Little, Ritz member Raymond Reader (Rene & Angela are producing the act), and PG President Dick Asher.

MUSIC!
INTERVIEWS!

Shape Up
Your
Weekends
NOVEMBER



- 1-2 Neil Young
- 8-9 Mick Jagger
- 15-16 Billy Joel
- 22-23 Genesis
- 29-30 Eurythmics

New Show!

- Motor City Beat
- Songwriter Salute: Ashford & Simpson
- Eddie Kendricks
- The Motor City Songbook
- Diana Ross
- Motor City Families

SPECIAL NEWS!



30 Years For Menon



EMI Music Worldwide Chairman Bhaskar Menon recently celebrated 30 years with the company. He's pictured (right) receiving a gift from EMI Music Europe & International President Ken East on behalf of the EMI senior management team.

A&M Goes Pop



Shown getting an advance hearing of Iggy Pop's recently-released A&M LP, "Blah Blah Blah," are (l-r) A&M Chairman Jerry Moss, Pop, and A&M's Nancy Jeffries.

RCA/Ariola Continues Layoffs

RCA/Ariola has laid off approximately two dozen employees in New York, Los Angeles, Nashville, and Lyndhurst, NJ. This comes on the heels of the company's voluntary layoff plan, which was accepted by between 50 and 100 staffers (R&R 10/24).

The terminations were made Monday (10/27) and take effect November 7. Among those departing are Director/Video, Publicity & Artist Relations Mike Vallone, Director/Market Research Bruce Melzer, and Product Manager Sparkle Kemp. A number of secretarial and support services posts were also abolished.

RCA/Ariola President/CEO Elli-

ot Goldman commented, "The layoffs we have undertaken this week, which involve less than 5% of the workforce in the affected locations, is another step in our ongoing effort to bring overhead in line with revenues. These moves, combined with efforts to restructure and invigorate the creative areas of the company, should put us in a highly competitive position for the future."

The voluntary and involuntary

layoffs have affected every department of RCA/Ariola in the four locations. An outplacement firm has been hired to help those laid off this week.

Commenting on the likelihood of further cuts, a spokesman said, "We will, of course, continue to monitor business results and ensure that overhead is in line with revenues. We anticipate that the moves made so far will be sufficient."

WYHY

Continued from Page 3

market, St. John declared, "I did not know I was going to go across the street during these strategy sessions. And I have not employed any of the strategies we discussed during those meetings over here. They're alleging I left on September 3, and started here the next day. Actually I began work for Capitol the next day, but did not become a part of this station until October 4.

"During this period I was having discussions with other interested parties, whom I cannot divulge at this time. When I announced my resignation I did refuse to disclose where I was going. But when pressed for information as to where I was headed, I did deny going to work for Capitol." A court date has not been set.

Casey

Continued from Page 3

Richmond from 1979-80. WHB & KUDL GM Robert Zuroweste commented, "Jack was selected for the position based upon his extensive background in AC formats and strong leadership skills. He is a proven winner and a valuable part of the continued growth of KUDL & WHB."

Casey said, "My primary task will be to support the GM in moving these two stations to a higher level of excellence through superior programming, marketing, and promotions."

It was also announced that KUDL afternoon personality Brian Casey is acting as interim PD following the departure of Dene Hallam, who joined crosstown KCPW recently. Jeff Roberts continues as PD at WHB.

Leeds

Continued from Page 1

Walter Winnick and (E/P/A Sr. VP/Marketing) Ray Anderson, and experienced people like Jack Isquith and Jon Kirksey. I'm very confident about the future."

Leeds joined CBS Records in 1973 as a college rep at Syracuse University, and was named Manager/Northeast College Promotion in 1975. Subsequently, he held E/P/A posts as Regional Manager/Album Promotion and Assoc. Director/National Album Promotion.

- 1-2 Eddy Raven
- 8-9 Mickey Gilley
- 15-16 Lacy J. Dalton
- 22-23 Merle Haggard
- 29-30 Larry Gatlin

THE WEEKLY COUNTRY MUSIC COUNTDOWN

Country Six Pack
Thanksgiving: The Alabama Story

- 1-2 Kool and the Gang
- 8-9 Paul Revere and the Raiders
- 15-16 Seals and Crofts
- 22-23 Carly Simon
- 29-30 Rod Stewart

DICK CLARK'S

Rock Roll & Remember

HOT ROCKS

- 1-2 Paul Simon
- 8-9 Tina Turner
- 15-16 Loverboy
- 22-23 Toto
- 29-30 Genesis

For station clearance information call our Washington, D.C. office at (703) 276-2900

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



CBS Radio VP Frank Miller Dies

CBS Radio Networks VP/Programs Frank Miller died of heart failure last Wednesday while on assignment in Boston as Exec. Producer of the network's World Series coverage.

Miller had served as VP/Programs since 1978, and had been Director/Programming since joining CBS in 1972. During his tenure at CBS he had been instrumental in supervising the network's coverage of Monday Night Football, Major League's All-Star Game and World Series, and NCAA tournament basketball. Prior to joining CBS Miller was Director/Special Events and Network Operations at the Mutual Broadcasting System, where he also served as Assistant to the President and Director/Admissions. He had also been Produc-



Frank Miller

tion Manager at WOR/New York, as well as serving as VP at D'Antoni/Baer Productions.

He is survived by a sister, three daughters, and one granddaughter. Funeral services were held Monday.

Jones GSM At KKL

Art Jones has been appointed GSM at KKL/Phoenix. He was previously an AE with McGavren Guild, prior to which he worked at KKL sister station KTAR as Local Sales Manager.

KTAR/KKL's GM Paul Danitz commented, "Pulitzer Broadcasting and, in particular, KTAR and KKL are fortunate to have Art back in Phoenix. He had previously made major contributions as KTAR's LSM and he performed in an outstanding manner."

Jones said, "McGavren Guild is one of the top national radio rep firms, and I wouldn't have left if this position at K-Lite hadn't opened up. I couldn't resist the opportunity to return to Pulitzer. It's a great company to work for, and KTAR and K-Lite are two of the best stations in Phoenix."

Dornacker

Continued from Page 3

er was pronounced dead nearly four hours after the crash. The preliminary cause of death was given as drowning.

According to WNBC, the copter was operated by Spectrum Helicopter of Ridgefield Park, NJ. That company also had rented the chopper which crashed into the Hackensack River with Dornacker aboard last April 18; she and the pilot swam to safety. Spectrum was grounded by the FAA in March 1985 for numerous safety rule violations, an order the company challenged. One of its licenses was suspended for 45 days.

Dornacker, 40, had been a dancer and comedienne with the Tubes between 1976-80, and had led her own group, Leila & The Snakes. She was traffic reporter for KFRC/San Francisco from 1981 until November 1985, when she moved to New York and WNBC.

According to KFRC morning personality Don Rose, a college trust fund has been established for Dornacker's orphaned 17-year-old daughter Naomi, whose father died three months ago. A comedy benefit show to raise money for the trust fund is being planned.

KYUU Names Clark GSM

Former KIMN & KYGO/Denver GSM Jeff Clark has moved to NBC AC-formatted O&O KYUU/San Francisco in the same capacity. He was previously an Account Executive in Denver at KIMN & KYGO, KWBZ, and KOA-TV.

KYUU VP/GM Terry De Voto commented, "There just wasn't any question with Jeff. He's personable and knowledgeable, and I'm most excited to have him join KYUU."

Clark said, "Joining a major radio station like KYUU is very demanding and exciting. I'm looking forward to working with the talented and professional sales staff and being a part of KYUU's continued success."

Tony Smith

Continued from Page 1

ranks to fill senior management positions. He's successfully worked his way up through the ranks, and will bring new perspective, energy, and excitement to EMI America's prestigious and growing artist roster."

Mazza also paid tribute to Williams, who, he said, "diligently and successfully" headed the label's promotion team over the past seven years.

Commenting on his appointment, Smith told R&R, "I'm obviously ecstatic to have the opportunity to become VP/National Promotion. My goal was to get there, but I never expected it to happen so quickly. I'm real proud of EMI America for the fact that they've promoted from within, and that Jim Mazza's given me the chance to move up the ranks and take over the helm."

Smith joined Capitol in 1980 as Manager/Field Promotion in Detroit, later transferring to EMI America to cover Midwest regional promotion. He handled local promotion for the label out of Chicago until being promoted to the national post at the end of last year.

Aiding AMC



Preparing to inaugurate the 1986 AMC Cancer Research Center Music Industry Campaign, several industry executives met at a New York cocktail party. Pictured (l-r) are party host and Arista President Clive Davis, 1986 AMC Exec. Chairman and RCA Records President Bob Buziak, Jill Goldman, 1986 AMC honoree and RCA/Arista President Elliot Goldman, AMC Cancer Research Center President Dr. Marvin Rich, and AMC Exec. Chairman and RCA Distribution President Sal Licata.

Joe Smith

Continued from Page 1
Exec. VP/GM since 1970.

NARAS Chairman of the Board of Trustees Michael Greene, whose former title as elected officer of NARAS was President, commented, "The Academy is proud to welcome to its presidential office a man of Joe Smith's professional stature. From our expanded emphasis on education to the planned internationalization of the Academy, we recognize the real need for a fulltime president to carry out these programs and to chart the future of the Academy with the Chairman and Trustees. The fact that we are able to attract an industry leader like Joe Smith testifies to these professional commitments on the part of the Academy."

Higher Profile

Smith said, "First to be addressed on the agenda is the need to continue to increase the profile and visibility of the Academy, both within the music and recording business and in the eyes of the general public."

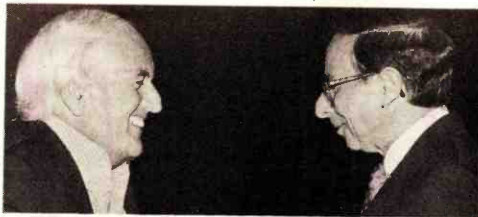
"The Academy has been operating at a disadvantage," he told R&R, "in that every president has had another fulltime job - many times in a different city - and the position has turned over every two years. I'm fulltime, live here, and will travel and listen quite a bit. One priority is to get ourselves a lot closer to the music business, and especially the record business. The record companies and retailers are represented by RIAA and NARM, but when Tipper Gore or Jimmy Swagart raise their heads, a

response from the creative community needs to be orchestrated. The Academy feels it should take a visible, vocal stand on issues of great concern to the creative community, such as bootlegging and censorship."

Regarding the Grammys, Smith suggested, "Those who feel the awards do not accurately reflect what they should ought to join this organization and vote." Reflecting the Academy's awareness of criticism about the awards, he said, "It's not from a lack of trying, and I think I can articulate that to the media and the record companies better than it's been done before."

In addition to his NARAS duties, Smith is currently writing an oral history of the music business for Warner Books and is developing motion picture and television properties. Smith concluded, "Our success, naturally, will always depend in large measure on how we as an Academy continue to attract the creative people in the music and recording industry, and how diligently we maintain programs of activity born of that creativity and expertise."

WEA The Champions



WEA celebrated its 15th anniversary national sales meeting in Hollywood, FL recently. Pictured at the star-studded gathering are, at top, WCI Chairman Steve Ross (left) and WEA President Henry Droz; at center, WB/Nashville VP Jim Ed Norman (left) introducing Randy Travis (center) and Dwight Yoakam; and below, (l-r) E/A Sr. VP Mike Bone, WEA VP Stan Harris, Droz, Anita Baker, and E/A Chairman Bob Krasnow.

Bodnar

Continued from Page 3

GM Tony Durney said, "I think the world of John. I had tried to get him back here since the first day I arrived in early 1985. He's done a beautiful job in our soft AC format, proving that you don't have to be a Beautiful Music-type announcer for this format. He had shown a strong desire to get involved in programming, and can convey to the on-air staff how to present this format. He also brings a lot of music knowledge to the table. People tell me that today Easy 97 is more like the old WASH than what we were doing for a year and a half as a traditional AC."

Bodnar, who is heavily involved in charitable activities, was the afternoon personality at WASH from 1975-83, and had worked at nearby WMAL and WPXK before returning to WASH earlier this year. His 18-year radio career also includes mornings at WMET/Chicago from 1973-75 and a PD/afternoon personality slot at WGST/Atlanta from 1970-73. "I am thrilled to join GM Tom Durney's management team," said Bodnar. "This allows me to continue my on-air work and also contribute to the growing success of Easy 97."

THE SWITCH IS ON!



Michael Mayer
WRIF 101
Detroit

"Only one network always meets the needs of our format."

"Only one network delivers what it takes to meet the needs of our station."

"There's only one Rock Radio Network... and we're on it!"

abc rock radio network

NEWS IN BRIEF



Randall Kennedy

● **RANDALL KENNEDY** has been promoted to National Sales Manager for **MCA Jazz** and **Zebra Records**. Prior to his appointment, he served two years as Zebra Records' West Coast Sales Manager, the past year in that capacity for both Zebra and MCA Jazz.

● **MARK KRUEGER** has been named PD at Classical outlet **WXCR/Tampa**. The ten-year broadcasting veteran's experience includes morning drive duties at nearby **WTAN/Clearwater**, and positions including producer, news writer, and manager at other stations.



Bryn Bridenthal

● **BYRN BRIDENTHAL** has joined **Capitol Records** as National Director/Media & Artist Relations. For the past year and a half she headed **Bridenthal Public Relations**, and she formerly spent eight years as VP/Publicity & Artist Development at **Elektra/Asylum Records**.

● **A. ANTHONY KELSEY**, former VP/General Counsel at **Arbitron** and Asst. General Counsel at **Control Data Corp.**, has joined the law firm of **Oppenheimer Wolff & Donnelly** as Counsel. He will specialize in corporate and litigation matters relating to audience and market research, broadcasting, and communications.



Paul Taft

● **PAUL TAFT**, consultant for **Connecticut Public Broadcasting** since 1985, has taken over the Exec. Director position for the **Connecticut Broadcasters Association** from 17-year Exec. Director **ROBERT MEINSEN**. Taft is a former President/GM of Connecticut Public Broadcasting.

● **J.D. ADAMS** has been named OM for **KCEE & KWFM/Tucson**. Adams comes from **WFIL/Philadelphia** where he was PD. He previously handled mornings/Asst. PD duties for **KLTO/Salt Lake City**, and was PD for **KNOW & Q103/Austin**.

● **SCOTT GILREATH**, **FRANK BELL**, and **JON LEVIN** are new Regional Managers at the **Programming Consultants**. Gilreath was formerly Director/Sales & Marketing for **Resort Broadcasting**, and has worked previously with **Katz Radio and Media General**. Bell, previously VP for **KNZS & KQWK/Pittsburg, KS**, was also a part-owner of **WSQV/Jersey Shore, PA**, and had served as a Regional Manager for **NAB**. Levin's broadcast experience includes on-air jobs at **WSUN & WOYK/Tampa** and **WGMA/Miami**. He has also held various West Coast radio sales and management posts, and at one time owned **KESR/Lone Pine, CA**.

● **BOB ALLEN** has been promoted from MD to PD at **KFMQ/Lincoln**. **Exp. PD Tom Barker** exits after nine years with the station.

● **RAB** has announced the newly elected officers who will serve on the association's Board of Directors. Elected to two-year terms which will start January 1, were: **JAMES ARCARA**, President of **Cap Cities/ABC**, who succeeds **Group W Radio's RICHARD HARRIS** as Chairman; and **Taft Broadcasting President/Radio & Cable CARL WAGNER**, who will be Vice Chairman. Succeeding Wagner as Finance Chairman at **RAB** is **RICHARD VERNE**, VP/Radio of **LIN Broadcasting**.

New Directors, who began their terms upon election, were: **KVON & KVYN/Napa, CA** President **TOM YOUNG**; **WCCB/Manitowoc, WI** President **LEE DAVIS**; **Emmis Broadcasting** President **JEFF SMULYAN**; **Paco-Jon Broadcasting** President **Glenn Mahone**; **Masla Radio** Exec. VP **PETER MOORE**; **Metroplex Communications** President **NORMAN WAIN**; and **CBS Radio** VP **NANCY WIDMANN**.

● **PAM TRICETT** has been named MD at **WROX/Washington**. She started as an intern at the station five years ago, and was most recently Supervisor/Advertising & Promotion there.

● **LORAIN BALLARD MORRILL** has been named News Director at **WUSL/Philadelphia**, where she has been on-air newscaster and morning show sidekick since 1983. At the station's sister AM, **WFIL, WAYNE CABOT** has been named News Director. He joined the station news staff in 1983 while still a student at Temple University. He had previously worked as a parttime reporter at **WPST/Trenton**.

Krizman

Continued from Page 3

taining our position in the industry and helping us move forward. I'm looking forward to using my ten years' experience in the record business and 13 years at R&R to help in strengthening the ties between records and radio."

Nationwide

Continued from Page 1

programming veterans bring additional perspective to our group and I look forward to even better ratings performance in the future."

Richards, who was PD at **KREO/Santa Rosa** and **KLUC**, as well as Assistant PD at **KDWB/Minneapolis**, told R&R, "Our purpose will be to act as a sounding board for the stations. Then Guy and I will coordinate our efforts for the mutual benefit of the chain."

A former PD at **B94/Pittsburgh** and **KRQ**, Zapoleon was also Assistant PD at **KRTH/Los Angeles**. He noted, "This group has some of the most talented programming and management professionals in the country. I look forward to assisting each PD and GM to help make their stations the dominant forces in their respective markets."

CBS Songs

Continued from Page 3

staff of in-house songwriters. It employs approximately 200 people worldwide.

Koppelman and Bandier are partners in **Entertainment Music**, a New York-based company with existing interests in music publishing, as well as production and artist management. The firm bought Nashville's **Combine Music** earlier this year. **Swid** is a financier.

CBS's interest in selling **CBS Songs**, which is a division of **CBS Records Group**, has been apparent for the past several months. Current **CBS Songs** President **Mike Stewart** is known to have made an unsuccessful bid; he's expected to leave the post in the wake of this deal. Since **Koppelman/Bandier** already have music publishing operations, a number of other **CBS Songs** employees are expected to lose their jobs.

CBS said it expects to report a gain on the sale in the fourth quarter of 1986.

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For station clearance information call United Stations Programming Network Affiliate Relations in Washington, D.C. at (703) 276-2900.

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HOT ROCKS is available on a swap/exchange basis to stations in the top 170 Arbitron-rated markets.

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Flys Into The Top 15 After Only Two Weeks
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95/27 — 40 %

B104 deb 29	93FM add 28	KBEQ add
WPLJ 14-12	KRBE deb 34	KHTR add
Z100 11-8	Y100 9-4	KPKE add
B94 deb 24	WNVZ 18-10	KZZP add
WAVA deb 30	Q105 deb 30	KKRZ add
94Q 31-19	B96 33-21	KMEL add
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"Some People"

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Now On Over 30 CHR Reporters!
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WAMX	WKPE	WDBR
WGFM	WQCM	KTMT

BREAKER-BOUND



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TRANSACTIONS

Sky Hooks Charlotte Combo For \$16 Million

Continuing expansion plans begun earlier this year the Sky Stations has agreed to purchase WGIV & WPEG/Charlotte from Suburban Radio Group, the Concord, NC group headed by Chairman Robert Hilker and President William Rollins.

The transaction will cost Sky \$16 million, and is predicated upon Suburban's successful divestiture of another station in the Charlotte market, WEGO. Suburban has owned that station for several years, in combination with WPEG, licensed to Concord. Nine months ago, Suburban agreed to purchase WGIV from Founders Communications, but cannot take control until it sells WEGO.

Sky Stations President Dennis Israel said Suburban has completed negotiations on the sale of WEGO, and the formal assumption of WGIV is expected shortly. As soon as that is accomplished, Suburban will sell WGIV & WPEG to Israel.

The purchase is the third major transaction announced this year by Israel, who has agreed to purchase WEZO & WNYR/Rochester and KSKY/Dallas. He is also a general partner in Empire State Radio, owner of WQY & WGSN/Schenectady, NY.

Suburban Radio Group also owns WCGC/Beimont, NC; WVVV/Blackburg, VA; WYNR & WPIQ/Brunswick, GA; WJJI/Christiansburg, VA; and WDIX & WORG/Orangeburg, SC, and has agreed to sell WSVM/Valdese, NC (see story below).

WGIV operates on 1800 kHz with 1 kw and programs a Black format. WPEG operates on 97.9 MHz with 50 kw at 500 feet, and airs an Urban Contemporary format.

WPEM & WKMZ/ MARTINSBURG, WV

PRICE: \$2 million

BUYER: Pettyman Broadcasting Co., William Pettyman, Jr., President. It also owns WICO-AM & FM/Salisbury, MD.

SELLER: Elektra Broadcasting Corp. of West Virginia, Inc., Bert Thornton, Chairman, Emma Thornton, President, and Fred Thornton, VP.

DIAL POSITION: 1340 kHz; 97.5 MHz
POWER: 1 kw; 9 kw at 1010 feet
FORMAT: Country; AC
BROKER: Blackburn & Co., Inc.

WSVM/VALDESE, NC

PRICE: \$300,000

BUYER: South Mountain Broadcasting Corp., Richard and Mary White, principals.

SELLER: Burke County Broadcasting Co., a wholly-owned subsidiary of Suburban Radio Group, William Rollins, President. It also owns WCGC/Beimont, NC; WVVV/Blackburg, VA; WYNR & WPIQ/Brunswick, GA; WJJI/Christiansburg, VA; WDIX & WORG/Orangeburg, SC; and has agreed to sell WPEG & WGIV/Charlotte (see lead transaction above).

DIAL POSITION: 1490 kHz
POWER: 1 kw
FORMAT: Country
BROKER: Chapman Associates

WDAN & WDLN/ DANVILLE, IL

PRICE: \$1,550,000

BUYER: WDAN, Inc., David C. Kiesler, principal. It also owns WMCB & WCBK/Martinsville, IN.

SELLER: Sangamon Broadcasting-Danville, Inc., Shelby T. Harbison, President.

DIAL POSITION: 1490 kHz; 102.1 MHz
POWER: 1 kw days, 250 watts nights; 11 kw at 370 feet
FORMAT: AC; CHR
BROKER: Burt Sherwood

WRAK & WKSJ/ WILLIAMSPORT, PA

PRICE: \$1.2 million

BUYER: Pennsylvania Broadcast Associates, J. Albert Dame, principal. He also owns WKBO/Harrisburg, PA.

SELLER: Stainless Broadcasting Co., a wholly-owned subsidiary of Stainless, Inc., Henry Guzewicz, Chairman.

DIAL POSITION: 1400 kHz; 102.7 MHz
POWER: 1 kw; 53 kw at 1270 feet
FORMAT: CHR; AC
BROKER: Kozacko-Horton Co.

KCLM/REDDING, CA

PRICE: \$570,000

BUYER: Prather-Breck Broadcasting, Inc., Jeff Prather and Robert Breck, owners. It also owns KEWB/Anderson-Redding, CA.

SELLER: Jeffrey Broadcasting Corp., Leonard and Nancy Freeman, principals.

DIAL POSITION: 1330 kHz
POWER: 5 kw days
FORMAT: Easy Listening
BROKER: William A. Exline, Inc.

WRDO-AM & FM/ AUGUSTA, ME

PRICE: \$400,000

BUYER: Marcom of Maine, a wholly-owned subsidiary of Marcom Media, Marshall Magee, CEO. It also owns WZNY/Augusta, GA; KIPR-AM & FM/Lufkin-Nacogdoches, TX; KOFO & KKKY/Ottawa, KS; WRUS & WBVR/Russellville, KY; WRLX & WFFX/Tuscaloosa, AL; and WAXC/Wapakoneta-Lima, OH.

SELLER: Augusta-Waterville Broadcasting, Inc., owned by Historic Hudson Valley Radio, Inc., and Dick Hyatt. Hudson also owns WGHQ & WBPM/Kingston, NY.

DIAL POSITION: 1400 kHz; 92.3 MHz
POWER: 1 kw; 50 kw at 500 feet
FORMAT: AC
BROKER: Kozacko-Horton Co.

WKEZ/YORKTOWN, VA

PRICE: \$1.95 million

BUYER: Eure Communications, Inc., William Eure Jr., and family, owners. It also owns WDDY/Gloucester, VA, and recently sold WSSV & WPLZ/Petersburg, VA.

SELLER: Melody Corp. of Virginia, George and Patricia Parker, owners.
DIAL POSITION: 94.1 MHz
POWER: 50 kw at 500 feet
FORMAT: Country
BROKER: Chapman Associates

KTIL-AM & FM/ TILLAMOOK, OR

PRICE: \$250,000

BUYER: Oregon Eagle, Inc., Van L. and Joyce I. Moe, owners.

SELLER: Beaver Broadcasting System, Inc., Philip Tonken, owner.

DIAL POSITION: 1590 kHz
POWER: 5 kw days/1 kw nights
FORMAT: CHR
BROKER: William A. Exline, Inc.

WYRL & WMMB/ MELBOURNE, FL

PRICE: \$2.2 million, including a \$800,000 consulting/non-compete contract

BUYER: City Broadcasting Co., Inc., Dr. Frank Franco, owner. It also owns WRV & WRAW/Reading, PA.

SELLER: Miller Broadcasting Co., Inc., Howard Miller, owner. It also owns WCAC & WITS/Sebring, FL.

DIAL POSITION: 1240 kHz; 102.3 MHz
POWER: 1 kw; 3 kw at 220 feet
FORMAT: Big Band; Country
BROKER: Chapman Associates

TRANSACTIONS AT A GLANCE

Transactions So Far In 1986: \$2,550,210,000

This Week's Transactions: \$69,020,000

- WPEG & WGIV/Charlotte \$16 million
- Roden Stations \$10.5 million
- WBOP & WTKX/Pensacola, FL
- WTAM & WGCM/Gulfport, MS
- WOKJ & WJMI/Jackson, MS
- KSAQ/San Antonio \$6 million
- WISE & WKSF/Asheville, NC \$6.3 million
- WAIR & WSEZ/Winston-Salem, NC \$6 million
- WOMP-AM & FM/Bellaire, OH \$4.5 million
- WGNB/Albany \$4.5 million
- KMGX/Fresno (Hanford) \$2.66 million
- WYRL & WMMB/Melbourne, FL \$2.2 million
- WPEM & WKMZ/Martinsburg, WV \$2 million
- WKEZ/Yorktown, VA \$1.95 million
- WDAN & WDLN/Danville, IL \$1.55 million
- WRAK & WKSJ/Williamsport, PA \$1.2 million
- KCLM/Redding, CA \$570,000
- WRDO-AM & FM/Augusta, ME \$400,000
- WSVM/Valdese, NC \$300,000
- KTIL-AM & FM/Tillamook, OR \$250,000

WTAM & WGCM/ GULFPORT, MS

DIAL POSITION: 1240 kHz; 102.3 MHz

POWER: 1 kw days/250 watts nights; 3 kw at 317 feet
FORMAT: Urban Contemporary; Country

WBOP & WTKX/ PENSACOLA, FL

DIAL POSITION: 1230 kHz; 101.5 MHz

POWER: 1 kw days/250 watts nights; 100 kw at 480 feet
FORMAT: Jazz; AOR

Edward G. Atsinger, III and Stuart W. Epperson

acting on behalf of

Salem Media of Oregon, Inc.

have acquired Radio Stations

KPDQ-AM/FM
Portland, Oregon

from

Inspirational Broadcasting Corporation

John W. Davis, II, President

for

\$6,500,000

Our Associate Elliot B. Evers represented the Seller in this transaction, and assisted both parties in negotiations.



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ENCORE! ENCORE! — Dick Oppenheimer (left), owner of Capitol Cities Broadcasting, shakes hands with George Duncan, founder of Encore Communications Associates, following Encore's \$38 million purchase of seven Oppenheimer stations, brokered by Americom's Tom Gammon.

Heritage Plans To Sell Rollins Stations

Heritage Communications, still working to complete its acquisition of Rollins Communications, plans to sell the six Rollins radio stations when the deal is completed.

Proceeds will be used to fund acquisitions of other properties, said Radio Division President Paul Fiddick, who joined Heritage just over a month ago after eight years at Multimedia. He added that he's begun preliminary negotiations with station owners over some properties.

Fiddick said the Rollins stations "are not the kinds of stations, or in the kinds of markets, that Heritage wants to be in." He noted that the six stations, valued at approximately \$20-25 million, according to Heritage, were "a

small part" of the Rollins acquisition, which was valued at \$600 million.

The Rollins acquisition should be completed early next month, and Heritage has listed the stations with the Ted Hepburn Co. and begun to

market them, contingent upon completion of the Rollins tender offer.

The six Rollins stations now on the block are KDAY/Los Angeles; WBEE/Chicago; WRAP/Norfolk; WCHS & WBES/Charleston, WV; and WAMS/Wilmington, DE.

Blair Ponders Sale Of Radio, TV Stations

Officials of John Blair & Co. have announced that the New York-based broadcasting and rep firm is considering selling its radio stations, along with its non-Spanish language TV stations.

"No agreements have yet been reached and there is no assurance that they will be," Blair officials stated, noting that they have already held some discussions with potential buyers.

The sale of the stations would not affect the company's rep or programming production and syndication businesses. "We have a strong, continuing commitment to these businesses," a spokesman said.

Blair owns WHDH & WZOU/Boston, KVIX & KVIL/Dallas, WFLA & WPDS/

Malrite Gets

Waiver To Keep WHK & WMMS

The FCC last week granted Malrite a waiver of its one-to-a-market rule, allowing the company to retain WHK & WMMS/Cleveland even though it is purchasing WOIO-TV/Cleveland (Channel 19). No undue concentration of media control would result from the combination, the Commission concluded.

According to the FCC, the independent UHF station had sustained substantial losses in recent years and was "in critical need of additional financing" that pairing it with the successful radio stations would provide. It added that Malrite's management skills and experience would help assure the "viability" of WOIO-TV.

Tampa, and WIBC & WNAP/Indianapolis.

CALL SIGN CHANGES

Abilene, TX KFMM-FM to KEYJ (effective 11/3)

Augusta, ME WRDO to WMME (requested)

Augusta, ME WRDO-FM to WMME-FM (requested)

Austin KLOT to KKMJ (requested)

Bonita Springs, FL WLEQ to WRXK (10/31)

Baltimore, MD WMKR-FM to WWMX (10/17)

Cleveland WGCL to WNCX (10/22)

Denton, MD WKDI (new, 10/23)

Georgetown, SC WMXX to WGMB

Gladstone, MI WFMM to WWIA (10/22)

Hendersonville, NC WHVL to WTZO (requested)

Houghton Lake, MI WJGS to WKKM (10/24)

Humble, TX KTUN to KGOL (11/1)

Jasper, AL WWWW-FM to WZBO (11/15)

Longview, TX KLUE to KAAW (10/27)

Naples, FL WIXI (new, 10/22)

Salisbury, MD WSLC (new, 10/22)

Sanibel, FL WRWX (new, 10/23)

West Salem, WI WISQ to WQJY (10/26)

Winfield, KN KRKY to KINC (10/15)

York Center, ME WQML (new, 10/23)

TRANSACTIONS

Holt Buys Roden Stations For \$10.5 Million

RODEN STATIONS (SIX STATIONS)

PRICE: \$10.5 million

BUYER: Holt Corp., Arthur Holt, President, Gordon Holt, VP, Christine Borger, chief financial officer. It also owns WZZO/Allentown and is a media brokerage firm.

SELLER: Roden Stations, Zane Roden, Sr., President. It owns WTUP & WESE/Tupelo, MS, and controls WBIP-AM & FM/Booneville, MS, in trust.

WGN/ALBANY

PRICE: \$4.5 million

BUYER: J.M. Camp & Co., Norm Camp and John Linfra, owners.

SELLER: Team One Radio, Inc., Michael Hanson, President. It also owns WNLK & WLYQ/Norwalk, CT.

DIAL POSITION: 107.7 MHz

POWER: 8 kw at 980 feet

FORMAT: Country

BROKER: Robert A. Chaisson, Inc.

WOKJ & WJMI/JACKSON, MS

DIAL POSITION: 1550 kHz; 99.7 MHz

POWER: 50 kw days/10 kw nights; 100 kw at 1060 feet

FORMAT: Classic Rock; Urban Contemporary

BROKER: The Holt Corp.

WOMP-AM & FM/WHEELING, OH (BELLAIRE)

PRICE: \$4.5 million

BUYER: Justice Broadcasting, Larry Justice, President. It also owns WCIB/Falmouth, MA and WOZZ/Fort Meyers, FL. Justice is the process of purchasing WERZ & WMYF/Exeter, NH and is selling WCRJ/Jacksonville.

SELLER: First Valley Broadcasting, Bob Dodenhoff, Dan Wachs, principals. They also own WKLX/Rochester.

DIAL POSITION: 1290 kHz; 100.5 MHz

POWER: 1 kw; 13.5 kw at 520 feet

FORMAT: News/Talk, CHR

BROKER: Richard A. Foreman Associates

KMGX/FRESNO, CA (HANFORD)

PRICE: \$2.88 million

BUYER: Olympic Broadcasting Corp., Ivan Braiker, President. It also owns KKCY/San Francisco, KRPM-AM & FM/Seattle, KMZQ/Las Vegas, KSRN-AM & FM/Reno, KZZU-AM & FM/Spokane, KYAK & KGOT/Anchorage, and KIAK & KORZ/Fairbanks.

SELLER: Western Sun Broadcasters, Gene Adelstein, owner. It also owns KFML/Nampa, ID.

DIAL POSITION: 103.7 MHz

POWER: 50 kw at 500 feet

FORMAT: CHR

BROKER: Kallil & Co., Inc.

KSAQ/SAN ANTONIO

PRICE: \$8 million (unconfirmed)

BUYER: Inner City Broadcasting Corp., Pierre Sutton, President. It also owns WLIB & WBSL/New York, KRE & KBLX/San Francisco, WKSG/Detroit, and KSJL/San Antonio.

SELLER: C & W Wireless Inc., Hal Widsten, President/CEO and Ron Campbell, Chairman.

DIAL POSITION: 96.1 MHz

POWER: 100 kw at 480 feet

FORMAT: CHR

BROKER: Chapman Associates

WISE & WKSF/ASHEVILLE, NC

PRICE: \$6.3 million

BUYER: Heritage Broadcasting, Bud Polacek, President. It owns WAAX & WOEN/Gadsden, AL; WELQ & WZLQ/Tupelo, MS; KTYL-AM & FM/Tyler, TX; and KRKK & KQSW/Rock Springs, WY.

SELLER: Wise Radio, Inc., Eric Jorgensen, President.

DIAL POSITION: 1310 kHz; 99.9 MHz

POWER: 5 kw days, 1 kw nights; 53 kw at 2624 feet

FORMATS: AC; CHR

BROKER: Chapman Associates

WAIR & WSEZ/WINSTONE-SALEM, NC

PRICE: \$6 million

BUYER: Evergreen Radio Group, Inc., a new Winston-Salem corporation headed by Monte Lang. Other principals are Lillian Lang and Jeffrey Silver. All three were stockholders and officers in the recently-sold Amature Group. Monte Lang was President/Radio Division of Amature. Lillian was Sr. VP/Radio Division. Silver was VP/Station Manager of KMJQ/Houston.

SELLER: Triad and Holiday Broadcasting Corp.

DIAL POSITION: 1340 kHz; 93.1 MHz

POWER: 1 kw days/250 nights; 34 kw at 250 feet

FORMAT: Classic Rock

BROKER: Stan Raymond & Associates

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“*There Was A Time*”

**ONE
TO
ONE**



One is Louise Reny.

One is Leslie Howe.

Their new single is a hit.

Their first single was "Angel In My Pocket"

From the album Forward Your Emotions

Produced by Leslie Howe



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SMALL PRINT: ...

FEC REVIEWING DECISION

Legality Of Free Candidate Spots In Doubt

It appears that stations are free to make donations of free spot airtime to political candidates for the remainder of the 1986 election season. The Federal Election Commission (FEC) voted last week to suspend for 20 days an earlier ruling that donations of free airtime constituted illegal corporate campaign contributions.

The FEC voted to reconsider its decision after FCC officials and NAB complained that the ruling flew in the face of a longstanding tradition of encouraging stations to provide extensive coverage of elections.

The issue arose when a candidate for Congress sought an advisory opinion from the FEC on WGGT-TV/Greensboro, NC's offer of 18 30-second spots to each candidate in a race for Congress. The station said it hoped "to increase voter awareness" with the offer.

Illegal Corporate Contribution

But the FEC, in a ruling that stunned many broadcasters, ruled that, since the station is owned by a corporation, "it is prohibited from making any contribution to a federal candidate's committee." The agency added, "The proposed donation of advertising time would not be a legitimate press function falling within the commentary exemption."

Presumably, stations owned by non-corporate entities would not be covered by the federal law banning campaign contributions by corporations.

The FEC's 20-day suspension of the ruling effectively moots the issue for the current campaign. However, the agency will vote on the matter again within the next two weeks, and could affirm its original stance.

FEC spokesman Fred Eiland said a key concern was that WGGT was offering free spot time that could have been preempted by paid ads, rather than "time specifically set aside for public service." According to Eiland, twin pleas from NAB and the FCC convinced the Commissioners to take another look at the issue.

In a dissenting opinion, FEC Commissioner Thomas Harris said his agency was failing to send a "clear signal" on the issue. "Instead it has simply scrambled the airwaves," he complained.

Blunting Wealthy Candidates' Edge

In its letter to FEC Chairman John Aikens, NAB pointed out that federal law requires stations to make reasonable amounts of either free or paid time available to candidates for federal office. "Congress further indicated that it did not intend to disallow broadcasters from donating time to candidates on an equal, nonpartisan basis," NAB added.

NAB also observed, "By providing free access to candidates for a political office, broadcasters actually can assist candidates of lesser means run more successful campaigns and can thus reduce the effect aggregated wealth can have on an election."



PROMOTION WORKSHOP — Broadcast recruiters heard tips from station managers at NAB headquarters last week on policies for promoting women and minorities. Panelists included (left to right) Owen Weber, WCAO & WXYV/Baltimore; Jonathan Klein, WJZ-TV/Baltimore; Betty Endicott, WTTG-TV/Washington; and Michael Douglass, WTOP & WTKS/Washington.



WASHINGTON AREA BROADCASTERS MEET — Members of the Washington Area Broadcasters Association (WABA) last week held their annual membership meeting, which included an update from NAB President Eddie Fritts (right) on legislative and regulatory affairs. Absorbing the briefing (seated left to right) are Mike Ferrel, WGMS; Bill Sherard, WCXR; Jim Keating, WLTT; and Bill Dalton, WXTR.

DISTRESS SALES QUESTIONED

FCC Backtracks In Two More Minority Cases

Despite intense opposition in Congress, the FCC is pushing ahead with the controversial review of its minority preference policies, which it believes may be unconstitutional.

Last week the Commission asked the federal courts to remand or send back two more cases in which special breaks for minority broadcasters are the central issue. The U.S. Court of Appeals has already agreed to remand the Georgia FM case in which the FCC first questioned its own minority policies in September.

One of the new cases involves a minority preference that won an Orlando UHF-TV license for Rainbow Broadcasting. The other centers on the Commission's decision to let WHCT-TV/Hartford undergo a distress sale to a minority.

In the Orlando case, the Commission promised to report back to the court within 45 days on whether Rainbow's minority preference was "decisional." A remand in the Hartford case would allow the FCC to "compile a record" on whether its distress sale policy is legal.

Commissioner Jim Quello attached a statement to both remand requests in which he stressed, "I want to make crystal clear that I am not, at this time, questioning the wisdom of continuing our minority policies."

Said Quello, "I remain, to the extent the law permits, committed to continuing the Commission's longstanding policy of encouraging and assisting minority and female entry into broadcasting."

Quello added, however, that he supported the remand requests be-

cause his attorneys have advised him that recent Supreme Court case law makes both the minority preference and distress sale policies "constitutionally suspect."

NEWS BRIEFS

FCC Hangs Tough On Sloppy FM Applications

Sending a signal that it's serious about improving the quality of the FM applications it receives, the FCC has upheld a staff action returning five applications that were incomplete.

Under its new "hard-look" processing guidelines, the Commission refused to accept the incomplete applications because at least one major piece of requested information was missing on each one.

The rule was adopted to speed up FM processing. Previously, the Commission staff assisted parties in perfecting deficient applications. Under the new policy affirmed this week, applications not complete at the close of an FM filing window are automatically disqualified.

WNN Sale Upheld By FCC

Emmis Broadcasting acquired WNN/New York from Doubleday earlier this year, but Doubleday's purchase of the station from Mutual several years ago is still under challenge at the FCC.

Last week the agency refused to review that sale, as requested by An-

thony R. Martin-Trigona, who has filed objections with the FCC in numerous proceedings. He argued that Mutual had engaged in racially discriminatory and anticompetitive conduct, and sought to restrict the new licensee's programming discretion.

In throwing out the challenge, the Commission noted that Martin-Trigona had made identical allegations — all denied by the FCC — when Mutual sold WCFL/Chicago.

Other Key Developments:

- Acting on remand from the U.S. Court of Appeals, the FCC has awarded an FM license in Portage, MI to the Air-Borne Group, Ltd., reversing an earlier ruling that gave the license to Radio Portage, Inc.

- NAB has certified 50 candidates who have qualified to run for 13 seats on its radio board of directors. Incumbent director George Hyde of WQBA/Miami is opposed for another term representing Florida, Puerto Rico and the Virgin Islands on the board.

- Assistant Secretary of Commerce for Communications and Information Al Sikes, a former Missouri radio broadcaster, is heading a U.S. delegation that will spend 18 days in China studying that nation's telecommunications.

I'd like to wrap up a Dream for you all.
(a very Christmas radio special)

"It's irresistible. This will be a Christmas programming staple for years and years to come."
(Chuck Biore/Hollywood)

"The first time we've ever had listeners request more airplay of a feature."
(WTOR/Winston Salem)

"Premier Christmas programming. We're delighted!"
(KOST/Los Angeles)

"A great way of saying 'I Love You' to a radio audience."
(Don Richman/Hollywood)

"The minute we heard it, we knew it was right."
(WKHX/Atlanta)

"The best we've ever heard."
(KIDO/Boise)

"We listened to it once and bought it for every one of our markets."
(Sandusky Broadcasting/Denver)

This Christmas, **I'd Like To Wrap Up A Dream For You All** will be heard on radio stations from Nome to New York, including WHTZ/New York, KFI, KOST-FM/Los Angeles, WJR/Detroit, WZGO/Philadelphia, WIRE/Indianapolis, WHDH/Boston, KDKB/Phoenix, WOKY/Milwaukee and nearly 100 others...so far.

The exclusive Canadian radio rights have been wrapped up by **McDonald's** of Canada. And

Armed Forces Radio will air our show on 400 radio stations in 44 countries and 150 ships at sea.

If you'd like to wrap up the exclusive radio rights in your market to the very Christmas radio special that reaches out and gives listeners great big hugs, please call Beverly McDonald at

P.S. PRODUCTIONS
(800) 231-9208 or
(805) 251-4493

THE PICTURE PAGE

Pointers Mine L.A.



The Pointer Sisters recently played L.A.'s Universal Amphitheatre in anticipation of their new single, "Goldmine." Pictured (l-r) are Anita Pointer, RCA's Lygia Brown, Ruth Pointer, RCA VP Eddie Mascolo, June Pointer, and RCA's Bonnie Goldner.

C'est La Vie Say The Manhattan Folks



Manhattan executives gathered to celebrate the first release, the single "C'est La Vie," by Robbie Nevil, originally signed by the label two years ago. Nevil's LP has just been released. Pictured (l-r rear) are manager Ron Weisner, Manhattan VP Varnell Johnson, management's Bennett Freed, Manhattan VP Jack Satter, and label Sr. VP Stephen Reed; (l-r front) producer Alex Sadkin, label VP Bruce Garfield, Nevil, and Manhattan VP Gerry Griffith.

EMI's Thorogood Support



EMI America executives were out in force for George Thorogood & the Destroyers' Greek Theatre/L.A. performance. Pictured (l-r standing) are EMI's Ken Benson, group's Steven Crismar, Hank Carter, and Jeff Simons, EMI's Mark Kargel, VP Colin Stewart, and Denise Skinner, Thorogood, EMI VP Neil Portnow, and label's John Hey; (l-r kneeling) EMI's David Budge and group's Bill Blough.

