

I N S I D E :

RADIO BUSINESS: NOBLE ACQUISITION EFFORTS

R&R's new expanded Radio Business section spotlights Noble's current buying spree, along with the KIFM buyout plan, FCC actions, and the latest transaction activity, including a handy summary of the week's station exchanges.

Page 10

KTTL THROWS IN TOWEL

The controversy over "hatemonger" station KTTL/Dodge City finally ends, as the ownership surrenders the license to a challenger for a \$10,000 payment.

Page 14

POLLACK WARNS AGAINST AOR OLDIES ABUSE

Consultant Jeff Pollack cautions against a quick burnout of AOR oldies, and covers numerous other topics of AOR interest in a detailed interview with Steve Feinstein.

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IN THE NEWS THIS WEEK

- Jeff Ayeroff, Jordan Harris co-Managing Directors of new Virgin US operation
- Michael Johnson VP at EMI America
- Andy Allen AOR Director for Island
- Joni Challenger GM, Jan Harris Station Mgr., Mary Noel LSM at WFOG
- Paul Lovelace VP at Capitol/EMI Nashville
- Laura Morris Director/News & Programming at KTRH
- Chuck Schwartz GM, Cliff Winkler GSM at WWDB
- William B. Williams, James Blakely die
- Jay Robbins PD at KBUC
- KZZC goes "Pure Gold"
- John Sebastian closes consultancy
- Howard Schwartz GM at WTMG
- Sam Sutherland VP at Windham Hill
- Lou Silas VP at MCA
- Jack Daniel PD at WBCY
- Mark McKay PD at WHLY

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MOTOWN BOWS TWO-FOR-ONE CDs

New approaches to fulfilling the compact disk's apparently vast potential are surfacing, with Motown utilizing its increased time capacity to offer two albums on a single CD for the price of a single CD.

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COLLECTIONS: THE REAL BOTTOM LINE

KRTH-AM & FM Controller Vytas Paskus shows where the pitfalls lie in receivables and the rewards in collections, and how this affects your cost of sales.

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NEXT WEEK IN R&R

Lon Helton reports the events on his Road to Nashville, a radio tour of the Southwest.

Newsstand Price \$5.00



Gannett Slates New Missouri PD Lineup

Mainelli To KCMO, Hallam KBKC, Morgan KSD



Ron Morgan

In simultaneous appoint-



Dene Hallam

ments at Gannett's properties in Missouri, John Mainelli has been named PD at News/Talk/Sports outlet KCMO/Kansas City, while Dene Hallam, former PD at crosstown AC KUDL, takes over as PD for KCMO's Urban Contemporary sister station KBKC. Skip Stow, an Oklahoma City sales veteran with experience from KLTE, KOFM, and KEBC, fills the vacant KCMO & KBKC GSM chair. Across Interstate 80 at KSD (KS94)/St. Louis, former OM/morning man Ron Morgan

GANNETT/See Page 4

Fiddick Becomes New Heritage Radio President

After eight years with Multimedia, Radio Division President Paul Fiddick has accepted the new post of Radio Division President for Des Moines-based Heritage Communications, a major cable TV and television station operator which is presently acquiring the assets of Rollins Communications. Among its cable TV business and other holdings, the Rollins package includes KDAY/Los Angeles, WBEE/Chicago, WRAP/Norfolk, WAMS/Wilmington, and WCHS & WBES/Charleston, WV. Fiddick will move from Cincinnati to Heritage's Des Moines headquarters in September.



Paul Fiddick

Milwaukee between 1976-80 after four years in sales there. "I have benefitted tremendously from working with (Multimedia Broadcasting Division President) Jim Lynagh," Fiddick told R&R. "One could not hope to have a more terrific boss. The attraction with Heritage is an entrepreneurial one: being able to build a radio company literally from scratch. I'm very impressed with Heritage and excited about its commitment to buying more radio properties over the next few years."

KMMG 'MAGIC 61'

KFRC Segues To 'Classic MOR'

After 20 years as a CHR, KFRC/San Francisco has switched to a "Classic MOR" approach. The change will come about Monday (8-11) without fanfare or special tributes to the RKO AM mainstay's former format.

The move was designed to bring KFRC "more into line with the people who are still using the AM band," according to VP/GM Jim Smith. The new presentation will feature new calls, KMMG (pending FCC approval), and the station plans to call itself "Magic 61." Backed by a sizable advertising campaign, the format will feature core artists such as Frank Sinatra, Tony Bennett, Ella Fitzgerald, Nat "King" Cole, Perry Como, Dean Martin, and others '40s and '50s artists.

Discussing the switch from the KFRC calls, which the facility has had since it was licensed and put on the air in September 1924, Smith said "These legendary calls of 62 years have served us well, but we had to put our emotions aside, as it would be a real uphill battle to remarket KFRC with such a radically different product surrounding them.

"We are all looking at this change in a positive light, not as a last-resort option," Smith continued. "It's a move made with strength and conviction, much as WRKO/Boston did when it went News/Talk. Today it is

KFRC/See Page 12

Cody PD At KMET



Frank Cody

Frank Cody has been named PD at KMET/Los Angeles, taking over later this month from Larry Bruce, who resigned last Wednesday (7-30).

Cody had been Director Of Programming for the Source and NBC Radio Entertainment. He programmed crosstown AOR KLOS from 1978-1979. He's been with NBC since 1981, joining the Source as Affiliate Consultant and then being upped to Director/Affiliate Relations & Program Development in '82, Director Of Programming in '83, and adding responsibilities for NBC Radio Entertainment when it was created last year.

Cody's 23 years in radio also include two stints as PD of KBPI/Denver and a corporate PD post with KPBI parent Sandusky. Ironically, he started at an Albuquerque station that had the call letters KLOS at the time.

KMET, the market's dominant AOR in the late '70s and early '80s, has suffered declining ratings recently; it hasn't beaten KLOS since winter '84.

CODY/See Page 4

Rhone VP/GM Black Music At Atlantic

Sylvia Rhone has been appointed VP/GM of Black Music Operations at Atlantic. She's been the division's Director/National Promotion for the past 13 months.

Rhone assumes responsibility for all aspects of black music released by Atlantic, Atco, and custom labels. She reports to Executive VP/GM Dave Glew, and succeeds Hank Caldwell, who has left for Dick Griffey's Solar organization.

Prior to joining Atlantic last year, Rhone was Director of Marketing/Special Markets at Elektra/Asylum from 1983-85. Before that, she was E/A Northeast Regional Promotion Manager/Special Markets for



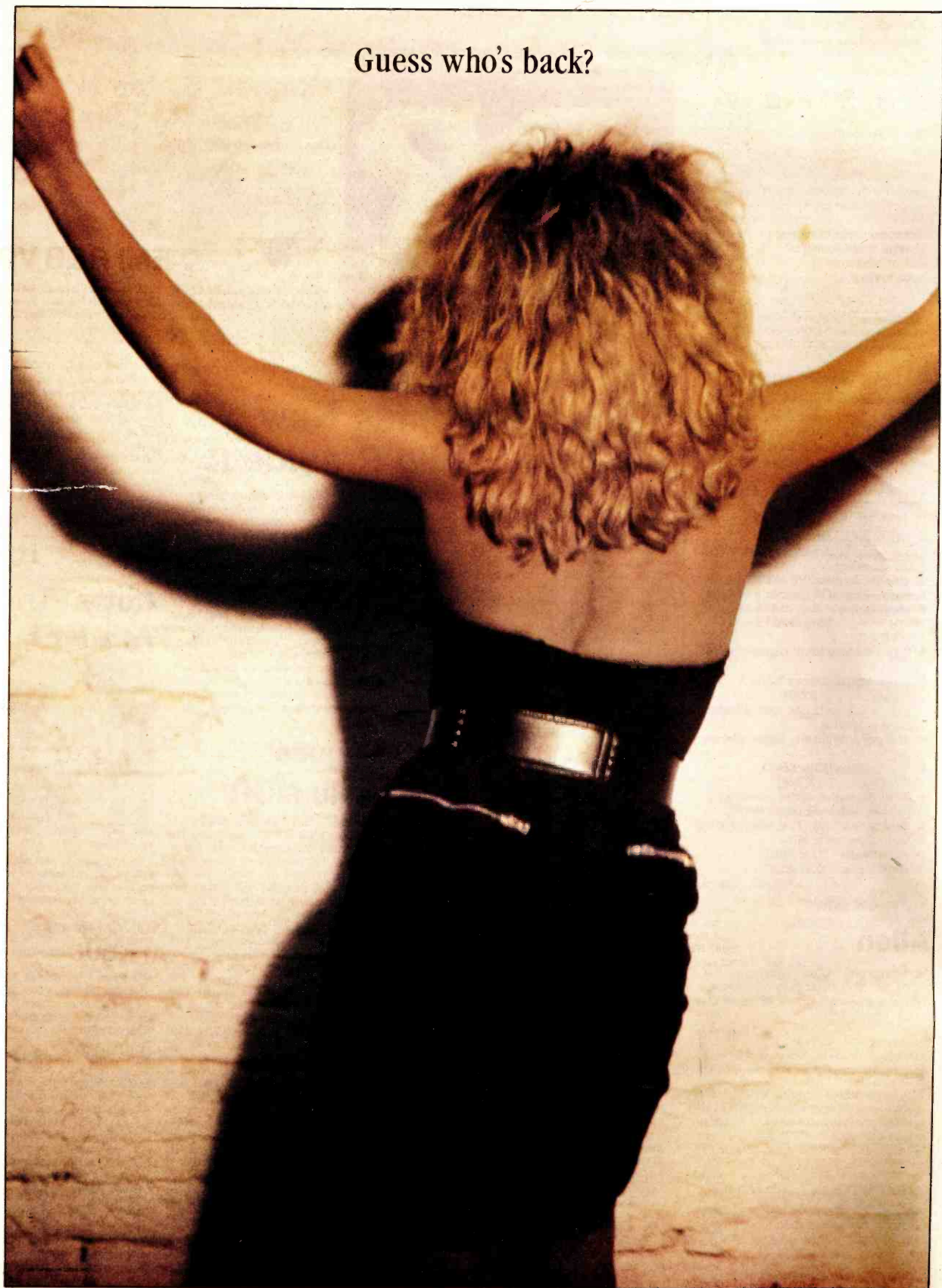
Sylvia Rhone

three years. Rhone's background also includes promotion posts at Ariola, ABC, and Budah.

Atlantic President Doug Mor-

RHONE/See Page 12

Guess who's back?



AUGUST 8, 1986

THE WOMEN OF CHR

CHR Assistant Editor **Yvonne Olson** takes a long look at the current achievement level of women in the format, with some interesting viewpoints from top female executives and some rather disturbing findings on the format's lack of programming opportunities.

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U.S. OPERATIONS REACTIVATED

Ayeroff, Harris Run Virgin U.S.

Virgin Records is being reactivated as an American record company, and Jeff Ayeroff and Jordan Harris have been appointed its co-Managing Directors.

Ayeroff moves from VP/Director of Creative Marketing at Warner Bros., and Harris switches from VP/A&R at A&M. Neither executive was available for further comment on the Virgin plans, but the company is expected to begin operations in September from Los Angeles. A pressing and distribution deal with a branch major is also anticipated.

Ayeroff leaves WB at the end of the month, while Harris has already departed A&M. According to A&M President Gil Friesen, the company's Director/Film Music, David Anderle, will act as interim head of A&R activities until a new appointment is made. Warner Bros. had no comment on Ayeroff's exit.



Jeff Ayeroff



Jordan Harris

Harris has been with A&M for the past ten years, graduating from product management to A&R. Ayeroff has held his WB slot for the past three years. Previously, he served in various marketing, creative services, and product management posts at A&M.

Richard Branson, founder of Britain's Virgin Group, has been plan-

ning a return to the US market for the past two years. Virgin existed as a label from approximately 1979-80, based in New York, with distribution via Atlantic. Most of the company's major acts, however, were then - as now - licensed to other US outlets, including Epic (Culture Club) and VIRGIN/See Page 8

CHALLENGOR, HARRIS, NOEL NAMED

WFOG Sets New Management Team



Joni Challenor



Mary Noel



Jan Harris

At JAG Communications' AC/Easy Listening combo WLPM & WFOG/Norfolk, GSM Joni Challenor has been elevated to VP/GM, while three-year Business Manager Jan Harris moved up to Station Manager. Also, Mary Noel, a former AE at nearby WHRO and WNVZ who earlier was GSM and VP/Sales at crosstown WNOR-AM & FM, has joined WFOG as Local Sales Manager.

Challenor, 29, has been with WFOG for six years, having previously been an AE at WNVZ. "I've always had the career goal of being GM by the time I turned 35. Attaining this six years ahead of schedule must mean I'm doing something right. We're an incredible team, and are fast and forward thinkers. My objective is to be a catalyst for these people so we can continue to be innovative."

Of Noel and Harris, Challenor

added, "I'm pleased to have Mary and Jan as integral players on the team. We complement one another

by contributing very different ideas to the overall efforts of the station."

Schwartz GM, GSM At WWDB

After years of delays, Ragan Henry's NEWSystems Group last week finally assumed control of WWDB/Philadelphia. NEWSystems' Radio Division President Chuck Schwartz immediately took on additional duties as GM.

Schwartz said NEWSystems plans to retain the Talk format of WWDB, one of only two fulltime FM Talk stations in the country.

Denying persistent rumors that the company will immediately sell WWDB for well over the \$5.99 million it paid, Schwartz commented, "We're Philadelphians. We've listened to the station. We're really happy to have a flagship station here."

Schwartz joined NEWSystems in 1980, after a nine-year CBS career SCHWARTZ/See Page 8

MCDOWELL, WILLIAMS UPPED

Lovelace Capitol Nashville VP/Promotion

Capitol/EMI America/Nashville Director National Country Promotion Paul Lovelace has been upped to VP/National Country Promotion. Lovelace joined the company in 1982 from MCA's Los Angeles Country division. He was earlier VP for 20th Century Records.

Southwest/West Coast Promotion Manager Gerrie McDowell will be relocating to Nashville in the new position of National Promotion Manager. McDowell, who is already assuming radio and retail marketing duties, will be in Nashville as of Sept. 1. McDowell first moved to Nash-



ville in 1980 as Director of National Country Promotion for Liberty, then moved to Dallas in a regional LOVELACE/See Page 8



Michael Johnson

Johnson EMI R&B VP

EMI America Director/National R&B Promotion Michael Johnson has been elevated to VP/R&B Promotion. He joined the label in January from CBS.

Johnson continues to report to label VP/Promotion Dick Williams, who commented, "Michael has not only won the respect of our entire staff, but of the radio community as well. In his new post, he'll have the necessary tools to break the many black artists signed to EMI, or who are in the process of joining the roster."

Johnson stated, "We're at a point in the development and growth of the company that's highlighted by an excellent mix of executive and artistic talent. I look forward to my continuing interaction with our field staff, as well as with Dick JOHNSON/See Page 8

Morris Programs KTRH

Laura Morris has been named to the newly created position of Director/News & Programming at KTRH/Houston. Morris, who was previously OM of the all-News station, will be in charge of all news, talk, and sports programming.

"I believe our continued growth will best be served by combining all the programming functions within one department, under one manager," said Station Manager Michael Packer.

Morris joined KTRH in 1981 as Executive Producer, and then MORRIS/See Page 8

Robbins PD At KBUC

TK Communications, new owner of KBUC-AM & FM/San Antonio, has named former KKYX/San Antonio personality Jay Robbins as PD for the Country outlets.

TK Communications owner John Tenaglia told R&R, "In Jay, we found someone whose thinking and future vision is the same as that of TK Communications' top management." In response to rumors of a format change, Tenaglia said, "Regardless of the gossip and everything else which followed the transition of this station, you're hearing from the horse's mouth that we are staying Country."

The new post is the first programming position for Robbins, who said, "I'm thrilled to have this opportunity with a company that's come such a long way in a short period of time. I look forward to growing with the company."



Andy Allen

Allen Island AOR Director

Andy Allen has been appointed Director/National Album Promotion at Island Records. He was Manager/National Album Promotion East at RCA.

Based at Island's New York headquarters, Allen assumes responsibility for coordinating all national AOR promotion activity, including liaison with the Atlantic/Atco promotion departments. He reports to Island VP/Promotion Bob Catania.

Allen leaves RCA after almost nine years, including five handling local promotion in St. Louis. Previously, he was a store manager with the Camelot Music chain, and worked on-air at KSHE/St. Louis for two years.

William B. Williams Dies At 62

William B. Williams, the longtime New York radio voice who welcomed his listeners with a gentle "Hello world," died last Sunday (8-3) morning of respiratory failure and chronic anemia. He would have been 63 on Wednesday (8-6). Except for a few weeks at WAAT/Newark, Williams (born William Breitbard in Long Island) had spent his entire broadcasting career at WNEW (AM)/New York. WILLIAMS/See Page 8

PD, AIRSTAFF EXIT

KZZC Drops CHR For SMN's 'Pure Gold'

After three and a half years as a CHR outlet, KZZC (ZZ99)/Kansas City has adopted Satellite Music Network's Pure Gold format. The switch, effective August 25, will displace acting PD Greg "Kid" Cassidy and the rest of the airstaff,

with the exception of the news department and air traffic personality Officer Gil.

KCLO & KZZC President/GM Mark Wodlinger said, "We've given everyone four weeks' notice. We'll do whatever we can to assist them in finding new jobs, as this will virtually be an automated operation. The declining teen market is a strong reason for making this move; we can tackle the much larger and lucrative 25-49 market.

"We've had good success with our AM and SMN's Country format. Research has shown that the Pure Gold presentation will work easily here. The only direct competition comes from WHB. When (listeners) have a choice of listening to the same type of music on AM or FM, it will be an obvious choice in our favor."

Gannett

Continued from Page 1

has returned to the AC station in those capacities for his midday position at nearby KMOX. KS94 PD Bill Garcia retains his programming duties.

Although there's been widespread speculation about KBKC's future format direction, newly-appointed KCMO & KBKC VP/GM Don Troutt was reluctant to discuss specifics. He would only say, "While our FM is in a contemporary direction with a 3.5, we're looking to make it more mass appeal." He added that no radical changes are planned at this time.

Mainelli, who left the company for a year, formerly worked at KSDO/San Diego, and also held editorial positions at KCBS/San Francisco and L.A. stations KABC and KFWB. "The trick and challenge is that we have two News/Talk stations here, KMBZ and KCMO," he said. "Unfortunately, they've just grabbed the Kansas City Royals from us.

"In order to combat this, we may have to do some unorthodox things to restore this station to the dominance it once held. We still have the NFL Chiefs, and we're committed to them. It's a bit early to comment on the staff, but there are a lot of strong folks already in place."

Hallam's background also includes programming posts at KBZT/San Diego, WWWV/Detroit, and WHN/New York. "The name Gannett speaks for itself," he told R&R. "It's flattering to be a part of such an awesome programming team. Using the combined knowledge of (VP/Programming) Gerry DeFrancesco and everyone else's expertise, we'll make a careful evaluation of how to best position this station.

"I look forward to teaming up with Don Troutt to maximize the best FM signal in the market."

Morgan had been with KS94 since 1980 prior to joining KMOX last year. His background also includes seven years with KSD (AM), as well as stops at KULF/Houston and WKNR/Detroit. "We put a real nice package together," he said. "It's wonderful to be back... I feel reborn." Addressing KS94's ratings slippage, Morgan continued, "We have to get back to being that AC station we've been for so many years. The market has gotten very competitive."

Schwartz Upped To GM At WTMG

Howard Schwartz has been promoted from Station Manager to GM at TransColumbia Communications' WTMG/Murfreesboro-Nashville.

Said Schwartz, "I appreciate the confidence TransColumbia has shown in me, and I look forward to the upward growth and strength of the station."

Schwartz has been with WTMG as Station Manager since August 1985. He was sales manager prior to its sale to TransColumbia, when the station was WZKS for a year. Schwartz was GSM at WDNC & WDCG/Durham from 1982-84, and was National Sales Manager for Capitol Radio Network in Raleigh from 1979-82.

McKay Programs WHLY

Mark McKay, most recently PD at KBKC/Kansas City, has been named PD at WHLY (Y106)/Orlando. He rejoins VP/Operations Gerry Cagle, with whom he worked at both KBKC and KFRC/San Francisco, and replaces exiting PD J.J. Walker.

Cagle told R&R, "Mark and I are most familiar with each other and I'm most comfortable working with him as PD. He'll be in charge of the day-to-day programming of the station under my direct supervision. Mark's arrival will nearly complete the changes necessary to continue our dominance in the market."

McKay spent over ten years at KFRC, and also programmed WRKO/Boston for a year. "This is kind of a homecoming," he said, "as I attended the University of Florida and got my first big break at WAPE/Jacksonville. Gerry and I work well together because of our contrasting personalities. He's a

jerk and I'm a nice guy, so between the two of us we make up a normal human being. With a station that's solidly number one, you don't go in and fiddle with it. I'm going to do all I can to keep it where it is."

Cody

Continued from Page 1

In the spring Arbitron, it dropped 3.2-2.2 12+ and trailed KROQ's 3.8 and KLOS's 3.4. It faces additional competition from KNAC/Long Beach's hard rock approach, which notched a 1.2 in the L.A. book, and KNX-FM's recent return to a soft AOR mix.

Cody told R&R, "This was a tough decision. The past five years at NBC have been exciting, enlightening, and rewarding. But it's time once again for a change. (KMET VP/GM) Howard Bloom and Metromedia have offered me an opportunity to direct a legendary station in a city that I love.

"What I can bring is stabilization," Cody continued. "I'll help coalesce the direction of the station. Whatever changes have occurred in the past, we mean business when we say we're going to make KMET better than it's ever been before."

Bloom commented, "KMET was solid in programming for many years, and with Frank Cody as PD, KMET will again have that solidity. We've worked with each other since the station affiliated with the Source (in 1982). I have a lot of respect and affection for Frank, and he's made a commitment to the radio station."

Bruce Expands Consultation

Former PD Bruce had joined in January after a long, successful tenure as PD of San Diego AOR KGB. He stated, "It is with mixed emotions that I resign. Increasing demands on my time from an expanded consultancy in Australia, coupled with opportunities in the U.S. to pursue my own interests, make the decision necessary at this time."

When Cody joins, KMET will have its sixth PD in the last three years, and fourth in the last 18 months. Bloom attributes the high rate of PD turnover since longtime PD Sam Belamy departed in '83 to programmers leaving to pursue their own business ventures. "These individuals had other interests, and in most cases made career decisions to go into business for themselves. One programmer (George Harris) started a consultancy, another (Larry Bruce) went back into his. Mike Harrison, who was here for a year and a half, was entrepreneurial and now owns a radio station, while Rich Piombino is doing an incredible job for Westwood One."

Taylor Re-Signs With Columbia



James Taylor has re-signed with Columbia worldwide. Celebrating the occasion are (l-r) manager Peter Asher, CBS Records Division President Al Teller, attorney Nat Weiss, and CBS Records Group President Walter Yetnikoff.

GTR Stars In New York



Arista's GTR played the Beacon Theatre in New York recently, with executives joining them backstage to offer congratulations on their gold LP. Pictured (l-r rear) are RCA-A&M-Arista Dist. President Sal Licata, group's Steve Hackett and Max Barcon, Arista President Clive Davis, group's Steve Howe, Arista VP Abbey Konowitch and Sr. VPs Roy Loft and Don Jenner; (l-r front) Arista VPs Jim Cawley and Phil Quartararo and label's Jay Ziskroot.



WESTWOOD ONE RADIO NETWORKS PRESENT

DON JOHNSON

OFF THE RECORD

with

MARY TURNER

**A ONE-HOUR EXCLUSIVE
INTERVIEW AND PREVIEW
OF HIS GREAT NEW ALBUM!**

Don Johnson recently went into a studio in Miami and recorded "*Heartbeat*," his first album for Epic. He invited some of his friends to play on the record as well. They include Ron Wood, Stevie Ray Vaughan, Bonnie Raitt and Willie Nelson, to name just a few.

Westwood One is proud to present an exclusive, penetrating interview with Don Johnson conducted by Mary Turner. This special one-hour conversation will include cuts from *Heartbeat* as well as Don talking candidly about his life and his music. The program is available in the one-hour format as well as in 10 short-feature segments.

To lock up exclusive rights in your market contact your Westwood One Station Relations Representative at (213) 204-5000 or Telex 4996015 WWONE.



WESTWOOD ONE
RADIO NETWORKS



Sebastian Shuttters Consultancy

John Sebastian, a radio programming consultant since 1981, is dissolving his "New AC" consultancy. Sebastian started in the advisory field after leading WCOZ/Boston to a 12.6 12+ share, a ratings record that still stands for a top-ten-market AOR.

Sebastian, whose earlier programming credits include KUPD/Phoenix, KHJ/Los Angeles, and KDWB/Minneapolis, went on from WCOZ to consult 25 AORs, mostly tightly formatted, research-intensive stations. In 1983, he shifted his interest to a 25+, soft-textured, AOR. "Eclectic-Oriented Rock"

format, which he renamed "The New AC" last March. Lately, Sebastian has been working with six client stations.

"My original concept of eclectic programming," he told R&R, "has been influential in changing AOR into the more adult format it is today, in exposing the hole that 'Classic' stations are filling, in encouraging similarly-programmed stations to focus more successfully and, in some cases, for all intents and purposes, do my format without me. I'm truly gratified that EOR/New AC/Soft AOR, or whatever you want to call it, will now be

a viable format. I expect most, if not all, of my current clients to continue this form of programming for a long time.

"However, I miss the day-to-day involvement of station operations. Frankly, whenever I've had hands-on control of a station, my track record is as good or better than any in the business. Therefore, effective with the end of my obligations to existing clients, I will be pursuing the best possible position I can attain in the radio industry, regardless of market size or format."

Sebastian can be reached at his Scottsdale, AZ office at (602) 951-9029.

Sutherland VP At Windham Hill

Sam Sutherland has been appointed to the newly created post of VP/Managing Director at Windham Hill Productions. He has been Billboard's Los Angeles Bureau Chief for the past five years.

Sutherland will oversee Windham Hill's music and video operations, as principal liaison between its Palo Alto headquarters and its Los Angeles marketing/promotion arm. His responsibilities will include coordination of all phases of project development, and he'll base out of the firm's Hollywood office on the A&M lot.

Meanwhile, VP/Promotion Jeff Heiman has left Windham Hill. No immediate successor has been named. Heiman had been with the company for approximately ten years.

According to Windham Hill President Anne Robinson, Sutherland's post has been created "to address our expanded profile and increased business volume." This is typified by recent WH distribution deals with other labels, she says, including Paul Winter's Living Music Records.

The appointment is also intended to allow Windham Hill's existing marketing team, headed by VP/Marketing & Sales Larry Hayes, to focus more directly on new releases and catalog sales. Hayes and Sutherland both report to Robinson.

Sutherland, who worked for Billboard as an editor in New York from 1972-74, rejoined the publication as L.A. Bureau Chief in late 1980. Previously, he served as West Coast Editor for Record World and Press Relations Manager for Elektra/Asylum.



Jack Daniel

Daniel Upped To WBCY PD

Jack Daniel, acting PD at Jefferson-Pilot's WBCY/Charlotte, has been officially named PD. He assumed the programming reins when Bill Martin exited in May.

Daniel, a former PD of cross-town WROQ and WPEG, told R&R his programming priorities include "getting the ratings up and hiring a great morning show. We're getting close on the candidates and should have it nailed down soon. In the last 18 months we've been inconsistent musically, and I'm looking to stabilize and head in an upward direction."

WBT & WBCY VP/GM Tony Renaud commented, "Jack's done a great job at WBCY in the interim, and I'm backing him up all the way. His skill and familiarity with the city and its people will take us where we need to be."

Whispers' Solar Re-Signing No Secret



The Whispers have signed a new contract with Solar, with whom they've recorded since the mid-'70s. Pictured (l-r top) are Solar Exec. VP Virgil Roberts, group's Nicholas Caldwell, Marcus Hutson, and Leavell Degree, manager Mike Gardner, and Solar VP Peter Van Brunt; (l-r bottom) group's Walter Scott, Solar Chairman Dick Griffey, and group's Wallace Scott.

Mechanics Atlantic Gold



Atlantic's Mike & The Mechanics played New York's Pier and were honored by a label party at which gold awards were presented for the band's first LP. Pictured (l-r) are group's Peter Van Hooke, Paul Carrack, Ashley Mulford, and Mike Ruthford, Atlantic President Doug Morris, manager Tony Smith, and group's Paul Young and Adrian Lee.

Hope Honors Martell



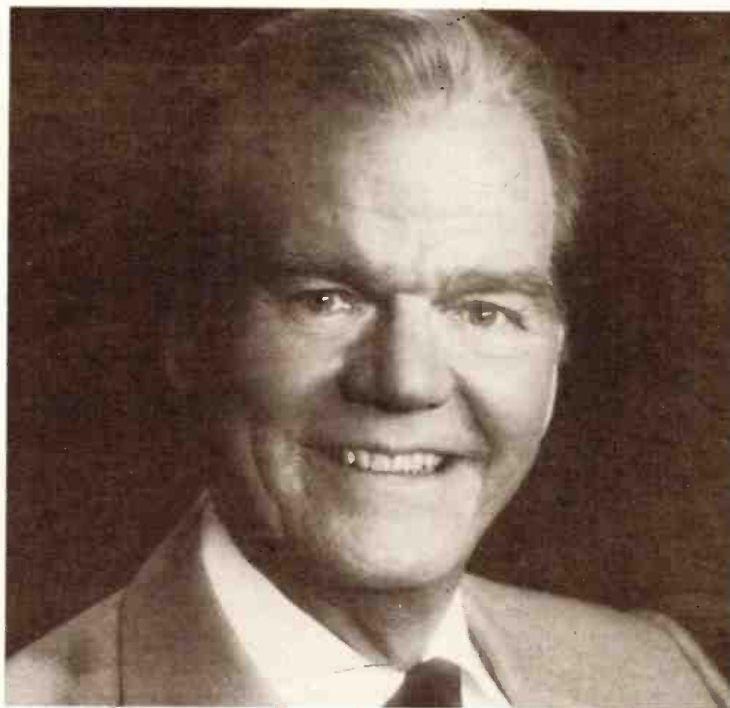
During the fourth annual Children's Miracle Network Telethon, CBS Records Exec Tony Martell (l) was awarded the Bob Hope Humanitarian of the Year Award by Hope himself.

Roberta's Reception At Regine's



At a reception in her honor at New York's Regine's, Roberta Flack announced her recording of the civil rights anthem "We Shall Overcome." Joining Ms. Flack (l) are Atlantic Chairman Ahmet Ertegun (c) and label artist Shannon.

CONGRATULATIONS, PAUL, AGAIN!



On having the
#1 Rated
program
in all of
network radio!*

Paul Harvey News — 8:30a.m. Monday–Friday

And #2* - Paul Harvey News—
12:06p.m. Monday–Friday

And #3* - Paul Harvey News—
11:10a.m. Saturday

And #4!* - Paul Harvey's Rest of the Story
3:06p.m. Monday–Friday

When you're the best, it's win, place and show **AND** show!

abc ABC RADIO NETWORKS

NEWS IN BRIEF

● **GORDON OBARSKI**, VP/GM at WRRM/Cincinnati, adds Supervising Executive duties for recently acquired Susquehanna property WAVE/Sarasota.

● **LARRY WEISS** and **PAUL NEWNHAM** have been promoted to Sr. VP/Operations and VP/Controller, respectively, for WEA. An 11-year company veteran, Weiss had been VP/Operations since 1981. Newnham came to WEA in 1979 as a financial analyst and advanced to Controller in 1984.

● **CHUCK GAUGER** becomes OM at KDON/Saninas-Monterey, CA. Gauger, previously OM at KRML/Carmel, CA, succeeds interim OM **DON VAN CLEAVE**, who returns to his sales position.



Gordon Obariski

● **DENNIS CIAPURA** is the new VP/Technical Operations for San Diego-based Noble Broadcast Group. A former Greater Media VP, Ciapura was President of Starnet Corp., a long distance carrier, yet retains his Director's post with Teknimax Telecommunications.

● **JACK CHUNN**, a former GM at KHTT & KSJO/San Jose and KROW & KNEV/Reno, has joined New Frontier Broadcasting as GM of KBGG-AM & FM/Medford, OR.

● **LEEAN LEWIS**, GM at KEEL & KITTY/Shreveport, has been promoted to VP for parent Multimedia Broadcasting.

● **KRTH-AM & FM/Los Angeles** VP/GM **PAT NORMAN** and **KWAV/Monterey** VP/GM **TERRY GILLINGHAM** have been elected to the Board of Directors for the California Broadcasters Association.

● **JOSEPH BURTON** has been named President/GM at WGLI/Babyton (Long Island) succeeding **ANDREW PETTIT**, who will attend graduate school at USC. Burton arrives from the GSM post at WLIG-TV/Long Island.

● Longtime broadcaster **TERRELL METHENY** has rejoined Multimedia Radio, coming aboard as GM of WWCN/Asheville, NC. Metheny is a former GM at the company's WYNK-AM & FM/Baton Rouge and KAAV & KLPQ/Little Rock, having also managed stations in Cheyenne, Milwaukee, and Beaumont.

Silas MCA VP/A&R Black Music

MCA Director/A&R Black Music Louil Silas has been promoted to VP/A&R Black Music. He becomes responsible for talent acquisition as well as creative activities of artists signed to the label.

Silas has been Director of the department since last October, following three years as MCA West Coast regional rep/black music. In his new post, he reports to Senior VP/Black Music **Jeremy Busby**, who commented, "I'm thrilled that Louil has received this most-deserved promotion. He's responsible for many of the hit sounds that have emanated from our black music department for the past few years."

MCA Records President **Myron Roth** called the appointment a reflection of the "essential contributions" Silas has made to the label's black music division.



Louil Silas

Aside from his A&R activities, Silas has mixed hits for New Edition, Klymaxx, Patti LaBelle, Michael McDonald, and Harold Faltermeyer. He's currently producing former New Edition member Bobby Brown and new MCA act Giorgio.

Williams

Continued from Page 3

Known for his warm, chatty style, Williams had been on the air for over 42 years.

Williams was best known for his 30-year show "The Make Believe Ballroom," which showcased such artists as Perry Como, Ella Fitzgerald, Al Jolson, Lena Horne, and Tony Bennett. He is also credited with dubbing old friend Frank Sinatra the "Chairman of the Board."

For about six months until the spring of this year, when Williams's health made it impossible, he had done his midday program live on Thursdays from the Waldorf Astoria Hotel. "That show will continue to have its imprint," said GM Mike Kakoyiannis, and added, "Williams is an irreplaceable jewel who had transcended all standards of radio broadcasting. His voice will fill our ears and his memory our hearts." The station is now airing special shows and interviews Williams had done over the years as part of a tribute to him.

Williams is survived by wife **Dotie Mack**, son **Jeffrey**, and brother **Rick Ronan**. Memorial service was held last Tuesday (8-5). Contributions in his name to a charity foundation will soon be announced.

Allen

Continued from Page 3

Commented Catania, "With Andy directing Island's efforts at the AOR level, I feel confident of our continued success in breaking new acts like **Danny Wilde** and **Bourgeois Tagg**, while taking established acts like **Robert Palmer** and **U2** to new levels."

Said Allen, "I'm very excited to be associated with Island and Bob Catania. The label has always been known for its musical integrity, and Bob has a very good perspective on promoting and marketing perspective."

Lovelace

Continued from Page 3

capacity in 1982.

Named to McDowell's position in Dallas is **David Williams**, who is promoted from his "utility man" position assisting in Country and pop promotions and publicity in Nashville. Previously with RCA/Nashville in the same capacity, Williams is also a graduate of Middle Tennessee State University's Recording Industry Management Program.

Capitol Nashville Division President **Jim Foglesong** said, "Paul has demonstrated outstanding leadership in assembling and guiding one of country music's most effective promotion teams. His new promotion is certainly well-deserved."

Lovelace told R&R, "My responsibilities remain basically the same. This is a newly-created position for the division; I'm very honored and appreciative."

On her pending return to Nashville, McDowell quipped, "I think it's wonderful they let me come back. The second time's got to be a charm. The company has expanded and is really behind the Country division."

Virgin

Continued from Page 3

A&M (Human League, Simple Minds, OMD).

A publishing wing, Virgin Music, operated in New York at the time of the US label, but switched to an administration deal with Chappell in 1980. The firm reopened in New York in late 1983; GM is **David Steel**. Among those signed to Virgin Music are OMD, Tears For Fears, Pet Shop Boys, ABC, Fine Young Cannibals, and Alison Moyet.

Aside from its recording and music publishing interests, the Virgin Group has divisions involved in record retailing, movies and home video, computer software, recording studios, night clubs and Virgin Airlines. The conglomerate's worldwide annual sales exceed \$300 million.

Schwartz

Continued from Page 3

that ended with a stint as VP/GM at WCAU (AM)/Philadelphia.

Taking over as GSM of the station is former WFIL & WUSL/Philadelphia Local Sales Manager **Cliff Winkler**. He replaces **Gene Vassall**, who has left the station.

Also joining WWDB is the long-time morning personality at sister station WHAT, **Mary Mason**. After a 30-day leave of absence, she's expected to assume an airshift in September, when Schwartz says a new PD from another market will be in place at the station.

Camiolo Sees \$18 Million Value

Former WHAT & WWDB GM **Art Camiolo** remains as GM of WHAT, whose sale from Independence Broadcasting to Mainline Communications is still pending. Camiolo said after the sale is completed, which he predicts in the next few weeks, he plans to go into station ownership.

"WWDB is really doing great, and that's the thing I'm most excited about," said Camiolo. He estimates that, based on current billing, WWDB could be worth up to \$18 million.

Former KACE GM Blakely Succumbs

Well-known radio sales pioneer, consultant, and former KACE/Los Angeles GM **James Blakely** died August 2 from a heart attack resulting from complications brought on by sickle cell anemia and kidney failure. Blakely had served as KACE GM until early last month, when he retired to consult the station's parent company, All Pro Broadcasting. He was 41.

All Pro owner **Willie Davis** commented, "The loss of Jim Blakely strikes a blow to all of us at KACE and All Pro. Jim and I enjoyed a close business and personal association over the years. He had the admiration of his colleagues, many of whom were his friends as well. His cheerful disposition and dedication to his job, even in the face of two serious illnesses, was and will always be a source of inspiration to all of us. He will be greatly missed."

Bill Shearer, KGFJ/Los Angeles VP and 20-year friend of Blakely, added, "Jim was a true pioneer in Southern California radio. He and I both started out at KGFJ in sales, and he possessed the outstanding skills which allowed him to become a great sales leader and general manager. He fought a long and gallant battle. His courage and commitment to a positive lifestyle, both in his personal as well as his business life, will always be remembered as one of his greatest achievements."

Blakely began his radio sales career at KGFJ in 1969, later becoming Sales Manager at short-lived KATB-FM. After a brief stint at KGIL, he moved to KACE, where in 1984 he was named GM.

In lieu of flowers, the family has asked that donations be sent to Pacific Coast Dialysis Center. The donations will be used to establish the **James P. Blakely Kidney Fund**.

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Johnson

Continued from Page 3

Williams, **Varnell Johnson** and **Ronnie Jones**."

EMI America and Manhattan share a black music field staff, and Johnson is the latter label's VP/R&B Promotion & Marketing. Jones is VP/Black Music Promotion at Capitol.

Johnson had been a Product Manager at Columbia for 18 months, having previously held local and regional promotion posts for CBS and Warner Bros.

Morris

Continued from Page 3

moved up to PD and OM.

KTRH has also created the new positions of News Manager and Program Manager. Promoted to those posts, respectively, were Morning News Editor **Melanie Miller** and Community Affairs Director **Margaret Escrivá**.

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TRANSACTIONS

Noble Nets WSSH For \$19.5 Million

WSSH/BOSTON

PRICE: \$19.5 million
BUYER: Noble Broadcast Group of San Diego, John Lynch, President. It also operates XETRA-AM & FM/Itjuana (San Diego).
SELLER: WLLH, Inc., Arnie Lerner, President. It also owns WLLH/Lowell, MA.
DIAL POSITION: 99.5 MHz
POWER: 32 kw at 600 feet
FORMAT: AC
BROKER: Blackburn & Co., Inc.

KOOL-AM & FM/PHOENIX

PRICE: \$15 million
BUYER: Adams Communications Corp., Stephen Adams, Chairman, Paul Brissett, President. It also owns WRTH & KEZK/St. Louis, WDLA & WHRK/Memphis, and WLAV-AM & FM/Grand Rapids.
SELLER: Tom Chauncey
DIAL POSITION: 96.0 kHz; 94.5 MHz
POWER: 5 kw; 100 kw at 1620 feet
FORMAT: Classic Rock; Oldies
BROKER: R.C. Crisler & Co.

WSAI/ERLANGER, KY

PRICE: \$2 million
BUYER: Inter Urban Broadcasting of New Orleans, James Hutchinson Jr., general partner. It also owns WYLD-AM & FM/New Orleans.
SELLER: Mortenson Broadcasting Co., Jack M. Mortenson, President. It also owns WBGR/Baltimore; WSUM/Cleveland; WTOF-AM & FM/Canton, OH; WEMM/Huntington, WV; and WJMM/Versailles, KY.
DIAL POSITION: 100.9 MHz
POWER: 1250 watts at 466 feet
FORMAT: Religious
BROKER: Blackburn & Co., Inc.

WKMF & WCRZ/FLINT, MI

PRICE: \$7.5 million
BUYER: Faircom Flint, Inc., Joel Fairman, President. It also owns WSBH/Southampton, NY and WTMA & WSSX/Charleston, SC.
SELLER: WKMF, Inc., and WCRZ, Inc., wholly-owned subsidiaries of Corgi Communications of Michigan, A. William Lee, President. It also owns WZOZ/Oneonta, NY.
DIAL POSITION: 1470 kHz; 107.9 MHz
POWER: 5 kw days/1 kw nights; 50 kw at 330 feet
FORMAT: Country; AC
BROKER: Blackburn & Co., Inc.

KMAK & KBOS/FRESNO

PRICE: \$6 million (including real estate) on terms.
BUYER: Radio Fresno, Inc., Alex Sheftell, Burke Kaplan, principals. Sheftell and Burke are part-owners of KIST & KMGQ/Santa Barbara.
SELLER: McCarthy Broadcasting Co., Inc., John McCarthy, principal.
DIAL POSITION: 1340 kHz; 94.9 MHz
POWER: 1 kw; 16.4 kw at 847 feet
FORMAT: News/Talk; CHR
BROKER: Elliot Evers of Chapman Associates

TRANSACTIONS AT A GLANCE

Total Acquisitions This Year: \$1,498,568,000

This Week's Transactions: \$61,250,000

- WSSH/Boston \$19.5 million
- KOOL-AM & FM/Phoenix \$15 million
- WKMF & WCRZ/Flint \$7.5 million
- KMAK & KBOS/Fresno \$6 million
- WLS-AM & FM/Lansing, WXTA & WYBR/Rockford \$2.8 million
- WSOM & WQKX/Salem, OH \$2.8 million
- WTEL/Philadelphia \$2.4 million
- WSAI/Erlanger, KY \$2 million
- WZMC & WNBR/Wildwood, NJ \$1.8 million
- WGGG/Gainesville, FL; WGGG-FM/Micanopy, FL \$1.45 million

WTEL/PHILADELPHIA

PRICE: \$2.4 million
BUYER: Beasley Broadcast Group, George Beasley, owner. It also owns WMOO & WBLXX/Mobile; WFAI/Fayetteville, NC; WRAC/Augusta, GA; WDMT/Cleveland; WWMO/Reldsville, NC; WYNG/Evansville, IN; WXTU/Philadelphia; WTIP & WWSR/Charleston, WV; WKML/Lumberton, NC; WFTC & WRNS/Kinston, NC; WLAT & WYAV/Conway, SC; KFMD/Pella, IA; and WCJX/Miami.
SELLER: WTEL, Inc., George Hopkinson and Quentin Sturm, owners.
DIAL POSITION: 860 kHz
POWER: 10-kw daytimer
FORMAT: Religious
BROKER: Cecil L. Richards, Inc.