PolyGram Rents Loft For Guthrie Party



PolyGram recently threw a "rent" party at New York's Loft for Gwen Guthrie following her successful "Ain't Nothin' Goin' On But The Rent" single. Pictured (l-r) are PG Exec. VP Bob Jamieson, Mercury/PG artist Bobbi Humphrey, PG President Dick Asher, Guthrie, video costar Frank Owen, and PG VP Leroy Little.

Capitol "Press" Party



Capitol recently celebrated the return of Paul McCartney to the label with a party in New York. Pictured (l-r) are Capitol President Don Zimmermann and McCartney.

Houston In L.A.



Arista held a lavish party for Whitney Houston during her week of Los Angeles concerts, with numerous stars in attendance. Pictured (l-r) are Houston; her mother, singer Cissy Houston; and Arista President Clive Davis.

Howard Signs With MCA



Jazz artist George Howard has signed with MCA, and recently delivered his label debut LP, "A Nice Place To Be," set for November release. Pictured (l-r) are MCA VP Louil Silas, Sr. VP Jheryl Busby, Howard, and MCA's Alonzo Miller.

Anderson Finds Friends At E/I/P/A



Carl Anderson visited E/P/A's New York offices to discuss a follow-up to his duet performance with Gloria Loring on "Friends & Lovers." Pictured (l-r) are E/P/A VPs Ron McCarrell and Jimi Starks, Anderson, Sr. VP Ray Anderson, and VP Dan Beck.

Flavored Seltzer: Bubbling Under The Beverage Market

Flavored seltzers, concoctions of soda water and syrup, currently account for a \$300 million chunk of the \$30 billion U.S. soft drink market. However, because of the nature of the products, which combine the increasing popularity of flavored mineral waters with the sweetness of traditional soft drinks, they can also be seen as competing against the \$998 million bottled water industry.

Lacking artificial colors or flavorings, salt or caffeine, the flavored seltzers have their greatest appeal among health-conscious consumers. Because these light-tasting beverages require no heavy syrup to mask the bitter taste of preser-



vatives, they have a shelf life of three months as opposed to the 12 months of ordinary soft drinks. However, at 80 calories per ten-ounce serving, they're scarcely dietary substitutes.

Health? Schmelth! The real attraction is the variety of flavors: blueberry, vanilla creme, raspberry, grapefruit, lime, root beer, cola, chocolate cream, almond cream and peach, among others.

While Walnut, CA-based New

York Seltzer is the most successful of these fledgling companies with 1985 retail sales of \$100 million and products available in 40 states, a variety of other firms, including Hansen's, Old San Francisco Seltzer, and 5th Avenue Seltzer have entered the market, pressuring New York Seltzer to begin a national ad campaign early in 1987. Look for a Marx Brothers-style shootout to take place shortly thereafter.

3 1/2-ounce AM/FM Stereo Headset

Featuring a double-folding headband that collapses to 5" x 3 1/2" x 1 1/2," this Aiwa AM/FM stereo headset eliminates the need for connecting cords and backpacks. Sporting a full 40 dB of stereo separation, the unit runs for up to 30 hours on one AAA battery.

Weighing but 3 1/4-ounces, the tiny monster is priced at \$79 from the San Francisco-based **Sharper Image** catalog. For additional information, contact the company at (800) 344-5555.



WeatherTrak: Dialing For Drizzles

Whether it's droughts or drizzles, travelers can always be sure of the

weather in the city of their destination by calling "WeatherTrak," the world's first weather and time service for 235 cities.

Company President **Blake Barker** told the *Wireless Flash* news service that all users need do is dial "Weather-Trak," enter the area code of the city for which they want weather conditions, and out comes the current temperature, relative humidity, wind velocity, and the next day's forecast — all of which are updated every hour on the hour.

The Dallas-based service reportedly fields up to 50,000 phone calls daily. For a list of available cities, contact the firm at (214) 556-1122.

Electronic Roach Control



What's that old saying? Build a better roach trap and the world will beat a path to your motel? Well, that's exactly what **Gary Short** appears to have done.

Developed at the **University of Southampton** in Britain, Short's better roach trap is a battery-operated device that does not use pesticides. Instead it emits an odor, dubbed "Roach Musk," that mimics the scent of roaches during breeding.

According to the Palm Desert, CA-based Short, whose **Biological Controls** firm distributes the deadly devices under an agreement with U.S. patent owners **Bio-Pro Industries Inc.**, the roaches are thus drawn into the traps, where they are zapped by an intermittent electrical current that flips them onto a "Lover's Leap" glue tray. There they get stuck and die. Price: \$521 for the commercial model, \$129 for the residential version.

\$16,500,000

Hubbard Broadcasting, Inc.

has sold

KOB-AM and FM
(Albuquerque)

to a subsidiary of

Price Communications Corp.

The undersigned initiated this transaction and assisted in the negotiations.

WERTHEIM & CO., INC.

October 1986

POLLSTAR

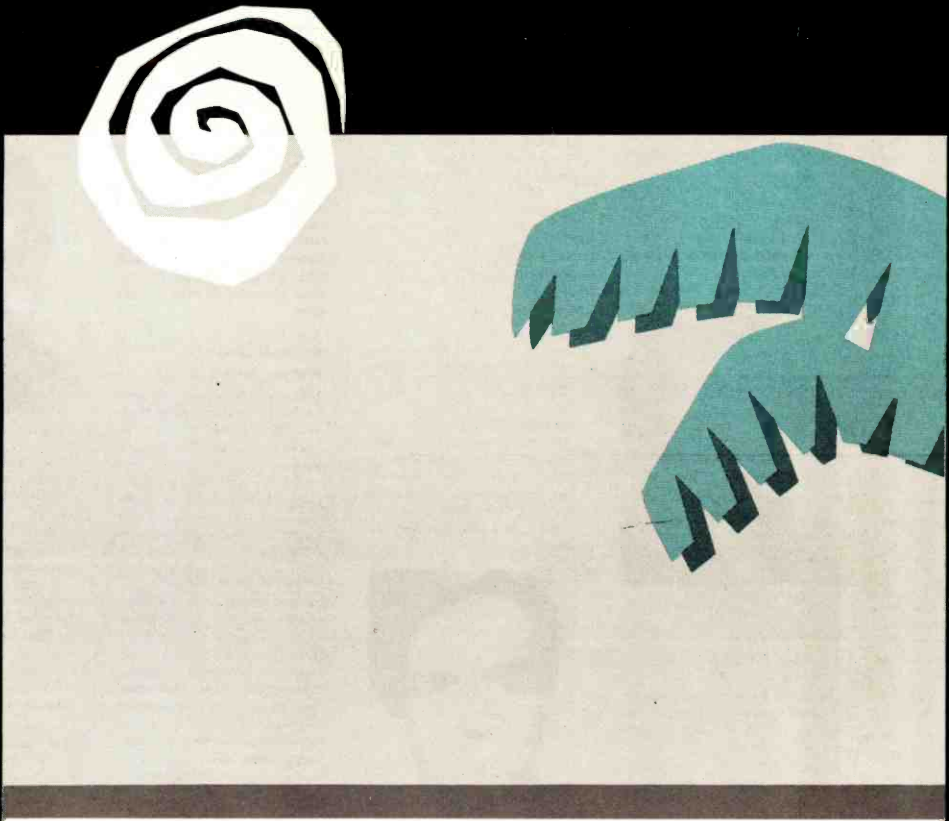
TOP 20 CONCERT PULSE

LW TW ARTIST

LW	TW	ARTIST
1	1	NEIL DIAMOND
2	2	ELTON JOHN
3	3	VAN HALEN
4	4	ZZ TOP
5	5	BOB SEGER
6	6	STEVIE WONDER
-	7	JOURNEY
9	8	KENNY ROGERS
8	9	WHITNEY HOUSTON
10	10	HUEY LEWIS
7	11	NEIL YOUNG
11	12	AC/DC
14	13	DAVID LEE ROTH
13	14	ALABAMA
15	15	MOODY BLUES
18	16	MONKEES
16	17	RUN D.M.C./WHODINI/LL COOL J
19	18	OZZY OSBOURNE
20	19	38 SPECIAL
-	20	LOVERBOY

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of POLLSTAR, a publication of Promoters. On-Line Listings. (800) 344-7383 or in California (209) 224-2631

The new single by
BOB SEGER
and the
Silver Bullet Band



M I A M

from the album
Like A Rock

PRO:MOTIONS

PROS ON THE LOOSE

Tom Barker — PD KFMQ/Lincoln (402) 467-5603

Nancy Edwards — Middles KX104/Nashville (615) 822-7552

Bob Finot — St. Louis Local Promotion RCA (314) 784-8090

Jim James — GM/PD KCAL-FM/Riverside-San Bernardino, CA (714) 793-4728

"Kommander" Dave Kelly aka **Dave Menard** — Nights WGCL/Cleveland (216) 235-5202

Kym "Boss Baby" Landers — Nights WMKR(K106)/Baltimore (215) 544-8177

Paco Lopez — Nights Y100/Miami (305) 583-9145

Eric Page — Nights KX104/Nashville (615) 865-8696

Greg Parker — Late-nights WNFJ/Daytona Beach (904) 253-2359

Mark Warren — News Director KOA/Denver (303) 693-5859

CHRONICLE

Born To:

● **WKJN/Baton Rouge** Promotions Director **Tony Clyburn**, wife Denise, daughter **Lindsay Nash**, September 7.

● **American Artists** President **Owen Husney**, wife Britt, son **Evan Alexander**, September 12.

● **Aerosmith** guitarist **Joe Perry**, wife Billie, son **Anthony Joseph**, October 10.

● **WTUN/Columbus** PD **John Lane**, wife Karen, son **Corby John**, October 13.

● **CHEZ-FM/Ottawa** overnight jock **Jacki Navratil**, husband **John Thompson**, son **Kevin John David**, October 15.

● **Atlantic Records** Director/National Album Promotion **Danny Buch**, wife Sue, son **Andrew Eric**, October 16.

● **Pasha Records** owner/President **Spencer Proffer**, wife Suzanne, son **Sterling David**, October 17.

Married:

● **WBWA/Washburn, WI** Program Manager **Dave Frantz** to **Lynne Timm**, September 20.

● **Capitol Records** Manager/A&R East Coast **Stephen Ray** to **Susan Stougaard**, September 27.

● **KRLA & KLSX/Los Angeles** newsman **Russ Spears** to **Valerie Luiz**, October 4.

● **United Stations** Director/Programming **Denise Oliver** to **Richard Friedel**, October 6.

● **WMT/Cedar Rapids** PD **Rick Sellers** to **Wanda Mccrey**, October 18.

● **WIOT/Toledo** Asst. PD **Keith Masters** to **Vicki**, October 18.

Fried Joins BMI



Allan Fried

Allan Fried has joined BMI's New York-based Performing Rights staff as Executive, Writer/Publisher Relations. Formerly an Assistant Agent for **International Creative Management**, Fried has also worked in Press & Artist Development for **Capitol Records**.



Cheryl Werier

Werier Joins Mobile Fidelity

Cheryl Werier comes aboard at **Mobile Fidelity Sound Lab** as National Promotion Director. Most recently an indie through her own company, **Werier Promotions**, she will be responsible for all press, PR, and radio promotion for MFSL as well as its subsidiary label, **Cafe Records**.



Michael Weiss

Durpetti & Associates Ups Weiss

Durpetti & Associates has promoted **Michael Weiss** from AE to the New York Sales Manager slot. Prior to that he was on the sales team for **Weiss & Powell**.

MTVN Taps Cohen



Marshall Cohen

MTV Networks appointed **Marshall Cohen** to the newly created position of Sr. VP/Research & Corporate Services. His responsibilities will include corporate research, creative services, and corporate communications presentations. Formerly Sr. VP/Network & Corporate Services, **MTVN**, Cohen joined **Warner Amex Satellite Entertainment Company (WASEC)** in 1980. He previously served as **MTVN's** VP/Programming for **The Movie Channel** and VP/Programming & Marketing Services.

Weiner GRP Director

Art Weiner segued to **GRP Records** as Director/Legal & Business Affairs. He was previously an attorney for **Lenkenau, Kovner, & Bickford**, and is the former co-owner of **New Audiences Productions**.



David Grant

WEA Mfg. & Internat'l Promotes Two

David Grant is the new VP/Sales Services in the marketing division of **WEA Manufacturing Inc.** For the past thirteen years, he served in various capacities at **PRC Recording Company**, most recently as its President.

Concurrently at **WEA International**, **Greta Schickersinsky** advanced to Manager/Production & Order Services. She joined the company in 1981, and was previously Production Coordinator/Order Processing.

Wartoke Changes

To AIRI

Public relations firm **The Wartoke Concern Inc.** has changed its name to **Artists International Representatives, Inc.** and moved to 285 W. Broadway, N.Y., N.Y., 10013; (212) 334-0001. On staff will be **Jane Friedman**, **Drew Wheeler**, **June Honey**, and **Eric Acosta**.

Gordon Viacom VP



Susan Gordon

Viacom International, Inc. has appointed **Susan Gordon** VP/Internal Audit. Gordon joined **Viacom** in 1981 as Corporate Manager/Financial Reporting and advanced to Director/Financial Research & Reporting. She was formerly associated with the accounting firm of **Peat, Marwick, Mitchell & Company**.

Arista Names Wieger, Radel

Robert Wieger has assumed the post of Manager/West Coast Artist Development & Publicity for **Arista Records**. Wieger has been with the label since 1985, most recently as West Coast Publicist.

Concurrently, **Deborah Radel** has been promoted to Publicity Coordinator. Radel is a three-year **Arista** veteran.

Williams SBN Director

Sheridan Broadcasting Network has appointed **Jay Williams** to the newly created position of Director/Sales & Marketing. He comes to **SBN** from **Westinghouse Broadcasting's WINS/New York**, where he served as Sales Manager. Prior to that he was National AE with **Blair/RAR Inc.** (now **Select Radio Reps**), and Sales Manager at **KYW/Philadelphia**.

CBS Expands Staff

CBS Records International, U.K., has appointed **Mark Tattersall** International Product Manager; **Judi Royston** International Press and Promotion Mgr./CBS; and **Julia Elsdon** International Press and Promotion Mgr./Epic and Portrait.

In addition, **CBSI's** European Operation named **Derek Jolink** Marketing Manager/Epic, Portrait, and Associated Labels. He joined **CBS Records/Holland** in 1981, and most recently served as Manager/A&R there. **Mitch Vannoni** was named Manager/Tours, Promotion, & Media Liaison. He previously worked with the label's promotion dept. on a temporary basis.

At **CBS Songs International**, **Annette Relia** is the new Creative Manager. She has been Administrative Asst. for the company since 1983. **Miriam Cilo** is Supervisor/Contracts, A&R Administration, for **CBS Masterworks**. She was Editorial Assistant for **Columbia** since 1985, having joined the label's Corporate Information Department in 1984.

Island Appoints Weiller, Ghossen



Jean-Pierre Weiller



Bobby Ghossen

Jean-Pierre Weiller has joined **Island/Antilles Records** as Director/Jazz from **Europa Records**, where he was President for five years. Prior to that he was at **Phonogram France**, where he was **Island's** Product Manager.

In other label activity, **Bobby Ghossen** has been promoted to Director/A&R, having been with the label for three years. He was previously Director/Dance Music Promotion.

Big Grin Bows

New **Smiley Group** affiliate **Big Grin Productions** will handle production for artists, writers, and producers. **Big Grin** can be reached at 186 Clara St., Studio 2B, San Francisco, CA 94107; (415) 543-8468.

Bloom Joins GRP

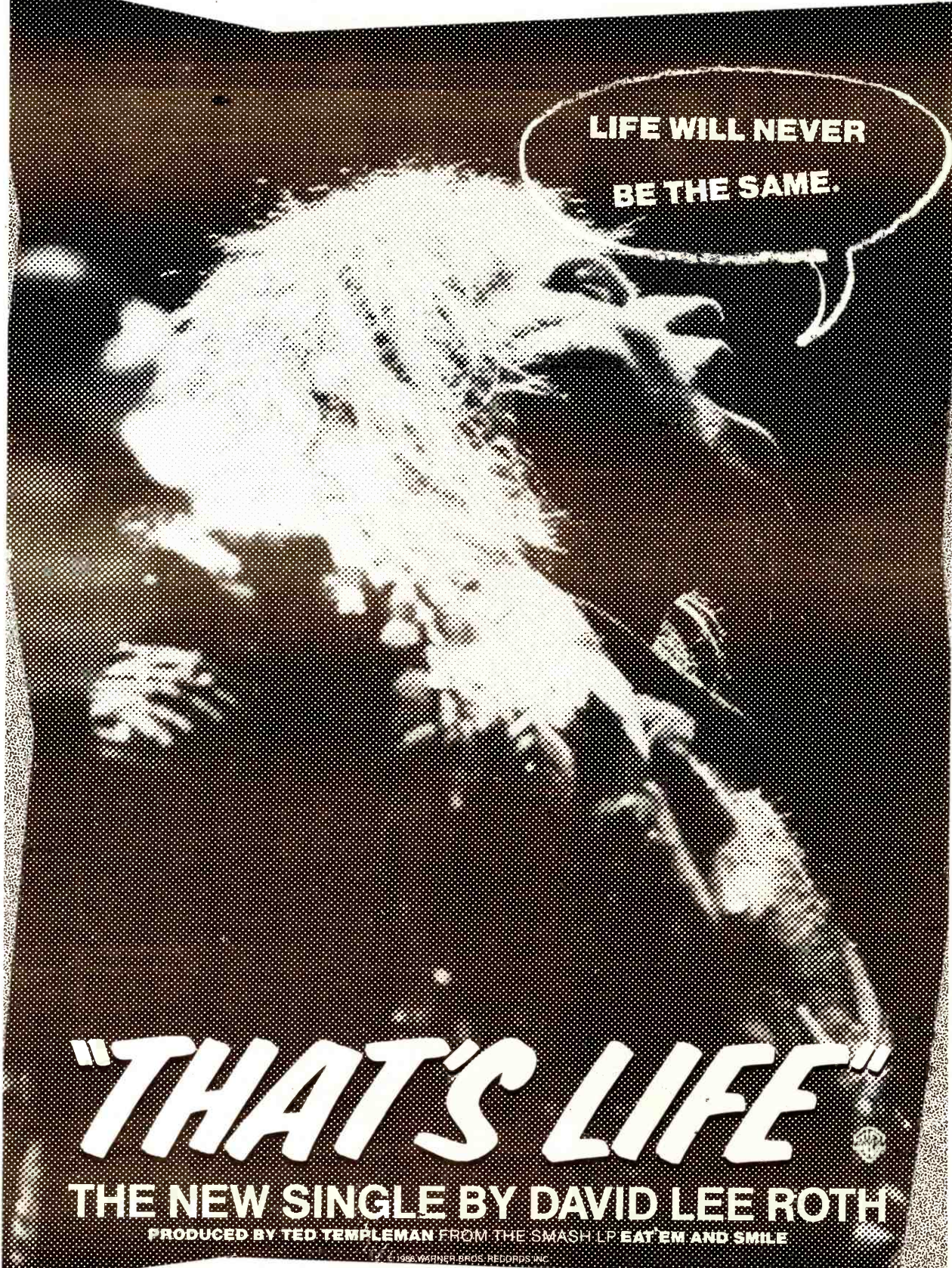
Michael Bloom has segued to **GRP Records, Inc.** to become Director/Publicity. Most recently in the same capacity at **Grammavision Records**, he has also served as an associate with **Peter Levinson Communications**.

LaMagra To Embassy Publicity

Maria LaMagra replaced exiting **Pam Ostroff** at **Embassy Home Entertainment** as Manager/Publicity. Ostroff comes to EHE with 15 years of publicity experience.

Cohen Manager At Profile

Manhattan-based **Profile Records** has brought **Marlene Cohen** on board as Manager/Creative Services. She was most recently Art Director for **Spin Magazine**, prior to which she held design posts at **Rolling Stone** magazine and **Studio B**.



LIFE WILL NEVER
BE THE SAME.

"THAT'S LIFE"

THE NEW SINGLE BY DAVID LEE ROTH

PRODUCED BY TED TEMPLEMAN FROM THE SMASH LP EAT 'EM AND SMILE

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TALKING HEADS

HAVE A



WILD



WILD



LIFE

CHR BREAKERS

39-32

THE SINGLE FROM THE ALBUM
"TRUE STORIES"

PRODUCED AND PERFORMED BY TALKING HEADS



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20/R&R FRIDAY, OCTOBER 31, 1986



STREET TALK

In the continuing battle of the network pink slips, **CBS** intends to reduce its personnel by 200-300 in the next two weeks. Cuts are expected in support staff positions and press departments, especially in the Entertainment Division — which has 100 press people (compared with five in News and four in Sports). Prime cuts were also made in the CBS kitchen; company employees' favorite hangout now is the "5120 Club" on the 20th floor. Also keep an eye out for restructuring in the Broadcasting Group.

The corporate cutback knife has also surgically removed a total of eight folks from **RCA** promotion, including secretarial staffers. With the closing of the St. Louis branch **BOB FINOT** is out, as are Urban reps **ZEKE SANDERS** from Washington, DC, and **DAVID ROBISON** from Houston.

Here's the new national lineup at **ATLANTIC**: Current VP/Album Promotion **JUDY LIBOW** has been named VP/National Promotion, replacing **SAM KAISER** — who left to become VP/Programming at MTV. Other appointments include **ANDREA GANIS**, who becomes Sr. Director National Singles, and the importing of **ATCO's MARC NATHAN** as National Singles Director. Over on the AOR side, **DANNY BUCH** is now Sr. Director Album Promotion, and Associate National Album Director **DAVID FLEISHMAN** takes Danny's spot as National Album Director. A newly created position is given to Sam Kaiser's assistant, **JACKIE TESSMAN**, who now heads National College/Alternative promotion efforts for the label. Congrats to all. Official details next week.

With **ARBITRON's** agreement with **MEDIA MANAGEMENT PLUS**, look for **MMP's** station service — **BROADCAST MANAGEMENT PLUS** — to be included in the arrangement early next year. As a result, also expect some significantly expanded capabilities for processing Arbitron audience estimates.

From Tampa comes word that **WRBQ-AM & FM** is a trifle upset with **ARB** because the ratings firm is apparently only considering a "revision notice" indicating its failure to identify the stations' combined ratings in those dayspart when their programming is simulcast. The **EDENS CHR's**, which complied with **ARB** by submitting the proper forms on time, have requested a reissued book for the metro — such as what recently happened in Houston under somewhat similar circumstances.

Who needs Hollywood radio for an acting start? **KPKE/DENVER** night-rocker **SCOTT JENKINS** has scored a three-year deal to appear as a regular on the NBC-TV daytime sudser "Santa Barbara." Break a leg.

We also hear that **BONNEVILLE INTERNATIONAL's** 12 stations have not renewed with Arbitron. Assuming this loss is **BIRCH's** gain, Birch has reduced Arbitron's station revenues by less than 7%. Arbitron, however, reports no loss in agency contracts or revenues.

Meanwhile, Birch has decided to add Albuquerque and El Paso as full-service markets (with monthly, quarterly, and qualitative reports), starting with the winter survey. Also, the Birch Technical Advisory Board recently met, deciding to operate without a chairman and with no publicity.

Will former **EMI AMERICA** VP/Promotion **DICK WILLIAMS** end up as the GM of **BOB PITTMAN's** new record label being distributed through **MCA**? Sources say there's a good chance.

In protest over **KLOS/LOS ANGELES's** refusal to "idolize" a certain new album cut, **CHRYSALIS** dispatched pickets to the station to march on the sidewalks and hand out leaflets to employees as they arrived for the day. The label also sent over a stuffed baby Florida alligator with a note reading "It's a croc(k)."

Also at **KLOS**, that PD we told you about last week — the one who's opening a consultancy on the side — is none other than the semi-dynamic **TIM KELLY**, who'll continue at the helm of L.A.'s top-rated rocker.

BMI President/CEO **FRANCES PRESTON** has been reelected to that post, and named to the organization's Board of Directors after shareholders adopted a new bylaw increasing the number of board members from 12 to 13. More details next week.

To add to the confusion regarding the syndicated jazz and/or new age programming now in the planning stages at both **UNITED STATIONS** and **DIR BROADCASTING**, we hear that **DENNY SOMACH** is producing a 3-hour weekly show — with the assistance of **LEE ABRAMS** (who earlier was rumored to be partnered in the **DIR** deal). The show is scheduled for broadcast January 1, and may or may not be distributed through a major syndicator.

Boston-based consultant **DONNA HALPER** has an Attleboro, MA delicatessen a little ticked off at the moment because the phone number listed in the **R&R** "Ratings Report & Directory" lists its number instead of hers. For the record, Donna can be reached at (617) 266-5666. But don't ask her for a pastrami and Swiss on rye.

Continued on Page 22

**STRATEGIC
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'TIL TUESDAY

“What About Love”

CHR Chart: **32-27**

Now 295 CHR & AOR Reporters!

AOR Tracks: **5**



LUTHER VANDROSS

“Stop To Love”

CHR:

B104 WCZY WJAD
WKSE WBBQ KTRS
Z93 KTUX KKAZ
Y100



First Week Action:

BLACK/URBAN

#1 Most Added - 48/39 - 54%



SURVIVOR

“Is This Love”

Check these moves:

WBEN add-39 Q102 add-35
WKSE 33-23 92X 28-23
KEGL 31-25 KHTR 32-29
KRBE 33-27 KWK 32-28
WNVZ add-28 WLOL add-33
WRSR 37-30 KPLZ 40-33

CHR Chart: **DEBUT** **37**

186/41 - 78%

One Of The Most Added



MIAMI SOUND MACHINE

“Falling In Love (Uh-Oh)”

AC BREAKER

DEBUT **23**

#2 Most Added

CHR:

B104 Q102
WPLJ KBEQ
Z100 KDWB
CFTR WGGZ
B96 KEZB
WLS WKFR



STREET TALK

Continued from Page 20

A bit of irony, as **JERRY CLIFTON** is now consulting **BILL TANNER's WPOW (Power-96)/MIAMI**. The two did battle against each other from 1975-77 when Tanner programmed **Y100** and Clifton was running **96X** (now **WPOW**). Tanner, who may soon be joining the morning show at **Power-96** (pending the outcome of a court hearing and the expiration of his non-compete clause with **HOT-105**, which ends 12/3), told ST, "It would be hard to find someone more knowledgeable than Jerry for what we're doing here. We're going to win big."

That parachutist who sailed into **Shea Stadium** last Saturday night during **Game 6** of the **World Series** reportedly was a contestant in the **\$25,000 WRKX/NEW YORK "Outrageous Contest."** The station invited listeners to perform the most outrageous, legal, non-harmful stunt during the Series; **MICHAEL SERGIO** apparently thought jumping out of an airplane would cop the prize. Instead the cops copped him. He may be out the **\$25,000** too; he was arrested (and is awaiting a court date to answer misdemeanor charges), so the legality of the stunt is in doubt.

Q105/TAMPA's RANDY KABRICH pulled off a coup when he lured **ORAN "JUICE" JONES** into the studio prior to his recent concert appearance to custom-cut the rap lyrics in his hit "The Rain." The "Juice" talked about repossessing all the money his girl had ever won on **Q105**, "canceling her **Q105 Free Money Card**," and then proceeded to tell her, "Yeah, baby, you be just like gas trying to find a station," plus the hard-to-forget, "You be like RC without a Moon Pie."

Also, congrats and bon voyage to **WQLZ & WCBY/CHEBOYGAN, MI PD BRIAN MINBIDLE**, who won **United Stations' World Series** contest mentioned earlier this year in **R&R**. Minbidle correctly selected the four playoff teams, **League Champions**, and **World Series victors**, and will now travel to spring training in Florida, courtesy of **US**. Minbidle's entry was one of several correct submissions and was selected in a random drawing.

KFRC/SAN FRANCISCO is setting up the **NAOMI DORNACKER** trust fund to benefit the daughter of former **KFRC** personality **JANE DORNACKER**, who lost her life last week while doing a traffic report for **WNBC/NEW YORK** (see Page 3). **WNBC** has plans to stage a benefit, but is waiting for terms of the trust fund to be established before it goes forward.

In other consulting news, Philadelphia-based consultants **HARRIS COMMUNICATIONS** has entered the **CHR** race after signing **WERI/PROVIDENCE** and **WBEN/BUFFALO**.

Word is that longtime **KS103/SAN DIEGO VP/Operations DAVE PARKS** will exit to become **Operations Manager** at **AC** outlet **WRMF/WEST PALM BEACH**. Does this mean **PD MIKE PRESTON** will finally get full control of the station's programming?

SCOTT WOODSIDE, last seen and heard at **Q107/WASHINGTON**, has made a fast return to mornings in the **Nation's Capital** over at **WCLY**, teamed up with **JEFF BAKER**.

WXKS (KISS-108)/BOSTON MD SUSAN O'CONNELL is helping to organize a nationwide tribute (to take place at 10:38am ET on January 28, 1987) to commemorate the crew of the space shuttle **Challenger**. Contact her at (617) 396-1430 to help out.

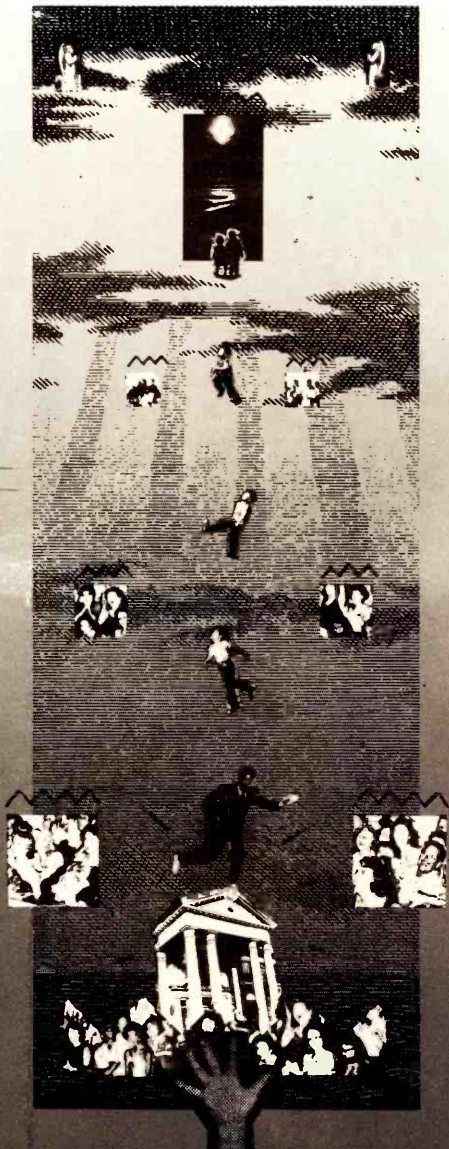
KABC/LOS ANGELES's KEN MINYARD and **BOB ARTHUR** are taking care of a weighty matter. They're trying to encourage entertainment critic **GARY FRANKLIN** to lose a few pounds from his current 201-lb. status. Joining them in the cause is **JANE FONDA**, who has been offering on-air tips and will donate \$50 per pound to the **Permanent Charities Committee**.

Best wishes for a speedy recovery to **KLOL/HOUSTON's JIM PRUETT**, who is resting after doing a live broadcast **Friday morning (10/17)** with what he thought was indigestion. It turned out to be a mild heart attack. Pruet is currently recovering from bypass surgery in the **Twelve Oaks Hospital**, conducting phone-ins to partner **MARK STEVENS**.

If **Earl Pitts** is elected **Governor of Ohio** next **Tuesday (11/4)**, blame **WLW/CINCINNATI** afternoon driver **GARY BURBANK**. Pitts is a character on **Burbank's pm show**, and is currently running for the state's top seat. Popularity for the redneck politician is getting so hot that — through the magic of makeup and costumes — Mr. Pitts held a rally at a local brewery and attracted 400 cheering fans. **WLW** sold 400 tickets to the rally, with proceeds being donated to charity.

Best wishes to **MGM/UUA Music Group** President **JERRY GREENBERG**, who last **Friday (10/24)** married **JOANNA PONCIA**.

Finally: Condolences to the family of **Houston veteran broadcaster THOM BECK**, who died of a heart attack **October 15**. Beck served with the **MUTUAL RADIO NETWORK** for several years as well as at **KFI/LOS ANGELES, KCBS/SAN FRANCISCO**, and **KILT/HOUSTON**.



*"Maybe I've a reason to believe
We all will be received in
Graceland"*
Paul Simon

Added This Week:

- | | |
|------|------|
| 94Q | Q101 |
| WRSR | WSPT |
| WBBQ | KOZE |
| WBCY | KTMT |
| KIYS | KZFN |
| KSND | OK95 |
| KXYQ | |

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RIP RIDGEWAY

RATINGS AND RESEARCH

GAINING NEW SKILLS AND CONFIDENCE

An Objective Look At Share

If your shares are up in your latest rating book, order champagne — but if you're down, don't panic! The most volatile measure of a station's performance is share. It is share that simultaneously causes the most celebration and the most panic among station personnel. Perhaps a new or different point of view will bring back sanity.

Share is a gauge of your station's performance relative to all other stations in the survey area. There are only two real measures of a station's performance: *cume* and *time spent listening* (TSL). These two basic measures tell you which station was listened to (*cume*), and the time spent listening to a station is translated into average quarter-hour (AQH) audience levels.

People love *cume* because it is a relatively large number that can be used in the sales arena. As for TSL, no one sells it and that is precisely why TSL does not appear

in the rating book. The books are primarily designed for sales purposes. Yet it is only when these two measures (*cume* and TSL) are taken for each station along with the entire metro and then extended to AQH audiences that a share can be calculated.

You need two audience estimates to calculate a share: the station's AQH audience, and the AQH audience for the entire metro. Of all the listening in the metro, that portion of the audience listening to your station is called share. You'll never see a buy being made on

share; it is purely an emotional and promotional number. It is a starting place for describing the assets of your station's audience. But look at the AQH level in your metro. How does it change over the year? Analyze it very carefully, because it could show high radio listening and provide the rationale for many stations with a lower share.

Because share is based on two variables, your station's AQH performance can remain "flat" and your shares can go either up or down or even show no change. There is no way to predict share without making an assumption regarding total radio listening in the metro. If you are able to predict both, you must also take into account the actual magnitude of listening before you can estimate your share.

The Possibilities For Share

That all sounds rather complicated, but the accompanying chart should demonstrate how the variables have an impact on share. We are going to examine the various changes that can be expected in your audience. Also, we will consider those same measures for the metro, and finally how they interact with each other to affect share.

Here are the possible changes. When you consider certain combinations, you'll also have to consider their magnitude. Let's build the Impact on Share table.

3. If the station's AQH loss is at the same rate as that of the metro's, the station's share will be "no change."

There you have it. Shares are volatile. Since share is based on AQH, its components (*cume* and TSL) also play a significant role.

The Possibilities For AQH

There are three conditions which independently apply to both *cume* and TSL. Again, the simple grid

CHART A

Impact On Share Station Average Quarter-Hour Audience

	Changes			Smaller
	Larger	No Change	Down	
Metro	Larger	#	Down	Down
AQH	No Change	Up	No Change	Down
Audience	Smaller	Up	Up	*

CHART B

Impacts On Station Average Quarter-Hour Station Time Spent Listening

	Changes			Shorter
	Larger	No Change	Up	
Station	Larger	Up	Up	&
Cume	No Change	Up	No Change	Down
Audience	Smaller	@	Down	Down

First, consider the situation when both the station and metro show a growth in AQH audience. This is the "@" cell in the table, and three results are possible.

1. If the station's AQH growth is at a higher rate than that of the metro's, the station's share will be up.

2. If the station's AQH growth is at a lower rate than that of the metro's, the station's share will be down.

3. If the station's AQH growth is at the same rate as that of the metro's, the station's share will be "no change."

Next, consider the situation when both the station and the metro show a loss in AQH audience. This is the "&" cell in the above table. Here are its three possible results.

1. If the station's AQH loss is at a higher rate than that of the metro's, the station's share will be down.

2. If the station's AQH loss is at a lower rate than that of the metro's, the station's share will be up.

can help demonstrate the possible variations.

"@" and "&" are fickle, as were the cells "#" and "*" in the first chart. They depend on the magnitude of each factor relative to "no change." The resulting effect on AQH is any of the above conditions — up, no change, or down. These statements, conditions, and effects are equally applicable to *Arbitron* and *Birch* estimates.

Don't Fool Yourself

Share takes into account your performance and the performance of every other station in the metro. The best measure of a station's success is its *cume* and then its AQH. Track these two variables and the market levels, and you can't go wrong.

Too many managers put too much faith in too little data, or the data which has the largest chance for change. Be excited or upset about the numbers for the right reasons. Analyze your books with greater skill and confidence. *Cume* and AQH are the building blocks of a station's — and a manager's — success!

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RATINGS

Arbitron Summer Results 12 +

Dayton

WGTV Hits Double
Digits; WTUE Gains;
WHIO Widens AC Gap

	Sp '86	Su '86
WGTV (CHR)	9.9	13.1
WHIO-FM (B/EZ)	13.8	12.5
WTUE (AOR)	7.8	9.1
WHIO (AC)	7.8	8.9
WWSN (AC)	6.8	6.4
WONE (Ctry)	5.8	6.3
WYMJ (AC)	5.4	4.8
WBLZ (B/U)	5.0	3.9
WING (AC)	2.3	3.8
WLW (AC)	3.6	3.5
WSKS (AOR)	3.6	3.0
WDAO (B/U)	4.1	2.7
WVUD (Ctry)	1.7	2.6
WBZI (Ctry)	2.4	2.1
WPTW-FM (B/EZ)	1.9	1.7
WAZU (AC)	1.4	1.4

Portland, OR

KKRZ Regains Market
Leadership; Both AORs
Up; KXL-FM Down

	Sp '86	Su '86
KKRZ (CHR)	7.7	8.5
KGON (AOR)	7.1	7.7
KINK (AOR)	6.3	6.9
KXL (N/T)	6.4	6.6
KXL-FM (B/EZ)	9.1	8.4
KUPL-FM (Ctry)	5.0	5.6
KEX (AC)	5.8	5.4
KMJK-FM (CHR)	4.7	5.4
KKCW (AC)	4.4	5.2
KGW (AC)	7.4	4.8
KKLU (AC)	4.2	4.0
KWJJ-FM (Ctry)	3.8	3.5
KYTE (BBnd)	4.5	3.3
KXYQ (CHR)	.9	3.0
KSGO (Gold)	2.0	2.5
KWJJ (Ctry)	3.7	2.4
KYTE-FM (Class)	2.9	1.8
KPDQ-FM (Rel)	1.9	1.7
KKSN (Class)	1.2	1.3
KUPL (Ctry)	1.3	1.0

Kansas City

WDAF Back On Top; KBEQ
Rises; KMBZ, KYYS Slip

	Sp '86	Su '86
WDAF (Ctry)	8.5	10.3
KBEQ (CHR)	7.5	9.6
KMBZ (N/T)	9.7	7.8
KYYS (AOR)	8.6	7.8
KMBR (B/EZ)	7.8	7.6
KUDL (AC)	6.0	5.8
KFKF (Ctry)	7.9	5.6
KCMO (N/T)	4.9	5.0
KCPW* (B/U)	3.5	4.9
KLSI (AC)	6.0	4.9
KCFX (Gold)	5.9	4.3
KPRS (B/U)	3.5	3.7
WHB (AC)	2.9	3.4
KJLA (BBnd)	2.2	3.2
KZZC (CHR)	3.4	2.4
KCXL (B/U)	1.5	1.5
KXTR (Class)	1.1	1.5
KKCI (AC)	.7	1.0
KDWB (CHR)	1.3	2.5
KJJO-FM (AOR)	3.9	2.5
KLBB (BBnd)	2.6	2.1
WDGY (Ctry)	2.5	2.1

* Formerly KBKC

New Orleans

WYLD-FM, WQUE Increase;
WEZB Earns Double Digits;
AC Race Tightens

	Sp '86	Su '86
WYLD-FM (B/U)	14.5	15.5
WEZB (CHR)	9.9	10.1
WQUE (CHR)	5.6	6.6
WLTS (AC)	6.7	6.1
WAJY (AC)	4.9	5.9
WBOK (Rel)	4.3	5.8
WWL (N/T)	5.9	5.6
WBYU (B/EZ)	7.7	5.5
WRNO (CHR)	4.9	5.0
WNOE-FM (Ctry)	5.3	4.8
WSMB (Talk)	3.4	3.9
WTIX (Gold)	2.8	3.1
WYLD (B/U)	2.9	3.0
WWIW (BBnd)	2.2	2.1
WCKW (AC)	2.2	1.9
WMKJ (Gold)	2.3	1.9
WNOE (Ctry)	2.3	1.8
WYAT (Gold)	1.3	1.2

Phoenix

KMEO-FM Jumps To Top;
KTAR Posts Gains;
KZZP-FM Drops

	Sp '86	Su '86
KMEO-FM (B/EZ)	7.0	10.6
KZZP-FM (CHR)	11.6	10.6
KNIX-FM (Ctry)	9.7	9.6
KTAR (N/T)	8.3	9.5
KUPD (AOR)	7.5	6.8
KKLT (AC)	4.9	4.4
KOOL-FM (Gold)	3.8	3.8
KKFR (CHR)	2.1	3.6
KSLX (Gold)	3.5	3.4
KLZI (AC)	3.4	3.2
KDKB (AOR)	3.2	2.9
KAMJ (AC)	2.2	2.8
KLFF (BBnd)	2.6	2.4
KOY (AC)	3.9	2.4
KOY-FM (AC)	6.1	2.3
KUKQ (B/U)	3.0	2.0
KFYI (N/T)	1.8	1.9
KVVA (Span)	1.5	1.8
KSTM (AOR)	1.6	1.7
KONC (Class)	.3	1.5
KNIX (Ctry)	1.0	1.3

Indianapolis

WFBQ Market Leader;
WIBC Drops; WFMS
Becomes A 10

	Sp '86	Su '86
WFBQ (AOR)	13.3	13.4
WIBC (AC)	18.6	13.2
WFMS (Ctry)	9.8	10.0
WXTZ (B/EZ)	8.6	9.7
WZPL (CHR)	7.1	8.7
WTLC (B/U)	9.0	7.7
WENS (AC)	8.0	7.3
WEAG (CHR)	4.6	6.2
WTUX (BBnd)	3.9	5.2
WTPI (AC)	3.1	2.7
WGRT (B/U)	1.2	1.6
WNDE (AC)	1.9	1.4
WXIR (Rel)	1.2	1.4
WIRE (Gold)	1.6	1.1

Sacramento

KSFM Still On Top;
KDJQ Gains On
KZAP; KCTC Slips

	Sp '86	Su '86
KSFM (CHR)	12.5	10.9
KXOA-FM (AC)	7.8	8.9
KCTC (B/EZ)	9.8	8.7
KZAP (AOR)	7.5	7.1
KFBK (N/T)	5.7	6.4
KRAK-FM (Ctry)	7.5	5.7
KWOD (CHR)	6.4	5.6
KDJQ (AOR)	2.1	4.8
KRAK (Ctry)	4.2	4.5
KROY (AC)	1.2	3.4
KHYL (AC)	3.3	3.1
KXOA (BBnd)	2.9	2.6
KNBR (Misc)	1.6	2.0
KGNR (BBnd)	2.8	1.7
KAER (AC)	2.0	1.6
KSMJ (Gold)	1.5	1.6
KGO (N/T)	1.5	1.5
KRCX (Span)	1.1	1.5
KFIA (Rel)	1.4	1.1
KSAC (Gold)	.5	1.0

San Antonio

KTFM Hits Double
Digits; KQXT Slips; KAJA
Widens Country Gap

	Sp '86	Su '86
KTFM (CHR)	9.9	10.5
KISS (AOR)	8.5	8.7
KQXT (B/EZ)	8.9	7.8
KAJA (Ctry)	5.4	6.1
KONO (AC)	5.2	5.6
KITY (CHR)	5.1	5.3
KCOR (Span)	5.8	5.2
KBUC-AM & FM (Ctry)	6.1	4.9
WOAI (N/T)	3.8	4.2
KSMG (AC)	4.7	4.1
KEDA (Span)	4.3	3.6
KKYX (Ctry)	3.2	3.4
KESI (AOR)	3.2	3.1
KSJL (CHR)	1.9	2.7
KSAQ (CHR)	3.1	2.6
KXET (Span)	2.4	2.6
KLLS (AC)	2.3	2.5
KTSA (AC)	2.7	2.4
KZEP (AOR)	2.7	2.4
KRNN (N/T)	2.0	1.6
KGNB (BBnd)	1.4	1.3
KSLR (Rel)	.6	1.2
KAPE (B/U)	1.9	1.1
KWED (Ctry)	.3	1.0

Rochester

WPYX-FM Back On Top;
AC Race Tightens;
WCMF Drops

	Sp '86	Su '86
WPYX-FM (CHR)	10.5	12.4
WFOR (AC)	14.1	12.4
WEZO (AC)	8.9	9.6
WHAM (AC)	7.9	9.5
WCMF (AOR)	15.6	9.3
WDKX (B/U)	4.2	7.3
WMJQ (CHR)	5.1	5.6
WZSH* (B/EZ)	7.7	5.2
WNYR (Ctry)	3.0	4.6
WKLX** (Gold)	6.0	3.8
WBBF* (Gold)	1.7	1.7
WBFN-FM (CHR)	1.1	1.4

* Formerly WYLF (BBnd)
** Formerly WZXC (Ctry)

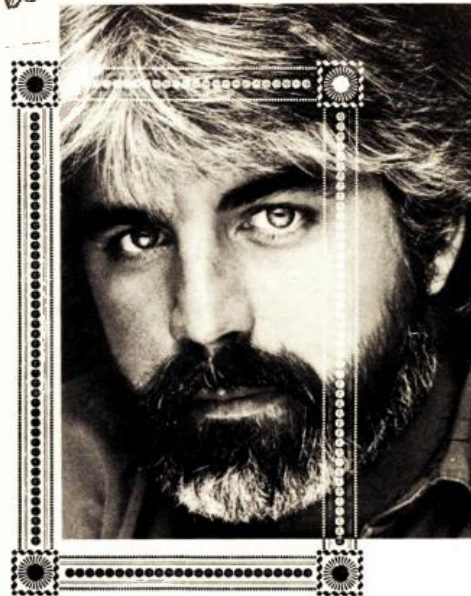
MICHAEL McDONALD SINGS HITS
HERE'S HIS NEW ONE.

MICHAEL McDONALD



OUR LOVE
(THEME
FROM
NO MERCY)

THE NEW SINGLE PRODUCED BY MICHAEL McDONALD
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WKZL KQIZ KOZE

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produced by julian mendelsohn

RATINGS

Arbitron Summer Results 12 +

Atlanta

WVEE Hits Double Digits; WSB Combo Up; CHR Race Tightens

	Sp '86	Su '86
WVEE (B/U)	8.6	11.0
WKLS-FM (AOR)	9.2	9.4
WPCH (B/EZ)	9.2	7.9
WQXI-FM (CHR)	9.1	7.5
WZGC (CHR)	6.1	7.2
WSB (AC)	5.7	6.6
WSB-FM (AC)	5.3	5.9
WKHX (Ctry)	5.3	5.8
WYAY (Ctry)	6.1	4.3
WFOX (AC)	5.6	4.1
WARM (CHR)	3.9	4.0
WGST (N/T)	1.7	3.4
WAOX (B/U)	4.1	2.9
WEKS-FM (B/U)	2.4	2.0
WPLO (Ctry)	1.2	1.0
WYZE (Rel)	.9	1.0

Cincinnati

WLW Takes First; WVEZ Posts Double Digits; WEBN Down

	Sp '86	Su '86
WLW (AC)	10.7	11.7
WVEZ (B/EZ)	8.8	10.1
WEBN (AOR)	11.1	9.8
WKRO (CHR)	9.0	9.3
WKRC (AC)	6.8	7.1
WBLZ (B/U)	6.5	6.6
WUBE (Ctry)	9.2	6.4
WCKY (N/T)	5.4	5.2
WRRM (AC)	3.9	4.2
WLLT (AC)	3.1	3.9
WNNK-FM (AC)	3.3	3.9
WSKS (AOR)	3.8	3.0
WCIN (B/U)	2.5	2.2
WDJO (Gold)	2.0	1.9
WJQJ (AC)	1.0	1.4
WHIO-FM (B/EZ)	—	1.2

Columbus, OH

WLWQ Earns Three-Share Gain; WBNS-FM Enters Double Digits; WSNY In Fourth Place

	Sp '86	Su '86
WLWQ (AOR)	13.4	16.3
WBNS-FM (B/EZ)	9.3	10.2
WNCI (CHR)	9.4	8.7
WSNY (AC)	11.9	7.9
WXGT (CHR)	8.0	7.9
WTVN (AC)	6.2	6.9
WRMZ (Ctry)	4.0	5.6
WHOK (Ctry)	3.1	4.1
WVKO (B/U)	4.6	3.5
WMMI (Ctry)	3.4	2.5
WBYY (Jazz)	2.1	2.3
WZZT (B/U)	1.9	2.2
WBNS (AC)	2.1	2.1
WCOL (Gold)	1.7	1.4
WLW (AC)	1.7	1.3
WCLT-FM (AC)	1.3	1.2
WRFD (Rel)	1.1	1.2

Providence-Warwick-Pawtucket

WPRO Combo Up; WBRU Gains; WWLI, WWAZ Down; WNBH Debuts

	Sp '86	Su '86
WPRO-FM (CHR)	10.9	11.6
WLKW-FM (B/EZ)	10.1	10.5
WHJY (AOR)	8.7	8.8
WWLI (AC)	7.4	6.8
WHJJ (N/T)	6.6	5.9
WPRO (AC)	5.3	5.4
WBRU (AOR)	4.2	5.0
WERI (CHR)	4.1	4.5
WSNE (AC)	2.6	3.6
WMYS (AC)	3.0	2.3
WBZ (AC)	2.3	2.2
WBSM (Talk)	1.2	1.9
WWAZ (BBnd)	3.8	1.9
WXKS-FM (CHR)	1.7	1.6
WICE (Gold)	1.3	1.4
WHIM (Ctry)	.7	1.3
WALE (Talk)	1.1	1.2
WNBH (AC)	—	1.2
WZLX (Gold)	1.0	1.6
WCRB (Clas)	.5	1.1
WBCN (AOR)	1.2	1.0

Dallas-Ft. Worth

KKDA-FM In First; WBAP New Country Leader; KVIL Down; KRLD Slips

	Sp '86	Su '86
KKDA-FM (B/U)	8.5	8.9
KVIL (AC)	8.8	7.1
WBAP (Ctry)	6.9	6.7
KPLX (Ctry)	7.3	6.6
KMEZ-FM (B/EZ)	6.3	5.9
KRLD (News)	6.3	5.8
KEGL (CHR)	5.2	5.7
KTXQ (AOR)	5.0	5.3
KSCS (Ctry)	5.7	4.6
KTKS (CHR)	3.1	4.6
KQZY (AC)	3.8	3.8
KLTY (Rel)	2.5	3.5
KLUV (Gold)	3.4	3.3
KMGC (AC)	2.9	3.3
KZEW (AOR)	3.2	3.1
KDLZ (B/U)	2.2	2.3
KESS (Span)	2.6	2.0
KHVN (Rel)	1.9	1.7
WRR (Clas)	1.1	1.6
KLIF (Ctry)	.8	1.1
KZPS (CHR)	1.3	1.0

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Denver-Boulder

KOSI Over A Ten Share; KBCO-FM Still Gaining; KRXY-FM Overtakes KPKE

	Sp '86	Su '86
KOSI (B/EZ)	9.6	10.2
KBCO-FM (AOR)	6.9	7.8
KMJI (AC)	7.0	7.5
KBPI (AOR)	6.7	6.7
KOA (Talk)	5.7	5.7
KRXY-FM (CHR)	3.9	5.1
KPKE (CHR)	6.7	4.7
KOAO (AC)	3.7	4.5
KYGO (Ctry)	4.6	4.5
KEZW (BBnd)	4.5	3.9
KAZY (AOR)	4.1	3.6
KNUS (N/T)	3.6	3.6
KIMN (AC)	3.3	3.0
KHOW (AC)	3.6	2.9
KLZ (Ctry)	2.7	2.9
KVOD (Clas)	3.6	2.9
KDKO (B/U)	2.2	2.1
KRZN (Gold)	2.1	1.9
KLSC (AC)	.8	1.4
KBNO (Span)	—	1.0
KDEN (News)	.9	1.0
KTCL (AOR)	1.1	1.0

Seattle-Tacoma

KIRO Stays On Top; KUBE Jumps To Second; Both B/EZ Stations Down

	Sp '86	Su '86
KIRO (N/T)	10.7	10.4
KUBE (CHR)	5.0	8.2
KISW (AOR)	7.5	7.3
KOMO (AC)	5.8	5.8
KBRD (B/EZ)	5.0	4.5
KIXI (BBnd)	4.6	4.0
KSEA (B/EZ)	4.2	4.0
KMPS-FM (Ctry)	5.1	3.9
KPLZ (CHR)	4.0	3.6
KMGI (AC)	3.2	3.5
KVI (Gold)	3.5	3.2
KING-FM (Clas)	3.0	2.9
KLSY-FM (AC)	3.4	2.9
KEZX (AOR)	3.4	2.6
KLTX (AC)	1.1	2.6
KNBQ (CHR)	2.7	2.6
KING (N/T)	2.2	2.3
KRPM-FM (Ctry)	2.9	2.1
KKFX (B/U)	1.0	2.0
KJR (AC)	1.5	1.8
KHIT (CHR)	1.6	1.7
KZOK (AOR)	2.3	1.5
KCMS (Rel)	1.7	1.3
KMPS (Ctry)	1.9	1.2

Format Legend

AC—Adult/Contemporary, AOR—Album-Oriented Rock, BBnd—Big Band, Blk—Black, BM/Easy—Beautiful Music/Easy Listening, CHR—Contemporary Hit Radio, Clas—Classical, Ctry—Country, Gold—Oldies, Jazz—Jazz, Misc—Miscellaneous, News—News, N/T—News/Talk, Rel—Religious, Span—Spanish, Talk—Talk, Urbn—Urban Contemporary.



REED BUNZEL

UMBRELLAS, AFFIDAVITS, SATELLITES

Network Advisor Revisited



Judging from the response generated by the first "Network Advisor" column, it's time again to look into the mail bag. Most comments from the first installment of this network "Q&A" (R&R, 8/22) were in reference to non-dairy toppings (readers preferred real whipped cream 3:1). Still, many syndicators-to-be and stations called or wrote with questions of their own.

The number of entrepreneurs bent on getting into the syndication business is staggering; only "Star Search" gets more hopeful contestants. The odds of making a heap of money from this business are just short of having Ed McMahon personally deliver a \$10 million check (or spokesmodel Devin DeVasquez) to your front door. Despite the extreme odds, however, garages across the country are continually being equipped with four-track studios and dubbing machines. Programs are being constructed from great ideas and skilled production, and are peddled to virtually every PD who will listen (and even those who won't). Success never comes easy; no pain, no gain.

So — to those who won't take "impossible" for an answer, or to those who need a little alleged advice: some simple answers to some not-so-simple questions.

The Umbrella Factor

Dear Advisor: I operate a station in a small market within the coverage area of a major market. The major market affiliate of the same network I'm affiliated with doesn't run some of its programming, but I am unable to pick up that programming for my own broadcast. What gives?

Stations located in an umbrella market are often susceptible to this seemingly unfair dilemma. Why should one station, just because it's located in a top ten market and carries a lot of clout with advertisers, be allowed to dictate what listeners in outlying areas are permitted to hear? If Network A has a talk program which is often preempted by Station X for some other fare, why can't Station Y carry that program? The smaller station wouldn't be disrupting exclusivity, listeners would be able to hear the show, and the network's spots would still run on Station X.

The primary reason for this "blackout" lies in the nature of an exclusive "franchise." Networks feel they have extended franchises to stations, and it is up to the station to determine what will or won't be carried. Obviously, a network (and its national advertisers) would like all programs to be carried, but both realize this often is not reality. As long as the station runs the network spots, it can do

"While many stations see networks as programming services, networks can't lose sight of the fact that they are businesses... they need the major markets to lure the advertisers, and giving up the exclusive franchise could jeopardize the network-station relationship."

whatever it wants with the programming. While many stations see networks as programming services, networks can't lose sight of the fact that they are businesses. And, like any business, they have to look at the bottom line. Networks need the major markets to lure the advertisers, and giving up the exclusive franchise could jeopardize the network-station relationship.

As one network exec puts it, it's like a McDonald's franchise deciding not to sell McDLTs and letting Wendy's take them instead. Serving the public sometimes is secondary to exclusivity and the bottom line.

Dear Advisor: I've decided it's in my best interest to work with a syndicator rather than distribute my program by myself. Who should I go with?

The choice is not yours to make. Radio syndication is a buyer's market, and you shoulder all the risk. You already know that, of course — and still you've decided to go for it. You think, "All I need are a few good companies to contact, and the rest is uphill all the way."

It's the policy of this network department not to make consulting judgments about syndicators. Never will we offer an opinion on anyone's business practices, scruples, ethics, or reputation. If pressed, we may suggest that a party contact one of several companies, but only for "informational purposes" and never as an official recommendation of R&R. For addresses and phone numbers of program suppliers, see the R&R "Ratings Report & Directory," and the "Syndicated Radio Programming Directory" published by the

National Association of Broadcasters.

Dear Advisor: My radio station is located in an unrated market, and I've had trouble finding syndicated programming that I don't have to pay for. Major market stations get this programming free — sometimes even with compensation — yet I have to fork over a fee. Where can I get decent programming without having to go into debt for it?

This is an ongoing problem for small market broadcasters. Syndicators and networks are typically concerned with the top 176 markets for their advertising impact; distributing programming to smaller markets is just not cost effective. To serve these small markets they ask that stations cover delivery costs; i.e., postage.

Many programs are distributed, of course, via satellite, thus eliminating the postage and handling charges. Stations without a dish can either pay to receive the program on disc or tape, or work out an arrangement with a non-competitive station to pull a program off its satellite dish. Says one network president: "When you lack bucks, you have to have imagination."

Dear Advisor: I just started work on a new program with a January start date. Will this give me enough time to get enough shows "in the can"?

No. No matter how much time you allow yourself, it will always take more. One of the most oft-heard comments about syndication is "we're doing fine, but things took a little longer to get started than we expected." Of course they did. If this was a quick and easy business, more people would be clamoring to get into it. Now — not next month — is the time to start work on a program for next summer, or even next fall.

AP Adds Flashback To Lineup

AP Network News is producing "Flashback," a daily :30 sound montage available to its affiliate stations.

"Flashback" is a collection of voices, events, personalities, and music of past decades designed to capture specific moments of specific days in contemporary American history. The vignettes will be fed through daily closed circuit updates, and also will be available in a weekly bulk feed.

Dear Advisor: I'm having trouble getting stations to return their signed affidavits for proof of performance. How do I force them to cooperate?

Put G. Gordon Liddy in charge of your station relations department. This is a constant challenge for program suppliers, a real headache for virtually all networks and syndicators. The fact is, there is no proven way to coerce, bribe, or beg stations to comply with your proof of performance policy. Stations need to be educated about the importance of sending in this information. The programming department is usually in charge of obtaining syndicated product, and is also responsible for returning the signed affidavits. Since the typical PD or MD has an abhorrence for paperwork, the pile grows until there's no sense in even trying to reduce its size.

Some companies police the problem by refusing to send further programs until the affidavits are returned; this is fine in theory, but it also can induce the station to simply drop the program. Others are working on electronic data

Westwood One Readies Beatles Tribute

The Westwood One Radio Network is producing and distributing "The Beatles: Twist & Shout," a music and interview special celebrating the lives and careers of the Fab Four.

The 3-hour special will be broadcast over the Thanksgiving weekend (11/27-30), and will include interviews with Paul McCartney, John Lennon, George Harrison, and Ringo Starr. "Twist & Shout" will also feature excerpts from McCartney's most recent interview, during which he talks about the early days of Beatlemania and his song partnership with Lennon. Additional segments include interviews with Helen Shapiro, who headlined the first Beatles tour, manager Brian Epstein, producer George Martin, and a rare tape of the group's first radio interview (recorded 10/27/62).

Music included in the special ranges from "She Loves You" through "Sgt. Pepper" to their last big group effort, "Let It Be."

gathering, which eliminates the bulk of paperwork. Business reply postcards also can reduce the time spent filling out forms. Still another suggestion is writing some sort of cash penalty into a contract, billing a station for an affidavit more than 30 days past due.

At any rate, the problem is real — and there is no easy way to solve it. The best collection method is the one which works best for you. (Cop-out.)

Dear Advisor: I'm trying to decide the best distribution method for my programs. The costs for disc and tape are astronomical for a run of just several hundred units, but I've heard satellite is much more expensive and not available to all stations. What's your suggestion?

It all depends on how many stations you expect to carry your show. If you've already got 100 stations lined up and are just now deciding how to distribute it, I've got some water I'd like turned into wine.

If you have just a handful of stations signed up, tape may be the best solution. Tape dubbing machines are readily available and copying can be done on the premises. Pressing discs can be an expensive proposition unless you have a sizable station lineup, but a number of programs are still sent out this way. Satellite is gaining a strong foothold in distribution, but will be a problem if a number of your stations don't have receiving dishes. If you do have a number of satellite-ready stations, however, this might be the most cost-effective way to go. If it doesn't matter what hour of the day you send your program, satellite time can be downright cheap (up to 90% less than it was five years ago).

The bottom line is... the bottom line. Distribution costs are typically more than most newcomers expect, but that shouldn't be a deterrent. Go with whatever best suits your requirements.

Dear Advisor: By any chance are Annette and Johnny married? Why spoil the fun?

HOW 'BOUT THEM

JETS



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NETWORK FEATURE FILE

NEWS & INFORMATION FEATURES

November 3 - 7

MUSIC FEATURES

The Weekend

November 8 - 9

American Eagle (DIR) Steve Warner	Musical Starstreams (FF) Deuter
Christian Countdown America (CCA) Rick Florio/White Heart	National Howard Stern Show (DIR) Journey/Belinda Carlisle/Charlotte Caffrey/ Bill Graham
The Countdown (WO) Phyllis Hyman/Chico DeBarge	National Music Survey (WO) Barry Manilow/Flic Ocasel/Bruce Hornsby
Countdown America With Dick Clark (US) Christopher Cross	NBC Extra (NBC) Rise of Christian Rock
John Leader's Countdown USA (CUSA) Steve Winwood	.On The Radio (NSBA) Ti Tuesday
Country Report Countdown (WRN) Gail Davies/Alabama/Exile	Party America (ABCR) General Public/No Shoos/Midnight Star
Country Today (MJI) Lee Greenwood	Pioneers in Music (DIR) Texas hard rockers: Stevie Ray Vaughn/ Fabulous Thunderbirds/ZZ Top
Dick Clark's Rock, Roll & Remember (USP) Paul Revere & the Raiders	Powercuts (GSN) Sam Orr/Flic Ocasel
Dr. Demento (WO) Demented hits of the early '70s	Reelin' & A Rockin' (RI) Robert Palmer/Whooop Goldberg
Entertainment Coast To Coast (CBSR) Devica/Carol Kane/Lorenzo Lamas	Reelin' 'N' In The Years (GSN) Beatles/Superstars
Future Hits (WO) Pioneer Sisters/Madonna	Rock Chronicles (WO) Don Johnson/Deryl Hall/ Fabulous Thunderbirds
Great Sounds (USP) Herp Albert	Rockline (GSN) John Parr
Highlights (DIR) Johnny "Guitar" Watson/Airto/Mel Stewart	Rock Watch (USP) Mick Jagger
John Lenders Hit Music USA (US) Corey Hart/Robin Williams	Scott Muni's Ticket To Ride (DIR) Justin Hayward/John Lodge/Moody Blues
Hot Rocks (USP) Tina Turner	Scott Shannon's Rockin' America Countdown (WO) Flic Ocasel/Cyndi Lauper/Cameo
King Biscuit Flower Hour (DIR) Billy Idol	Sinatra Special (CRS) Billie Holiday
Jazz Show With David Sanborn (NBCE) Misses Davis, Pt. 2	Solid Gold Saturday Night (US) Turtles/Green Roots
Legends Of Rock (NBCE) Supertramp	Star Beat (MJI) Tina Turner
Live From The Apollo (WO) Lewont	Superstars Rock Concert (WO) Starship
Metalshop (MJI) Ratt	That's Love (WO) Kirk Douglas/Burt Lancaster/George Benson
Motor City Beat (USP) Eddie Kendrick	Top 30 USA (CBSR) Working man's special
Musical! (WO) Betty Garrett "Big River"	Urban Music Magazine (SI) Gregory Abbott/Chico DeBarge
	Weekly Country Music Countdown (USP) Mickey Gilley

The Week Of

November 10 - 14

Album Party (NBCE) Pete Townshend	Album Party (NBCE) Pete Townshend
American Music Magazine (US) Genesis (11/10) Talking Heads (11/11) Cory Hart (11/12) Bangles (11/13) Ti Tuesday (11/14)	American Music Magazine (US) Genesis (11/10) Talking Heads (11/11) Cory Hart (11/12) Bangles (11/13) Ti Tuesday (11/14)
The Concert Hour (WO) New Edition	The Concert Hour (WO) New Edition
Country Report (WRN) Gary Morris/Joe Starnople/Steve Warner/ Moe Bandy	Country Report (WRN) Gary Morris/Joe Starnople/Steve Warner/ Moe Bandy
Earth News (WO) Paul Simon/Martin Mull: "History of White People"/Wang Chung/Bryan Browne & Joan Chen: "Til Pan"	Earth News (WO) Paul Simon/Martin Mull: "History of White People"/Wang Chung/Bryan Browne & Joan Chen: "Til Pan"
Encore With Jim Lange (WO) 1943: Tommy Dorsey	Encore With Jim Lange (WO) 1943: Tommy Dorsey
In Concert (WO) Emerson, Lake, & Powell	In Concert (WO) Emerson, Lake, & Powell
Line One (WO) Ben Orr	Line One (WO) Ben Orr
Live From Gilley's (WO) Tanya Tucker	Live From Gilley's (WO) Tanya Tucker
Live From Walt Disney World (NBC) Southern Pacific	Live From Walt Disney World (NBC) Southern Pacific
Music Of America (ABCR) Larry Gatlin & the Gatlin Brothers	Music Of America (ABCR) Larry Gatlin & the Gatlin Brothers
Off The Record (WO) Peter Gabriel/Talking Heads/ Fabulous Thunderbirds	Off The Record (WO) Peter Gabriel/Talking Heads/ Fabulous Thunderbirds
Off The Record Special (WO) Flic Ocasel	Off The Record Special (WO) Flic Ocasel
Pop Concerts/Star Trak Profiles (WO) Jimmy Buffett concert	Pop Concerts/Star Trak Profiles (WO) Jimmy Buffett concert
Reelin' & A Rockin' (RI) Robbie Krieger/Doors	Reelin' & A Rockin' (RI) Robbie Krieger/Doors
Rockline (GSN) Deryl Hall	Rockline (GSN) Deryl Hall
Rock Notes (NP) Joe Jackson/Pat Shop Boys/ Michael Des Barres	Rock Notes (NP) Joe Jackson/Pat Shop Boys/ Michael Des Barres
Rock Over London (RI) Bad Company	Rock Over London (RI) Bad Company
Rock Today (MJI) Howard Jones	Rock Today (MJI) Howard Jones
Shootin' The Breeze (WO) Anthea Franklin/Cran "Juice" Jones/Al Jarreau	Shootin' The Breeze (WO) Anthea Franklin/Cran "Juice" Jones/Al Jarreau
Solid Gold Country (USP) Donna Fargo (Birthday salute (11/10)) This week in 1981 (11/11) Songwriter salute: Kye Fleming & Dennis Morgan (11/12) November gold (11/13) Elvis Presley's movie hits (11/14)	Solid Gold Country (USP) Donna Fargo (Birthday salute (11/10)) This week in 1981 (11/11) Songwriter salute: Kye Fleming & Dennis Morgan (11/12) November gold (11/13) Elvis Presley's movie hits (11/14)
Solid Gold Scrapbook (US) November gold (11/10) This week in 1985 (11/11) Cry me a river (11/12) This week in 1971 (11/13) Peter Noone/Petula Clark (11/14)	Solid Gold Scrapbook (US) November gold (11/10) This week in 1985 (11/11) Cry me a river (11/12) This week in 1971 (11/13) Peter Noone/Petula Clark (11/14)
Special Edition (WO) Ashford & Simpson	Special Edition (WO) Ashford & Simpson
Star Trak (WO) Geneva/Correy Hart/Lisa Lisa & Cuff Jam	Star Trak (WO) Geneva/Correy Hart/Lisa Lisa & Cuff Jam

COMEDY

Amatellin U (DD) Higher learning nosebleeds/when pigs fly/ pork in the trees/old K-Mart's never die/ hands & knees	Amatellin U (DD) Higher learning nosebleeds/when pigs fly/ pork in the trees/old K-Mart's never die/ hands & knees
Bobby Jo Amberg's Bar & Grill (DD) Car rack/Belinda & her pool/don't go home first/banana daquiri republic/mood ring discount warehouse	Bobby Jo Amberg's Bar & Grill (DD) Car rack/Belinda & her pool/don't go home first/banana daquiri republic/mood ring discount warehouse
Comedy Hour (MJI) Live Guest: John Ceease/Monty Python/ Woody Allen/Smothers Brothers/ Ward A Yankovic	Comedy Hour (MJI) Live Guest: John Ceease/Monty Python/ Woody Allen/Smothers Brothers/ Ward A Yankovic
Comedy Show With Dick Cavett (CW) Halloween: Robert Klein/Abbott & Costello/ Bob Newhart/Flip Wilson/Gene Wilder/ Jonathan Winters	Comedy Show With Dick Cavett (CW) Halloween: Robert Klein/Abbott & Costello/ Bob Newhart/Flip Wilson/Gene Wilder/ Jonathan Winters
Daily Feed (DCA) Latest embassy jokes/tix shatter fire sale/ new Messie porn squad/elections return again/the scoop from Koop	Daily Feed (DCA) Latest embassy jokes/tix shatter fire sale/ new Messie porn squad/elections return again/the scoop from Koop
Hiney Wine (DD) Hiney buche/hiney float/everly which way but loose/one in the bush/fast call for hiney	Hiney Wine (DD) Hiney buche/hiney float/everly which way but loose/one in the bush/fast call for hiney
Irving Lobliolly (DD) Intentional grounding/coach seat/facemasking for lun/never take all/scorecard blues	Irving Lobliolly (DD) Intentional grounding/coach seat/facemasking for lun/never take all/scorecard blues
Jackie The Joke Men (OHR) Bl-ingul/hi-heeled soldier/whacka a cockroach/vase a cod/5-legged cow	Jackie The Joke Men (OHR) Bl-ingul/hi-heeled soldier/whacka a cockroach/vase a cod/5-legged cow
Laugh Machine (PM) Rodney Dangerfield/George Carlin/ Robert Klein/Emo Phillips/Billy Crystal/ Betty White/Frank Gallak/ Henry Youngman	Laugh Machine (PM) Rodney Dangerfield/George Carlin/ Robert Klein/Emo Phillips/Billy Crystal/ Betty White/Frank Gallak/ Henry Youngman
Live From The Improv (DIR) Kevin Rooney/Fritz Coleman/Bobby Kellon/ Bill Maher/Kevin Nealon	Live From The Improv (DIR) Kevin Rooney/Fritz Coleman/Bobby Kellon/ Bill Maher/Kevin Nealon
Mei Blanc's Blankety Blancs (ASR) Astro forecast #1, 2, 3/relation break/ Joe Pan show	Mei Blanc's Blankety Blancs (ASR) Astro forecast #1, 2, 3/relation break/ Joe Pan show
National Comedy Wireless (DD) Dog with no legs/chain mail/Dan Rethbo/ Elvis Pretzels/flesh-colored nina	National Comedy Wireless (DD) Dog with no legs/chain mail/Dan Rethbo/ Elvis Pretzels/flesh-colored nina
National Lampoon's True Facts (SLP) Rocky racoon/vogus bucks/hot beef/it's a big one/two tone of fun	National Lampoon's True Facts (SLP) Rocky racoon/vogus bucks/hot beef/it's a big one/two tone of fun
Stevens & Grdnic's Party Drop-Ins (ASR) Party pick #2/home party #4/party pop quiz - RSVP/party boot/party wallflower	Stevens & Grdnic's Party Drop-Ins (ASR) Party pick #2/home party #4/party pop quiz - RSVP/party boot/party wallflower
Radio Hotline (ASR) I don't get many hits/stereo freak/ remain calm/love you'll found your wallet	Radio Hotline (ASR) I don't get many hits/stereo freak/ remain calm/love you'll found your wallet
Stevens & Grdnic's Comedy Drop-Ins (ASR) Bob Monaght school/zooon boogie mind control/your husband's an alien being/ etiquette with a hog/I need you	Stevens & Grdnic's Comedy Drop-Ins (ASR) Bob Monaght school/zooon boogie mind control/your husband's an alien being/ etiquette with a hog/I need you
United Spots Of America (ASR) Two guys named Vinies/genetic memory camp/T. feminine spur/genetic country/gulf masters	United Spots Of America (ASR) Two guys named Vinies/genetic memory camp/T. feminine spur/genetic country/gulf masters

GENERAL INFORMATION

The Trip (PM) Private train cars/dating services/ wedding brides/running backwards/ comic strips	The Trip (PM) Private train cars/dating services/ wedding brides/running backwards/ comic strips
Car Show Coast-To-Coast (SCGI) '87 Toyota Supra/overview of '87 cars	Car Show Coast-To-Coast (SCGI) '87 Toyota Supra/overview of '87 cars
Computer Program (PM) Add-on circuit boards & plug-ins/hardware for hardware/ready power supply/ bubble memory/computer magazines	Computer Program (PM) Add-on circuit boards & plug-ins/hardware for hardware/ready power supply/ bubble memory/computer magazines
Entertainment Coast-To-Coast (CBSR) Sally Struthers/William Devane/ David & David/ale of Man/Burna Sisters	Entertainment Coast-To-Coast (CBSR) Sally Struthers/William Devane/ David & David/ale of Man/Burna Sisters
Health Care (PIA) Impotence: not just psychological	Health Care (PIA) Impotence: not just psychological
NBC Extra (NBC) Cocaine hunger	NBC Extra (NBC) Cocaine hunger
Page One (PIA) Israel's Prime Minister, Pt. 2/ Antidote De Sousa Medes	Page One (PIA) Israel's Prime Minister, Pt. 2/ Antidote De Sousa Medes
Public Affairs (PIA) Better with age	Public Affairs (PIA) Better with age
Reviewing Stand (PIA) Kadafi's Libys: Philip Schrodt/Drug money/ Andrew Hove/A Rising Mexican Star: Jose Jose	Reviewing Stand (PIA) Kadafi's Libys: Philip Schrodt/Drug money/ Andrew Hove/A Rising Mexican Star: Jose Jose
Sound Advice (PM) Selecting speakers/speaker efficiency/ speaker accuracy & frequency peaks/ dispersion/matching to amp wattage	Sound Advice (PM) Selecting speakers/speaker efficiency/ speaker accuracy & frequency peaks/ dispersion/matching to amp wattage
Sports Exposure (PIA) Steve Erhard/Bugy Engleberg/Jon Miller/ Tim McCarver/Marty Glickman	Sports Exposure (PIA) Steve Erhard/Bugy Engleberg/Jon Miller/ Tim McCarver/Marty Glickman
Sports Flashback (CW) NL East '84 winner/Pete Rose's 4000th hit team/NL '84 Cy Young award/'84 Cubs championship/'84 Tiger pitcher no hitter	Sports Flashback (CW) NL East '84 winner/Pete Rose's 4000th hit team/NL '84 Cy Young award/'84 Cubs championship/'84 Tiger pitcher no hitter
Sporting News Report (CW) Ernie Harwell/Ricky Bleier/Gordon White/ Ray Wersching/Bill Fleming	Sporting News Report (CW) Ernie Harwell/Ricky Bleier/Gordon White/ Ray Wersching/Bill Fleming
Sports Trivia (SM) Gold medalist John Naber	Sports Trivia (SM) Gold medalist John Naber
Wireless Flash (CN) Brown Brown: "Til Pan"/Wendy Fulton: "Knox Landing"/Renee Taylor/ Bob Scagge/Billy Griffin	Wireless Flash (CN) Brown Brown: "Til Pan"/Wendy Fulton: "Knox Landing"/Renee Taylor/ Bob Scagge/Billy Griffin

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THE DEMOGRAPHIC RATE CARD

Maximizing Your Station's True Potential

Almost every radio station in the country has a station rate card on file. Some of these cards are set up on grids. Some have only one set of rates. Some are so complicated Albert Einstein wouldn't have been able to read them. There are even stations that have no rate card at all and shoot from the hip every time.

Whether you use your printed rate card or not, most salespeople only sell the station for the price dictated by management. Usually the salesperson will sell the inventory at a lower rate than could have been charged simply to get the order. But we, as managers, must protect our inventory and try to maximize the price on every commercial without jeopardizing the sale. That's why I believe in the in-house demographic-based rate card.

With standard rate cards, stations do not take full advantage of the strength of their ratings; the price for one demographic is the same as the price for totally different demographics.

CHR stations, for example, generally have strength in teens. But when an avail comes up, the rate quoted is usually the same as that quoted on an adult 18-49 avail. Now, the station may do very well in adults 18-49 — but the station does twice as well in teens. Why does the salesperson quote the same rate? Because that's what's on the rate card!

A flexible rate card will generate more sales and more money. The flexible, demographic-based rate card sets guidelines for the salesperson. With it, you will never have a problem with salespeople selling the product too low, and you will get the top price when you are selling your top stuff.

The Bottom Line

As management, you must take the time to figure the bottom rate you are willing to take in each separate demographic and the top

rate you expect the salespeople to quote in your strength demographics. Take the time to lay out each individual demographic and attach a price reflecting what you expect the salespeople to receive when selling each cell. For negotiation purposes, give them a low and a high price for selling. All negotia-

tions should take place between the low and the high. If you bonus commercials, make sure the average unit rate does not fall below your low for the package.

The key to working with this rate card is never to accept any order below your low in each age cell. Your salespeople will always know when to walk away from business, because they will know your bottom line.

Below is an example of a demographic rate card. Let's assume the format of the station is CHR, so the station will skew young. Rates will vary dramatically from teens to older adults.



Kevin Mashek

Kevin Mashek is GSM at KZZP-AM & FM/Phoenix. He was previously Local Account Executive, Local Sales Manager, and Regional Sales Manager at CBS-owned WBBM-FM/Chicago.

This card is to be used in-house only. Have your regular rate card to hand out to clients, but use it as a guideline only. As you can see, there is a big swing between teens and persons 25-54. By using this card, you can maximize each individual age cell. Obviously, older station formats would change the rate structure to have their older demos more expensive and their younger demos less expensive.

You may ask yourself whether or not an advertising agency, which handles several advertisers all with different demographics, would be willing to pay a different rate for each product. Absolutely. Television charges them for ratings on each show. The "Cosby Show" will charge advertisers a much higher rate than the "Tonight Show." Using the radio station from our example on the card, teens are that station's "Cosby Show," and the 25-54 persons are

its "Tonight Show." Most agencies are concerned only about delivering the audience efficiently. They'll buy it.

By using an in-house demographic rate card, you eliminate confusion with salespeople on what rates to quote, increase your average unit rate, and maximize your station's pure strength by pricing by demographic.

One more point: these rates should also apply to both :60s and :30s. Stations that discount :30s are short-changing themselves. A unit is a unit! Sell units, not commercials. The listener cannot tell the difference between a 30-second commercial and a 60-second commercial. It is important that the station understand the psychology of the listener. Once a message is delivered, you wait for the results — it doesn't make any difference if it is a :60 or a :30.

And what we sell, after all, is results.

Demographic Rate Card

Monday-Sunday 6am-Midnight

Demographic	Low	High	Rating
Teens	\$220	\$500	5.0
12-24 Persons	\$225	\$400	5.2
12-24 Males	\$200	\$350	4.8
12-24 Females	\$230	\$500	5.5
18-24 Persons	\$205	\$350	3.6
18-24 Males	\$190	\$330	3.4
18-24 Females	\$205	\$350	3.6
18-34 Persons	\$170	\$250	3.0
18-34 Males	\$170	\$250	2.9
18-34 Females	\$170	\$250	3.0
18-49 Persons	\$160	\$225	2.4
18-49 Males	\$155	\$225	2.2
18-49 Females	\$165	\$225	2.6
25-34 Persons	\$170	\$250	2.7
25-34 Males	\$170	\$250	2.6
25-34 Females	\$170	\$250	3.0
25-49 Persons	\$140	\$200	1.9
25-49 Males	\$130	\$200	1.7
25-49 Females	\$140	\$200	1.9
25-54 Persons	\$120	\$190	1.2
25-54 Males	\$120	\$190	1.1
25-54 Females	\$120	\$190	1.2

Put It In Writing

Guest contributors are encouraged to submit queries or finished articles to R&R for use in the Ratings & Research, Sales, Management, and Engineering columns. Articles should be approximately 1250 words, or five to six typed, double-spaced pages. For more information, contact Special Assignments Editor Jim Dawson, R&R, 1930 Century Park West, Los Angeles, CA 90067; (213) 553-4330.

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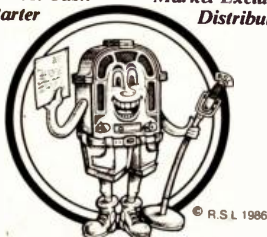
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CHR BREAKERS



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DATEBOOK

SEAN ROSS

Great Balls & 300-Foot Sticks

MONDAY, NOVEMBER 3

1957/Jerry Lee Lewis's "Great Balls Of Fire" and Danny & The Juniors' "At The Hop" released.
1951/Hank Williams, Fred Rose, and Jimmie Rodgers are elected the first members of the Country Hall of Fame.
1972/James Taylor & Carly Simon are married by a judge at her Manhattan apartment. Only the couple's mothers are present. Taylor formally announces the marriage onstage at Radio City Music Hall that night.
1977/Elton John announces his retirement from live performances on stage at London's Empire Pool. This one lasts until February 1979.
1981/WXYV/Baltimore's Tim Watts rescues a despondent teenage girl from his station's 300-foot tower.
Birthdays: Adam Ant 1948, Marilyn 1962.

TUESDAY, NOVEMBER 4

1976/On the last of six nights at New York's Palladium, Bruce Springsteen's show is interrupted by a bomb threat which, he quips, could come from disgruntled ex-manager Mike Appel.
1978/Boston plays its first of two hometown shows as an arena headliner at Boston Garden. Also, former Crosby, Stills, Nash & Young bassist Greg Reeves sues the band for \$1 million in alleged back royalties.
1984/The first British grain lift to Ethiopia begins.
1985/Boston's attorney, Donald Engel, sues their ex-label for "malicious prosecution." Also, Mary Lambert resigns as director of "Under The Cherry Moon" and Aerosmith's "Done With Mirrors" LP is issued with reverse artwork which *Hit Parader*, trying to be helpful, runs right side out.
Birthdays: Delbert McClinton 1940, Van Stephenson 1953, Chris Difford 1954, James Honeyman-Scott would be 33.

WEDNESDAY, NOVEMBER 5

1970/Brian Wilson, making what by now is a rare appearance with the Beach Boys at the Whisky, loses his balance several times and has to be helped offstage. Wilson's fight ear is also damaged by the volume onstage.
1976/The Damned's "New Rose," said to be the first punk 45, is released. In America, however, "Muskrat Love" goes #1 CHR. And Marks Music, publishers of "Which Way You Going Billy," takes ads to thank Donny & Marie for remaking it and encouraging them to release it as a single, which they don't.
1977/Shawn Cassidy makes the cover of *TV Guide* with the legend, "Another Cassidy takes over as teen idol."
1985/Laser 558, the pirate ship that broadcasts the closest thing Britain's ever heard to American CHR, is forced to go off the air during a storm and dock in the UK, where it is dismantled.
Birthdays: Bryan Adams 1959, Art Garfunkel 1941, Mike Score (A Flock Of Seagulls) 1957, Ike Turner 1931, Rob Grill (Grass Roots) 1944, Peter Noone (ex-Hermans Hermits) 1947.



Bryan Adams, Peter Noone, Art Garfunkel, Joni Mitchell

THURSDAY, NOVEMBER 6

1973/Phil Kaufman and Michael Martin are fined \$300 each for stealing the coffin of Gram Parsons. The two claim they were merely going to cremate Parsons in the desert according to his wishes.
1974/KGB/San Diego tries to send a "KGB Chicken" T-shirt to the Russian KGB. CIA Deputy Director John Blake says the shirt can't be forwarded but asks if he can keep it.
1975/The Sex Pistols play their first concert at St. Martin's School of Art. The school's social secretary pulls the plug on the show after ten minutes.
1981/We didn't hear this too much this year: "We Are The Champions" by the Big Blue Wreckin' Crew, four L.A. Dodgers, is released.
1984/After pleading no contest to voluntary manslaughter, Marvin Gay receives five years' probation for killing Marvin Gaye, who is said to have "tragically provoked" his father.
Birthdays: P.J. Proby 1938, Stonewall Jackson 1932, Doug Sahm 1941, Glenn Frey 1948, Mike Clifford 1943.

FRIDAY, NOVEMBER 7

1960/Carter Family Singers leader/founder Alvin Pleasant Carter dies at age 62 in Kingsport, TN.
1968/Jim Morrison asks fans in Phoenix to stand up, and the police accuse him of inciting a riot.
1980/The Charlie Daniels Band "Full Moon" LP, with "In America" and "The Legend Of Wooley Swamp," goes platinum. Anne Murray's "Can I Have This Dance" #1 Country. KRSP/Salt Lake City's Casey Keating discovers that the touch tones from Billy Joel's "Sometimes A Fantasy," when played into a phone, dial his New York management office.
Birthdays: Joni Mitchell 1943, Nick Gilder 1951, Johnny Rivers 1942, Mary Travers 1937.

SATURDAY, NOVEMBER 8

1980/Heaven 17 is splintered off from the Human League.
1981/Rick Nelson in a dramatic role on a CBS daytime special, "Tale Of Four Wishes."
1984/Nigerian musician Fela Kuti is convicted of currency smuggling charges, largely believed to be trumped up, and sentenced to five years in prison.
1985/Sting's concert film, "Bring On The Night," opens nationwide. KFRC/San Francisco's "Game Zone" experiment ends. And 40 CBS Records employees are laid off as part of a cost-cutting move resulting from CBS's battle with Ted Turner.
Birthdays: Rickie Lee Jones 1954, Bonnie Raitt 1949, Lelf Garrett 1961, Roy Wood 1945.

SUNDAY, NOVEMBER 9

1962/Roy Acuff becomes the first living person elected to the Country Hall of Fame.
1966/According to the "Paul McCartney is dead" hoax, this is the day that he was decapitated in a car crash.
1967/Roger McGuinn expels David Crosby from the Byrds. Gene Clark returns to replace him. Also, where was the Wal-Mart chain when we needed it. *Rolling Stone's* first issue, complete with a free roach clip, is issued.



HARVEY MEDNICK

SPEAKING OF SPEAKERS

Can They Talk?

The Image and Marketing column in the "Radio '86" issue of R&R (9/12) introduced the new Hall Webster Speaker's Center, a speaker's bureau set up by long-time speaker's bureau operator Rickie Hall and Maurie Webster, who runs the Radio Information Center. In addition to supplying interesting speakers to meetings within the radio industry, they also supply speakers - drawn from inside our industry - to general meetings. While interviewing Hall for the article, the main topic which arose dealt with what makes a good speaker and how to choose the right one for a meeting.

Many of us have had the responsibility for finding a speaker to address a luncheon crowd, internal group meeting, or special event our station or group is staging. I've done it, and I'll tell you right off the bat that finding the right people ain't easy. You may be interested to hear what a pro like Hall has to say on the matter:

Rickie Hall:

Ten years ago, when I started, it was relatively easy to choose speakers for meetings and conventions; there just weren't that many on the market. The ones who were available used basically the same format - a 'canned' presentation, almost always motivational, with practiced gestures that made their programs seem like 45-minute, one-actor plays.