WZMC & WNBR/WILDWOOD, NJ

PRICE: \$1.8 million
BUYER: Westerly Broadcasting Co. of Rhode Island, Netele Urso, principal. It also owns WER-AM & FM/Westerly, RI.
SELLER: Jersey Cape Broadcasting Corp., Bill Worthing and Cari Owen, principals.
DIAL POSITION: 1230 kHz; 100.7 MHz
POWER: 1 kw days/250 watts nights; 25 kw at 350 feet
FORMAT: CHR; AC
BROKER: Ron Hickman of Chapman Associates

WGGG/GAINESVILLE, FL & WGGG-FM/MICANOPY, FL

PRICE: \$1.45 million
BUYER: WHLY/Oriando air personality Richard Ugarte (aka Rick Stacey) and David Gregg III, a Washington, DC investment banker.
SELLER: American Communications and Television, Mark Goldstein, Harvey M. Budd, and Thomas Sonlnt, principals.
DIAL POSITION: 1230 kHz; 97.7 MHz
POWER: 1 kw; 3 kw at 300 feet
FORMAT: AC
BROKER: Randy Jeffery of Chapman Associates

For The Record

The purchase price of Duffy Broadcasting's acquisition of KSUN & KLZI/Phoenix (R&R, 8/1) was misreported as \$15 million. In fact, that is the price of the FM only. In a related transaction, Transcom Limited Partnership transferred to Duffy the letter of intent to purchase KSUN. It had signed the letter earlier this year with the station's current owner, Caz Broadcasting. According to Transcom, Duffy must now negotiate separately with Caz to reach an agreement on the price of KSUN.

CALL SIGN CHANGES

- Alamogordo, NM KKEE to KKBE (requested)
- Albuquerque, NM KOB-FM to KKOB-FM (requested)
- Albuquerque, NM KOB-AM to KKOB (requested)
- Alpharetta, GA WVNF to WQRZ (effective 8/15)
- Cabo Rojo, PR WMIO (new station)
- Medford, OR KEKA to KFLI (8/1)
- Ocala, FL WFUZ to WMMZ (9/7)
- Orange, VA WSNV to WSPV (8/4)
- Orangeburg, SC WTCB to WIGL (9/5)
- Quitman, GA, WGAF (new)
- Richmond, VA WPLZ to WPLZ-FM (8/15)
- Richmond, VA WSSV to WPLZ (8/15)
- Russellville, KY WZNY to WLTO (9/5)
- San Diego, CA KPPO to KPPO (8/11)
- Virginia City, NE KNEW to KDXA (requested)

New FMs Allotted

Responding to petitions from applicants, the FCC last week allotted two new FM channels: 100.5 MHz to Hoxie, AK, and 103.7 MHz to Paauilo, HI.

LANSING, ROCKFORD DEALS

North Star Buys Sentry Combos

North Star Broadcasting has contracted with Sentry Broadcasting, Inc. to buy four of that company's Illinois and Michigan radio stations. The stations — WLS-AM & FM/Lansing and WXTA & WYBR/Rockford — cost North Star \$2.8 million.

The transaction leaves Sentry with one station, WRJN/Racine, WI, and represents North Star's first foray into

broadcasting. WLS(AM) broadcasts on 1320 kHz, with 5 kw days and 1 kw nights. WLS-FM operates on 101.7 MHz with 3 kw at 180 feet. Both stations have AC formats.

WXTA/Rockford provides an AC format on 1330 kHz with 1 kw; WYBR airs CHR programming on 104.9 MHz with 3 kw at 300 feet.

Availabilities:

EASTERN N. C.

AM/FM combo -- growth market. Real estate included. Asking \$1.2 million. Seller financing available.
Contact - Mitt Younts (202) 822-8913

MIDWEST

AM/Class C FM -- ratings/revenue leader. Priced less than 2 times 1985 gross. Asking \$1,150,000.
Contact - Bill Lytle (816) 941-3733

SOUTHWEST

Class C FM located in top-100 Market. Top rated station. Asking \$4 million.
Contact - Jim Mergen (818) 366-2554

SOUTHWEST

Group consisting of 2 Class C FM's and 2 full-time AM's in 3 southwestern markets. Priced individually, or \$6.3 million for all.
Contact - Bill Whitley (214) 680-2807

COLORADO

Colorado AM/FM combination. Stations show positive cash flow.
Contact - David LaFrance (303) 234-0405

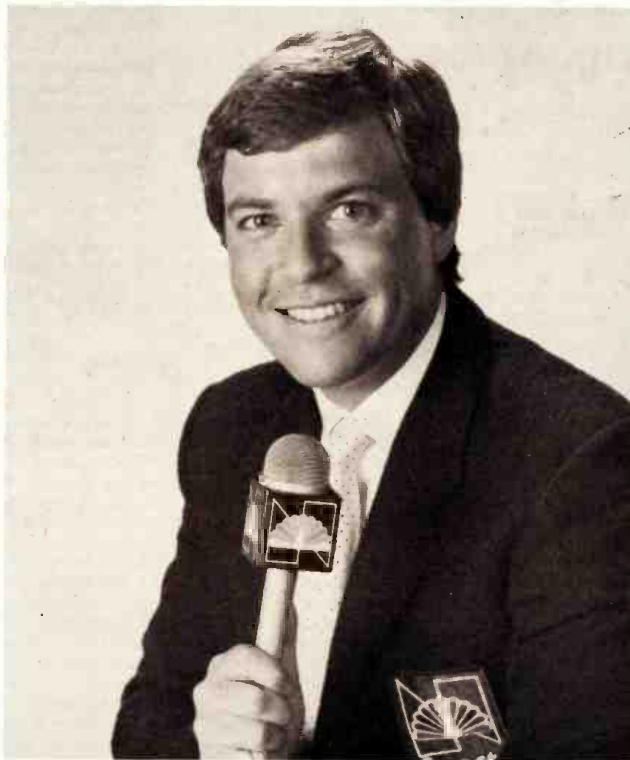
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AGGRESSIVE ACQUISITION PROGRAM

KJOI Profits Fund Noble's Summer Buying Spree

By Robert O'Brien

While we were on vacation, Noble Broadcasting became a national force in radio. In as many weeks, it's purchased three stations in major markets, and by the time the rest of us get the mail off our desks, it will have picked up three or four more.

That is, if you can take Noble owner and President John Lynch at his word when he recently outlined the company's strategy. Lynch used the forum of last week's announcement that Noble had acquired WSSH/Boston (Noble) for \$19.5 million to simultaneously reveal that the company was going on a tear.

According to a company press release, "Noble Broadcast Group today initiated an aggressive acquisition pro-

"These guys hit the ground each morning burning rubber."

—Neil Rockoff, Blackburn & Co.

gram by announcing the purchase of three radio stations that Noble has acquired subject to FCC approval." The stations, in addition to WSSH, are WGBB & WBAB/Long Island.

More August Purchases

"Noble's goal is to become a major radio broadcaster," Lynch stated.

And fast. Lynch said he intends to announce three or four additional acquisitions . . . before the end of the month.

RENEWS EFFORT

Heritage Launches New Rollins Tender Offer

Heritage Communications, the Des Moines, IA-based diversified media company, last week initiated a tender offer aimed at acquiring the outstanding shares of Rollins Communications, Inc.

Heritage, which already controls 43.5% of Rollins stock, is offering \$41 per share for the outstanding 7.9 million shares of stock.



Norm Feurer

"These guys hit the ground each morning burning rubber," says Neil Rockoff, a broker with Blackburn & Co., Inc., who, as part of each of the acquisitions, has burned a little himself of late. "We're opportunists," agreed Norm Feurer, Noble VP, and GM of XETRA-AM & FM/San Diego.

Less than a year ago, Noble was down to the XETRA stations only, having sold KJOI/Los Angeles for \$44 million. Until the KROQ/Los Angeles sale is completed, that remains the record for a single station.

Two Million Short In Affiliated Bidding

Using the KJOI profits as a springboard, the company went shopping, coming in second to EZ in the bidding for the Affiliated stations, which went for \$65 million. With only \$2 million separating the bids, it was a close second.

Rockoff was impressed with the way Noble handled the Affiliated negotiations. "They drew a line in the sand,

saying this is reasonable, but this is where we stop."

Feuer added, "You can look at the Affiliated deal this way: we bid \$63 million, somebody else bid \$65 million. And you think, when you're at that level, what's the difference between \$2 million? Well, it was \$2 million more than we thought it was worth," he concluded.

A gutsy conclusion for a company that's spent more than \$30 million in a month, and figures to spend that again in the coming weeks.

Growth Markets, Good Facilities

Although they have no formula for success, Feuer and Rockoff independently pointed to the two circumstances Noble looks for in evaluating a potential acquisition — good growth in the market, and good facilities. "Not turnarounds," Feuer said. "Well-run, successful stations."

In a business world so enamored of turnaround situations to keep the acquisition price lower, Noble has refus-

"We're opportunists."

—Norm Feuer, Noble VP

ed to shy away from major stations in the market. "What's it mean? It means you pay a lot more for each station," Feuer answered. "The way we look at it, the multiples will reduce very quickly, because we expect each station to grow."

Rockoff added, "They told me to find markets with the right growth opportunities and the facilities to utilize their expertise."

Sometimes it took them far from their base in San Diego. Sometimes, as in the case of WSSH, it took them to stations that were not on the market.

Where they intend to crop up next will remain a mystery . . . but only for a couple of weeks.

Acquisition Seminars Set

NAB Radio has announced its schedule for acquisition seminars this autumn, including dates in San Francisco (October 24), St. Louis (November 7), and New York City (November 21). According to NAB Radio, each seminar will cover acquisitions in both large and small markets. For further information call NAB Radio at (202) 429-5420.

KIFM Buyout Proposed

An unsuccessful applicant for interim operation of KIFM/San Diego has agreed to drop further action in return for a settlement payment. Jubilee Public Broadcasting will get \$7500 from the winning applicant, KIFM Partners, which recently took over the station until a permanent licensee is named by the FCC. Under the joint settlement agreement, which the Commission

must approve, Jubilee will dismiss a pending federal court appeal of the license grant to Partners.

Blair Turns Profit In Second Quarter

Boostered by a restructuring that included the sale of some printing operations, John Blair & Co. posted profits of \$1.7 million for the second quarter of 1986. The profits, which translate to 15 cents per share, came on revenues of \$171 million.

Despite the second-quarter profits, Blair reported a six-month loss of \$23.7 million, or \$2.42 per share, on revenues of \$321 million. In the first half of 1985, the company incurred a \$14 million loss on revenues of \$300 million.

The company's broadcast division, hard-hit by losses from Blair Entertainment, posted a loss in the first half of the year. Details of that loss were not disclosed.

Rhone

Continued from Page 1

ris paid tribute to Rhone's reputation and extensive promotion and marketing experience. "She has proved to be a tremendously knowledgeable and effective member of the Atlantic family," he said. "I can think of no one more qualified for this very important position."

FCC Denies WBUZ Distress Sale

The FCC last week ruled that Catocin Broadcasting Corp. could not sell WBUZ/Frederonia, NY to Cruz Broadcasting under the distress sale rule, because the broadcaster had filed its request too late to take advantage of the policy.

Under current rules, broadcasters must petition the FCC before the station is designated for an evidentiary hearing. The Commission recently launched an inquiry into the distress sale rules, suggesting, among other proposals, that post-designation petitions be permitted.

Catocin filed its distress sale petition more than a year after being slated for hearing, but argued that the proposed rules changes invalidate the current strictures. In turning down the petition, the FCC stressed that the current rules must apply until the rulemaking proceeding is completed.

NAB Offers Salary Report

The National Association of Broadcasters' recent report on salaries and benefits for broadcasters now is available from the association's Station Services Department.

The survey, "Television and Radio Employee Compensation and Fringe Benefits Reports," includes information on the average salaries paid by job function in broadcasting, and includes tables showing the breakdown by market size, station type and size, and revenue level.

The report costs members \$40, non-members \$80.

For further information, call the NAB Station Services Department at (800) 368-5644.

Reporting Transactions To R&R

To have a radio station transaction listed in R&R, broadcasters and brokers should contact the R&R Washington Bureau (202-662-7484) as soon as details are available. Sale closing photos and broker news, such as personnel and office announcements, are also welcome.

KFRC

Continued from Page 1

dominant in Boston. RKO has pledged the same support necessary to accomplish our goals."

PD Dave Sholin added, "I really don't see this as the end of a legend. To me it signals the end of CHR on the AM band as a viable format. Technology has changed where the bodies are that want to hear CHR. The great majority of the 12-34s don't even think about using the band."

"You can't help but feel saddened by the change. But you can't live in the past, and I for one want to be associated with a winner. This is the continuation of a winning tradition at KFRC, so that all of us can hold our heads high and be proud of a quality product anytime someone punches up 610."

Sholin, who will remain as the station's PD, announced, "We're pleased that longtime morning host Don Rose has agreed to continue doing the morning show. And the rest of the airstaff have similarly agreed to continue their duties as well."

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For The Record

KPKE was inadvertently listed (R&R 8/1) as the Denver station kicking off a \$200,000 giveaway featuring three townhouses. Y108 (KRXY) is sponsoring this promotion.

ROCK CONNECTIONS

OVERWHELMING RESPONSE

Listener and station response has been overwhelming. As a result, ROCK CONNECTIONS, the 15-week summer series – expands to 52 weeks a year.

Hear why. For details and/or a cassette of an actual show, call Jamie Curtis in New York at (212) 975-7316 or Steve Epstein in Los Angeles at (213) 460-3547.

WITH

MIKE HARRISON

ROCK CONNECTIONS is one hour each week, with three-hour special editions planned for Memorial, Independence and Labor Day Weekends. CBS RADIORADIO reserves the right of final selection of affiliates.

Produced by Goodphone Communications.

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RADIORADIO
THE PROGRAMMING SERVICE
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COMPETING APPLICANT WINS LICENSE

'Hatemongering' KTTL Surrenders License

An end is finally in sight to the long battle over KTTL/Dodge City, KS (now KCMS), which rose to national prominence in 1983 when it aired sermons preaching violence against blacks and Jews. The station has been dark since May.

Co-owner Charlie Babbs over the weekend agreed to withdraw his renewal application for the station in return for a payment of \$10,000 from competing applicant Community Service Broadcasting. Babbs could not be reached for comment. His wife, Nellie, reportedly has not been involved in the station for several years.

Under the deal worked out last weekend, Babbs will withdraw his application and the license will be awarded to Community, a corporation formed by 14 local citizens to challenge KTTL's renewal.

FCC Okay Needed

The settlement must be approved by the FCC law judge who has been presiding over the KTTL renewal hearing. That hearing was set to resume Tuesday morning (8/5) to look into new allegations that KTTL made misrepresentations to the Commission in submitting a programs/issues list.

During four days of hearings in April, evidence was gathered on charges that KTTL underwent an illegal transfer of control, that the Babbses ran an illegal paging operation, and were involved in a welter of state and local lawsuits.

"They don't represent anything in America that we can be proud of."

Pluria Marshall, NBMC

Community Broadcasting principal Barry Gunderson, a Dodge City attorney, said his group will seek to return KTTL to the air "as soon as possible." He declined further comment pending the law judge's ruling on the settlement proposal.

NBMC Hails Babbs Withdrawal

One of KTTL's harshest critics was National Black Media Coalition (NBMC) Executive Director Pluria Marshall. "Hallelujah," Marshall said upon learning Babbs was relinquishing his license.

"Anytime you can get that kind of unrepresentative element out of the business, the business is better for it. I certainly wish it had been sooner, but now is good."

Marshall reiterated past criticisms of the Commission for failing to take a tougher stand with KTTL. "It's a real shadow on the FCC for them to have allowed these unrepresentative people to stay in the

business. They don't represent anything in America that we can be proud of."

Community Service's attorney, Bruce Eisen of the firm Shrinky, Weitzman and Eisen, said he was pleased to have settled the case with such a small payment. However, he acknowledged that "some people may not be happy that the First Amendment issues will never be resolved."

Protected Free Speech

The Commission came under considerable criticism in May 1985 when it designated KTTL's renewal for a hearing, but steered clear of any programming issues relating to the controversial hate broadcasts. At the time, Chairman Mark Fowler declared, "The language before us is protected speech, protected advocacy . . . It is in such situations, when public rebuke is at its greatest, that the First Amendment becomes so important."

KTTL's problems stemmed from sermons by Rev. William Gale which aired on the station for six months in 1982 and 1983. At the time, Nellie Babbs admitted that inflammatory broadcasts were broadcast, but contended she had no right to edit them. Babbs was believed to have connections with the Posse Comitatus, a militant right wing group that disputes federal authority over individual citizens.



FLORIDA AD TAX LOOMS — Florida Association of Broadcasters Executive VP Bob Foss (standing) briefs broadcast leaders at NAB headquarters on his state's plan to stop exempting advertising expenses from the 5% state sales/use tax next summer. At right is NAB TV Board member Frank Flynn.



MR. SMITH GOES TO . . . — NAB Board members Gary Capps, Capps Broadcasting, and Gary Grossman, KRKT/Albany, OR, visit with home-state Rep. Bob Smith (R-OR) at a congressional reception during a week-long NAB Board meeting in Washington.

NEWS BRIEFS

Industry Supports AM Improvement Efforts

Many broadcast groups lamented the decline of AM radio and called for drastic steps to bolster the band in comments filed with the FCC last week. August 1 was the deadline for commenting on the Commission's omnibus proceeding to rescue AM.

Group W said ending interference must be the top priority. Reviving the band will be impossible "if AM radio is hobbled by spectrum usage rules which do not allow for the delivery of high quality, interference-free signals competitive with other audio services," said Group W Radio President Dick Harris.

He called for creation of a "broadly-based industry advisory committee" to study AM interference.

The U.S. Commerce Department advocated reduced interference, better transmission and processing practices, and improved receivers. Without help, said the agency, "AM radio service, aside from a handful of well-positioned News and Talk stations, will be permanently relegated to an inferior status."

NAB's recommendations included use of synchronous AM transmitters; "nighttime service for Class III daytime

ers; possible relaxation of main studio and local program origination rules; and a review of the duopoly, one-to-a-market and cross-interest rules.

Newscaster Appeals Equal Time Rule

A news reporter for KOVR-TV/Sacramento has asked the US Court of Appeals to overturn the FCC's equal time provision, which requires stations to give equal opportunities to competing candidates when one of them is given free airtime.

When Bill Branch ran for city council in Loomis, CA two years ago, the FCC ruled that 11 other candidates would be due equal time for the approximately three minutes a day Branch appeared on the air in the course of his work.

"It is finally time to get government out of the newsroom," said Branch. His appeal claims the equal time provision violates freedom of the press under the First Amendment.

"As for any occasional abuses," Branch added, "there is now such an incredible proliferation of AM, FM, UHF, VHF, cable, and satellite stations that any abuses will be largely lost in the cacophony of many voices."

NAB Appoints Unification Task Force

NAB has announced the names of those appointed to its Unification Task Force, which is to study the association's effectiveness, particularly in light of this year's merger with NRBA. The idea of a radio presidency will be among those under study.

Those named to the panel were John Dille, III, Federated Media; Gary Capps, Capps Broadcasting; Jack Clements, Mutual; Marty Greenberg, Duffy; Paul Hedberg, Hedberg Broadcast Group; Bob Herpe, TransCOM; Jerry Lee, WEAZ/

Philadelphia; Bernie Mann, Mann Media; William Rollins, Suburban Radio; Jeff Smulyan, Emmis; and Carl Wagner, Taft.

Shamrock's Bill Clark will serve as the Executive Committee's liaison with the committee, which is to report to the NAB Board next February.

Senate Votes To Make Broadcasts Permanent

The U.S. Senate last week voted to permit broadcasts of its floor proceedings on a permanent basis. Although radio broadcasts, which began last spring, were made permanent

from the outset, the Senate initially decided to test television coverage for a few months.

RTNDA President John Spain of WBRZ-TV/Baton Rouge hailed the Senate decision not to turn back "a historic step that recognizes the importance of an informed electorate in a democratic society."

Spain singled out the Senate's minority and majority leaders, Bob Byrd (D-WV) and Bob Dole (R-KS) for special praise, but said "the real victors are the American people, who for the first time will be able to watch both houses of Congress at work."



DENNIS DEBUT — After keeping a low profile for months, rookie FCC Commissioner Patricia Diaz Dennis is beginning to meet with officials of the industries she regulates. Last week Dennis (second from left) met with NAB Executive Committee members (from left) Peter Kizer, Eddie Fritts, Gert Schmidt, Ted Snider, Bev Brown, Bill Clark and Jerry Lyman.

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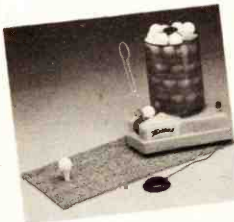
Where the music and fun never stop.

Gifts Fore Golfers

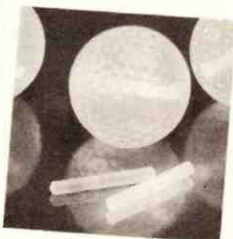
Banish the bogeyman with the help of this cordless electric golf tee, reportedly the only machine that tees up for you automatically at the touch of a remote switch. As a result, you can practice your swing without having to change your stance every time you manually re-tee the ball.

Simply tap the pressure-sensitive switch with either your foot or the club's head. The gizmo tees you up in only two seconds, making it possible to hit twice as many balls in half the time required by other practice methods. What's more, the completely portable unit operates on any level surface, indoors or out, at home or on the driving range. Holding up to 50 balls, the unit comes complete with a 24" by 11" artificial turf mat and four "D" batteries. It's available for \$94.50 from NYC-based Hammacher Schlemmer.

Meanwhile, for those who do most of their swinging after sundown, Hammacher Schlemmer offers luminous golf balls. These regulation size and weight spheres sport the flight and roll of regular balls. But they are illuminated by a Cyalume lightstick containing 32 non-toxic reactive chemicals that allow you to play long after dusk.

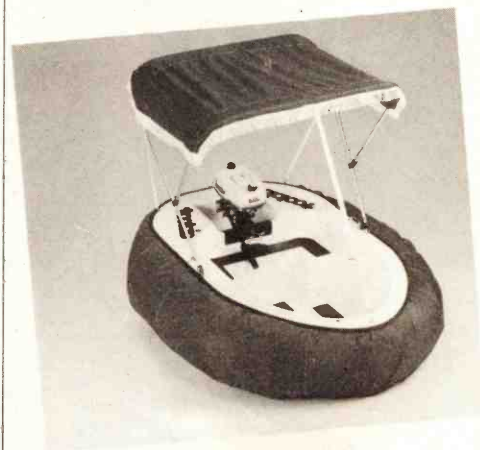


Cordless Electric Tee



Luminous Balls

The chemicals are sealed in a durable polyethylene tube and can be activated with an easy twist of the wrist. Then you simply insert the stick into the solid-core ball for up to eight hours' worth of illumination, visible from up to 100 yards away. One set of six balls and 12 lightsticks is priced at \$34.95. Call 1-800-543-3366; for technical info, dial (312) 664-7745.



Tractor-Tube Float-A-Boat

Reportedly a fixture at Caribbean resort hotels, this two-person, motorized, floating runabout gets its buoyancy and stability from a 20.8-42 radial tractor tire tube, surrounded by a two-piece, foam-injected, fiberglass hull. Total weight of the three-horsepower outboard craft tops out at 110 pounds — light enough for you to carry it to the beach or lakeshore.

With a cruising speed of up to 10mph, the float-a-boat's 1.5-quart gasoline tank gives you nearly 90 minutes worth of running time. Like, this totally tubular item sports a collapsible, detachable canopy and an insulated, watertight, 14" by 5" by 7" storage chest for food and beverages.

Five-and-a-half feet wide and four-and-a-quarter feet tall, this virtually unsinkable unit assembles in less than 15 minutes. Retailing for \$2995, the most "in" inner-tube is available via the NYC-based Hammacher Schlemmer catalog at 1-800-543-3366; for technical information, call (312) 664-7745.

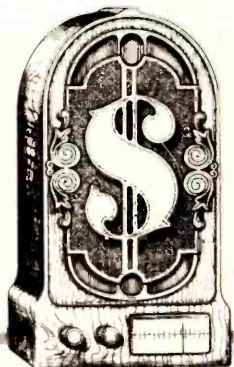
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\$25,000 Bathtub

Now, you too can take a bath to the tune of 25,000 clams with the "Sensorjum 2500 with Ambiance" bathtub, currently available from American Standard.

As reported in the *Wireless Flash* radio news service, this financially-draining item boasts a computerized "brain" that dims the mood lights, adjusts the volume on the attached stereo system, operates the TV surveillance unit (I), controls the locks on your front door, and adjusts the jets, water level, and temperature of the whirlpool feature.

All this can be accomplished by remote control. Simply call your computer, punch in your code, hop in your car, and head home for the water, sport.

POLLSTAR

TOP 20 CONCERT PULSE

LW TW ARTIST

- 1 B. DYLAN/T. PETTY
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- 3 3 VAN HALEN
- 4 4 S. NICKS/P. FRAMPTON
- 5 5 ALABAMA
- 7 6 KENNY ROGERS
- 14 7 DEPECHE MODE
- 6 8 OZZY OSBOURNE
- 9 RUN D.M.C./WHODINI/LL COOL J
- 8 10 HEART
- 9 11 JUDAS PRIEST
- 11 12 NEW EDITION
- 10 13 AEROSMITH/T. NUGENT
- 13 14 EDDIE MURPHY
- 15 15 JACKSON BROWNE
- 12 16 FIRM
- 17 17 AMY GRANT
- 16 18 SIMPLE MINDS
- 19 38 SPECIAL
- 18 20 ROBIN WILLIAMS

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

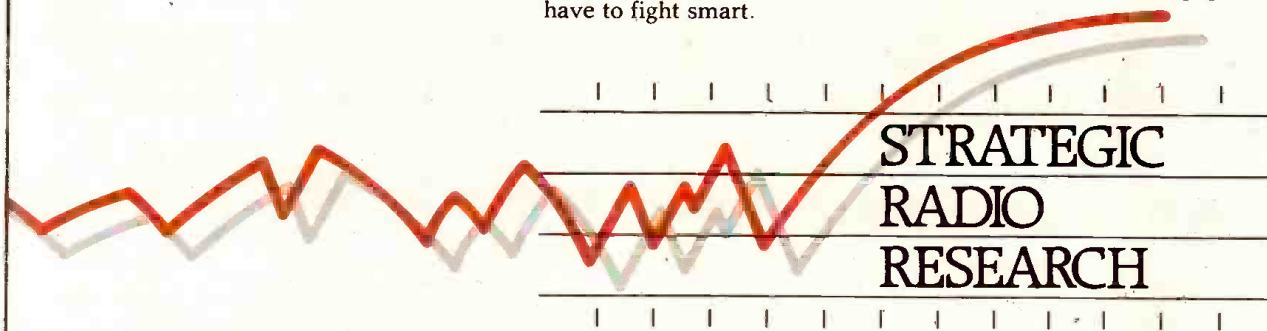
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The Fall 1986 book begins in a matter of weeks, and the decisions you make **now** will influence whether you win or lose this Fall. Your goal is to improve your station's position in its primary selling demographic, and that's the objective of every project we do at Strategic Radio Research.

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Strategic Radio Research has almost a decade of experience in helping management teams get higher ratings. In fact, because of our track record in growth situations we're willing to make this incredible offer: **We guarantee you better ratings in the Fall book** ... or we'll refund every cent you pay for the research. This is a limited offer and some restrictions apply. For complete details, call Kurt Hanson, President, Strategic Radio Research, today at (312) 280-8300.

The Fall book is approaching rapidly. If you want to win big, you have to fight smart.



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PRO:MOTIONS



James Kelly

RCA/A&M/Arista Names Four

RCA/A&M/Arista Distribution has appointed four new Branch Managers. **James Kelly**, **Daryl Booth**, **Rick Wilcoxon**, and **Curt Swedlow** will manage the New York, Cleveland, Chicago, and Seattle branches, respectively. Each of them most recently served as the company's respective Field Marketing Manager in Dallas, Cleveland, Chicago, and Los Angeles.

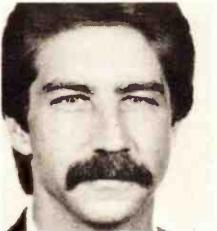
Kelly was a sales rep in Buffalo and Dallas from 1980-84, having started at RCA in 1978 as Inventory/Display Specialist. Booth's background includes serving as Detroit Sales Manager, after joining the label in 1979 as Oklahoma City resident salesman. Wilcoxon joined RCA in 1979 as Kansas City Field Sales Representative. Swedlow, after serving as a Field Merchandiser for two years at A&M Records, joined RCA in 1979 as L.A. Field Sales Representative.

AFRTS Relocates

The **Armed Forces Radio and Television Service** has moved to government-owned facilities in Sun Valley, CA, after 44 years in Hollywood. The new address is 10888 La Tuna Canyon Rd., Sun Valley, CA 91352; (818) 504-1300.



Daryl Booth



Rick Wilcoxon



Curt Swedlow

Muse Named Enja Distributor

Munich-based **Enja Records**, founded by **Matthias Winckelmann** and **Horst Weber**, has signed **Muse Records** as its distributor in the US. Enja may be reached in New York City via **Face The Music Productions**, 41 N. Moore St., New York, 10013; (212) 226-7889. Or contact **Muse Records** at 160 W. 71st St., New York, NY 10023; (212) 873-2020.



Marilyn Laverty

Laverty Directs Columbia Press

Marilyn Laverty has been tapped as Director/National Press & Public Information for **Columbia Records**. Since 1983 she was the label's Director/Press & Public Information, East Coast. Laverty joined the publicity staff in 1979 as Associate Director, prior to that she was Manager/Publicity for **RCA Records**.

CHRONICLE

Born To:

- **KKQV/Wichita Falls, TX OM Ray St. James**, wife Donna, son Patrick George, June 18.
- **KKLV/Anchorage** evening man **J. Owens**, wife Jody, son David Michael, June 30.
- **KYRK/Las Vegas** afternoon personality **Anthony Miles**, wife Jillian Alzaldo, son Anthony Lynn, Jr., July 1.

- **WEA** Los Angeles Branch Video Sales Representative **Mike Friedman**, wife Betsy, daughter Whitney Rachel, July 9.

- **KCBQ/San Diego** PD Gary "Fuzzy" Herron, wife and air personality **Laura Wilkinson**, son Cameron James, July 16.

- **WYNG/Evansville** morning man **Sam Yates**, wife Traci, son Christopher Ashley, July 22.

Married:

- **WLDI/Traverse City, MI** air personality **Scott Michael Trager** to Connie Sieffert, July 26.

WEA Appoints Four

WEA's Atlanta branch has made three new appointments. **Bebo Gray** was promoted to Video Marketing Manager. He joined the company in 1979 and most recently served as Branch Singles Specialist/Special Projects Coordinator. Succeeding Gray is **Rita Duke**. She joined WEA fulltime in 1981 and, before her promotion, spent two years as secretary to the Branch Marketing Coordinator. **Valerie DeLong** has been upped from Atlantic promotion intern to secretary to Marketing Coordinator **Pat Boatenreiter**. At WEA/Los Angeles, **Joyce Kellerian** has come aboard as Executive Secretary to the Branch Manager. Prior to joining WEA, she held a similar post at the **Olga Company**.

Suite Beat, Taps Two

Fawn Johnson has been promoted to Art Director for the **Suite Beat Music Group**. Before this she was Assistant Art Director for **Ritter Geller Communications**. Concurrently, **Robert Kuhlmann** is promoted from Receiving Manager to Warehouse Manager for the **Sounds Good Music Company**, a Suite Beat subsidiary. Prior to that, Kuhlmann was with **CML 1-Stop** in St. Louis.

CHANGES

Robert A. Knight, former AE for John Blair Radio/San Francisco, joins **WBCN/Boston** as AE.

Lauren Chiaramonte, former AE at **WZLX/Boston**, joins **WBCN/Boston** as AE.

Richard J. Landesman has been upped from Research Manager to AE at **Select Radio Representatives/New York**.

PROS ON THE LOOSE

Jon Anthony — Nights **ZZ99/Kansas City** (913) 383-2852
Leighanne Best — Late-nights **ZZ99/Kansas City** (913) 236-9543

Randy Brown — PD **KEGL/Dallas** (214) 751-0133
Greg "Kid" Cassidy — PD/Afternoons **ZZ99/Kansas City** (913) 469-8419

Famous Amos — PD **WYNN/Jackson, MS** (601) 992-0885

Gary Franklin — PD **WJXQ/Kansas-Lansing** (517) 337-9537

John Hoffman — PD **WSLI/Jackson, MS** (601) 372-2438

Steve Hooker — Overnights **ZZ99/KZCZ/Kansas City** (913) 677-5566

Bruce Jones — Mornings **ZZ99 (KZCZ)/Kansas City** (913) 362-9989

Tom Kennedy — MIDDAYS **ZZ99 (KZCZ)/Kansas City** (913) 888-8615

Chuck McCoy — Afternoons **WJBX/Bridgeport, CT** (203) 367-7113

Diane McKenzie — News Director **WSLI & WYNN/Jackson, MS** (601) 992-0885

"Fast Eddie" **Munson** — Nights **KEYN-FM/Wichita** (316) 265-4944

Dick Shannon — PD **WLRO/Nashville** (615) 292-2405

Bill Stevens — News Director **KLZI/Phoenix** (602) 997-2072

Pete Thomson — Afternoons **KZPS(KAFM)/Dallas** (214) 341-5189

Bob Travis — PD **WHTT/Boston** (617) 263-6003

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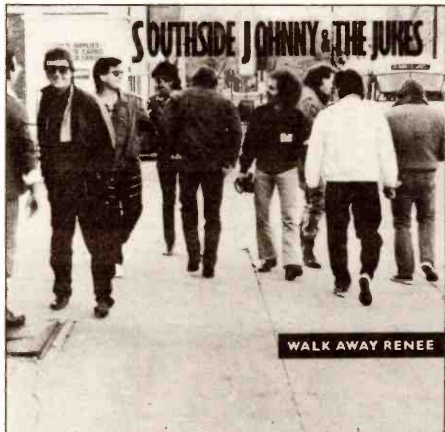
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Produced by John Rollo/John Lyon
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WPHD	WRQX	KQIZ
WMMS	KIKX	WBNQ
KWK	KMGX	WDBR
K104	WGUY	KGOT
WERZ	95XXX	KTRS
WRCK	OK100	KKAZ
WTLQ		KBIM



On Atlantic Records & Cassettes
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R&R STREET TALK

The bidding war for **JOHN BLAIR & CO.** continues unabated. Blair's preferred "white knight," **RELIANCE CAPITAL**, got FCC permission last week to conduct its takeover attempt through a trustee, former Minnesota Sen. **EUGENE McCARTHY**. However, a federal judge said Reliance was violating certain federal securities laws. If Reliance wins, don't be surprised to see the Blair radio properties go to **JIM HILLIARD** and other radio division executives in a leveraged buyout.

CHARLY PREVOST is suing **ISLAND** and **CHRIS BLACKWELL** over his exit as President this past April. Prevost's action charges breach of contract and asks \$700,000 in damages, plus costs. Also sought is an accounting of Island's 1984-86 revenues, on which (after \$20 million) Charly claims he was due points. The exec, now VP/Marketing & Creative Services at **CHRYSALIS**, signed a three-year contract in August 1984 with Island. The label had no comment on the suit.

Staying in legal territory, 'tis rumored that a major record company VP was recently served papers over a whopping \$1200 owed (as the result of an overpayment) to his former employer. Needless to say, the exec's boss was apoplectic about the matter.

After ten years, Editor **BILL HARD** is leaving the *Friday Morning Quarterback Album Report* to start his own tipsheet. Leading candidate to replace him at FMBQ is said to be **POLYGRAM** Sr. Director/Rock Radio Promotion **FRED DEANE**.

Would **MALRITE** really sell **WHK & WMMS/CLEVELAND**? And what about the rumbles regarding its stations in Houston, Denver, and S.F.? "It's just not going to happen," said Radio Division President **GIL ROSENWALD**. The rumor started when Malrite requested a waiver of the rule forbidding ownership of an AM-FM-TV combo in a market, as the Cleveland-based company is reportedly interested in **WOIO-TV** (Ch. 19) there. "Yes we've applied for the waiver-request, but nothing is for sale," stressed Gil. Malrite's **MILTON MALTZ**, **METROPLEX's** **NORMAN WAYNE**, and **LEGACY's** **CARL HIRSCH** are private investors in TV-19. Milton himself also made a personal cash loan of \$1.3 million to the station for start-up costs when it debuted just a bit over a year ago. Now Milton wants to add **WOIO-TV** to the Malrite roster without giving up the Buzzard and its AM sister.

The deal that will push 1986 station transactions over \$1.5 billion? Word from Rochester, NY is that **DENNIS ISRAEL** will buy **WNYR & WEZO** from **GRACE BROADCASTING** for \$9 million.

SANDUSKY finds itself suddenly with two choice PD openings: **RANDY BROWN** has exited Dallas **CHR KEGL** after almost six years there, and is now looking. Meanwhile, **MIKE NOVAK** departed San Diego **AC KWLT** this week. Interested programmers should prepare proposals for the respective GMs and Sandusky VP/Programming **Jeff Sattler**.

EDDIE GILREATH, VP/Sales at **ELEKTRA/ASYLUM** for the past couple of years, has resigned to take a prime post at **GEFFEN**. Details to come.

With **NBC RADIO ENTERTAINMENT & SOURCE** Director/Programming **FRANK CODY** moving to **KMET/LOS ANGELES** (see Page 1), is **ANDY DENEMARK** slated to replace him? Seems a logical choice; Denemark is currently Manager/Program Administration under Cody, and NBC likes to promote from within.

Philly radio was stunned when **HARVEY** (John Harvey) was dismissed from **WIOQ/PHILADELPHIA** mornings. He'd been with 'IOQ for 13 years, about the last eight in mornings. His replacement is **PAUL HARRIS**, late of **WYNY**/New York's short-lived "Harris & Harris" morning team, who prior to that handled **WHCH**/Hartford mornings.

After a tremendously successful spring book, **WMJJ/BIRMINGHAM** PD **JOHN JENKINS** is leaving amicably to pursue new programming prospects. John can still be reached at **WMJJ**. Meanwhile, VP/GM **Bill Stoeffhaas** says he's very close to a replacement.

REBS, INC. has closed on its purchase of **WLRC-AM & FM/NASHVILLE**, and has a new, homegrown management team comprised of **GM PAUL RANDALL DICKERSON**, **OM ALLEN DENNIS**, and **FM PD KRIS BRADLEY**. The FM's labeled as "Contemporary Adult Hit Radio," while the AM will have a Country flavor. Details next week.

While rumors of a format and/or call sign change at **WMKR (K106)/BALTIMORE** are running rampant, "there's nothing to it" say station officials. However, a research study is underway to determine the CHR station's future.

Controversial **WUSN/CHICAGO** personality **GARY DEE** has been let go, reportedly due to ratings and **US99's** plan to play more music with less personality, now that competitor **WMAQ** is offering more talk. Gary's now seeking a late-night talk show spot himself: (312) 363-7407.

At presstime came word that **KSHE/ST. LOUIS** SM **PAT CROCKER** had stepped up to **GSM**, while Regional SM **BARRY GOLDBERG** became **NSM**. Got it? Yssm.

Continued on Page 22

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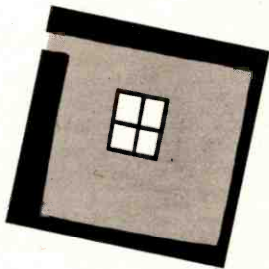
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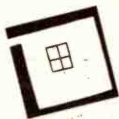
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94Q add	WXLK deb-40	WYKS add
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KDWB add	WGTZ deb-39	Q101
KHTR	KZIO	KNOE add
KIMN	WMEE	WPFM
KPKE	WIXX add-39	WGLF
KKfZ	Z104 deb-39	WHSL deb-34
KPLZ	KQKQ deb-29	WVBS
KUBE deb-32	WZOK	WBWB
KNBQ add	KF95 add	Y94 39-35
WZOU 30-25	KIYS	99KG
K104	KSND	WSPT
KC101	KLUC 31-28	KDVV
WPST add	KXYQ	KYYA
WKfZ add	KATD deb-28	KTRS add
WBBQ	KZZU deb-38	KKAZ
WBCY	WFBG deb-35	KOZE deb-31
WROQ	WIGY add	KBIM deb-35
WNOK	KFMN add	SLY96 add
WANS	WKSf	OK95 deb-36
	WJAD add	



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ENGINEER: ROY HALEE

From The Forthcoming Album

GRACELAND

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STREET TALK

Continued from Page 20

Amazing Stories: **JIM GABBERT's** Bay Area AM oldies outlet **KOFY/SAN MATEO** performed quite impressively in the spring **ARBITRON** on Saturday night, which is interesting, since the station is a daytimer! **KOFY** not only showed up, it ranked *first* with 35-44 men and #2 in women. You figure it out. Anyway, with Jim's TV station, Channel 20, promoting the "Nifty Ten Fifty" generously, there's no telling what the **KOFY** cup will percolate when the Mexican broadcasting treaty, which would allow a power increase to 50 kw days/10 kw nights across the water, is signed.

Get-well wishes to **WNEW-FM/NEW YORK** OM/PM driver **SCOTT MUNI**, who's in the hospital with a preliminary diagnosis of walking pneumonia. "The Professor" was on vacation when he experienced congestion in his lungs.

Is it a zoo or a hotel? Residents of Trumbull, CT may wonder after August 7-10, when **KATZ BROADCASTING** holds a special "Morning Show Seminar" at the local Marriott for GMs, PDs, and personalities from its 11 stations. The sessions will brainstorm comedy techniques, teamwork, freelancing, the "halo" effect, relating to your target audience, and other topics. Among the guest speakers are **ANDY GOODMAN** and **BOB JAMES** from the **AMERICAN COMEDY NETWORK** and **Z100/NEW YORK PD SCOTT SHANNON**. If it's successful, this will become a regular Katz event.

Shakeup at News/Talk **WCAU/PHILADELPHIA**: 41-year station vet **BILL HART** resigns as morning anchor, replaced by returning **IRA MELMAN** from **WINS/NY**. Also, talk hosts **MAXINE SCHNALL** and **RON EISENBERG** exit, with former **WYSP** and **WMMR** talent **ANITA** stepping up to fulltime chat. And there's a doctor in the house for a daily health show.

Broadcast advisor **CLARK SMIDT** is taking over as PD at **WPIX/NEW YORK** on an interim basis, while the search for a successful candidate continues. . . . **JEFF POLLACK COMMUNICATIONS** has signed Gold-formatted **FM WXTR/WASHINGTON** as a client station. . . . **TODD CHASE**, former PD at **ZZ99/Kansas City**, has landed as consultant to **cross-town Contemporary Christian outlet KCNW**. He's also looking to consult other similarly formatted stations or CHR clients. Contact Todd at (913) 631-2867.

BBDO/L.A. has signed with **BIRCH** as its primary service, and the ratings firm simultaneously added **Riverside-San Bernardino** to its survey roster.

Our most sincere condolences to the staff of **WNRD & WNTQ/SYRACUSE** and the family of legendary personality **President/GM GEORGE PLAVOCOS**, who passed away this week.

Our sympathy goes to **COLUMBIA VP/Promotion JOHN FAGOT** and his family on the loss of his mother.

With **LINDA ALTER** leaving **MOTOWN** for **ARISTA**, **JAMES BISHOP** returns to Atlanta for the Regional Motown position, exiting the local **CAPITOL** slot in Dallas.

Congrats to **LISA CANNING**, evening talent at **KDAY/L.A.** She's taking over as MD—for afternoon man **GREG MACK**.

BOB TRAVIS, late of **WHTT/BOSTON**, was supposed to have moved into another programming opportunity within the **CBS-FM** chain, but it didn't happen the way it was planned. So, he's looking around and available at (617) 263-6003.

The Amarillo Arbitron numbers have been delayed due to a recall, and should be out within two weeks.

What do you get when you cross the theme from "F Troop" and "Bonanza" with a few Alma Maters and National-Anthems? Nothing less than "(I Want To Be A) Shadow Ranger," a benefit 45 to aid the homeless in Philadelphia produced by Shadow Traffic Network. The flip, "Shadow Jam" has your fave traffic announcers solo rappin'. To order, call (215) 426-0900.

A new CHR hits the air in Des Moines, as **KXXI** drops Country and grabs new calls **KDWZ. TOM OAKES**, from middays at **WZOK/ROCKFORD**, will be programming.

CASEY KASEM will be doing the afternoon segment with "Superjock" **LARRY LUJACK** to help promote "The Great Peace March For Global Nuclear Disarmament," now in progress. The procession will hit Chicago around August 14, to coincide with Casey's broadcast.

While **KUPD/PHOENIX** morning man **DAVE PRATT** is on vacation, former **Y108/DENVER PD JOHN DRISCOLL** is coming. John can be reached at KUPD during that time. . . . After four years in afternoons at **KZPS/DALLAS** (formerly **KAFM**), **PETE THOMSON** is leaving for other opportunities. He'll keep his voiceover work with Century 21.

WRXR/CHICAGO has hired ex-Cubs ballgirl **MARLA COLLINS** to do a week of morning sports commentary called "Sports Shorts." She'll have plenty to say, as the Cubs let Marla go recently after discovering her pictorial in the September *Playboy*.

WCZY/DETROIT's **DICK PURTAN**, voted "Best Air Personality" (a new category) at the 5th annual International Radio Festival in NYC in June, staged a marathon to raise \$3.04 in pledges to help the NFL pay its court settlement with the USFL. Non-monetary donations included several husbands. . . . The *Detroit Free Press* reports how Dick told listeners "that a station in the Fisher Bldg. wants your garbage" during a sanitation workers' strike. The stations he was referring to were **WJR & WHYT**, whose OM **GARY BERKOWITZ** said, "Obviously, no one listens to the Dick Purtan show because we haven't heard a thing about it."

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THE BATTLE OF UNAIDED RECALL, PART II

The Benchmark

The problem with radio is that we don't sell sets! It'd be so much easier if each of us reflected our growth or losses in a real, measurable product. That's the advantage of retail. It's the *disadvantage* of radio.

In retail terms, our "sale" comes when a listener actually tunes in our station. Unfortunately, whether we are actually credited for that tune-in depends on a host of factors, most of which are beyond our control. Unlike our colleague in retail, we lack the hard, physical evidence of the sale. At best, our "evidence" is delayed, ambiguous, and fraught with statistical error. And, because the listener doesn't "pay" for radio (like any other typical product), remembering what he listened to is not a particularly big deal for him. It's a huge deal to us radio folks, but for the radio user? Well, it comes down again to his ability or inability to correctly recall his previous listening behavior — from 24 hours

to seven days. And, the operative word is *unaided recall!*

To successfully wage war on unaided recall, stations must first assess where they stand top-of-mind with their listeners. A typical question we use is "What's the first thing that comes to mind when I mention the radio call letters WAAA?" The answers to that, and to similar questions, will give the station an initial idea of their *benchmarks*. We define a benchmark as anything a station does around which a listener can remember or reconstruct listening in an unaided recall situation.

Benchmarks are *critical* for radio stations to have. Examples of benchmarks are: DJs, call letters of frequencies, positioning lines,

identifiable musical formats, special station features, external advertising, on-air promos and contests, consistent time slots within which good things predictably happen — the list can be a long one.

The point is, in today's radio wars you must be memorable. You must have something to delineate yourself from the competition. "Playing the hits" may not be enough; there are a lot of stations playing the hits. And listeners are not anywhere near as discerning as we'd like them to be.

Example: You've finished a focus group and found your station accused of "playing the same song every five minutes." The program director swears that the shortest rotation he's got is three hours. But that's not the point. The listeners, who punch in and out with regularity, are hearing that same song on three to four other stations. As far

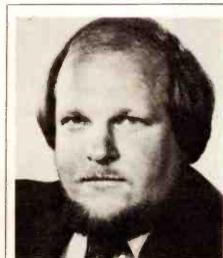
as they're concerned, they are hearing it every five minutes on your station because they *cannot differentiate* you from your competitors. Bottom line — you lack *benchmarks*.

A good exercise is to have all the key players at your station make a list of what they feel the benchmarks are; i.e., what are the things that would help listeners remember listening to your station? Conduct your perceptual research — and then compare your original list with what the listeners are able to tell you. The results may be shocking!

Great stations, aside from having a good product, all have one thing in common — they are memorable. They leave little doubt as to what they do, and who they do it for. They are easy to write down in a diary or mention in a telephone retrieval because they leave a lasting impression for the listener. They are uniquely identifiable, consistent, stable, and tend to become a self-fulfilling prophecy for the listener. For the most part, they don't overestimate the listener's product knowledge and they never, never stop building and marketing their benchmarks.

They are experts at converting *real listening* into *reported listening*. Indeed some of the "legendary" old lions probably have been credited with more "reported" listening than real listening. And if they have been, I don't think they'd be inclined to give it back. Would you?

Poorly-rated stations, on the other hand, have few, if any benchmarks. Their top-of-mind associations are fuzzy at best. The largest single response set for them is



Rob Balon is founder/President of Austin-based Balon & Associates, Inc. (512) 327-7010. He has a varied background in radio, television, and advertising, and earned a doctorate in communications research from the University of Michigan. He also developed Confrontation Analysis, a new research technique designed to replace focus groups.

"don't know." And "don't know" is the worst thing a broadcaster can hear when asking a listener to associate his station with some desirable attribute.

Here are the best ways to fight the battle of unaided recall in your market:

1. Learn the rules, and how each rating service dictates what they must be.
2. Own something. Something unique that a listener can relate to your station.
3. Build benchmarks. They are absolutely critical for longterm success and ratings consistency.
4. Don't overestimate the product knowledge of your listener. Chances are, he couldn't care less about your station.
5. Realize that you're playing a game, of sorts, for extremely high stakes. If you're going to play, be a *grandmother!*
6. Track your progress with solid perceptual research. Ask questions that listeners are able to answer.

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RATINGS

Arbitron Spring '86 Advances 12 +

Portland

KXL-FM Holds Steady, Now Leads; KKRZ Drops To Second; KGW Up, Leads AC Race As KEX Slips; KGON Gains One

	W '85	Sp '86
KXL-FM (B/EZ)	6.3	6.4
KKRZ (CHR)	9.9	7.7
KGW (AC)	6.3	7.4
KGON (AOR)	6.0	7.1
KXL (News)	6.3	6.4
KINK (AOR)	6.5	6.3
KEX (AC)	8.0	5.8
KUPL-FM (Ctry)	4.4	5.0
KMUJ-FM (CHR)	5.0	4.7
KYTE (BBnd)	4.4	4.5
KKCW (AC)	5.3	4.4
KKLI (AC)	3.2	4.2
KWJJ-FM (Ctry)	3.2	3.8
KWJJ (Ctry)	3.9	3.7
KYTE-FM (Clas)	3.0	2.9
KSGO (Gold)	2.4	2.0
KPDQ-FM (Rel)	1.5	1.9
KUPL (Ctry)	1.0	1.3
KKSN (Clas)	2.2	1.2

New Orleans

WYLD-FM Steady In First; WEZB Slips, Still Second; WBYU Pushes Into Third; WQUE, WRNO Dip In CHR Race

	Fall '85	Sp '86
WYLD-FM (B/U)	14.7	14.5
WEZB (CHR)	10.5	9.9
WBYU (B/EZ)	6.2	7.7
WLTS (AC)	7.2	6.7
WWL (N/T)	6.2	5.9
WQUE (CHR)	6.9	5.6
WNOE-FM (Ctry)	4.8	5.3
WAJY (AC)	5.3	4.9
WRNO (CHR)	6.2	4.9
WBOK (Rel)	5.9	4.3
WSMB (Talk)	4.4	3.4
WYLD (B/U)	3.1	2.9
WTIX (Gold)	2.4	2.8
WMKJ (Gold)	.4	2.3
WNOE (Ctry)	2.3	2.3
WCKW-FM (Gold)	.6	2.2
WWIW (BBnd)	2.5	2.2
WYAT (Gold)	1.7	1.3

Charlotte-Gastonia-Rock Hill

WSOC-FM, WPEG Slip, Still 1-2; WLVK Climbs To Near-Tie With WEZC; WROQ Dips, Still CHR Leader

	Fall '85	Sp '86
WSOC-FM (Ctry)	13.1	12.4
WPEG (B/U)	12.1	10.7
WEZC (AC)	9.9	9.2
WLVK (Ctry)	7.3	9.1
WROQ (CHR)	9.8	9.0
WBT (AC)	7.2	7.2
WRFM (AOR)	4.1	5.5
WBCY (CHR)	6.4	5.1
WZXI (B/EZ)	6.0	4.7
WDDM (B/U)	1.2	2.4
WXRC (AOR)	2.2	2.2
WGIV (B/U)	1.9	1.6
WRDX (AC)	1.0	1.5
WLON (Ctry)	1.0	1.0

Greenville-Spartanburg

WFBC-FM Explodes Into First; WESC-FM Sinks To Second, Virtual Country Tie With WSSL; WHYZ, WSPA-FM Both Lose One

	Fall '85	Sp '86
WFBC-FM (AC)	11.7	19.4
WESC-FM (Ctry)	13.2	10.3
WSSL (Ctry)	8.0	10.2
WHYZ (B/U)	8.2	7.2
WSPA-FM (B/EZ)	8.3	7.0
WKCN (CHR)	6.6	6.3
WANS-FM (CHR)	7.1	5.7
WORD (CHR)	2.6	3.9
WASC (B/U)	3.6	3.5
WKSF (CHR)	4.5	3.4
WFBC (Gold)	2.9	2.9
WSPA (AC)	2.4	1.9
WTLT (AC)	1.7	1.7
WBCY (CHR)	2.0	1.4
WESC (Ctry)	2.8	1.3
WMUU-FM (B/EZ)	2.1	1.3
WGSL (Rel.)	.9	1.2

Sacramento

KSFM Surges, Widens Lead; KCTC Slips, Still Second; KXOA-FM, KRAK-FM Climb To 3-4; KFBK Dips

	W '85	Sp '86
KSFM (CHR)	10.9	12.5
KCTC (B/EZ)	10.6	9.8
KXOA-FM (AC)	6.4	7.8
KRAK-FM (Ctry)	5.4	7.5
KZAP (AOR)	6.9	7.5
KWOD (CHR)	5.9	6.4
KFBK (N/T)	7.3	5.7
KRAK (Ctry)	5.2	4.2
KHYL (AC)	3.7	3.3
KXOA (BBnd)	4.4	2.9
KGNR (BBnd)	2.6	2.8
KDJQ* (AOR)	2.1	2.1
KAER (AC)	3.9	2.0
KNBR (Misc)	.6	1.6
KGO (NT)	2.0	1.5
KSMJ (B/U)	1.1	1.5
KFIA (Rel)	1.3	1.4
KROY (CHR)	1.7	1.2
KHWY (Ctry)	3.3	1.1
KRCH (Span)	.8	1.1

*Formerly KPQP (CHR)

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Salt Lake City-Ogden

KSL Adds Two, Now Number One As KSPI Slips Three; KRSP-FM, KSOP-FM Drop As KKAT, KCPX Climb

	W '85	Sp '86
KSL (AC)	8.7	11.0
KSFI (B/EZ)	12.1	9.1
KRSP-FM (AOR)	9.0	7.5
KKAT (Ctry)	6.0	7.4
KCPX (CHR)	5.8	6.5
KSOP-FM (Ctry)	7.0	4.6
KISN (AC)	5.1	4.0
KLCY-FM (AC)	4.2	4.0
KALL (AC)	4.7	3.9
KUTR (Rel)	2.1	3.5
KDYL (BBnd)	2.2	2.9
KLUB (AC)	2.3	2.9
KCGL (AOR)	2.4	2.6
KLTQ (AC)	2.7	2.3
KMGR (AC)	1.9	2.3
KZAN (Ctry)	2.1	2.3
KBUG (Gold)	2.4	2.2
KDAB (AC)	1.7	2.2
KTKK (Talk)	2.8	2.0
KFAM (B/EZ)	.8	1.7
KBER (AOR)	—	1.4
KLRZ (AC)	1.4	1.3
KRSP (Gold)	1.3	1.1
KSOP (Ctry)	1.1	1.0

Norfolk-Virginia Beach-Newport News

WNOR-FM Slips, Still Number One; WOWI Surges To Strong Second; WCMS-FM Up, WFOG Down As WNVZ Jumps Two

	Fall '85	Sp '86
WNOR-FM (AOR)	11.8	11.4
WOWI (B/U)	7.6	10.2
WCMS-FM (Ctry)	8.7	9.1
WFOG (B/EZ)	9.7	7.9
WNVZ (CHR)	5.6	7.4
WLTY (AC)	7.5	6.2
WRSR (CHR)	3.7	5.2
WMYK (B/U)	5.7	5.1
WTAR (AC)	4.3	5.1
WWDE (AC)	5.8	5.1
WRAP (B/U)	4.5	4.4
WNIS (Talk)	2.6	3.2
WPCE (Rel)	4.0	3.0
WNRN (B/EZ)	1.8	1.6
WXRI (AC)	3.3	1.3
WKEZ (Ctry)	.8	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.

**“When you do something very well,
you simply can't do it for everyone.”**

**E. Alvin Davis & Associates—
Quality consulting for select clients**



FORMAT LEADERS

CONTEMPORARY HIT RADIO

	AQH
1. WIOG/Saginaw-Bay City	26.6
2. WQUT/Johnson City	22.4
3. WSKZ/Chattanooga	19.0
4. WVIC-FM/Lansing-East Lansing	18.9
5. WHOT-FM/Youngstown	15.8

NATIONAL ALL-FORMAT

	AQH
1. KFAB/Omaha (AC)	26.8
2. WIVK-FM/Knoxville (Ctry)	26.7
3. WIOG/Saginaw-Bay City (CHR)	26.6
4. WKSJ-FM/Mobile (Ctry)	23.1
5. KMOX/St. Louis (Talk)	22.6
6. WQUT/Johnson City (CHR)	22.4
7. WXBQ/Johnson City (Ctry)	20.3
8. WHBC/Canton (AC)	20.1
9. WCRZ/Flint (AC)	19.9
10. WICC/Bridgeport (AC)	19.6
11. WTQR/Greensboro (Ctry)	19.1
12. WSKZ/Chattanooga (CHR)	19.0
13. WVIC-FM/Lansing-East Lansing (CHR)	18.9
14. WCCO/Minneapolis-St. Paul (AC)	18.5
15. WTIC/Hartford (AC)	18.3
16. KXLY-FM/Spokane (B/EZ)	17.8
17. WCOS-FM/Columbia, SC (Ctry)	17.8
18. KSSN/Little Rock (Ctry)	17.7
19. KGBT/McAllen-Brownsville (Span)	16.8
20. WYYY/Syracuse (AC)	16.6
21. KASE/Austin (Ctry)	16.3
22. WHOT-FM/Youngstown (CHR)	15.8
23. KZZU-FM/Spokane (CHR)	15.6
24. WUSY/Chattanooga (Ctry)	15.6
25. WHRR/Memphis (B/U)	15.5

Our commitment is to provide quality consulting services. By design, we have chosen to offer programming and marketing guidance for select clients.



E. Alvin Davis

This allows us to tailor individual strategies that consistently improve rating performance. And while ratings are important, we know they are only one part of the profitability equation. We're dedicated to delivering marketing solutions that maximize profits

and control costs. We exhibit fiscal responsibility. The bottom line is this: We help our clients make money.

A case in point:

RADIO & RECORDS, in its April 1986 Ratings Report, lists the country's 25 highest rated CHR stations.

E. Alvin Davis & Associates is proud to have two of our clients listed in the Top 5 highest rated CHR stations in America. These two stations are also among the Top 15 highest rated stations in the National All-Format listings. We salute...

WIOG-FM/Saginaw

Number one in the R&R CHR listing, #3 National All-Format. In the last year and a half, despite having a 3kw Class A signal, WIOG has virtually doubled its 12+ share from 13.6 to 26.6.

WIOG is #1 in every major demographic, including #1 Adults 18-34, 18-49 and 25-54. WIOG also has twice the share of the market's #2 station.

WVIC-FM/Lansing

Number four in the R&R CHR listing, #13 National All-Format. In the last three and a half years, WVIC has more than tripled its 12+ share from 6.0 to 18.9.

WVIC is #1 in every major demographic, including #1 Adults 18-34, 18-49 and 25-54. WVIC also has twice the share of the market's #2 station.

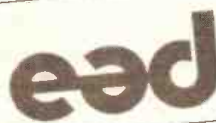
For more information, telephone E. Alvin Davis at 513/984-5000.

**Attending RADIO '86
In New Orleans?**

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General Manager/Group Executive interested in higher ratings and increased profits, phone E. Alvin Davis to schedule an appointment.

Program Director/On-Air Talent interested in career advancement, either now or in the future, phone Ted McAllister to schedule an appointment.



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E. Alvin Davis
President

Quality consulting for select clients

RATINGS

Birch Spring Quarterlies 12 +

Seattle-Tacoma

KISW Rockets Up Three For First; KUBE Climbs To Third; KIXI Improves; KBRD Up One; KMGJ Almost Doubles

	Winter '86	Sp '86
KISW (AOR)	9.5	12.5
KIRO (N/T)	10.3	9.7
KUBE (CHR)	6.0	6.7
KOMO (AC)	6.2	5.0
KNBQ (CHR)	4.8	4.5
KPLZ (CHR)	4.7	4.3
KIXI (BBnd)	2.6	4.0
KMPS-FM (Ctry)	7.1	4.0
KLSY (AC)	3.9	3.7
KBRD (B/EZ)	2.4	3.3
KRPM (Ctry)	4.1	3.1
KMGJ (AC)	1.6	3.0
KSEA (B/EZ)	2.6	2.9
KVI (Gold)	2.8	2.5
KZOK (AOR)	2.3	2.5
KHIT (CHR)	1.5	2.3
KING (News)	1.7	2.3
KMPS (Ctry)	3.3	2.2
KEZX (AOR)	1.7	2.1
KING-FM (Clas)	1.9	2.1
KKFX (B/U)	3.3	1.9
KUOW (Misc)	.8	1.9
KJR (AC)	1.5	1.8
KCMS (Rel)	2.7	1.3
KLTX* (AC)	1.4	1.0

*Formerly KIXI-FM (AC)

Baltimore

WBSB Up A Share, Edges Into First; WLIF Inches Into Second; WIYY, WPOC Steady, Hold Format Leads

	Winter '86	Sp '86
WBSB (CHR)	8.0	8.9
WLIF (B/EZ)	8.7	8.8
WXYV (B/U)	10.0	8.3
WIYY (AOR)	7.5	7.7
WPOC (Ctry)	7.4	7.5
WBAL (AC)	8.7	7.4
WMKR (CHR)	5.1	5.4
WWDC-FM (AOR)	4.0	3.9
WFBR (AC)	2.2	2.9
WHUR (B/U)	3.2	2.8
WHIN-FM (B/U)	2.6	2.5
WCAO (Ctry)	2.2	2.3
WWIN (B/U)	1.6	2.2
WBGR (Rel)	1.4	2.1
WQSR (Gold)	1.9	2.1
WCBM (AC)	1.3	1.9
WEBB (B/U)	1.5	1.9
WRBS (Rel)	1.7	1.9
WROX (CHR)	2.7	1.8
WBJC (Misc)	1.0	1.6
WYTH (BBnd)	2.1	1.6
WYST-FM (AC)	1.3	1.6
WHFS (AOR)	2.1	1.3
WGRX (AOR)	1.0	1.0
WTOP (News)	.6	1.0

Portland

KKRZ Cruises To Big Lead; KGON Solid In Second; KGW, KINK Nab Two-Share Gains; KKCW Up A Point

	Winter '86	Sp '86
KKRZ (CHR)	11.8	13.3
KGON (AOR)	9.8	9.9
KGW (AC)	6.0	8.0
KINK (AOR)	4.9	7.0
KXL (News)	7.5	6.9
KUPL-FM (Ctry)	6.4	6.7
KMJK (CHR)	5.9	5.4
KEX (AC)	4.8	5.3
KXL-FM (B/EZ)	5.9	5.1
KKCW (AC)	3.5	4.4
KYTE (BBnd)	4.0	3.2
KWJF-FM (Ctry)	3.7	2.7
KWJJ (Ctry)	2.5	2.6
KLLI (AC)	3.4	2.4
KSGO (Gold)	1.6	1.9
KPDQ-FM (Rel)	1.7	1.8
KMHD (Jazz)	2.1	1.6
KYTE-FM (Clas)	2.5	1.3
KXYQ (CHR)	.4	1.2
KKSN (Jazz)	.9	1.1
KOAP (Misc)	.8	1.0

Cincinnati

WEBN Up Three To Sweep Into Top Spot; WKRC Steady, Now Second; WLW Gains Two, Opens Up AC Lead

	Winter '86	Sp '86
WEBN (AOR)	10.0	12.9
WKRC (CHR)	10.4	10.3
WLW (AC)	6.6	8.8
WBLZ (B/U)	9.2	8.3
WUBE (Ctry)	10.1	8.3
WWEZ (B/EZ)	9.4	7.4
WKRC (AC)	6.4	6.3
WRRM (AC)	6.2	5.1
WCKY (N/T)	4.5	4.8
WSKS (AOR)	4.0	4.3
WLLT (AC)	4.6	3.2
WCIN (B/U)	2.9	2.9
WGUC (Clas)	1.9	2.5
WVWK-FM (AC)	2.6	2.4
WDJO (Gold)	1.9	2.1
WVXU (Misc)	.9	1.8
WPFB (Ctry)	.8	1.7
WNOP (Jazz)	.3	1.0

Indianapolis

WFBQ Leaves Teens For Twenties; WIBC, WTLC Head Upward; WZPL Opens CHR Edge

	Winter '86	Sp '86
WFBQ (AOR)	19.8	21.0
WIBC (AC)	14.2	15.7
WTLC (B/U)	11.1	12.7
WFMS (Ctry)	11.9	9.6
WZPL (CHR)	7.6	8.8
WEAG* (CHR)	6.6	6.5
WXTZ (B/EZ)	5.3	6.2
WENS (AC)	6.0	5.4
WMLF (BBnd)	3.4	1.8
WTPI (AC)	2.7	1.7
WIAN (Misc)	1.5	1.1
WIRE (Gold)	2.0	1.1

*Formerly WNAP (CHR)

Dayton-Springfield

WGTV Hits 17, Opens Six-Share Lead; WTUE Improves; WHIO Up A Share & A Half; Cincy's WSKS Gains A Share; WWSN, WYMJ Rise

	Winter '86	Sp '86
WGTV (CHR)	15.0	17.2
WHIO-FM (B/EZ)	16.2	11.4
WTUE (AOR)	10.4	11.0
WHIO (AC)	7.8	9.3
WSKS (AOR)	5.7	6.6
WBLZ (B/U)	6.2	5.7
WWSN (AC)	4.3	5.6
WYMJ (AC)	3.7	5.0
WONE (AOR)	4.9	3.6
WLW (AC)	2.8	2.8
WBZ (Ctry)	1.8	2.4
WDAO (B/U)	4.5	2.4
WVUD (AC)	3.2	2.4
WING (AC)	2.5	1.7
WAZU (AC)	1.0	1.1

Columbus

WLWQ Off, Still Has Solid Lead; WXGT Stronger Second; WSNY, WNCI Race Into Double Figures; WVKO More Than Doubles, WZZT Also Up

	Winter '86	Sp '86
WLWQ (AOR)	18.7	15.2
WXGT (CHR)	11.2	11.9
WSNY (AC)	8.2	10.7
WNCI (CHR)	6.4	10.3
WBNS-FM (B/EZ)	9.0	6.2
WTVN (AC)	7.5	6.2
WRMZ (Ctry)	6.8	5.9
WVKB (B/U)	1.8	4.4
WZZT (B/U)	2.8	4.3
WHOK (Ctry)	4.8	3.3
WOSU-FM (Clas)	2.6	2.8
WMNI (Ctry)	3.3	2.6
WBNS (AC)	1.8	2.4
WBBY (Jazz)	1.4	2.3
WCOL (N/T)	2.3	1.7
WCKX (B/U)	3.0	1.2
WOSU (N/T)	1.4	1.1

BMI & B.B. At Big Apple's Beacon



During his performance at NYC's Beacon Theatre, B.B. King (l) is welcomed to the Big Apple by BMI's Stanley Catron (r).

Minneapolis-St. Paul

WCCO Adds A Share; KQRS-FM, WLOL Steady For Second, Third; KDWB-FM Grabs Two Shares

	Winter '86	Sp '86
WCCO (AC)	17.3	18.2
KQRS-FM (AOR)	13.5	13.4
WLOL (CHR)	10.6	10.7
KSTP-FM (AC)	9.4	9.2
KDWB-FM (CHR)	7.0	9.1
KEYE (Ctry)	7.4	5.6
KSTP (Talk)	3.9	4.1
KTCZ (AOR)	2.8	3.4
WAYL (B/EZ)	3.8	3.2
KJJO-FM (Gold)	3.8	3.1
KTIS-FM (Rel)	3.2	2.7
WLTE (AC)	3.1	2.4
KSJN-FM (Clas)	1.7	2.2
WDGY (Ctry)	3.1	2.0
KMOJ (B/U)	1.0	1.4
KMGK (AC)	1.4	1.0

Nashville

Top Four All Down A Bit; WZEZ Up; WTMG Adds A Share; WLAC Gains Two

	Winter '86	Sp '86
WKDF (AOR)	15.6	14.4
WSM-FM (Ctry)	13.5	13.1
WQOK (B/U)	11.2	10.7
WLAC-FM (AC)	8.9	7.9
WWEZ (B/EZ)	5.6	6.4
WSM (Ctry)	5.5	4.7
WZLW (Ctry)	5.4	3.9
WVKK (CHR)	3.6	3.7
WTMG (AC)	2.3	3.4
WLAC (Talk)	1.3	3.3
WVOL (Gold)	3.9	2.9
WPLN (Clas)	1.2	1.9
WLRO-FM (AC)	1.3	1.6
WKDA (Gold)	2.0	1.2
WRVU (Misc)	.5	1.2
WDBL (Ctry)	.8	1.0
WNAZ (Rel)	1.0	1.0

Arbitron Spring '86 Advances 12 +

Oklahoma City

KATT Jumps To Top; KXXY-FM Also Strong, Now Number Two; KEBC Makes Strong Country Gains; KKNB, KZBS, KTOK Drop

	Fall '85	Sp '86
KATT (AOR)	9.5	12.8
KXXY-FM (Ctry)	9.9	12.1
KEBC (Ctry)	5.6	8.1
KKNB (B/EZ)	11.4	7.7
KZBS (AC)	10.8	7.3
KJYO (CHR)	6.8	7.1
KTOK (N/T)	9.8	7.0
KLTE (AC)	6.0	5.6
KMGL (AC)	6.4	5.0
WKY (Ctry)	4.9	4.6
KOMA (AC)	1.5	4.2
KIMY (AC)	3.0	3.5
KKER (AC)	1.1	2.0
KJL (Rel)	1.7	1.5
WWLS (Ctry)	.8	1.2
KXXY (Ctry)	.9	1.0

Birmingham

WZZK-FM Drops, Still Leads; WENN Pushes Into Second; WMJJ, WKXX Surge As WAPI-FM Slips

	Fall '85	Sp '86
WZZK-FM (Ctry)	14.2	13.8
WENN (B/U)	10.6	13.1
WMJJ (AC)	9.0	11.9
WAPI-FM (CHR)	14.0	11.3
WKXX (CHR)	5.4	8.3
WATV (B/U)	7.6	6.2
WAPI (AC)	5.8	5.0
WERC (N/T)	3.7	4.4
WAGG (Rel)	3.9	3.3
WJLD (B/U)	4.8	3.0
WLTB (Ctry)	4.3	2.7
WDJC (Rel)	14.9	2.2
WVOK (Ctry)	2.1	2.0
WZZK (Ctry)	1.9	1.5
WQEN (CHR)	—	1.3



Monster marches through Atlanta!

Atlanta's 94-Q, WQXI-FM, had closed the winter book with a 7.0 12+ share. The April and May Arbitrends showed some improvement at 7.3 and 7.5 respectively. But now, with the station posting a 9.1 for Spring,* it's obvious they did something monstrous in June.

Enter the dragon. What 94-Q did is Direct-TV, the revolutionary station promotion campaign created by Film House. For just four weeks, from late May through the middle of June, 94-Q turned our monster loose on its competition. Yet those few weeks are all it took to breathe real fire into the station's ratings for Spring.

And the beast goes on. Direct-TV has already been unleashed, or soon will be, in most of the top 20 ADI's. Don't face its fury in your own backyard.

Call Film House today. We'll Federal your copy of our latest demo reel, which features the complete Direct-TV story including sample commercials from 94-Q's campaign and several other major markets, as well as the entire Film House lineup for Fall.

*Source: Winter 1986 and Spring 1986 Arbitrons. All figures 12+ 6am-12mid. Mon-Sun.

filmhouse
FILM HOUSE, INC. BROADCAST MARKETING SERVICES

24 MUSIC SQUARE W. NASHVILLE, TN 37203 (615) 255-4000



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REED BUNZEL

NETWORKS/PROGRAM SUPPLIERS

Amazing Stories Of The Great Unexpected

So you think you've got a great idea for a show... something that's never been done before. Something so different from the mainstream that unique is an understatement. A feature so innovative that everyone will compare it with sliced bread and canned beer. A program that will, virtually (if not literally) rip the socks off every listener. Something like "Audio Ant Farm" or "The Great Radio Mime Show."

Every radio network and syndicator - and network columnist - receives myriad demos of innovative, bizarre, off-the-wall programs submitted by independent producers. Some of these are rooted in a genuine spark of creativity, some have sprouted from a clever premise or original idea, and some are so offbeat that Norman Bates would have trouble understanding them. In any case, dozens of desks are covered with cassettes, reel-to-reels, and a few occasional discs of these demos, as related in a previous column (R&R, 11-16-84). Many of these tapes are lessons in monotony and futility. A rare few turn out to be gems, and a small number are relegated to "good-cocktail-party-conversation" status.

Back To School

Who says there isn't anything new under the sun? Certainly not the producers of "University of the Damned," a demo sent (unsolicited) to Los Angeles-based Barnett-Robbins Enterprises. Exec Vice President Lance Robbins says "University" was a humorous soap opera involving a morass of preppies and yuppies wading through academia. "Parts of it were slightly amusing," he concedes. "But there was no way we could see it as a nationally syndicated program. The show was already being heard on several college radio stations and had found a good audience, but the broadstream listenership necessary for the success of a national show just wasn't there."

"Funny Farm" was another demo which struck Robbins's funny bone. "The producers of this comedy soap opera set their characters as inmates of a mental institution," he remembers. "Again, it was funny - a little on the wild and crazy side. But it just didn't fit the bill." Neither did "Lifestyles Of The Poor And Lonely" (another soap opera examining desperate, downtrodden singles) or "Sex In America."

"Sex" had an interesting premise, but with a name like that there's no way it could get widespread clearances," Robbins continues. "The show was culled from old stories and experiences - sort of like the things in 'Playboy Advisor' or the 'Playboy Forum.' It consisted of a series of vignettes covering everything from erotic road signs to cities like Inter-course, Pennsylvania or Beaver, Oregon."

Situation: Comedy

Comedy's recent resurgence in radio popularity has led to another soap opera spoof: "Mandrake For The Defense." Comments NSBA Radio Network President Jeff Leve, "This was a daily vignette based on an inept attorney who goes to court defending all his criminals against parking violations. They usually end up convicted of something like murder in the first degree. We felt it was a little off the wall because it was targeted for a music station's demographics, but it definitely didn't fit. I can't see a PD breaking up his day for a program like this."

Music is the dominant product of radio; little wonder, then, that syndicators are bombarded with an insufferable quantity of programs of varying quality. "Dead Rock

Stars" is one such offering, which St. Louis-based Clayton Webster's Jay Tschirmer says had a workable concept but a dubious name. "This show, which we referred to as 'Death Stars,' was a series of 260 vignettes," he recalls. "It featured lots of famous and not-so-famous performers in a radio version of rock-and-roll heaven. The concept was interesting and, in fact, a major network is producing a special similar to this. But that's a one-time thing and this was supposed to be every day. We didn't know who we could get to sponsor it, except maybe FTD Florists."

Of the numerous proposals received by Westwood One's Director/Programming Gary Landis, two struck him as intriguing in concept but questionable in content. "One was called something like 'Wrestling Roundup,' a daily recap hosted by a rotating lineup of the sport's biggest stars. It wasn't a terrible idea, but it wasn't the most articulate presentation I ever heard. The other feature was an 'After Midnight, Spaced Out' radio show cohosted by some kind of alien. I think the creator of this pro-

gram was attempting to do for radio what Carlos Castaneda did for literature."

The Right Stuff

The idea of this exercise is not to ridicule or impugn the integrity of any program or producer. Each of the above programs came from a creative mind, but creativity is only part of the syndication business. Creativity and marketing are equal partners in successful syndication. Most network execs maintain that failure results from one of two factors: either no thought was given to a station's need for a particular program, and/or the producer has no experience in sales or clearances. Every great program starts with an idea, but research is necessary to determine whether that idea will fly. Without advertisers and stations who see a direct need for a program, no one will touch it.

"Bizarre is really not to be confused with bad," Landis cautions. "There is a difference. Anything can be considered in the wrong context, and what we're talking about here is context. In local radio

that context is very specific; nationally, by nature of what we do, it's very generic. Some people might consider WBCN/Boston's 'Nocturnal Emissions' show, hosted by Oedipus, too bizarre for national radio. But actually, for the local market, it's a very good show.

"What this means is that we're looking for radio's ultimate Catch 22 - creative ideas which appeal to the lowest common denominator," Landis continues. "If I get a presentation that somewhere in the first paragraph says 'never been done before,' it's usually downhill from there. Anyone who is thinking of getting into national syndication should go in with the understanding that the national business is a mirror of what is happening in local radio."

"Ideas don't make the programs," says Clayton Webster's Tschirmer. "Needs make the programs. Programs are driven by advertisers and stations as specific vehicles. Stations either recognize a need and communicate it to a network, or the advertisers want to reach a specific audience and the program is tailored to that need. If a program is done right, everyone benefits."

NSBA's Leve agrees: "Don't try to find someone to syndicate a program until you know there's an audience out there, that some major market stations will carry it. You can't expect the syndicator to do all the legwork. Take the concept around to a few of the top ten markets and see what sort of response you get from the stations you're targeting. Find out what their needs are before you try to sell what you think is a good show."

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Program content also has to be directed to a large audience, not just to a small listener segment. "If you're an AC station looking at a prime demo of 25-54, you have to weigh every programming decision on how that segment will accept something new," says Robbins, who claims the syndicator is actually the "front man" for both the station and the advertiser. "It's up to us to say 'Hey, that's a great idea' or 'Don't call us, we'll call you.' The producer of the show looks only at how creative his idea is, but we have to consider the bottom line. We have to determine whether Bristol Myers or Anheuser Busch will buy it."

"Our goal is not to create trends," Landis concludes. "That's been attempted by countless companies and, as a result, they aren't companies anymore. The true goal and most challenging part of our business is forecasting the trends and being there with the right product one week before, not one week after, there is a demand for it."

R&R Readers' World Series Picks

In the June 20 issue R&R asked readers to submit their picks for National League and American League Division winners, pennant winners, and World Series victors for 1986. We also revealed the selections chosen by United Stations's commentator/N.Y. Mets color analyst Tim McCarver and R&R Sports On Radio Editor Richard Agata. Now, with a follow-up, are the R&R readers' selections, as well as update from McCarver and Agata:

• Tim McCarver: "If the Cincinnati Reds had won 11-12 games in the two weeks following the all-star game, they would be my choice - but they haven't done that. The team with the most momentum should be the winning team; Houston has shown timely hitting and they're on a roll. Even though I selected the Dodgers earlier in the season, Houston's got to be the pick right now in the National League West.

"Kansas City is an example of what happens when you rely too much on one department - in this case pitching. I'm going for the Angels to win the American League West, because they should be able to outlast the Texas Rangers.

"It's doubtful that the Mets will have any long drought. They've only lost three in a row three times this year, and with their pitching they have just been phenomenal. The Mets are still number one, and should have no trouble taking the NL East.

"I think this is the best chance for New York to see a subway series since 1955, and I still think so. I've always liked the Yankees because they are so potent offensively, and I think they'll creep up and win the AL East.

"The World Series should shape up between the Mets and the Yankees, and though it's still a little early to be certain I think the odds are quite good for the Mets to take it all.

• Richard Agata: "I'm going to stand by my earlier picks. I still think you'll see the Dodgers and the Mets squaring off for the National League pennant. It may look bleak for the Dodgers, but they - along with the Yankees - have the biggest 'X' factor in baseball. What I mean is you can come up with a million reasons for them to lose, but they just keep winning. The Mets are probably the best team in baseball at this point and have, by far, the best pitching staff.

"Speaking of pitching, those pesky Angels from Disneyland might surprise a lot of people. They also have the three best reasons for wanting to go to the World Series: 1) In 25 years of existence they have never been there; 2) Owner Gene Autry has sunk a modest fortune in the team in those 25 years; 3) Manager Gene Mauch, in nearly 25 years as a field general for several ballclubs before coming to Anaheim, has never sat in the dugout at the World Series.

"Still, I think the Yankees will meet the Mets, and the Mets will prevail in October."

R&R Readers:

Division	Pennant	Winner*
NL West	Houston Astros (35%)	
	San Francisco Giants (21%)	
	Los Angeles Dodgers (16%)	
NL East	New York Mets (98%)	
	New York Mets (89%)	
AL West	San Francisco Giants (5%)	
	California Angels (42%)	
	Kansas City Royals (41%)	
AL East	Texas Rangers (16%)	
	Boston Red Sox (79%)	
	New York Yankees (11%)	
AL Pennant	Baltimore Orioles (7%)	
	Boston Red Sox (70%)	
	New York Yankees (8%)	
World Series	New York Mets (56%)	
	Boston Red Sox (29%)	
	San Francisco Giants (14%)	

* Percentage of total votes received in that category.

NETWORK FEATURE FILE

NEWS & INFORMATION FEATURES

GENERAL INFORMATION

COMEDY

MUSIC FEATURES

The Week Of

The Weekend

August 18 - 22

American Music Magazine With Rick Dees (USP)
Janet Jackson (8/18)
Daryl Hall (8/19)
Lovetboy (8/20)
Billy Joel (8/21)
Klymaxx (8/22)

Country Calendar (CW)
Gene Watson (8/18)
Eddy Raven (8/19)
Reba McEntire (8/20)
Kenny Rogers (8/21)
Nicolette Larson (8/22)
Donna Fargo (8/23)
Dan Seals (8/24)

Country Closeup (NP)
"Cover" hits

Country Report (WRN)
Steve Warner/Vega Brothers (8/18)
T.G. Sheppard/Southern Pacific (8/19)
Vega Brothers/Randy Travis (8/20)
Keith Whitley/Vega Brothers (8/21)
Southern Pacific/Billy Joe Royal (8/22)

Earth News (WO)
20th anniversaries: Mamas & Papas; John & Michelle Phillips/Monkees; Mickey Dolenz

Encore With William B. Williams (WO)
1941: Jimmy Dorsey

Line One (WO)
Triumph

Live From Gilley's (WO)
Eddie Rabbit

Off The Record (WO)
Rod Stewart/Steve Winwood/Beat Farmers

Off The Record Special (WO)
Steve Winwood

Pop Concerts & Star Trak Profiles (WO)
Kenny Loggins, Pt. 1

Rock Stars (ABC)
Rod Stewart (8/18)

Rock Today (MJI)
Bob Seger

Shootin' The Breeze (WO)
Jeffrey Osborne/Starpoint/Deniece Williams

Solid Gold Country (USP)
August Gold (8/18)
Larry Gatlin & the Gatlin Brothers (8/19)
Feature Year 1973 (8/20)
Kenny Rogers birthday salute (8/21)
Country stars in the news (8/22)

Solid Gold Scrapbook (US)
Barry Mann/Cynthia Well (8/18)
This week in 1970 (8/19)
"Weather" or not (8/20)
This week in 1962 (8/21)
Kenny Rogers (8/22)

Special Edition (WO)
Jeffrey Osborne

Star Trak (WO)
John Cougar Mellencamp/Kenny Loggins/DeVice

August 16 - 17

American Eagle (DIR)
American Eagle Family Picnic

Christian Countdown America (CCA)
Glad

The Countdown (WO)
Chaka Khan/Michael McDonald

Countdown America With Dick Clark (US)
Rod Stewart

Country Report Countdown (WRN)
Elvis Presley/Kyle Petty/Dak Ridge Boys

Country Today (MJI)
Janie Fricke

John Leader's Countdown USA (CUSA)
Journey

Dick Clark's Rock, Roll & Remember (USP)
Dion

Dr. Demento (WO)
All requests

Elvis Hour (CRS)
Col. Tom Parker

Entertainment Coast to Coast (CBS)
Jeffrey Osborne/Kathryn O'Hara ("Heartburn")/casting director Brian Rix

Future Hits (WO)
Moody Blues/Cyndi Lauper

Gary Owens' Supertracks (CRS)
Lesley Gore

Great Sounds (USP)
Ray McKinley

Highlights (DIR)
J.J. Johnson/B.B. King/Kereem Abdul Jabbar

Jazz Show With David Sanborn (NBCE)
Andreas Vollenweider

Hot Rocks (USP)
Madonna

King Biscuit Flower Hour (DIR)
Mike & the Mechanics

Metalshop (MJI)
Alcatraz

Musical! (WO)
Fan magazines/cover versions/"Evita"

Music of America (ABC)
Volunteer Jam XII/Charlie Daniels Band/surprise guests (8/15)

Pioneers in Music (DIR)
Foghat/Average White Band/Atlanta Rhythm Section/Alvin Lee

Power Cuts (GSN)
Steve Winwood/Bon Jovi (8/17)

Reelin' In The Years (GSN)
Guess Who/Temptations

Rick Dees' Weekly Top 40 (USP)
Belinda Carlisle

Rock Chronicles (WO)
Kenny Loggins' top soundtracks/Woodstock/Kelth Emerson/'88 Special's Beatie salute

Scott Muni's Ticket To Ride (DIR)
Ken Townsend, Abbey Road GM

Scott Shannon's Rockin' America Countdown (WO)
Daryl Hall/Gavin Christopher/Kenny Loggins

Sinatra Special (CRS)
The swingers

Solid Gold Saturday Night (US)
Elvis Presley (8/18)

Spirit Of Summer (CBSR)
Phil Collins/Neil Sedaka/Kenny Loggins

Star Beat (MJI)
Jean Carne

Super Gold (TRAN)
Woodstock/Johnny Rivers/Four Tops

Superstars Rock Concert (WO)
Flick

That's Love (WO)
Paul Anka/Rob Reiner/Steve Nicks

Top 30 USA (CBS)
Number one club

Urban Music Magazine (SI)
Melba Moore/Mr. T

Weekly Country Music Countdown (USP)
Hank Williams Jr.

August 11 - 15

The Blimp (PRN)
Speaker phones/food packaging/runners' report/nuclear preparedness/body language

Car Show Coast-To-Coast (SCGI)
'86 Oldsmobile Toronado/car designer Ron Hill (8/16-17)

Computer Program (PRN)
For the disabled/photography/in government/micro repairs/hybrid games

Health Care (PIA)
Implanting manmade teeth

NBC Extra (NBCE)
Return of jazz

Page One (PIA)
US prosecution of Nazi war criminals: Elizabeth Holtzman/Book of Abraham author: Mark Halter

Public Affairs (PIA)
The numbers 9 to 5

Sound Advice (PRN)
Reverb/slap echo/phasing & flanging/multi-track EQ

Reviewing Stand (PIA)
Educating our athletes: Cynthia Patterson/Depressed kids: Dr. Bennett Leventhal/Vacation safety: George Loughlin

Sports Explosion (PIA)
Cal Ripken Sr./Jay Randolph/Fred Catto

Sports Flashback (CW)
Cleveland triple play 2nd baseman/'82 most consecutive chances with no error/'72 World Series/Tom Seaver's almost-perfect game/Cubs left-handed pitcher's no hitter/1st NL player in 1000 consecutive games/'89 World Series Mess centerfielder

Sporting News Report (CW)
Tom Seaver (8/11)
Hank Greenberg (8/12)
Giants win Candlestick (8/13)
Joe Morgan (8/14)
Larry Bird (8/15)

Wireless Flash (CN)
Charlotte Lewis ("Pirates")/Sally Kellerman/Manhattan Transfer/Loudness

Comedy Hour (MJI)
Live Guest: Tom Hanks/Father Guido Sarducci/Paul Rodriguez/Freddie Prinze/Albert Brooks

Comedy Show (CW)
Salesmen: Robert Klein/W.C. Fields/Shelly Berman/Jack Benny/Woody Allen/Burns & Schreiber/Monty Python

Daily Feed (DCA)
Rehquost memory test/Gadhafi update/August in DC/tax reform time machine/exclusive Titanic photos

Hiney Wine (DD)
White House hiney enjoyment/Nixon makes his hiney/getting ready for 63 years of hiney/Big Red and Thor celebrate birthdays/nudists enjoy hiney during convention

Jackie the Joke Man (OHR)
Shower in the nude/three-legged chicken/Paul Revere's house call/family food/bullfrog bat

Laugh Machine (PRN)
Joan Rivers/Bit Cosby/Henry Youngman/Steve Wright/Steve Martin/Rodney Dangerfield/Kip Adotta/Reiner & Brooks/Gallagher

Live From The Improv (DIR)
Larry Miller/Dennis Wortberg/Mark Schiff/Jeff Marsler/Wil Shriner

Mel Blanc's Blankety Blancs (ASR)
Attia the Hun/school of the air/leave that dial/ Joe Pan show/astro forecast

National Comedy Wireless (DD)
Starline: Rodney & Johnny/tent a cheerleader/lower brau beer/stutter rock album offer/Gene Shallow movie review

National Lampon's True Facts (SLP)
Zip it good/night school foot/sleazy rider/Florida flight/bunny basher

Party Drop-Ins (ASR)
Bean dip/T-d-off doctor/Tom & Roy's/dirty laundry/party people

Radio Hotline (ASR)
Mr. Poop Scoop/Mr. Poop Scoop callback/I got cable TV/trenchcoat video/party at your place!