Today there are thousands of speakers available, offering everything from short motivational programs to days of training. There are also several organizations these speakers can join to teach them how to design an expensive brochure, produce tapes,

"I wish I could give you a foolproof way to choose speakers for your meetings, but there isn't one."

—Rickie Hall

publish books, market themselves and their products, break into the seminar market, set fees, and sell from the platform. Unfortunately, the one thing they are not taught is how to be a better speaker, nor are there any scheduled sessions where speakers can receive honest critiques from coaches, agents, or even their peers.

One of my friends, also an agent, says there is a direct correlation between the expense of the brochure and the skill of the speaker - the more expensive the brochure, the worse the speaker.

There is a strong element of truth to that statement. It is surprising how many potential speakers contact bureaus and want the bureau to do everything from choosing their topics to actually writing their speeches! Few people have the time to really research a speaker properly, so often you end up with someone who has no credentials in the topic area who took his presentation material directly from a book or another speaker. The next time you attend a speech or seminar, look around for the people taking copious notes (even during the stories and jokes) or taping the entire program. Quite possibly, they are getting into the business themselves and have decided to avoid research and use the material someone else has developed.

I wish I could give you a foolproof way to choose speakers for your meetings, but there isn't one. So let me tell you how I go about choosing speakers I want to represent. It isn't a short process, but it does work.

When a speaker contacts me, I first evaluate him over the phone. This is by no means definitive, but it does give me an idea of how the person sounds to others without looks getting in the way. If I feel he has good credentials and a topic that would be of interest to my clients, I ask him for a packet of materials which should include a full biography, descriptions of each speech topic, recent letters of recommendation, and either an audio or video tape of a complete, live presentation. (It is easy to excerpt five or ten minutes of good material from an otherwise poor presentation, so always get a full program tape.)

I ignore the flashy, expensive brochure except for a cursory glance-through to see how speakers present themselves. I read the biographies thoroughly to see if they have the right credentials to speak on the topics they have listed. Some subjects should be addressed by people with degrees, while others are best addressed by people who have "been there." Then again, someone who has been there but can't talk about it in an interesting, entertaining way should be avoided. Have you ever gone to hear a successful writer and found out that he couldn't speak?

Next I spend some time with the topic descriptions to see that they make sense (you'd be surprised how many don't) and cover material that is up to date. I also read the letters to see for whom the speaker

has worked, including department and number of attendees. When reading the letters I look for personal comments that show the speaker has spent some time with the client. (I am not in favor of speakers who arrive just before the presentation and leave directly after it.)

Finally, I listen to or watch the tape. I listen for content as well as audience response. If it is an interactive program, I check to see how the speaker relates to the audience; does he respect the audience, or is there a touch of condescension in his voice? Is the material up to date and relevant to the group? Did the speaker personalize the program, or just add in the name of the company and the type of business it is? Is the voice pleasing with proper modulation? Does the speaker come across naturally, or does it sound like he has done this exact program hundreds of times before? There is nothing wrong with a canned presentation, but there aren't too many speakers who can do one without sounding like an old record. Lastly, does the speaker sell from the platform during the program? I think selling from the podium is unprofessional. You are paying good money for the speaker and that

"...there is a direct correlation between the expense of the brochure and the skill of the speaker - the more expensive the brochure the worse the speaker."

—Rickie Hall

should be compensation enough - he shouldn't have to hawk products during the program.

Of course, there are times when the contract actually states that the speaker can pitch his products. In those cases you should agree on a specific amount of sales time (say two minutes) so you don't end up with a sales pitch accompanied by a few words on the subject. (By the way, there are several excellent presenters with whom I won't work because they insist on making product pitches from the platform - even when the client asks them not to!)

If I'm still interested after reviewing all the material, I arrange to see the person give a presentation. Then, if the speaker



RICKIE HALL - President of Rickie Hall & Associates and one of the founders of the Hall-Webster Speakers Center.

seems like someone with whom I would enjoy working, someone who values the client and will spend the time necessary talking with him in advance of the program and doing whatever research is needed to address the specific needs of the group, I add him to my brochure ... which is neither flashy nor expensive.

A few words about fees: often speakers set their own fees, but I try to set fees that work within the marketplace. I understand that sometimes fees must be negotiated; in many cases, this is how the speaker - and the agent - earn their living. I know that \$2500 or more for a short speech seems like a lot, but there is preparation, material development, research, client consultation, office staff, and travel time included in that fee. Also, the speaker may not have another engagement for several weeks. So if you are negotiating, please understand when the speaker has reached the "bottom line."

With so many speakers flooding the market, how can you help the good ones prosper and be sure the bad ones either work to improve or get out of the business? One major step would be not writing letters of recommendation for speakers with whom you weren't pleased. It is hard for an agent to work at improving a speaker if the speaker continually gets glowing, but undeserved, letters of reference. I have called some letter writers and been told the speaker was actually considered marginal or truly rotten, but the glowing recommendation was still sent. If you are working with a speaker's bureau, tell them what you really thought of the presenter (and be specific). If you don't want to put this in writing, do it over the phone. Also, send the bureau or speaker evaluation forms - positive as well as negative ones.

If we all work together, we can increase the level of professionalism in the speakers industry and cut down on the number of meetings that are less effective than anticipated because the presenter was less than expected.

Editor's Note: Thanks to Hall for her wise words and suggestions we all can use, not only to select a speaker but in dealing with an agent or bureau. A good speaker makes a meeting better. A poor one makes you look bad, since you were responsible for the booking. Hall has made it a little easier for us all to look good.

ONE YEAR AGO TODAY

- #1 CHR: "Part Time Lover" - Stevie Wonder (Tamla/Motown) (2 wks)
- #1 AC: "Separate Lives" - Phil Collins & Marilyn Martin (Atlantic)
- #1 BU: "Everybody Dance" - Ta Mara & The Seen (A&M)
- #1 Country: "I Don't Mind The Thorns..." - Lee Greenwood (MCA)
- #1 AOR Track: "Sleeping Bag" - ZZ Top (WB) (3 wks)
- #1 LP: "Afterburner" - ZZ Top (WB)

FIVE YEARS AGO TODAY

- Guenter Henster PolyGram President
- Vern Ora GM at KZLA-AM & FM/Los Angeles
- #1 CHR: "Private Eyes" - Daryl Hall & John Oates (RCA) (2 wks)
- #1 AC: "Hard To Say" - Dan Fogelberg (Full Moon/Epic) (4 wks)
- #1 BU: "Take My Heart" - Kool & The Gang (De-Lite/PolyGram) (3 wks)
- #1 Country: "Fancy Free" - Oak Ridge Boys (MCA) (2 wks)
- #1 LP: "Tattoo You" - Rolling Stones (Rolling Stones/Atlantic) (4 wks)

TEN YEARS AGO TODAY

- #1 CHR: "Rock'N Me" - Steve Miller (Capitol) (3 wks)
- #1 AC: "Fernando" - ABBA (Atlantic) (2 wks)
- #1 Country: "Cherokee Maiden" - Merle Haggard (Capitol)
- #1 LP: "Songs In The Key..." - Stevie Wonder (Tamla/Motown) (3 wks)



KEN BARNES

ON THE RECORDS

City To City: The Real Urban Hits

Throughout rock history, there have been thousands of songs about cities and towns across America, but only a few real winners. Choosing a place name that's sexy enough is the hardest part. After all, who besides a local would be interested in "South Bend's A Lonely Town," "I Left My Heart In West Covina," or "Boy From Eau Claire City."

Wilbert Harrison's "Kansas City," the biggest hit of 1959, began life seven years earlier as Little Willie Littlefield's "K.C. Loving." The locale was chosen because producer Ralph Bass thought it sounded "more hip." Little Richard's "Hey Hey Hey Hey" also bore a suspicious resemblance to Harrison's hit. Despite originally being written as "Birmingham," "Hey Hey" later ended up reworked by the Beatles as, you guessed it, "Kansas City."

California cities were especially popular. CCR saluted two: "Lodi" and, as the Goliwogs a couple of years earlier, "Porterville" (the latter a rather good example of an unappealing place name). Eric Burdon & The Animals name-checked "Monterey" and "San Francisco Nights," and the latter's advice to jet off to the Bay Area was taken by Scott McKenzie ("San Francisco (Wear Some



Wilbert Harrison suffers the after-effects of "K.C. Loving"

Flowers In Your Hair"). Tony Bennett of course, the Flowerpot Men ("Let's Go To San Francisco"), Joe Simon ("San Francisco Is A Lonely Town"), Fever Tree ("San Francisco Girls"), and the Village People ("San Francisco (You Got Me)"), among others.

Other Bay Area-related titles include the Sir Douglas Quintet's "Mendocino," Norman Greenbaum's "Petaluma," "Foxy Girls In Oakland" by Rodger Collins, and "Sausalito Summer Night" by Diesel, which, for a Dutch group, seemed to know an awful lot about the drive between Los Angeles and San Francisco. (Unlike the British group First Class, who in "Beach Baby" proposed a casual after-school drive from L.A. to San Jose.)

Memories Are Made Of El Monte

Southern Californians retaliated with the Marketts' "Balboa Blue," and Jan & Dean's "Little Old Lady From Pasadena" and "The Anaheim, Azusa & Cucamonga Sewing Circle. Book Review & Timing Association." (Jan & Dean did a whole album of city songs following "Surf City," Great Concept.) The Penguins doo-wopped in with an early Frank Zappa composition, "Memories Of El Monte," and Christie and the Lemonade Charade chose the equally odd location "San Bernardino." San Diego, the third largest city in the state, is relatively underrepresented (an obscure Billy J. Kramer single called "San Diego" comes to mind).

Los Angeles, ever alert for its own Tony Bennett, got a boost from the Doors' "L.A. Woman" and Randy Newman's "I Love L.A." There was also Jerry Jeff Walker's "L.A. Freeway." Susan Raye's

By Steve Propes

"L.A. International Airport," War's "L.A. Sunshine" and the Ides of March's "L.A. Goodbye." Uptown, there was Rufus & Chaka Khan's "Hollywood." Bob Seger's "Hollywood Nights," Billy Joel's "Say Goodbye to Hollywood," Kool & The Gang's "Hollywood Swing-in," and the Eleventh Hour's "Hollywood Hot," among hundreds of other Tinseltown tunes.

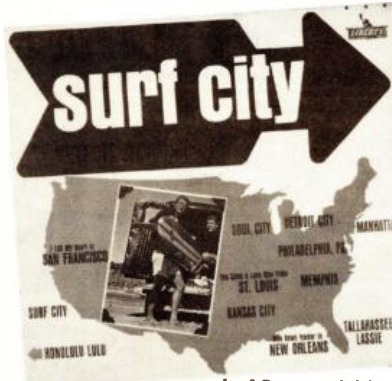
Rockin' To New Orleans

Johnny Horton's "Battle Of New Orleans" was satirized by Homer & Jethro as "Battle Of Kookamonga." Jan & Dean notwithstanding, most people seemed to side with Horton. There was Freddy Cannon's "Way Down Yonder In New Orleans," Arlo Guthrie/Steve Goodman/Willie Nelson's "City Of New Orleans," Redbone's "Witch Queen Of New Orleans," and Gary US Bonds's "New Orleans." Fats Domino, who'd already covered Professor Longhair's "Mardi Gras In New Orleans," reportedly had a hand in writing "Walking To New Orleans" after his tour bus broke down on that town's outskirts. No other Louisiana town makes much of a showing, although in "Soul Meeting," Joe Tex, Ben E. King, Don Covay, Solomon Burke, and Arthur Conley seem to spend an inordinate amount of time discussing whether they should go to Baton Rouge.

New York City got mentions from the Ad Libs/Manhattan Transfer's "Boy From . . ." Frank Sinatra's "Theme From . . ." the Tradewinds' non-surfing hit "New York's A Lonely Town," B.J. Thomas's "Eyes Of A



Andrea True: New York had the Samantha Fox of ner uay dancing



Jan & Dean recorded the ultimate geographical concept album.

New York Woman," Andrea True Connection's "New York You Got Me Dancin'" (with odd references to then-mayor Abe Beame), and Ace Frehley's "New York Groove" (again, among many others).

Eric Burdon and The Animals MONTEREY



Eric Burdon checks out the West Coast vibes

Eric Burdon checks out the West Coast vibes

Texas did best in Country hits, Marty Robbins' "El Paso" and "El Paso City," George Hamilton IV's "Abilene," Glen Campbell's "Galveston" (he also tried "Houston (I'm Coming To See You)" as well as, in another state, "By The Time I Get To Phoenix"), Floyd Cramer's "San Antonio Rose," Tanya Tucker's "San Antonio Stroll," George Strait's "Amarillo By Morning," and Waylon Jennings' "Luckenbach, Texas." There was also Dean Martin's "Houston," Lou Christie's "Waco," and Neil Sedaka's "Amarillo."

The Kids In Bristol

Tennessee had the much-remade "Memphis" (as well as King Curtis's "Memphis Soul Stew," Buddy Miles's "Memphis Train," John Fogerty's "Big Train (From Memphis)," and Herbie Mann's "Memphis Underground"), along with the Lovin' Spoonful's "Nashville Cats" (and Vicki Lawrence's far less-known "There's A Gun Still Smokin' In Nashville"). Cash & Carter's "Jackson" (which could be about this town or the one in Mississippi), and Tina Turner's hometown tribute "Nutbush City Limits." The urbane Freddy Cannon was, of course, in there with "Chattanooga Shoe Shine Boy."

Pennsylvania had Elton John's keystone 1975 hit, "Philadelphia Freedom." The Nu Tornadoes did "Philadelphia U.S.A.," Billy Joel charted with "Allentown," and the Kendalls saluted the "Pittsburgh Stealers." The Dovells placed two hits on the dance floor with "Bristol Stomp" and "Bristol Twistin' An-

nie." (Fortunately it stopped before they got to "Bristol Twistin' Annie Had A Baby.")

Oklahoma had "Okie From Muskogee" and the Don Williams/Eric Clapton hit "Tulsa Time." Florida also had a few towns represented, with Eugene Church's "Miami" and Jan Hammer's "Miami Vice Theme." Again, Freddy Cannon swamped them all with "Okefenokee" (not to be confused with "Okefenokee From Muskogee") and "Tallahassee Lassie."

The city list could go on forever, with "Please Come to Boston" by Dave Loggins, "Born In Chicago" by Paul Butterfield, "Detroit City" by Bobby Bare, "The Lights Of Tucson" by Jim Campbell, "The Lights Of Cincinnati" by Scott Walker, the classic "St. Louis Blues," Perry Como's "Seattle," "Viva Las Vegas" by Elvis, the Beach Boys' "Salt Lake City," "Denver" by Ronnie Milsap, "Omaha" by Moby Grape, just to name a few. The floor is open for more nominations.



Elton would rather be in Philadelphia.

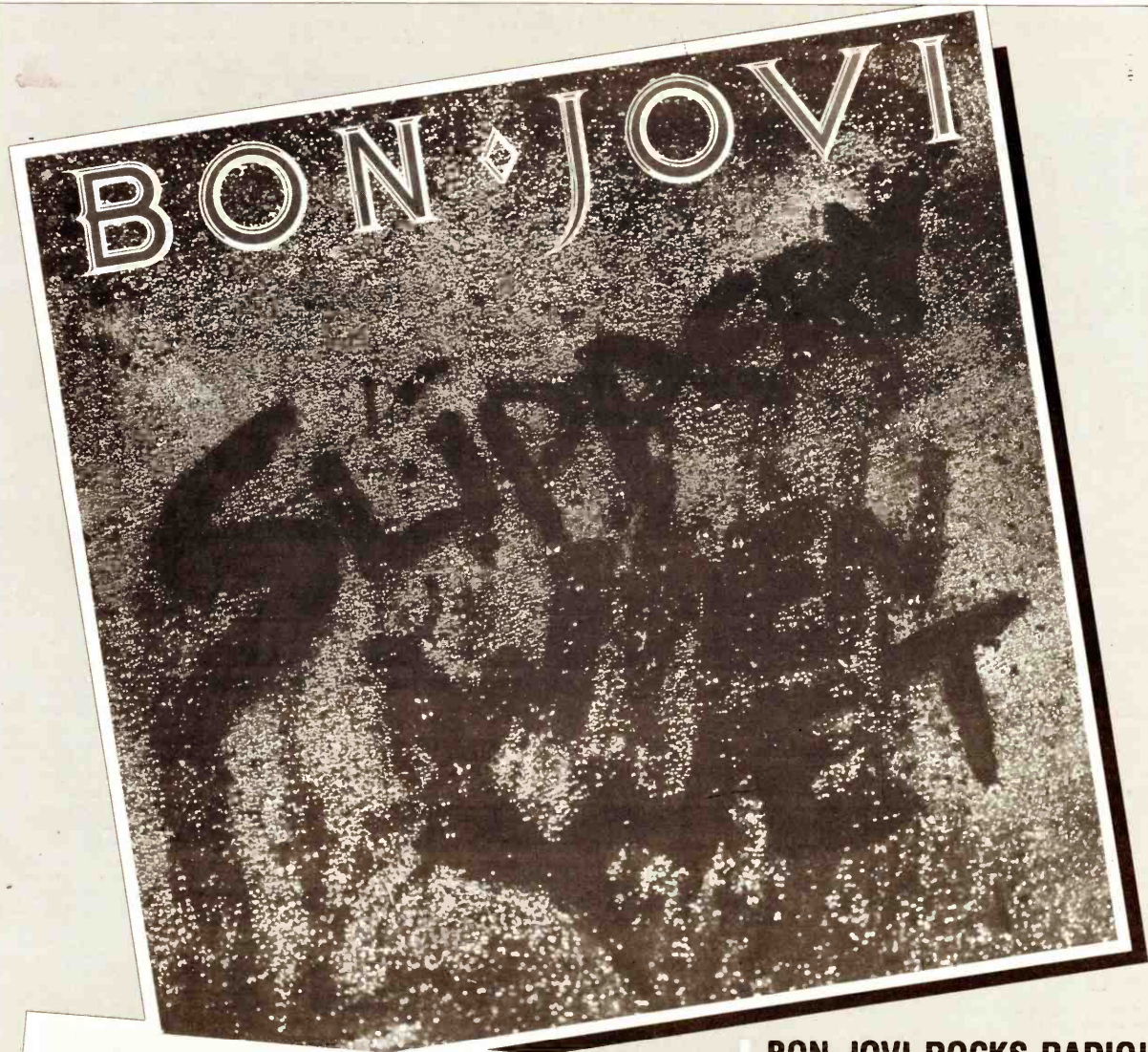
RCA's Bruce Meltzer wrote to inform me that the Burt Bacharach song "I'll Never Fall In Love Again," performed by Dionne Warwick, was not the same song as the Tom Jones hit of the same title. Is that clear, or do I need that beginning writer's refresher class at the local JC?

R&R's own Greg Agnew, who's lately been the custodian of our "One/Five/Ten Years Ago Today" feature, appearing weekly on the Image & Marketing page (plug), points out that in the last week of August, Ronnie Milsap had the No. 1 Country song a year ago (1985's "Lost In The Fifties Tonight"), five years ago ("No Gettin' Over Me"), and ten years ago ("Stand By My Woman Man"). Quite a feat.

Guest Column Time

When I invited readers to submit ideas for guest columns to run in the On The Records section, I didn't really expect to receive a flood of essays. (I wouldn't have minded; think of all the vacations I could take.) But I was pleased to get a column from Steve Propes, who wrote at some length on songs named after cities. (Some astute readers may recall I did a column on hits titled after geographic locations — June 28, 1985, if anyone's counting. But that one was limited to Top 15 hits only and included states and countries as well as cities.)

Of course I couldn't leave well enough alone, so I (and the indefatigable Sean Ross) added some more, and the result is the column on this page. Steve Propes, by the way, is the Sunday morning oldies DJ for KLON/Long Beach, teaches a course in the "Roots of Rock & Roll" at Cal State Long Beach and is the author of several historical record collecting books including the forthcoming "The Rock & Roll Record," which he describes as a song-by-song history of rock.



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ADAM WHITE

RECORDS

THE 'INSIDE' STORY

Entering The A&R Sweet-Stakes

Last year at the New Music Seminar, Columbia Director/Talent Acquisition Steve Ralbovsky talked about the label's six-month development deal with a new artist, Matthew Sweet, and about plans for his first album.

Last month, Sweet's major-label career was launched with the release of that album, "Inside." The result not only reflects his artistry and ambitions — typical of so many newcomers who give meaning to the record industry's "life-blood" cliché — but also the efforts of Ralbovsky and his CBS supporters to establish a variation on the way such talent is acquired and fostered. Here's the "Inside" story.

Buzz Of Delight

Sweet, 22, comes from Lincoln, NE. Drawn by the musical scene in Athens, he enrolled at the University of Georgia there in 1983. A songwriter, singer, and guitarist, he played and recorded with a band called OhOK; then, with drummer David Pierce, he formed Buzz of Delight. With upwards of \$1000 borrowed from Sweet's family, they cut a six-song EP titled "Sound Castles" released on DB Records in spring 1984.

The record was made with producer Don Dixon, who encouraged Sweet's writing and singing and suggested the music showed major-label potential. DB's Danny Beard felt the EP was "a really good-sounding record" which he said sold a couple of thousand — a number limited by Sweet's reluctance to hit the road. "Matthew was writing a lot of good songs, and he wanted to make an album," recalled Beard. "My suggestion was that he should go out and work, improve the band, tighten the songs. He didn't want to do that."

Instead, Sweet borrowed around \$3000 from investor friends of his father and recorded 12 songs in an Atlanta studio. Beard said he wasn't able to do anything with the album. Sweet took the tape to Jefferson Holt, manager of REM, who suggested contacting Ralbovsky, then at EMI America.

Rapid Development

Ralbovsky apparently thought the music was interesting, but not sufficiently focused. The two lost touch until Sweet sent him another tape of material, recorded with Dixon in November '84. Ralbovsky was at Columbia by this time, and he and East Coast A&R Director Rick Chertoff responded positively to the new songs.

A meeting in New York was arranged, at which the idea of the development deal was raised. As Sweet remembered it, "They said, 'We think you're developing at an extremely rapid rate, but you're



Steve Ralbovsky

very young and trying to find a focus. You have a unique voice, and you could sell millions of records if you wait to make a record when you're ready. If you spend more time just working, we'll buy you an eight-track, wait about a year, and you might be able to make a record that could sell a million."

For his part, Ralbovsky says his first reaction to the musician was that he had "the same kind of young, vulnerable, awkward and endearing qualities that Brian Wilson brought to his best, middle-period 'Smiley Smile'-type sounds. I thought about trying to develop a relationship to encourage him; he was on the right track, but needed to get more focused and more direct in terms of communication."

Creative Networkings

Ralbovsky explained that he saw the development deal as a means to establish "an alternative route to developing artists, preparing them to make great, competitive first records — giving them an acclimation period, opening their eyes to some other creative networkings before we go ahead and do an album.

"Basically, the company purchases the home studio equipment, and the A&R person provides the constant feedback about what works and what doesn't. In this case, I encouraged Matthew to move to New York where he could be around a pool of musicians and the company, and get writing." To this end, Ralbovsky sought and received the approval of Columbia A&R VP Mickey Eichner.

Ralbovsky was "always very open" about the prototype aspect of the plan, Sweet recalled. "I

respected him a lot. In a way, we're alike: very ambitious, and we both really care about music." The proposal was not structured as a separate deal, but rather as a conventional artist contract "that basically provided an out after six months if it wasn't working," noted Ralbovsky. "That made me even happier," said Sweet, "because it made me believe even more that I would make a record at the end."

Contractual Battling

Handling Sweet's legal representation was Atlanta attorney Russell Carter. "We spent three months or so with Russell battling the contract around," explained the musician, "trying to get it in a shape that he felt comfortable with. Eventually they conceded almost everything he wanted changed in the contract. It probably wasn't the best thing I could have signed, but I certainly didn't feel there were a lot of other people dying to sign me at the time. I don't have any regrets.

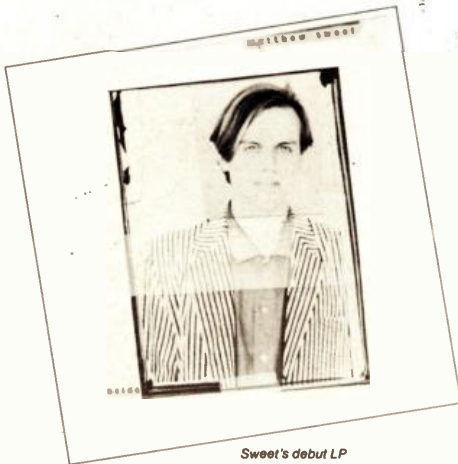
"The advantage of a major label for me was being able to use state-of-the-art equipment and studios, and being able to meet other people who were seriously making music. That was the key to gaining my own self-respect as an artist." The deal was finalized in the spring of 1985; Sweet also signed with CBS Songs for publishing. In June, he and his wife moved to New York.

Ralbovsky said the development deal tab "started at about \$10,000 or \$15,000." There were more payments at two or three other junctures, he added, "and I'd sit down with Mickey Eichner and discuss the specific requirement. We felt that it was worthwhile, because the preparation period can only lead to a greater degree of quality and success later on."

Producers Galore

When CBS did pick up the option that October, Ralbovsky and Sweet began firming plans to record the album. They drew from the pool of songs the young Nebraskan had written during the previous six months, and from the musical contacts he had made. A variety of producers and locations were used, beginning with Alan Tarney in London and extending to Don Dixon, Scott Litt, Dave Allen, Simon Hanhart, Francois Kervorkian and Ron St. Germain, Stephen Hague, and David Kahne. The album was completed in May.

Both the artist and the label exec said they're pleased with the results. "It ended up falling together



Sweet's debut LP



Matthew Sweet

pretty well for having so many producers," stated Sweet. "I wanted to make it as simple, basic, and noncommittal stylistically as I could. I wanted to be able to gain a broad-based audience and a spot from which I could grow and have a career — and a line of records where I could really expand, rather than setting myself in a place where I was going to be perceived in a certain way, and be locked in that realm."

Added Ralbovsky, "The process has given Matthew the experience that some people get only after two or three albums, by virtue of all the people he's worked with. Every producer was impressed by his input, and said that for his age he's

got a lot of great ideas and knows how to articulate them." He declined to say how much "Inside" cost to produce.

A Special Spark

Sweet's immediate future is obviously tied to the album's fortunes. A video for the first single, "Save Time For Me," has been made. Live appearances will likely wait, he said, "for the record to get a footing." Meantime, he's writing songs for the next album. Handling his management: Tony Melandri/AGM of Hollywood.

Meanwhile, Steve Ralbovsky is applying his development deal strategy to a new project, Wild Life, fronted by Gordon Peterson. "Again, it's the spark of something special," he said, "and we've agreed to do up to six months. I've just sent him travelling off through New England with a lot of constructive criticism on the first 15 four-tracks he's given me, and I'll probably send him to England a few weeks after that. Then we'll hear the next batch of songs, and see how that part of it's taking."

"These kinds of deals make more sense than spending \$7000 or \$10,000 on 24-track demos and getting three songs that might sound great, but aren't developing any artistry. It's better to focus on the songs, buy somebody a good eight-track machine for home, and just give them the feedback. It takes longer, but if you recognize the spark of something, you're much better off. And it's what I always thought the A&R thing was all about."

RPM

Richard Berry, who wrote and recorded the original "Louie Louie," has regained royalty rights to the song 30 years after signing them away to Limax Publishing. He did so with the help of Artistic Rights, New York; the litigation lasted seven years.

White House Records makes its debut with (what else?) "Ronnie's Rapp" by Ron & The D.C. Crew. The 12-inch also features a "Kissinger Dub." Label originates not from 1600 Pennsylvania Ave., but from Hialeah, FL; (305) 887-0259.

Jazz guitarist Stanley Jordan will have his second album released on Blue Note next month, his third on Manhattan next spring. The former is a live package, "Standards Vol. 1," and the latter will be a studio set, including some vocals.

Rhino is expanding its "Golden Archive Series" of hits compilations, which now includes albums by the Beau Brummels, Spencer Davis Group, Everly Brothers, Bobby Fuller Four, Love, Standells, Turtles, and Ritchie Valens.

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If you need to do some fast research on a certain station in another market, where do you start?

Up until the past few years, if you needed to know how high on the totem pole your target station ranked, you could get a fairly good idea by opening a *Standard Rate & Data Service* book and merely

looking at spot rates. Although a great many stations no longer publish their rates, the monthly *SRDS* remains a very good source of basic facts such as management names, addresses, and facility information. Check your library, or call (312) 256-6067.

Profiles of a number of major markets, but by no means all markets, are available from the *Mediatrix Monthly Memo*, which lists stations by format, rank, and dial position. It also provides historical and current analysis of for-

mats and operations. Call (213) 623-2750.

Station personnel and programming information for 220 markets is provided by *Radio Programming Profile, Vols. I & II*. Call (516) 676-7070.

For a fast reading on previous and current ratings, plus directories of group owners, networks, consultant firms and such, one very handy reference tool comes from right here. Information about the *R&R Ratings Report & Directory* is available by calling (213) 553-4330.

These publications yield a fairly substantial amount of basic information. It can be expanded in the usual way, through telephone calls to whomever you know, until someone puts together that truly comprehensive directory for which we're all still waiting.

First US Car Show

MONDAY, NOVEMBER 3 — America's first National Automobile Show opened at Madison Square Garden in New York City in 1900, with 31 manufacturers exhibiting gasoline, steam, and electric cars. At that time cars didn't yet have starters or electric horns, and no car had ever attained a speed of 60mph. Three years ago, Rev. **Jesse Jackson** formally declared his candidacy for the Presidential nomination (1983). 50 years ago, President **Franklin Roosevelt** was reelected (1936). Culture Day, a Japanese national holiday. Birthdays: **Adam Ant** 32. 1978 WBC heavyweight champ **Larry Holmes** 37.

Iran Hostage Crisis

Tuesday, November 4 — The Iran Hostage Crisis began seven years ago at the United States Embassy compound in Tehran (1979). More than 50 Americans were held prisoner for 15 months, until Jan. 20, 1981. The first requirements for tamper-proof packaging were issued by the Food and Drug Administration in 1982, in the wake of the first intentional food contamination cases. **Ronald Reagan** defeated President **Jimmy Carter** in a landslide in 1980.

The cash register was patented in 1879 by tavern owner **James Ritty**, who invented the machine because he believed his employees were stealing from him.

General election day.

Birthdays: **Loretta Swit** 49. **Art Carney** 68. **Walter Cronkite** 70.

Basic Automobile Patent

WEDNESDAY, NOVEMBER 5 — The automobile was patented 91 years ago by **George Selden**, an attorney in Rochester, New York (1895). The paperwork had taken 16 years to be processed by the Patent Office. Although Selden held the rights to virtually every important element of the gasoline automobile, he sold out four years later for only \$200,000.

Unemployment hit 10.4% in 1982, the highest since 1940. FM stereo was first broadcast in 1955. The first transcontinental airplane flight, which had taken 49 days, ended at Pasadena, California in 1911.

Birthdays: **Tatum O'Neal** 23. **Bill Walton** 34. **Art Garfunkel** 45. **Elke Sommer** 45. **Ike Turner** 54. **Roy Rogers** 74.

World's Fair Bankrupt

Thursday, November 6 — The World's Fair in New Orleans filed for bankruptcy in 1984, reportedly about \$100 million in the red. A week later, when the fair concluded its scheduled six-month run, the organizers said they didn't even have enough money to dismantle the exhibits. Eleven million visitors had been expected, but only seven million showed up in New Orleans.

Vietnam peace talks began in 1968. The longest-running TV program, "Meet the Press," premiered on NBC in 1947. The entrance to **King Tut's** tomb was discovered in 1922. The play "Peter Pan" opened in New York City in 1903.

Midpoint of Autumn.

Birthdays: **Sally Field** 40. **Jackie Stewart** 47. **Mike Nichols** 55.

Biggest Soviet Holiday

FRIDAY, NOVEMBER 7 — A two-day national holiday begins in the Soviet Union. It's their biggest annual holiday, the anniversary of the 1917 Bolshevik Revolution in which **Nikolai Lenin**, **Leon Trotsky**, and **Josef Stalin** assumed power 69 years ago.

A Voyager probe sent pictures in 1980 revealing that Saturn has literally thousands of rings. *Harper's Weekly* ran the first cartoon depicting the elephant as the symbol of the Republican Party in 1874. The **Lewis & Clark** expedition reached the Pacific Ocean in 1805.

Birthdays: Track star **Kathy McMillan** 29. **Joni Mitchell** 43. **Mary Travers** 49. **Al Hirt** 64. Rev. **Billy Graham** 68.





JOEL DENVER

CONTEMPORARY HIT RADIO

RADIO FREE MILWAUKEE

Reitman & Mueller Back In The USSR

WKTI/Milwaukee recently sent morning men Bob Reitman & Gene Mueller to Moscow for two weeks to be part of an historical cultural exchange. They broadcast five shows live from Radio Moscow studios, and involved Soviet citizens in the shows.

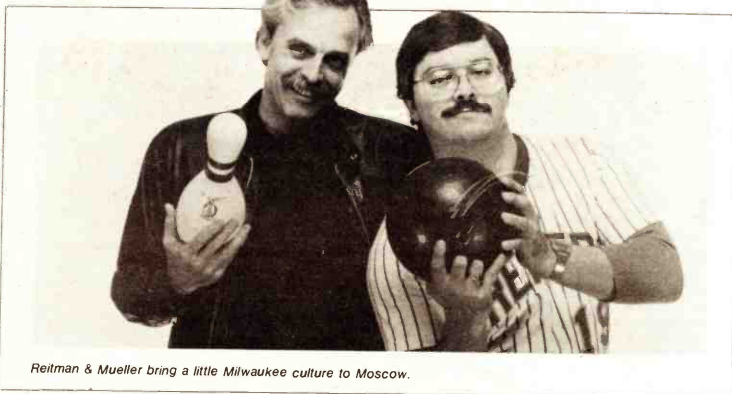
Between broadcasts they received the grand tour of Moscow and had lots of time to talk one-to-one with Soviet citizens about their way of life. WKTI MD Denise Lauren said, "Like most of us, Reitman & Mueller have never had the chance to go to Moscow, so they're finding out all they can about the people to pass it along to our listeners."

Seeking Mutual Understanding

The second leg of the exchange will have WKTI hosting Radio

Moscow's Michael Taratouta in early November. Together with Reitman and Mueller, Taratouta will host a "space bridge" — a forum via telephone with Milwaukee citizens and Soviet citizens in a question-and-answer program.

Taratouta will also get his chance to meet and talk with Americans and get the tour of Milwaukee. WKTI and Taratouta both feel the event is important in that it gives people from both nations a chance to understand more about each other.



Reitman & Mueller bring a little Milwaukee culture to Moscow.

Photos To Keep You Warm In Winter



JOIN THE LINEUP — Q104/Gadsden sponsored a Bronze Body contest and got great response. Pictured in the back row are (l-r) all-nighter Jon Michaels, night rocker J. Michael Kelly, two reps from Dr. Pepper, midday man Rob Barlow, PD Bill St. John, weekenders Chuck Evans — and, of course, in the front row are some of the participants of the contest.



TAKE ME OUT TO THE BALLGAME — WPST/Trenton got into the summer spirit during the Feast of Lights celebration, when the staff played a softball game with the members of the band Smash Palace. WPST lost 17-7. Shown after the game are the entire teams for both sides. WPST is in the light jerseys, and the team captain in the dark glasses is PD Tom (T.C.) Cunningham.

With fall here and winter knocking on your door, it's time to recall how great summer 1986 has been and make a last attempt to recapture the summer spirit.

Perhaps you guys out there are still fantasizing about that bikini contest winner while you're laboriously bundling up in layers of clothes. And let's not forget those fulfilled softball games either, where you and your friends slow-pitched your way into a barbecue, as you struggle with a 50-lb. bag of rock salt.

We hope this gives you some-

thing pleasant to focus on while you shovel the snow off your sidewalk or your car. May it bring a smile to your face as you stand in sub-freezing weather with a Bic lighter heating up the key to unfreeze your door lock. And may these photos bring a warm glow to your heart as you try to remember how to hook up those jumper cables.



BEAR AND BARELY BARE — No, it's not the bear that won first place in the "Battle Of The Sexes Bathing Suit Contest," it's the brunette on the left. WBEA/Cleveland's most successful summer promotion to date drew crowds to partake in summer fun. Shown is Valerie Cymal (the obvious winner of the contest), lucky WBEA PD/air personality Drew Bentley, and the Wildwood Lake mascot, who will have something to dream about in hibernation this winter.

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RCA



EURYTHMICS

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The New Single From The Gold Album **"REVENGE"**
 Following The Smash Hit, **"MISSIONARY MAN"**
EURYTHMICS — ROCK WITH A VENGEANCE.

DARYL HALL

"Foolish Pride"

CHR Chart: DEBUT **39**

WXKS deb-31 WCAU deb-37 KEGL add 92X add Y108 on
 WBEN 38-35 B94 deb-28 KRBE add WNCI on KKRZ 25-23
 WKSE deb-34 PRO-FM deb-34 WRSR 32-27 WCZY 35-30 KMJK deb-31
 WPHD deb-32 94Q on Z95 deb-34 WKTI deb-25 KPLZ 34-28
 CKOI on Z93 32-30 WMMS 36-30 WLOL 23-20 KNBQ 39-34



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WKSE PRO-FM Y100 KHTR KWOD
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The First Release From The Pointer Sisters' Dazzling
 New Album **"HOT TOGETHER"** Coming In November.
 Produced By Richard Perry

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THE FOX ROCKS!

WXKS KWOD WROQ add KSND 35-25 KISR add OK95 40-36 KITY WJMX
WKSE KMEL KZOU 37-29 KBOX add WZYP deb-40 WERZ WKDD 99KG
CKOI WSPK add-35 KTUX 40-35 KMGX deb-37 Z103 add WRCK KF95 KBIM
KRBE WKQB 24-19 WRQN add WKPE add WVBS deb-40 WKRZ KDON
FM102 WSSX 32-19 KIKX add WKSF 37-32 KOZE deb-33 WCKN KZZU



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WILL YOU
STILL
LOVE
ME?



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WXKS add 103CIR add
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95JNZ add WJAD add
92X add WJMX add
Q100 add KNAN add
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WRCK add WAZY add
WKRZ add WDBR add
WNOK add KBOZ add
WKSI add-39 KBIM add

The New Single From the Chicago Album 18
On Warner Bros. Records.
Produced By David Foster
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MOTION

Jim Elliott is doing weekend/swing at B104/Baltimore . . . **Judy Puente**, aka **Toni Phillips**, leaves WTRK/Philadelphia and has joined WKQX/Chicago as a partner to afternoon drive personality **Dan Walker** . . . **Mike "The Hose" Evans**, formerly with L.A.'s KROQ and KMET, has joined PD **Jay Stone** on the morning show at 194/Honolulu.

Slim "The Slim One" Nelson returns on-air as a weekendender at KNBQ/Seattle . . . Night rocker **Dave Curry** moves to middays and adds promotion director duties at WBWB/Bloomington, while **Chris Newton** is boosted from overnights to evenings . . . At WGRD/Grand Rapids, Sales Coordinator **Kim Krause** is upped to Promotion Director replacing **Lisa Georgis**, and partimer **John Howell** takes over morning drive from **Preston Thompson**.

Ron Reams leaves WABB/Mobile to join crosstown WKRG as News Director, and **Randy Patrick** is promoted to Assistant PD . . . At Z93/Gainesville, FL: **Reynold Hawk**, formerly of WSLO/Roanoke, is GM and **Mark Davis** leaves K106/Baltimore to become PD . . . **Russ Rountree** exits MD duties at KNMQ/Albuquerque and is replaced by **Bruce Daniels**, formerly of crosstown KQEO . . . **Shana Rosa** goes from parttime to the 6-10pm slot at KNMQ, replacing **Tom Rush**.

Chuck Crane exits MD/Asst. PD duties at WLS/Chicago to be PD at WYNY as **Rich McMillan** succeeds him . . . **WNVZ/Norfolk** makes changes: News Director **Liz York** exits and is replaced by Promotion Director **Angela Aresco**; **Blayne Perry** joins as Promotion Director . . . **Jonathan Smith** and **Darrell Ray** were co-PDs at WVAM & WPRR/Altoona, but have since split duties. Darrell handles WVAM and Jonathan programs WPRR exclusively.

Mark "After Dark" James, last at KFIV/Modesto, joins KQXR/Bakersfield for 7pm-midnight. He replaces **Laurie West**, who goes to KFSE/Fresno . . . **Joe Collins** is out as SLY96/San Luis Obispo PD; taking his place is **Dave Allen** from KBYZ-FM/Bismarck . . . **Fast Eddie** Monson leaves KEYN-FM/Wichita to join WQUE/New Orleans as **Hurricane Eddie** . . . **KTKS/Dallas** welcomes **Rick Hayes**. He left the PD chair at KISR/Ft. Smith and replaces **TKS**



RAH, RAH, RAW! — KIIS/Los Angeles morning personality **Rick Dees** had his hands full when the L.A. Raider cheerleaders, the *Raidettes*, stopped by to deliver the picture disc of the Raiders' "Silver/Black Attack." Watch those hands, **Rick** — you might get called on a holding penalty!

midday personality **Jim Zippo**. **Randy Chambers** exits **TKS** nights, replaced by **Dr. Drex** from KTFM/San Antonio.

Mike Cross leaves afternoons at KDWZ/Des Moines . . . **Tom Kelly**, former PD at WZYP/Huntsville, joins Q101/Meridian as PD replacing **Dale Taylor** . . . At Z93/Atlanta, **Lindsey Burdette** adds MD duties to her evening shift . . . **Michael Waite**, Assist. PD at WHYT/Detroit, is now acting-PD.OM **Gary Berkowitz** concentrates full efforts on sister WJR . . . **Joe Van Dell** is the new morning man at WKAU/Appleton-Oshkosh replacing MD **Kim Bradley**, who moves to overnights . . . **Chris Friese** shifts to KZIO/Duluth from WSPT/Stevens

Point to take over 7pm-midnight. He succeeds **Walt Herman**. Afternoon driver **David Martin** becomes MD.

Jim Randall leaves WNYS/Buffalo to join WKPE/Cape Cod as PD, replacing **Michael McDonald** . . . At WQID/Bloxi **Deacon Baker**, last at KTUX/Shreveport, takes over the overnight slot from **Ron Phillips** . . . **Steve O'Neil** adds Production Director to his overnight duties at KWSS/San Jose . . . **Michael St. James** leaves 7pm-midnight at WOMP/Wheeling for WKEG/Washington, PA and is replaced by **Chuck McGee**, who is upped from parttime . . . **Rick Hilton** leaves K106/Baltimore for mornings at WVBS/Wilmington replacing **Randy Turner**, who was upped to PD/PM drive.



TRUE CONFESSIONS — Bananarama visited New York's Tower Records and joined WPLJ morning show member **Jim Kerr** for an autograph session. Pictured (l-r) standing are PolyGram Northeast Promotion Manager **John Boulos**, Bananarama's **Siohban Fahey**, New York Singles Sales Specialist **Barry Fisch**, and PolyGram's **John Newcott**; seated (l-r) are WPLJ's **Kerr**, and Bananarama's **Keren Woodward** and **Sara Dallin**.



The
New
Single
From The
Album
Heartbeat
By
Don
Johnson

Heartache Away

Epic

On Epic Records, Cassettes and Compact Discs.
Distributed by CBS Records.

ADULT CONTEMPORARY

STREET SCENES, BEACHES, AND BACKSTAGES

You Ought To Be In Pictures

So many more photos have come into the AC office since the last photo page that another has to be done. If you have anything to share with us, just send it to: R&R, 1930 Century Park West, Los Angeles, CA 90067. Everybody is welcome.



TAKING IT TO THE STREETS — One of the newest advertising concepts to come out this year is the rolling billboard. It's been done in New York, Chicago, Detroit, and now in the nation's capital by WASH. Pictured in front of the 10' x 20' board is OM Tom Trudup.



KEEP ON BUSING — CKSL/London, Ontario, came up with a different way of promoting itself: the CKSL Bus. It's part of the London Transit Commission and covered with red, blue, and white colors on the outside. The inside of the bus is devoted to various station events and music trivia games to help passengers while away the travel time.