Stevens & Grdnic's Comedy Drop-ins (ASR)
Loser's dynamics/law firm/mysteries of rock & roll/rolling stone/weekend

United Spots Of America (ASR)
Auto parts/motocrash/van-goo art/discoun/auto parts/scooter bolfo

NETWORK PEOPLE

● Thomas Gatewood joins Satellite Music Network as Regional Affiliate Manager for SMN's Northeast affiliate sales division. He joins SMN after working with the RKO Radio Networks/United Stations Radio Networks One and Two for the last seven years in such capacities as Manager/Affiliate Services RKO Network One, Director/Affiliate Services, and Direc-

tor/Affiliate Relations RKO/United Stations Radio Networks One and Two.

● Starstream Communications Group signs Iona Shillman as Producer of their newly syndicated show, "The Car Show Coast-To-Coast." The show will include car reviews, interviews with auto industry newsmakers, and auto features.

Coming Next Week:

A Network-By-Network Analysis Of RADAR 33

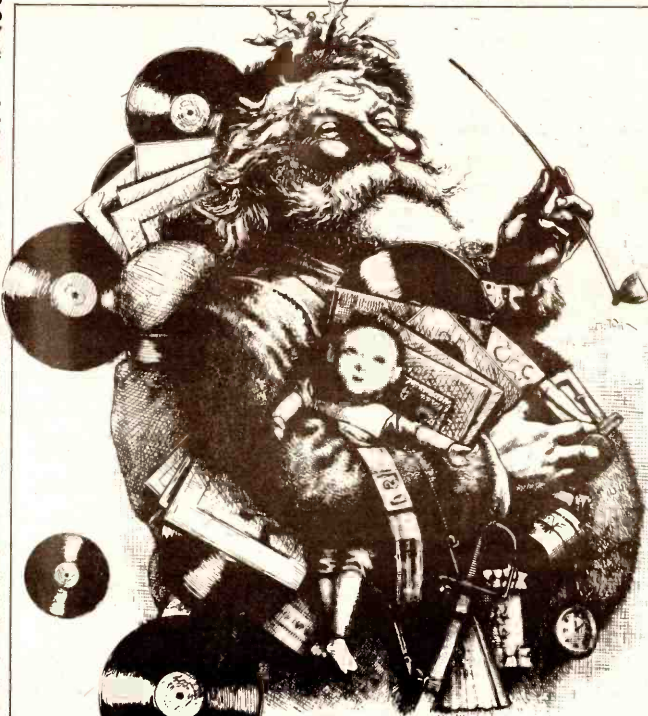
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E/P/A's THE HITS



MICK JAGGER "Ruthless People"

CHR NEW & ACTIVE

NOW ON 88 CHR REPORTERS!

Taken from the original motion picture soundtrack "Ruthless People"
"Ruthless People" Musical Supervisor Tommy Mottola, Champion Entertainment Organization, Inc.



LUTHER VANDROSS "Give Me The Reason"

CHR SIGNIFICANT ACTION

- | | |
|------|------|
| KMEL | KBFM |
| WNNK | WCGQ |
| WSSX | KSMB |
| WNOK | WGLF |

BLACK/URBAN CHART: 1

Taken from the Epic album "The Night I Fell In Love"

CELEBRATE CHRISTMAS IN AUGUST WITH

SANTA DELIVERS IN AUGUST!



FABULOUS THUNDERBIRDS "Wrap It Up"

SECOND WEEK ACTION

CHR NEW & ACTIVE 68/26 — 29%!

Taken from the album "Tuff Enuff" Produced By Dave Edmunds

CBS ASSOCIATED
RECORDS



MIAMI SOUND MACHINE "Words Get In The Way"

AC CHART: ① For Two Weeks — 100%!

Taken from the Epic album "Primitive Love"

CHR CHART: ①7

190 REPORTERS — 82%!

WXKS 8-7	WAPE 9-5
WKSE 10-6	KBFM 2-1
PRO-FM 10-9	BJ105 9-6
Y100 6-5	WKDD 10-8
KIMN 18-11	KIHK 12-8
WBBQ 12-7	KQMQ 8-6
WKQB 7-4	KATD 17-9
KEZB 4-4	



ISLE OF MAN "Am I Forgiven"

"K-104 has found another hot request generator in Isle of Man's 'Am I Forgiven.' In callout research gauging negative/positive response to records on air at least two weeks, the single is showing up 90% positive. It's very high with females and strong with teens."

Bill Shannon, PD
K-104/Erie, PA

WPHD 32	95XIL 13-10
KDWB 25	WKSE on
Q100 add	WNYS on
K104 1-6	Q106 on
WKRZ 38	KSND on
KIHK 29-24	WKSF on
95XXX 32	99KG on
OK100 4-3	

Taken from the album "Isle Of Man"

PATIA

EPIC/PORTRAIT/CBS ASSOCIATED RECORDS!

DISTRIBUTED BY CBS RECORDS

A Sale Is Not Really A Sale . . .

By Vytas J. Paskus

Welcome to a primer on finance as it relates to the broadcaster. The article's title is meant to bring attention to a common malady among broadcasters — slow-paying accounts.

The gravity of the situation is such that it's costing management large sums of money to finance airtime for its clients. In effect, management is lending dollars, at little or usually no interest rate, to its advertisers for a period of time often exceeding two months. As broadcast executives, we would be hard pressed to find any institution willing and/or able to grant us interest-free funds.

It Costs To Carry

To illustrate the cost of carrying accounts receivable on your books for any length of time, consider the following example:

Advertiser A contracts for \$25,000 in airtime on KXYZ to run during the first two weeks of the month. A is invoiced at the end of the broadcast month, receives the bill, and does not pay for 60 days. In the meantime, KXYZ must meet payroll and other obligations with hard cash and a prevailing market interest borrowing rate of 10%.

If all other accounts pay with approximately the same frequency, KXYZ would have to borrow funds to meet its obligations and repay the loan with 60-day-old collected funds. Conversely, if the station had ample cash to meet its operating liabilities, KXYZ management would have lost the use of the uncollected funds from Advertiser A and incurred an opportunity cost. Using the aforementioned example, there's a relatively simple calculation that management can

"Management is lending dollars, at little or usually no interest rate, to its advertisers for a period of time often exceeding two months."

use to track receivables' cost: \$25,000 airtime credit granted to Advertiser A.

60 days overdue
10% cost of borrowed cash (or, conversely, rate at which money could have been invested)

$\$25,000 \times .10 (60/365) = \410.96

So this one account cost KXYZ \$411 in lost investment opportunity or, in other terms, interest paid to a lender to finance liabilities incurred in station operation. Multiplied by numerous agencies and advertisers, the opportunity costs associated with financing old receivables can increase dramatically, particularly with a large broadcaster. The goal, then, is to keep all related collection costs to a minimum; effective and profitable management of station funds demands this.

Frequent Analysis

The cost of carrying receivables should be analyzed relatively frequently by station management. All expenses related to credit should be accounted for and reviewed before any decisions are made. For some, an alternative to

carrying receivables is that of "factoring," or selling the station receivables to an independent finance company at less than full value (or discounted) rate. Considering accounting department collection costs, telephones, lawyers and/or collection agencies, and interest/opportunity costs, sometimes it makes economic sense to sell your receivables for current cash and let someone else

"The goal is to keep all related collection costs to a minimum."

worry about chasing slow accounts.

In effect, a sale is not a "real" sale until management has cash in hand for the airtime ordered at the station. Obviously, not all clients can be cash accounts lest we lose



SALES CALL — Managers from CBS Radio Representatives' offices in New York, Chicago, Atlanta, Dallas, Houston, and San Francisco gathered in Los Angeles to meet with their represented stations: KNX-AM & FM and KBIG. Taking time out for a quick photo session at KNX-FM were (l-r) Alan Caplan, Atlanta; Michael Sonberg, KNX-FM; Bennett Zier, New York; Marsha Peterson, Houston; Gordon McCaw, Dallas; Steve McGrory, KNX-FM; Tom Cosgrove, San Francisco; Gerry Himmel, Chicago; and Andy Mars, KNX-FM.

"A sale is not a 'real' sale until management has cash in hand for the airtime ordered at the station."

some of our more desirable agencies. And I'm not advocating that position. Please keep in mind, though, that receivables cost money to carry. A strong collection effort together with a fair, but tough, credit-operating policy is necessary to assist in station cash management.

Perhaps salespeople should be compensated on collected rather than booked sales; maybe a commission chargeback policy should be instituted for accounts aged to 60 or 90 days. In either case, monitoring receivables is an extremely important function since

they can greatly affect profits.

The "top" line of sales reflects airtime booked and aired on a station, whereas the "bottom" line shows the negative effect of mis-managed receivables. Don't let the gap between the top and bottom lines grow as the result of growing accounts receivable. Paying attention to this all-important financial function should and will help station management meet increasingly stringent profit requirements.

Vytas Paskus currently serves as Controller for KRTH-AM & FM/Los Angeles. He previously worked in a similar capacity at sister RKO outlet WFYR/Chicago and has held financial posts with various firms in the entertainment and graphic arts industries.

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Alert convention attendees to your involvement.

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HARVEY MEDNICK -

A NEW LOOK AT MUSIC MARKETING

Westwood One Goes On Tour

It's the early '80s. You're a major advertiser with deep pockets looking for new marketing opportunities. The conversation drifts around to pop stars. It seems logical. Recording artists are popular, their endorsements have sales value, and their tours usually follow a heavily-promoted, label-funded ad campaign in support of a new release. All you need to do is throw a pile of money at them and sales will boom. Right? Wrong.

Some artists don't want to appear to have "sold out" to the commercial world. Some clients are wary of the drug-related images of certain artists. And tours aren't being scheduled behind every new release. However, one basic fact remains: There is a cash connection there that should be tapped.

Enter Westwood One

Toward that end a number of small music marketing companies emerged. Primarily sales-oriented, they developed arrangements between advertisers and artists. The artists usually commissioned these companies, which in turn charged the advertisers a fee for virtually every activity (from implementation to videos, from club promotions to ads in the marketers' magazines). "They had a tendency to over-promise and under-deliver," said Mark Kress, GM/Music Marketing & Promotion, Westwood One Radio Networks.

Kress added, "In the early days

Because tour sponsorships often fell short of their objectives, Westwood One was motivated to try its hand, repositioning the concept as "Media-Driven Tour Sponsorships" and drawing on its radio affiliation. Explained Kress, "The single most important element for the success of a music sponsorship is the media and promotional weight. This is even more important than having a big name act. (And it was) a chance for radio to be a part of tours by major artists their audience supported."

He noted that many advertisers sponsored major artists on tour yet generated little awareness. Conversely, some major advertisers spent more in media support for the tour than they did for the artist sponsorship itself. Resulting levels of awareness were high, but return on investment was low.

Program Support



Mark Kress

everyone in tour sponsorship had a negative experience. The sponsor got in the way of the artist, and the artist was an uncooperative pain in the ass. Things didn't always go smoothly. The sponsor assumed the middlemen (music marketers) had all the right relationships, but it just wasn't so. They were just what their name implied - in the middle."

Westwood One got its feet wet in 1985 with Foreigner's 90-city tour in association with Coca-Cola USA. At that time WWI broadcast 30-second "Coke/Sprite Foreigner Tour Reports" in a dozen of their nationally syndicated radio programs. Since then the company's provided programming support for Rick Springfield's Chewel gum tour, Stevie Nicks's Sun Country tour,



Westwood One also markets promotional items to generate audience awareness and support.

and Chevrolet's Supertours with Alabama and the Pointer Sisters. To boost exposure and audience awareness, WWI usually presents a one-hour special featuring the artist and sponsored by the advertiser. This special appears one week prior to the act's appearance in the individual markets.

"... a chance for radio to be a part of tours by major artists their audience supported."

—Mark Kress
GM/Music Marketing & Promo.
Westwood One

This year the concept culminated in Westwood One's sole sponsorship of Bob Dylan and Tom Petty & The Heartbreakers' "True Confessions" tour.

Under its music sponsorship banner, WWI provides a tour sponsorship manager who travels the

route with a lap-top computer and files daily activity reports via electronic mail. Company personnel also set up local station promotions and pay careful attention to artist idiosyncrasies. For instance, Cyndi Lauper will not accept any sponsors whose products contain sugar. By the same token, WWI will not accept tobacco or alcohol sponsorships.

Media-Driven Music Sponsorships are an innovative way to create a new revenue source by linear exploitation of your existing resources. And it's a great tool for radio to use in forging multi-level exposure of artist/station relations from a programming/promotion/local sales perspective.

But does it work? Considering all the difficulties that existed with tour sponsorships, WWI seems to have solved a lot of the problems. As Pat Garner from Coke's product marketing division said after the Foreigner tour, "The phone rang once - and the tour lasted a year."

Why heck, even the Maytag man gets more calls than that.

DATELINES

1986

August 26-29

Radio-Television News Directors Association's International Conference Salt Palace Convention Center, Salt Lake City

Sept 4-7

5th Annual Jazz Times Convention Roosevelt Hotel, New York

Sept 10-13

Radio '86 Management, Programming, Sales, and Engineering Convention, sponsored by NAB.

New Orleans Convention Center, New Orleans

1987

February 7-10

Radio Advertising Bureau 7th Annual Managing Sales Conference Hyatt Regency, Atlanta

April 1-5

Alpha Epsilon Rho 45th Annual Convention Clarion Hotel, St. Louis

ONE YEAR AGO TODAY

- Cap Cities/ABC sell first 4 stations after merger
● Jack McSorley Sr. VP Price Communications
● #1 CHR: "Shout" — Tears For Fears (Mercury/PG) (3 wks)
● #1 AC: "Cherish" — Kool & The Gang (De-Lite/PG)
● #1 B/U: "Freeaway Of Love" — Aretha Franklin (Arista) (5 wks)
● #1 Country: "Love Is Alive" — Judds (RCA/Curb) (3 wks)
● #1 AOR Track: "Money For Nothing" — Dire Straits (WB) (2 wks)
● #1 LP: "Brothers In Arms" — Dire Straits (WB) (2 wks)

FIVE YEARS AGO TODAY

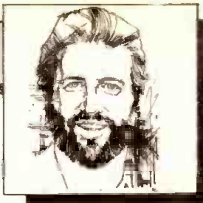
- Russ Thyret Sr VP/Marketing WB records
● #1 CHR: "Slow Hand" — Pointer Sisters (Planet) (2 wks)
● #1 AC: "I Don't Need You" — Kenny Rogers (Liberty) (3 wks)
● #1 B/U: "I'm In Love" — Evelyn King (RCA) (2 wks)
● #1 Country: "I Don't Need You" — Kenny Rogers (Liberty) (2 wks)
● #1 LP: "Escape" — Journey (Columbia)

TEN YEARS AGO TODAY

- #1 CHR: "Don't Go Breaking My Heart" — Elton John & Kiki Dee (Rocket) (2 wks)
● #1 AC: "Kiss And Say Goodbye" — Manhattans (Columbia)
● #1 Country: "Golden Ring" — George Jones & Tammy Wynette (Epic) (2 wks)
● #1 LP: "Spitfire" — Jefferson Starship (Grunt/RCA) (4 wks)



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DAN O'DAY

AIR PERSONALITIES

The Program Director As Disc Jockey — Part Two

This week we continue our panel discussion with eight on-air program directors from across the country. The panel:

- Roger Gaither, WKQB/Charleston, SC (on-air 10am-noon)
- Dan Kiley, KKRC/Sioux Falls, SD (on-air 6-10am)
- Tony Dean, WWDM/Sumter, SC (on-air 5-9am)
- Mark Larson, KFMB/San Diego (on-air 2-6pm)
- Bob Buchmann, WBAB/Long Island (on-air 6-10am)
- Michael Dalfonzo, WSHE/Ft. Lauderdale (on-air 3-6pm)
- Art Sanders, KDKR/Spokane (on-air 6-9am)
- Bill Stedman, KSAN/San Francisco (on-air 10am-2pm)

How do you get regular feedback & criticism of your own air work?

SANDERS: I'm the one who critiques my jocks. I also sit back and critique my own airchecks, but it's pretty slanted because the feedback I get is from myself . . . and from my general manager, and also from my wife. That is one of the main problems of being an on-air PD.

GAITHER: Up until I came to Charleston, that had been a problem because my bosses were more sales-oriented general managers or owners. But since I came here, I've been very fortunate to have an owner who was a jock himself in Cleveland for several years, and he's been a programmer. Quite often he and I will sit down and go over an aircheck of mine, or he will critique something I've done on the air.

But getting good feedback can be a problem, since you're the one who's charged with critiquing what everybody else does. When you aircheck yourself, you might not catch the little nuances of what you're doing.

KILEY: I've been in the market almost eight years, and I've got a lot of friends around town who aren't in the business. They can give me a good idea if I did something that stunk or not. I've got a lot of friends in the business who I send tapes to. But I think you get a lot better feedback on what you're doing by being out there on the street, talking to people who aren't in the business.

DEAN: I talk to other programmers. I exchange tapes with a lot of friends across the country. Also, we use a consultant here, and we speak pretty openly and honestly about my show.

DALFONZO: My wife, who is also a disc jockey, will listen to me

almost daily. She'll say, "That was a really lousy show today. Was somebody talking to you?" And our VP of Programming for the chain will go over a tape with me now and again. And I listen to my own airchecks, and I get mad as hell at myself when I listen and think, "Jesus, you sound like a rookie from Podunk! You don't sound like a major market disc jockey, let alone a major market PD!" I suspect I'm harder on myself than anyone else would be, because it still sticks in my head that, "You're the PD; you're supposed to be doing this by example."

BUCHMANN: Basically, from the listeners over the phone. Not only privately, but literally over the air; we do a lot of telephone talk in the morning. We also have an in-house research department, and that plus the appearances out in the field give you a really good handle on it.

LARSON: I get it from a variety of sources. The general manager, the news director — who is on the air and who we incorporate into a lot of bits . . . We talk about what worked and what didn't, and why. And, you've got to be your own best critic.

STEDMAN: Running my own skimmers, getting bits and pieces of critiques from folks around the country whom I respect and to whom I ship a tape of the station. I know enough folks well enough and long enough where nobody's going to pull any punches. If there's a distinct disadvantage, it's that I don't get the input of my radio station's lead player: the program director.

Air Work Vs. PD Duties

If you were to give up your programming duties and go back to being just an air personality, would your air work improve?

DALFONZO: I think if I were no longer the PD and just the disc jockey, my air shift might improve a little bit, owing to the fact that no matter how hard you try to eliminate them and no matter how many rules you might make — "I won't take phone calls, don't talk to me, don't bother me" — there are a million interruptions that get to you when you're on the air.

STEDMAN: No. Being an on-air PD helps me be a better jock and it improves my programming.

DEAN: I think so. It's hard to admit that. Even though I

delegate responsibilities to people, I still worry about those things. I think if my total concentration were focused on doing a great show, there'd be a lot of energy I'm using to deal with other things that I could just totally concentrate on the show.

LARSON: No. The thing I decided when I went back on the air was, "I've got to get a real good handle on time management . . . and if I don't do that, I'll be dead in two years." I really worked hard at goal-setting. Time management is a constant process. I use the Franklin Planner, which is great.

SANDERS: I think so, because I'd have more time to devote to my show.

KILEY: I don't think so. It's nice doing mornings, because the rest of the staff doesn't get to the station until 8:00. Most of the

preparation is done the day before.

GAITHER: Definitely.

BUCHMANN: Maybe by 5%. But the 5% that it would improve, because I'd be able to devote more energy to it, would be counterbalanced by the 5% it would worsen because I wouldn't have as good a handle on the entire station as a package. And I think that's essential to morning jocks. I mean, when I'm on the air live with a caller, I know exactly what the radio station did yesterday — exactly — and I know exactly what it's going to do tomorrow. So I'm able to package it and do it in a very unique way that I think only the program director can do.

Advice To Those Who Come After

What advice would you give to a disc jockey who has just been promoted to program director?

DEAN: Don't overextend yourself. Relax with your people. Try not to be overbearing, because if you are it'll take too much energy to do both jobs. You're going to need your people's support. Go easy with them and make sure they understand exactly what you want done . . . and make sure you fulfill your end of the bargain, too.

LARSON: Be prepared to defend positively your actions. You have to be ready to be challenged by your on-the-air staff, because they're going to come in — especially if you work a drive-time shift — and question something you did. Most people tend to say, "Because I'm the PD!" That doesn't get you any support and doesn't get you the teamwork on the air that you need. So you have to be prepared to take time with your people to get them to understand that certain things work in certain dayparts and that you just happen to be doing one of those dayparts where certain things may or may not work.

GAITHER: Remember how it feels to be a disc jockey. I think program directors sometimes forget that. Being an on-air PD helps you stay in touch with what is going on. If you're setting up the promotions and typing the liner cards and directing the radio station, sometimes it's good that you get in there and pedal the bike.

DALFONZO: Being organized probably is the single best thing you can do for yourself. One of the problems I had when I first became a programmer/air talent was that I would think I could do

things more quickly than I really could. So I would try to do more things than I physically could do in a day. That led me to point where I was constantly trying to catch up.

You're really getting less done that way than if you just take a couple of things off the list and say, "I'm going to do four things today," instead of six. And you find you get all four done. You have to be very conscious of the amount of time you spend in things that are not as productive as they should be. You have to manage your time very well and delegate a lot of things.

If you have a good music director or music coordinator, it helps! You absolutely have to have a promotions director whom you can trust to do whatever it is you need done as far as promotions.

Delegating responsibility was very hard for me to learn. When you're a new PD you think, "Well, I've got to do all this stuff because I'm the only one who can do it as well as it needs to be done." I think it kind of grates on a young PD's ego, having to delegate things and not doing them yourself, because you feel like you're losing control.

But delegating authority becomes imperative if you're going to do an airshift and all the other things that a PD has to do. You have to get good people working with you, people you can trust to get the job done. If they have a problem, they come to you. Otherwise, you can assume it'll be taken care of.

KILEY: Don't get conservative! If you want your station to sound good and have fun, you have to be willing to go right to the edge. You've got to let your jocks have that freedom. I think a format is a great thing, but any time you break the format and it sounds good, that's okay with me.

SANDERS: Keep your cool. Try to develop some sort of feedback system with your general manager or station owner. If you're satisfying him, then of course your main duty is to your audience. Aircheck every show, and wait a week before you listen to it. Never shortchange the audience; always try to find the time to prepare your show, even though you have other duties.

STEDMAN: Combine the two jobs; don't separate them.

BUCHMANN: Get the term "40-hour week" way out of your mind. And don't let any big corporate boss tell you it can't be done . . . because it can.

Radio Stories

"This was at KRCB in Council Bluffs, Iowa. Bill Matson was on the air and he had to do a live announcement, a seasonal reminder the kids are back in school, drive carefully, etc. This one was 'brought to you by the Beem-Belford Funeral Home in Council Bluffs.' He had to go straight from that into another promo: 'Tonight it's the premiere of 'Invasion of the Body Snatchers!' "

Morrissey Dunn, CKEN/Kentville, Nova Scotia: "The station I used to work at, CHER, had a familiar contest featuring the 'Missing C.' We hid the 'C' from CHER, so now it was HER radio until someone found it. Well, the missing 'C' was on the "William Carson," a motor vehicle ferry that ran from North Sydney to Newfoundland. And the ferry sank! So now the 'Missing C' was physically missing, not to be found! I guess you could say the 'Missing C' was missing at sea!"

I need your input. Letters, comments, and cassette airchecks are welcome. Due to the large volume of mail, however, I regret that I cannot critique the tapes I receive.



KEN BARNES

ON THE RECORDS



A rare archive photo of some of the most illustrious twist & shouters.

NEW TWIST ON AN OLD SHOUT

'Twist & Shout' Shakes It Up One More Time

The Isley Bros.' hit version of "Twist & Shout" has a false ending — just when you think the fade signals the end of the song, the voices come back in at full throttle for a final rousing chorus. Now, when anyone would have thought "Twist & Shout" was safely consigned to history, its active career at an end, the song has come roaring back to the contemporary spotlight.

"Twist & Shout" figures in two of the summer's biggest movies, with a lipsync of the Beatles' 1963 rendition in "Ferris Bueller's Day Off" and a Rodney Dangerfield performance in "Back To School." The Rodney version has spawned a single release, while the Bueller feature has inspired Capitol to reissue the Beatles' record.

Many people associate "Twist & Shout" with the Beatles, since that version did hit No. 1 (Cash Box only) and anytime at all the Beatles covered a song, the sheer magnitude of their stardom tended to obliterate most memories of earlier performances.

But the Isley Bros. version, faithfully copied by the Beatles, was a substantial hit in the summer of 1962. In one of those bizarre differences of opinion that make you wonder just how national charts were compiled before the modern era, Cash Box had the record peaking at No. 7, while Billboard placed it at No. 17. Many oldies purists identify "Twist & Shout" with the Isleys; scorning those who think the Beatles did the original.

Sour Top Note From Spector

But actually the Isleys record was a cover as well. The song, writ-

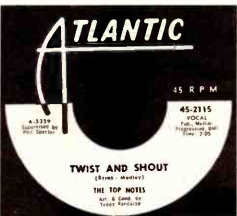
ten by Bert Berns (under his frequent pseudonym Bert Russell in later versions) and Phil Medley, was first recorded by a group called the Top Notes, produced by an Atlantic staffer named Phil Spector. It fizzled commercially, and, lacking the energy and high spirits the Isleys brought to the song, deserved to. Interestingly, although Spector covered many 1962-63 hits as album filler for his hit artists, he never attempted a second production of "Twist & Shout."

Meanwhile, Berns did not allow the song to perish, making it the second single he produced on the Isleys for Wand, following a prolonged chart slump for the trio following their 1959-hit "Shout." "Twist & Shout" made a natural, if belated, follow-up (sort of a new twist on an old "Shout"), and a big hit resulted.

The song, as an R&B raveup in the classic mode, was also perfect fodder for the horde of bands saturating the clubs of Liverpool, bands that eagerly awaited the latest shipment of records by American black artists, in hopes of being the first to add a hot new song to their repertoire. (I have visions of hundreds of longhaired musicians milling around the Liverpool docks in their Cuban heels, racing to tear open crates of 45s or

engaging sailors in bidding wars for the singles they'd bought on liberty in New York.)

The Beatles made "Twist & Shout" lead track on a four-song EP in mid-1963, but decided to go with original compositions as singles. When it became clear that the Fab Four were not going to issue "Twist & Shout" as a 45 on its own, a London group called Brian Poole & The Tremeloes (who without Brian Poole went on to score a few big hits in 1967) released the song and hit the British Top 5, though probably selling fewer copies than the Beatles' higher-priced EP.



The original but not the greatest.

Being an early Beatles performance, "Twist & Shout" was owned in America by Vee Jay, which had released a few singles in 1963 to little response. Once Capitol's "I Want To Hold Your Hand" launched a million screams, Vee Jay began frantically reissuing its Beatles catalog, and so "Twist & Shout" (which launched the label's Tollie subsidiary) became a single

in March 1964 and hit the heights.

Though the song hasn't been a hit since, it has been covered frequently (mostly in the '62-'64 period when it was a rock band staple.) Some of the artists who recorded "Twist & Shout" are the Astronauts, the Blue Things, the Five Americans, Linda Gayle & the Duke Of Coventry, Jonathan King, the Kingsmen, David Lindley, the Mamas & Papas, the Rattles, Johnny Rivers, the Rivieras, the Searchers, the Shangri-Las, Del Shannon, Dee Dee Sharp, the Shirelles, Tina Turner, Bobby Vee, the Who, and I could go on for another paragraph but won't because the rest of the Twist & Shouters are on the hopelessly obscure side and this is already a runaway (not to mention run-on) sentence.

Writer Profile

And what of the two writers of "Twist & Shout." Phil Medley and Bert Berns? While it's unfair to say "T&S" was a medley of Phil's hit (he wrote and produced a 1960 top-fiver called "A Million To One" by Jimmy Charles, collaborated with Berns on "Killer Joe" by the Rocky Rollins, and cowrote a middling Gene Pitney hit, "If I Didn't Have A Dime"), it's safe to assume the song is his most productive copy-right.

Bert Berns, on the other hand, is a column (or a book) to himself, but let me hit a few highlights. He had a brief singing career, recording under his own name and as Russell Byrd (a reversal of his writing identity, Bert Russell).

Among the artists he produced were Solomon Burke, Garnet Mimms, the Drifters ("Under The Boardwalk" and thereafter), the Exciters, Freddie Scott, Ben E. King, Barbara Lewis ("Baby I'm Yours" era), and Patti LaBelle. He was also very fast off the mark in noticing the wave of new British talent in 1963-64, and produced a number of UK acts, most notable being Them ("Gloria," "Here Comes The Night"), which led to his producing Van Morrison's "Brown Eyed Girl" on his Bang label.

Bang was started in 1965 with the financial assistance of the three principals of Atlantic, who were immortalized in the label name. Bang stood for Bert, Ahmet (Ertegun), Nesuhi (Ertegun), and Gerald (Wexler). The label had hits with the McCoy's and Neil Diamond, among others, and continued into the late '70s.

As a songwriter, Berns had several classics besides "Twist & Shout." For example, "Hang On Sloopy," "Piece Of My Heart," and "Here Comes The Night." Or "Tell Him," "I Want Candy," and "A Little Bit Of Soap." His "Cry To Me" was cut by Solomon Burke, Betty Harris, the Rolling Stones, and Tom Petty, among others, while "Everybody Needs Somebody To Love" has an even longer pedigree.

Well, I'd better stop before I get into the real minutiae, but it's amazing how one song can spark so many historical twists (and shouts).

FCC Stands Up For Pussy Galore

MONDAY, AUGUST 11

1962/Booker T & The MG's release "Green Onions."
 1972/On what is also Cheech & Chong Day in San Antonio, Elvis & Priscilla Presley file for divorce.
 1976/The FCC ends Washingtonian Norman Markowitz's year long campaign against local broadcasters for playing "Butter Boy" by Fanny which, they rule, is full of double-entendres but not patently obscene. It also dismisses Markowitz's complaint against ABC-TV for airing "Goldfinger" without editing Pussy Galore's name.
 1978/"Talking In Your Sleep" by Crystal Gayle goes #1 Country; the "Star Wars Theme" by the London Symphony Orchestra is reissued to coincide with the re-release of the film.
 Birthdays: John Conlee 1946, Eric Carmen 1949, Jeff Hanna (Nitty Gritty Dirt Band) 1947.

TUESDAY, AUGUST 12

1964/Mille Small Day at the New York World's Fair.
 1966/Following John Lennon's semi-apology for his "bigger than Jesus Christ" remark, the Beatles begin their final U.S. tour at Chicago's International Amphitheater.
 1969/And they couldn't find their way home: Blind Faith makes their U.S. debut at Madison Square Garden.
 1977/Lou Adler's Ode label, allied with A&M for most of the '70s, returns to CBS for distribution and then virtually disappears. The only noteworthy record from Ode in its last year is Cheech & Chong's "Bloat On."
 1977/PolyGram promises to photograph Donny Osmond wearing any station T-shirt sent to him.
 Birthdays: Mark Knopfler (Dire Straits) 1949, Jerry Spicer (Men At Work) 1953, August Darnell (Kid Creole) 1951, Buck Owens 1929, Porter Wagoner 1930.

WEDNESDAY, AUGUST 13

1980/Four intruders rob Todd Rundgren, his girlfriend, and three houseguests at his Woodstock, NY home. One thief reportedly hums "I Saw The Light" throughout the robbery.
 1982/Three years after his last recordings, Joe Tex dies of a heart attack at age 47. Also, Chicago's "Hard To Say I'm Sorry" is #1 CHR.
 1983/A hot air balloon snags the tower of WHAS/Louisville, which then has to shut down while the balloon and occupant are dislodged.
 1984/In a then-radical (and perhaps still radical) move, CHR WQXI-FM (94.0)/Atlanta begins running its weekly "Jazz Flavors" program every night.
 Birthday: Dan Fogelberg 1951.



Dan Fogelberg, August Darnell, Mark Knopfler, Madonna

THURSDAY, AUGUST 14

1958/Elvis Presley's mother Gladys dies.
 1974/Paul Anka's "(You're) Having My Baby" goes gold.
 1979/Steve Dahl appears on the "Tomorrow" show, during which Tom Snyder mistakenly refers to Meat Loaf as "Meat Balls." With the disco backlash already kicking in, some CHRs are becoming more AOR than Top 40. On this day, Supertramp's "Take The Long Way Home" makes it to #1 at 96KX/Pittsburgh several weeks before its release as a single.
 1981/Heart appears on ABC's short-lived "Fridays." Also, Diana & Lionel's "Endless Love" goes #1 CHR.
 Birthdays: David Crosby 1941, Larry Graham 1946, Connie Smith 1941, Dash Crofts 1940.

FRIDAY, AUGUST 15

1958/Buddy & Maria Elena Holly are married.
 1970/Too bad "We Are Family" wasn't written yet: Charles Manson signs with the ESP label to cut an LP, "Lie," meant to defray some of his trial expenses. Manson's long-promised acoustic follow-up, cut in prison, hasn't materialized yet.
 1975/Back in the days when radio stations used to do things like this, Bruce Springsteen is broadcast live from New York's Bottom Line on WNEW-FM/New York.
 1980/George Harrison's autobiography "I Me Mine" is published in London, and the first copies sell for 148 pounds each.
 1984/Norman Petty, who produced Buddy Holly, dies at age 57.

SATURDAY, AUGUST 16

1974/During a national radio controversy over song length, Janus announces that, in response to programmer demand, it has edited Al Stewart's "Nostradamus" from 9:46 to a 3:18 single. Stewart still has to wait until 1977 for "The Year Of The Cat" to roll around, at which point many play the LP cut instead of the shorter 45.
 1975/Peter Gabriel announces his departure from Genesis.
 1976/Arista announces a major expansion and adds nine artists including Lou Reed, Alan Parsons, Rick Danko, Don McLean, Mandrill, and the Kinks.
 1977/Elvis Presley dies at age 42.
 1983/Paul Simon and Carrie Fisher married.
 1985/Madonna and Sean Penn married in Malibu. For a while thereafter, at least one DJ gives a count on how many days the union has lasted.
 Birthday: James Taylor (Kool & The Gang) 1953, Madonna 1958, Barry Hay (Golden Earring) 1948.

SUNDAY, AUGUST 17

1966/At a Toronto press conference, John Lennon expresses his admiration for American draft dodgers.
 1971/The all-star jam that shouldn't have happened: At the funeral for instrumentalist King Curtis, killed trying to break up a street fight, Jesse Jackson preaches, Stevie Wonder, Brook Benton, and Aretha Franklin sing.
 1974/Patrick Moraz replaces Rick Wakeman in Yes.
 1985/Corey Hart plays his first show as an arena headliner in his hometown of Montreal. Hart is so surprised by the enthusiasm shown by the crowd of 18,000 that he becomes choked up mid-number.
 Birthdays: Kevin Rowland (Dexys) 1952, Martin Briley 1949.

"LOVE WALKS IN"

TO THE ROCK & ROLL ADDRESS
OF THE YEAR:
5150



THE NEW SINGLE
FROM

VAN HALEN

2nd WEEK!
CHR BREAKER

Produced By Van Halen, Mick Jones and Donn Landee
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TALENT,
SKILL
AND A HIT SONG.



"WHAT DOES IT TAKE"

NEW & ACTIVE

One Of The "MOST ACTIVE"
And This Is Why..."

WXKS deb 34	K104 32-23	KXYQ 33-29
WBEN 25-23	WAMX 30-27	WCUY 15-12
WKSE 35-30	WMJQ 14-10	95XXX 28-21
WNYS 23-18	WRCK 31-25	OK100 25-22
CKOI deb 40	KHFI add	100KHI add
WCAU 36-31	WKQB 19-14	95XIL 6-6
PRO-FM 34-30	WSSX 26-23	KFMN 13-9
CFTR 25-23	WNOK 33-29	KQIZ 27-23
KRBE on	WANS 20-18	Q104 14-11
WRSR add	WKDD deb 30	WH5L 20-18
WMMS on	KZIO 28-22	WVBS 25-20
KDWB on	KZ93 30-26	Y94 3-2
KHTR on	KIYS 22-15	WAZY 12-8
KWK 38-32	KSND 15-13	KCOT 13-8

HONEYMOON SUITE



PRODUCED BY BRUCE FAIRBAIRN MANAGEMENT;
STEPHEN PRENDERGAST/HEAD OFFICE MANAGEMENT FROM THE ALBUM THE BIG PRIZE ON
WARNER BROS. RECORDS AND CASSETTES



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40/R&R FRIDAY, AUGUST 8, 1986



BRAD MESSER

CALENDAR

Newscasts Need Hard Facts

It's a fact that some pictures are worth a thousand words. Nevertheless, virtually all the pictures shown on TV newscasts still must be complemented by words in order to convey useful, specific information. To be snippy about it, many of the stories on the nightly news fit the same category as some TV anchors - pretty to look at, but too little memorable content.

Have you ever seen a TV news package which splashed sensational footage across the screen, while failing to fulfill the basic requisite of fully explaining the facts of the news story? Sure you have.

A handy example. The Central Texas floods a few weeks back.

Ted Turner's CNN carried several good clips of floodwaters (correction: make that "raging" floodwaters) in the San Antonio area, but during two days of coverage, I heard the net mention no specific locations. There were clips of dramatic rescues, footage of cars

swept from a roadway, shots of lowland flooding, and pictures of streams full of impressively huge pieces of debris, but they all went by without an anchorman specifying what parts of town we were watching go blub blub blub.

The point applies equally to print persons and we of the radio persuasion, but this time I'm aiming the flashcards straight toward our colleagues in television, and waving the third one with great energy.

The cards read - Who, What, Where, When and Why.

A Pretty Good Hunch

MONDAY, AUGUST 11 - The man who invented eyeglasses for nearsighted people, **Nicholas Krebs**, died 522 years ago today (1464). More than for glasses, Krebs is remembered for a theory of planetary physics that was far ahead of his time. Just on a hunch, Krebs said he thought space is infinite, that Earth spins and orbits the sun, and that stars are merely other suns and have planets orbiting around them. That was a half-century before Columbus discovered America, when many scientists believed Earth was flat.

Three years ago, it was revealed that some Milwaukee teenagers had invaded classified government computer systems using home computers (1983).

"Double Eagle II" began the first transatlantic balloon flight in 1978. The first SOS was sent in 1909.

The annual Perseid meteor shower begins tonight (11-13th) with peaks up to 100 shooting stars per hour.

Birthdays: Arlene Dahl 58. Mike Douglas (Michael D. Dowd, Jr.) 61. Alex Haley 65.

Deadliest Crash Of A Single Aircraft

TUESDAY, AUGUST 12 - One year ago, immediately after a Japan Air Lines Boeing 747 took off from Tokyo, the crew reported it was unable to control the airplane. The 747 took an erratic course into a mountainside, killing 520 people. It was the world's worst crash involving a single aircraft. There were four survivors (1985).

The DEA sprayed the herbicide Paraquat on marijuana fields in Georgia in 1983, touching off protests that led to a temporary restraining order from a federal district judge.

The space shuttle's first free flight was nine years ago, when it was dropped from a NASA Boeing 747 (1977). The Watts riots erupted in Los Angeles in 1965, killing 35 people in six days. Isaac Singer patented his sewing machine in 1851.

Birthdays: George Hamilton 47. Parnell Jones 53. Alvis Edgard "Buck" Owens 57. Porter Wagoner 59. Jane Wyatt 59. Catinlas 75.

Beginning Of The Berlin Wall

WEDNESDAY, AUGUST 13 - Twenty-five years ago today, East German troops began placing barricades across streets leading from East Berlin to West Berlin, to stop the embarrassing flow of East Germans to the West (1961). The Communists were afraid so many people would escape to freedom that East Berlin would become a ghost town. Construction of the permanent wall began four days later.

The *Jefferson Airplane* (now Starship) played its first date at the Matrix Club in San Francisco in 1965. Walt Disney's "Bambi" premiered in 1942. The first successful blood transfusion was completed in 1654 (between animals).

Birthdays: Dan Fogelberg 35. Don Ho 35. Fidel Castro 60.

End Of World War II

THURSDAY, AUGUST 14 - President Harry Truman announced the unconditional surrender of Japan and the end of World War II, 41 years ago this evening (1945). The armed forces of the fighting nations had included over 100,000 million people, with only five nations remaining neutral. Almost 400,000 Americans died in WWII. A souped-up P-51 set the (short course) world speed record for piston aircraft in 1979 by going 499mph. A storm hit the Fastnet yacht race in 1979, killing 18 participants and sinking three yachts in the South Irish Sea.

Birthdays: Earvin "Magic" Johnson 27. Susan St. James (S. Miller) 40. David Crosby 45. Buddy Greco 60.

First Ship Thru Panama Canal

FRIDAY, AUGUST 15th - The Panama Canal officially opened 72 years ago when the US government ship "Ancon" passed through (1914). Currently up to 40 ships a day use the world's busiest big-ship canal as a shortcut between the Atlantic and Pacific. The highest toll charge ever? Exactly \$89,154.62 for the liner "Queen Elizabeth 2" (1980). The lowest toll has been 36 cents for swimmer Richard Halliburton (1928).

The Woodstock festival began in 1969. The first two-way telephone conversation by satellite took place in 1960, using Echo-1.

The U.S. Army awarded a mess sergeant the Legion of Merit in 1943: his heroic deed had been to create, quote, "many unusual and appetizing recipes for the utility of leftover scraps" (WWII).

Birthdays: Vernon Jordan 51. Mike Connors (Krekor Ohanian) 61. Julia Child 74.



ADAM WHITE

RECORDS

NOW IT'S CD TWO-FERS

The Fun Has Only Begun

Artists and major labels have generally been slow to maximize the compact disc's extended playing time, except in the case of classical music. Various reasons apply. Most performers continue to make music with the conventional album in mind, and aren't even recording in digital. Also, there are CD royalty issues still to be resolved. And research is said to show consumer resentment over CD "bonus" tracks not included on records and tapes.

As the compact disc becomes more popular, these conditions will change. Already, one industry leader has predicted that CDs will account for 25% of the US music market's gross dollar volume by the end of the year. The fun has only begun.

When it comes to repackage and compilations, labels have been more adventurous. For example, the Columbia CD version of Billy Joel's "Greatest Hits" contains 25 songs (compared to 21 on the LP), and an upcoming CD-only Al Stewart anthology from Arista features more than an hour of music. And Motown's "Compact Command Performances" series offers 60 minutes' worth of hits.

Music Of Your Youth

Now Motown is again putting its catalog to work, this time with two-for-ones: a pair of full-length albums on one compact disc, selling for the price of a single CD. President Jay Lasker is betting on baby boomers' continuing nostalgia for the music of their youth, coupled with their enthusiasm for this new technology.

With 42 releases (84 albums) scheduled to ship later this month,

the label becomes the first in the industry to establish an extensive twofer line on compact disc. This is also another sign that the supply situation is improving slightly, although Jay notes that CDs manufactured abroad are "costing us more than a year ago — conservatively, maybe 30% more — because of the weakening of the dollar against the yen and the Deutschemark."

To introduce the line, Motown and distributor MCA have set a substantial promotion/marketing campaign for August through December. It includes time buys on oldies radio, whose listeners traditionally don't buy records, in Jay's opinion. But the appeal of the CD format itself and the series' value-for-money will combine to activate even this audience, he thinks.

Albums featured include "What's Going On"/"Let's Get It On" by Marvin Gaye, "Street Songs"/"Throvin' Down" by Rick James, "Diana"/"The Boss" by Diana Ross, "Uptight"/"For Once In My Life" by Stevie Wonder, "A Song For You"/"Masterpiece" by The Temptations, "Shotgun"/"Road Runner" by Jr. Walker &

The All Stars, "Going To A Go-Go"/"The Tears Of A Clown" by Smokey Robinson & The Miracles, "Reach Out"/"Still Waters" by the Four Tops, "Where Did Our Love Go"/"I Hear A Symphony" by the Supremes, and "Natural High"/"Midnight Magic" by the Commodores.