THIS YEAR'S MODEL — WSB-FM morning man Dale O'Brien is appearing on Atlanta television to tell listeners about the station's latest bumper sticker promotion, "Cover Your Rear." Co-starring with O'Brien in these spots is one of the ten 1987 Mazda RX-7s that will be given away.



BACKSTAGE WITH BENSON — KBLX/Berkeley sent eight listeners (out of 36,000 entries) to Switzerland's Montreux Jazz Festival. George Benson met one of the listeners and KBLX's Sue Nordquist (r) backstage.



YOU CAN DO MAGIC — During the Labor Day weekend, KMJI presented two free concerts by America in downtown Denver. Standing in front of the gates are (l-r) KMJI AE Graham Satherlie, Denver Partnership's Dick Fleming, morning man Chris Elliott, group member Gerry Beckley, evening man Jeff Andrews, group member Dewey Bunnell, KMJI's Lynne Murray and Jim Kennedy, and a listener.

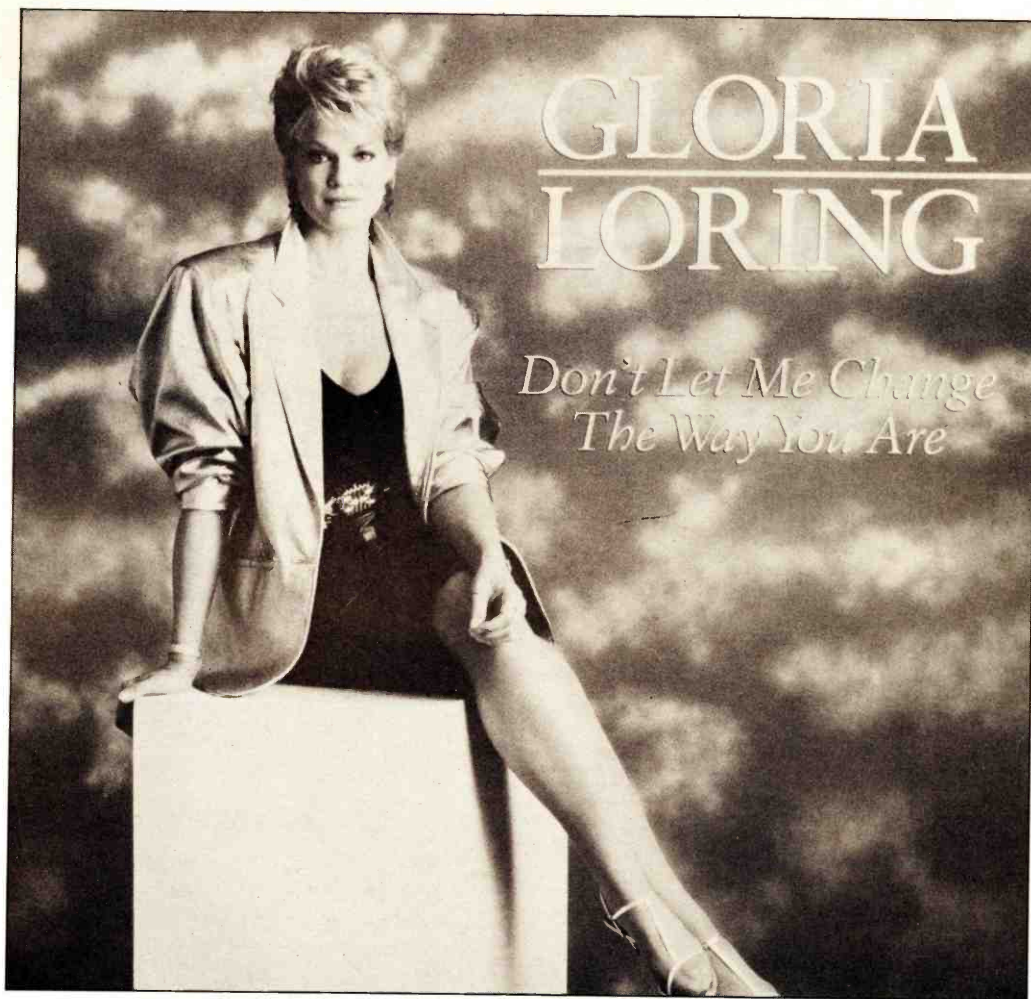


LOVING STRANGERS — WPIX/New York matched ten men and women from over a 1000 write-in entries in its "Molson Golden Couple Match." The matched couples were treated to an elegant dinner, and thus far three of the pairs are now dating. Standing (l-r) are WPIX VP/GM Marvin Sella, four winners, GSM Gary Blum, Promotion Assistant Pamela Griffiths, two winners, a Dancer Fitzgerald rep, WPIX AE Jill Ferguson, two more winners, Molson Golden's Mindy Beryl, and two more winners; seated (l-r) are WPIX Promotion Director Jane Shayne with the ten female winners.



RIDE LIKE AN INDIAN — During photo day at Marine World, KKIS/Concord's Ravi "R.J." Peruman and Jeri Stewart broadcast live from the scene with help from Africa USA. Shown atop one of the elephants is Peruman.

ANOTHER GLORIOUS LOVE SONG
from
GLORIA LORING



"Don't Let Me Change The Way You Are" 7-89353

the follow-up single to her #1 smash,
"Friends & Lovers"
from the album, *Gloria Loring* 81679

Executive Producer: Jerry Meyers



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STEVE FEINSTEIN

FIRING LINE, PART III

Programmers Respond To Conservatism Charges

We've heard record execs vent their spleens the last two weeks about what they feel is a growing musical conservatism at rock radio. Many are disturbed by what they consider to be a disproportionately high percentage of oldies on a format which they'd really like to see embrace more current music and new artists.

Now it's time to hear from the perpetrators of these alleged crimes against humanity — AOR programmers. To start, WLUP/Chicago PD Greg Solk feels the issue is, well, a little old. "I've heard this argument (against oldies) since the first day I came to this station; it never gets settled. It's a gigantic waste of everyone's time. I don't mean to sound cocky, but I've got other things to do than sit around and listen to people tell me I don't play enough currents. It's negative and destructive, when we should all be concerned with doing more productive things."

The marketplace will ultimately decide if a station is playing too many oldies, he suggests. "If you're not playing enough currents, then you'll hang yourself in the ratings, lose your job, and the

record companies will have the last laugh."

Selling records and breaking new artists isn't an overriding concern to Solk, although he's pleased when it happens in the course of fulfilling his main responsibility — garnering ratings. "There's nothing in my job description that says anything about selling records. That's not what my company pays me to do. I love to see a strictly AOR group sell a lot of records, but it has to happen in the process of building a successful radio station. It can't be a motivating factor."

Does a programmer have a duty to break new artists? "It's our responsibility to break a fair amount of new artists only because it's part of what our listeners want from the station. We usually succeed in breaking a couple of

new artists a month, like David & David and Bruce Hornsby. We also try with others that may not come through nationally, even though they deserve to — like a Rob Jungklas. The conflict is that while we're breaking what we consider to be a fair amount each month, the record companies want 40."

Record companies should understand that, as ironic as it may seem, more oldies on AOR can actually benefit their cause, Solk adds. "If they really care about AOR and want to help build it up, then they'd realize it's not such a bad thing for AOR to go back and play oldies, get its came up, and increase its time-spent-listening. Then, in between the Guess Who and Steely Dan, we can play the Stabilizers record and turn that many more people onto it."

"The conflict is that while we're breaking what we consider to be a fair number of new artists each month, the record companies want another 40."
—Greg Solk

Solk also figures that if AOR's music mix was overhauled, it might alienate an audience which record companies otherwise wouldn't be able to reach. "AOR has to do what it does — play a mix of old and new — to get its rightful audience share. If it played more currents, it would become CHR and turn people away from the radio. If those people wanted something like CHR, they'd be listening to it in the first place. If AOR stops doing its job correctly, people won't just switch to CHR or Urban, they'll turn off their radios altogether."

He also feels companies which knowingly promote second-rate music are ultimately hurting their own cause. "If they want us to continue to be successful and have a big audience so we can help sell records, why would they ask me to play a record that they know in their hearts is wrong for us and will turn listeners away? If they want me to have a million listeners three months from now when an important new release comes out, why would they ask me to play something now which could make me wind up with only 600,000 listeners?"



THE WORLD IS YOUR OYSTER — Those nutty guys and gals at WKR1 (19.5) Danbury warned people at a local oyster festival that a plane flying overhead would drop oysters on them, so they better wear helmets offered by the station for protection. It didn't rain oysters, of course; instead, the plane carried a banner saying that the station was giving \$500 to people it spotted wearing the helmets.

NEW ARTISTS

Albums

	TOUR Reports/Adds
1 CINDERELLA/Night Songs (Mercury/PG)	72/6
2 WORLD PARTY/Private Revolution (Chrysalis)	39/5
3 BIG AUDIO DYNAMITE/Number 10... (Columbia)	39/3
4 GENERAL PUBLIC/Hard To Mouth (IRS/MCA)	33/0
5 EUROPE/The Final Countdown (Epic)	21/5
6 BRIAN SPENCE/Brothers (Polydor/PG)	18/1
7 RICHARD THOMPSON/Daring... (Polydor/PG)	16/1
8 DON DIXON/Most Of The Girls Like... (Enigma)	15/8
9 WOODENTOPS/Giant (Columbia)	15/1
10 NEW ORDER/Brotherhood (West/WB)	12/2

Tracks

1 CINDERELLA/Nobody's Fool (Mercury/PG)	70/4
2 BOB GELDOF/This Is The World Calling (Atlantic)	59/5
3 BIG AUDIO DYNAMITE/C'mon Every... (Columbia)	37/3
4 SMITHEREENS/Behind The Wall Of Sleep (Enigma)	34/6
5 ROBERT CRAY BAND/Smoking Gun (Mercury/PG)	32/32
6 WORLD PARTY/Ship Of Fools (Chrysalis)	30/4
7 GENERAL PUBLIC/Too Much Or Nothing (IRS/MCA)	28/0
8 KBC BAND/America (Arista)	24/6
9 RAINMAKERS/Downstream (Mercury/PG)	23/6
10 GLASS TIGER/Someday (Manhattan)	21/4

New Artists are those who have never had an AOR Breaker. Tracks with asterisks are from albums which have already been Breakers and thus no longer appear among the albums listed.

SPOTLIGHT UP 'N' COMERS

Introducing "New Artist" Charts

Take a look next to the AOR Tracks chart in this week's paper and you'll find an important new addition to our weekly music information: New Artist Charts, one for tracks and one for albums. These charts will show you, at a glance, which up 'n' coming artists are starting to find acceptance in rock radio.

The reason for starting these charts is two-fold: to provide programmers with an instant snapshot of the new artists who are beginning to receive votes of confidence, and to give record companies an additional gauge of their efforts in the critical process of breaking new artists.

Tracks Vs. Albums

Once an act goes Breaker for the first time, he'll drop off the New Artist Charts to make room for up 'n' comers who haven't had a Breaker yet. An artist may reappear on the Tracks chart, though, as additional tracks from his album gather airplay. For example, the SmitHEREENS would be listed on both charts until "Blood And Roses" breaks. Then they'd fall off both until "Behind The Wall Of Sleep" has enough reports to be among the ten most reported tracks. Their album, however, would not reappear.

Records will be listed in descending order according to amount of total reports. Reports/adds will be indicated, with more detailed information regarding rotations and specific stations available in the Chart Climber and New & Active listings except when a record listed doesn't have enough reports to make New & Active.

These charts will not require reporters to contribute any additional information when they report their playlists. That procedure will stay exactly the same.

The inspiration for this innovation came from the ranks of the record and record communities. As always, R&R is committed to serving your ever-changing needs. We appreciate your suggestions and comments.

What Is New?

An artist will be considered "new" up until and through the duration of his first album that becomes a Breaker. For our purposes, "new" will refer not to an artist's career length, but to his track record at AOR radio. The operative question will be, "Is he still 'new' to the majority of AOR listeners and, presumably, programmers?"

By these guidelines, an act that has been plugging away for many years but has never received widespread airplay will still be considered new. For example, even after a handful of previous releases, the Fabulous Thunderbirds would still have been deemed new prior to their breakthrough on "Tuff Enuff" this year.

Also, new artists will include new aggregations of familiar faces, such as the KBC Band, as well as band members releasing solo albums, such as Benjamin Orr.

THE PRETENDERS

GET CLOSE THE NEW ALBUM

TRACK ①

ALBUM ②

INCLUDES THE HIT SINGLE

**"DON'T
GET ME
WRONG"**

PRODUCED BY
JIMMY IOVINE AND
BOB CLEARMOUNTAIN
("ROOM FULL OF MIRRORS"
PRODUCED BY STEVE LILLYWHITE)

ON SIRE RECORDS AND CASSETTES.
AVAILABLE SOON ON COMPACT DISCS.
MANAGEMENT: DAVE HILL

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MAYOR MOONLIGHTS ON WXLP — Is it true that Davenport Mayor Thom Hart pulled an airshift at WXLP because he wants to have a career to fall back on in case the political thing doesn't pan out? Actually, spinning the hits and plugging events such as a wet T-shirt contest was his half of a job swap he worked out with 'XLP morning man Gene Olson, who got to play mayor for a couple of hours. Olson (left) is pictured being sworn in by Hizzoner.



HE'S BACK AND HE'S PROUD — Alice Cooper told KISW/Seattle "Electric Lunch" host Dan Wilke that his favorite Phoenix pastime is chipping golf balls into the yard of his next door neighbor — Senator Barry Goldwater. From left, Assistant MD Mike Jones, MD Steve Slaton, Cooper, MCA's Freddie Zaehler, and Wilke.

Programmers Respond To Conservatism

Continued from Page 50

Excessive oldies is just the latest complaint from record reps under the gun each week to get as much airplay as possible. "They need something to complain about and to buy themselves more time," Solk explains. "A few years ago they griped about AOR playing only records that researched well. Now they're pointing their fingers at oldies. My #1 question to them is still: 'Why release such a glut of records instead of exercising more quality control?'"

KBPI/Denver PD Tom Hunter, who runs a tight-listed, fast-turnover station, says he's surprised by the brouhaha over mixes of 30-40% gold because he remembers many AORs playing even fewer (20-25%) currents in the early '80s. He also thinks blanket statements about the format are inaccurate.

"I won't dispute that there are some programmers who don't pay attention to new artists," he comments, "but I think it's unfair to lump the entire AOR industry together. Just because a station hasn't added a particular new artist doesn't mean it doesn't care about new music. Maybe the song simply hasn't yet cut it for them, or isn't appropriate for their market position."

When it comes to an alleged responsibility to break new artists, he says, "Sure, I like to see a lot of good new rock 'n' roll on the air. But at the same time I've got to worry about the radio station, which takes priority over selling records. What differentiates winners and losers is the ability to pick one priority over another when there are many to choose from."

Radio Responds To Label Gripes

As you'd imagine, radio's response to the 10/17/86 "Why AOR Has A Bad Rap At Record Companies" column was fast and furious.

WDVE/Pittsburgh PD Greg Gillespie raised five points:

1) "Why do record companies feel AOR should be the proving ground for new, unproven artists when there are so many dollars at stake from the point of view of ratings? They seem to rely more on AOR for that than other formats — an album comes first, then the single is chosen according to AOR's reaction. CHR reaps the benefits of us taking the chances. Rarely do labels go to CHR first, unless it's something like a **Nu Shooz**."

2) "Have any record company guys really talked to an average AOR listener about what he wants to hear on the radio as far as new versus old music? Have they ever actually answered request lines? I have tons of letters asking, 'Why do you have to play so much damn new stuff?' I like **Zeppelin, Stones, Hendrix**, etc. more."

3) "When a record comes out that's obviously not going to cross to CHR, but is selling off AOR, why don't they go to the wall to support the act at AOR instead of getting so frustrated at not being able to get it on CHR?"

4) "If they want on-air excitement over new music, they should service us with enough albums to cover all the jocks, so jocks could familiarize themselves with the music. As it is now, we usually get three or four copies of an album the week it comes out, and then have to wait as long as a month to get enough to go around. Who needs all those 12-inch singles they put out? Also, companies should provide more information with each new release, particularly with new artists."

5) "As far as why every station can't get to number one by being like **WBCN/Boston**, I guarantee you that 'BCN is number one for more reasons than just their music."

WHMD/Hammond MD Kliff Kahuna responds to Arista's **Sean Coakley's** claim that AOR doesn't spotlight new records: "All new adds on WHMD are frontsold for four weeks, using a liner acknowledging the fact that the record is new. Furthermore, whenever possible, that same record is backsold, too, with all jocks encouraged to talk about the artist." Kahuna also says that, unlike many other AORs, WHMD's mix is 60% current and 40% new.

WONE-FM/Akron PD Ward Holmes claims that after AOR establishes a record that crosses over to CHR, record companies then ignore AOR in favor of CHR. "You put their act on the air, and then they run over and build a case with CHR. After that, if you ask them for a promotion or a time buy when one's available, they tell you to 'go scratch' and then give it to the CHR. How long did AOR play **INXS** before they had a 'hit'? And then when the tour came through the company gave it to CHR. Companies only seem to want to talk with us about the straight AOR acts."

Holmes says this is particularly frustrating in light of the skepticism he faces from station management regarding breaking new artists. "They ask me, 'Why are we taking chances on new acts?' From a business standpoint, they don't see it helping us ratings- or revenue-wise."

ROBERT CRAY
A "Strong Persuader"
With A "Smoking Gun"
"ROBERT CRAY is the best
new blues singer that I've
heard in years."
—Mick Jagger

"He can sing like Sam Cooke
and he plays quite as well as
he sings and he looks like
Sidney Poitier. This guy's got it
all."
—George Thorogood

PolyGram Rocks Radio
★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

SEGUES

KFMQ/Lincoln PD Tom Lincoln exits after nine years, with **MD Bob Allen** upped in his place. . . **KTYD/Santa Barbara Programming Assistant Laurie Benton** promoted to MD. . . **KGRQ/Casper afternoon Scott Evers** named MD. . . **CFOX/Vancouver MD Karen Hewko** advances to Assistant PD.

Ken Noble takes on mornings at **KLSX/Los Angeles**, where **Billy Juggs** moves to 6-10pm and **Frazer Smith** joins for Saturday nights. At crosstown **KMET**, **Garth Hemp** leaves 5-9pm for **KLOL/Houston** nights replacing **Crash Collins**, whose association with **KLOL** goes back 16 years. . . **KROQ/Los Angeles's Poorman** will be teamed with **Richard Blade** in mornings while continuing his 9pm-midnight shift. . . At **WBLM/Portland**, overnighter **Tim Wright** moves into mornings, replacing the exiting **Mark Natzell** and

KDJQ/Sacramento-bound Jeff Jackson. **Tommy Carbone** from **WGIR-FM/Manchester** takes over 'BLM' mid-days, and parttimer **Suzi Fried** is upped to overnights.

Ex-KUPD/Phoenix PD Val McIntosh has resurfacd as Promotions Director for the market's **News/Talk-AC** combo **KFYI & KKFR**. . . **Christiane Guy** is **CHOM/Montreal's** new Promotion Director.

Coming Next Week:

A preliminary look at the summer book. In two weeks, a comprehensive ratings scoreboard for the sweep.



LON HELTON

Confessions Of A Diarykeeper

I've been in this business for almost 15 years now, and have never, ever known anyone who has been asked to keep an Arbitron diary.

A friend of mine who is "in the business" but who does not now work (nor has ever worked at a radio station) called to tell me that he had received and filled out an Arbitron diary a few weeks ago.

What follows is my conversation with the anonymous diarykeeper, who will be known as "DK." You will already know about some of the details surrounding Arbitron's methodology and practices described by "DK." They are nevertheless included here because I thought you might be interested in the perceptions of a person who had never laid eyes on a diary.

Because "DK" is "in the biz," what makes his comments especially interesting is that he does have at least a passing knowledge of Arbitron, its methodology, and the effect even one person can have on a radio station's ratings.

First Contact

R&R: What was your first contact with Arbitron?

DK: I got a letter in the mail saying Arbitron would like to have me

"I told the truth, although I must admit the thought of trying to see if I could put one over on them did cross my mind. They obviously had no way of knowing if I was lying."

as a diarykeeper and that they would soon be contacting me by phone.

A woman named Ann Clark (a stock name used by Arbitron - Ed.) called me a week later and asked me if I wanted to participate. She briefly ran down what a diary was and what I'd have to do. She asked me if I worked for a television or radio station in the market. I said no, expecting another job-related question. Instead, she asked the number of people in the household.

I fudged a little and asked for two books. Even though I live alone, I have a good friend (also in the business) who I told about the first letter and who said he'd like to fill one out, too. I had heard that Arbitron would give out up to 12 diaries, and

thought about asking for a few more than two... but I decided not to.

I was then asked if I was black, white, or other. I knew my listening would be weighted differently if I said I was a minority, and I thought I could help my favorite station more by telling Arbitron I was a minority. I also knew that I could get more money by saying I was a minority, but obviously the money wasn't a motive.

I told the truth, although I must admit the thought of trying to see if I could put one over on them did cross my mind. They obviously had no way of knowing if I was lying.

I was told I'd be keeping the diary for a week and would receive it in the mail a couple days before my week was to begin. Sure enough, the two diaries arrived two days prior to the start day of my diarykeeping. Enclosed was 50 cents for each diary and a brief explanation of how to fill them out. With the diaries was a warning not to send them back before the specified period had ended. The letter said the diary wouldn't be counted if I mailed it in prior to the last date.

I got another letter in the mail two days before the end of my week. It contained a dollar and a note reminding me to send the diaries in at the end of the week.

R&R: How did the money come?

DK: The diaries arrived with two sets of two quarters in plastic casings. The reminder letter carried a dollar bill with a sticker on the back.

R&R: Were you told in the initial conversation that you would be getting money for this?

DK: No. Money was never mentioned on the phone.

R&R: What other information did you have to provide?

DK: First, I was surprised they didn't ask me anything to check out how many people were really in the household. They didn't ask names or relationships or anything.

On the diary itself, all I had to fill in was the county, town, zip code, and my age and sex. They tell you that you can put your initials or first name on the diary if you want. It's not required, but serves as an aid to keep the diaries separate. They stress that they want each person in a household to fill out his own diary. The names or initials are just to keep diaries straight within a household.

R&R: Tell me about your diary-keeping techniques.

DK: I was very conscientious about filling it out. When I was in the car, I tried to note carefully the times and stations I was listening to. But it wasn't very easy. Listening around to different stations is such an unconscious thing to do. I found myself switching stations without even thinking and without making a note of when or what I was listening to.

Even for someone who's as tuned in to radio as I am, it was very difficult to remember which stations I

"I was surprised they didn't ask me anything to check out how many people were really in the household. They didn't ask names or relationships or anything."

listened to - especially in the car, where you can't write everything down and instead have to rely on memory. I punched around a lot, and even though I was making a point of remembering the specifics, there was no way I could be 100% accurate. And I was trying very hard. What about the average person who doesn't put that much effort into it? I can't imagine the average person being that conscientious.

R&R: What other problems kept you from being as accurate as you would have liked?

DK: I had to really listen to get some of the call letters correct when I was dialing around and landed on a station. I also found when I was only listening for brief periods of time I didn't always know the call letters of what I was listening to. A couple times I ended up writing down the frequency I saw on my digital radio. But what about people without digital readouts? Do they guess? How can they write down the right things?

Now that I've been through it, I think it's very easy to make a mistake and just put down the station you think you're listening to.

I'm more aware of radio than the average person, and yet I found myself assuming I was listening to one station when, in fact, I was listening to another. I even caught myself writing down the wrong station a couple of times. Listening to the radio is just so automatic that



even when you try and think about what you're listening to, you can't always do it.

R&R: Do you think your listening habits were changed by the fact that you were keeping this diary?

DK: Most definitely - in a couple of different ways. I wanted my favorite station to get some points. It's been going down lately, and I don't think it's gotten all the credit it deserves. I think some people listen to it but put down another station's (in the same format) call letters.

I would never put down something that wasn't true, so I made a diligent and conscious effort to listen to it a lot that week. I purposely put the station on at work all day.

Also, there were a couple other stations I liked that I thought should do better in the ratings, so I made a conscious effort to listen to them so I could write down that I listened. And I made a special point not to listen to a station that I don't think much of, even though they're highly rated, and even though I do sometimes listen. But I didn't want to lie, so I avoided that station.

My habits were also changed in the sense that I was more aware of what I listened to. I don't have really consistent listening habits. I often get into the car and listen to what the last person in it set the radio to, even though it wasn't necessarily something I'd normally listen to. While I was keeping the diary I made a real effort to listen to what I wanted to listen to.

R&R: So you spent more time listening to radio than you normally do and you listened to more stations?

DK: I guess so. I hunted around more than normal.

R&R: Why?

DK: I listened to specific stations that I wanted to listen to. In a way I was trying to give Arbitron a representative sample of the stations I liked, while not leaving anybody out.

The way I listen depends on my moods. There are some weeks where I just listen to one station, or one format. Other weeks I jump around between stations and formats. I guess I tried to compress a month of listening into a week.

R&R: Was it confusing, or difficult, to fill in the diaries?

DK: No, it was really easy. They even give you an example.

The days are broken into four dayparts. They're listed as early morning, 5am-10am; midday, 10am-3pm; late afternoon, 3pm-7pm; and night, which runs from

"I can't believe that people's jobs and livelihoods rely on this stuff, and that Arbitron is relying on people who really don't give a shit about this kind of stuff."

7pm to 5am. There are also four slots for each daypart where you fill in the time you listen; the station call letters (if you don't know them, it says to fill in the program name or dial setting); at what place you're listening, either at home or away from home (either in a car or some other place); and whether it's AM or FM.

Being a button pusher in the car, I did find times I didn't have enough space to fill everything in. So I just left out some of the stations I didn't listen to for long.

R&R: Any final thoughts?

DK: I can't believe that people's jobs and livelihoods rely on this stuff. And I can't believe Arbitron is relying on people who really don't give a shit about this kind of stuff. I was much more conscientious than the average diaryholder would even think about being, and it was tough for me to be accurate.

I really think this whole thing is fucked.

On The Level. . .

Country Radio is helping to nail down another **JOHN CONLEE SMASH** single



BREAKERS

R&R 38

BB 43

PRODUCED BY BUD LOGAN



Conlee keeps hammering out the hits on **COLUMBIA RECORDS!**



COUNTRY

YOUR TURN

Where's Judy?

By Carolyn Parks

Dear Lon,

Your article in the 9/26/86 issue of R&R concerning Alabama's exclusion in the final CMA awards nominations really hit a nerve. Ever since the CMA released its list of nominees for the Horizon Award this year, I have been dumbfounded by what I consider another glaring omission. This one falls squarely on the shoulders of the CMA Planning and Development Committee, which submitted nominations, and the CMA Board of Directors, which approved them.

How can anyone ignore an artist who has just had her first number one single after only four releases on a label that wasn't even in existence two years ago? To me, that spells incredible growth against extremely difficult odds, which I thought the Horizon Award was supposed to reflect. Not to mention that this same artist also won the Academy of Country Music's Best New Female Vocalist Award this past April, which ain't too shabby either. I'm speaking, of course, of Judy Rodman on MTM Records.

Before anyone jumps in with the refrain, "Oh, that's just sour grapes because you worked all her records," let me point out that I have also promoted a number of other up-and-coming artists who were not nominated this year as well as several of the acts that were. And I have no bones to pick over any of the nominees. They are all very deserving artists who've

made a considerable impact on the country music scene this year. But then, so has Judy — and probably more so than a few of the artists nominated, I know this because I talk to approximately 160 radio stations around the country each week, and they've told me so.

Obviously, nothing can be done to rectify the error this year. However, I do have a suggestion for future years which I hope the CMA will take under advisement: since you obviously feel that the general membership is not knowledgeable enough to come up with ten Horizon Award nominees on its own (why does ten have to be the magic number, anyway?), then please consider nominating only nine artists and allow your membership the privilege of a write-in vote for the tenth.

That way someone who has been inadvertently (?) overlooked has the opportunity to appear on the



Carolyn Parks

ballot if that artist garners enough votes. I firmly believe that Judy would have made the top ten finalists even under this method, judging from the comments I've heard in the radio and record community.

I hope these comments and suggestions will be taken in the spirit with which they were expressed — namely, that I have been and continue to be a CMA supporter. And I wish to continue to see this organization grow and reflect the needs and concerns of those of us in the Country general membership who can no longer be heard.

Carolyn Parks heads her own independent promotion firm in Nashville.



THE STOREY'S OUT — New Epic Horizon artist Lewis Storey made a stopover in Atlanta on his six-city promotional tour for press and radio folks. Pictured (l-r) are Storey's manager Dixie Gamble, WPLG & WKHX/Atlanta Pres./GM Norm Schrutt, programming assistant Karen Morgan, Storey, and CBS Regional Country Marketing Manager Tim Pritchett.



TEXAS BOY GOES EAST — Lyle Lovett made his first trip to the Northeast for visits with radio and retail people. At WWVA/Wheeling, he was given the grand tour of the Capitol Music Hall with afternoon man Frank Karroll (l) and MD Bill Berg (r).



The New Tradition Continues . . .
On Warner Bros.

Dwight Yoakam

"It Won't Hurt" 7-28565

The third single from his critically acclaimed album
"Guitars Cadillacs Etc. Etc."

Nitty Gritty Dirt Band

"Fire In The Sky" 7-28547

From their anniversary album "Twenty Years Of Dirt"

Crystal Gayle

"Straight To The Heart" 7-28518

The title track from her latest LP

Paul Simon

"Graceland" 7-28522



Two Great Christmas Singles . . .
Coming Next Week:

Randy Travis

"White Christmas Makes Me Blue"

Crystal Gayle

"Have Yourself A Merry Little Christmas"



Shipping November 10, The Title Tracks From:

John Anderson

"Countrified"

Southern Pacific

"Killbilly Hill"



The
New
Tradition



Breaker This Week.

Gary Morris

"Leave Me Lonely" 7-28542

R&R **COUNTRY BREAKERS** 40 BB 45

From the album "Plain Brown Wrapper"



SHARON ALLEN

NASHVILLE THIS WEEK

CMA MEMBERSHIP DRIVE

Operator, Please Connect Me . . .

The Country Music Association is kicking off its annual membership drive during the month of November, and you may be getting a call from some heavy hitters.

The membership committee has been divided into six groups to better cover all facets of the country music industry. They are asking CMA award winners and nominees to help them contact Country radio stations and broadcast personalities.

According to Director/Membership Development and Services Steve Ison, "One of the major influences in our industry is Country radio, and CMA is targeting a major portion of its recruiting efforts in this area. Radio represents a tremendous potential for CMA's membership growth, and we are

actively seeking Country radio's support during this and future campaigns."

So when you get a call from one of your favorite country artists, don't leave 'em . . . "at the sound of the tone!"

CMA Membership Meeting

Sixteen new directors were elected, members enacted a by-laws change, and several special awards were presented during the annual CMA membership meeting October 14.



FROM BRASS TO PLATINUM — RCA executives announced RIAA platinum certification of the Judds' current album "Rockin' With The Rhythm" at a private party following this year's CMA Awards. On hand for the occasion were (l-r) Director, Music Publishing RCA/Ariola Canada Ron Solleveid; Director, National Country Promotion RCA/Nashville Jack Weston; Judds' manager Ken Stitts; RCA's Stephen McCord; Wynonna Judd; RCA Division VP/GM Joe Galante; Naomi Judd; VP/Sales RCA/U.S. Jim Grady; Director, Marketing RCA/Nashville Dave Wheeler; and Director, Merchandising RCA/Nashville Randy Goodman.

"Wherever I can get a foot in the door for country music, my boot will be there for all of us . . ."



On behalf of my husband Charlie Battles, my managers Bill Carter and Kathy Woods, everyone at MCA Records, Network Ink, the Jim Halsey Company and my entire organization, thanks so much for these prestigious awards. We will do our best to carry the banner for country music."

Loretta Lynn

MCA RECORDS

1986 CMA Entertainer of the Year
1984, 1985 and 1986 CMA Female Vocalist of the Year

The newly-elected directors are: Advertising Agency — Dick McCullough; Artist Manager/Agent — Jack McFadden; Artist/Musician — Richard Sterban; Broadcast Personality — Bobby Denton (WIVK/Knoxville); Composer — Jerry Crutchfield; International — Greg Rogers; Publication — Marty Feely; Publisher — Dean Kay; Radio — Al Greenfield; Record Company — Jim Foglesong; Record/Video Merchandiser — Jack Eugster; Talent Buyer/Promoter — Joe Sullivan; Television/Video — Terry Lickona; and At Large — Rick Blackburn, Tom Collins, and Stan Moress. Each director is elected to serve a two-year term.

A proposed bylaws change eliminating future lifetime directors was passed. There are currently five lifetime directors: Bill Denny, Ralph Peer, Frances Preston, Wesley Rose, and Joe Talbot. Their status is unaffected by the bylaws change.

Four special President's Awards were presented to non-board member chairmen of CMA's subcommittees: Mary Ann McCready of the Market Development Subcommittee; Ted Hacker of the Talent Buyers Entertainment Marketplace Subcommittee; Phil Graham of the Membership Subcommittee; and Jack Weston of the Artist Radio Tape Session Subcommittee.

CMA's Founding President's Award was presented to Merrill Warner for his involvement in the coordination of the press relations functions for the CMA awards show and Fan Fair. The award was established by Connie B. Gay in 1963 to honor an individual not currently serving on the CMA Board of Directors who, in the judgment of the Board, has contributed the most to the CMA throughout the year.

Special plaques were presented to the producers of the award-winning Single and Album of the Year, and the producer and director of the Music Video of the Year. Receiving these citations were Kyle Lehning for "Bop;" Ronnie Milsap, Rob Galbraith, and Tom Collins for "Lost In The Fifties Tonight;" and Kitty Moon and Marc Ball for "Who's Gonna Fill Their Shoes."

Also recognized were the winners of CMA's Broadcast Personality of the Year Awards: Terry Dorsey, KPLX/Dallas-Ft. Worth; Coyote Calhoun, WAMZ/Louisville; and Dana Webb, WBHP/Huntsville.

NASHVILLE IN MOTION

Mac Allen, one of the founding fathers and a past president of the Country Radio Seminar, joins SESAC as head of the broadcast licensing division . . . The Board of Directors of the International Bluegrass Music Association named Art Menius as fulltime Executive Director. Menius has been acting Executive Director since November 1985 . . . Bobby Roberts Entertainment adds three staff members: Artist Rep Sharon Rone, Artist Rep David Kiswiney, and Administrative Assistant Cheryle Cuthbertson.

Signing a record deal this week is Ray Lynch to Marble Records . . . Tim Malchak signs a management agreement with Bob Heatherly . . . The group Orleans signs with Bobby Roberts Entertainment for booking . . . Gary Burr and Garwin Music inked a writers' agreement with Terrace Entertainment Corporation. The Management Group will represent Burr for personal management.

JAZZ PICTURE PAGE



OFFSTAGE, BUT ON-AIR — WOTB/Newport PM driver Jo Sabel (r) interviewed George Howard immediately after his set at the JVC Jazz Festival.



THE BOTTOM LINE — After a performance at New York's Bottom Line, guitarist John Scofield met with friends and fans backstage. Assembled are (l-r) Gramavision's Suzanne Berg, WBGO/Newark's Dorthaan Kirk, Scofield, WBGO's Al Pryor, Gramavision President Jonathan Rose, WRTI/Philadelphia MD Peter Gouzouasis, and WBGO PD Wylie Rollins.

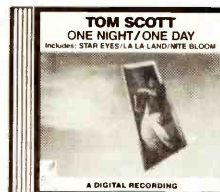


JAZZ AMERICANO IS BUENO — American jazz could be heard very clearly by aficionados in Europe at Umbria Jazz '86 in Perugia, Italy. Shown amid the sights and sounds are (l-r) Italian jazz critic Mario Luzzi, pianist Kirk Lightsey, and KXPR/Sacramento MD Gary Vercelli.



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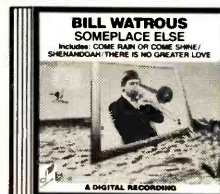
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ALISON STEELE, WNEW-AM/New York: “A welcome addition to my night-time programming. ‘Come Rain Or Come Shine’ is a lush, sensitive reading on a great traditional song that my audience loves.”

WYLIE ROLLINS, WBGO/Newark: “This album features a great trombonist in one of his most stimulating settings in some time. The standards work very well for us.”

ART GOOD, Jazz Trax: “Interesting to hear a trombonist so commercial. Especially like the cut, ‘La Fuerza.’”

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WALT LOVE

BLACK/URBAN

B/U Radio: Everyone Wins

Blacks have always been Black/Urban radio's core listeners. But they've never been the *only* listeners, even with stations specializing in hard R&B. Caucasians and Hispanics also represent a sizable portion of the coalition that makes B/U successful.

This week, in the interest of stereotype-busting, we offer dramatic photographic evidence: contest-winner photos from a cross-section of reporters. B/U Associate Editor Tony Rice and Sean Ross contributed to this project.



DREAM VACATION — WUSL/Philadelphia recently gave away a European vacation. The winner of that package was also awarded a new Porsche during his stopover in Germany. Pictured (l-r) are the winner's friend Cordelia Price, winner Paul Thurner, and WUSL PD Tony Quararone.



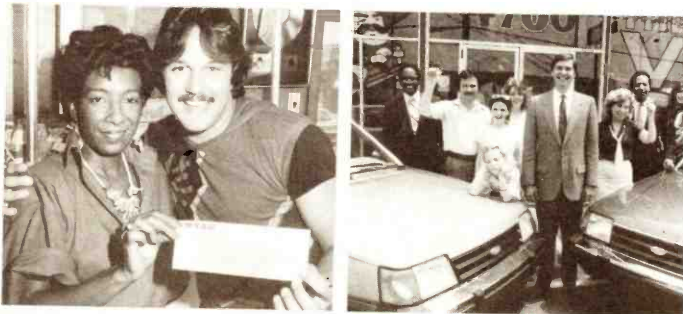
SAY LIONEL, SAY US — KUKQ/Phoenix took two lucky listeners to the Lionel Richie concert. Gathered backstage (l-r) are winner #1, Richie, KUKQ's Glenda Santiago and Rick Thomas, winner #2, and KUKQ's Dyra Innamorato.



OVERJOYED — WPLZ/Richmond gave away tickets to Stevie Wonder's "In Square Circle" concert tour. The winner is shown with Stevie getting the VIP treatment.



RIDING IN THE SUMMER HEAT — WGCI/Chicago awarded two scooters in its "Splashdance" contest and beach party. The winners were chosen from 500 contestants. On scooter #1 (l-r) are WGCI's Barbara Stanek, winner Dorrelle Burnett; on scooter #2 (l-r) are winner Athena Metropoulous and WGCI's Dennis McCoy; standing is WGCI's Joseph Holmes.



WYLD WYLD LIFE — WYLD-FM/New Orleans has always been very active in fighting for black causes and against advertiser discrimination. And, as the city's ratings leader, it also caters to a significant portion of the market's entire population. In picture #1, WYLD's Quita Allen awards \$1000 cash to one listener. In the second photo, WYLD's Lee Clear gives away his-and-her Fords to a listener and his family. Standing in front is Ford dealer Bill Watson; on the right is WYLD (AM)'s Donnie Taylor.



MINE, ALL MINE! — WBMX/Chicago registered thousands for the chance to choose the key that unlocked a new Trans-Am. The surprised winner, Ralph Reilly, sits behind the wheel.

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AIR SUPPLY "One More Chance"
SERGIO MENDES BRASIL '86 "Take This Love"
L. RONSTADT & J. INGRAM "Somewhere Out There"

Modern Country

GARY MORRIS "Leave Me Lonely"
JUDY RODMAN "She Thinks That She'll Marry"
KENNY ROGERS "They Don't Make Them Like..."

Century 21

Greg Stephens (214) 934-2121

The Z Format

KANSAS "All I Wanted"
SURVIVOR "Is This Love"
DURAN DURAN "Notorious"
TRIUMPH "Somebody's Out There"
TIMBUK 3 "The Future Is So Bright I Gotta..."
KOOL & THE GANG "Victory"
TALKING HEADS "Wild Wild Life"

The AC Format

MIAMI SOUND MACHINE "Falling In Love (Uh-Oh)"
KOOL & THE GANG "Victory"

Super-Country

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JUDY RODMAN "She Thinks That She'll Marry"

Concept Productions

Elvin Ichijama (916) 782-7754

CHR

KANSAS "All I Wanted"
DURAN DURAN "Notorious"
JANET JACKSON "Control"
GENESIS "Land Of Confusion"
BOB GELDOF "This Is The World Calling"
TIMBUK 3 "The Future Is So Bright I Gotta..."

Country

EDDIE RABBITT "Gotta Have You"
EDDY RAVEN "Right Man"
TANYA TUCKER "I'll Come Back As Another Woman"
MOE BANDY "One Man Band"

AC

GLASS TIGER "Someday"
MICHAEL McDONALD "Our Love"
GREGORY ABBOTT "Shake You Down"
HUEY LEWIS & THE NEWS "Hip To Be Square"
BOB GELDOF "This Is The World Calling"
EURYTHMICS "Thorn In My Side"

Drake-Chenault

Bob Lawrence (800) 247-3303

XT-40

SURVIVOR "Is This Love"
DURAN DURAN "Notorious"
KOOL & THE GANG "Victory"
STEVE WINWOOD "Freedom Overspill"

Contempo 300

RIC OCASEK "Emotion In Motion"
BENJAMIN ORR "Stay The Night"
DARYL HALL "Foolish Pride"
MIAMI SOUND MACHINE "Falling In Love (Uh-Oh)"
L. RONSTADT & J. INGRAM "Somewhere Out There"

Great American Country

JUDY RODMAN "She Thinks That She'll Marry"
T.G. SHEPPARD "Half Past Forever"
GARY MORRIS "Leave Me Lonely"
RONNIE MILSAP "How Do I Turn You On"

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STEVE EARLE "Someday"
DAN SEALS "You Still Move Me"
NICOLETTE LARSON "That's More About Love"

Hit Rock

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DURAN DURAN "Notorious"
GENESIS "Land Of Confusion"
WHAM! "Where Did Your Heart Go"
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WILD CHOIR "Heart To Heart"
EDDIE RABBITT "Gotta Have You"
GENE WATSON "Everything I Used To Do"
GIRLS NEXT DOOR "Baby I Want It"

Soft Contemporary

RIC OCASEK "Emotion In Motion"
MIAMI SOUND MACHINE "Falling In Love (Uh Oh)"
R. COOLIDGE & R. HOLMES "Touch & Go"

Sound 10

BOSTON "Amanda"
HOWARD HEWETT "I'm For Real"
OMD "Forever (Live & Die)"
R. COOLIDGE & R. HOLMES "Touch & Go"
MIAMI SOUND MACHINE "Falling In Love (Uh Oh)"
HUEY LEWIS AND THE NEWS "Hip To Be Square"

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Pat Clarke (214) 991-9200

The Starstation

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BENJAMIN ORR "Stay The Night"

Country Coast-To-Coast

JUDDS "Cry Myself To Sleep"
STATLER BROTHERS "Only You"
GENE WATSON "Everything I Used To Do"

Rock 'N' Hits

GENESIS "Land Of Confusion"
PRETENDERS "Don't Get Me Wrong"
DURAN DURAN "Notorious"
FALCO "The Sound Of Music"
ELTON JOHN "Heartache All Over The World"
COREY HART "I Am By Your Side"
CROWDED HOUSE "Don't Dream It's Over"
HOWARD JONES "You Know I Love You Don't You"

The Programming Consultants

David Graupner (800) 843-7807

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KANSAS "All I Wanted"
DURAN DURAN "Notorious"
BILLY OCEAN "Love Is Forever"

AC

CHRIS CROSS "Loving Strangers"
Country

O'KANES "Oh Darlin'"
EDDIE RABBITT "Gotta Have You"
MERLE HAGGARD "Out Among The Stars"
GARY MORRIS "Leave Me Lonely"

MARKETPLACE

AIRCHECKS

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Current issue /79 features DC101/GreaseMan, KIS/Rick Dees, Seattle's KUBE/Charlie Brown, KFRC/Dr. Don Rose, KMEL/London & Englemann, Philly CHRs WCAU-FM & new WYTRK, Houston's new Classic Rock Z107 & WCBS-FM/Cousin Bruce, 90-min. cassette, \$5.50. Current issue /78 features KFI/Gary Owens, KYLU/Don Bleu, NY's New Hot 103 WQHT, WFLJ/J.J. Kennedy, WLS/John Landecker & KFRC's last few days as a rocker with Dr. Don, Bobby Ocean, Turti Ryder, Dave Sholin, last Mobile broadcast & more. 90-min. cassette, \$5.50.

Special issue /5-90 features JACKSONVILLE & BIRMINGHAM CHRs WAPE & WAPL-FM, ACs WLCS, WMY, WYAY & WHHJ, AOR WFYV, Country WQK, WCRJ & WZZK-FM, Urban WENN & Oldies WVOK. 90-min. cassette, \$5.50.

Special issue /5-91 features WASHINGTON! CHRs WAVA/Don Geronomo & Mike O'Hears, WRQX, AOR WWDC/GreaseMan, ACs WGLY & WLTJ, Urbans WKYS, WDJY & WHUR, & Country WMZQ. 90-min. cassette, \$5.50.

Classic issue /C-72 features Milwaukee's WMT/Tex Meyer-1964, WCFB/Big Ron O'Brien-1975, KFRC/John MacFanagan-1976, WMCA/Gary Stevens-1968, KJR/Kevin Methany-1973, KIS/Tom Murphy-1978 & KDAY/Spunky Lane-1976. Cassette, \$10.50.

Still Available: /5-87/5-88 Los Angeles, 3 full hours, cassette, \$11.00. VIDEO /8 is now available, featuring LA's Power 106/Mucho Morales, Chicago's WYFR/Jeff & Jer, San Diego AOR KGB/Sue Delaney & Jeff Prescott, San Diego CHR KS103/Randy Miller, Honolulu Oldies KIKI & CHR KMAJ with Amanda, Bill Logan Steve Kelly & Dean Stevens, KFRC's last day as Rock with Brian Rhea & the last Mobile Studio Broadcast & PD Dave Sholin's farewell show. 2 incredible hours on VHS or BETA, only \$25.00 through 11/30/86!

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Gary Guthrie Is Looking For Morning Talent...

If you've got it and you'd like to work in the Classic Hits format, send your tape and resume to:

Gary Guthrie
Edinborough Rand
8026 E. McLellan Blvd.
Scottsdale, AZ 85253

No phone calls please!

EAST

Seeking uptempo contemporary Country night jock. Great place to grow. Production/remotes. T&R: Kevin Kasey, WCHA, Box 479, Chambersburg, PA 17201 EOE (10/24)

Seeking fulltime announcer for local top-rated radio station. Midnight-6am shift. Experience required. T&R: Bruce Bond, WNNK, Box 104, Harrisburg, PA 17108 EOE (10/24)

62/R&R FRIDAY, OCTOBER 31, 1986

NY area traffic reporting service seeks copywriter/assistant producer. Must enjoy working under pressure & have car. Susan Berkley, Shadow Traffic, (201) 688-1400. EOE (10/24)

Seeking ASAP uptempo contemporary Country jock in top 150 market. Need production skills. Work with the best in the area. T&R: Kevin Kasey, WCHA, Box 479, Chambersburg, PA 17201 EOE (10/31)

ND for NE AC seeks upward-bound news talent. Will head two person operation. Smooth delivery a must. T&R: WRIV, 9517 Seaview Ct., Brooklyn, NY 11236 EOE (10/31)

Nation's 12th largest market LI. NY seeks morning news anchor & fulltime air talents. Experience necessary. T&R: John Chormie, WGBB, 1240 Broadcast Plaza, Merrick, NY 11566 EOE (10/31)

Beautiful ME Country station seeks jock with some news ability. New facility. Growing company. T&R: Jim McKenna, WAYU, Box 330, Lewiston, ME 04240 EOE (10/31)

News leader in Atlantic City seeks fulltime anchor/reporter. T&R: ND, WMID, 1825 Murray Ave., Atlantic City, NJ 08401 EOE (10/31)

WBEN/Bufallo seeking adult, information-based, community-oriented personality for PM drive. T&R: Jim McLaughlin, WBEN, 2077 Elmwood Ave., Buffalo, NY 14207 EOE (10/31)

WTRK/Philadelphia seeking Promotions Director. Should be experienced in coordinating station promotions & TV campaigns, also outdoor marketing. Resume: Tony Davis, 555 City Ave., Bala Cynwyd, PA 19004 EOE (10/31)

Seeking Production Director. News experience helpful. No shifts. T&R: Steve McNee, WXVA, Box 700, Charles Town, WV 25414 EOE (10/31)

Top-rated Country FM seeks morning personality/ND. T&R: Dennis Hazzard, WDSB, Drawer B, Dover, DE 19903 EOE (10/31)

PD/MORNING PERSONALITY

Needed for medium market AM AC undergoing turnaround. Leadership & organizational skills a must. C&R to Radio & Records, 1930 Century Park West, #504, Los Angeles, CA 90067. EOE

DREAM JOB

Warm, smooth, adult soft hits Personality/Production Director for big New England FM; #1 in ratings. Dream job for experienced pro only. Female or male. EOE. T&R to Radio & Records, 1930 Century Park West, Box 499, Los Angeles, CA 90067.

MORNING PERSONALITY

We're Number 1 in the market and need a Number 1 morning man to help us stay there. Funny, topical, able to work with our female co-talent, and able to relate to an adult CHR audience. We're HOT, and we're willing to pay for our morning show to be nothing less than great. C&R to "Mornings," P.O. Box 9530, South Burlington, VT 05401. EOE



HOT 103

New York's Hottest New FM is looking for the best Production Director in America! If you've got a great promo voice, excellent organizational skills and can make a state-of-the-art multi-track studio sing, we want to hear from you. Tape & Resume to Joel Salkowitz, WQHT, 34-12 36th St., Astoria, N.Y. 11106. No calls. EOE

PRODUCER



American Jazz Radio Festival WBGO, the NY market's only full-time jazz station, seeks a producer for weekly two-hour hour jazz performance series broadcast over 200 stations nationwide. Successful candidate will have comprehensive knowledge of jazz music and the jazz industry, extensive experience in producing radio programs and recording/producing jazz performances, financial and organizational skills. Knowledge of public radio helpful. Send resume and tape to Robert Ottenhoff, General Manager, WBGO-FM, 54 Park Place, Newark, NJ 07102. AA.EOE

NEW ALBANY FM PROGRAM DIRECTOR/AIR TALENT

Experienced Program Director Air Talent with creative production needed for New Albany FM. Strong administrative and people skills required. Should be community involved and able to groom talent. Growing 14 station group. Tape, resume and references to Jeff Weber, Vice-President/General Manager, WMVQ, PO Box 5, Albany, NY 12202. EOE

SOUTH

2103/Tallahassee seeks creative morning zoo producer. Overnight airshift included. Creative samples & T&R: Brian Douglas, Box 13549, Tallahassee, FL 32317 EOE (10/24)

SW FL AC seeks ND with major market pipes & conversational news style for morning drive. T&R: Paul Conrad, Box 189, Cape Coral, FL 33910 EOE (10/24)

Amarillo's fastest-growing CHR is accepting tapes for future openings. If you've got good pipes & are a team player, send T&R: Peter Stewart, KISS FM, Box 8580, Amarillo, TX 79114 EOE (10/24)

FL CHR seeks creative, aggressive morning zoo producer. Overnight airshift included. Creative samples & T&R: Brian Douglas, 2-103, Box 13549, Tallahassee, FL 32317 EOE (10/31)

Big band-sound AM seeking female evening personality. Beach area. T&R: Erin, KBOR, Box 3407, Brownsville, TX 78523 EOE (10/31)

Coastal Country FM seeks two experienced salespeople immediately. Established lists. Resumes: Dan Dermody, WAVW-FM, Box 489, Vero Beach, FL 32961 EOE (10/31)

Central TX CHR seeks personable midday personality. Good production a must. Growth opportunities. Females encouraged. T&R: KIXS, Box 880, Killeen, TX 76540 EOE (10/31)

KVOP has immediate opening for midday announcer/asst. engineer. T&R: Greg Allen, Box 1420, Plainview, TX 79072 EOE (10/31)



We are seeking an individual talent of a team capable of entertaining in morning drive in one of the fastest growing markets in the South. We can offer competitive salary, an excellent benefits package and an atmosphere that is both challenging and rewarding. Send letter of interest, resume, salary requirements and tape to: **Opryland Broadcast Personnel**

Attn: Kathy Ayer
2806 Opryland Drive
Nashville, TN 37214
Equal Opportunity Employer

OPPORTUNITIES

OPENINGS



JOIN THE WINNING TEAM

1-95 is searching for a creative, enthusiastic 10-2pm air personality. Send tape and resume to Kevin McCarthy P.D., WAFI-95, P.O. Box #10886, Birmingham, AL 35202. EOE

TALENT SEARCH

The talent search is on for experienced air personalities to be a part of a winning team at South Florida leading AM AC station. Key shifts for key people. EOE. Send tape and resume to Radio & Records, #493, 1930 Century Park West, Los Angeles, CA 90067. EOE/MF



WE'RE LOOKING FOR MORE OF THE BEST!

MAGIC 99.5 Greenville/Wisconsin/Sales/Highpoint now accepting tapes and resumes for possible future openings for air personalities and average/both full and part-time. Tapes and resumes to John Zemlin, Program Manager, WMAGIC-FM, P.O. Box 2208, High Point, NC 27261. An equal opportunity employer

VOYAGER COMMUNICATIONS, INC.

GULF COAST AC GIANT

Gulf Coast highly rated full service/AC giant seeks motivated reporter/anchor and full and part timers who desire to work with pros and want guaranteed development. Send T&R to Radio & Records, 1930 Century Park West, #501, Los Angeles, CA 90067. EOE

SALES MANAGER

Doarey Media Group station seeks SM. Training, motivation, strong sales background a must. Excellent pay, benefits, bonuses. Send resume, past earnings, performance history to Randy Prichard, GM, KBRS, 2307 Hiway 71 N., Springdale, AR 72764. EOE/MF

Doarey Media Group

\$500 REWARD!!! NATIONWIDE TALENT SEARCH

Tip us to the next on-air personality we hire and collect our cash. Maybe you! K104FM got on top of Dallas/Ft. Worth ratings with determined, workaholic professionals who'll do ANYTHING to stay there. Big dollars when you produce! Urban contemporary. Minorities/women encouraged! Calls DK1 Cass. & Blo. to Michael Spears, KKDA-FM, 621 6th St., Grand Prairie, TX 75050.



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just the right touch!

Capitol Broadcasting is promoting my assistant PD to the PD's position at another station in the group. We wish Charlie Cooper the best at V-100. But now, MAGIC 96 is faced with the dilemma of replacing a very competent programmer with all the right moves. Can you fill these shoes inside one of America's most dynamic radio stations? If so... RUSH T&R to:

**SMOKEY RIVERS
MAGIC 96
530 Beacon Parkway West, Suite 600
Birmingham, AL 35209**

EOE/MF

A Capitol Broadcasting Corporation Station.

OPENINGS

100,000 WATT CHR/URBAN
Aggressive 100,000 watt CHR/Urban in Mississippi needs staff for future openings. Minimum 2 years experience. Send tape and resume to Radio & Records, 1930 Century Park West, #500, Los Angeles, CA 90067. EOE/MF



all hit **97.1 KEGL**
The Eagle
KEGL/Dallas. Promoted Director opportunity. Experience in Top 30 market. Looking for an aggressive, creative, organized, and detail-oriented person with marketing background. Send promotion philosophy, resume and photo to: Norman Rau, P.O. Box 160697, Irving, TX 75016. EOE



Morning Host needed now for Urban FM in Top Ten Market. Send tape & resume to: Ron Atkins, KMQJ, 24 Greenway Plaza, Houston, TX 77046. EOE

ON-AIR PERSONALITY

6pm-10pm air talent. Top 20 market. Looking for high-profile CHR entertainer. Public appearance ability important. Send air check, photo and resume to Radio & Records, 1930 Century Park, #507, Los Angeles, CA 90067. EOE

MIDWEST

Afternoon drive at AC. Females encouraged to apply. Top-notch facilities. T&R: WBWA, Box 207, Washburn, WI 54891 EOE (10/24)

Possible future opening. Long hours, hard work. Team player & great attitude. T&R: Anita Marist, KFM, 1104 12th Ave. S, Nampa, ID 83651 EOE (10/24)

Uptempo, personality-oriented Country team seeks fulltime talent with production skills. Enjoy appearances & big league promotions. T&R: Dan Olson, WXYQ, Box 247, Stevens Point, WI 54481 EOE (10/24)

OPENINGS

Females encouraged to apply. Creative, good pipes & production. T&R: Deva Friant, WBWA, Box 207, Washburn, WI 54891 EOE (10/31)

WZZD seeks experienced evening or overnight personality. AOR radio. T&R: Don Rivers, 1301 Ohio, Terra Haute, IN 47807 EOE (10/31)

Seeking experienced morning news anchor for top-rated AC. T&R: Ed Huot, WTRC, Box 699, Elkhart, IN 48516 EOE (10/31)

Uptempo, personality-oriented Country team seeks fulltime talent with production skills. Enjoy appearances & big league promotions? T&R: Dan Olson, WXYQ, Box 247, Stevens Point, WI 54481 EOE (10/31)

DJ promoted to larger market PD, creating immediate afternoon opening. T&R: Brian Wayne, WMLC, Box 279, McLeanboro, IL 62859 EOE (10/31)

WGAR/Cleveland seeking morning drive news anchor. No calls. T&R: Mark DeMarino, 9446 Broadway Rd., Cleveland, OH 44147 EOE (10/31)

Morning drive opening for talented, experienced team player. CHR FM. T&R: Keith Mason, WDNL, 1601 N. Washington, Danville, IL 61832 EOE (10/31)

Upper MW CHR has a rare night opening. We are a growing company of team players. T&R: XL93, 505 University Ave., Grand Forks, ND 58201 EOE (10/31)

TELEPHONE TALK

Major market station wants personality with provocative, humorous, imaginative telephone finesse. Send tape and resume to Radio & Records, 1930 Century Park West, #508, Los Angeles, CA 90067. EOE

OHIO

Small-medium size Ohio market seeks drive individual with quality air/production skills. Right bucks for the right person. Tapes/resume to Radio & Records, 1930 Century Park West, Box 496, Los Angeles, CA 90067. EOE

WEST

Country AC combo in Delaware seeks airstaff. Fulltime needed. T&R: Tim Hopkins, Box 324, Milford, DE 19963 EOE (10/24)

Bright WJBR/Wilmington has weekend openings in news & programming. T&R: Doug Welton, OM, 2617 Ebright Rd., Wilmington, DE 19810 EOE (10/24)

Seeking radio news reporter. Small market, local news emphasis. Strong news facilities. T&R: Tim Watter, WLKI, 610 N Wayne St., Angola, IN 46703 EOE (10/24)

Seeking Sales Manager & AEs with retail experience for AC station in Simi Valley. Resumes: GM, KVMK, 2136 Winfield St., Simi Valley, CA 93063 EOE (10/24)

Riverside/San Bernardino AM/FM seeking experienced sales people for fast-growing dynamic group. If you are an achiever who is looking to move up: GSM, KCKC, (714) 882-2575, EOE (10/24)

San Francisco North Bay Area CHR seeks talent. Three years' minimum experience. T&R: Scott Mitchell, 93 KREO, Box 1588, Santa Rosa, CA 95404 EOE (10/24)

Seeking announcer for Contemporary Country station in Redding. CA. 100,000kw FM. T&R: KNCO, 2551 Park Marine Drive, Redding, CA 96001 EOE (10/24)

AC on the beautiful North Coast seeks MD/middays/production. If you can handle all three, KATA/Arcata CA is the place for you. Jill Henry: (707) 822-7223. EOE (10/24)

Seeking 12 exceptional broadcasters. Beginners & pro, immediate openings. All shifts, great salaries. Rush T&R: Westwood, 279 S. Beverly, Suite 402, Beverly Hills, CA 90212. EOE (10/24)

If you have the killer instinct, desire to have the best station & are dedicated professional, send T&R/programming philosophy to Constant Communications, 101 Larkspur Landing Circle, Larkspur, CA 94939 EOE (10/24)

Responsible & experienced OM/AT/MD seeking new challenge. Immediate availability. Any market. I am the person who makes the difference. CHRIS: (307) 362-9022. EOE (10/24)

Lost night driver to majors. Need team player to continue success on Rocky Mountain giant. T&R: Jimmy Orr, KFBQ, 1806 Capitol Ave., Cheyenne, WY 82001 EOE (10/24)

OPENINGS

Seek acc production/air talent. Fulltime on the Garden Isle's top-rated AM/FM. Rush T&R: KIPO, Box 1748, Lihue, Kauai, HI 96766 EOE (10/31)

Seeking experienced ND. Great writing/reporting & delivery a must. Regional coverage. Top line facility. T&R: Dan Cole, KMER, Box 432, Kemmerer, WY 83101 EOE (10/31)

KIEZ/Ventura has a new AC. Seeking full/parttime air talent. New talent encouraged. T&R: Roxanne McVay, Box 3337, Ventura, CA 93008 EOE (10/31)

KUTR/Utah now accepting T&Rs for future openings. Contemporary, lifestyle station. T&R: G. Heuser, KUTR, Box 1229, Salt Lake City, UT 84110-1229 EOE (10/31)

Seeking enthusiastic & highly motivated AE. Attractive commission & fringes. Resume: KFG, Box 4265, Fresno, CA 93744 EOE (10/31)

Seeking Country drive-time talent. Small/medium market in Southern CA. Call: KT103, L. Marino, (805) 824-4221 EOE (10/31)

KFOG/San Francisco seeking great morning news talent. Opening occurring in mid-November. T&R: John Rivers, KFOG, 55 Green St., San Francisco, CA 94111 EOE (10/31)

TOP 25 MARKET

So. Cal hybrid format seeks PD. Strong leader, proven AC ratings buster. Send T&R to Radio & Records, 1930 Century Park West, #505, Los Angeles, CA 90067. EOE

CALIFORNIA ALL POSITIONS

Central California AM/FM looking to upgrade. All positions, jocks, news, programming. A growing company is looking for total dedication. T&R, photo, and salary demands to Radio & Records, #503, 1930 Century Park West, Los Angeles, CA 90067. EOE

SF BAY AREA CHR

Future opening at SF Bay Area CHR! Established company seeks high profile morning talent. Minimum 2 years in shift. Tapes from CHR, CHR/AC and Uptempo AC ONLY! Reliability, fun and phones a MUST! Send T&R to Radio & Records, 1930 Century Park West, #506, Los Angeles, CA 90067. EOE

POSITIONS SOUGHT

1986 grad from broadcasting school seeks jock/copy/pr production work in TX. KAY: (817) 774-7036. (10/24)

Radio assistant! Your news department needs it. I have it, plus major market experience. TIM: (412) 242-7033. (10/24)

Stop. No need to look any further. I'm all cued up with nowhere to go. Hot, new talent seeks West Coast station that needs personality. JEFF SHANNON: (702) 825-9528. (10/24)

TV reporter, black male, college grad. Former radio ND. Seeking reporter position at all-news station in top 30 market. (419) 885-8068. (10/24)

\$25,000 buys a Southern California afternoon drive entertainer. Prefer to remain in area. Exceptional ability, proven score sheets. Great production. R.J.: (213) 208-8900. (10/24)

The boomer is a dedicated pro. Ready to rock upward & onward to any top 30 market. 96X, Hot 105, Magic 102. Joy 107. THE BOOMER: (305) 584-4692. (10/24)

Journalist/talk host seeking position as ND or program host. 17 years' experience. An award winner. JOHN: (513) 542-8466. (10/24)

Maybe your next morning man should be a woman. Why not? Seven years' experience. Hardworker. Seeking stable PM. MONICA: (715) 878-4170. (10/24)

Mark McKay is on the loose. Four years' CHR experience. Team player, give me a chance. MARK: (413) 732-8325. (10/24)

Nine-year AOR pro, currently working CHR as MD & evenings seeking fulltime AOR gig. Prefer SW or W. JEFF: (512) 727-3063. (10/24)

Recent graduate seeking on-air radio position. Authoritative news delivery, strong PEP & good personality. Trained all aspects of writing. MIKE: (619) 390-0762. (10/24)

OPPORTUNITIES

OPENINGS

R&R/Oldies expert, with mint collection of hundreds of oldies from Louis Jordan to Cize Redding. Six years' experience in BUAC. CARL: (818) 966-1343. (10/24)

Help me I've been automated. Well my station anyway. Over three years' small market experience. Funny, energetic, & tight board. WARREN: (704) 524-8617. (10/24)

Went smooth, disciplined drive/venting talent? Very natural, creative personality. Will eager to work. Seek stable situation. AOR/Hybrid. JOHN: (312) 262-3773. (10/24)

Sporting a shoddy sports department? I can fix it quick. PBP. Sportstalk & can combine news & announcing. BILL: (218) 255-6143. (10/24)

Experienced MD seeks medium market MD/Asst. PD. Know AOR/CHR/AC. Eager self-starter, pro attitude. Very personable. People person. GARY: (201) 759-3264. (10/24)

Dedicated, hardworking MD/Asst. PD seeks longterm commitment with your IL/NY/WHI station. MICHAEL: (815) 729-3844. (10/24)

CHR experienced, energetic young jock seeks airshift/production. Have personality, will eager to work. Seek stable situation. GENE: (717) 457-7484 x 41. (10/24)

Twelve years' experience as DJ/Sports anchor. Last eight in top 50 market. Seeking PD/Sports Director position. DAVE: (317) 888-5644. (10/24)

AOR/CHR PD. Over eight years' experience. Billboard award winner. BSC. Stable, energetic, creative. MARK LAPIDUS: (703) 533-3581. (10/24)

Award-winning MD leaving station in Buffalo to join husband in Washington, D.C. area. Interested in all opportunities. KIM: (718) 862-4366. (10/24)

Small market management/program specialist. Ex-owner will begin or run crisis management specialist. TOM: (219) 866-8082. (10/24)

Creative jock with one year experience ready for fulltime in MW. Hardworking, dependable, good bits. DAVE: (712) 273-3551. (10/24)

Three years' at WMMR/WHTF. Air talent/promotions. Will host fusion feature & know programming. Willing to relocate. J. MICHAELS: (201) 349-8047. (10/24)

Sports-minded professional seeks new opportunity with small or medium-sized station. Reporting/PBP interviews. You name it, I've done it. Four years' experience. CRAIG: (702) 731-0673. (10/24)

TOP 50 MARKETS

Now available to Top 50 markets in your time zone: One issue-oriented talk host capable of radiating both heat and light. Good attitude and references. Call anytime: 518-436-4162. Ask for Jim.

Talented young DJ has what it takes. One & a half year's experience. Will travel. Let's talk. TOM: (305) 666-9030. (10/24)

Seventeen-year veteran of KCAL/Riverside has done it all. Seek GM/MD position on-air in Southern CA. JIM JAMES: (714) 825-5020. (10/24)

I've been doing Classic Rock since it was underground. TERRY: (503) 311-3846. (10/24)

Twelve year pro with college degree, last position as GM/PD. Recently relocated from South to Southern CA & currently seeking on-air gig. CHARLES: (818) 311-4495. (10/24)

Hardworking, creative, experienced, talented individual seeks medium/large market spot. MW preferred, but would relocate for right opportunity. RALPH: (515) 682-4535. (10/24)

Billboard personality of the year. seeks mornings/middays in CHR/AC format. Last 6 years at multi-award winning rock FM. MARY CLARK: (803) 448-0251 or (704) 848-4746. (10/24)

WTRG/Q101/Q99/American Forces Radio. Nine-year veteran seeking top 75 market. Good pipes, great production. Lets talk. JOHN WALKER: (919) 846-6978. (10/24)

New & improved voice of the 90's. I'm young, eager, & seeking AOR/News music/CHR/Oldies. Up & coming, talk you to the top. Love production. CAMERON: (213) 747-5201. (10/24)

Five years' experience in top twenty market. Production, continuity, copywriting. Part/fulltime personality. Will relocate. DENNIS SULLIVAN: (718) 330-0991. (10/24)

I'm tired of small markets & small bucks. I'm working AOR & want to move up to a medium market, prefer Sunbelt. DON: (707) 981-0444. (10/24)

Versatile, hardworking radio personality seeks entry-level position at a small market station with any format, anywhere. Recent radio broadcast grad. JEFF JONES: (319) 365-8456. (10/31)

Not a boss jock. Announcer 3 1/2 years' experience. Seeks AOR night show. Preferably in W. Alaska, Canada. SAM GRAHAM: (503) 292-8100. (10/31)

ND/anchor/reporter. Have done it all. Experience in NY/Philadelphia/Washington D.C./West Coast. Available immediately. LANE: (802) 323-9688. (10/31)

POSITIONS SOUGHT

Hardworking, dedicated, stable eight-year veteran seeks established position with your station. All offers considered. PFER S/MW. JOHN: (714) 922-1187. (10/31)

CHR pro seeks move-up in S or W. Winning attitude, creative production, and ten years' experience. PD/MD positions preferred. SHAWN: (605) 722-9025 or (713) 728-1348. (10/31)

Four years' medium market experience. Bachelors degree. High energy. Seeking medium market airshift or small market MD/PD. BOB: (205) 284-2811. (10/31)

Seeking Northern or Central CA opportunity. Prefer AC/CHR. 12 years' experience. Good voice & production. JACK PHILLIPS: (619) 425-6672. (10/31)

Good production/copywriting skills. Excellent promotion & programming potential. One year experience at commercial satellite station. Seeks airshift. JOE REED: (301) 475-3458. (10/31)

Have lips, will babble. Humorous announcer's heart aches for medium market. Amazing production. DENNIS STAPLES: (419) 255-5665. (10/31)

Seasoned, warm & creative communicator. Experienced in talk/news/wr/DJ/production. Seeking small/medium market. Excellent people skills. Prefer Classical/Jazz/EZ. JIM: (714) 839-5106. (10/31)

Seeking a chance. Female DJ prefers MW. News/copywriting/production. Have license. CARL: (319) 289-3873. (10/31)

KEMOSABI JOE

Award-winning, entertaining morning man, PD & MD of Z-104, Frederick, MD for over 9 years is looking for an upward market career move. Programming and/or mornings. CHR. DAYS 301-663-5400. EVENINGS 301-662-3055.

Radio announcer with ten years' experience seeks position in MW. G. ERNEST McCUNE: (913) 841-8658. (10/31)

Energetic air talent/copywriter. Team player with two years' experience CHR/AC formats seeks home in medium/large market. Will relocate. NORRIS: (802) 964-4530. (10/31)

Begs packed, tank filled, but no place to go. College grad seeks first fulltime air/news opening. Will relocate! DEAN: (712) 366-1491. (10/31)

Programming/OM/announcer/DJ. Prefer greater Cincinnati area. 22 years' experience. Professional AC/CHR/BU Ratings builder & research minded. Available now! KRIS: (513) 528-6316. (10/31)

Talented, versatile, hardworking. Seeking medium/large market. MW preferred, but will consider all. RALPH: (515) 682-2530. (10/31)

Two for one, creative tag-team. Over 90 character voices, currently employed. Just need enough money to live. KELLY & CO. (419) 797-2202. (10/31)

Female broadcaster with diploma in hand/brain in gear seeks West Coast position. Great pipes & production skills. D. WRIGHT: (206) 479-8929. (10/31)

Major morning talent/PD with many industry/community awards. I make things happen. Securely employed, but seeking new challenge. Reply to: PO Box C-552, 16181 Ventura Blvd., Encino, CA 91436 (10/31)

RESEARCH/NETWORKS

Respected med. rkmt. O.M. (currently employed w/ same co. 10 yrs.) seeks position with consultancy firm, Net, Research firm or Broadcast chain. 17 years programming content formats, research, local net operations and advertising sales. Mature, free to travel. Send T&R to Radio & Records, 1930 Century Park West, #502, Los Angeles, CA 90067. EOE

Dynamic female wants to sizzle on your station. Creative, personable, witty. Top notch production. CHAR: (312) 872-3714. (10/31)

Trained with the best. Production assistant in respected station seeks entry-level production position. Very creative. Diligent worker. JOEY D.: (201) 468-2700. (10/31)

Experienced, starving, and ready to work! Former PD seeks on-air AOR/CHR/CHR/Oldies. Up & coming, talk you to the top. Love production. CAMERON: (213) 747-5201. (10/24)

Boston's best AC soft rock jock. Friendly, warm, and real. Seeking new longterm major market home on either coast. ED BRAND: (617) 454-5123. (10/31)

Anywhere now! Trained broadcaster, Adult/CHR/MOR, with good production. HENRY: (201) 836-5186. (10/31)

Third year PM driver seeks medium market airshift. JIM: (717) 597-9239. (10/31)

Employment gives me ulcers. Save the world daily industry. Hire me. Five years' experience. Air talent/MD. AC/CHR. CHRIS: (819) 734-2245. (10/31)

POSITIONS SOUGHT

Flatland personality seeks new & better position. Good pipes. Great afternoon or evening personality. JERRY: (913) 782-1134. (10/31)

PD/OD position in sunny place. I'm in no hurry. Eighteen years' experience. Great references. If you're serious please call: (218) 733-9559. (10/31)

TOP ENGINEER / PRODUCER / VOICE TALENT

Will be leaving my private clients to join a radio station that is dedicated to great production! Present client list includes: Bozell & Jacobs, Kanyon & Eckhardt's Chrysler Co., Becker & Spielvogel's Miller Lite, and Gary Goltz & Janss Chevy "Heartbeat of America."

414-461-TALK

Former major market air personality seeks any market, any shift. AC/Country/CHR/Oldies. Dependable, creative, hardworking, and slightly nutty. MIKE: (619) 451-7658. (10/31)

I love radio. Four year pro with announcing/programming experience seeks fulltime career. Currently at WB7/Charlotte. MARK: (704) 553-8921. (10/31)

Energetic, hardworking PD/MD seeking opportunity for your station. Will consider all offers. MICHAEL: (615) 743-3844. (10/31)

Are you the station of my dreams? Drive-time personality seeks position in NY metro area. Five years' experience. LYNN: (914) 949-8783. (10/31)

Experienced, versatile DJ, currently employed seeks new challenge. Medium/large market preferred. USA: (305) 743-0471. (10/31)

Major market pro seeks new challenge. PD/MD in several formats. Will consider medium/large market. DAN: (303) 860-9241. (10/31)

Natural communication with interest in drive/evenings seeks AOR/Hybrid/News. JOHN: (312) 262-3773. (10/31)

AC/CHR twelve-year pro seeks OM/PD position. Good track record. Stable. Hardworker. Currently employed. JOHN: (818) 863-4892. (10/31)

Seek to seek a versatile team player for a San Diego world champion radio station. Let me come to test for you. This lady wants to wear your uniform! A.J. DANIELS: (619) 728-1801. (10/31)

A LITTLE SLICE A' LIFE ON THE RADIO

Compassionate Cynic offers Imagination, Issues, Production, Music, Raised Eyebrows, Voices, Phones/Interviews (any intensity), Maj. Mkt. Experience and Character; Seeks a Supportive, Creative and Motivated Workplace. (NYC, DC, Top 20.) P.O. Box 66117, Baltimore, MD 21229

Let's kick bootie! Six years' experience & seeking programming/music/promotions work. Right bucks, will travel. MARK ALLEN: (513) 732-2777. (10/31)

Great opportunities, extensive knowledge of jazz. Eight-year pro in Phoenix. JOE: (602) 829-1157. (10/31)

Hot to program CHR! Seven years as air talent. I'm in top 70 market. Stable, smart, dedicated. P3 or larger only please. RANDY: (913) 826-2202. (10/31)

College educated. Seeking an announcing position with a committed small market station anywhere. College radio experience in announcing/production/promotions. TOM: (312) 779-5131. (10/31)

Upbeat, cheerful announcer seeks fulltime position. Hardworking, creative, charming. Production & references excellent. Enthusiastic. MICHELLE: (718) 635-4576. (10/31)

Uptempo Kansas City CHR jock seeks new market. ALVIN: (913) 334-3456. (10/31)

Is your sports department in a fourth-down situation? Don't punt! Call in the game-saver. Reporting/PBP/sports talk. BILL: (218) 255-6143. (10/31)

British workaholic, CHR pro with six years' experience in US major market seeks position in South or West. Seeking winning situations only. DON: (904) 427-4768. (10/31)

42, but no mileage. Mercedes value. Yugo price. Prefer AC/CHR/AOR. RON YANDO: (806) 765-5051. (10/31)

Top 30 market CHR PD seeks opportunity to make your station a legend in its lifetime. GREGG: (913) 334-4166. Serious inquiries only! (10/31)

Excellent small market personality seeks opportunity to learn more & earn more in large MW market. All shifts considered. ART: (618) 397-2521. (10/31)

24th market morning man seeking next stop. Unique & winning AC only. TIM ROSE: (802) 277-2111. (10/31)

Uptempo CHR, personable air character. Seeking medium or large market. Any shift in the right atmosphere. TIM HOWELL: (303) 543-0411. (10/31)

POSITIONS SOUGHT

Those that can, teach. Production director/copywriter seeks career move. Now at WBVR & teaching at Western KY University. Awards, experienced, motivated. JOHN: (502) 726-3555. (10/31)

College students love me. Former PD dying to jock or program your P2 AOR/Hybrid. Seven years experience. Positive attitude. BOGART: (314) 285-5275. (10/31)

Help! Sick of parttime radio. Love radio & seek fulltime announcing position. ASAP! Western markets preferred. DAVE: (515) 255-1208 or (704) 833-8045. (10/31)

Twenty-year veteran, past ten as DJ/news/entertainment editor at Love 94, Miami. Seeking position in top 30 market. GLEN HILL: (305) 271-4553. (10/31)

Eight year pro seeks part/fulltime gig in Los Angeles. NEIL: (213) 393-9600. (10/31)

Energetic air personality/copywriter, team player with two years' experience seeks home in medium market. CHR/AC format. Will relocate. NORRIS: (802) 964-4530. (10/31)

Seven year pro with solid production. Team player seeks medium market position with winning company. AC/Country. DON: (913) 242-4769. (10/31)

Twelve year pro with major market experience seeks AC format. Medium or majors only. JOHN: (312) 773-3568. (10/31)

Female goldmine with ten years' major market experience in Country seeks creative, secure management who knows what to do with air talent. (305) 336-0242. (10/31)

Versatile, conscientious pro with PD experience. Seeking new team-oriented position. Good attitude & sterling references available. DAVE: (408) 637-6630. (10/31)

Hey FL. Suncoast! STRAY jock needs home away from fast pace, 11 year pro. Lots of experience. (305) 923-9515. (10/31)

Medium market pro, victim of satellite seeks AOR/CHR PD position. Ten years' experience. Great people & motivational skills. Let's talk. ROGER: (307) 465-2380. (10/31)

Mike McCoy, a cool dude in a loose mood. Ten year pro, B94 Pittsburgh. Available as PD or air talent. MIKE: (412) 276-0887. (10/31)

Publicity/public affairs. Eleven year radio & TV background. Team player with creative edge. Prefer FL. (904) 377-4181. (10/31)

Important Notice: When replying to R&R Blind Boxes, please keep the size of your packages limited to a 9" x 12" envelope.

Dates appearing at the end of each listing signify first week listed.

R&R Opportunities Display Advertising

Display: \$40 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$50 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

Payable In Advance!

Display & Blind Box advertising orders must be typewritten or printed and accompanied by check mailed to our office in advance.

Deadline

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. Address all ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067

R&R Opportunities Free Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought. All other advertising must run display.

Deadline

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date.

For opportunities you must place your free listings by mail only. Address all 24-word ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

OPPORTUNITIES

WIN A JOB!!!

Y-100 STAR SEARCH!

100.7 FM

Winner receives a rock & roll disc jockey dream pack . . . including fame, fortune and the pursuit of ratings in South Florida.

Rush tape, resume and photo to:
"6-10pm Nite-killer,"
Y-100, 2741 N. 29th
Ave., Suite 300,
Hollywood, FL 33020.

Five semifinalists will
be flown to Miami for
a live on-air audition
between November
17-21, 1986.

Absolute deadline: November 14, 1986.

Only experienced experts need apply!!! No phone calls, we're in a meeting! EOE

WIN A JOB!!!

Keep Yourself
Informed with
The Industry's
Weekly
Newspaper

**THE No. 1
PUBLICATION
FOR RADIO**

 **Radio & Records**

Start my subscription immediately

Name _____

Station/company _____

Address _____

City _____

State _____

Zip _____

Subscription price \$215 per year (US/Canada) - mailed first class
Overseas (\$400 - US funds only)

Payment enclosed
Charge my:

VISA _____

MasterCard _____

Interbank # _____

Exp. Date _____

Signature _____



BEASTIE BOYS



"IT'S THE NEW STYLE/ PAUL REVERE"

Just Released And Already Causing Major Reaction

#1 Selling 12" In Philadelphia

"The Beastie Boys are out with their new album that's so hard, so def, so ill, that it could out chill the all mighty hawk that is now starting to blow off the lake into Chicago, Ill' -in-ois."

JOE LORIS — IMPACT

"Beastie Boys is the fastest growing record on Power 99 — Get it or you be illin'."

TONY Q — POWER 99/PHILADELPHIA

"Beastie Boys — the hottest requested record since Juice."

BUTTERBALL — WDAS/PHILADELPHIA

"Fresh from the street rap the kids love it #1 requested record at night — The clubs are eating it up."

RON ATKINS — KMJQ/HOUSTON

"The Beasties are coming, the Beasties are coming! Check out Paul Revere!"

FRED BUGGS — WBLS/NEW YORK



"Columbia Records — Radio's Best Friend"

© 1986 CBS INC.



"HUMAN"

Is The #1
Black Urban Single
In The Country



***The First Single From "Crash"
The New Human League Album***

**Produced By Jimmy Jam & Terry Lewis
For Flyte Tyme Productions, Inc.**



RADIO & RECORDS NATIONAL AIRPLAY

COUNTRY

TOP 50

OCTOBER 31, 1986

Three Weeks	Two Weeks	Last Week		
6	4	2	1	ALABAMA/Touch Me When We're Dancin' (RCA)
9	5	3	2	GEORGE STRAIT/It Ain't Cool To Be Crazy About... (MCA)
5	3	1	3	MARIE OSMONO & PAUL DAVIS/You're Still New To Me (Capitol/Curb)
13	9	5	4	GATLIN BROTHERS/She Used To Be Somebody's Baby (Columbia)
16	11	8	5	BELLAMY BROTHERS with FORESTER SISTERS/Too Much Is Not Enough (MCA/Curb)
12	8	7	6	JOHN SCHNEIDER/At The Sound Of The Tone (MCA)
19	13	11	7	T. GRAHAM BROWN/Hell And High Water (Capitol)
10	7	6	8	STEVE WARINER/Starting Over Again (MCA)
2	1	4	9	RESTLESS HEART/That Rock Won't Roll (RCA)
17	14	12	10	BARBARA MANDRELL/No One Mends A Broken Heart... (MCA)
14	12	10	11	JUICE NEWTON/Cheap Love (RCA)
28	19	14	12	HANK WILLIAMS JR./Mind Your Own Business (WB/Curb)
26	22	15	13	MICHAEL JOHNSON/Give Me Wings (RCA)
25	20	16	14	HOLLY DUNN/Daddy's Hands (MTM)
39	27	18	15	JUDDS/Cry Myself To Sleep (RCA/Curb)
33	26	19	16	RICKY SKAGGS/Love's Gonna Get You Someday (Epic)
36	28	22	17	REBA MCENTIRE/What Am I Gonna Do About You (MCA)
30	24	20	18	WAYLON JENNINGS/What You'll Do When I'm Gone (MCA)
1	2	9	19	RANDY TRAVIS/Diggin' Up Bones (WB)
45	34	24	20	DOM WILLIAMS/Then It's Love (Capitol)
29	25	23	21	SAWYER BROWN/Out Goin' Catin' (Capitol/Curb)
31	29	25	22	GEORGE JONES/Wine Colored Roses (Epic)
32	30	26	23	BILLY JOE ROYAL/I Miss You Already (Atlantic America)
38	33	27	24	MEL McDANIEL/Stand On It (Capitol)
43	37	29	25	PAKE MCENTIRE/Bad Love (RCA)
46	30	26	26	CONWAY TWITTY/Fallin' For You For Years (WB)
42	39	31	27	JUDY RODMAN/She Thinks That She'll Marry (MTM)
22	21	21	28	JOHN ANDERSON/Honky Tonk Crowd (WB)
48	43	36	29	T.G. SHEPPARD/Half Past Forever (Columbia)
41	38	33	30	KATHY MATTEA/Walk The Way The Wind Blows (Mercury/PG)
48	40	35	31	DAN SEALS/You Still Move Me (EMI America)
37	35	32	32	GENE WATSON/Everything I Used To Do (Epic)
4	10	17	33	EXILE/It'll Be Me (Epic)
47	44	39	34	O'KANES/Oh Darlin' (Columbia)
3	6	13	35	EARL THOMAS CONLEY & ANITA POINTER/Too Many Times (RCA)
44	41	38	36	STATLER BROTHERS/Only You (Mercury/PG)
BREAKER	47	41	37	MERLE HAGGARD/Out Among The Stars (Epic)
BREAKER	48	42	38	JOHN CONLEE/The Carpenter (Columbia)
45	45	40	39	LIONEL RICHIE & ALABAMA/Deep River Woman (Motown)
BREAKER	49	43	40	GARY MORRIS/Leave Me Lonely (WB)
DEBUT	41	35	41	EDDIE RABBITT/Gotta Have You (RCA)
DEBUT	42	36	42	LYLE LOVETT/Cowboy Man (MCA/Curb)
8	18	37	43	SCHUYLER, KNODLICH & OVERSTREET/You Can't Stop Love (MTM)
15	15	28	44	SWEETHEARTS OF THE RODEO/Since I Found You (Columbia)
DEBUT	43	37	45	GIRLS NEXT DOOR/Baby I Want It (MTM)
DEBUT	44	38	46	STEVE EARLE/Someday (MCA)
49	49	49	47	NICOLETTE LARSON/That's More About Love (Than I...) (MCA)
7	16	34	48	LEE GREENWOOD/Didn't We (MCA)
20	23	41	49	ANNE MURRAY/My Life's A Dance (Capitol)
DEBUT	50	44	50	WILD CHOIR/Heart To Heart (RCA)

Total Reports/Adds	Heavy	Medium	Light
158/1	141	17	0
156/1	136	19	1
151/0	126	17	8
156/1	117	38	1
158/0	115	39	4
152/0	107	40	5
157/2	84	62	11
144/1	92	38	14
140/0	92	32	16
137/2	86	40	11
132/1	81	39	12
155/2	50	93	12
156/4	52	85	19
145/3	60	65	20
154/3	29	105	20
151/3	21	107	23
153/6	21	106	26
146/2	28	95	23
120/0	76	24	20
150/9	13	96	41
132/3	45	68	19
125/3	37	68	20
117/5	30	62	25
127/5	11	85	31
139/14	4	85	50
135/12	5	76	54
123/8	6	80	37
95/0	42	39	14
122/11	8	70	44
108/6	12	69	27
129/21	4	60	65
94/1	23	50	21
78/0	26	30	22
114/7	3	65	46
77/0	28	32	17
97/3	2	61	34
103/10	4	53	46
103/19	6	47	50
79/23	15	28	36
95/28	1	31	63
88/41	0	25	63
86/27	0	24	62
46/0	14	18	14
45/0	12	22	11
84/26	0	24	60
68/8	0	24	44
62/3	1	32	29
40/0	3	26	11
39/0	8	22	9
66/16	0	13	53

MOST ADDED

- EDDIE RABBITT (41)
- KEITH WHITLEY (34)
- TANYA TUCKER (34)
- GARY MORRIS (28)
- LYLE LOVETT (27)
- GIRLS NEXT DOOR (26)
- JANIE FRICKIE (24)
- LIONEL RICHIE & ALABAMA (23)
- NITTY GRITTY DIRT BAND (22)
- DAN SEALS (21)

HOTTEST

- ALABAMA (89)
- GEORGE STRAIT (71)
- MARIE OSMONO & PAUL DAVIS (66)
- GATLIN BROTHERS (54)
- BELLAMY BROS. w/FORESTER SISTERS (42)
- RESTLESS HEART (38)
- RANDY TRAVIS (35)
- JOHN SCHNEIDER (28)
- T. GRAHAM BROWN (26)
- HOLLY DUNN (25)

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

JOHN CONLEE
The Carpenter (Columbia)

On 65% of reporting stations. Rotations: Heavy 6, Medium 47, Light 50, Total Adds 19, WPTX, WRKZ, WAJR, WXXX, WYMI, WKLO, WESC, KSSN, WAMZ, KYXX, WSLR, WFMS, WTHI, KWEN, KYAK, KFMS, KRAK, KTOM, KIIM. Moves 43-38 on the Country chart.