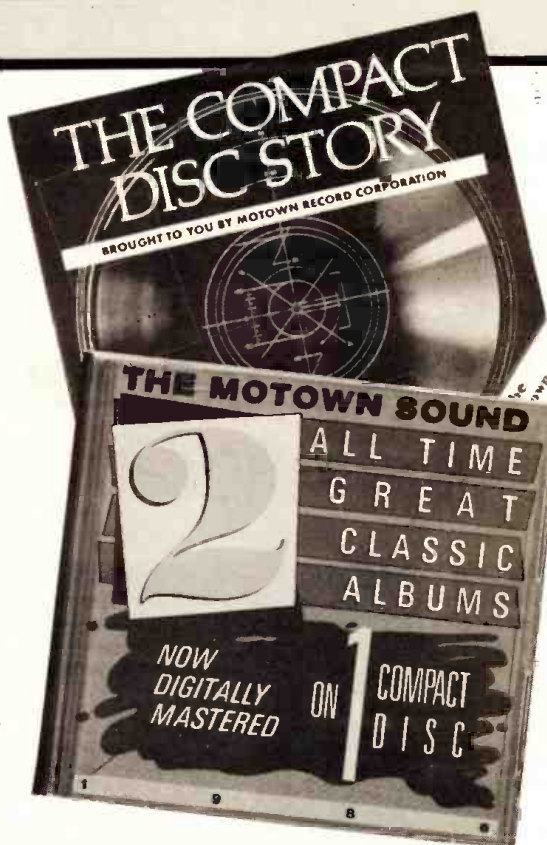
Retail Legwork

Among other artists represented: the Jackson Five, Grover Washington, Gladys Knight & The Pips, Rare Earth, Teena Marie, and Mary Wells.

Jay Lasker says he formulated the line six months ago, thinking about the compact disc's capacity — sufficient to contain two vintage Motown albums in their complete running time of 30-35 minutes apiece — and how it was underutilized by most new recordings. "I thought about how consumers only get half the music they should get, and pay a lot of money for it.

"Also, I did a lot of legwork of my own in record stores, watching what was happening in their CD sections. I found that the new, so-called hit albums weren't getting as much attention from the public as catalog titles were. I asked a lot of questions, and I saw people replacing their old albums in almost every type of music."

Jay says the idea was further reinforced by the success of Motown's midline albums and "Big Chill" packages over the last several years, keyed to the baby boom generation. "From that period of time, the '60s, Motown



probably has the best catalog in the whole record business, small company that we are."

And so the company's marketing drive exploits the boomer connection, particularly in the radio spots and custom contests. In October, for example, stations will be provided with "Spirits of the '60s" tapes of Motown artists talking, and listeners who identify the voices win Motown CDs.

Compact Catalog

Another component: a 40-page, CD-sized catalog listing all Motown CD releases. It'll be packaged into every twofer, and also bound into 100,000 copies of Digital Audio magazine's "Compact Disc Yearbook," set for pre-Christmas publication.

"When you're marketing midlines and catalog," says Jay, "your big hope is to get the product into the stores and to put up some display material to catch people's attention. Here we're taking a different approach, as if we're putting out a hit record — looking to get airplay to get people to hear the artist and go into the stores looking for it." Hence, the radio spots, the Digital Audio bind-in, and space in Rolling Stone's "Where Are They Now?" special issue, published at the end of this month.

With this kind of support, how will the twofers fare in the marketplace? The chainwide buyer for one of the industry's largest retail accounts, to whom I spoke, praised the concept and especially the promotional plans. He has some reservations about consumer reaction ("I don't know how classic some of these albums really are") and wonders whether updated anthologies by many of the same artists, which Motown is planning to release in two-CD packages, won't abbreviate sales of the twofers. "But the basic idea is sensational," he says. "If you have 70-minute capability on compact disc, why not use it?"

It's A Metamorphosis

Leave the final word with Jay Lasker, who's seen his fair share of trends — quadrophonic sound, the 8-track, the hip-pocket single — during more than 30 years in the business. "Compact disc is the future, not only in the way it's being presented today, but in all sorts of other configurations. If there is a singles record business in the future, for instance, it'll be on CD.

"You're also seeing a demand for compact disc from places that aren't traditional record outlets: video stores, electronics stores. Our industry is going through a metamorphosis: there's never been a technology in the business that's grown this fast."

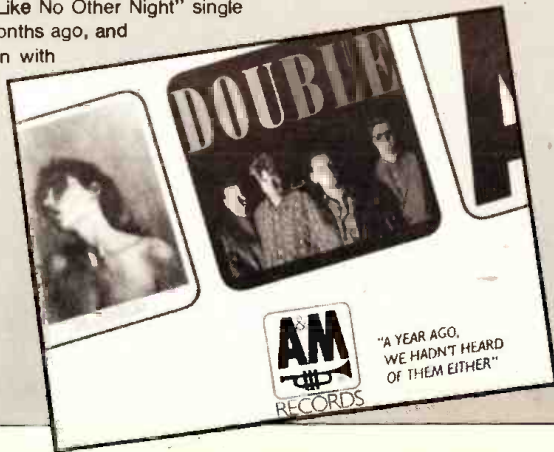
Modifying The Environment

Labels find compact discs to be an effective promotional tool, mostly because they stand out from the stack of vinyl albums and 12-inch singles. That was A&M's experience with 38 Special's "Like No Other Night" single on limited-edition CD a few months ago, and RCA garnered similar reaction with Daryl Hall's "Dreamtime" more recently.

Now A&M is preparing a ten-track CD to promote five of its newest acts, tagged "A Year Ago, We Hadn't Heard Of Them Either." It'll be serviced to CHR, AOR, and AC programmers, explains label GM Bob Reiman. "We're looking to raise the level of awareness to say, 'These are the new acts we're working over the summer, and here's a good way to get involved in their music.'"

Ten From Five

There are two cuts apiece from the five acts' current albums. They



are: "The Captain Of Her Heart" and "Woman Of The World" by Double (from their album "Blue"); "No More 'I Love You's" and "Every Lover's Sign" by The Lover Speaks ("The Lover Speaks"); "Welcome To The Boomtown" and "Swallowed By The Cracks" by David & David ("Boomtown"); "Even When You're Done With Me" and "All You Own" by Bricklin ("Bricklin"); and "Magic Smile" and "Interlude" by Rosie Vela ("Zazu").

"The 38 Special CD single got so much attention," says Bob, "hence, this idea. We know our future's based on acts like these, and we'll do what we need to do to call attention to the quality of their music. It's an idea. We can't change the record, we can only change the environment. This modifies the environment."



JOEL DENVER

CONTEMPORARY HIT RADIO

LOOKING FOR MS. MIKE

Women In CHR Today: Where Are They?

By Yvonne Olson

The survey's in, and the results are staggering. Good news first, you say? Well, sales seems to be the happening place for women. For every person in programming there are 1.3 salespeople in management positions (see Our Informal Survey Says...). Which brings us to the bad news: women don't have it so easy on the air or in the music and programming departments.

At 195 CHR stations, we found 12 OMs, one PD (WABB/Mobile's Leslie Fram, featured in this article), and 33 MDs. Out of the total female personality workforce, 47% are parttimers. Another surprising finding was, despite the old adage that "A woman doesn't want to hear another woman," 22% (largest percentage below parttime) of female personalities work middays when, presumably, women are the predominant listening audience.

So, what's going on out there? Are you a woman who feels oppressed, or are you a woman on the rampage, moving ahead with her career?

No Dirt

I'd like to think most women fall into the latter category. After all, we may get stuck in less-than-desirable situations once in a while, but it's the individual person who creates her own picture.

There is no "dirt" to spread across these pages because I didn't happen to run into anyone who was particularly bitter. But the women I did speak to offered some constructive advice and a very optimistic outlook on radio for women today. These professionals include KWSS/San Jose MD/Promotions Director Robin Silva, B104/Baltimore MD Amy Kronthal, WKAU/Appleton-Oshkosh News Director (former MD) Kim Bradleigh, and WABB/Mobile PD Leslie Fram.

The one similarity I found between these ladies is that all have



Yvonne Olson

hometowns very near their present operation bases, and all credit their acceleration in the business to a solid knowledge of their markets. Leslie Fram recalls that when she was appointed PD, "I had been on the air so long, my name was entrenched in Mobile."

I Want The Job

She was MD/middays at the time, and acquired that position by talking her way into it. "Blaine Kelly was PD, and I had already been working here six years, four in the 6-10pm slot. I wanted the music job, I knew I could do it, and eventually he said, 'Okay, let's give it a shot.'"

Leslie obviously knew her stuff, because when Randy Lane (now PD at Q107/Washington) became WABB's GM, he decided to let Leslie run the station. She attributes her success, as well as the station's, to team effort.

"Everybody works hard here, without a whole lot of ego. Randy Lane is one of the best program-

mers in the country; he helped me organize the research here and make this station what it is today. (Owner) Bernie Dittman is now GM, and the thing I like about him is that he leaves the programming to me. He trusts my judgment, and I don't have to go running for approval all the time."

Lack Of Female PDs

Leslie continued, "At the NAB this year I spoke to a couple of female PDs whose GMs had declared a number of areas 'hands-off' to them. It's tough, because not many women have made it to this position, and those that have sometimes find themselves compromising a lot of their ideals."

"My initial problems here were mainly due to preconceived notions from people not working very closely with me. I did what I told the women at the NAB to do - sit down and try to establish goals together with your GM or GSM. You have to understand each other. Even if they're not willing, you have to keep trying; otherwise you've fallen into the same pit they're in."

"If somebody asks you to run the PA system at the state fair, do it to get your foot in the door," says Robin Silva. "So what if you get hired to answer phones, or do traffic! Once you're there you at least have a key to the place." Check it out, go to the music meetings, make sure you know everybody and they know you.

Increased Decision-Making

"There's got to be just as many good women programmers as there are men," maintains Robin. "I've never encountered a sexist problem in my life, but this part of the country has always been pretty openminded. I was offered the traf-

Climbing Up The Sales Ladder

Starting out in radio is hard enough, but starting out in L.A. is really tough. Getting a foot in the door is just the tip of the iceberg compared to advancing or earning a new title in the same town. You have to convince your superiors that you can do the job without previous experience in that position. Unless, of course, you're offered the job, which isn't likely if you're the lowest on the totem pole at the station, which many women are.

KMEL/San Francisco GM Paulette Williams is no stranger to success. She's worked hard for it, and attributes her capabilities to the dues she's paid. Starting out as an administrative assistant in Los Angeles at KMPC in 1973, and moving to KHJ two years later as an executive assistant, she stayed with RKO for three more years until she nabbed an account executive position at KTNO & KGBS.



Paulette Williams

Darlings Of Radio

"Thirteen years ago women weren't selling radio, but I knew I wanted to do it. I typed up my resumes, pitched everyone in town, and proceeded to be rejected by every major station," said Paulette.

Getting the KTNO job was challenge enough, but required even more stamina when the two stations were put up for sale. The combo was divided by two companies, and Greater Media renamed KGBS KHTZ (now KBZT), and decided to keep Paulette on.

"It was a lame-duck situation at first, but we became the darlings of radio," recalled Paulette, looking back on the early days of FM. "Suddenly new opportunities were at everyone's fingertips. That's when women started to move in, I think, because jobs were there and stations needed salespeople. It didn't matter what your gender was as long as you could produce."

Promoted To GM

She became the LSM of KWST in 1981. "KWST was the least popu-

lar of the AORs, but I knew that I could sell and motivate others into selling. We just needed to position the station's image." She was upped to GSM a few years later, staying on through the transition KWST made into KMGG.

She remained at KMGG until November 1985, when she was offered the Station Manager's position at KMEL/San Francisco. On July 1, she was named GM. Pointing to the virtues of setting goals and being true to oneself, Paulette said, "Never let the marketplace dictate your performance. Sell what you have to sell, and believe in it. I've been successful because I've set goals and stuck to them. It took a while, but I decided where I wanted to be and got there. You have to know what you want and work for it, because luck is really the residue of hard work. Most people spend more time planning a summer vacation than they spend planning their lives."

fic position when I got here, and I took it because I knew if it would be easier to try for something different from the inside. Nine months later the MD quit and I got the job, but because I wasn't on the air, I still had to do traffic."

She's been MD/Promotions Director for the past two years, but manages to look fondly back on the "old days." "My early experiences in that department turned out to be invaluable. I know what the sales department is all about now, and I take into account what they're trying to accomplish when I organize my promotions."

Robin's also very happy to be working under Nationwide's National programmer Dave Van Stone. "With Dave traveling all over the country, my at-home responsibilities have increased considerably. He has no hesitation leaving a decision up to me. I've lived in the Bay Area all my life and I know this market. Dave listens to radio around the country and gives me advice on music from that perspective. Because of that



Leslie Fram



Kim Bradleigh



Amy Kronthal



Robin Silva

Continued on Page 44

"WHO'S GONNA LOVE YOU TONIGHT"

(7-89376)

THE NEW SINGLE FROM DAVID FOSTER



**From his self-titled album
DAVID FOSTER**

(81642)

Produced by Humberto Gatica and David Foster



On Atlantic Records, Cassettes & Compact Discs

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DAVID FOSTER / ATLANTIC RECORDS

Women In CHR Today

Continued from Page 42

I've also gotten a good handle on the national picture."

Equal Treatment

But Robin's still not an on-air personality and is stuck carrying two titles. "I'm a one-person promotion department and a one-person music department with a National PD," she laughed. "Juggling two big jobs like this is a nice challenge."

Amy Kronthal has been working as a fulltime off-air MD for the past two years, and is now ready to take on more. B104 is expanding its research department, and Amy will organize the activities as well as supervise a staff. "I feel the research will only enhance my position as a Music Director. I'll totally understand the market and be able to know how things can and will happen."

"Steve (Kingston, PD) was relatively new when I was an intern. He saw all the work I was doing as music coordinator and decided to make me his MD." Amy feels good about her overall situation, saying, "Everyone here is treated equally because no matter who you are, we're all working for the same goal."

More Competitive Business

There aren't many women at B104, however. There's the business manager, public affairs director, and Amy — not even a female air personality, although B104's had one in the past. To this, Amy had no real answers, but she managed to acknowledge that this might be a problem in other parts of the country.

"It's much tougher now than before; radio is so much more competitive. And now that the FCC approved AM simulcasting, there are more people in general vying for the same opportunities."

"Ten years ago there were even fewer women in broadcasting, and we've come pretty far since then. I'd love to see more female PDs out there, but it's going to take time."

Being a PD is a 24-hour job, and if women want families too, they have to take that into consideration."

Meanwhile, Kim Bradleigh is in no way taking a family into consideration. Being a diehard radio junkie, Kim has been working in radio since age 14 when she started voluntarily newsreading at a college station. At age 17, she began parttime work at WKAU, and although she tried a few other stints in various places, she's been there ever since. Her case at WKAU was another one of timing — the MD quit and she got the job. She's a jock, however, and the big problem was getting an airshift.

Fired & Rehired

"They wanted an MD/morning person, and didn't really feel comfortable with me in that daypart. I don't blame them — I was fresh out of college when it happened, and morning drive is not exactly where one starts . . . or PM drive for that matter. I finally managed to get an evening shift and the MD title with it."

She stayed in that position for a year and a half until she was fired for poor numbers. I checked the numbers and Kim's 12+ shares had dropped four tenths of a point

in the Appleton-Oshkosh book. In the Green Bay survey, where WKAU is also rated, she had the highest daypart of the whole station. In any case, she got rehired as the newsperson, working with (PD) Ron Ross in the mornings, and still gets her say in the music department.

"The people in this station have always known me as the music freak, and fortunately, Ron has always willingly listened to my opinions," said Kim. She doesn't quite know what to do about her situation, however. "I'm no Larry Lujack, but I'm certainly a competent jock. I feel fortunate because even though I got fired, they hired me back for morning work. It's still news, however, and my best abilities lie in being a personality." Kim is the only fulltime female, but all of WKAU's parttimers are women.

Some consensus advice would be to keep your eyes open and look to learn and grow in this business whenever you can. Should you run into a backward-thinking situation (e.g., management which hires females because it has to), you can't let it get you down. Get all you can out of the experience because you can learn from any experience, good or bad.

Our Informal Survey Says

A recent report-day survey of our CHR reporters netted 195 responses, demonstrating a cross-sample of where many women are situated in the broadcast world today. Because we tried to make the questions uncomplicated, there are a few specifics that need to be clarified.

Of the AM drive jocks listed, three have a solo show, the rest are cohosts or part of a morning team. Station managers were included in the OM category; where LSM and GSM was the same job, it was listed as GSM; and five of the GMs listed have earned VP stripes.

	P1	P2	P3
MD:	18	11	4
PD:	0	1	0
OM:	6	11	6
GSM:	10	14	7
GM:	2	5	3
AM Drive:	5	11	4
Middays:	13	18	12
PM Drive:	2	5	2
Nights:	6	3	3
Late nights:	6	14	4
Overnight:	12	14	8
Parttime:	21	40	26
News:	4(3 ND)	14(2 ND)	9(2 ND)

At our 195 stations there were 33 MDs, only 1 PD, 23 OMs, 31 GSMs, 10 GMs, 20 AM Drivers, 43 midday-ers, 9 PM-drivers, 12 nights, 25 late nights, 34 overnights, 87 parttimers, and 27 news personalities. Every station reported at least one female account executive, but there were 15 stations reporting no women working in any of the categories listed.

MOTION

KIKX/Colorado Springs welcomes Jack Trevor to middays, from mornings at KLSC/Denver . . . Gloria Perez leaves KIMN/Denver and midday personality Randy Jay takes over as MD . . . Terry Shea has been tapped as the MD at KWNK/Simi Valley, CA

John Kier lands a research gig at WARM/Atlanta . . . At WNOK/Columbia, MD Frank Fox (LaComba) segues from late nights to middays to replace J.J. Jackson, now fulltime Production Director, and Gary Mills moves into the late night spot.

Jay Davis joins middays at KPLUS/Seattle, from KEZY/Anaheim . . . KKFR/Phoenix welcomes Kevin

Flynn to Production Director/swing duties, from KDKB across town . . . KAMZ/EI Paso wake-up man Raymond Mesa becomes the new PD, succeeding Steve Owen . . . Former WGAN/Portland staffer Peter Falconi is named PD/middays at WERZ/Exeter, replacing Jack O'Brien . . . Don Nordine exits KKXL/Grand Forks; KKRC/Sioux Falls Assistant PD Adam North moves north to replace him.

WIGY/Bath PD Bob Anderson steps down to concentrate on his morning show, and MD Mark Edwards acquires the title . . . At WHYY-FM/Montgomery, PD Bob Raleigh is replaced by KXX106/Birmingham's

Walt Brown, who'll also do middays. MD Cat Collins is upped to Assistant PD, and Tony Bonzoni takes on late nights from WSNX/Muskegon.

Don Sullivan joins International Community Radio Taipei, Taiwan, as Production Director/PM drive . . . WPST/Trenton welcomes Dave Hoefel to middays . . . Bill Mitchell, most recently with WNFI/Daytona Beach, lands weekends at Y106/Orlando . . . And for the record, Tom Kapsalis left WJTW/Joliet and returned to cross-town WLLI to do afternoons, while Bob Weber, currently doing mornings, is upped to MD.



Dave Hoefel

Stereo Music really hums! But Mono? Ho-hum.

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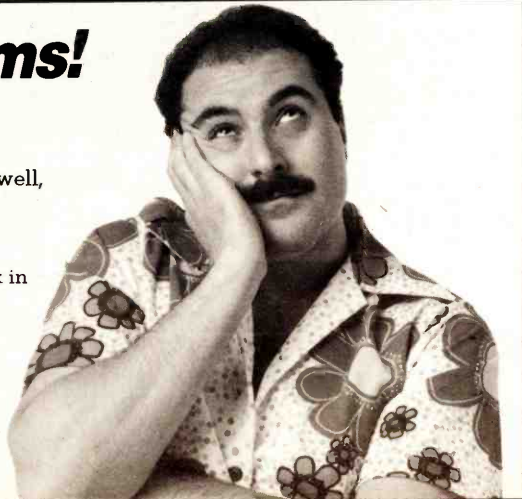
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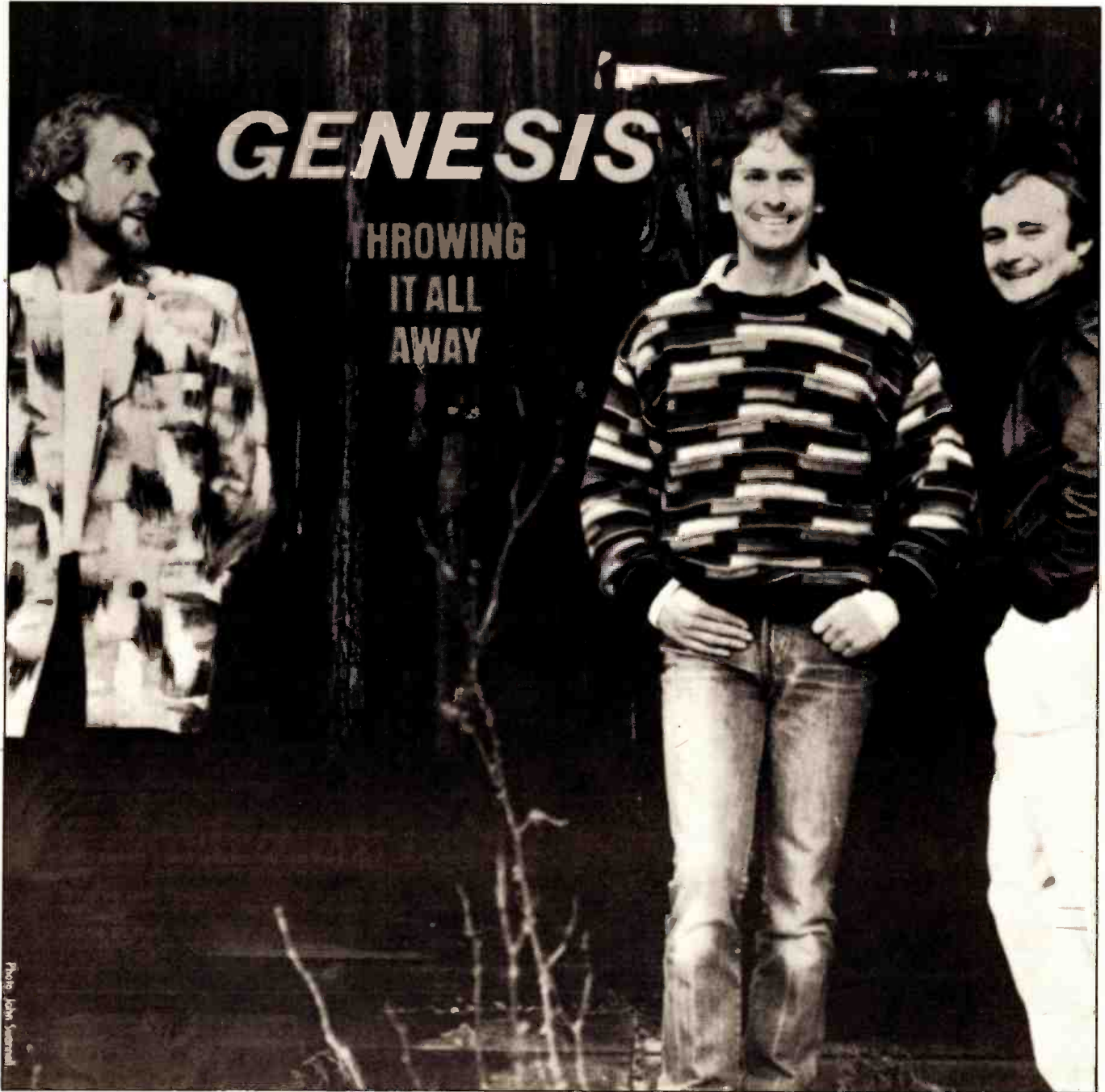


Photo: John Samuel

From the album
Invisible Touch

(81641)

Produced by Genesis and Hugh Padgham



On Atlantic Records, Cassettes and Compact Discs.

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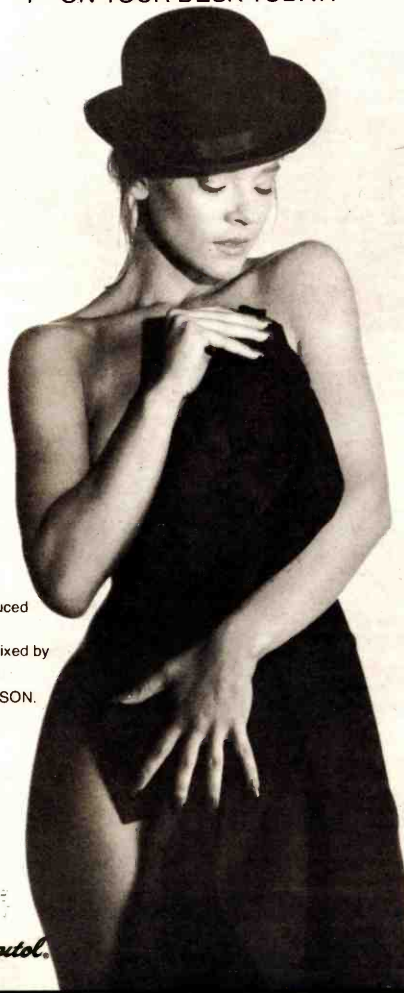
**1st WEEK! CHR BREAKER
143/142
AOR TRACKS**

1

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BALLS-TO-THE-WALL
BALLAD WITH
ENOUGH PULLING
POWER TO
LIGHT UP YOUR
PHONES AS
FAST AS ANY
CASH GIVEAWAY.**

**JOE COCKER
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The listener response record
of the summer.
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CONTEMPORARY HIT RADIO



JACKSON GOES SOUTH — Fans and friends gathered at a recent Jackson Browne concert in Atlanta. Pictured here (l-r) are Elektra's Chuck Jones, 96Rock/Miami MD Bob Bailey, Jackson, Elektra's Jeff Cook and WPFM/Panama City PD Jeff Davis.

BITS

• **L.A. Beach Scene** — KIIS/Los Angeles staged one of the biggest beach festivals ever. During one weekend, over 20 bands played on four stages set across Juan Cabrillo Beach in San Pedro. The music began at 10am and lasted until 8pm. People wanting a break from the live entertainment amused themselves at a nearby arts & crafts festival. Attendance reached over 500,000 folks.

• **A Car For Life** — WZPL/Indianapolis has put summer into high gear with its vehicle-oriented bumper sticker promotion. Whenever a bumper sticker is spotted, the owner/listener wins a variety of prizes, including car payments, a year's supply of gasoline, or a new car. The grand prize is unique: One lucky listener will win a new car every year! WZPL will lease a new car every 12 months and give the listener exclusive rights of possession.

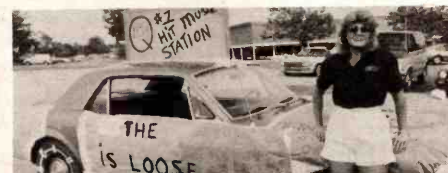
• **Then And Now** — Magic 95/Lawton, Cherry Coke, and Howard Smith Ford recently sponsored a "Then And Now" Sweepstakes, first awarding a 1965 Mustang Fastback, and then a 1986 Mustang LX! Keys were handed out to 190 eventual winners. Besides the two First Prizes, 12 second-prize winners received waterbeds, 100 gallons of gas, savings bonds, and lots of other things worth \$100 or more. The 176 third-prize winners received album catalogs and Cherry Coke T-shirts.

• **Beatin' The Heat** — Since they couldn't blanket the situation, WZYP/Huntsville decided to cool off the Huntsville Heat Wave with hundred-pound blocks of ice. Morning maniacs Foster & Brooks asked all listeners, "How Hot Is It In Huntsville?" The ten listeners with the most clever answers received their very own block.

• **Grillburners** — KIYS/Boise celebrated the arrival of ZZ Top with a complete Texas-style barbecue for one lucky winner and 21 friends. Listeners registered for the drawing by either visiting a sponsor location or sporting a bumper sticker around town. The barbecue featured ribs with all the trimmings, and was held poolside at a local hotel. The winner, in addition to receiving a hotel suite on the night of the party and escort service in a '34 Ford, also won tickets to the show and limo service for the night of the concert.



WELL BUST MY BUTTOCKS! — WPST/Trenton wanted to model its new bumper stickers on something really special. So what could be more special than the buns of a Chippendales performer? Two men with bulging biceps and behinds to match met with WPST air personality Trish Mereiro (center) to introduce the stick-ons. Needless to say, Trish didn't mind making this personal appearance.



BIGGEST SIGN EVER — KBEO/Kansas City's Zoo In The Morning challenged listeners to create the biggest sign they could featuring the words, "Q104 The Number One Hit Music Station." Here's zoo member Karen Barber with an entry that covered an entire car. But the grand prize slogan was even larger than that: It was stenciled in 1326 feet of landscaping plastic. The winner received \$1004.

MOTION

WDBO/Orlando's Mike Good replaces Stevie Janson on WFMI/Lexington nights . . . ZZ99/Kansas City announces a switch to SMN's Pure Gold . . . Mark McKay is named PD at Y106/Orlando, replacing J.J. Walker . . . KAMZ/El Paso MD Zeazar opts for Promotions Director duties; part-timer Laura Warner picks up the MD title.

KWNZ/Reno MD Jeff Ryan is boosted to acting PD . . . WGLF/Tallahassee PD Rick Sprinkles segues to the sales department; April Crowley will handle music in the interim . . . Colleen Cassidy replaces Stewart Elliot

as MD of the now official "Power 96," WPOW/Miami . . . J.J. Jackson is the new MD at KZZB/Beaumont . . . KNBQ/Tacoma-Seattle ups weekenders Von Williams to a fulltime 7pm-midnight shift, replacing Joel Block.

Mona McCabe joins middays at KKAZ/Cheyenne as Jay Jackson segues to morning drive . . . WAPE/Jacksonville PD Mark Driscoll goes off-air and hires Z106/Philadelphia personality Chris Trane for PM drive . . . MD Larry Dessauer moves from WFIW/Fairfield, IL to WDSO/Chester-ton, IN as Station Manager, with Tom Lavine filling the "FIW MD slot.



The
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speaks



- PASSION.
- LUST.
- FRAGMENTATION.
- TEARS.
- FANTASY.
- YEARNING.
- ANXIETY.
- HUNGER.
- TEMPTATION.
- SEX.
- LUNACY.
- DEVOTION.
- CAPTIVITY.
- DELIRIUM.
- SEDUCTION.
- IDOLATRY.
- HYSTERIA.
- LAUGHTER.
- JEALOUSY.
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- ZEAL.
- DESIRE.
- SUBJECTION.
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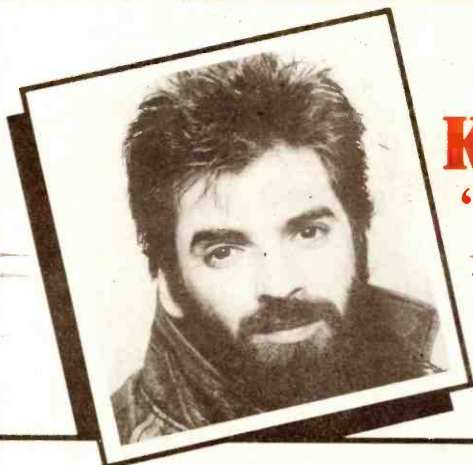
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ADD THE

THE  TOP GUN



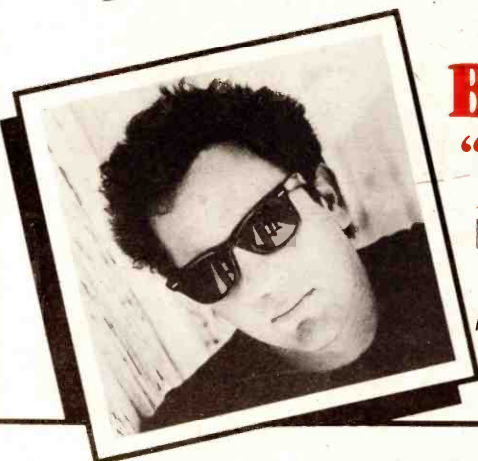
KENNY LOGGINS "Playing With The Boys"

1st WEEK ACTION:
One Of The Most Added

Including:

WAVA	KKRZ	KZZB	WKZL
B96	KS103	WKQB	WKDD
WMMS	KNBQ	WSSX	KJ103
KWK	WGFM	WQUT	KATD

OUT-OF-THE-BO



BILLY JOEL "A Matter Of Trust"

CHR NEW & ACTIVE | 101/40 — 43%

One Of The Most Added

Including: WKSE add KWK deb-20 Y108 deb-26
 Z93 deb-35 WLOL 35-28 KMJK add
 WRNO add-39 KIMN add KNBQ deb-37
 WRSR deb-32

HEAVY



LISA-LISA AND CULT JAM WITH FULL FORCE "All Cried Out"

CHECK THIS ACTION: B104 deb-25 Y100 deb-35 KZZP add B106 deb-28
 WXKS deb-27 B97 deb-30 FM102 24-21 KAMZ deb-22
 WPLJ 5-5 WQUE add-19 KMEL 25-21 WAPE 18-13
 Z100 6-4 B96 deb-35 Q100 deb-35 WPOW add-23
 B94 deb-26 KBEQ deb-28 WNNK 34-26 Z102 37-27
 Q107 deb-29 KIIS add WSPK 13-9

COLUMBIA



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LOVERBOY "Heaven In Your Eyes"

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CHR CHART: DEBUT **39**

One Of The Most Added
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KTKS	WLS	KMJK
Y100	Z95	KWSS
KIMN	KNBQ	



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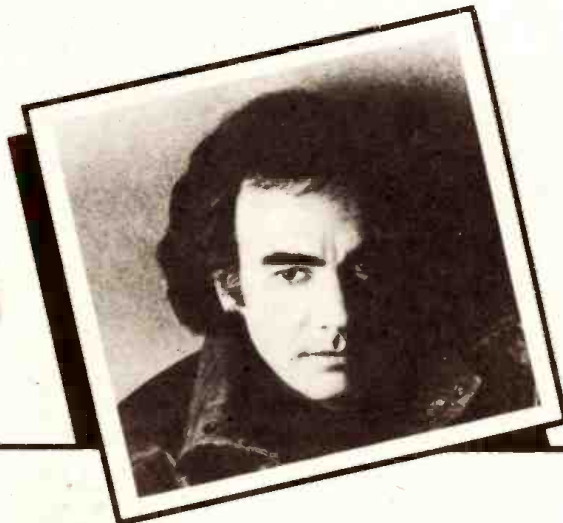


PHONES:

NEIL DIAMOND "The Story Of My Life"

A/C BREAKERS

AC CHART: **24** 68/22 — 67%
One Of The Most Added AC



RECORDS



STEVE FEINSTEIN

Pollack: Oldies Glut Could Backfire

In the last 12 months, consultant Jeff Pollack has continued diversifying into formats beyond AOR — AC, CHR, and most notably, an oldies format called "Rock 'n' Roll Gold" which has scored big in several markets. He's also helped put KNAC/Long Beach on the map in the Los Angeles ratings race with a headbanger heavy metal approach.

In this interview, conducted after his annual programming seminar, Pollack addresses his company's diversification as well as some meaty programming questions.

R&R: Any tips from the seminar that you can share with us?

JP: We had a panel on information overload and how to sort it all out. Two of the panelists, a TV news director and a newspaper reporter, suggested that radio stations utilize newspaper beat reporting styles to cull this tremendous amount of information that we get. Each jock would be given a particular topic to report on each week — sports, video, health, movies, or heavy metal. He'd read appropriate newspapers or magazines, or view the pertinent TV shows, and do a report in writing to the PD.

R&R: KNAC/Long Beach, with its hard rock/heavy metal mix, made an impressive showing in the Los Angeles book this spring, doubling 6-12 12+, and beating KMET in adults 18-24. Can you see this approach spreading to other markets?

JP: Yes. There's real potential for this "Pure Rock" format in some large metropolitan areas. It's a fun, outrageous, and exciting presentation that makes a lot of other AORs dull by comparison.

"Traditional AOR needs to be careful that it doesn't get too conservative and dull. It's also going to have to be very careful in the next year about burning its core library."

—Jeff Pollack

R&R: AOR's in good health now, after weathering some tough times over the last few years. Does the horizon look rosy?

JP: Traditional AOR needs to be careful that it doesn't get too conservative and dull. It's also going to have to be very careful in the next year about burning its core library. With the '64-'72 era being em-



From left: Rob McKay, Managing Director of MJK/Auckland, New Zealand; Rick Balls, Operations Manager, KSHE/St. Louis; Maynard Taylor, Station Manager, WXAC/Hickory-Charlotte; Greg Mull, WXAC Operations Manager.



Jeff Pollack



WORKING HARD(LY) — Taking in a Cubs game during a break in the seminar are (l-r): WHJY/Providence PD Ken Carson, KATT/Oklahoma City PD Pat Welsh, and KATT GM Bill Knobler.

phazised by AOR, Classic Hit, Classic Rock, Oldies, and even Adult Contemporary stations, something's going to have to give.

R&R: How can AOR prevent that burnout?

JP: Library depth and spice cuts. We have a list anywhere between 700-1000 songs, where a few years ago we would have been between 450-600.

R&R: Why were AOR libraries ever reduced to such a small amount?

JP: In the zeal to get quick ratings, some programmers used those tried-and-true records over and over again. People got obsessive about songs having to score a certain percentage in research. They ended up limiting their lists drastically.

Now these programmers realize that in order not to just get a quick

share and then fall out of bed, you need to have depth. There are a lot more songs that we could have been playing all along.

Our emphasis on spice allows us not to be overly concerned with how some of that material may perform over the long run. As long as it has a decent recognition base, we feel very comfortable with it.

R&R: Were consultants responsible for over-tightening?

JP: All of us were guilty of not expanding the musical base as much as we could have. It was an overall philosophy in AOR radio three years ago that spice was not in. We all believed that Foreigner/Styx/Loverboy was the way to go. When the listeners got fed up and left because that's all they heard, that was a clear signal that the format was boring.

R&R: If there's a bumper crop of new music out, should a station up its ratio of currents to old?

JP: That's an extremely viable concept. If we're not keeping in step with what's happening with a new music scene, we'll lose people. If a PD is looking to freshen up his air sound, he might just decide to make a few changes in the sequence to emphasize the important current music coming out.

R&R: How long can the oldies boom last?

JP: Right now, everybody's playing old music because the nostalgia craze is a very hot item. The Monkees tour is doing great business. There are "Ben Casey" remakes, "Return To Mayberry." It's a whole return to the past.

Politically, it's like Eisenhower's in the White House again. You also can't separate the close vote on

abortion, the Meese commission on pornography, the PMRC, the sodomy laws. There's a return to traditional values, and in this kind of environment, oldies are in.

But I think there's going to come a point when a lot of people are going to get fed up with hearing the same things over and over again. And that'll create an environment for reactionary formats, like it did in Los Angeles when KROQ created its own scene.

R&R: What kind of formats?

JP: Two variations: a young music format, and an adult format that isn't overly predictable.

There's still a place for a radio station that relies very heavily on current music. A too-conservative environment could create an opportunity for somebody who's going to say, 'Hey, I've got nothing to lose, I'm going to be daring, I'm going to be the hip station in town.' That's what KROQ does; they make their own hits.

When CHR came on very hot several years ago, it was because AOR was in a conservative mode and sounded dull. CHR came on with the kind of sizzle, excitement, and pizzazz that dazzled a lot of the radio audience.

AOR needs to make damn sure that we are reflecting important new bands. If we're not a half-step early on the U2s, we'll get left behind.

R&R: You're doing a 25+ AOR format at KKKF/Colorado Springs, and you consult "Mellow Rock" KNX-FM/Los Angeles. What's your version of an adult AOR like?

JP: It's called "30 Plus," and it's designed for the audience that grew up listening to rock and roll but now finds AOR too hard and CHR too current. It has a few choice jazz selections and older album cuts familiar to the baby

"I think there's going to come a point when a lot of people are going to get fed up with hearing the same things over and over again."

—Jeff Pollack

boomers who no longer hear tracks on the radio from albums they bought while they were growing up. We'll be appealing to the upscale target audience's sophistication and desire for musical variety. The format won't sound the same in every market because it must fill each metro's particular musical heritage void.

AOR

R&R: Sounds a lot like (consultant) John Sebastian's "New AC" format.

JP: I've never been against the concept. The problem with what John's doing is it's too unfamiliar and esoteric. There's too much "oh no," and not enough "oh wow." Ours is more accessible to the AOR listener, and has more warmth and personality.

R&R: How do you feel about the Classic Rock and Classic Hits formats?

JP: Classic Rock is an AOR Gold format that has too limited a musical approach. Slicing the AOR universe in half is too narrow. It's a short-term solution. You can only listen to a museum for so long. We're already seeing some erosion in Boston.

When these stations add more currents, which they surely must do because of the amount of duplication their libraries are getting, they're going to lose their unique market position.

Also, using the "Classic" phrase as an exclusive station slogan is risky — it says "old" to me.

R&R: Mainstream AOR still plays hard rock and corporate rock to appeal to 18-24s. What if a Classic Rock station decided to add currents, but only those that have strictly 25+ appeal? Wouldn't it be then able to go up against a mainstream AOR by utilizing all of AOR's strengths 25+ with none of its 18-24 liabilities?

JP: If you're a smart (mainstream AOR) programmer, you'd do the kind of dayparting and finetuning to your air sound so the contrast wouldn't be so dramatic. It would be a problem for some stations, but if a Classic Rock station went into a market like St. Louis against a heritage AOR like KSHE, God help it in the long run.

R&R: How should a mainstream AOR counter a Classic Rock station?

JP: Utilize all its concepts — slogans, features, heavying up on older material, dayparting, pulling back the metal. In Tampa, (WYNF PD) Carey Curelop put on Classic Rock Mondays, had a Cash Classic Cut of the day, gave away vintage cars, and generally stole all the thunder from a new competitor coming on the air. (Editor's Note: In the spring Arbitron, WKRL bested 'YNF' in upper-demo males, scoring #1 in men 25-34.

R&R: Classic Rock consultant Fred Jacobs points out that nostalgia formats do well longterm with our parents' generation. Why can't Classic Rock last with today's?

JP: Because Music Of Your Life is the hits from the era that our parents grew up in, just like traditional oldies formats represent the

mass appeal hits we heard when we were growing up. Classic Rock's music is a segment of a segment.

R&R: You work with a number of different formats besides AOR — CHR, AC, Oldies, Country. Any concern that you may spread yourself too thin and dull your AOR chops?

JP: Our clients are delighted that we can bring to their stations a diversity of formats that allows for a big perspective, a big picture. You can't just look at your direct competitor. Good radio is good radio. We've been able to adapt a lot of great concepts from CHR, AC, Oldies — even Country — that apply to any format. And having the experience of competing against a lot of different formats helps enormously when there's a change in one of our markets.



CHOM WINNERS TO JOIN JET SET — CHOM/Montreal announced its Coors Concert Jetaway promotion at a press conference in an appropriate setting — aboard an Air Canada plane flying at 30,000 feet. The promotion offers a grand prize winner the use of a private jet to fly to any concert of his choice in North America. Entrants qualify through saving their ticket stubs to a series of Coors-sponsored concerts over the next six months. From left, CHOM Promotion Director Ian MacLean, PD Rob Braide, and the jet's Captain Vance.

SEGUES

Reach new AOR WKWQ/Batesburg, SC at (803) 532-8254. Bobby Hearlion is PD, Jack Anthony is MD.

KVRE/Santa Rosa PD Cyndy Paulos exits, with PM driver Bill Bowker named PD and midday man Scott Murray appointed MD. . . . KGDS/Duluth's new MD is Wade Linder. . . . Steve Cormier leaves WCCC/Hartford for MD/morning duties at WIZN/Burlington, where ex-MD Tom Van

Zant stays on as Assistant MD. . . . WHTF/York ups Production Director Dave Powers to Assistant PD.

Anita West replaces Alix on WAAF/Worcester-Boston overnights. . . . T.J. Trout from WWTR/Ocean City takes over KZRR/Albuquerque mornings from the exiting Jonathon Stewart. . . . WZEW/Mobile afternoons go to Donna Fox. . . . New to

WLIR-FM/Long Island late-nights is Andy Geller from WHCN/Hartford. . . . WZZO/Allentown PD Gene Roman is now paired with MD Rick Strauss on afternoons. . . . Charlee Simons grabs KMGG/Santa Rosa mornings. . . . Becka Reed is on WAQY/Springfield, MA nights. . . . Tom Sebastian segues from WKGR/West Palm Beach nights to WDIZ/Olando weekends.



TRIPLE FRET — Alligator Records threw a party in Chicago to kick off the "Great American Guitar Assault" tour featuring the label's Roy Buchanan and Lonnie Mack, along with Dickey Betts. From left: WXRT PD Norm Winer, Mack, XRT MD Lin Brehmer and personality Wendy Rice, Buchanan, label VP/Marketing Mindy Giles, Betts, and indie promoter Lee Arnold.

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○ M S A M R O I N E D

WITH PAUL DAVIS

from her forthcoming album,
I ONLY WANTED YOU

Curb
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PRODUCED BY PAUL WORLEY
Paul Davis appears courtesy of EMI America Records.

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COUNTRY

LON HELTON

Hot Fun In The Summertime

I'm still sweating my way to Nashville (the cross-country temperatures haven't once fallen under 100 degrees). But by next issue I plan to be in Music City with my first on-the-road article on tap. In the meantime, here's a pictorial showing some of the things that've been happening in Country radio.



ROY 'N' THE BOYS — Pictured backstage after a recent concert are (l-r) WIXL/Newton afternoon driver Pete Montana, Roy Clark, WIXL VP/GM Marvin Strauzer, and WIXL evening personality Ron Naki.



KWKH IN HIS ARMS — Charlie Daniels wraps a KWKH/Shreveport contest winner under his right arm while he envelops MD Kitty Ledbetter and OM Ray Waldon under his left arm.



BAMA BAND EN MASS(E) — Touring the new WORC/Worcester studios are Bama Band members David Hungate, Lamar Morris (first, second from left), and John Jarvis (right). Their personal guide is MD Tim Todd (second from right).



NORFOLK BOUND — When Southern Pacific showed up for a concert, the entire WCMS/Norfolk staff gathered for a picture. On hand were (l-r, back row) SP's Keith Knudsen, Stu Cook, WCMS's Chris Michaels, SP's Kurt Howell, Tim Goodman and John McFee, and WCMS's Janie Cottrell and Eva Marie; (l-r, front row) WCMS staffers Russ Cassidy, Dan McClain, Darrell Hossack, Joe Hoppel, Kevin Mason, and Lynn Floyd.



SLAUGHTER ON PARK AVENUE — Pro wrestler Sergeant Slaughter and comedienne Ruth Buzzi visit WHN/New York personality Stan Martin, following a Big Apple party on behalf of their movie "Bad Guys."



HONEYCAT — When K-100/Toledo personality Wendy Sheridan heard Morris was in town, she could hardly wait for Gary to show up. Imagine her surprise when instead, America's number one friendly feline pawed at the studio for a visit.



KEAN PHOTO — When Barbara Mandrell opened her first one-hour photo store in Abilene (outside of Nashville), she included KEAN/Abilene staffers in the grand opening. Flanking Barbara, who's wearing the KEAN hat, are long-running morning partners Bobby & Bonnie; flanking them are five of the KEAN dreams.



SEE NO EVIL, SPEAK ... — Caught by surprise thanks to an enterprising photographer are WPLO/Atlanta morning man Bill Collins, Steve Warner, and WPLO personality Johnny Gray.



MINI FARM AID — John Conlee is all smiles as he receives a check from Bill Morse, who produced a mini Farm Aid concert in McCleansboro, IL. Also participating in the presentation were entertainer Paulett Curt and event emcee/WMCL staffer Jim Edwards.



INDY STORYTELLER — Tom T. Hall (c) stopped by WFMS/Indianapolis to chat with middayer Dave Stanley (l) and morning man J.D. Cannon.



SHARON ALLEN

NASHVILLE THIS WEEK

Horizon/Hall Of Fame Nominees Announced

By Katy Bee

1986 has been a year for developing new Country acts, and the CMA Horizon nominees comprise some stiff competition for that title. The contenders are T. Graham Brown, the Forester Sisters, Vince Gill, Kathy Mattea, Restless Heart, John Schneider, Dan Seals, Randy Travis, Keith Whitley, and Dwight Yoakam. The final announcement, Oct. 13 during the CMA Awards Show, will hang the title on one of the acts.

This year also marks the nominations of George Jones and Willie Nelson, up for the prestigious Hall of Fame category. Among the nominees in the "Open" category are Homer & Jethro, Whitey Ford, Louvin Brothers, Elton Britt, and Rod Brasfield. The "Living Non-Performer" category includes Ken Nelson (Capitol Records), Harry "Hap" Peeples (country promoter), Frances Preston (BMI President), Wesley Rose (Acuff-Rose Publishing), and Cluffie Stone (California radio & TV personality).

Million-Airs

BMI presented its fifth annual Million-Airs luncheon for industry guests and songwriters to salute 31 songs that reached such successful status — 50,000 hours of continuous broadcast airplay. That equals one song being broadcast for five years, seven months, and eight days! BMI's President Frances Preston and VP/Nashville operations Roger Sovine hosted the affair. They handed out Certificates of Achievement to songwriters and

publishers for 31 Million-Airs, 13 two-Million-Airs, and one four-Million-Air for tunes affiliated with BMI/Nashville. Awarded were such writers as Kris Kristofferson, Chuck Berry, Jimmy Dean, Mac Davis, Joe South, and Ben Peters.

A Songwriter's Life

NBC newsmagazine series "1986" has selected veteran Nashville songwriter Harlan Howard for an upcoming TV feature. When the crew comes down to Nashville it will take a look at how this celebrated hitmaker lives and works, as well as profile his song contributions during the Patsy Cline years. Nicknamed "Mr. Songwriter," Howard warns, "They'll have to do some honky-tonkin' with me, too."

Paul Davis Shooting

On the darker side of a songwriter's life, one of Nashville's prominent tunesmiths, Paul Davis, was shot during a robbery attempt on the evening of July 29. While coming out of the Hall of Fame lounge with a companion, Davis was held up and shot at gunpoint



HORIZON HOPEFULS — A group of new CMA Horizon Award nominees rejoice at their latest triumph. One of ten new acts will be chosen as top newcomer at the October CMA Awards show. Pictured (l-r): David Innis, Greg Jennings of Restless Heart, CMA Exec. Director Jo Walker Meador, Restless Heart's Larry Stewart, artist T. Graham Brown, Restless Heart's John Dittich, solo artist Vince Gill, and RH's Paul Greg.



HALL OF FAME ANNOUNCEMENTS — The Country Music Hall of Fame and Museum was the setting to announce the latest CMA Hall of Fame contenders. Pictured (l-r): Country promoter Harry "Hap" Peeples, BMI President Frances Preston, and Acuff-Rose's Wesley Rose look on as Chet Atkins reads introductions about each nominee.

through the abdomen. His condition is now reported as "good."

Davis has written a string of hits this year from Dan Seals's "Boo" and "Meet Me in Montana" (the duet with Marie Osmond) to Tanya Tucker's recent chart-toppers, "One Love At A Time" (with Paul Overstreet) and "Just Another Love." His own records include "Ride 'Em Cowboy," "I Go Crazy" and "'66 Love Affair." Davis is currently under contract to Capitol/EMI. R&R wishes him a speedy recovery and hopes to see him back on the Row soon!

case you missed it, MTM's new trio, Schuyler, Knobloch & Overstreet, is pronounced SKY-LER, NO-BLOCK & OVER-STREET... Kathy Mattea's upcoming single, "Walk The Way The Wind Blows," features a "B" side entitled "Come Back To West Virginia," a jingle she recorded for her home state's Tourism Bureau... Valentine's Day was a fairytale for Christy Forester this year. That's when she met her husband-to-be, Gary Smith (who plays keyboards for Ricky Skaggs), when the Forester Sisters were opening a show for Skaggs in Knoxville. The two have announced

a December wedding at the Methodist Church where the four singing sisters first started singing. Kathy, June, and Kim will be bridesmaids... Rosanne Cash shot a video for "Second To No One" on location in New Jersey at the Hoboken Ferry Station, a national landmark... Sweethearts of the Rodeo have completed their first video, for "Since I Found You," at Scene Three, with director Marc Ball and producer Kitty Moon... Producer Chips Moman heads into his Memphis studio to start work on a new Carl Perkins album for America Records...

Bits & Pieces

It's been a great year for the Grand Ole Opry, with record-breaking attendance this summer. Officials credit the rise to their country tradition, old-fashioned fun, and presentation of new acts. The Opry stage welcomed Patty Loveless and Judy Rodman for their first appearances recently... Opryland USA has announced that American Airlines is now the official airlines of Opryland. The new hub carrier has signed a three-year pact with the entertainment complex and will help promote tourism in Tennessee. There will soon be a full-service ticket office at the Opryland Hotel... Steve Wariner has tied in with a Takamine Guitars promotion called "Guitar of the Stars" giveaway. In select concert appearances and music stores, Steve will personally present a Takamine to the winners backstage at his shows. He will be seen in their September print ads in *Guitar Player* and *Musician*... Columbia Records is out to break Nashville singer/songwriter Rodney Crowell's first single, "Let Freedom Ring," via AOR and CHR markets. It's from his long-awaited LP "Street Language." CBS says country singles will follow... In

NASHVILLE IN MOTION

Capitol/EMI-America ups Paul Lovelace from Director to VP of National Country Promotion... Tim McFadden joins MTM Music Group as Professional Manager in the Publishing Division. He will be working with writers from all three MTM publishing companies: Lawyers Daughter Music (BMI), Uncle Arnie Music (ASCAP), and Blu-Pal Music (SESAC)... Stargem, Inc., has an agreement for distribution and promotion for all Stargem, Time-star, and IRC product. Barbara Brown and Michael "Z," Stargem's in-house promotion team, will be joined by Betty Gibson, Jerry Barr, and Ann Morton... Compass Records has opened offices at 1211 Division St., Nashville, TN. 37203; (615) 726-2046. Alice Raleigh is the new Director/Marketing and Distribution, with Regina Raleigh and Connie Cantu heading the Promotion Department. The first signing for the label is country artist Melba Montgomery... Evergreen Records has a new recording deal with Ray Griff... Chuck Dixon and Craig Morris have combined their independent promotion efforts to form Dixon/Morris Promotions, with a new address at 2 Music

Circle S., Suite 101, Nashville, TN. 37203; (615) 254-4900... Toni Price signs with newly-formed Master Records, located at 2 Music Circle S., Nashville, TN. 37203; (615) 385-2704... Roundhouse Records welcomes the Greer Brothers Band to the label... Bermuda Dunes artist A.J. Masters joins the Bobby Roberts Agency for bookings and representation... BGM Records of San Antonio, TX, has signed on Beth Williams... Buddy Lee Attractions has added Judy Rodman to its growing roster of acts... Top Billing welcomes the return of agent Paul Bryant, who will work with newly-signed Billy "Crash" Craddock... Song Source, Inc., signs songwriter Mike Dekle/Scarlet Mate Music ("Scarlet Fever") to a publishing agreement... The Hyland Company has moved back to Music Row. Contact Mike Hyland at 706 18th Ave. S., Nashville, TN. 37203; (615) 242-0320... Kathy Hopper's South Side Management company has moved its offices to 59 Music Square W., mailing address: P.O. Box 121321, Nashville, TN. 37212; (615) 320-7713.

WHO'S NEW

In a town full of songwriters, it's hard to stand out in the crowd, but the name Lyle Lovett has been tossed around Nashville circles for nearly a year. Song connoisseurs say he is one to watch. The new MCA/Curb artist was first brought to Music City's attention via ASCAP's Merlin Littlefield and producer Jim Rooney. But it was fellow songwriter Guy Clark's stamp of approval that got the attention of MCA's VP A&R Tony Brown.



Lyle Lovett

Lovett, like Clark, hails from Houston. He spent his childhood summers nearby on his grandfather's rural farm and attended Texas A&M receiving degrees in journalism and German. It was during these college years that Lovett began writing songs, gradually moving on to the folk clubs of College Station, Houston, Austin, San Antonio, and Dallas.

1983 found him in Europe, where he met up with J. David Sloan and his group from Phoenix. Band member Billy Williams helped produce Lovett's first tapes back in Arizona. His songs reflect the mixture of rural and urban influences that were part of his upbringing.

The self-titled album, containing Lovett's current single, "Farther Down The Line," was produced by MCA's Brown, whose credits include Steve Wariner and Steve Earle. Rosanne Cash contributes background vocals and Vince Gill adds guitar licks to the work. Lacy J. Dalton and Nanci Griffith have both recorded Lovett's songs.

Who's New is a recurring feature spotlighting artists making their debut in R&R's Country New & Active section.

BLACK/URBAN PICTURE PAGE



LOTTERY PAYS OUT — Michigan's State Lottery Commission worked with labels and the community to salute Black Music Month. At the planning sessions (in front, l-r): MSL's Walter Fitzryk, RCA's Darian Langford, MSL's Keith Stallworth, and the Michigan Chronicle's Sam Logan. Back: Atlantic's Van James, Moy/Wasson's Duke Wasson, Motown's Ray Henderson, Elektra's Roy Emory, and PG's Wilson Lindsay.



CONTROL ISSUE — Janet Jackson's national promotion tour swept through WKYS/Washington. On hand were (l-r) A&M's Jesus Garber, Jackson, PD Donnie Simpson, and A&M's Woody Johnson.



MILLS'S GENERAL PUBLIC — When Stephanie Mills (center) headlined the Universal Amphitheatre, she visited KACE/Los Angeles, where she's flanked by Jock Rich Guzman, MCA's Sara Melendez, and KACE APD Billy Young.



ROAST MAYO — Two shots from the BMA's roast of WRKS/New York GM Barry Mayo: In the first, RCA's Sharon Heyward and New York BMA President Hilda Williams rap their praises of Mayo. In the second, WGCI/Chicago PD Lee Michaels, IBM's Roxanne Scott, and WGCI Station Manager Abe Thompson are at the rear of the dais, while actress Jackie Harry, Patti Austin, and Mayo comprise the front row.



CAROLINA CHAIN — WWDM Sumter drew 3000 people to its "Hands Across The Capital." In the first two pictures, Civil Rights Activist Modjeska Simkins and Black Caucus Member James Farber address the crowd which, in picture #3, flanks the state capitol in Columbia.



STREET DREAM TEAM — Columbia held a reception at L.A.'s Palace to promote Chet Atkins's new "Street Dreams" L.P. Seen here (l-r): WHUR/Washington MD Michael Archie, Atkins, and WDAS (AM)/Philadelphia's Wayne Joel.



MELLOW MACKIN' J — When the "Raising Hell" tour brought him through Los Angeles, L.L. Cool J stopped by to rock the mike at KDAY and present MD Greg Mack (r) with a gold record.



WALT LOVE

BLACK/URBAN

The Hiring Network That Should Still Exist

Communications. That's the name of the industry we work in every day. But I wonder just how many of you find the lack of black inter-communication as appalling as I do.

Judging from numerous conversations I've had with other blacks across the country, networking is a serious problem. Part of it can be attributed to the fact that most of us talk at one another as opposed to talking to one another. If we're truly the communicators we say we are, then we better start communicating much more effectively.

Networking Examples

In the mid-70s there was a small Black radio network consisting of Jim Maddox, Jack Patterson, Steve Woods, Rick "Spanky Lane" Torcasso, Al Ramirez, Doug Banks, Lee Michaels, Guy Broady, and Brenda Ross. This contingent worked together and helped each other at different stations during their careers.

CHR and other formats, however, thrive on similar — yet farther reaching — professional alliances. These networking circles have revolved around such focal points as Bill Drake, Ted Atkins, and Jerry Clifton. Another example is Bob Pittman. When he took over the programming reins at WNBC/New York in 1977, he brought in several people he'd worked with previously at WMAQ/Chicago. After exiting WNBC for MTV, Pittman hired Les Garland, whom he'd known for years. Pittman, who also brought in Kevin Metheny as WNBC's PD, later hired him at MTV.

We can learn a lesson from these networking exchanges. If we expect to earn any longevity as well as professional respect and financial gain, we need to establish the same communications framework.

Tony Gray, PD of WRKS/New York, is a six-year industry veteran who has benefitted professionally as a result of networking. A 1983 R&R column about Tony's success at WTKL/Baton Rouge prompted a phone call from then-Amaturo Radio President Monte Lang. Next stop for Tony was the PD helm at KMJM/St. Louis, followed by a programming stint at WDRQ/Detroit. Since moving to New York, Tony's used his networking contacts to bring aboard air personalities Roshon.

Qualified Candidates

Explaining Roshon's hiring, Tony said, "He was a special case because I knew him professionally and personally. (But) I'd never hire someone just because he's a friend. We need professionals who can get the job done and get along



Tony Gray



with people. I always knew Roshon could do the job; I expect him to be the biggest air personality to ever make it in New York.

"All the people I talk to about possibly working here are qualified broadcasters. When you're hiring talent for any city these days, it depends on the amount of money you have to spend as to where you begin your search and who you can ultimately hire."

When it comes to hiring, it seems you hear the same names over and over again. I asked Tony if he knew of any young, up-and-coming industry talents. "I don't see a whole lot of new names. It's hard to find good people you can count on. It would be great if we had a way of knowing just who's out there.

"A lot of people in this industry get job opportunities because they've been recommended by somebody. People who are really serious about making it up the professional ladder should make it their business to get to know the people who are making decisions in markets they'd like to work in. If they don't get their names out there, no one knows they exist — except in their own little worlds."

Tony had this advice for those building radio careers. "Don't be afraid to approach people in the top ten markets if you think you're ready. There are people in small and medium markets who are just as capable as some who are work-



Andre Fuller



ing in major markets. If we don't know they're there, we'll never find them. It's important to make yourself known."

Case In Point

Andre Fuller, PD/MD of WZEN (Z100)/St. Louis, is a six-year industry vet and a St. Louis native. Andre has worked at the market's KMJM and WESL; this is his second term at WZEN and his first as station PD. Since returning, Andre has put networking into action. "When I worked for KMJM, we had a very strong bench of people doing the weekend airshifts. Our parttime people were in a position where they had no way to advance with the fulltimers, who were already doing the permanent airshifts.

"These guys would send airchecks all over the country to no avail. I just couldn't believe that none of the people who were sent tapes responded. And I thought what a terrible situation for anyone to be in. It wasn't the companies' fault or anyone else's. Most organizations wish they could find parttimers who could step right in, hold down a major airshift, and also get results. So when this opportunity opened up for me, I thought about the people I already know are good and reached out for them."

As a result, Andre has hired three people. "Sonny Johnson, who's now my production director, was once the assistant to (KMJM's) production director, Earl 'The Pearl,' also from KMJM, is with me. He used to do the 'Quiet Storm' on Sundays and had a 20 share. The person who does the 'Quiet Storm' now works 10pm-2am, and he only gets an eight share. We're doing what we call 'Love Hours,' and the response has been immediate."

Continuing, Fuller talked about his latest hiring. "There's another guy, now doing our afternoons, who also worked at KMJM. He was working at a small AC station outside of St. Louis. It's just a shame that we have to hang around the local Black radio stations with stars in our eyes in the hope that someone will let you become his gofer."

Can We Talk?

"We need to communicate with each other on a consistent basis weekly," added Andre. "I'm in St. Louis, but I'd like to talk to someone programming in Atlanta, Houston, or Chicago. We should get on the telephone and tell someone else about a person we might not have room for at our (respective) station. We could help ourselves if we'd not talk about it and just do it."

Andre feels B/U radio needs a training system. "We need something similar to a baseball farm club. If enough pros around the country took one young person and started training him in the proper skills, we would have people right where we could find them — quickly. But it's up to us."

WWWS'S ROSAS TRIMS DOWN

On The Radio Road To Health

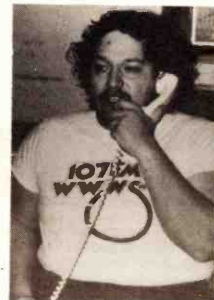
When WVEE/Atlanta PD Scotty Andrews died of lung cancer this spring, virtually all of his friends remembered trying to persuade him to cut down on — or preferably give up — his chain-smoking.

My purpose in recalling this isn't to single out Scotty. But his death is a dramatic reminder that unhealthy habits, if left unchecked, can destroy a person. Stories like Scotty's underscore that now is a good time for all of us to reexamine the way we live and take care of ourselves.

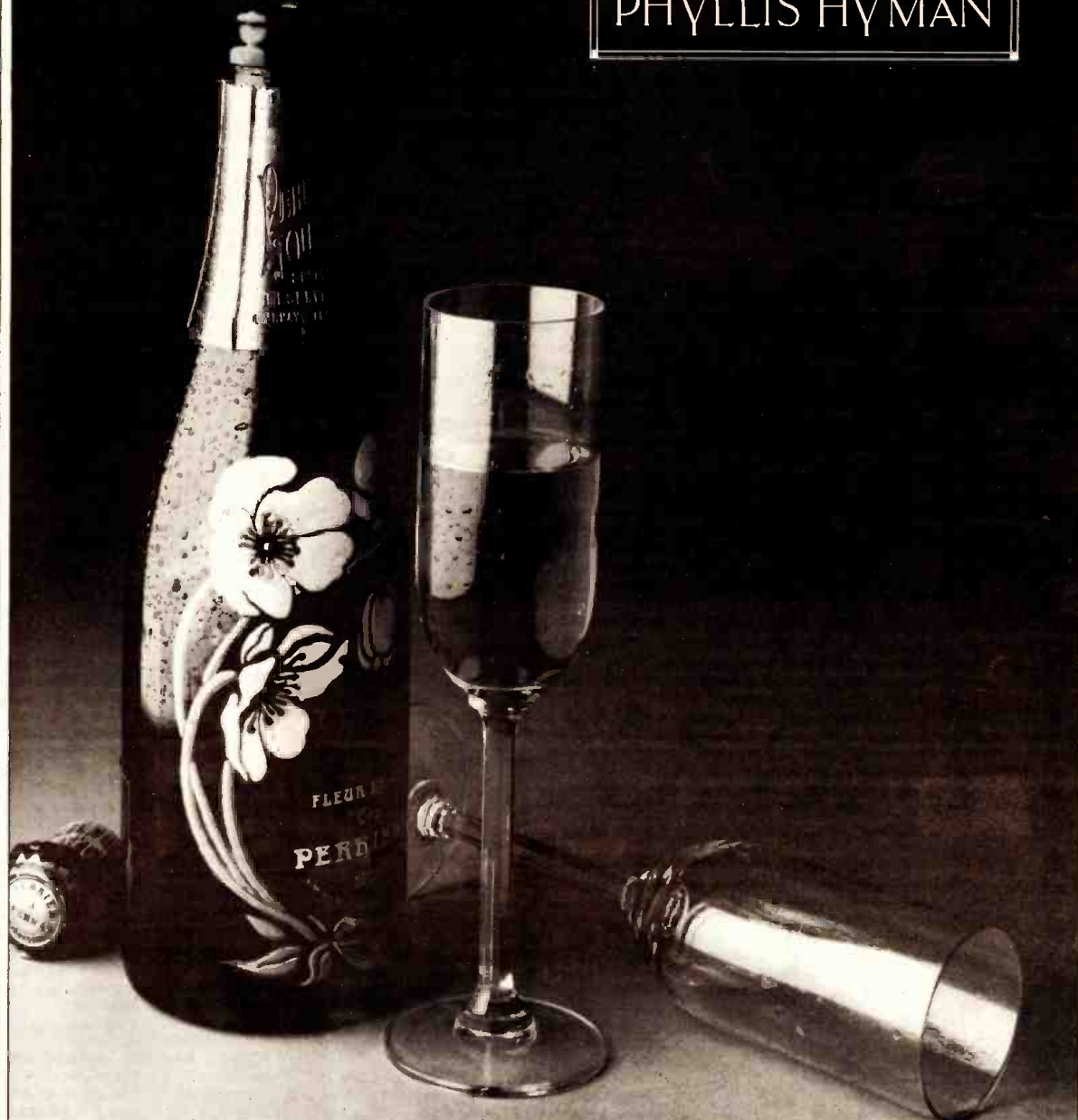
One individual who took personal inventory was WWWS/Saginaw MD David Rosas. He's spent the last 18 months whittling himself down from a scale-tipping 280 lbs. David has waged a successful battle — he checked in at 164 when these pictures were taken. Since then he's trimmed down to a svelter 158.



David Rosas



OLD
FRIEND
from
PHYLLIS HYMAN



"This is where our happy ending begins."



OLD FRIEND. Written by THOM BELL and the late LINDA CREED. Produced by THOM BELL. Performed by PHYLLIS HYMAN. From the forthcoming album "LIVING ALL ALONE." On Philadelphia International Records. Proudly Marketed and Distributed by Manhattan Records.



DONNA BRAKE

ADULT CONTEMPORARY

SOME MAJORS

Spring Ratings: An Arbitron And Birch Comparison

The ratings are rolling in, so here are market overviews from some of the highly competitive major markets. This time around, you'll get a chance to see how Arbitron's information compares with Birch Quarterly data.

For each market, I've provided the current AC rankings for adults 25-49, based on spring Arbitron results. Because the ratings firm does not allow us to print actual shares, I've prepared the degree of share change from winter to spring for each station, along with a brief summary of the results.

Birch, however, does grant permission to list actual figures, so you'll find the Birch info listed below the ARB results.

Los Angeles (Arbitron)

	rank	chg
KOST	1	+1.0
KIQQ	2	-0.9
KBZT	3	-0.4
KFI	4	+0.1
KNOB	5	+0.1

(Birch)

KIQQ	3.0
KOST	2.9
KBZT	1.3
KFI	1.1
KNOB	0.7

There's a major difference in the findings: each AC performed much better in Arbitron than in Birch. One of the most dramatic differences is how KOST fared. While Birch indicates KOST as the second-place AC, ARB finds them the leader with over twice the shares indicated by Birch.

ARB Overview: KOST increases its AC dominance in Los Angeles with an outstanding spring showing. KOST leads next-best KIQQ by a full two shares and triples KBZT and sister AM KFI. KOST makes an even stronger market statement by climbing to the number one positions in the market in adults 25-49 and 25-54. KOST was third overall in adults 18-49.

KIQQ is off nearly a share after a good winter. KBZT continues having problems making an AC impact, losing nearly a half-point, while "Love Songs"-formatted KNOB is flat about a half-point behind KFI.

"Mellow Rock" KNX-FM, formerly KKHR, returned to its original AC/AOR hybrid near the end of the rating period and therefore was not included in this overview.

New York (Arbitron)

	rank	chg
WLTW	1	+0.5
WPIX	2	+0.6

WNBC	3	0.0
WYNY	4	+0.4
WNSR	5	-

(Birch)

WLTW	5.2
WPIX	4.0
WNBC	3.2
WYNY	1.8
WNSR	1.3

Though the rankings are the same with both ratings services, there are a couple of interesting differences. Birch indicates WPIX nearly a share higher than ARB, and WNBC slightly higher as well. Arbitron favors WLTW, WYNY, and WNSR with slightly better ratings than Birch.

ARB Overview: WLTW continues to dominate the AC race in New York, leading second-place WPIX by over two and a half shares, though WPIX enjoyed a nice gain.

WNBC is flat while WYNY is up slightly. Easy Listening WRFN switched to "soft rock" WSNR during the book and debuted within a point of all AC competitors except WLTW.

All ACs trail ever-steady Oldies station WCBS-FM in both ARB and Birch. WLTW, WYNY and WPIX will be heading into the summer book with new programming leadership. Gary Nolan, formerly with WGBB/Long Island, will be at the helm at WLTW, and as of this writing, WYNY is searching for a replacement for Denise Oliver, and WPIX is looking to fill the PD post left vacant by Joe Capobianco.

Chicago (Arbitron)

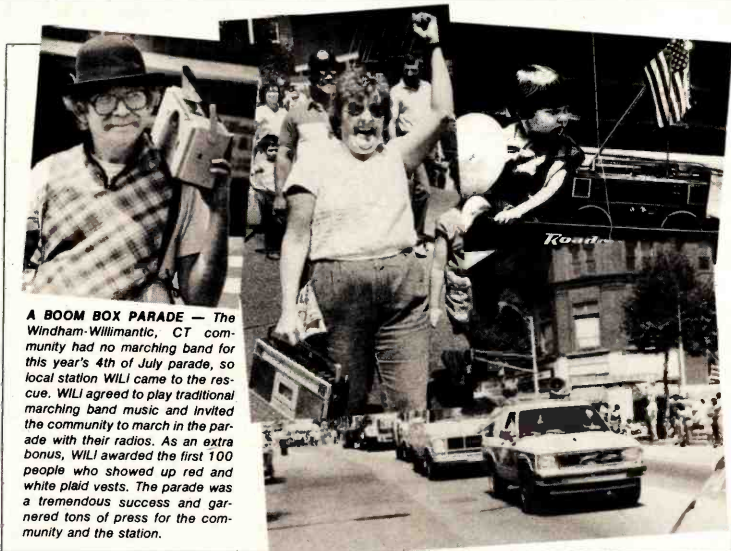
	rank	chg
WGN	1	+0.9
WCLR	2 (tie)	+0.2
WLAK	2	+1.1
WFYR	4	+1.0

(Birch)

WGN	6.9
WCLR	5.3
WLAK	5.3
WFYR	4.9

ARB and Birch are in almost perfect sync in their Chicago findings. Birch rates WCLR and WLAK slightly higher than ARB, but both services show the same tight race among the FMs.

ARB Overview: The ACs made a nice comeback in spring after a



A BOOM BOX PARADE — The Windham-Willimantic, CT community had no marching band for this year's 4th of July parade, so local station WILI came to the rescue. WILI agreed to play traditional marching band music and invited the community to march in the parade with their radios. As an extra bonus, WILI awarded the first 100 people who showed up red and white plaid vests. The parade was a tremendous success and garnered tons of press for the community and the station.

disappointing winter book. With Cubs baseball, WGN remains the top-rated AC and is second overall in this demo behind Black Urban WGCI. WGN is number one overall 12+, adults 18+, 25-54, and 35-64.

The rankings may be somewhat deceiving, as only one tenth of a share point separates WFYR from WCLR and WLAK. Among the AC FMs, WCLR leads in adults 18-34 and 18-49, while WLAK leads in adults 25-54 and 35-64.

WMET switched from AC to what the station defined as "male oriented AC," changing call letters to WRXR. At this point, WRXR has not impacted the other ACs.

San Francisco (Arbitron)

	rank	chg
KBLX	1	-0.4
KI01	2 (tie)	+0.4
KOIT	2	-0.2
KYUU	4	-0.5
KLOK-FM	5	-0.5
KLOK	6	-0.2

(Birch)

KYUU	5.8
KBLX	5.7
KI01	3.9
KOIT	3.9
KLOK-FM	2.2
KLOK	1.3

While ARB shows KYUU slipping, Birch results show the station faring over two share points higher and in first place among ACs, second overall in the demo behind N/T KGO.

KBLX also fares better in Birch by over a share and is third overall in the demo. KI01, KOIT, and KLOK-FM have slightly better showings in ARB.

ARB Overview: KBLX stays in the lead in another very competitive market situation with its unique "Quiet Storm" approach. KBLX is third in the demo overall behind KGO and variety outlet KNBR. KI01 and KOIT trail KBLX by a half-point. KOIT leads the other ACs slightly in the adults 35-64 demo.

KYUU, which led the ACs at this time last year, is six-tenths behind KOIT and KI01, and faces its third

consecutive down book. KLOK-FM is just over a share behind KYUU and KLOK (AM). As of this writing, KI01 is seeking to find a PD/air personality to replace departing Smokey Rivers.

Boston (Arbitron)

	rank	chg
WBZ	1	+1.4
WHDH	2	+2.7
WWSH	3	+0.8
WROR	4	+0.9
WMJX	5	+0.5
WVBF	6	-0.1

(Birch)

WSSH-FM	6.7
WBZ	5.8
WROR	5.5
WHDH	4.8
WMJX	4.4
WVBF	3.9

Birch results do not illustrate the overwhelming full-service success story seen with ARB. While WSSH scores only slightly better in Birch, it's good enough to be number one among ACs. WBZ scores nearly two shares higher in ARB, where WHDH is rated over two shares higher. WROR, WMJX, and WVBF also have a better story in the diary method.

ARB Overview: ACs enjoyed nice increases overall in the spring book; all except WMJX were down in the winter. In the 12+ battle overall, WBZ and WHDH finished one and two, respectively. WBZ won 18+ as well, followed by AOR WBCN and WHDH.

'EZ regained the AC lead in adults 25-49 and is second overall behind WBCN. WHDH is third by a half-share point. WSSH had nice gains and clocks in six-tenths behind WHDH. WROR follows four-tenths behind WSSH. WMJX and WVBF are over a share behind WROR.

All ACs finished with respectable ratings. WMJX enjoys its second consecutive up survey, while WVBF deals with its second straight down book. WMJX wins the 18-34 battle among ACs and is third overall in the demo.

San Diego (Arbitron)

	rank	chg
KFMB	1	+5.4
KFMB-FM	2	+1.0
KIFM	3	-1.9
KYXY	4	+0.6
KWLT	5	-0.1
KLZZ	6	-0.9

(Birch)

KFMB-FM	7.7
KFMB	7.2
KWLT	6.0
KYXY	3.9
KIFM	3.8
KLZZ	2.6

With the exception of KWLT, ARB indicates San Diego ACs performing better than Birch. The difference is particularly dramatic with KFMB (AM). ARB shows the full-service giant over three and a half shares higher than Birch. KFMB-FM (B100) is nearly a share higher in ARB. KWLT does nearly a share and a half better in Birch.

ARB Overview: KFMB makes a commanding return to first place in this demo, as well as winning the demo overall. It also chalks up victories overall 12+, adults 25-49, 25-54, and 35-64.

B100 wins overall in adults 18-49, is second 18-34 behind AOR KGB, and third 12+ behind KFMB and Easy Listening KJQY.

In adults 25-49, B100 trails KFMB by 2.7 shares, while third-ranking KIFM, with its half-AC/half-jazz mix comes in nearly four shares behind B100. Eclectic KYXY and "Light Rock" KWLT are within a couple of tenths of KIFM. KLZZ-FM continues on a downward trend, two full shares behind KWLT.

Morning ratings turned out to be a real battle between KFMB and B100. B100's "Morning Zoo" is number one in adults 18-34, 18-49, 25-49, and 25-54, just barely edging the AM in the latter two demos.

KFMB's Hudson and Bauer is first in adults 35-64. The stations combined shares are into the 20s among adults 25-49 and 25-54 in morning drive.

NATIONAL MUSIC FORMATS

Added This Week

Bonneville Broadcasting

Kevin McCarthy (800) 631-1600

Alpha

BILLY OCEAN "Love Zone"
EL DeBARGE "Love Always"
NEIL DIAMOND "The Story Of My Life"

Broadcast Programming

John Sherman/Jay Albright (800) 426-9082

Adult Contemporary

EL DeBARGE "Love Always"
PAUL SIMON "You Can Call Me Al"

Modern Country

JOHN ANDERSON "Honky Tonk Crowd"
STEVE WARINER "Starting Over Again"
RESTLESS HEART "That Rock Won't Roll"
E.T. CONLEY & A. POINTER "Too Many Times"
BARBARA MANDRELL "No One Mends A Broken..."

Century 21

Greg Stephens (214) 934-2121

The Z Format

VAN HALEN "Love Walks In"
RUN D.M.C. "Walk This Way"
JANET JACKSON "When I Think Of You"

The AC Format

AIR SUPPLY "Lonely Is The Night"
THOMPSON TWINS "Nothing In Common"
NEIL DIAMOND "The Story Of My Life"
MOODY BLUES "The Other Side Of Life"

Super-Country

RAY CHARLES "The Pages Of My Mind"
DOBIE GRAY "The Dark Side Of Town"
LYLE LOVETT "Farther Down The Line"
RESTLESS HEART "That Rock Won't Roll"
SOUTHERN PACIFIC "A Girl Like Emmylou"
WILLIE NELSON "I'm Not Trying To Forget You"

Concept Productions

Elvin Ichiyama (916) 782-7754

CHR

STACEY Q "Two Of Hearts"
VAN HALEN "Love Walks In"
PAUL SIMON "You Can Call Me Al"
JANET JACKSON "When I Think Of You"

Country

RANDY TRAVIS "Diggin' Up Bones"
CHARLY McCLAIN "So This Is Love"
SOUTHERN PACIFIC "A Girl Like Emmylou"
D.A. COE & W. NELSON "I've Already Cheated On You"

AC

BOB SEGER "It's You"
DARYL HALL "Dreamtime"
NEW EDITION "Earth Angel"
PAUL SIMON "You Can Call Me Al"
NEIL DIAMOND "The Story Of My Life"

Drake-Chenault

Bob Laurence (618) 883-7400

XT-40

PAUL McCARTNEY "Press"

Contempo 300

WHAM! "The Edge Of Heaven"
HUEY LEWIS & THE NEWS "Stuck With You"

Great American Country

LEE GREENWOOD "Didn't We"
RANDY TRAVIS "Diggin' Up Bones"

Media General Broadcast Services

Bob Dumais (901) 320-4433

Action

ROSIE VELA "Magic Smile"
NICK JAMESON "Weatherman"
SHEENA EASTON "So Far, So Good"
NEIL DIAMOND "The Story Of My Life"

Your Country

LEE GREENWOOD "Didn't We"
MICKEY GILLEY "Doo-Wah Days"
JOHN ANDERSON "Honky Tonk Crowd"
SOUTHERN PACIFIC "A Girl Like Emmylou"
E.T. CONLEY & A. POINTER "Too Many Times"
SWEETHEARTS OF THE RODEO "Since I Found You"

Hit Rock

VAN HALEN "Love Walks In"
RUN D.M.C. "Walk This Way"
JANET JACKSON "When I Think Of You"

Radio Arts

John Benedict (818) 841-0225

Country's Best

STEVE WARINER "Starting Over Again"
RESTLESS HEART "That Rock Won't Roll"
SOUTHERN PACIFIC "A Girl Like Emmylou"
WILLIE NELSON "I'm Not Trying To Forget You"

Soft Contemporary

ANITA BAKER "Sweet Love"
STEVE WINWOOD "Higher Love"
BERLIN "Take My Breath Away"
AIR SUPPLY "Lonely Is The Night"
NEIL DIAMOND "The Story Of My Life"
MOODY BLUES "The Other Side Of Life"
HUEY LEWIS & THE NEWS "Stuck With You"

Sound 10

WHITNEY HOUSTON "All At Once"
BILLY JOEL "A Matter Of Trust"
AIR SUPPLY "Lonely Is The Night"
NEIL DIAMOND "The Story Of My Life"
MOODY BLUES "The Other Side Of Life"

Satellite Music Network

Pat Clarke (214) 991-9200

The Starstation

BILLY OCEAN "Love Zone"
HUEY LEWIS & THE NEWS "Stuck With You"

Country Coast-To-Coast

EXILE "It'll Be Me"
GARY MORRIS "Honeycomb"
MICKEY GILLEY "Doo-Wah Days"
LOUISE MANDRELL "I Wanna Hear It From Your Lips"

Rock 'N' Hits

BIG COUNTRY "Look Away"
BANGLES "Walk Like An Egyptian"
FABULOUS THUNDERBIRDS "Wrap It Up"

TM Programming

Cal Casey (214) 634-8511

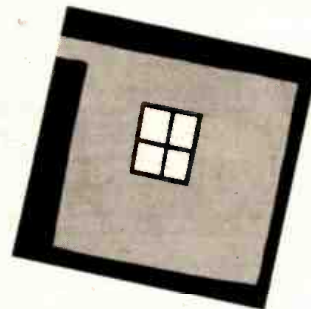
Stereo Rock

DARYL HALL "Dreamtime"
PAUL McCARTNEY "Press"
KYLMAXX "Man Size Love"
RUN D.M.C. "Walk This Way"
MONKEES "That Was Then, This Is Now"
HUEY LEWIS & THE NEWS "Stuck With You"
C. ANDERSON & G. LORING "Friends & Lovers"

TM Country

ROSANNE CASH "Second To No One"

PAUL SIMON

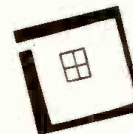


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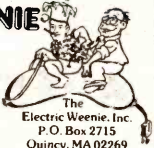


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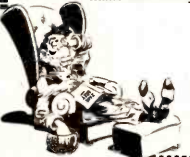
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New York's newest radio station is seeking an anchor who can handle news in a conversational yet professional manner. Ideal candidates will possess superior writing skills and news judgment, understand the adult contemporary audience and will be able to get the point across without compromising the basic rules of journalism or good grammar. Ideal candidates will sound alive, friendly and energetic without sounding frantic. Station emphasis is on lifestyle, health and consumer news, not the police blotter. Prefer minimum of five successful years of gathering, writing, editing and airing news at major market station. Prefer BA in English, Journalism or related field. Position requires professional performance, attitude and willingness to take direction. All applications will be held in the strictest of confidence. Quality compensation package. Casserines and resumes only to:

Ted David, News Director
WNSR Soft Rock 105 FM
485 Madison Avenue
New York, New York 10022
AN EQUAL OPPORTUNITY EMPLOYER

BIG NORTHEAST AOR

Needs creative Production Director. Good salary and benefits for right person. Send samples of commercials, station promos, etc., on cassette to Radio & Records, 1930 Century Park West, #405, Los Angeles, CA 90067. EOE

PROGRAM DIRECTOR

Program our major market Light Rock FM. We're good... can you make us GREAT? If you're a winner, we want to talk with you about this major league opening. Send resume and salary history in confidence to Radio & Records, 1930 Century Park West, #409, Los Angeles, CA 90067. EOE/M/F

POWER 99fm

PRODUCTION DIRECTOR

#1 Urban FM station seeks a creative pro for promotional & commercial production. Send tape & resume to Program Director, WUSL, 440 Domino Lane, Phila., PA 19128. Absolutely no phone calls - We are an equal opportunity employer.

SOUTH

Mornings at CHR small market. 40 miles out of Nashville. Prefer local person. PBP helpful. Call Gary Moss: (615) 338-3636 before 1pm. EOE (8-1)

Adult nostalgia station seeks announcer with a "mature sound" for morning drive. A plus if interest also lies in sales or engineering. T&R: WKWF, 7 McDonald Ave., Key West, FL 33040. EOE (8-1)

WNNB/N. Myrtle Beach is now accepting T&Rs for possible openings & current position. Production, experienced. T&R: 429 Pine Ave., N. Myrtle Beach, SC 29582. EOE (8-1)

GSM for new 100kW FM. Consultant sell. Teacher & motivator. Some equity possible. Undiscovered market of 100,000. Resume: KELL, Box 3834, San Angelo, TX 76902. EOE (8-1)

OPENINGS

WTMX/Tupelo has an opening for airshift/production prime time for right person. T&R: J. Michael Pruet, Box 954, Tupelo, MS 38802. EOE (8-1)

Experienced AE with proven track record for AM CHR in Birmingham metro. Must be sharp. Quick advancement. Resume: Box 460, Dora, AL 35062. EOE (8-1)

Experienced sales manager with proven track record for 5000watt AM CHR in Birmingham metro. Quick advancement to GM possible. CALL: (205) 648-6488 EOE (8-1)

Small market east TX combo seeks ND/reporter. T&R: Gary McNamara, Box AA, Marshall, TX 75670 or (214) 938-6789 EOE (8-1)

Salesperson for FM. Requires at least one year sales experience. Must have good driving record. Resume: Nick Puddicombe, WINK, Box 331, Ft. Myers, FL 33902. EOE (8-1)

Experienced air personality/news person. T&R: Tony Dean, WWDM, Box 38, Sumter, SC 29151. EOE (8-1)

Small market, one-person news department seeks that energetic person willing to learn. T&R: Bill Thompson, WAFC, Box 2106, Clewiston, FL 33440. EOE (8-1)

Q-104 continues to search for the night after drive five personality to join our winning team. T&R: Bill St. John, Box 570, Gadsden, AL 35902. EOE (8-1)

AM/FM seeks creative & organized continuity director. Send samples & resume: Jeff Bowman, WSLW/SLSL, Box 6002, Roanoke, VA 24017 no calls. EOE (8-1)

Seek sales manager & salespersons immediately. Contact: Dwan Maggard, WLBJ, Bowling Green, KY, (502) 843-3212 EOE (8-1)

KDXR/Amarelo AOR seeks T&Rs for definite fulltime opening. At least three years' experience, please. T&R: Paul Michaels, Box 1478, Lake Meredith, TX 79008. EOE (8-1)

Afternoon drive now! AC FM in Central S. Carolina. T&R: WORG, Box 430, Orangeburg, SC 29116. EOE (8-1)

Central TX news leader KVET/KASE, seek experienced reporter/anchor for expansion of staff. Don't apply if you're not ready to work. T&R: Dave Kelly, Box 380, Austin, TX 78767. EOE (8-8)

Mid-South hottest CHR seeks a Rick Dees or Steve Dahl-type morning show. Right bucks for right person. T&R: Brad Young, WWKZ, Box 1787, Tupelo, MS 38802. EOE (8-8)

Dallas metro FSA seeks adult personality. Strong production, interviewer. News experience a plus. T&R: Tim Akers, KDNT, 1440 Wheeler Dr., Denton, TX 76205. EOE (8-8)

KKRV/Alexandria 100,000-watt, stereo, top-rated Country station seeks air talent/production/announcer with experience. 6pm-mid. T&R: B. Mitchell, 1515 Jackson St., LA 71301. EOE (8-8)

WTMX/Tupelo has opening for airshift/production. Prime time for right person. T&R: J. Michael Pruet, Box 954, Tupelo, MS 38802. EOE (8-8)

All personalities, not DJs. Country or AC background. Big bucks for community-minded person. T&R/Picture: WBHP, Box 1230, Huntsville, AL 35807. EOE (8-8)

100,000-watt AC seeks overnighter. Must be upbeat. T&R: Tyler & salary requirements: Jeff Brown, KTYL, Box 6367, Tyler, TX 75711. EOE (8-8)

Sales manager & staff sought for Eastern NC AM/FM. Contact Jim Clark (919) 628-6781 EOE (8-8)

Middays at Eastern NC CHR. T&R: Bill Sellars, Box 665, Farmington, NC 28340. EOE (8-8)

FL's hottest new AC seeks air personalities with great production. T&R: Daye Conley, Box 7789, Naples, FL 33941. EOE (8-8)

WRAL-FM 101

North Carolina's "Class" FM

Production/Creative Director

Capitol Broadcasting Co. Inc. has a position open in Raleigh, N.C., for a unique and talented individual who can combine creative writing with outstanding performance in a multi-track studio. Responsibilities include commercial and station promotional announcements. We are an up tempo, bright and exciting AC radio station. We offer an excellent salary plus first class benefits. Send your T&R along with written materials to:

Steve Anthony
WRAL-FM
P.O. Box 10100
Raleigh, N.C. 27605 EOE

PD FOR SUNBELT CHR

Experience preferred. Skills: Management, programming, positioning, strategy, marketing, music research, on-air. Class C FM. Strong radio war. Killer instinct. EEO employer. Send T&R to Radio & Records, 1930 Century Park West, #397, Los Angeles, CA 90067.