MERLE HAGGARD

Out Among The Stars (Epic)

On 65% of reporting stations. Rotations: Heavy 4, Medium 53, Light 46, Total Adds 10, WXXX, WKLO, WSIX, WSM, WTQR, WBGS, KWEN, KFMS, KZLA, KRAK. Moves 42-37 on the Country chart.

GARY MORRIS

Leave Me Lonely (WB)

On 60% of reporting stations. Rotations: Heavy 1, Medium 31, Light 63, Total Adds 28 including WVAM, WQBE, WTCR, WPOR, KYKR, WYMI, WXBQ, WEZL, WSOC, WESC, KSSN, KRMD, WSLR, WONE, KJJY, KSO, WTSO, WIL, KRST, KGH, KNIX, KSOP, KMPS, KGA. Moves 48-40 on the Country chart.

A Great Song By A Great Artist
"VALLEY OF TEARS"
HANK CHANEY

CMI
RECORDS

PROMOTIONS
SUE AUSTIN
(615) 321-5080



FULL-SERVICE AC

TOP 20

Three Weeks	Two Weeks	One Week	Rank	Artist/Title
6	4	1	1	PETER CETERA with AMY GRANT/Next Time I Fall (Full Moon/WB)
8	6	4	2	LIONEL RICHIE/Love Will Conquer All (Motown)
1	1	2	3	TOTO/I'll Be Over You (Columbia)
5	3	4	4	CARLY SIMON/Coming Around Again (Arista)
—	19	12	5	BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)
9	8	6	6	GLADYS KNIGHT & BILL MEDLEY/Loving On Borrowed Time (Scotti Bros./CBS)
17	13	9	7	KENNY ROGERS/They Don't Make Them Like They Used To (RCA)
3	2	5	8	ANITA BAKER/Sweet Love (Elektra)
11	7	9	9	CYNOL LAUPER/True Colors (Portrait/CBS)
—	18	13	10	MADONNA/True Blue (Sire/WB)
—	20	17	11	HUMAN LEAGUE/Human (Virgin/A&M)
18	16	14	12	BEACH BOYS/California Dreamin' (Capitol)
19	14	11	13	DAVID PACKI/Just Can't Let Go (WB)
2	5	8	14	GENESIS/Throwing It All Away (Atlantic)
4	9	10	15	HUEY LEWIS & THE NEWS/Stuck With You (Chrysalis)
—	20	17	16	CHRIS DeBURGH/The Lady In Red (A&M)
BREAKER	17	16	17	BILLY OCEAN/Love Is Forever (Jive/Arista)
DEBUT	20	17	18	JANET JACKSON/When I Think Of You (A&M)
DEBUT	19	16	19	CHRISTOPHER CROSS/Loving Strangers (Arista)
DEBUT	26	16	20	RIC O'CASEK/Emotion In Motion (Geffen)

OCTOBER 31, 1986

Total Reports/Adds	Heavy	Medium	Light
46/0	43	3	0
46/0	39	7	0
43/1	31	11	1
41/0	36	3	2
37/5	20	14	3
35/0	19	11	5
36/1	18	17	1
34/1	17	13	4
32/1	16	13	3
34/3	15	17	2
34/6	12	19	3
29/2	11	17	1
28/0	12	16	0
29/0	14	10	5
27/1	9	12	6
27/4	6	16	5
27/8	5	12	10
21/0	6	12	3
22/3	1	17	4
21/4	3	18	0

MOST ADDED

MIAMI SOUND MACHINE (12)
BILLY OCEAN (8)
AIR SUPPLY (6)
AMY GRANT (6)
HUMAN LEAGUE (6)

HOTTEST

PETER CETERA with AMY GRANT (39)
LIONEL RICHIE (33)
AMY GRANT (6)
TOTO (20)
GLADYS KNIGHT & BILL MEDLEY (12)
CYNOL LAUPER (12)

BREAKERS

BILLY OCEAN

Love Is Forever (Jive/Arista)

59% of our reporters on it. Rotations: Heavy 5, Medium 12, Light 10, Total Adds 8, KJR, WCHS, WELI, WGY, WROK, KBOI, WMTR, WSTU. Debuts at number 17 on the Full-Service chart.

NEW & ACTIVE

CHRISTOPHER CROSS "Loving Strangers" (Arista) 22/3
Rotations: Heavy 1/1, Medium 17/0, Light 4/2, Total Adds 3, WCCO, KJR, WGOV, Medium WFBR, WISN, KFMB, WCHS, WHBY, WROK, WSPD, KBOI, KUGN, KSL, WNNR, WPOE, WMTR, WGBR, WJBC, WASK, KTWO

RIC O'CASEK "Emotion In Motion" (Geffen) 21/4
Rotations: Heavy 3/0, Medium 18/4, Light 0, Total Adds 4, WFBR, KJR, WICC, WRVA, Heavy WGOV, WSPD, KUGN, Medium including KFMB, WCHS, WHBC, WJBA, WNNR, WTKO, WMTR, WSTU, WCL, WASK, KFOD, KTWO, KVEC

MIAMI SOUND MACHINE "Falling In Love (Uh-Oh)" (Epic) 20/12
Rotations: Heavy 0, Medium 7/3, Light 13/9, Total Adds 12, WCCO, WELI, WGY, WHBC, WJBA, WSPD, WNNR, WTKO, WGBR, WSTU, WASK, KFOD, Medium including WFBR, KSL, KTWO, KVEC, Light including KFMB, KBOI, KUGN, WMTR

SERGIO MENOES BRASIL '86 "Take This Love" (A&M) 20/4
Rotations: Heavy 0, Medium 14/2, Light 6/2, Total Adds 4, WROK, WSPD, WNNR, KVEC, Medium including WFBR, WTKO, WCCO, WCHS, WHBY, KUGN, KSL, WPOE, WMTR, WJBC, WASK, KTWO, Light including WHBC, WTKO, WGBR, KFOD

GORDON LIGHTFOOT "Stay Loose" (WB) 19/1
Rotations: Heavy 0, Medium 12/0, Light 7/1, Total Adds 1, WJBA, Medium: WTKO, WCCO, WHBY, WIBC, WROK, WSPD, KUGN, WPOE, WTKO, WASK, KTWO, KVEC, Light including WCHS, WHBC, WMTR, WGBR, WJBC, KFOD

WHAMI "Where Did Your Heart Go?" (Columbia) 16/0
Rotations: Heavy 1/0, Medium 8/0, Light 6/0, Total Adds 0, Heavy: WELI, Medium: WFBR, WCHS, KUGN, WNNR, WPOE, WTKO, WJBC, KTWO, KVEC, Light: WGOV, WROK, KBOI, WMTR, WGBR, WSTU

RITA COOLIDGE & RUPERT HOLMES "Touch And Go" (Polydor/PolyGram) 15/2
Rotations: Heavy 0, Medium 9/1, Light 6/1, Total Adds 2, WTKO, WJBC, Medium including WFBR, WHBY, WIBC, KUGN, KSL, WPOE, KTWO, KVEC, Light including KFMB, WCCO, WCHS, WASK

BEN E. KING "Stand By Me" (Atlantic) 15/0
Rotations: Heavy 0, Medium 8/0, Light 7/0, Total Adds 0, Medium: WFBR, WPRO, WCCO, WCHS, WGOV, WSPD, WPOE, WSTU, Light: KHOW, WHBC, WROK, WNNR, WTKO, WMTR, KFOD

DOOBIE "Woman Of The World" (A&M) 13/1
Rotations: Heavy 2/0, Medium 5/0, Light 5/1, Total Adds 1, WJBC, Heavy: WCCO, KSL, Medium: KUGN, WPOE, WGBR, WASK, KVEC, Light including WCHS, WROK, KBOI, WMTR, KFOD

GREGORY ABBOTT "Shake You Down" (Columbia) 13/1
Rotations: Heavy 0, Medium 4/0, Light 9/1, Total Adds 1, WROK, Medium: WHBY, WPOE, WCL, KTWO, Light including WCCO, WCHS, KBOI, WNNR, WTKO, WMTR, WSTU, WJBC

AIR SUPPLY "One More Chance" (Arista) 12/6
Rotations: Heavy 1/0, Medium 7/4, Light 4/2, Total Adds 8, WFBR, WISN, WSPD, WNNR, WPOE, WMTR, Heavy: WELI, Medium including KUGN, WGBR, KTWO, Light including WJBA, KFOD

ALABAMA "Touch Me When We're Dancing" (RCA) 11/4
Rotations: Heavy 1/0, Medium 7/3, Light 3/1, Total Adds 4, WHAS, WSPD, WCL, KVEC, Heavy: WGBR, Medium including 55KRC, WTKO, WCCO, WTKO, Light including WJBC, KFOD

WILLIAM LEE GOLDEN "You Can't Take It With You" (MCA) 11/1
Rotations: Heavy 0, Medium 4/0, Light 7/1, Total Adds 1, WMTR, Medium: WCCO, WHBY, WPOE, KVEC, Light including WCHS, WJBA, WTKO, WGBR, WJBC, WASK, KTWO

LINDA RONSTADT & JAMES INGRAM "Somewhere Out There" (MCA) 9/4
Rotations: Heavy 0, Medium 6/2, Light 3/2, Total Adds 4, WPOE, WJBC, WASK, KVEC, Medium including WFBR, WHBY, KSL, KTWO, Light including KUGN

SIGNIFICANT ACTION

GLORIA LORING "Don't Let Me Change The Way You Are" (Atlantic) 7/5
Rotations: Heavy 0, Medium 1/1, Light 6/4, Total Adds 5, WCCO, KUGN, WPOE, WASK, KTWO, Light including WHBY, WGBR

OMO "(Forever) Live And Die" (Virgin/A&M) 7/1
Rotations: Heavy 0, Medium 2/0, Light 5/1, Total Adds 1, KTWO, Medium: KUGN, KVEC, Light including WNNR, WTKO, WMTR, WASK

HUEY LEWIS & THE NEWS "Hip To Be Square" (Chrysalis) 7/0
Rotations: Heavy 1/0, Medium 3/0, Light 3/0, Total Adds 0, Heavy: WCCO, Medium: KUGN, WSTU, KTWO, Light: WGOV, WNNR, WJBC

BOSTON "Amanda" (MCA) 7/0
Rotations: Heavy 2/0, Medium 5/0, Light 0, Total Adds 0, Heavy: WTKO, WSTU, Medium: KFMB, WICC, WNNR, WPOE, WMTR

AMY GRANT "Stay For A While" (A&M) 6/6
Rotations: Heavy 0, Medium 1/1, Light 5/5, Total Adds 6, WCCO, WHBY, KUGN, KSL, WGBR, KTWO

BENJAMIN ORR "Stay The Night" (Elektra) 6/4
Rotations: Heavy 0, Medium 3/2, Light 3/2, Total Adds 4, WGOV, WSPD, WNNR, WPOE, Medium including KUGN, Light including WMTR

GLASS TIGER "Someday" (Manhattan) 6/3
Rotations: Heavy 0, Medium 0, Light 5/2, Total Adds 3, WCCO, WHBC, WSTU, Light including KUGN, WTKO, WGBR

MONKEES "Daydream Believer" (Arista) 6/2
Rotations: Heavy 0, Medium 2/1, Light 4/1, Total Adds 2, WSPD, WNNR, Medium including WASK, Light including WCHS, WGBR, KFOD

VANGELIS "Hymne" (Polydor/PolyGram) 5/5
Rotations: Heavy 0, Medium 2/2, Light 3/3, Total Adds 5, WFBR, KSL, WGBR, KTWO, KVEC

MICHAEL McDONALD "Dar Love" (WB) 5/2
Rotations: Heavy 0, Medium 1/0, Light 4/2, Total Adds 2, WCCO, KTWO, Medium: KFMB, Light including KUGN, WGBR

DARYL HALL "Foolish Pride" (RCA) 4/2
Rotations: Heavy 0, Medium 1/0, Light 3/2, Total Adds 2, WICC, WMTR, Medium: WELI, Light including WNNR

CROWDED HOUSE "Don't Dream It's Over" (Capitol) 3/3
Rotations: Heavy 0, Medium 1/1, Light 2/2, Total Adds 3, WFBR, WMTR, WGBR

AL JARREAU "Tell Me What I Gotta Do" (WB) 3/2
Rotations: Heavy 0, Medium 2/2, Light 1/0, Total Adds 2, WCCO, KSL, Light: KUGN

BILLY VERA & THE BEATERS "At This Moment" (Rhino) 3/1
Rotations: Heavy 0, Medium 2/0, Light 1/1, Total Adds 1, WCL, Medium: WJBC, KVEC

PRETENDERS "Don't Get Me Wrong" (Sire/WB) 3/1
Rotations: Heavy 0, Medium 2/1, Light 1/0, Total Adds 1, KVEC, Medium including KTWO, Light: WMTR

ROBERT PALMER "I Didn't Mean To Turn You On" (Island) 3/1
Rotations: Heavy 0, Medium 3/1, Light 0, Total Adds 1, WHAS, Medium including WCCO, WSTU

MATT BIANCO "More Than I Can Bear" (Atlantic) 3/0
Rotations: Heavy 0, Medium 1/0, Light 2/0, Total Adds 0, Medium: KTWO, Light: WCCO, WTKO

HOWARD HEWETT "I'm For Real" (Elektra) 3/0
Rotations: Heavy 0, Medium 2/0, Light 1/0, Total Adds 0, Medium: KUGN, KTWO, Light: WNNR

With 3.5 million albums sold in Europe,
the soul dance sensation
MATT BIANCO
arrives in the U.S. with their new single
"More Than I Can Bear"



WQHQ
WCHV
WBGM
KTYL
WMT-FM
KMGQ
KALE



ADULT CONTEMPORARY

BREAKERS

MIAMI SOUND MACHINE Falling In Love (Uh-Oh) (Epic)

68% of our reporters on it. Rotations: Heavy 3, Medium 32, Light 33, Total Adds 31 including WSNI, WHTX, WSB-FM, LOVE94, 2WD, WARM98, WMJI, KOST, KIFM, KEZR. Debuts at number 23 on the AC chart.

GREGORY ABBOTT Shake You Down (Columbia)

61% of our reporters on it. Rotations: Heavy 3, Medium 31, Light 27, Total Adds 12 including WLTF, WAEB, WKYE, WXTC, WING, KWFM, WTNV, KQSW. Debuts at number 25 on the AC chart.

HOWARD HEWETT I'm For Real (Elektra)

56% of our reporters on it. Rotations: Heavy 8, Medium 29, Light 19, Total Adds 7, WLTS, KOST, B100, WKYE, WFFX, WXUS, KQSW. Debuts at number 28 on the AC chart.

BOSTON Amanda (MCA)

55% of our reporters on it. Rotations: Heavy 21, Medium 24, Light 10, Total Adds 8, WLHT, WFMK, WQHQ, WAGE, WXUS, WBOW, KYJC. Moves 24-19 on the AC chart.

NEW & ACTIVE

WHAMI "Where Did Your Heart Go?" (Columbia) 48/6
Rotations: Heavy 3/0, Medium 26/2, Light 19/4, Total Adds 6, KWFM, WSKY, WEIZ, WMTFM, WBOW, KRNO Heavy KOST, WOHQ, KALE. Medium including WSNI, KYLV, WLTS, KIFM, WAEB, WKYE, WTRX, KKUA, WEIM, WSKI, WTNV

BEN E. KING "Stand By Me" (Atlantic) 43/7
Rotations: Heavy 4/0, Medium 23/2, Light 18/5, Total Adds 7, WLTS, W101, WLTF, KXLT, WENS, KWEB, KYJC Heavy: KYKY, WEZC, WEZS, WBOW. Medium including WHTX, WBSFM, KVIL, KOST, KHVY, K101, WTRX, KWAV, WOHQ.

LINDA RONSTADT & JAMES INGRAM "Somewhere Out There" (MCA) 41/35
Rotations: Heavy 1/0, Medium 12/8, Light 28/27, Total Adds 35 including WNIC, WMYX, KHVY, WKGW, WTFM, WRKA, WAVE, WNAM, WTRX, KMZQ, WYHA, WEIM, WKNE Heavy: KOST. Medium including WPKX, WAHR, WBSM, KYJC

OMD "Forever" Live And Die" (Virgin/A&M) 41/5
Rotations: Heavy 7/0, Medium 15/0, Light 19/5, Total Adds 5, KQ99, KRAY, WEV, WGSY, WAGE, Heavy: KDKK, WGLL, WOHQ, WSKY, WCHV, WJON, KQSW. Medium including WHTX, KIFM, WKYE, WIZD, KIOA, WTRX, WCKQ, WBGM.

AIR SUPPLY "One More Chance" (Arista) 40/6
Rotations: Heavy 0, Medium 18/3, Light 22/3, Total Adds 6, WKYE, WIZD, WING, KQ99, WGLL, WTNV. Medium including WAEB, WNGN, WEIM, WKNE, WOHQ, WSKY, WGSV, WAHR, WBSM, KYLV, WMTFM, KYJC, KQSW.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 PETER CETERA with AMY GRANT	100/0	92	8	0
2 LIONEL RICHIE	99/0	92	7	0
3 HUMAN LEAGUE	98/0	84	12	2
4 BRUCE HORNSBY & THE RANGE	97/3	82	14	1
5 MADONNA	97/1	66	27	4
6 TOTO	84/0	63	19	2
7 BEACH BOYS	91/0	55	34	2
8 CARLY SIMON	84/0	51	27	6
9 BILLY OCEAN	96/20	16	62	18
10 JANET JACKSON	70/0	35	29	6
11 KENNY ROGERS	81/3	39	36	6
12 GENESIS	64/0	19	39	6
13 CYNDI LAUPER	67/0	26	34	7
14 RIC OCASEK	80/14	21	43	16
15 BENJAMIN ORR	79/16	11	47	21
16 CHRIS DeBURGH	69/3	25	37	7
17 ANITA BAKER	54/0	12	33	9
18 CHRISTOPHER CROSS	67/11	15	43	9
19 BOSTON	55/8	21	24	10
20 DAVID PACK	57/11	18	28	11
21 DARYL HALL	66/7	8	47	11
22 SERGIO MENDES BRASIL '86	67/14	6	42	19
23 MIAMI SOUND MACHINE	68/31	3	32	33
24 LEVEL 42	54/0	18	31	5
25 GREGORY ABBOTT	61/12	3	31	27
26 HUEY LEWIS & THE NEWS	36/0	6	21	9
27 GLADYS KNIGHT & BILL MEDLEY	50/0	16	22	12
28 HOWARD HEWETT	56/7	8	29	19
29 TINA TURNER	32/2	13	17	2
30 MONKEES	54/5	0	33	21

MOST ADDED

LINDA RONSTADT & JAMES INGRAM (36)
MIAMI SOUND MACHINE (31)
AMY GRANT (27)
BILLY OCEAN (20)
BENJAMIN ORR (18)
MICHAEL McDONALD (15)
SERGIO MENDES BRASIL '86 (14)
RIC OCASEK (14)
PAUL SIMON (13)
GREGORY ABBOTT (12)

HOTTEST

PETER CETERA with AMY GRANT (81)
LIONEL RICHIE (72)
BRUCE HORNSBY & THE RANGE (63)
HUMAN LEAGUE (62)
MADONNA (33)
TOTO (27)
CARLY SIMON (25)
BEACH BOYS (21)
JANET JACKSON (11)
CHRIS DeBURGH (10)

RITA COOLIDGE & RUPERT HOLMES "Touch And Go" (Polydor/PolyGram) 39/2
Rotations: Heavy 1/0, Medium 21/0, Light 17/2, Total Adds 2, KQ99, WCKQ, Heavy: WBSM. Medium including WPKX, WAEB, WTFM, WNAM, WTRX, WEIM, WGLL, WSKI, WOHQ, WCHV, WAHR, KTYL, WJON, WBOW, KYJC, KALE

HUEY LEWIS & THE NEWS "Hip To Be Square" (Chrysalis) 34/8
Rotations: Heavy 3/0, Medium 21/4, Light 10/4, Total Adds 8, 2WD, B100, U102, WIZD, KRLE, WAEB, KFBS, KYJC Heavy: WPKX, WCKQ, Medium including WHTX, KVIL, WLTT, K101, WAVE, KIOA, KRAY, KVVU, WSKI.

COREY HART "I Am By Your Side" (EMI America) 33/1
Rotations: Heavy 3/0, Medium 18/0, Light 12/1, Total Adds 1, WEIZ Heavy: WSKI, WJON, KALE. Medium including K101, KRAY, WEIM, WGLL, WTNV, WPPA, WSKY, WCKQ, WBSM, KTYL, WXUS, WBOW, KYJC, KQSW, KMGO

TINA TURNER "Typical Male" (Capitol) 32/2
Rotations: Heavy 13/0, Medium 17/2, Light 2/0, Total Adds 2, KKUA, WOHQ, Heavy: WSNI, WHTX, 2WD, KYKY, U102, WRKA, WAVE, WNAM, WNGN, WGLL, WSKI, WCKQ, WFFX. Medium including KVIL, WLTF, WJAI, B100, KIFM

AMY GRANT "Stay For A While" (A&M) 28/27
Rotations: Heavy 0, Medium 3/2, Light 25/25, Total Adds 27 including WBSFM, WMYX, WAEB, WSFL, WEIM, WKNE, WSKI, WOHQ, KRLE, WORG, WAVE, WBSM, KTYL, WMTFM, KFBS, WXUS, WBOW, KKLK, KYJC. Medium including WLACFM

GLASS TIGER "Don't Forget Me (When I'm Gone)" (Manhattan) 28/2
Rotations: Heavy 9/0, Medium 13/1, Light 6/1, Total Adds 2, KXLT, KQ99, Heavy: KRLE, 2WD, WLTT, WKYE, KEY103, WVV, WING, KRAY, KDKK. Medium including B100, U102, WSFL, WAVE, KQ99, WENS, WNGN, KKUA, KMZQ

SIGNIFICANT ACTION

EURHYTHMICS "Thorn In My Side" (RCA) 22/7
Rotations: Heavy 0, Medium 4/0, Light 18/7, Total Adds 7, WTFM, WNAM, WEIM, WPPA, KFBS, KKLK, KQSW. Medium: WSFL, WSKY, KTYL, KALE. Light including WAEB, WKYE, WSKI, WCKQ, WKYX, WAEB, WZLQ, KYJC, KMGO

KODJ & THE GANG "Victory" (Mercury/PolyGram) 20/5
Rotations: Heavy 0, Medium 4/1, Light 15/4, Total Adds 5, WAEB, KIOA, WSKI, WPPA, WJON. Medium including WSKY, WCKQ, KALE. Light including WRKA, WAVE, WNAM, WEIM, WCHV, WGSV, WAGE, WORG, WAVE, WZLQ, KTYL, KKLK

MICHAEL McDONALD "Our Love" (WB) 19/15
Rotations: Heavy 0, Medium 6/4, Light 13/11, Total Adds 15, KHVY, KIFM, KWGW, WTFM, WAVE, WNAM, WLHT, WEIM, WCHV, WORG, WMTFM, KYJC, KRNO, KQSW, KMGO. Medium including WBSM, KALE. Light including WOHQ, WCKQ

WILLIAM LEE GOLDEN "You Can't Take It With You" (MCA) 18/3
Rotations: Heavy 0, Medium 8/0, Light 12/3, Total Adds 3, WORG, KFBS, KQSW. Medium including WGLL, WOHQ, WCHV, WAHR, WSKI, WJON. Light including WNAM, WEIM, WKNE, WSKI, WPPA, WAVE, WZLQ, KWEB, WBOW

POINTER SISTERS "Goldmine" (RCA) 17/10
Rotations: Heavy 0, Medium 2/0, Light 15/10, Total Adds 10, KXLT, B100, WSFL, WSKI, WORG, WAVE, WBSM, KTYL, WJON, KALE. Medium: KYKY, WSKY. Light including WAEB, U102, WEIM, WZLQ, KYJC

PRETENDERS "Don't Got Me Wrong" (Sire/WB) 14/3
Rotations: Heavy 1/0, Medium 5/1, Light 7/2, Total Adds 3, WKYE, KDKK, WFFX. Heavy: KQSW. Medium including WEIM, WSKI, WSKY, WCKQ, KALE. Light including KIOA, WAGE, WORG, WZLQ, KFBS

PAUL SIMON "Graceland" (WB) 13/13
Rotations: Heavy 1/1, Medium 4/4, Light 8/8, Total Adds 13, KGW, KIFM, WSFL, WNAM, WNGN, KWAV, WSKY, WKYX, WBSM, WMTFM, KFBS, WBOW, KALE

GLASS TIGER "Someday" (Manhattan) 13/7
Rotations: Heavy 0, Medium 2/0, Light 11/7, Total Adds 7, B100, WVVY, WTFM, WSFL, KIOA, WMTFM, K99. Medium: WCKQ, KALE. Light including WEIM, WSKI, WAVE, WJON

ROBERT PALMER "I Didn't Mean To Turn You On" (Island) 13/1
Rotations: Heavy 0/0, Medium 5/0, Light 2/1, Total Adds 1, WFFX. Heavy: 2WD, B100, WAVE, WSKI, WPPA, WCKQ. Medium: WLTT, WKYE, WING, KRLE, K99. Light including WVVY

LISA LISA & CULY JAM with FULL FORCE "All Cried Out" (Columbia) 12/1
Rotations: Heavy 3/0, Medium 3/0, Light 6/1, Total Adds 1, K99. Heavy: 2WD, WKYE, KRLE. Medium: WHTX, WMYX, WFFX. Light including B100, KEY103, WRKA, WAVE, WING

ELTON JOHN "Heartache All Over The World" (Geffen) 10/2
Rotations: Heavy 0, Medium 4/0, Light 6/2, Total Adds 2, WTRX, KRLE. Medium: WKYE, WVVY, KYJC, KALE. Light including WSTF, WAVE, WNAM, KTYL

KANSAS "An American Dream" (MCA) 8/3
Rotations: Heavy 0, Medium 1/0, Light 7/0, Total Adds 3, WBSM, K99, KYJC. Medium: KALE. Light including WTRX, WCKQ, WAGE, WMTFM

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Weeks
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Weeks

170 REPORTS

OCTOBER 31, 1986

100	100	100	100	100	100
Weeks	Weeks	Weeks	Weeks	Weeks	Weeks
1	1	1	1	1	BOSTON /Third Stage (MCA)
—	—	2	2	2	PRETENDERS /Get Close (Sire/WB)
2	2	3	3	3	HUEY LEWIS & THE NEWS /Fore! (Chrysalis)
—	—	6	4	4	BILLY IDOL /Whiplash Smile (Chrysalis)
5	5	5	5	5	JOHN FOGERTY /Eye Of The Zombie (WB)
3	3	4	6	6	RIC OCASEK /This Side Of Paradise (Geffen)
8	7	8	7	7	BRUCE HORNSBY & THE RANGE /The Way It Is (RCA)
4	4	7	8	8	STEVE WINWOOD /Back In The High Life (Island/WB)
—	—	23	9	9	COLOR OF MONEY /Soundtrack (MCA)
6	6	10	10	10	TALKING HEADS /True Stories (Sire/WB)
12	10	11	11	11	'TIL TUESDAY /Welcome Home (Epic)
—	—	15	13	12	KBC BAND /KBC Band (Arista)
9	8	9	13	13	BON JOVI /Slippery When Wet (Mercury/PG)
7	9	12	14	14	DAVID & DAVID /Boomtown (A&M)
11	11	14	15	15	PETER GABRIEL /So (Geffen)
24	20	16	16	16	GEORGIA SATELLITES /Georgia Satellites (Elektra)
10	12	16	17	17	EDDIE MONEY /Can't Hold Back (Columbia)
—	—	24	18	18	BENJAMIN ORR /The Lace (Elektra)
19	18	21	19	19	GENESIS /Invisible Touch (Atlantic)
14	14	15	20	20	TINA TURNER /Break Every Rule (Capitol)
23	22	22	21	21	WANG CHUNG /Mosaic (Geffen)
18	17	17	22	22	BILLY SQUIER /Enough Is Enough (Capitol)
15	13	23	23	23	BAD COMPANY /Fame And Fortune (Atlantic)
17	16	19	24	24	TIMBUK3 /Greetings From Timbuk3 (IRS/MCA)
16	19	25	25	25	TRIUMPH /The Sport Of Kings (MCA)
21	24	27	26	26	R.E.M. /Lifes Rich Pageant (IRS/MCA)
36	29	28	27	27	STABILIZERS /Tyranny (Columbia)
BREAKER	29	28	28	28	KANSAS /Power (MCA)
34	31	31	29	29	PAUL SIMON /Graceland (WB)
27	26	26	30	30	IGGY POP /Blah, Blah, Blah (A&M)
—	—	39	31	31	SURVIVOR /When Seconds Count (Scotti Bros./CBS)
33	30	30	32	32	RATT /Dancing Undercover (Atlantic)
22	25	32	33	33	SMITHEREENS /Especially For You (Enigma)
—	—	39	34	34	HOWARD JONES /One To One (Elektra)
40	38	38	35	35	OUTLAWS /Soldiers Of Fortune (Pasha/CBS)
35	35	37	36	36	CINDERELLA /Night Songs (Mercury/PG)
32	32	40	37	37	VAN HALEN /5150 (WB)
13	21	29	38	38	DAVID LEE ROTH /Eat 'Em And Smile (WB)
20	23	33	39	39	OUTFIELD /Play Deep (Columbia)
31	28	34	40	40	PLAYING FOR KEEPS /Soundtrack (Atlantic)

	Total Reports/Adds	Power	Heavy	Medium
"Ready" (133) "Cool" (99) "Amanda" (85)	155-0	62-	141-	12+
"Don't" (159) "Baby" (88) "Room" (41)	166+5	52+	143+	22-
"Hip" (112) "Jacob's" (70) "Whole" (52)	147-0	42-	120-	24+
"Lover" (145) "Gun" (64) "Soul" (26)	153+2	55+	126+	24-
"Change" (147) "Headlines" (48) "Knockin'" (15)	158-0	34+	126+	32-
"True" (113) "Emotion" (84) "Laughing" (14)	150-2	23-	98-	50+
"Way" (134) "Down" (18) "Western" (10)	145-12	48+	114+	27-
"Freedom" (96) "Back" (39) "Take" (24)	132-1	26-	96-	34+
"Who" (148) "It's" (50) "Standing" (2)	151+27	8+	52+	96+
"Puzzlin'" (99) "Wild" (62) "Sale" (20)	128-6	10-	70-	47-
"Love" (137) "Coming" (7) "Sunday" (1)	139-1	35+	102+	34-
"It's" (146) "America" (24) "Hold" (6)	157+4	17+	70+	83-
"Love" (84) "Wanted" (74) "Livin'" (10)	127-12	21+	79-	46+
"Swallowed" (126) "Welcome" (50) "Ain't" (3)	143+8	8+	49-	86+
"Voice" (115) "Eyes" (20) "Big" (11)	127-2	8+	61+	62-
"Keep" (147) "Railroad" (2)	147+3	8+	54+	87-
"Should" (90) "Take" (32) "Endless" (12)	115+11	22+	55-	55+
"Stay" (137) "Hot" (9) "Circles" (4)	142+12	7+	51+	84-
"Land" (96) "Deep" (15) "Throwing" (10)	108+10	17+	61+	47-
"Back" (108) "Overnight" (16) "Typical" (7)	120-1	5-	47-	68-
"Everybody" (99) "Eyes" (6) "Let's" (4)	108-1	16+	66+	36-
"Hero" (73) "Shot" (40) "Powerhouse" (8)	106-1	4-	37-	65-
"Love" (77) "Fame" (51) "Burning" (3)	114-3	2-	31-	78-
"Future's" (99) "Life" (11) "Hairstyles" (1)	104-2	5-	39-	63-
"Tears" (98) "Somebody's" (27) "Play" (1)	111+8	3-	20-	79+
"Superman" (100) "Fall" (8) "Give" (4)	106+9	1+	27+	67+
"Simple" (119) "Underground" (2)	119+13	2+	16+	86+
"Wanted" (102) "Power" (14) "Silhouettes" (2)	110/28	0	14	88
"Graceland" (86) "Call" (10) "Boy" (6)	90+17	3-	22+	57+
"Cry" (93) "Real" (5) "Isolation" (4)	100-2	2-	15+	71-
"Love" (96) "Much" (1) "Right" (1)	97+15	7+	25+	62+
"Dance" (80) "Body" (9) "Drive" (2)	87-1	1-	10-	60-
"Blood" (36) "Behind" (34) "Lonely" (4)	70-5	4+	11-	49-
"Know" (36) "Balance" (3) "All" (2)	61+1	5+	21+	34-
"Soldiers" (62) "Ride" (11) "Night" (5)	78+7	1-	5+	54+
"Nobody's" (70) "Shake" (1) "Somebody" (1)	72+6	1+	9+	46-
"5150" (46) "Walks" (3) "Best" (1)	49-1	5+	12-	31-
"Crazy" (27) "Life" (12) "Ladies" (11)	48-1	1-	11-	32-
"Everytime You Cry" (43)	43-1	4-	15-	19-
"Life" (44) "Say" (1) "Hello" (1)	47-1	2+	11-	32-

VINCENT INVASION



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Chrysalis

BREAKERS

KANSAS
Power (MCA)
65% of our reporters on it.

NEW & ACTIVE

JASON & THE SCORCHERS "Still Standing" (EMI America) 51/9 (46/9)
Adds: WXRK, WTPA, WKFM, KZEL, WGBK, WWWW, KQWB, KFMF, KZOO. Heavy 2: WBCN, KORS. Medium 28 including KYYS, KOMA, KNON, WFWY, WKDF, KQDS, KILO, KKOJ, KOZZ.

EURYTHMICS "Revange" (RCA) 44/11 (38/2)
Adds including WNEW, WXRK, WKLC, WHEB, WEZX, KNON, WLAV. Powers 1. Heavy 6: KAZY, KROQ, CFOX, WLIR, WPLR, KZEL, KSPN, KTCL. Medium 28 including WQVE, WXRK, KINK, 91X, KDJJ, WWWW, KRNA, KYTD.

BERLIN "Count Three And Pray" (Geffen) 42/3 (39/6)
Adds: KTXQ, WEZX, KMDD. Heavy 4: 91X, WMRY, KRNA, KRQJ. Medium 28 including WSHS, WLUP, KBPI, KRQJ, KZAP, WCCC, KNON, WLAV, KEZO, KILO.

BOB SEGER & THE SILVER BULLET BAND "Like A Rock" (Capitol) 41/11 (33/20)
Adds including WYTY, KTXQ, KZEW, WPDH, KWIC, KATT, WMGM, WWTR. Heavy 6 including WZZO, WAQX, KLBJ, WRXL, KSPN. Medium 31 including WHYY, WNCB, KLOS, WCCC, WOUR, WKDF, WWCT, KILO, WWWW.

GEORGE THOROGOOD & THE DESTROYERS "Live" (EMI America) 41/3 (44/7)
Adds: WCCC, WPDH, KRKX. Heavy 5: WNEW, WQFM, WADK, KFMS, KAWL. Medium 23 including WXRK, DC101, KGB, WEZX, KMJX, WRKI, KOWB.

ALICE COOPER "Constrictor" (MCA) 40/2 (42/4)
Adds: WLAV, WKLT. Heavy 2: WBCN, KNAC. Medium 30 including WBAB, WXRK, WLVO, WRIF, WQFM, KNON, WKDF, KISS, WKKE, KATT.

WORLD PARTY "Private Revolution" (Chrysalis) 39/5 (34/5)
Adds: KROR, WCCC, WMRY, KRNA, KZOO. Heavy 1: KTCL. Medium 25 including WNEW, WXRK, 91X, KLBJ, KNON, WFWY, KZEL, KFMF.

BIG AUDIO DYNAMITE "Number 10 Upping Street" (Columbia) 39/3 (37/3)
Adds: WHFS, WHEB, WRKI. Powers 1. Heavy 7 including WBCN, WXRK, KRQJ, WLIR, WFNX, KTCL. Medium 18 including WBAB, WNEW, WXRK, WMRR, 91X, KROJ, KZEL, KKDJ, KOWB.

DARYL HALL "Three Hearts In The Happy Ending Machine" (RCA) 36/4 (38/7)
Adds: WPDH, WRXL, WKQZ, WZZO. Powers 4. Heavy 8: KINK, WPLR, WKQJ, WWCT, KKYV, KRNA, KKGK, KRQJ. Medium 23 including WMMR, WCCC, WEZX, WKDF, KGGG, KJOT, KQWB.

JOAN JETT & THE BLACKHEARTS "Good Music" (Blackheart/CBS) 36/1 (39/7)
Adds: KTCL. Powers 1. Heavy 4: WBCN, WLIR, KRKX, KRQJ. Medium 19 including WBAB, WNEW, WXRK, WMMR, WSHS, WNCB, 91X, KGB, WRKH, WRKI.

GENERAL PUBLIC "Hand To Mouth" (IRS/MCA) 33/0 (33/3)
Powers 1. Heavy 12 including WBCN, WXRK, WXRK, KRQJ, 91X, WHFS, KYTD. Medium 17 including WNEW, KAZY, KBCO, WDHA, KZEL, WRKI, WWWW.

Continued on Page 79

NEW ARTISTS

Albums

		Total Reports/Adds
1	CINDERELLA/Night Songs (Mercury/Pg)	72/6
2	WORLD PARTY/Private Revolution (Chrysalis)	39/5
3	BIG AUDIO DYNAMITE/Number 10... (Columbia)	39/3
4	GENERAL PUBLIC/Hand To Mouth (IRS/MCA)	33/0
5	EUROPE/The Final Countdown (Epic)*	21/5
6	BRIAN SPENCE/Brothers (Polydor/Pg)	18/1
7	RICHARD THOMPSON/Daring... (Polydor/Pg)	16/1
8	DON DIXON/Most Of The Girls Like... (Enigma)	15/8
9	WOODENTOPS/Giant (Columbia)	15/1
10	NEW ORDER/Brotherhood (Qwest/WB)	12/2

Tracks

1	CINDERELLA/Nobody's Fool (Mercury/Pg)	70/4
2	BOB GELDOF/This Is The World Calling (Atlantic)	59/56
3	BIG AUDIO DYNAMITE/C'mon Every... (Columbia)	37/3
4	SMITHEREENS/Behind The Wall Of Sleep (Enigma)*	34/6
5	ROBERT CRAY BAND/Smoking Gun (Mercury/Pg)	32/32
6	WORLD PARTY/Ship Of Fools (Chrysalis)	30/4
7	GENERAL PUBLIC/Too Much Or Nothing (IRS/MCA)	28/0
8	KBC BAND/America (Arista)*	24/6
9	RAINMAKERS/Downstream (Mercury/Pg)	23/6
10	GLASS TIGER/Someday (Manhattan)*	21/4

New Artists are those who have never had an AOR Breaker. Tracks with asterisks are from albums which have already been Breakers and thus no longer appear among the albums listed.

BROKEN HOMES
MIKE DOMAN
KREG ROSS
JAMES ASHHURST
CRAIG AARONSON

MCA'S COMMITTED TO BREAK
BROKEN HOMES

On Tour Now

NOVEMBER	12 St. Louis
4 Phoenix	13 Kansas City
7 Austin	14 Chicago
8 Houston	15 Minneapolis
9 Dallas	16 Milwaukee

NEW & ACTIVE

Already on over 30 AOR's, including:

WXRK	KQRS	WRXL
WHJY	KLBJ	KZEL
WLUP	WFYV	KDJK
WLLZ	WKDF	KLPX
WQFM		

And many more

Management: Stan Layton/Stuart Love
Produced By Jeff Eyrich

MCA RECORDS

RADIO & RECORDS NATIONAL AIRPLAY

AOR TRACKS

Three Weeks	Two Weeks	Last Week		170 REPORTS	Total Reports/Adds	Power	Heavy	Medium
6	2	1	1	PRETENDERS/Don't Get Me Wrong (Sire/WB)	159+/2	52+	139+	19-
5	6	2	2	BILLY IDOL/To Be A Lover (Chrysalis)	145-/0	55+	126+	18-
9	8	5	3	JOHN FOGERTY/Change In The Weather (WB)	147-/5	32+	118+	29-
7	7	4	4	BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)	134-/1	46+	111+	19-
8	9	7	5	TIL TUESDAY/What About Love (Epic)	137-/1	34+	101+	32-
21	11	10	6	BOSTON/We're Ready (MCA)	133+/7	29+	94+	39-
19	13	11	7	KBC BAND/It's Not You, It's Not Me (Arista)	146+/3	17+	68+	76-
—	—	21	6	STEVE MILLER BAND/I Want To Make The World... (Capitol)	150+/31	5+	57+	86+
3	1	3	9	HUEY LEWIS & THE NEWS/Hip To Be Square (Chrysalis)	112-/0	33-	95-	16+
—	—	22	10	DON HENLEY/Who Owns This Place? (Geffen; MCA)	148+/27	6+	49+	94+
26	15	14	11	GEORGIA SATELLITES/Keep Your Hands To Yourself (Elektra)	147+/3	8+	54+	87-
—	20	13	12	POLICE/Don't Stand So Close To Me '86 (A&M)	127-/4	12=	64+	54-
36	25	17	13	BENJAMIN ORR/Stay The Night (Elektra)	137+/10	7+	51+	80-
4	5	8	14	STEVE WINWOOD/Freedom Overspill (Island/WB)	96-/1	22-	78-	17-
29	22	18	15	PETER GABRIEL/That Voice Again (Geffen)	115+/2	5+	54+	58-
2	4	6	16	BOSTON/Amanda (MCA)	85-/0	28-	69-	12+
26	24	17	17	RIC OCASEK/True To You (Geffen)	113+/12	4+	44+	66+
40	36	29	19	DAVID & DAVID/Swallowed By The Cracks (A&M)	126-/23	2=	29+	88+
1	3	9	19	RIC OCASEK/Emotion In Motion (Geffen)	84-/0	17-	70-	11-
27	23	20	20	WANG CHUNG/Everybody Have Fun Tonight (Geffen)	99-/1	16+	65+	30-
41	37	26	21	GENESIS/Land Of Confusion (Atlantic)	96+/13	13+	53+	39+
10	10	12	22	BON JOVI/You Give Love A Bad Name (Mercury/Pg)	84-/0	18-	60-	22-
30	30	25	23	BOSTON/Cool The Engines (MCA)	99+/9	10+	48+	46+
22	19	19	24	TINA TURNER/Back Where You Started (Capitol)	108-/1	3+	38-	66-
39	33	30	25	TALKING HEADS/Puzzlin' Evidence (Sire/WB)	99+/13	6+	41+	51+
13	15	26	26	TIMBUK3/The Future's So Bright... (IRS/MCA)	99-/2	5=	38-	59-
46	38	32	27	STABILIZERS/One Simple Thing (Columbia)	119+/13	2+	16+	86+
52	39	36	29	EDDIE MONEY/We Should Be Sleeping (Columbia)	90+/19	9+	25-	60+
57	42	35	29	R.E.M./Superman (IRS/MCA)	100+/13	1=	23+	66+
—	—	53	30	PRETENDERS/My Baby (Sire/WB)	88+/39	0=	25+	55+
—	—	56	31	SURVIVOR/Is This Love (Scotti Bros./CBS)	96+/14	7+	25+	61+
—	—	42	32	KANSAS/All I Wanted (MCA)	102+/22	0=	13+	82+
—	—	44	37	TRIUMPH/Tears In The Rain (MCA)	98+/15	0-	11+	76+
24	27	31	34	HUEY LEWIS & THE NEWS/Jacob's Ladder (Chrysalis)	70-/4	6+	37-	27-
17	14	16	35	BILLY SQUIER/Love Is The Hero (Capitol)	73-/0	3-	31-	40-
34	34	33	36	IGGY POP/Cry For Love (A&M)	93-/2	2-	13+	67-
—	—	46	37	LONE JUSTICE/Shelter (Geffen)	96+/20	0-	9+	73+
18	17	23	38	BAD COMPANY/This Love (Atlantic)	77-/0	2-	28-	44-
60	51	45	39	BON JOVI/Wanted Dead Or Alive (Mercury/Pg)	74+/15	3+	26+	43+
55	49	44	40	PAUL SIMON/Graceland (WB)	86+/16	3=	18+	58+
12	16	26	41	TALKING HEADS/Wild Wild Life (Sire/WB)	62-/2	3-	35-	19-
47	40	40	42	RATT/Dance (Atlantic)	80-/4	1-	10+	57+
11	18	27	43	DAVID & DAVID/Welcome To The Boomtown (A&M)	50-/1	6=	29-	17-
—	—	56	44	BILLY IDOL/Don't Need A Gun (Chrysalis)	64+/19	0-	20+	39+
—	—	53	49	HOWARD JONES/You Know I Love You... Don't You? (Elektra)	58=/1	5+	20+	32-
53	47	47	46	CINDERELLA/Nobody's Fool (Mercury/Pg)	70=/4	1+	9+	44-
50	50	50	47	HUEY LEWIS & THE NEWS/Whole Lotta Lovin' (Chrysalis)	52+/5	0-	18+	33+
DEBUT	48	57	48	ERIC CLAPTON/It's In The Way You Use It (MCA)	50+/21	2=	15+	29+
DEBUT	14	29	43	BOSTON/Cantcha Say/Still In Love (MCA)	45+/11	3+	16+	27+
DEBUT	23	28	51	EDDIE MONEY/Take Me Home Tonight (Columbia)	32-/0	9-	26-	4-
DEBUT	23	28	51	JOHN FOGERTY/Headlines (WB)	48-/0	0=	18-	28-
DEBUT	20	21	34	BAD COMPANY/Fame And Fortune (Atlantic)	51+/13	0=	6+	43+
DEBUT	20	21	34	OUTFIELD/Everytime You Cry (Columbia)	43-/1	4-	15-	19-
DEBUT	45	45	55	PRETENDERS/Room Full Of Mirrors (Sire/WB)	41+/8	0=	15+	26+
DEBUT	45	45	55	HUEY LEWIS & THE NEWS/I Know What I Like (Chrysalis)	36-/3	2-	21+	14-
DEBUT	56	52	57	BOB GELDOF/This Is The World Calling (Atlantic)	59/56	1	4	39
DEBUT	56	52	57	VAN HALEN/5150 (WB)	46-/3	4+	11=	29-
DEBUT	35	35	41	PETE TOWNSHEND/Life To Life (Atlantic)	44-/0	2+	10-	31-
DEBUT	47	47	50	OUTLAWS/Soldiers Of Fortune (Pasha/CBS)	62+/6	0=	1+	44+
DEBUT	47	47	50	STEVE WINWOOD/Back In The High Life Again (Island/WB)	39+/16	0-	14+	23+

BREAKERS

KANSAS
All I Wanted (MCA)
60% of our reporters on it.