OPENINGS

MORNING

COUNTRY PERSONALITY

For South Florida Gulf Coast station **MUS1 BE EXPERIENCED DJ**. Send tape & resume to **PO BOX 278, Ft. Myers, FL 33902**. A 300,000 metro community. **YES**, the money is very good! EOE

FEMALE NEWS ANCHOR/ PERSONALITY

Top 50 East Coast market looking for female **News Anchor/Personality** to contribute heavy to successful CHR Morning Team! Lifestyle news writing style and must be able to ad-lib with morning team. Experienced only! Send T&R to Radio & Records, 1930 Century Park West, #406, Los Angeles, CA 90067. EOE

MIDWEST

Needed ASAP! Self-motivated, aggressive news editor. T&R: Chris Caine, 16 KCRG Radio, Box 816, Cedar Rapids, IA 52406. EOE (8-1)

Central IL adult powerhouse seeks afternoon talent/production pro for future opening. Let me hear your best. T&R: Randy Rundle OM, WSWT, Box 3335, Peoria, IL 61614. EOE (8-1)

Fulltime opening for exceptional announcer. Energetic, warm. A reliable performer with a team attitude. MM university market. T&R: PD, Box 728, Ames, IA 50010. EOE (8-1)

Now accepting T&Rs for hot AC & CHR clients. Rush T&R: James Media, 1775 Woodrow Ct., Wichita, KS 67203. EOE (8-1)

Top AOR medium market seeks parttime air personality. Ability for prime time. T&R: Mark Miller, WWCK, 3217 Lapeer Rd., Flint, MI 48503. EOE (8-1)

Old West mystique lives on in historic Dodge City at Gold regional station. T&R: Dave Magnus, Box 1399, Dodge City, KS 67801. EOE (8-8)

WTRO/Elkhart seeks morning news anchor with personality for top-rated AC. T&R: Ed Huot, Box 699, Elkhart, IN 46515. EOE (8-8)

Morning news anchor. Dedicated, investigative, experienced. Great station in attractive location. T&R/writing sample: WHFB, 2100 Fairplain Ave., Benton Harbor, MI 49022. EOE (8-8)

WSPD/Toledo seeks top gun for mornings at this FSA. T&R: Fred Heller, 125 S. Superior, Toledo, OH 43802. EOE (8-8)

Hungry? Sink your teeth into production with KFMD. Write & produce spots that sell. Samples & resume: Box 5003, Des Moines, IA 50306. EOE (8-8)

Morning host for Format 41 station. Production skills required. T&R: Chip Douglas Mosely, Box 5003, Des Moines, IA 50306. EOE (8-8)

Full & parttime board ops sought for Format 41. Production a must. Samples/T&R: KFMD, Box 5003, Des Moines, IA 50306. EOE (8-8)

WIQB

WIQB, Ann Arbor's ROCK 103, is searching for a talented Afternoon Drive Personality. Must be a team player and do great production. No calls EOE. T&R to: Brent Alters, Operations Manager, WIQB, PO Box 8605, Ann Arbor, MI 48107.

OPENINGS



Many have applied, but no one has been chosen! We continue to look for a topical, funny, friendly talent for our nationally top-rated music AC FM! If you qualify, we offer a stable company, management support, good salary, and the finest working conditions. Send T&R (no calls) to Mark Thomas, OPs, MGR., WCRZ, Box 1080, Flint, MI 48501. EOE/MF

MIDWEST ADULT CONTEMPORARY

Seeks experienced, full-time announcer, ready to be a team player. Must sound warm. Tape and resume to Radio and Records, 1930 Century Park West, #407, Los Angeles, CA 90067. EOE

CHIEF ENGINEER/ ANNOUNCER

KLUM-FM RADIO STATION

The successful candidate will supervise all installation, operation and maintenance of broadcast equipment; assure technical and personnel compliance with all FCC rules and regulations; assist with the instruction of students, volunteers and staff; and devote approximately ten percent of time to the maintenance and operation of campus TV facility. Experience in broadcast engineering required. Please submit a resume to the Personnel Office, Lincoln University, 820 Chestnut Street, Jefferson City, MO 65101 no later than August 15, 1986. An Equal Opportunity/Affirmative Action Employer.

74 KRMG

Are you good enough to be Production Director of one of the Southwest's highest-rated radio stations? 74KRMG seeks a quality talent who can conceive, write, and produce the best commercials and promos in town. Must possess good pipes, administrative skills, and an aggressive, motivated attitude. Some fill-in airwork is required. We're a winning team with a landmark, 50,000 watt Full-Serve AM and a new, up-and-coming FM. If you're good, let us know. Send T&R to:

Kelly Carls
74KRMG Radio
7136 S. Yale
Tulsa, OK 74136
No calls. EOE/M/F

WNCI 97.9

Looking for HOT personality for Afternoon Drive - I want someone who loves radio and wants to destroy the competition. I'll give YOU the stage, you give ME the ratings. You'll be joining one of America's best broadcasting companies, **NATIONWIDE COMMUNICATIONS, INC.**, working with state-of-the-art facilities! Dynamite bucks to the right person. **SEND T&R ON CASSETTE... NO PHONE CALLS... TO: BILL RICHARDS, WNCI, ONE NATIONWIDE PLAZA, 2nd floor, COLUMBUS, OH 43215. EOE**

OPPORTUNITIES

OPENINGS

MORNING SHOW NEWS ANCHOR

104.5 WSNX is looking for a morning show news anchor. We need someone with the ability to deliver the news in a conversational and casual manner. plus have good news-gathering and feature-type writing skills to work with the morning show host. Send cassette and resume to:

J.J. Duling
WSNX

875 E. Summit, Muskegon, MI 49444

Crazy? Morning Show Host

104.5 WSNX, West Michigan's HOT 50kw CHR, is looking for a crazy, high-profile morning show host. In addition to heavy phones, bits, and appearances, we need someone who's topical, fun, and personable to create talk among our listeners. The station that gained national headline with the "Money Man Caper." We'll provide all the tools you'll need to win, a state of the art facility plus excellent compensation and benefits, plus some of America's best summer beaches. Send cassette and resume to:

J.J. Duling
WSNX

875 E. Summit, Muskegon, MI 49444

WQHK

WQHK/Ft. Wayne has an immediate opening for an experienced Country programmer at 5000-watt AM Country station. Must be strong leader with good people skills. Tapes and resumes to John Curry, KVLTV, 6931 S. 66th E. Ave., Tulsa, OK 74133. EOE

WEST

Sales position, top AM/FM on CA coast. Live in paradise if you can sell like hell. Resume KAL/KZOZ, Box 220, Arroyo Grande, CA 93420. EOE (8-1)

Future possible fulltime opening at personality AOR. T&R: John Edwards, KRQU, Box 816, Laramie, WY 82070. EOE (8-1)

Top-rated continuous Country has fulltime opening. T&R: Randy Hood, KFM, 1555 E. Flamingo Suite 435, Las Vegas, NV 89119 no calls. EOE (8-1)

Future possible fulltime openings at music-intensive AC. T&R: KEZR, Box 2337, Oan Jose, CA 95109. EOE (8-1)

KDJK/Modesto AOR has immediate opening for production director. Must have five years' experience, be creative, organized, & detailed. T&R: Jerry Longden, 570 Armstrong Way, Oakdale, CA 95361. EOE (8-8)

KIZZ/Minot is seeking fulltime announcer. No calls. T&R: Ric Morgan, P.O. Box 2188, Minot, ND 58702. EOE (8-8)

CHR/Urban station seeks experienced morning personality. Position is available immediately. T&R: P.O. Box 1060, Ojai, CA 93023. EOE (8-8)

Internships available. Radio syndication/production. Ten hours per week, must have own car. Chance to gain excellent experience. Interview: (213) 652-8710 EOE (8-8)

North Central WA Country FM seeks experienced, aggressive newperson. Females encouraged to apply. T&R: John Byers, KYSN FM, 980 Valley Mall Parkway, E. Wenatchee, WA 98801. EOE (8-8)

Future openings being contemplated. If you wish to work in the West at one of the best ACs, send T&R to Chris Alexander, Q-96, P.O. Box 2128, Rock Springs, WY 82902. EOE (8-8)

News/sportscasters sought at top-rated resort FM. Minimum three years' experience. No calls. T&R: Frank Erksen, KPSP, 332 W. Main, Aspen, Co 81611. EOE (8-8)

KUGN AM & FM has a rare opening for a top-notch communicator. T&R/picture: Sean O'Brien, OM, 4222 Commerce, Eugene, Or 97402. No calls. EOE (8-8)

Top-rated medium market adult station accepting T&Rs for possible future openings. Prior AC experience preferred. T&R: P.D., P.O. Box 1391, Monterey, CA 93940. EOE (8-8)

AM DRIVE PERSONALITY

Programming position medium market. Top Country station is seeking AM drive personality to build station around. Strong show prep, production skills, promotions follow-thru. Good pipes and public appearance abilities a must. Send T&R to Radio & Records, 1930 Century Park West, #39B, Los Angeles, CA 90067. EOE

OPENINGS



WESTERN CITIES IS BACK!!

We are looking for a killer Morning Personality for our new station signing on soon in Denver. We are also looking for other staff members, including News and other on-air positions. Send tape and resume to: Richard C. Phalen, Western Cities Broadcasting, PO Box 143, 1482 East Valley Road, Montecito, CA 93108. EOE/MF No calls please.

PRIME OPENINGS AVAILABLE NOW!

AM Drive, Production and more. Medium market change in format brings exciting opportunities to the creative, energetic pro, ready to make the move. Send T&R to Radio & Records, 1930 Century Park West, #392, Los Angeles, CA 90067. EOE.



If you'd like to work on the #1 morning show in one of the most exciting markets in the U.S., 98KLUU, a division of Nationwide Communications, Inc., is looking for a News Director/Morning Partner for our HOT CHR station. You'll run the newsroom doing short 98 sec. updates and be the partner to our outrageous, highly visible morning man. This is a great opportunity for you to be part of one of the hottest radio groups in the country, Nationwide Communications. If you've got a sharp mind and can sound bright & awake in the morning, rush T&R to: Jerry Dean, Program Director, KLUU, PO Box 14805, Las Vegas, Nevada 89114. KLUU is an equal opportunity employer.



POSITIONS SOUGHT

FL major markets. Sunshine state ND, most recently of KLZ/Phoenix, wants to come home. I specialize in conversational/lifestyle news for AC. BILL: (602) 997-2072 (8-8)

Female pro! The voice, personality, drive, experience you seek. CHR/AOR/AC air talent/MD. CA only. ROBIN BARNETT: (408) 479-9901 (8-8)

Small market announcer with three years' experience. One year out, itching to get back in. Please scratch JOHN: (602) 899-4377 (8-8)

North TX PD/announcer seeks position in Austin/San Antonio or Dallas areas. Experienced, good on-air/production skills. SCOTT: (817) 382-4840 (8-8)

DIARY TARGETED NEWS

Jeff Young
WHTZ - RKO Nets - ABC News
(203) 622-9168

Radio is in my blood! Stable six-year air talent. Three-year MD CHR/AC seeks PD/MD & sales training. DDUG: (402) 379-3300 (8-8)

Help! Six years' experience with good numbers & now I'm trapped by automation. Gaspl Large sports interest. Relieve me now. Before Tam. BILL: (503) 773-7727 ext. 118 (8-8)

L.A., I've just arrived. PD/MD air talent. Eight years' experience. VIC LENTINI: (213) 650-5293 (8-8)

Up & out of New England. Energetic CHR job wants to make the move out of NE. JIM: (207) 364-3701 9-5 or 369-9050 (8-8)

Experienced MD seeks MD/asst. PD in medium market. Knowledgeable in AOR/CHR/AC. Energetic, pro attitude, hard-working, excellent people skills. GARY: (301) 759-3264 (8-8)

POSITIONS SOUGHT

Six years' experience: Well-rounded personality seeks break in Houston market. Sports, on-air, overnights, weekends, research, or whatever. MIKE: (713) 931-4052 (8-8)

Experienced female. Two years' college broadcasting major plus two years' commercial station experience. Will relocate. CALL: (219) 474-6419 (8-8)

Coastal area preferred. Mid-age pro with 15 years' experience seeks PD, OM, or talent gig at non-rock adult operation. ANDY: (904) 744-5750 (8-8)

12-year female wants to go far. Shot down by oil Transstar. Major formats, Stevie's choice. Punch the code & check this voice. CALL: (915) 267-4821 (8-8)

CHIEF ENGINEER

17 years experience high-power FM and AM directional, microwave, satellite, studio and audio. Seeking group chief or major market. PO Box 3191 Grand Rapids, MI 49501-3191.

Seven years in St. Louis. DJ/news anchor/producer. CBS-KMOX, KUSA & KSD-FM Gannett, KKOK/KEZK/PBS-TV. Available now. JEFF: (314) 544-0567 (8-8)

Who wants a number one book? I know the programming secrets to your success. PHIL: (915) 368-5053 (8-8)

12-year pro. News/sports & major market experience. Ratings winner in Talk/AC/CHR/AOR/Easy Listening. JACK: (307) 638-4643 (8-8)

Currently middays in Phoenix. Nine years' experience. Seek PD or daypart on stable Country/AC/HR. All markets. Not cheap but realistic. MIKE LEE: (602) 258-5437 (8-8)

AOR pro with great attitude, sense of humor, tight production. One-on-one. Ready to draw listeners. JOHN: (312) 262-3773 (8-8)

Drivetime medium market pro who is currently employed. Seeking to relocate in the SW. Country/AC. CALL: (303) 372-6455 (8-8)

It's not only what you say, but how you say it! Prefer areas north of L.A.. Will do jock. Production. For a lively, informative newscast, call JULIA: (818) 344-2425 (8-8)

Asst. PD/MD seeks same or PD—Promotions oriented, workaholic, willing to prove myself for no money. Top 50 markets, will relocate. SCOTT: (313) 661-2289 (8-8)

Morning DJ/ND MW AM/FM seeks airshift or news position in Quad Cities. PBP & production experience to boot. RANDY VAN: (309) 734-4807 (8-8)

Three-year major/medium market Promotions/Air talent. AOR preferred. Very hard worker. Seek stable opportunity. JON MICHAELS: (201) 349-8047 (8-8)

Small-market announcer seeks a loftier slot. BA, three years' experience. CALL: (717) 597-9239 (8-8)

Hardworking MD/asst. PD seeks a long-term commitment with your station. Prefer MW. MICHAEL: (615) 729-3844 (8-8)

PREPARE FOR FALL!

Add a "Cult of personality" to your
Top 20 CHR, with...
THE SLIM ONE . . .
a woman, not a girl.
(213) 666-9111
Everyone will wonder where you found me!

Attention medium to small markets: Seek a versatile talent? Six years' experience. Prefer AC/Gold/Country/PBP. DAVE MURDOCK: (305) 275-6054 (8-8)

15-year pro for top 10 or P1 personality AC or CHR. KRBE, KSAQ, & KHFI. Strong production at WYMY. TOM YARBURGH: (513) 429-9080 (8-8)

Innovative medium market AOR MD/music junkie seeks indie/college/major promotion slot or airshift &/or MD position. PAUL: (417) 637-2653 or 831-2134 (8-8)

14-year personality. 11 years' mornings with asst. PD, public service director, & sales experience. Team player, creative. Urban Contemporary or CHR. KEN: (804) 769-2039 (8-8)

Please don't let my success stones threaten or scare you away. This Country PD has some success stones left. ROY RYAN: (614) 751-2818 (8-8)

Talented, ambitious, & unemployed. Help! DJ/MD/PD with four years' experience & ready for the parallels. SCOTT: (303) 284-5585 (8-8)

South FL pro. WSHE, KGR, K-102, seeks drivetime slot in Sunbelt. Great pipes, awesome production. TOM SEBASTIAN: (305) 466-3484 (8-8)

MW or WI if you seek a community minded, one-to-one personality + communicator, with excellent production & news skills. I need you RANDALL: (307) 686-3753 (8-8)

Eight-year pro ready to rock nights or wreak havoc in production studio. CHR/AOR medium/major market. FL or SE. THE ONE: (404) 687-2832 (8-8)

Need pep in your lineup? Then give your ears here! Reside in Kansas City with one year experience & degree. KEVIN KITSMILLER: (816) 254-1087 (8-8)

POSITIONS SOUGHT

I'm damn good at production, but I'm stuck in a low budget/low-modern-equipment station. Save me! Production/airshift. TRAPPER: (814) 226-4762 (8-8)

Ten-year AOR vet with programming & fine personality skills. Very high ratings & excellent references. T. BARNES: (512) 647-0575 (8-8)

Fast-paced CHR/oldies personality with plenty of experience & content. Drive & nighttime cookin' pipes for an East Coast medium. BILL: (516) 423-0167 (8-8)

The sport hasn't been invented that I can't do! Three-year pro can also do news. Prefer PA or OH. Consider elsewhere. JOHN CUMMINGHAM: (301) 724-5469 (8-8)

Hardworking, talented, experienced. Seek the right opportunity in medium/large market. Willing to relocate for the right spot. RALPH: (515) 682-2530 (8-8)

Personality production is the wave of the future! Layered music beds are dead. Give your production some personality. MICK: (312) 849-0404 (8-8)

In search of programming possibilities on medium market. 12 years' airwork, over three years' programming/morning drive. Presently management. Country/AC/CHR. WALT: (301) 928-5164 (8-8)

Show me once & watch me shine. Take-charge morning man seeks small/medium market. Country/CHR/AOR/AC/Urban. STEVE: (503) 772-6243 (8-8)

I GET THEM TALKING

Dynamic Talk Host currently morning drive market 51 formerly market 35 available to all time zones call Jim now (518) 436-4162.

Seek a start. Female DJ prefers the IA/IL area. Copywriting, production. CARI DAY: (319) 289-3873 (8-8)

NY/NJ/CT/NC/SC/MD & now I seek fulltime, fill-in, or weekends in D.C., Baltimore or Philadelphia. AC/CHR/Oldies. JAMES: (301) 651-9536 (8-8)

Small-market afternoon man seeking medium market gig. Let's talk. CALL: (717) 597-9239 (8-8)

Major market ND/anchor now available. Network experienced. Creative writing, excellent voice. CALL: (602) 946-9455 (8-8)

Help! Seek job. One-year air experience. Will go anywhere now. ED: (518) 842-7044 (8-8)

Seeking an experienced MD or asst. PD? Have small & major market experience. AC/AOR/CHR/Oldies. Eight years' on-air. JOHN D.: (503) 293-1512 (8-8)

I love production. Create, sizzle, play, learn in two & four tracks. Seek fine SE studio, good people, better bucks. Play keyboards! MONTE: (615) 647-0039 (8-8)

Greater Cincinnati area: CHR/AC. Complete take-charge OM/PD. Also air-work. Over 20 years' experience. Ratings builder. Heavy research/P.R. CALL: (513) 528-6316 (8-8)

Eight-year pro out of radio for one year would like to return to the business. Can do Country/AC/CHR. Prefer TX. All offers considered. RANDY: (214) 767-1319 (8-8)

If being top-rated in the money demos is your target, let's talk. STEVE OWENS: (915) 534-7668 (8-8)

Young, energetic, talented DJ with three years' small-medium market & programming experience wants to move up. Love hard work & a challenge. SEAN: (912) 876-5311 (8-8)

CHR/AOR morning man. MD/asst. PD, good production, copy-writing seeks any day shift. Currently employed. CALL: (505) 722-6797 (8-8)

Major market ND/anchor now available. Creative writing, excellent voice. CALL: (602) 946-9455 (8-8)

Multi-talented broadcaster seeks OM or management position. Small market okay. Has skills, okay voice, works cheap, impressive references. West. MIKE: (503) 485-3098 (8-8)

Successful PD available. WFLY/WIX/WVZYQ. Proven winner. ratings, people, & music. Ten years' programming experience. CHR/AC. Let's talk. MARTIN: (518) 383-1589 (8-8)

Street-smart with savvy. Dedicated AOR idea person. Seven years' experience including KPO/M/KMPC/NMN/WRCN. Seek creative position on your winning team. BILL: (808) 661-1050 (8-8)

I've been to the mountain! Seek further highs. Female top five market. Working but will make available. ROBIN: (212) 807-5547 (8-8)

Detroit CHR/AC PDS: Four-year, talented cheerful personality seeks future (Jan. '87) parttime. In military & working small CHR. Call: (405) 536-6600 (8-8)

BRIAN ROBERTS: KYA/KCBQ/KUTE/Magic 106/KKHR. Call: (818) 341-1592 (8-8)

Urbanologist. Major market newsmen worth two cents. A sense of humor & a sense of news judgment. Pipes & guts. CHUCK ROBERTS: (313) 837-1835 (8-8)

MISCELLANEOUS

FSA AM seeks longform talk/sports programming. Tape, net, or satellite. Demo to Tim Akers, KDNT, 1440 Wheeler Or., Denver, TX 76205. (8-8)

BLACK/URBAN

BREAKERS

CAMEO

Word Up (Atlanta Artists/PolyGram)

70% of our reporters on it. Rotations: Heavy 7/0, Medium 20/8, Light 32/19, Total Adds 25 including WRKS, WDAS, WHUR, WVEE, WHRZ, WYLDFM, WTMP, WGCI, WBLX, KSOL, WCKX, WVOK. Debuts at number 33 on the Black/Urban chart.

FIVE STAR

Can't Wait Another Minute (RCA)

69% of our reporters on it. Rotations: Heavy 1/0, Medium 23/6, Light 34/12, Total Adds 18 including WDAS, WDIA, WTMP, WBMX, WLUM, KJLH, WJYL, WLOU, KBUZ, KDKO. Debuts at number 38 on the Black/Urban chart.

KRYSTOL

Passion From A Woman (Epic)

67% of our reporters on it. Rotations: Heavy 6/0, Medium 22/1, Light 28/13, Total Adds 14 including WDAS, WJLB, WLUM, KDAY, XHRM, WDKX, WFXX, WQMG, WHYZ, KOKY, KAPE. Debuts at number 37 on the Black/Urban chart.

TEMPTATIONS

Lady Soul (Gordy/Motown)

63% of our reporters on it. Rotations: Heavy 8/0, Medium 12/0, Light 33/14, Total Adds 14 including WDIA, K94, WBMX, WGCI, KULH, WKND, OC104, JET 94, WHYZ, WTLX.

DOUG E. FRESH

All The Way To Heaven (Reality/Fantasy)

60% of our reporters on it. Rotations: Heavy 9/0, Medium 24/1, Light 17/6, Total Adds 7. WUSL, WHRZ, WJLB, WKXI, WCKX, WTLX, WZEN. Debuts at number 34 on the Black/Urban chart.

NEW & ACTIVE

RUN D.M.C. "Walk This Way" (Profile) 48/7

Rotations: Heavy 4/0, Medium 23/3, Light 21/4, Total Adds 7. WBMX, KDAY, JET94, WQFX, WLOU, KHYS, WPLZ, Heavy: WDIA, WTMP, WZAK, WANM. Mediums include: WDAS, WUSL, WDYJ, K104, KMJQ, WHRZ, WGCI, WBLZ, WDMT, WLUM.

KLYMAXX "Man Size Love" (MCA) 46/5

Rotations: Heavy 8/1, Medium 23/1, Light 15/3, Total Adds 5. WBMX, KJCB, KOKY, WQOK, WANM, Heavy: WLUM, KSOL, OC104, JET94, WHYZ, WWDW, KUKO, Mediums include: WWINFM, WDAS, WAMO, WHUR, WDIA, WHRZ, WGCI, WBLZ, WZAK, KMJM, KJLH. Debuts at number 39 on the Black/Urban chart.

GEORGE BENSON "Kisses In The Moonlight" (WB) 44/9

Rotations: Heavy 2/0, Medium 16/2, Light 26/7, Total Adds 9. WHUR, WDIA, WKND, WDKX, WENN, WQFX, WBLX, WQOK, WKLA, Heavy: WDYJ, WANM, Medium: WWINFM, WVEE, WYLDFM, K94, WTMP, WZAK, WAOX, WFXX, KDZL, WJMI, KAPE, WDDM, WAAA, KACE.

GREGORY ABBOTT "Shake You Down" (Columbia) 41/13

Rotations: Heavy 1/0, Medium 11/2, Light 29/11, Total Adds 13. WWINFM, WDAS, WAMO, KMJM, KSOL, OC104, WTKL, KDZL, WQMG, WHYZ, Z103, WTLX, KBUZ, Heavy: KOKY, Medium: WHUR, WZAK, WLUM, WXOK, WFXX, KAPE, WANM, WAAA, KACE.

NEW EDITION "Earth Angel" (MCA) 40/25

Rotations: Heavy 7/4, Medium 12/7, Light 21/14, Total Adds 25. WDAS, WAMO, WDYJ, WDIA, WHRZ, WYLDFM, WTMP, WBMX, WGCI, WZAK, KMJM, KJLH, OC104, KQXL, WQOK, WALT, WFXX, KDZL, WKXI, KOKY, WALT, WBLX, KHYS, WAAA, WTLX.

D.C. SMITH "What'cha Gonna Do" (Rendezvous) 40/6

Rotations: Heavy 2/0, Medium 13/0, Light 25/6, Total Adds 6. WHRZ, WGCI, JET94, WQMG, WBLX, KDKO, Heavy: KOKY, WTKL, Medium: WDIA, WEDR, WQWJ, WTMP, WZAK, WJLB, WAOX, WFXX, WZAZ, KHYS, WGPR, WKWM, WVIO.

YARBROUGH & PEOPLES "Wrapped Around Your Finger" (Total Experience/RCA) 38/10

Rotations: Heavy 2/0, Medium 12/1, Light 24/9, Total Adds 10. KMJQ, WYLDFM, WFXX, WQMG, WHYZ, WQFX, KJCB, WALT, WKLA, KBUZ, Heavy: WAMO, KOKY, Medium: WDAS, WVEE, WTMP, WZAK, WJMI, KIIZ, WPLZ, WANM, WAAA, WCKX, WZEN.

TROUBLE FUNK "Good To Go" (Island) 37/2

Rotations: Heavy 2/0, Medium 13/0, Light 22/2, Total Adds 2. WHRZ, KMJM, Heavy: WEDR, WTMP, Medium: WDYJ, WFXA, WENN, WQMG, WKXI, WJJS, WQOK, WDDM, WAAA, WCKX, Z103, WTLX, WVIO.

JUNIOR "Not Tonight" (Mercury/PolyGram) 34/5

Rotations: Heavy 0/0, Medium 12/0, Light 22/5, Total Adds 5. KMJQ, JET94, KDZL, WQMG, WKLA, Medium: WEDR, WJLB, WHHC, KQXL, WQOK, WKXI, WJYL, WBLX, WAAA, WGPR, WZEN, WVIO.

FAT BOYS "In The House" (Sutra) 32/4

Rotations: Heavy 4/0, Medium 12/1, Light 16/3, Total Adds 4. WTKL, WLOU, WANM, Z103, Heavy: KMJQ, WDMT, WZAK, WCKX, Medium: WDAS, WDJY, WDIA, WEDR, WTMP, WFXX, WHYZ, WKXI, KOKY, KHYS, WDDM.

RAPPIN' DUKE "Duke Is Back" (Tommy Boy) 31/4

Rotations: Heavy 0/0, Medium 7/0, Light 24/4, Total Adds 4. WBMX, JET94, WBLX, WGPR, Medium: WDAS, WDJY, WAOX, WQOK, WHYZ, KJCB, WQOK.

LOOSE ENDS "Stay A Little While, Child" (MCA) 31/3

Rotations: Heavy 1/0, Medium 13/0, Light 17/3, Total Adds 3. XHRM, WDKX, WGPR, Heavy: WAMO, Medium: WILD, WDAS, WHUR, KJLH, WHHC, KDZL, WJMI, KJCB, WJYL, WALT, KAPE, WANM, KACE.

KENNY G "What Does It Take (To Win Your Love)" (Arista) 30/14

Rotations: Heavy 0/0, Medium 7/1, Light 23/13, Total Adds 14. WHUR, WDIA, WOVJ, XHRM, WKND, OC104, WAOX, KQXL, Z93, WFXC, WQMG, WQFX, KJCB, WPLZ, Medium: WWINFM, WZAK, KDZL, KAPE, WANM, KACE.

RANDY CRAWFORD "Can't Stand The Pain" (WB) 29/4

Rotations: Heavy 1/0, Medium 12/0, Light 21/4, Total Adds 4. Z93, WQFX, WBLX, KAPE, Heavy: KDZL, Medium: WDIA, WEDR, KSOL, KQXL, WFXX, WQOD, WZAZ.

TRINERE "How Can We Be Wrong" (Jampacked) 28/2

Rotations: Heavy 0/0, Medium 7/0, Light 21/2, Total Adds 2. WDAS, KHYS, Medium: WVEE, WGCI, WDMT, WFXA, WTKL, WJMI, WBLX.

MARY JANE GIRLS "Walk Like A Man" (Motown) 25/6

Rotations: Heavy 0/0, Medium 6/0, Light 19/6, Total Adds 6. WQOX, WHYZ, WLOU, WBLX, KHYS, KAPE, Medium: WAMO, OC104, WZAZ, WAAA, WTLX, KDKO.

Breakers are those records that have achieved concurrent airplay at 60% of our reporting station. New & Active records are receiving airplay at 25 or more stations. Records in Significant Action are receiving airplay from 10-24 stations. Records with substantial heavy and medium rotation airplay activity do not have to achieve Breaker status to enter the Black/Urban chart. Records which have achieved Breaker status must also have sufficient heavy and medium rotation airplay to enter the chart.

MOST ADDED

- CAMEO (25)
NEW EDITION (25)
REBBIE JACKSON (23)
FIVE STAR (18)
JANET JACKSON (15)
FORCE MDs (14)
KENNY G (14)
KRYSTOL (14)
TEMPTATIONS (14)

HOTTEST

- ANITA BAKER (45)
LUTHER VANDROSS (38)
SHIRLEY JONES (34)
MELBA MOORE & KASHIF (34)
BILLY OCEAN (31)
JEAN CARNE (20)
GWEN GUTHRIE (20)
LEVERT (15)
WHODINI (10)

SIGNIFICANT ACTION

TMP BAND "Ring, Ring" (Golden Boy/Critique) 24/3

Rotations: Heavy 6/0, Medium 14/2, Light 4/1, Total Adds 3. WVEE, WDIA, WDDM, Heavy: WTMP, WPEG, WFXX, WJMI, WKXI, WZAZ, Medium: WEDR, KQXL, WAOX, WTKL, WQOK, Z93, WQMG, WQOD, WBLX, KHYS, WTLX, WVIO.

REBBIE JACKSON "Reaction" (Columbia) 23/23

Rotations: Heavy 0/0, Medium 5/5, Light 18/18, Total Adds 23. WWINFM, WDAS, WUSL, WHUR, WDIA, WYLDFM, WDMT, WZAK, KMJM, KJLH, XHRM, WKND, OC104, WAOX, WXOK, WJMI, KOKY, WQOK, WPLZ, WAAA, WGPR, WKWM, WZEN. RJ'S LATEST ARRIVAL "Heaven In Your Arms" (Manhattan) 23/9

Rotations: Heavy 0/0, Medium 3/1, Light 19/9, Total Adds 9. WDAS, WVEE, WYLDFM, WLUM, KDAY, WTKL, WKXI, KJCB, KACE, Heavy: WZAK, Medium: WLOU, WANM.

L.A. DREAM TEAM "Nursery Rhymes" (MCA) 23/5

Rotations: Heavy 5/0, Medium 8/1, Light 10/4, Total Adds 5. WDIA, WTMP, WTKL, KAPE, WKWM, Heavy: XHRM, WXOK, WHYZ, WJMI, KIIZ, Medium: WDAS, KDAY, WATY, WKXI, KOKY, WDDM, WVIO.

EPICENTER featuring SANDRA FEVA "You Can't Come Up In Here No More" (Krisma) 23/0

Rotations: Heavy 1/0, Medium 7/0, Light 15/0, Total Adds 0. Heavy: WTMP, Medium: WWINFM, WEDR, WFXA, WQOK, WENN, WKXI, WTLX.

JAMES "D TRAIN" WILLIAMS "You Are Everything" (Columbia) 22/11

Rotations: Heavy 0/0, Medium 4/0, Light 18/11, Total Adds 11. WHUR, XHRM, WKND, WPEG, JET94, KOKY, WANM, WAAA, WTLX, WZEN, KBUZ, Medium: WWINFM, K94, KSOL, WHHC.

O'CHI BROWN "100% Pure Pain" (Mercury/PolyGram) 22/10

Rotations: Heavy 0/0, Medium 3/0, Light 19/10, Total Adds 10. WTMP, WDMT, WAOX, WATY, WPEG, WQMG, WQFX, WQXL, WZAZ, WZEN, Medium: WDIA, WNC-H, WKLA.

TEASE "Better Wild (Than Mild)" (Epic) 22/9

Rotations: Heavy 0/0, Medium 7/1, Light 15/8, Total Adds 9. KMJQ, WTMP, KQXL, WQOK, WENN, WQFX, WKXI, KJCB, WJYL, Medium: WAMO, K104, KDAY, WZAZ, WLOU, WAAA.

FORCE MDs "One Plus One" (Tommy Boy/WB) 21/14

Rotations: Heavy 0/0, Medium 3/2, Light 12/12, Total Adds 14. WDAS, WDIA, WTMP, WZAK, WAOX, WQOK, WPEG, JET94, WFXX, WQMG, WQFX, WZAZ, WBLX, WTKL, Medium: HJMI.

MAIN INGREDIENT "Do Me Right" (Zakia) 21/5

Rotations: Heavy 0/0, Medium 3/0, Light 18/5, Total Adds 5. WDJY, KMJQ, KMJM, WKXI, WGPR, Medium: K104, WTKL, WZAZ.

BOBBY JIMMY & THE CRITTERS "Roaches" (Macoia) 20/6

Rotations: Heavy 4/0, Medium 7/3, Light 9/3, Total Adds 6. WDAS, WDIA, WTMP, WDMT, KHYS, WTLX, Heavy: WZAK, WHYZ, WQOK, WDDM, Medium: WDYJ, WGCI, WATV, Z103.

ALEXANDER O'NEAL "You Were Meant To Be My Lady" (Tabu/CBS) 17/5

Rotations: Heavy 0/0, Medium 6/0, Light 11/5, Total Adds 5. KQXL, WATV, Z93, WHYZ, WDDM, Medium: WHUR, K104, WTMP, WDKX, WALT, WAAA.

STACEY Q "Two Of Hearts" (Atlantic) 17/4

Rotations: Heavy 0/0, Medium 6/1, Light 10/3, Total Adds 4. WVEE, WHRZ, WBLZ, WLUM, Heavy: KJLH, WANM, WANM, Medium: WAMO, KMJM, KUKO.

CARL ANDERSON & GLORIA LORING "Friends & Lovers" (Carrere/CBS) 17/1

Rotations: Heavy 4/1, Medium 0/0, Light 8/0, Total Adds 1. WDDM, Heavy: WLUM, WHYZ, WJJS, Medium: WAMO, B95, OC104, WTKL, KAPE.

MADONNA "Papa Don't Preach" (Sire/WB) 16/2

Rotations: Heavy 0/0, Medium 4/1, Light 3/1, Total Adds 2. WAMO, WHYZ, Heavy: K94, B95, WLUM, KJLH, XHRM, WHHC, OC104, WALT, KUKO, Medium: WBMX, WBLZ, Z103.

ATLANTIC STARR "In The Heat Of Passion" (A&M) 15/5

Rotations: Heavy 2/0, Medium 6/1, Light 7/4, Total Adds 5. WZAZ, KHYS, WGPR, WKWM, WVIO, Heavy: WJMI, KOKY, Medium: WWINFM, WFXA, WENN, WPEG, WPLZ.

BB&Q "I'm A Dreamer" (Elektra) 15/3

Rotations: Heavy 1/0, Medium 3/0, Light 11/3, Total Adds 3. WPEG, WDDM, KBUZ, Heavy: KQXL, Medium: WKND, WPLZ, WANM.

IY "Tall Me" (Arista) 14/3

Rotations: Heavy 3/0, Medium 3/0, Light 8/3, Total Adds 3. KMJQ, KQXL, JET94, Heavy: K104, WTKL, WKLA, Medium: WDIA, WFXA, KBUZ.

MAIN ATTRACTION "Rainy Night" (RCA) 13/0

Rotations: Heavy 0/0, Medium 4/0, Light 9/0, Total Adds 0. Medium: KQXL, WXOK, KDZL, KJCB.

PHYLLIS HYMAN "Old Friend" (PIR/Manhattan) 12/9

Rotations: Heavy 0/0, Medium 4/2, Light 8/7, Total Adds 9. WLD, WDAS, WHUR, KJLH, KSOL, WDKX, WPLZ, WANM, WTLX, Medium: WAAA, KACE.

MICHAEL SEMBELLO "Wonder Where You Are" (A&M) 12/6

Rotations: Heavy 1/0, Medium 2/0, Light 9/6, Total Adds 6. WDIA, WHRZ, WXOK, WPEG, KHYS, KAPE, Heavy: WZAZ, KACE, Medium: WTKL, WTKL, KACE.

LENNY WILLIAMS "Ten Ways Of Loving You" (Knobhill/Fantasy) 12/5

Rotations: Heavy 0/0, Medium 5/0, Light 7/5, Total Adds 5. WQWJ, WTMP, WQFX, WANM, Z103, Medium: WGPR, WKWM, WTKL, WKLA, WVIO.

WILLIAM BELL "Headline News" (Wibe/Achaban) 12/1

Rotations: Heavy 0/0, Medium 4/0, Light 8/1, Total Adds 1. WALT, Medium: WTKL, WFXX, WLOU, WCKX.

SKIPWORTH & TURNER "Can't Give Her Up" (WB) 11/3

Rotations: Heavy 1/0, Medium 2/0, Light 8/3, Total Adds 3. KJLH, XHRM, WPLZ, Heavy: WDDM, Medium: WWINFM, WHHC.

LOU RAWLS "Stop Me From Starting This Feeling" (Epic) 11/1

Rotations: Heavy 1/0, Medium 1/0, Light 8/1, Total Adds 1. WHHC, Heavy: WTKL, Medium: WXOK, WAAA.

BEAU WILLIAMS "There's Just Something About You" (Capitol) 10/9

Rotations: Heavy 0/0, Medium 2/1, Light 8/8, Total Adds 9. KMJQ, WYLDFM, KQXL, WTKL, WXOK, WQFX, WKXI, KOKY, WVIO, Medium: WZAK.

RODNEY FRANKLIN featuring BRENDA RUSSELL "Look What's Showing Through" (Columbia) 10/2

Rotations: Heavy 1/0, Medium 3/0, Light 6/2, Total Adds 2. KHYS, KAPE, Heavy: KACE, Medium: WHUR, WDMT, WLOU.

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BLACK RECORDS & JOBS

EAST		SOUTH		MIDWEST		B95/Kansas City	
WV/Baltimore Don Books REBBIE JACKSON GEORGE ABBOY Hosts: HANSON & DAVIS JANET JACKSON MIDNIGHT STAR NELL'S A MORAN OWEN GUTHRIE	WDAS/Philadelphia Joe Tamburo JANET JACKSON REBBIE JACKSON GEORGE ABBOY R.J.'S LATEST ARRIV PHYLLIS NYMAN FORCE MD'S CAMO FIVE STAR NEW EDITION JAMES INGRAM BOBBY JIMMY O.C. SMITH VICIOUS RUMOR CLUB EL DEBARO DENOY MORAN HEARN KRISTOL JAZZY JEFF TRINER MIDNIGHT STAR Hosts: SHIRLEY JONES LISA LISA ORAN JUICE JONES OWEN GUTHRIE PIECES OF A DREAM	WVEE/Atlanta Ray Boyd JANET JACKSON ASHFORD & SIMPSON CONTROLLERS R.J.'S LATEST ARRIV STACY O TIP BAND Hosts: ANITA BAKER MOORE & KASHIP SHIRLEY JONES BILLY OCEAN GLENN JONES	Z83/Charleston Cliff Fletcher GEORGE BERSON YARROUGH & PEOP FRANK CRAWFORD O.C. SMITH BEAU WILLIAMS TEASE KENNY G BOBBI HEMPHREY WILLIAMS ANITA BAKER SHIRLEY JONES MOORE & KASHIP SHIRLEY JONES BILLY OCEAN PATTI LABELLE	WOLU/Louisville Tony T. Fleiss LISA LISA FIVE STAR PHILIP BAILEY PATTI LABELLE PAT ROYS MIDNIGHT STAR Hosts: ANTIA BAKER SHIRLEY JONES JEAN CARNE PATTI LABELLE FULL FORCE	WOLR/Ontario Earl James JEFFREY OSBORNE JANET JACKSON PATTI LABELLE CONTROLLERS TENTATIONS Hosts: LUTHER VANDROSS LEVER OWEN GUTHRIE SHIRLEY JONES	WGCH/Chicago Lee Michaels CAMO TENTATIONS CONTROLLERS NEW EDITION SATIN SILK & LACE O.C. SMITH ORAN JUICE JONES Hosts: LUTHER VANDROSS ANITA BAKER MOORE & KASHIP OWEN GUTHRIE	WVOK/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER
WXV/Baltimore Roy Sampson none Hosts: TIMEX SOCIAL CLUB ORAN JUICE JONES MOORE & KASHIP SHIRLEY JONES LUTHER VANDROSS	WGWA/Atlanta Lynn Tinsley JETS REBBIE JACKSON FORCE MD'S MICHAEL MCDONALD O.C. SMITH ORAN JUICE JONES OWEN GUTHRIE PIECES OF A DREAM	WPEC/Charlotte Michael Saunders BBQ D TRAIN FORCE MD'S MICHAEL SEMBELLO CAMO Hosts: JANET JACKSON LISA LISA O.C. SMITH ORAN JUICE JONES LUTHER VANDROSS	WJM/Jackson Carl Haynes HOWARD HEMETT REBBIE JACKSON Hosts: FRANK CRAWFORD JANET JACKSON BILLY OCEAN L.A. DREAM TEAM	WJLV/Jacksonville Larry Body LISA LISA JAMES INGRAM BRADY/NATION Hosts: ANITA BAKER JAMES INGRAM LUTHER VANDROSS PIECES OF A DREAM	WPLZ/Richmond Crumbley/Daniels REBBIE JACKSON DOUG BROWN PHYLIS NYMAN FIVE STAR DOUGIE KIMMY G HOWARD HEMETT TENTATIONS Hosts: JEAN CARNE ANITA BAKER LUTHER VANDROSS PIECES OF A DREAM	WVON/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER	895/Kansas City MacKey/Plangi none Hosts: MAKONA JERMAINE STEWART PRINCE GABRIEL MOORE & KASHIP TIMEX SOCIAL CLUB WLX/Alanning Liz Colbert MIDNIGHT STAR FRANCE JUNIOR MOO & THE GANG YARROUGH & PEOP GEORGE BERSON JANET JACKSON Hosts: LENNY WILLIAMS LUTHER VANDROSS MOORE & KASHIP SO'S BAND WLMC/McIntosh Bennie Miller CONTROLLERS JANET JACKSON STACY O FIVE STAR KRISTOL LUTHER VANDROSS ANDERSON & LORING LORNE RICHIE SHIRLEY JONES LISA LISA KIM/J.M. Louis Mia Stradford NEW EDITION KENNY G JOHNNY J JEFFREY OSBORNE REBBIE JACKSON GUTHRIE SPENCER JONES JANET JACKSON TERRIBLE KING MAIN INGREDIENT JAMES INGRAM NEW EDITION LUTHER VANDROSS OWEN GUTHRIE CAMO D TRAIN REBBIE JACKSON Hosts: SHIRLEY JONES MOORE & KASHIP LEVER JEAN CARNE WVOT/Toledo Paul Brown FIVE STAR BURSTON & LITTLE ORAN JUICE JONES ATLANTIC STARS BEAU WILLIAMS Hosts: MOORE & KASHIP TENTATIONS SHIRLEY JONES ANITA BAKER STYLISH WONDER KRIZ/Wichita Rochel Wright BARBARA ROY FIVE STAR YARROUGH & PEOP D TRAIN BHQ GREGORY ABBOY CONTROLLERS Hosts: PRINCE WRODINI MIDNIGHT STAR SHIRLEY JONES SO'S BAND
WV/Norfolk Earl James JEFFREY OSBORNE JANET JACKSON PATTI LABELLE CONTROLLERS TENTATIONS Hosts: LUTHER VANDROSS ANITA BAKER MOORE & KASHIP OWEN GUTHRIE SHIRLEY JONES	WVON/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER	WVOK/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER	WVON/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER	WVON/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER	WVON/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER	WVON/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER	WVON/Columbus KC Jones PRINCE JEFFREY OSBORNE CAMO Hosts: JEFFREY OSBORNE MOORE & KASHIP OWEN GUTHRIE JEAN CARNE ANITA BAKER

84 Reporting Stations
78 Current Reports

These stations reported a frozen list this week:
WVXV/Baltimore
B95/Kansas City
WFXA/Augusta
WEDZ/Killeen
WVIZ/Miami
KUKO/Phoenix

WMMC/Columbia is no longer a B/U reporter.