AOR TRACKS

MOST ADDED

BOB GELFOND/World (56)
PRETENDERS/Baby (39)
ROBERT CRAY Band/Gun (32)
JOHN PARR/Blame (27)
STEVE NUBLER Band/West (31)
DON HENLEY/7 (24)
JOHN LENNON/Back (24)
DAVID & DAVID/Swallowed (23)
BILLY SOUVER/Shot (23)
PAUL YOUNG/People (23)

HOTTEST

BILLY IDOL/Lover (55)
PRETENDERS/Don 1 (52)
BRUCE HORNISBY.../Way (48)
TIL TUESDAY/What (34)
HUEY LEWIS & THE NEWS/Hip (33)
JOHN FOGERTY/Change (32)
BOSTON/Ready (29)
BOSTON/Amends (28)
STEVE WINWOOD/Freedom (22)
BOB JOVI/You (18)

CHART CLIMBERS

R.E.M. "Superman" (IRS/MCA) 100/13 (87/10)
TALKING HEADS "Puzzlin' Evidence" (Sire/WB) 99/13 (90/10)
BOSTON "Cool The Engines" (MCA) 99/8 (82/12)
WANG CHUNG "Everybody Have Fun Tonight" (Geffen) 90/1 (83/3)
TRUMPET "Tears In The Rain" (MCA) 90/15 (83/21)
LONE JUSTICE "Shelter" (Geffen) 90/26 (76/30)
SURVIVOR "In This Love" (Scotti Bros./CBS) 90/14 (83/26)
GENESIS "Land Of Confusion" (Atlantic) 90/13 (80/21)
EDDIE MONEY "We Should Be Sleeping" (Columbia) 90/10 (72/9)
PRETENDERS "My Baby" (Sire/WB) 89/29 (49/48)
PAUL SIMON "Graceland" (WB) 89/16 (72/14)
BOB JOVI "Wanted Dead Or Alive" (Mercury/PolyGram) 74/15 (60/11)
CINDERELLA "Nobody's Fool" (Mercury/PolyGram) 70/4 (70/4)

ALICE COOPER "Give It Up" (MCA) 37/2 (38/3)
BERLIN "Like Flames" (Geffen) 36/2 (34/4)
SMYTHEHEREES "Dobbed The Wall Of Sleep" (Empire) 34/6 (27/16)
JOHN PARR "Blame Is On The Radio" (Atlantic) 32/8 (18/9)
DARYL HALL "Foolish Pride" (MCA) 31/4 (29/9)
BROKEN HOMES "In Another Land" (MCA) 31/2 (32/2)
JASON & THE SCORCHERS "Golden Bell And Chain" (EMI America) 30/17 (13/12)
WORLD PARTY "Ship Of Fools" (Chrysalis) 30/4 (26/3)
GENERAL PUBLIC "Too Much Or Nothing" (IRS/MCA) 28/0 (28/0)
BILLY IDOL "Real Standing By" (Chrysalis) 26/7 (21/21)
JOHN LENNON "Rock N' Roll People" (Capitol) 25/24 (1/1)
OMD "Forever Live And Die" (A&M) 25/3 (25/1)
GLASS TIGER "Someday" (Manhattan) 21/1 (21/1)
ZEBRA "Don't Live Without" (Atlantic) 19/17 (2/2)
BRUCE HORNISBY & THE RANGE "Down The Road Tonight" (MCA) 18/0 (12/1)
EUROPE "The Final Countdown" (Epic) 18/4 (14/6)
BRIAN SPENCE "Hear It From The Heart" (Polygram/PolyGram) 18/1 (17/8)
SAM MOORE & LOU REED "Soul Man" (A&M) 17/1 (16/7)
DON DIXON "Praying Mantis" (Empire) 15/8 (7/6)

90-ALBUMS

MOST ADDED
JOHN PARR (32)
JOHN LENNON (29)
KANSAS (28)
COLON OF MONEY (27)
PAUL SIMON (17)
SURVIVOR (13)
STABILIZERS (13)
BENJAMIN ORR (12)
EURYTHMICS (11)
EDDIE MONEY (11)
BOB SEGER & THE SILVER... (11)

HOTTEST
BOSTON (52)
BILLY IDOL (55)
PRETENDERS (52)
BRUCE HORNISBY & THE RANGE (48)
HUEY LEWIS & THE NEWS (42)
TIL TUESDAY (35)
JOHN FOGERTY (34)
STEVE WINWOOD (28)
ERIC CASEN (23)
EDDIE MONEY (22)

NEW & ACTIVE

PAUL YOUNG "Some People" (Columbia) 41/23 (18/18)
BILLY SOUVER "Shot O' Love" (Capitol) 40/23 (19/5)
STEVE WINWOOD "Back In The High Life Again" (Island/WB) 39/16 (25/18)
HUEY LEWIS & THE NEWS "I Wanna Wake Up With You" (MCA) 38/13 (37/7)
HUEY LEWIS & THE NEWS "I Wanna Wake Up With You" (MCA) 38/13 (37/7)
GEORGE THORNGOOD & THE DESTROYERS "Night Time" (EMI America) 38/4 (38/8)
EURYTHMICS "There Is A Party" (MCA) 37/13 (24/8)
ONE AUDIO DYLANITE "I Can't Move" (Columbia) 37/3 (37/4)
BILLY SOUVER "Shot O' Love" (Capitol) 40/23 (19/5)
STEVE WINWOOD "Back In The High Life Again" (Island/WB) 39/16 (25/18)
HUEY LEWIS & THE NEWS "I Wanna Wake Up With You" (MCA) 38/13 (37/7)
HUEY LEWIS & THE NEWS "I Wanna Wake Up With You" (MCA) 38/13 (37/7)
GEORGE THORNGOOD & THE DESTROYERS "Night Time" (EMI America) 38/4 (38/8)
EURYTHMICS "There Is A Party" (MCA) 37/13 (24/8)
ONE AUDIO DYLANITE "I Can't Move" (Columbia) 37/3 (37/4)

Continued from Page 7
JOHN PARR "Raining The Endless Mile" (Atlantic) 32/32 (8/0)
BROKEN HOMES "Broken Homes" (MCA) 32/2 (32/2)
JOHN LENNON "Monlove Ave." (Capitol) 30/29 (1/1)
IRON MAIDEN "Somewhere In Time" (Capitol) 27/2 (25/1)
SOUL MAN "Soundtrack" (A&M) 18/2 (10/7)
BRIAN SPENCE "Brother" (Polygram/PolyGram) 18/1 (17/3)
RICHARD THOMPSON "Daring Adventures" (Polygram/PolyGram) 16/1 (16/6)
WOODENTOPS "Blam" (Columbia) 15/1 (15/6)

PARALLELS

Please note, frozen playlists are indicated with an "f" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, of 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 100,000 and below.

238 Reports

JOHN ODE
"Hit Song" (Anylabel)
LP: Hit Song

100/25 44%

Regional Reach: E 33%, S 34%, M 19%, W 21%
Summary: UP 31, DEBITS 0, SAME 4, DOWNS 0, ADDS 26

EXAMPLE

100/25 - 100 CHR reporting stations on this week including 25 new adds.
44% - Percentage of this weeks reporters playing it.
Regional Reach - Percentage of reporters playing the song within each region.
National Summary
Up 51 - Number of stations moving it up on the charts.
Debuts 20 - Number of stations debuting the song this week.
Same 4 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)
Down 0 - Number of stations moving it down on their charts.
Adds 25 - Total number of stations adding it this week.

A

GREGORY ABBOTT
"Shake You Down" (Columbia)
LP: Gregory Abbott

85/27 40%

Regional Reach: E 43%, S 61%, M 78%, W 32%
Summary: UP 21, DEBITS 14, SAME 23, DOWNS 0, ADDS 27

Station	Report	Station	Report
WMO 6-40	WEST	KFVS 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST
WVEE 19-24	WEST	KRBE 28-26	WEST

P2

Regional Reach: E 33%, S 34%, M 19%, W 21%
Summary: UP 31, DEBITS 0, SAME 4, DOWNS 0, ADDS 26

B

BANGLES
"Walk Like An Egyptian" (Columbia)
LP: Different Light

20/26 85%

Regional Reach: E 81%, S 82%, M 79%, W 100%
Summary: UP 109, DEBITS 3, SAME 10, DOWNS 2, ADDS 36

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST
WMO 28-26	WEST	KFVS 14-9	WEST

B

BEACH BOYS
"California Dreamin'" (Capitol)
LP: Made In The U.S.A.

62/1 22%

Regional Reach: E 43%, S 61%, M 78%, W 32%
Summary: UP 28, DEBITS 2, SAME 20, DOWNS 1, ADDS 1

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

P2

Regional Reach: E 43%, S 61%, M 78%, W 32%
Summary: UP 28, DEBITS 2, SAME 20, DOWNS 1, ADDS 1

BON JOVI
"You Give Love A Bad Name" (PolyGram)
LP: Slippery When Wet

21/36 89%

Regional Reach: E 91%, S 91%, M 91%, W 84%
Summary: UP 168, DEBITS 3, SAME 21, DOWNS 1, ADDS 5

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

BOSTON
"Alameda" (MCA)
LP: Third Stage

238/1 100%

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

P2

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

BOSTON
"Alameda" (MCA)
LP: Third Stage

238/1 100%

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

BOSTON
"Alameda" (MCA)
LP: Third Stage

238/1 100%

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

P2

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

BOSTON
"Alameda" (MCA)
LP: Third Stage

238/1 100%

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

BOSTON
"Alameda" (MCA)
LP: Third Stage

238/1 100%

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

P2

Regional Reach: E 100%, S 100%, M 100%, W 100%
Summary: UP 198, DEBITS 0, SAME 38, DOWNS 1, ADDS 1

PETER CETERA w/ AMY GRAM
"The Next Time I Fall" (Full Moon/WB)
LP: Solitaire/Solitaire

230/6 97%

Regional Reach: E 96%, S 96%, M 96%, W 98%
Summary: UP 210, DEBITS 1, SAME 12, DOWNS 1, ADDS 6

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

P2

Regional Reach: E 96%, S 96%, M 96%, W 98%
Summary: UP 210, DEBITS 1, SAME 12, DOWNS 1, ADDS 6

DURAN DURAN
"Notorious" (Capitol)
LP: Notorious

18/74 83%

Regional Reach: E 81%, S 84%, M 78%, W 88%
Summary: UP 14, DEBITS 34, SAME 34, DOWNS 0, ADDS 74

Station	Report	Station	Report
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST
WMO 28-26	WEST	KFVS 28-26	WEST

P2

Regional Reach: E 81%, S 84%, M 78%, W 88%
Summary: UP 14, DEBITS 34, SAME 34, DOWNS 0, ADDS 74

PARALLELS

Duran Duran Continued

Table with 2 columns: Station and Song/Artist. Includes WEEZ 4-29, KVIC 4-22, KTYM 4-23, etc.

Table with 2 columns: Station and Song/Artist. Includes KVIC 4-22, KTYM 4-23, KTYM 4-23, etc.

Table with 2 columns: Station and Song/Artist. Includes WEEZ 4-29, KVIC 4-22, KTYM 4-23, etc.

GENESIS Land Of Confusion (Atlantic) LP: Invisible Touch. Regional Reach: E 748, S 643, M 728, W 808. Summary: UP 16, DEBITS 46, SAME 13, DOWN 0, ADDS 68.

DARYL HALL Fooshy Price (RCA) LP: Three Hearts in the Happy Ending Machine. Regional Reach: E 748, S 698, M 678, W 808. Summary: UP 74, DEBITS 31, SAME 42, DOWN 0, ADDS 13.

BRUCE HORNSBY & THE RANGE The Way It Is (RCA) LP: The Way It Is. Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

FIVE STAR Can't Wait Another Minute (RCA) LP: Silk & Steel. Regional Reach: E 264, S 338, M 408, W 408. Summary: UP 38, DEBITS 3, SAME 13, DOWN 8, ADDS 0.

1601/13 67% National Summary. Regional Reach: E 748, S 698, M 678, W 808. Summary: UP 74, DEBITS 31, SAME 42, DOWN 0, ADDS 13.

22/6 96% National Summary. Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

70/0 29% National Summary. Regional Reach: E 264, S 338, M 408, W 408. Summary: UP 38, DEBITS 3, SAME 13, DOWN 8, ADDS 0.

1601/13 67% National Summary. Regional Reach: E 748, S 698, M 678, W 808. Summary: UP 74, DEBITS 31, SAME 42, DOWN 0, ADDS 13.

22/6 96% National Summary. Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

ARETHA FRANKLIN Jumpin' Jack Flash (Arista) LP: Jumpin' Jack Flash Soundtrack. Regional Reach: E 648, S 608, M 648, W 648. Summary: UP 112, DEBITS 26, SAME 36, DOWN 4, ADDS 2.

GLASS TIGER Someday (Manhattan) LP: The Thin Red Line. Regional Reach: E 514, S 538, M 578, W 578. Summary: UP 112, DEBITS 26, SAME 36, DOWN 4, ADDS 2.

COREY HALE Am By Your Side (EMI America) LP: Fields Of Fire. Regional Reach: E 918, S 848, M 908, W 908. Summary: UP 169, DEBITS 1, SAME 13, DOWN 4, ADDS 1.

150/2 66% National Summary. Regional Reach: E 648, S 608, M 648, W 648. Summary: UP 112, DEBITS 26, SAME 36, DOWN 4, ADDS 2.

127/56 53% National Summary. Regional Reach: E 514, S 538, M 578, W 578. Summary: UP 112, DEBITS 26, SAME 36, DOWN 4, ADDS 2.

206/1 88% National Summary. Regional Reach: E 918, S 848, M 908, W 908. Summary: UP 169, DEBITS 1, SAME 13, DOWN 4, ADDS 1.

HUMAN LEAGUE Human (Virgin/A&M) LP: Crash. Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

238/0 99% National Summary. Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

238/0 99% National Summary. Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

JANET JACKSON Control (A&M) LP: Control. Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

116/7 48% National Summary. Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

116/7 48% National Summary. Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Regional Reach: E 998, S 998, M 998, W 1008. Summary: UP 203, DEBITS 10, SAME 20, DOWN 5, ADDS 0.

Human League Continued

Table with 2 columns: Station and Song/Artist. Includes WEEZ 4-29, KVIC 4-22, KTYM 4-23, etc.

Table with 2 columns: Station and Song/Artist. Includes WEEZ 4-29, KVIC 4-22, KTYM 4-23, etc.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

Regional Reach: E 948, S 908, M 928, W 1008. Summary: UP 200, DEBITS 6, SAME 13, DOWN 1, ADDS 6.

Regional Reach: E 878, S 878, M 888, W 888. Summary: UP 11, DEBITS 11, SAME 13, DOWN 0, ADDS 4.

PARALLELS

Janet Jackson Continued
WJAZ 35-28
RCI01 1
RCI02 1
RCI03 1
RCI04 1
RCI05 1
RCI06 1
RCI07 1
RCI08 1
RCI09 1
RCI10 1
RCI11 1
RCI12 1
RCI13 1
RCI14 1
RCI15 1
RCI16 1
RCI17 1
RCI18 1
RCI19 1
RCI20 1
RCI21 1
RCI22 1
RCI23 1
RCI24 1
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RCI26 1
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RCI32 1
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RCI92 1
RCI93 1
RCI94 1
RCI95 1
RCI96 1
RCI97 1
RCI98 1
RCI99 1
RCI00 1

ORAN 'JUICE' JONES
Stand By Me (Atlantic)
Regional Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

BEN E. KING
Stand By Me (Atlantic)
LP - Stand By Me Soundtrack
Regional Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

ELTON JOHN
Heartache All Over The World (Geffen)
LP: Leather Jacket
Regional Summary
UP 52
DEBITS 10
SAME 37
DOWN 0
ADDS 10

197/4 83% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/21 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

12/10/10 51% National Summary
UP 52
DEBITS 10
SAME 37
DOWN 0
ADDS 10

11/11/11 41% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/21 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

11/11/11 41% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/41 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

HOWARD JONES
You Know I Love You... Don't You
LP: One To One (Elektra)
Regional Summary
UP 10
DEBITS 38
SAME 25
DOWN 0
ADDS 18

11/11/11 41% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/41 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

11/11/11 41% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/41 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

11/11/11 41% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/41 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

11/11/11 41% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/41 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

11/11/11 41% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

104/41 44% National Summary
UP 152
DEBITS 7
SAME 23
DOWN 11
ADDS 4

STACY LATTISAW
Nail It To The Wall (Motown)
LP: Take Me All The Way
Regional Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

MADONNA
True Blue (Sire/WB)
LP: True Blue
Regional Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

6/11/4 26% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

181/18 80% National Summary
UP 217
DEBITS 28
SAME 48
DOWN 0
ADDS 18

23/21 87% National Summary
UP 16
DEBITS 9
SAME 22
DOWN 0
ADDS 14

CONTEMPORARY HIT RADIO

BREAKERS

DURAN DURAN

Notorious (Capitol)

83% of our reporters playing it. Moves: Up 14, Debuts 76, Same 34, Down 0, Adds 74 including Z100, B94, KEGL, 93FM, WNCI, WKTI, KPKE. See Parallels, debuts at number 38 on the CHR chart.

GENESIS

Land Of Confusion (Atlantic)

71% of our reporters playing it. Moves: Up 16, Debuts 46, Same 39, Down 0, Adds 68 including WKSE, PRO-FM, Z93, B97, Y108, KMJK, KPLZ. See Parallels, debuts at number 40 on the CHR chart.

TALKING HEADS

Wild Wild Life (Sire/WB)

62% of our reporters playing it. Moves: Up 68, Debuts 19, Same 22, Down 1, Adds 37 including 93FM, KPKE, KZZP, KMJK, KWSS, KNBQ. See Parallels, moves 39-32 on the CHR chart.

NEW & ACTIVE

BILLY OCEAN "Love Is Forever" (Jive/Arista) 136/43

Moves: Up 29, Debuts 29, Same 37, Down 0, Adds 43 including WBEH, KRBE, KHTR, KHS, KKRZ, KMJK, FM102, WTC, Y100 33-29, KPLZ 35-29, WNYZ 38-30, WKSI 34-27, WAPE 28-18, I94 24-18, WOCM 38-27.

TRUMP "Somebody's Out There" (MCA) 133/5

Moves: Up 78, Debuts 12, Same 35, Down 3, Adds 5, KNBQ, WINK, KWES, KTUX, WNCX, PRO-FM 14-9, KRBE 31-26, O100 35-27, WAMX 23-18, K98 18-13, WKYC 37-32, WKOD 13-10, WKAU 34-30, WFRN 32-26, 100KH 10-6. See Parallels, moves 37-35 on the CHR chart.

GLASS TIGER "Someday" (Manhattan) 127/50

Moves: Up 5, Debuts 26, Same 39, Down 1, Adds 56 including WKXS, WKSE, WCAU, WAVA, KEGL, 95HZ, Y100, WNNZ, WFSR, WLOL, KPKE, Y108, CKOI 13-9, WSSX 35-31, WKDD 40-37.

ELTON JOHN "Heartache All Over The World" (Geffen) 121/10

Moves: Up 52, Debuts 22, Same 37, Down 0, Adds 10 including WKTI, WROQ, WANS, 990TX, KF95, KY90, KSMB, Y94, WKXS 33-27, WKSE 32-25, WPHD 37-31, WERZ 31-24, WKRC 38-33, KZZB 37-31, WKZ 33-28.

JANET JACKSON "Control" (A&M) 116/57

Moves: Up 11, Debuts 17, Same 31, Down 0, Adds 57 including B104, WKXS, PRO-FM, WNNZ, WMM5, 92X, WERZ, 93Q, WRON, KCAO, B96 38-26, K5103 33-24, WLAN 35-28, WSSX 34-29, WPOW 30-26.

KANSAS "Ah I Want You" (MCA) 111/40

Moves: Up 10, Debuts 22, Same 39, Down 0, Adds 40 including WBEH, WKSE, KRBE, WMM5, FM102, WWSR, WRCK, B106, K98, G106, 94Z, KWK 35-32, KAY107 39-34, 100KH 40-33, KBM 34-31.

KDOL & THE GANG "Victory" (Mercury/PolyGram) 104/41

Moves: Up 7, Debuts 19, Same 37, Down 0, Adds 41 including WKXS, B97, WLOL, K5103, WFLY, WERZ, 93Q, WFMJ, WKZL, WGRD, KOKO, O107 40-32, B96 40-34, WTTG 33-28, KYNO 39-33.

BEN E. KING "Stand By Me" (Atlantic) 104/21

Moves: Up 55, Debuts 10, Same 17, Down 1, Adds 14 including CFTR, 93FM, 95HZ, Z95, 92X, KKRZ, RI-104, KDON, Z100 25-18, B94 14-10, KEGL 6-3, KBQ5 7-5, KHS 10-8, WKBS 17-9, O102 12-9. See Parallels, debuts at number 33 on the CHR chart.

TIMBUK3 "The Future's So Bright I Gotta Wear Shades" (IRS/MCA) 103/28

Moves: Up 22, Debuts 14, Same 29, Down 0, Adds 28 including WKSE, WMM5, WLOL, Y108, FM102, KPLZ, WPST, WLRS, KFV, 940 33-26, KRBE 24-19, KZOU 30-25, KTUX 37-26, WFSX 35-20, WPFM 36-29.

DAVID & DAVID "Welcome To The Boomtown" (A&M) 103/14

Moves: Up 43, Debuts 6, Same 40, Down 0, Adds 14 including Z94, WPST, WBCY, WNOX, WNCX, WGRD, Z104, WPHD 9-7, WMM5 21-17, KDWB 28-23, O100 32-26, WLRS 29-24, WKDD 21-12, WEAQ 18-14, WPFM 7-3.

POLICE "Don't Stand So Close To Me '88" (A&M) 100/10

Moves: Up 33, Debuts 12, Same 45, Down 0, Adds 10, PRO-FM, WFLY, WROQ, WNCX, WDX, WZYQ, 100KH, WJMX, Y94, 99KQ, WBEH 37-28, WPHD 29-23, KPLZ 26-30, WERZ 38-31, 99P9Y 40-33.

WHAM! "Where Did Your Heart Go" (Columbia) 97/6

Moves: Up 40, Debuts 12, Same 38, Down 1, Adds 6, O107, WSSX, WNCX, SL96, Y97, OK95, WKXS 23-17, WCAU 38-31, KPLZ 39-32, WERZ 38-35, WKEE 28-22, WQFM 33-27, BJ105 27-24, KITV 20-16, KTUX 29-23.

POINTER SISTERS "Goldmine" (RCA) 96/49

Moves: Up 6, Debuts 9, Same 32, Down 0, Adds 49 including WKXS, WCAU, PRO-FM, B97, 92X, WLOL, KMEL, WSPK, 93Q, WJX, KTVS, 94TX 14-11, WCYZ 18-10, FM102 9-5, KANZ 11-8, 94TX 20-18, KYNO 38-28.

GREGORY ABBOTT "Shake You Down" (Columbia) 95/27

Moves: Up 31, Debuts 14, Same 23, Down 0, Adds 27 including 93FM, WHYY, KBEO, KHTR, KPKE, KZZP, KKKR, KMEL, B106, WFRQ, Z100 11-8, 94Q 31-19, Y100 9-4, WROO 10-5, WKXZ 9-11.

MIDNIGHT STAR "Midas Touch" (Solar/Elektra) 77/11

Moves: Up 34, Debuts 5, Same 25, Down 2, Adds 11 including KZZB, G105, KBOS, 103CR, O104, O101, WBSX, KF9X, WKXS 30-21, WCAU 14-11, WCYZ 18-10, FM102 9-5, KANZ 11-8, 94TX 20-18, KYNO 38-28.

FIVE STAR "Can't Wait Another Minute" (MCA) 70/0

Moves: Up 28, Debuts 3, Same 21, Down 8, Adds 0 including KBEO 28-24, WLOL 36-30, KWSS 13-10, WTTG 23-19, WSPK 9-8, KX106 28-25, WSSX 12-10, WJX 21-17, WPOW 6-5, KBFM 17-11, KTUX 26-18, WDLX 26-19, I94 13-11, KLUC 20-14, WPFM 36-29.

STACY LATTISAW "Hail To The Walt" (Motown) 61/14

Moves: Up 18, Debuts 9, Same 22, Down 0, Adds 14 including WKMA, KKRZ, WSPK, WKOB, WSSX, WFMJ, Y108, WNCX, WKSE 37-33, B96 30-28, KHTR 33-30, FM102 24-20, I94 25-19, WCAU 34-30, OK95 39-34.

TEMPTATIONS "Lady Soul" (Gordy/Motown) 60/4

Moves: Up 24, Debuts 3, Same 29, Down 0, Adds 4, WFLY, KATZ, OK95, WKXS 32-26, WCAU 37-29, Y100 18-12, WCYZ 27-22, WHYY 23-18, WCYZ 18-10, FM102 9-5, KANZ 11-8, 94TX 20-18, WBSX 37-31.

ANDY TAYLOR "When The Rain Comes Down" (MCA) 59/11

Moves: Up 7, Debuts 8, Same 20, Down 0, Adds 11 including WKXS, O100, WCKN, WNCX, KZIO, KIKX, KBOS, WZYP, O101, WSP, KWK 26-23, KX106 26-21, WKOB 32-29, KY90 28-25, KZZU 37-30.

MIAMI SOUND MACHINE "Falling In Love (Uh-Oh)" (Epic) 55/25

Moves: Up 5, Debuts 6, Same 19, Down 0, Adds 2 including WKSE, B94, KHS, K5103, WNNK, WDX, WPOW, WBAM, WOLK, KFV, 99KQ, Y100 35-30, WTTG 34-31, BJ105 37-34.

BEACH BOYS "California Dreamin'" (Capitol) 52/1

Moves: Up 23, Debuts 2, Same 20, Down 1, Adds 11 including WNCX, WPHD 30-27, PRO-FM 19-15, O102 16-9, K104 15-10, WKX 28-25, KYIS 29-29, KZZU 19-14, O100 22-16, 95XIL 20-11, KCOR 29-25, KDVV 39-36, KBQ2 27-24, KWNZ 23-17, SL96 33-30.

MOST ADDED

DURAN DURAN (74)
GENESIS (68)
JANET JACKSON (57)
GLASS TIGER (58)
POINTER SISTERS (49)
BILLY OCEAN (43)
KOOL & THE GANG (41)
SURVIVOR (41)
KANSAS (40)
TALKING HEADS (37)

MOST ACTIVE

TRUMP (87)
ELTON JOHN (74)
BEN E. KING (64)
BILLY OCEAN (58)
WHAM! (51)
DAVID & DAVID (49)
TIMBUK3 (46)
GREGORY ABBOTT (45)
POLICE (45)
MIDNIGHT STAR (37)

HOTTEST

BOSTON (172)
MADONNA (163)
BON JOVI (102)
HUMAN LEAGUE (101)
PETER DINKEL (87)
CAMEO (85)
ORAN "JUICE" JONES (59)
EDDIE MONEY (58)
HUEY LEWIS & NEWS (53)
CYNDI LAUPER (51)

Most Active = Ups + Debuts — Downs

SIGNIFICANT ACTION

RUN D.M.C. "You Be Wit'" (Profile) 46/11

Moves: Up 15, Debuts 8, Same 12, Down 0, Adds 11, Z100, KRBE, KWSS, WKOB, WHYY, KBFM, KWES, KBOS, KCAO, WFXK, 99KQ, Y100 19-15, FM102 1-1, KMEL 7-5, WFMJ 30-20, KITV 4-3.

CARLY SIMON "Coming Around Again" (Arista) 39/17

Moves: Up 10, Debuts 5, Same 7, Down 0, Adds 17 including B104, WBEH, O107, WAVA, WKRZ, WNOX, FM100, WKPE, B98, K104 39-36, WLAN 34-28, KIK 34-28, OK100 33-27, 95XIL 31-27, O104 11-8.

SAMANTHA FOX "Touch Me (I Want Your Body)" (Jive/RCA) 39/9

Moves: Up 8, Debuts 5, Same 17, Down 0, Adds 9, CKOI, WSPK, WROQ, WRON, KIKX, KBOS, WKPE, KISR, Z103, KMEL 28-26, WKOB 24-19, KZOU 37-29, KX106 35-25, WKSF 37-32.

BENJAMIN ORR "Stay The Night" (Elektra) 38/20

Moves: Up 5, Debuts 2, Same 11, Down 0, Adds 20 including PRO-FM, 94Q, WERZ, WQFM, WINK, KZIO, K5ND, WPHD 4-4, 95NZ 27-24, WRSR 4-0, WMM5 38-32, KWK 33-31, WKDD 38-22, KZZU 34-28.

BANANARAMA "More Than Physical" (London/PolyGram) 36/0

Moves: Up 6, Debuts 3, Same 27, Down 0, Adds 0 including CKOI on, KRBE on, Y100 on-dp, B97 23-21, WMM5 on, KZZP on, KMEL 28-26, WKOB 24-19, WSSX 35-31, WSSX 35-31, WSSX 35-31, WSSX 35-31.

BERLIN "Lita Flame" (Geffen) 35/4

Moves: Up 8, Debuts 0, Same 23, Down 0, Adds 4, Z95, WNCX, WQCM, O101, WPHD 31-25, CKOI on, WRSR on, WMM5 on, KWK 29-25, WKDD 32-31, KCAO 33-28, KZZU 38-32, WGAN 33-30, KSMB 38-32, WKDD 32-30.

LABAN "Love in Siberia" (Crisque) 34/6

Moves: Up 6, Debuts 2, Same 18, Down 0, Adds 8, WPHD, O100, 93Q, KITV, I94, KQIZ, O101, KZFN, WKXS d-35, WBEH 33-32, KRBE 40-38, WERZ 33-28, WKRZ 38-33, KF95 29-25, 95XXX 34-29.

CINDERELLA "Nobody's Fool" (Mercury/PolyGram) 32/7

Moves: Up 5, Debuts 1, Same 19, Down 0, Adds 7, PRO-FM, KTUX, WKZ, 100KH, WKSF, WAZY, 99KQ, WCAU 39-33, O100 38-29, WPST 35-30, WRON d-32, KOZE 27-19, OK95 38-35.

PAUL YOUNG "Some People" (Columbia) 31/18

Moves: Up 0, Debuts 0, Same 12, Down 0, Adds 15 including WMM5, KMJK, WERZ, WNNK, WAMX, WQFM, WPST, 99DTX, KMT, KSNB d-30, WJAD, 99KQ, KMT.

BAD COMPANY "This Love" (Arista) 28/1

Moves: Up 10, Debuts 2, Same 15, Down 0, Adds 1, KZZU, PRO-FM d-35, WMM5 40-38, KWK 24-21, K104 31-26, WAMX 17-11, WKOB 23-20, WRON 31-24, OK100 37-25, 95XIL d-33, O104 38-34, WBSX 30-24, Y94 22-16.

EURHYTHMICS "I Wanna Dance with Somebody" (RCA) 27/10

Moves: Up 3, Debuts 2, Same 14, Down 0, Adds 10, WERZ, WROQ, WNOX, WBAM, 100KH, KQZ, KISR, KMAN, WBSX, KMT, KSNB d-30, WJAD, 99KQ, KMT.

STEVE MILLER BAND "I Want To Make The World Turn Around" (Capitol) 26/12

Moves: Up 2, Debuts 1, Same 11, Down 0, Adds 12, WPHD, WMM5, KWK, WAMX, WDX, WNOX, K5ND, KY90, 100KH, WGAN, WYBS, WDBR, WRSR 40-36, WOKI 38-34, OK95 6-39.

JESSE JOHNSON featuring BLY STONE "Crazy" (A&M) 26/1

Moves: Up 7, Debuts 5, Same 12, Down 0, Adds 1, WPHD, WNCX, WPHD on, B94 28-21, PRO-FM on, O107 29-25, Z93 23-21, O105 30-23, KWOD on, WKSI 38-36, WMM5 30-28, WABB 4-30, Y108 36-34, WKZ 29-26, O104 9-38.

COMMODORES "Go! To The Bank" (Polydor/PolyGram) 24/7

Moves: Up 3, Debuts 1, Same 13, Down 0, Adds 7, KDWB, WKRZ, WNCX, 99DTX, KMXX, KRQ, KZOO, WKXS on, WKSE on, Y100 on, B96 38-32, KMEL 33-29, WTTG 32-30, KAMZ on-dp, KHTZ d-34.

MONKEES "Daydream Believer" (Arista) 24/2

Moves: Up 3, Debuts 2, Same 13, Down 0, Adds 12, WPHD, WNCX, WPHD on, B94 28-21, PRO-FM on, O107 29-25, Z93 23-21, O105 30-23, KWOD on, WKSI 38-36, WMM5 30-28, WABB 4-30, Y108 36-34, WKZ 29-26, O104 9-38.

NANCY MARTINEZ "For Tonight" (Atlantic) 23/7

Moves: Up 11, Debuts 0, Same 4, Down 1, Adds 7, KZZP, WRCK, WKOB, WSSX, KBOS, KDON, WAZY, Y100 22-19, KMEL 6-4, KANZ 13-10, KEZB 7-6, WPOW 4-2, KITV 11-10, KMXX 8-6, I94 20-14.

CHICAGO "Whip It" (Mercury/PolyGram) 22/22

Moves: Up 0, Debuts 0, Same 13, Down 0, Adds 22 including WKXS, WKSE, PRO-FM, 95NZ, 92X, O100, WRCK, WNOX, WKSI, WZFE, WJAD, KMAN, WAZ, KBOZ, KBM.

JOAN JETT & THE BLACKHEARTS "Good Music" (CBS Associated) 20/2

Moves: Up 7, Debuts 1, Same 10, Down 0, Adds 2, Z95, KPKE, WKXS 34-28, WKSE on, PRO-FM 27-22, WMM5 on, KDWB d-40, WFLY on-dp, K104 28-27, WLRN on, KIK 33-31, KIKX on-dp, OK100 32-22, 95XIL 38-34, KBM 37-34.

FREDDIE JACKSON "Tasty Love" (Capitol) 16/6

Moves: Up 4, Debuts 0, Same 8, Down 0, Adds 4, KRBE, WROQ, KCAO, WOCM, KMAN, PRO-FM on, WCYZ 36-31, FM102 on, WCKN on, WPOW 20-17, KBFM 37-32, WDLX d-31, WCGO d-30.

STONE FURY "Let Them Talk" (MCA) 14/5

Moves: Up 2, Debuts 1, Same 8, Down 0, Adds 5, WPHD, WERZ, WKSI, KBOS, WDBR, KWOD on-dp, K104 36-32, WKRZ on, WRON 34-31, KIKX on-dp, OK100 d-35, 95XIL on, WBSX on, 99KQ on-dp.

MICHAEL McDONALD "Our Love" (WB) 14/8

Moves: Up 0, Debuts 0, Same 8, Down 0, Adds 8, WERZ, 95XIL, WDBR, KHTZ, KBM, K104 on, WANS on, WKZL on-dp, KZZU on, OK100 on, KQIZ on, WJAD on, KKAZ on, KOZE on.

PAUL SIMON "Graceland" (WB) 13/13

Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 13, 94Q, WRSR, WBBO, WBCY, KYIS, K5ND, KY90, O101, WSP, KOZE, KMT, KSNB, OK95.

BILLY VERA & THE BEATERS "At This Moment" (Rialto) 12/7

Moves: Up 2, Debuts 1, Same 12, Down 0, Adds 7, B104, KBEO, WKOD, KATD, 103CR, WCL, KKRZ d-33, WKEE 24-17, I94 5-1, KOMO d-29, KY90 on.

DAVE ADAMS "Dancing In My Sleep" (Elektra) 12/1

Moves: Up 2, Debuts 1, Same 7, Down 1, Adds 1, Y106, K104 on, WNNK on, WROQ on, G105 17-14, WANS on, WQUT on-dp, OK100 d-38, 95XIL 37-35, WJAD on, KLLS on.

HOWARD HEWETT "I'm For Real" (Elektra) 11/2

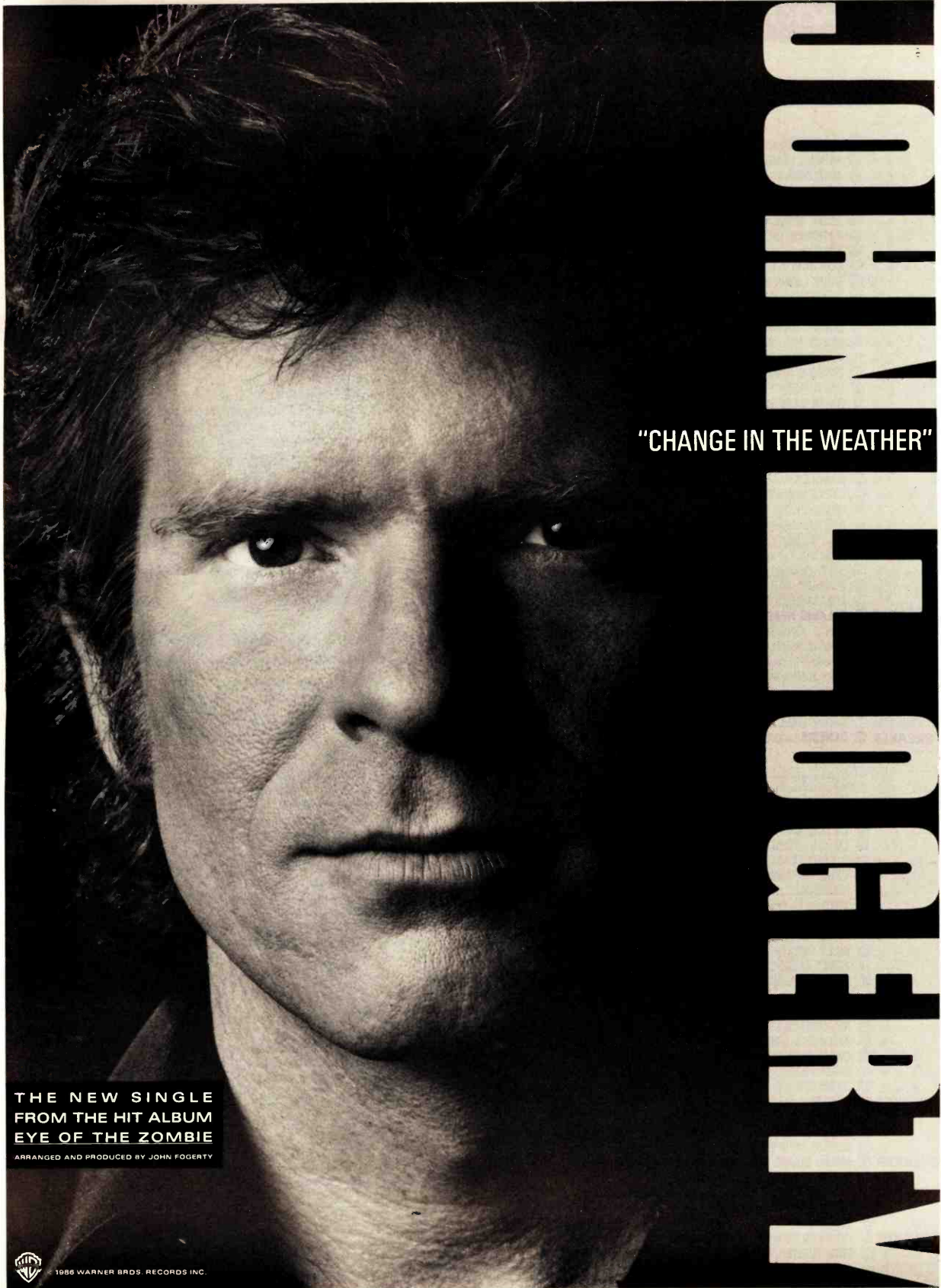
Moves: Up 4, Debuts 1, Same 4, Down 0, Adds 2, WKES, KHTZ, Y100 on, FM102 20-17, WERZ on, KAMZ on, KITV 28-26, WKZL 25-21, KF95 d-32, KKKK 27-24.

LUTHER VANDROSS "Stop To Love" (Epic) 10/10

Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 10, B104, WKES, Z93, Y100, WCYZ, WBBO, KTUX, WJAD, KTRZ, KKAZ.

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist/label (label) designation indicate the total number, how many added or for the first time this week. Moves indicate the type of action this week. Up for upward chart movement. Same for sideways or continued unchanged activity. Down for downward chart activity, and Adds for the number is including of individual station activity. Complete activity can be found in the Parallels.

NOTE: Records that lack the required 80% of our CHR reporters to be added as Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay 40 CHR Rotation Criteria — Fulltime Adds and/or One-time plays in a 24-hour period, three of them before midnight. Departed Adds and/or One-time plays in a 24-hour period, both of them before midnight.



JOHN FOGERTY

"CHANGE IN THE WEATHER"

THE NEW SINGLE
FROM THE HIT ALBUM
EYE OF THE ZOMBIE

ARRANGED AND PRODUCED BY JOHN FOGERTY



1986 WARNER BROS. RECORDS INC.