COLUMBIA RECORDS
*Batting Heavy With
 Strong Songs And
 Hit Artists*



REBBIE JACKSON "REACTION"

New Smash Single Just Released and Already On:

WRKS	WHUR	WZAK	WKND	WJMI	WAAA
WWIN-FM	WDIA	KMJM	OC104	KOKY	WGPR
WDAS	WYLD-FM	KJLH	WAOK	WQOK	WKWM
WUSL	WDMT	XHRM	WXOK	WPLZ	WZEN

***2 MOST ADDED!**



RODNEY FRANKLIN
"LOOK WHAT'S SHOWING THROUGH"

On the Following Stations:

WHUR	WQFX	KHYS
WOWI	WLOU	KAPE
WDMT	WALT	KACE
WENN		

... And Gaining Momentum Each Week!



GREGORY ABBOTT "SHAKE YOU DOWN"

Busting Radio & Breaking Hearts!

WRKS	WHUR	WOWI	KMJM	WXOK	WQFX	WPLZ	WCKX	KBUZ
WWIN-FM	KMJQ	WGCI	KSOL	WFXC	KJCB	KAPE	Z103	KACE
WXYV	WDIA	WDMT	OC104	KDLZ	KOKY	WWDW	WGPR	
WDAS	WEDR	WZAK	WFXA	WQMG	WJYL	WANM	WTLC	
WAMO	WYLD-FM	WLUM	WTKL	WHYZ	WALT	WAAA	WVOI	

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 From BREAKER!**



JAMES "D TRAIN" WILLIAMS
"YOU ARE EVERYTHING"

With Four Previous #1 Records Behind Him, James "D-Train" Williams Has Returned To Do It Again! **OUT-OF-THE-BOX ADDS:**

WWIN-FM	WOWI	WKND	WENN	JET94	WPLZ	WTLC
WHUR	XHRM	WNHC	Z93	KIIZ	WANM	WZEN
KMJQ	KSOL	WXOK	WPEG	KOKY	WAAA	KBUZ
K94						



COLUMBIA RECORDS — RADIO'S BEST FRIEND



JAZZ

TOP 30

AUGUST 8, 1986

- 1 DAVE VALENTIN/Light Struck (GRP)
2 SPYRO GYRA/Breakout (MCA)
3 BOB JAMES & DAVID SANBORN/Double Vision (WB)
4 JIMMY SMITH/Go For Whatcha Know (Blue Note)
5 SHADOWFAX/Too Far To Whisper (Windham Hill)
6 YELLOWJACKETS/Shades (MCA)
7 MAKOTO OZONE/After (Columbia)
8 STAN GETZ/Voyage (Black-Hawk)
9 BOBBY McFERRIN/Spontaneous Intentions (Blue Note)
10 WEATHER REPORT/This Is (Columbia)
11 TOM GRANT/Take Me To Your Dream (Pausa)
12 BILLY COBHAM/Powerplay (GRP)
13 HENRY BUTLER/Fivin' Around (MCA Impulse!)
14 BOBBY SHEW/Sheshorn (Pausa)
15 PHIL WOODS/Heaven (Black-Hawk)
16 MIKE METHENY/Day In-Night Out (MCA Impulse!)
17 HANK CARROLL & JIMMY McGRUFF/Soul Survivors (Fantasy)
18 KEITH MacDONALD TRIO/Waiting (Landmark)
19 INDRA LESMANA/For Earth & Heaven (Zebra/MCA)
20 T LAVITZ/Storytime (Passport Jazz)
21 JOHN COLTRANE/Master Trips (MCA Impulse!)
22 SCOTT HENDERSON & TRIBAL TECH/Spears (Passport)
23 CHICO FREEMAN/Pied Piper (Black-Hawk)
24 GERRY MULIGAN/SCOTT HAMILTON/Soft Lights & Sweet Music (Concord)
25 KENNY BARON/1+1+1 (Black-Hawk)
26 MAYNARD FERGUSON/Body & Soul (Black-Hawk)
27 SPHERE/On Tour (Red/PS)
28 WOODY HERMAN & HIS BIG BAND/50th Anniversary Tour (Concord)
29 STEPS AHEAD/Magnetic (Elektra)
30 ANDREAS VOLLENWEIDER/Down To The Moon (CBS)

Black/Urban stations contributing to Jazz WKND/Hartford, Metrona McLean, KJ/CB/Lafayette, Horatio Handy, WYLD, FM/New Orleans, Dell Spencer, WDMT/Cleveland, Dean-Dean Rufus.

MOST ADDED

- SADAO WATANABE (7)
WOODY HERMAN & HIS BIG BAND (7)
BOBBY SHEW (8)
CHICO FREEMAN (5)
STAN GETZ (5)
MICHAEL MANRING (5)
BOBBY McFERRIN (5)
MIKE METHENY (5)
RARE SILK (5)
JOE SAMPLE & DAVID T. WALKER (5)

- ALLAN HOLDSWORTH "Atavachron" (Enigma) 9/3
WILLIAM ACKERMAN "Conferring With The Moon" (Windham Hill) 9/0
MARK MURPHY "Living Room" (Muse) 8/3
SHEILA JORDAN "The Crossing" (Black-Hawk) 8/0
VIBRATION SOCIETY "Music Of Rhaसान Roland Kirk" (Stash) 8/0
JAKOB MAGNUSSON "Time Zone" (Golden Bay Jazz/Optimism) 7/1
DIRTY DOZEN BRASS BAND "Live Mardi Gras In Monterey" (Roulette) 7/1
BOB COOPER & SNOOKY YOUNG SEXTET "In A Melotone" (Contemporary/Fantasy) 7/0
GROSSMAN/WALTON/WILLIAMS/HIGGINS "Love Is The Thing" (Red/PS) 6/0
TERRY GIBBS "Dream Band" (Contemporary/Fantasy) 6/0

HOTTEST

- BOB JAMES & DAVID SANBORN (21)
SPYRO GYRA (17)
YELLOWJACKETS (11)
DAVE VALENTIN (15)
JIMMY SMITH (9)
STAN GETZ (8)
SHADOWFAX (8)

REGIONALIZED ADDS & HOTS

EAST

WGBX/Boston Eric Jackson
WFBG/Buffalo Mike McKinley
WFLA/Tallahassee Chris Moore

SOUTH

KUHF/Orlando Chris Moore
WFLA/Tallahassee Chris Moore
WFTS/Tampa Chris Moore

MIDWEST

WBEW/Chicago (7)
WBEW/Chicago (7)
WBEW/Chicago (7)

NEW & ACTIVE

- RARE SILK "Black & Blue" (TBA/Palo Alto) 14/5
TITO PUENTE & HIS LATIN ENSEMBLE "Sensation" (Concord) 14/0
MICHAEL MANRING "Unusual Weather" (Windham Hill) 12/5
RODNEY FRANKLIN "It Takes Two" (Columbia) 12/2
TOM HARRELL "Play Of Light" (Black-Hawk) 12/0
CHRIS BRUBECK & ANDY LAVERNE TRIO "See How It Feels" (Black-Hawk) 11/2
CRYSTAL "Clear" (Black-Hawk) 11/4
JESSICA WILLIAMS "Nothin' But The Truth" (Black-Hawk) 10/1

WEST

KZZZ/Phoenix
KZZZ/Phoenix
KZZZ/Phoenix

DAVE VALENTIN LIGHT STRUCK
DAVE VALENTIN "LIGHT STRUCK"
Strikes No. 1 Thanks To Everyone In Jazz Radio!

DAVE VALENTIN "LIGHT STRUCK"
Strikes No. 1 Thanks To Everyone In Jazz Radio!

48 Reporting Stations
KERA/Dallas-Ft. Worth & WUSF/Tampa called in frozen playlists. WUSF/Tampa failed to report for two consecutive weeks and was not used in this week's data.

COUNTRY

TOP 50

AUGUST 8, 1986

Three Weeks Last
Weeks Weeks Weeks

Three Weeks	Last Weeks	Rank	Artist/Song	Label
8	2	1	CONWAY TWITTY/Desperado Love (WB)	
9	5	2	EDDY RAVEN/Sometimes A Lady (RCA)	
13	9	3	REBA McENTIRE/Little Rock (MCA)	
10	7	4	HANK WILLIAMS JR./Country Slate Of Mind (WB/Curb)	
14	10	5	NITTY GRITTY DIRT BAND/Stand A Little Rain (WB)	
15	12	6	JOHN CONLEE/Got My Heart Set On You (Columbia)	
17	14	7	RONNIE MILSAP/In Love (RCA)	
2	1	8	DON WILLIAMS/Heartbeat In The Darkness (Capitol)	
6	3	9	T.G. SHEPPARD/Strong Heart (Columbia)	
25	21	10	FORESTER SISTERS/Lonely Alone (WB)	
20	16	11	MERLE HAGGARD/A Friend In California (Epic)	
21	18	12	NICOLETTE LARSON with STEVE WARINER/That's How You Know... (MCA)	
22	19	13	GIRLS NEXT DOOR/Slow Boat To China (MTM)	
26	22	14	DWIGHT YOAKAM/Guitars, Cadillacs, Etc. (Reprise/WB)	
32	25	15	EDDIE, RABBITT & JUICE NEWTON/Both To Each Other (RCA)	
30	23	16	JANIE FRICKIE/Always Have Always Will (Columbia)	
7	6	17	WAYLON JENNINGS/Will The Wolf Survive (MCA)	
11	11	18	STATLER BROTHERS/Count On Me (Mercury/PG)	
29	26	19	KEITH WHITLEY/Ten Feet Away (RCA)	
35	27	20	TANYA TUCKER/Just Another Love (Capitol)	
43	33	21	CRYSTAL GAYLE/Cry (WB)	
16	15	22	RICKY SKAGGS/I've Got A New Heartache (Epic)	
40	36	23	ROSANNE CASH/Second To No One (Columbia)	
36	32	24	SYLVIA/Nothin' Ventured Nothin' Gained (RCA)	
33	30	25	LACY J. DALTON/Working Class Man (Columbia)	
4	4	26	PAKE McENTIRE/Savin' My Love For You (RCA)	
38	35	27	OAK RIDGE BOYS/You Made A Rock Of A Rolling Stone (MCA)	
47	39	28	EXILE/I'll Be Me (Epic)	
37	34	29	STEVE EARLE/Guitar Town (MCA)	
3	8	30	JOHN SCHNEIDER/You're The Last Thing I Needed (MCA)	
5	17	31	JUDDS/Rockin' With The Rhythm Of The Rain (RCA/Curb)	
44	41	32	GARY MORRIS/Honeycomb (WB)	
49	49	33	EARL THOMAS CONLEY & ANITA POINTER/Too Many Times (RCA)	
48	43	34	SCHUYLER, KNOBLOCH & OVERSTREET/You Can't Stop Love (MTM)	
1	13	35	GEORGE STRAIT/Nobody In His Right Mind... (MCA)	
BREAKER		36	MICKY GILLEY/Doo-Wah Days (Epic)	
39	37	37	LOUISE MANDELL/Wanna Hear It From Your Lips (RCA)	
BREAKER		38	LEE GREENWOOD/Didn't We (MCA)	
47	43	39	SWEETHEARTS OF THE RODEO/Since I Found You (Columbia)	
49	50	40	SOUTHERN PACIFIC/A Girl Like Emmlylou (WB)	
BREAKER		41	RESTLESS HEART/That Rock Won't Roll (RCA)	
48	44	42	DOBIE GRAY/The Dark Side Of Town (Capitol)	
49	45	43	RAY CHARLES/The Pages Of My Mind (Columbia)	
47	47	44	LYLE LOVETT/Father Down The Line (MCA/Curb)	
18	24	45	RANDY TRAVIS/On The Other Hand (WB)	
31	29	46	CARL PERKINS/Birth Of Rock And Roll (America Smash/PG)	
DEBUT		47	WILLIE NELSON/I'm Not Trying To Forget You (Columbia)	
12	20	48	MICHAEL MARTIN MURPHEY/Rollin' Nowhere (WB)	
28	28	49	JOHNNY PAYCHECK/Old Violin (Mercury/PG)	
DEBUT		50	JOHN ANDERSON/Honky Tonk Crowd (WB)	

Total Reports/Adds Heavy Medium Light

Total Reports/Adds	Heavy	Medium	Light
157/0	140	15	2
156/0	127	26	3
160/0	119	38	3
153/1	121	29	3
160/0	111	47	2
156/0	114	38	4
160/0	103	56	1
146/0	107	31	8
138/1	102	31	5
160/2	42	107	11
137/0	80	49	8
152/1	58	86	8
153/1	63	78	12
153/5	42	97	14
155/3	32	106	17
148/3	32	98	18
119/0	61	40	18
121/2	64	44	13
144/4	34	86	24
154/4	15	110	29
154/6	13	96	45
117/1	58	45	14
142/6	9	91	42
131/4	8	92	31
128/2	22	73	33
105/0	49	36	20
140/11	6	91	43
146/14	5	87	54
135/9	12	74	49
97/0	48	28	21
86/0	36	28	22
120/14	6	62	52
127/23	2	59	66
128/24	3	64	61
74/0	25	27	22
110/18	3	50	57
91/1	8	52	31
106/39	1	33	72
95/16	2	43	50
93/32	2	36	55
102/45	1	25	76
67/5	1	31	35
66/5	0	29	37
70/8	0	28	42
47/0	12	14	21
46/0	12	19	15
60/25	0	17	43
45/0	8	24	13
38/0	7	15	16
57/36	0	13	44

MOST ADDED

RESTLESS HEART (45)
LEE GREENWOOD (39)
JOHN ANDERSON (36)
STEVE WARINER (36)
SOUTHERN PACIFIC (32)
RANDY TRAVIS (29)
BARBARA MANORELL (27)
WILLIE NELSON (25)
SCHUYLER, KNOBLOCH & OVERSTREET (24)
E.T. CONLEY & A. POINTER (23)

HOTTEST

HANK WILLIAMS JR. (74)
CONWAY TWITTY (64)
REBA McENTIRE (55)
NITTY GRITTY DIRT BAND (46)
EDDIE RAVEN (44)
T.G. SHEPPARD (44)
RONNIE MILSAP (37)
DON WILLIAMS (36)
JOHN CONLEE (35)
DWIGHT YOAKAM (18)

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

MICKY GILLEY
Doo-Wah Days (Epic)

On 68% of reporting stations. Rotations: Heavy 3, Medium 50, Light 57, Total Adds 18, WYRK, WIXL, WCVR, WSOC, WAMZ, KLLL, WSIX, KYXX, KRMD, KBMR, KFKF, WITL, WLLR, WTHI, KIK-FM, KFMS, KTOM, KIIM. Moves 41-36 on the Country chart.

LEE GREENWOOD
Didn't We (MCA)

On 68% of reporting stations. Rotations: Heavy 1, Medium 33, Light 72, Total Adds 39 including WHN, WWVA, KYKR, KPLX, WDXE, WKSJ, WQDR, KJNE, WSLR, WAXX, WCUZ, WXCL, KWEN, KGHL, KLZ, KFRE, KUPL, KRAK, KTOM, KCBQ. Moves 48-38 on the Country chart.

RESTLESS HEART
That Rock Won't Roll (RCA)

On 63% of reporting stations. Rotations: Heavy 1, Medium 25, Light 76, Total Adds 45 including WCAO, WTCR, WWVA, WZZK, WAMZ, KKYX, KJNE, WUSQ, KJJY, WAXX, KXXY, WOW, WKCO, KTTS, KTPK, KYAK, KKAL, KLZ, KUGN, KSOP, KMPS. Debuts at number 41 on the Country chart.

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Simi Valley, CA 93063

COUNTRY

NEW & ACTIVE

SWEETHEARTS OF THE ROODEO "Since I Found You" (Columbia) 95/16

Rotations: Heavy 2, Medium 43, Light 50, Total Adds 96, WYRK, WHN, WXL, WYNK, WDXE, KYXX, WSLR, WFSM, WBCS, WWJQ, KYAK, KUZZ, KZLA, KWJJ, KCBO, KIM, Heavy: KBMR, WOW, Moves 47-43-39 on the Country chart.

SOUTHERN PACIFIC "A Girl Like Emmylou" (WB) 93/32

Rotations: Heavy 2, Medium 25, Total Adds 32 including: WRKZ, WTCR, WKYG, WMYA, WZZK, WKLO, W5XJ, KJAY, WYNG, KFKF, WKCO, KTTS, WIL, WTDQ, KLZ, KTM, KTOP, KSOP, KCKC, KMP5, KGA, KIM. Moves 50-40 on the Country chart.

LYLE LOVETT "Farther Down The Line" (MCA/Curb) 70/8

Rotations: Heavy 0, Medium 28, Light 42, Total Adds 8, WXL, WITL, WTSO, KCJB, KUZL, KFRF, KFMS, KGA, Medium: WFOR, WCVR, KEAN, KHXY, WLWI, WKYY, WQW, WKCO, KTTS, KRKT, KKCS, KWJJ, KOLO. Moves 47-44 on the Country chart.

DOBBIE GRAY "The Dark Side Of Town" (Capitol) 67/5

Rotations: Heavy 1, Medium 31, Light 35, Total Adds 55, WVMI, WAMZ, WSIX, KLZ, KCCY, Heavy: WCUZ, Medium: WGNM, WBSG, KASE, WEZL, WESC, KSSN, WLWI, WCMS, WDAF, WQW, WXCZ, KTTS, KUZZ, KKCS, Moves 48-44-42 on the Country chart.

RAY CHARLES "The Pages Of My Mind" (Columbia) 66/5

Rotations: Heavy 0, Medium 29, Light 37, Total Adds 5, WHN, WVMI, WONE, KCJB, KGA, Medium: WXTU, WNYR, WIDY, WEZL, KILTFM, WSM, WCMS, WQW, KTTS, KKCS, KUGN, KOLO, KIGO, Moves 45-43 on the Country chart.

WILLIE NELSON "I'm Not Trying To Forget You" (Columbia) 60/25

Rotations: Heavy 0, Medium 17, Light 43, Total Adds 25 including: WFRF, WYRK, WMYA, KRRV, KILTFM, KSSN, WOKK, WUBE, KTRP, KGH, KULY, KFRF, KWJJ, KOLO, KTOP, KSOP, KGA. Debuts at number 47 on the Country chart.

JOHN ANDERSON "Honky Tonk Crowd" (WB) 57/36

Rotations: Heavy 0, Medium 13, Light 44, Total Adds 36 including: WCAO, WRKZ, WYRK, WEZL, WGTQ, WESC, KILTFM, WBCS, WQW, WKCO, KTTS, KTRP, KIK-FM, KUGN, KFRF, KOLO, KTOP, KCKC, KCBQ, KMP5. Debuts at number 50 on the Country chart.

STEVE WARINER "Starting Over Again" (MCA) 51/36

Rotations: Heavy 0, Medium 7, Light 44, Total Adds 36 including: WCAO, WQBE, WAJR, WMYA, WKHK, WEZL, WTVY, WCM5, KUNE, WYNG, KFGD, WGEF, KFKJ, KXXY, WQW, KRST, KUZY, KOLO, KCKC, KCBQ, KIGO, Medium: WVMI, KUZZ.

GLENN CAMPBELL "Call Home" (Atlantic America) 49/2

Rotations: Heavy 1, Medium 21, Light 27, Total Adds 2, WPAP, KUGN, Heavy: WDAF, Medium: WVM, WBGW, WAJR, WFOR, WKY, WEZL, WTVY, WCMS, KKXX, KRMD, KXXY, WQW, WKCO, KTTS, KFDI, KUZZ, KRWO, KQIL, KNIX, KALF.

SIGNIFICANT ACTION

RANDY TRAVIS "Diggin' Up Bones" (WB) 47/36

Rotations: Heavy 1, Medium 8, Light 38, Total Adds 36 including: WVM, WRKZ, WAJR, KYKR, WUSY, KXIX, WESC, WAMZ, WSM, KRMD, WRK, WDAF, WBCS, KXXY, WKCL, WLLR, KFRF, KWJJ, KOLO, KTOP, Heavy: KBMR, Medium: KUZZ, KUGN.

DAVID ALLAN COE & WILLIE NELSON "I've Already Cheated On You" (Columbia) 42/6

Rotations: Heavy 0, Medium 17, Light 31, Total Adds 6, WCAO, WIXY, KEAN, WDXE, WAMZ, WRK, Medium: WTVY, KYKR, WTVY, WESC, KXIX, WQW, KTTS, KFDI, KRKT, KEIN, KALF.

DONNA FARGO "Woman Of The 80's" (Mercury/PolyGram) 42/5

Rotations: Heavy 1, Medium 12, Light 28, Total Adds 5, WYRK, WUSQ, WSLR, WTCM, KGA, Heavy: WTSV, Medium: WVM, WAJR, WTVY, WOKK, KXIX, KSO, WQW, KRWO, KEIN, KALF, KSOP, KIGO.

BARBARA MANDRELL "No One Mends A Broken Heart Like You" (MCA) 40/27

Rotations: Heavy 1, Medium 5, Light 34, Total Adds 27 including: WOKQ, WRKZ, WAJR, WKYG, WIXY, WYII, WXBQ, WSOQ, WUSF, WESC, KSSN, WPAP, WRK, WGEF, WQW, WKCO, WTCM, KRST, KVDC, KFRF, KEIN, KRAK, KCKC.

A.J. MASTERS "Love Keep Your Distance" (Bermuda Dunes) 40/3

Rotations: Heavy 1, Medium 13, Light 26, Total Adds 3, WFOR, WRK, KKCS, Heavy: KRKT, Medium: WVM, WAJR, WEZL, WGTQ, WOKK, WCMS, WQW, WTCM, KULY, KRWO, KEIN, KALF, KIGO.

CHARLY McCLAIN "So This is Love" (Epic) 39/17

Rotations: Heavy 0, Medium 4, Light 35, Total Adds 17, WKYG, WIXY, KRRV, WXBQ, WEZL, WTVY, KILTFM, KSSN, WOKK, WPAP, KJNE, WKDQ, KFGD, WDUZ, KRKT, KUZZ, KIGO, Medium: WGTQ, WQW.

LARRY BOONE "Stranger Things Have Happened" (Mercury/Polygram) 35/2

Rotations: Heavy 1, Medium 14, Light 20, Total Adds 2, WFOR, KIGO, Heavy: WCVR, Medium: WTSV, WAJR, KRRV, WTVY, WLWI, KXIX, WQYK, WQW, KTTS, WTCM, KFDI, KRKT, KEIN, KALF.

MARTY STUART "All Because Of You" (Columbia) 34/13

Rotations: Heavy 0, Medium 8, Light 26, Total Adds 13, WCAO, WQBE, WIXY, WEZL, WUSY, WUBE, WQW, WKCO, KTTS, KRKT, KFRF, KEIN, KSOP, Medium: WBGW, KRKL, WAMZ, WEZL, KKCS, KIGO.

TARI HENSLEY "I've Cried A Mile" (Mercury/PolyGram) 34/5

Rotations: Heavy 1, Medium 12, Light 21, Total Adds 5, WYRK, WEZL, WESC, WQW, WTCM, Heavy: WOKK, Medium: WGTQ, WTVY, WLWI, WPAP, KXIX, WAXX, KFGD, KTTS, KFDI, KRKT, KQIL, KEIN.

MASON DIXON "Home Grown" (Premier) 33/5

Rotations: Heavy 0, Medium 7, Light 26, Total Adds 5, WUSQ, WAXX, KRKT, KUZY, KIGO, Medium: WVM, KYKR, WTVY, KXIX, KBMR, WTCM, KFDI.

ROBIN LEE "If You're Anything Like Your Eyes" (Evergreen) 32/7

Rotations: Heavy 0, Medium 5, Light 27, Total Adds 7, WCAO, WAJR, WMYA, WSLR, WONE, KKCS, KTOP, Medium: KRRV, WEZL, WTVY, WOKK, WLWI.

TOM T. HALL "Susie's Beauty Shop" (Mercury/PolyGram) 32/3

Rotations: Heavy 1, Medium 12, Light 19, Total Adds 3, WYII, WTHI, KLZ, Heavy: WQW, Medium: WTSV, KEAN, WEZL, KXIX, WGEF, KTTS, KFDI, KRKT, KRWO, KEIN, KALF, KIGO.

ALMOST BROTHERS "What's Your Name" (MTM) 31/5

Rotations: Heavy 0, Medium 13, Light 18, Total Adds 5, WFOR, WYII, KRRT, WTVY, KYAK, Medium: WVM, WTSV, KYKR, WCMS, WPAP, KJNE, WQW, WWJQ, KRKT, KEIN, KIGO.

LEON EVERETTE "Sad State Of Affairs" (Orlando) 29/7

Rotations: Heavy 0, Medium 7, Light 22, Total Adds 7, WKYG, WMYA, KEAN, KSSN, WSLR, WAXX, WQW, Medium: WTVY, WLWI, KXIX, KTTS, WTCM, KFDI, KRKT.

MALCHAK & RUCKER "Slow Motion" (Alpine) 29/4

Rotations: Heavy 0, Medium 9, Light 20, Total Adds 4, WCAO, WAJR, WMYA, KTTS, Medium: WOKK, WPAP, WRK, WIRK, WQBE, WXCZ, WTCM, KEIN, KIGO.

BOBBY BARE "Real Good" (EMI America) 25/1

Rotations: Heavy 0, Medium 5, Light 20, Total Adds 1, WAJR, Medium: WVM, WTVY, KXIX, WQW, KIGO, Light: WBGW, WIXY, KEAN, KPLX, WCMS, WRNL, KXIX, WIRK, KTTS, KVOO, KFDI.

ROGER MILLER "Some Hearts Get All The Breaks" (MCA) 19/2

Rotations: Heavy 0, Medium 9, Light 13, Total Adds 2, WKLO, KIK-FM, Medium: WTVY, KXIX, KTTS, KFDI, KEIN, KIGO, Light: WBGW, WTSV, WAJR, WYII, KILTFM, WQYK, WQW, WXCZ, KVOO, KRWO, KALF.

JUICE NEWTON "Cheap Love" (RCA) 17/17

Rotations: Heavy 0, Medium 1, Light 16, Total Adds 17, WVM, WYII, WUSY, WGTQ, WIVK, WOKK, KXIX, WIRK, WYNG, KXIX, KKAL, KUZZ, KGH, KFRF, KALF, KSOP, KCBQ.

TWO HEARTS "Feel Like I'm Falling For You" (MDJ) 16/1

Rotations: Heavy 0, Medium 2, Light 14, Total Adds 1, KHXY, Medium: WTCM, KIGO, Light: WBGW, WUSY, KXIX, WLWI, KXIX, WIRK, KFGD, KTTS, KVOO, KFDI, KRWO, KQIL, KALF.

BILLY JOE ROYAL "I Miss You Already" (Atlantic America) 15/11

Rotations: Heavy 0, Medium 0, Light 15, Total Adds 11, WRKZ, WIXY, KRRV, WTVY, WESC, WPAP, KXXY, WQW, WWJQ, KVOO, KIGO, Light: WYII, WIRK, KKAL, KRWO.

TOM WOPAT "I Won't Let You Down" (EMI America) 15/6

Rotations: Heavy 0, Medium 2, Light 13, Total Adds 5, WMYA, KRRV, WTVY, WDXE, WQYK, KSOP, Medium: WLWI, WCMS, Light: WOKK, KJNE, WIRK, KFGD, WTSO, KFDI, KRWO.

BUTCH BAKER "That's What Her Memory is For" (Mercury/PolyGram) 14/3

Rotations: Heavy 0, Medium 2, Light 12, Total Adds 3, WAXX, WTCM, KIGO, Medium: KXIX, WQW, Light: KEAN, WGTQ, WTVY, KRKT, WYRK, WPAP, KTTS, KVOO, KFDI.

JOHN DENVER "Along For The Ride ('56 T-Bird)" (RCA) 13/10

Rotations: Heavy 0, Medium 2, Light 12, Total Adds 10, WVM, WQBE, WTSV, KYKR, WKSJ, KFKF, WTCM, KRWO, KCCY, KALF, Medium: WYNG, Light: WYII, WQW.

JERRY LEE LEWIS "Sixteen Candles" (American Smash/PolyGram) 12/4

Rotations: Heavy 0, Medium 1, Light 11, Total Adds 4, WTVY, WAMZ, WPAP, WQW, Medium: KKAL, Light: WCVR, WIRK, KSO, KXIX, KRWO, KALF, KOLO.

GORDON LIGHTFOOT "Anything For Love" (WB) 10/3

Rotations: Heavy 0, Medium 2, Light 8, Total Adds 3, WVM, WOKQ, WTSO, Medium: WHN, KCCY, Light: WXBQ, WKSJ, WSM, WCUZ, KALF.

ROSIE FLORES "I'm Walkin'" (Reprise/WB) 10/1

Rotations: Heavy 0, Medium 1, Light 9, Total Adds 1, KTOP, Medium: KSSN, Light: WBGW, KXIX, KXIX, KWMT, WTCM, KQIL, KRWO, KALF.

JOHNNY DUNCAN "Texas Moon" (Parohax) 10/0

Rotations: Heavy 0, Medium 3, Light 7, Total Adds 0, Medium: KXIX, WTCM, KFDI, Light: KSO, KWMT, KTTS, KVOO, KRWO, KQIL, KOLO.

JACKY WARD "Georgia Blue Eyes" (LUV) 8/0

Rotations: Heavy 0, Medium 2, Light 6, Total Adds 0, Medium: WTCM, KIGO, Light: WYII, KSO, KTTS, KVOO, KFDI, KRWO.

LOWES "Good And Lonesome" (NSD) 8/0

Rotations: Heavy 1, Medium 2, Light 5, Total Adds 0, Heavy: KTTS, Medium: WLWI, KFDI, Light: WCAO, KSO, WQW, KTRP, KVOO.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
HANK WILLIAMS JR./Mind Your Own Business (WB/Curb)	Montana Cafe
GEORGE STRAIT/Rhythm Of The Road (MCA)	#7
FORESTER SISTERS/Drawn To The Fire (WB)	Perfume, Ribbons, & Pearls
EVERLY BROTHERS/These Shoes (Mercury/PG)	Born Yesterday
SOUTHERN PACIFIC/Still Look For You (WB)	Killbilly Hill
RANDY TRAVIS/My Heart Cracked (WB)	Storms Of Life
GIRLS NEXT DOOR/Can't Say It On The Radio (MTM)	Girls Next Door
HANK WILLIAMS JR./Montana Cafe (WB/Curb)	Montana Cafe
ED BRUCE/Quietly Crazy (RCA)	Night Things

1986 Country Radio Survey Is Now Available

CMA annually surveys all radio stations in the United States and Canada. From the survey results, CMA publishes the most comprehensive list available of stations broadcasting Country Music. The list is now available to CMA members for \$10.00. Non-members can purchase the survey for \$150.00. Price includes postage and handling. CMA organizational members may request a complimentary copy of the survey.

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ROTATIONS

MOST ADDED EAST
Steve Warner (MCA)
E.T. Conley & A. Painter (RCA)**MOST ADDED SOUTH**
Barbara Mandrell (MCA)
Lee Greenwood (MCA)
Steve Warner (MCA)**MOST ADDED MIDWEST**
Restless Heart (RCA)
Lee Greenwood (MCA)**MOST ADDED WEST**
John Anderson (WB)
Lee Greenwood (MCA)
Restless Heart (RCA)**HOTTEST**
Hank Williams Jr. (WB/Curb)
Conway Twitty (WB)

EAST

WVTR Albany, NY
GARY ROBERTS
JOHN ANDERSON
DIMIT YOGAN
WILLIE NELSON
BOB DYLAN
RICKY BLOOD
REBA MCENTIRE
JOHN COLEMAN
JOHN COLEMAN
JOHN COLEMAN
JOHN COLEMAN
JOHN COLEMAN

MIDWEST

WAXI Eau Claire, WI
SOUTHERN PACIFIC
SCOTTSVILLE, KY
BOB DYLAN
BOB DYLAN
BOB DYLAN

SOUTH

WVAF Kansas City, MO
SOUTHERN PACIFIC
SCOTTSVILLE, KY
BOB DYLAN
BOB DYLAN
BOB DYLAN

WEST

WVCA Reno, NV
SOUTHERN PACIFIC
SCOTTSVILLE, KY
BOB DYLAN
BOB DYLAN
BOB DYLAN

WEST

WVCA Reno, NV
SOUTHERN PACIFIC
SCOTTSVILLE, KY
BOB DYLAN
BOB DYLAN
BOB DYLAN**WVCA Reno, NV**
SOUTHERN PACIFIC
SCOTTSVILLE, KY
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BOB DYLAN**WVCA Reno, NV**
SOUTHERN PACIFIC
SCOTTSVILLE, KY
BOB DYLAN
BOB DYLAN
BOB DYLAN**WVCA Reno, NV**
SOUTHERN PACIFIC
SCOTTSVILLE, KY
BOB DYLAN
BOB DYLAN
BOB DYLAN**161 Reporters**
154 Current Reports**15 stations reported a frozen playlist this week.**
Seven stations failed to report this week and their rotations were frozen.

RADIO & RECORDS NATIONAL AIRPLAY

FULL-SERVICE AC

TOP 20

Three Weeks
Two Weeks
Last Week

Three Weeks	Two Weeks	Last Week	Song
1	1	1	PETER CETERA/Glory Of Love (Full Moon/WB)
5	3	2	MIAMI SOUND MACHINE/Words Get In The Way (Epic)
2	2	3	JEFFREY OSBORNE/You Should Be Mine (A&M)
6	5	4	DOUBLE/The Captain Of Her Heart (A&M)
12	9	5	GORDON LIGHTFOOT/Anything For Love (WB)
18	12	6	LIONEL RICHIE/Dancing On The Ceiling (Motown)
15	13	10	MIKE & THE MECHANICS/Taken In (Atlantic)
—	16	11	CARL ANDERSON & GLORIA LORING/Friends And Lovers (Carrere/CBS)
13	10	7	ROD STEWART/Love Touch (WB)
11	8	10	GENESIS/Invisible Touch (Atlantic)
19	18	14	MICHAEL McDONALD/Sweet Freedom (MCA)
—	20	12	HUEY LEWIS & THE NEWS/Sluck With You (Chrysalis)
3	4	9	MOODY BLUES/Your Widest Dreams (Polydor/PG)
—	16	15	BERLIN/Take My Breath Away (Columbia)
4	6	15	DAVID FOSTER & OLIVIA NEWTON-JOHN/The Best Of Me (Atlantic)
7	11	15	BILLY OCEAN/There'll Be Sad Songs (To Make You Cry) (Jive/Arista)
DEBUT	DEBUT	17	MAONNA/Papa Don't Preach (Sire/WB)
DEBUT	DEBUT	18	STEVE WINWOOD/Higher Love (Island)
9	7	13	BILLY JOEL/Modern Woman (Epic)
BREAKER	20		NEIL DIAMOND/The Story Of My Life (Columbia)

AUGUST 8, 1986

Total Reports/Adds	Heavy	Medium	Light
45/0	40	3	2
44/1	36	7	1
43/0	31	10	2
40/1	33	6	1
40/0	25	12	3
37/2	22	14	1
38/4	20	17	1
42/9	15	20	7
29/0	20	9	0
28/0	15	11	2
31/1	13	18	0
35/11	4	20	11
27/0	10	9	8
27/4	7	17	3
23/0	7	14	2
22/1	4	10	8
18/0	9	7	2
21/2	6	9	5
19/0	7	7	5
28/12	2	6	20

MOST ADDED

NEIL DIAMOND (12)
HUEY LEWIS (11)
CARL ANDERSON & GLORIA LORING (9)
EL DeBARGE (7)

HOTTEST

PETER CETERA (33)
MIAMI SOUND MACHINE (31)
DOUBLE (26)
JEFFREY OSBORNE (21)
GORDON LIGHTFOOT (14)
LIONEL RICHIE (14)

BREAKERS

NEIL DIAMOND

The Story Of My Life (Columbia)

60% of our reporters on it. Rotations: Heavy 2, Medium 6, Light 20, Total Adds 12 including WBOB, WCCO, WCHS, WGW, WHCB, WIBC, KYJC. Debuts at number 20 on the Full-Service chart.

BILLY OCEAN

Love Zone (Jive/Arista)

51% of our reporters on it. Rotations: Heavy 1, Medium 14, Light 9, Total Adds 5, WWKB, WCCO, WCHS, WSPD, WSTU.

NEW & ACTIVE

STEVE WINWOOD "Higher Love" (Island) 21/2

Rotations: Heavy 6/0, Medium 9/1, Light 6/1. Total Adds 2, 5SKRC, WTVN, Heavy: WWKB, WCHS, WNNR, WMTR, WSTU, KYJC. Medium including KOY, KJR, WHAS, WRVA, WHCB, WROK, WTKO, WCIL.

MONKEES "That Was Then, This Is Now" (Arista) 20/1

Rotations: Heavy 1/0, Medium 14/0, Light 5/1, Total Adds 1, KYJC, Heavy: KFMB, Medium: WPRO, WISN, WTMJ, WICC, WCHS, WELI, WGOV, WROK, WROK, KOB, KSL, WMTR, WJBC, WASK.

MADONNA "Papa Don't Preach" (Sire/WB) 18/0

Rotations: Heavy 9/0, Medium 7/0, Light 2/0, Total Adds 0, Heavy: 5SKRC, WICC, WELI, WHAS, WNNR, WTKO, WMTR, WSTU, KYJC, Medium: WFBR, KHOW, KJR, WCHS, WGOV, WSPD, WCIL.

WHAM! "The Edge Of Heaven" (Columbia) 16/5

Rotations: Heavy 0, Medium 9/2, Light 7/3, Total Adds 5, WCHS, WHAS, WROK, WJBC, KTWO, Medium including WWKB, WICC, WGOV, WTKO, WMTR, WSTU, KYJC, Light including 5SKRC, KHOW, WSPD, WNNR.

SHEENA EASTON "So Far So Good" (EMI America) 16/1

Rotations: Heavy 0, Medium 7/0, Light 9/1, Total Adds 1, WSTU, Medium: WFBR, WGY, KSL, WPOE, WJBC, KTW, KVEC, Light including WISN, WCCO, KFMB, WNNR, WTKO, WMTR, WGBR, KFQD.

AIR SUPPLY "Lonely Is The Night" (Arista) 13/5

Rotations: Heavy 0, Medium 8/0, Light 5/5, Total Adds 5, WDBO, KFMB, WHCB, WIBA, WMTR, Medium: WFBR, KBOI, KUGN, KSL, WPRO, WGBR, KYJC, KVEC.

LIMAH! "Love In Your Eyes" (EMI America) 13/0

Rotations: Heavy 1/0, Medium 7/0, Light 5/0, Total Adds 0, Heavy: WHBY, Medium: WFBR, KUGN, WPOE, WTKO, WGBR, KYJC, KVEC, Light: KFMB, WHCB, WIBA, WSPD, WASK.

WHITNEY HOUSTON "All At Once" (Arista) 13/0

Rotations: Heavy 5/0, Medium 5/0, Light 3/0, Total Adds 0, Heavy: WPRO, KHOW, WTC, WELI, WGY, Medium: KFMB, WSPD, KUGN, KSL, KVEC, Light: WROK, WASK, KFQD.

ANITA BAKER "Sweet Love" (Elektra) 12/5

Rotations: Heavy 1/0, Medium 5/3, Light 6/2, Total Adds 5, WFBR, KJR, WCHS, WASK, KYJC, Heavy: KFMB, Medium including WPOE, KVEC.

GEORGE BENSON "Kisses In The Moonlight" (WB) 12/3

Rotations: Heavy 0, Medium 8/1, Light 4/2, Total Adds 3, WASK, KTWO, KVEC, Medium including WCCO, KFMB, KUGN, KSL, WPOE, WJBC, KYJC, Light including WHBY, WGBR.

RONNIE MILSAP "In Love" (RCA) 11/2

Rotations: Heavy 1/0, Medium 5/0, Light 5/2, Total Adds 2, WHCB, KYJC, Heavy: WHBY, Medium: WTMJ, WCCO, WIBA, WGBR, KVEC.

LARRY CARLTON "Smiles And Smiles To Go" (MCA) 11/1

Rotations: Heavy 1/0, Medium 5/0, Light 5/1, Total Adds 1, WCHS, Heavy: WHBY, Medium: WISN, KUGN, WJBC, WASK, KVEC, Light including WTMJ, WSPD, WGBR, KYJC.

SIGNIFICANT ACTION

MOODY BLUES "The Other Side Of Life" (Polydor/PolyGram) 7/3

Rotations: Heavy 0, Medium 3/0, Light 4/3, Total Adds 3, WWKB, WNNR, KYJC, Medium: WFBR, KFMB, KVEC, Light including WPOE.

DARYL HALL "Dreamtime" (RCA) 6/3

Rotations: Heavy 0, Medium 1/0, Light 5/3, Total Adds 3, WNNR, WTKO, KTWO, Medium: KYJC, Light including WICC, WMTR.

BILLY JOEL "A Matter Of Trust" (Columbia) 6/3

Rotations: Heavy 0, Medium 2/0, Light 4/3, Total Adds 3, WNNR, WTKO, KTWO, Medium: WICC, WPOE, Light including WJBC.

PHILIP BAILEY "Echo My Heart" (Columbia) 6/1

Rotations: Heavy 0, Medium 3/0, Light 3/1, Total Adds 1, WTKO, Medium: WCCO, WHBY, WPOE, Light including WJBC, KTWO.

ROSIE VELA "Magic Smile" (A&M) 6/0

Rotations: Heavy 0, Medium 3/0, Light 3/0, Total Adds 0, Medium: WCCO, KUGN, WPOE, Light: WGBR, WASK, KYJC.

BELINDA CARLISLE "Mad About You" (IRS/MCA) 6/0

Rotations: Heavy 4/0, Medium 1/0, Light 1/0, Total Adds 0, Heavy: WWKB, WHAS, WSTU, WCIL, Medium: WICC, Light: 5SKRC.

ANNE MURRAY "My Life's A Dance" (Capitol) 5/5

Rotations: Heavy 0, Medium 1/1, Light 4/4, Total Adds 5, WCCO, WHBY, KUGN, WGBR, KYJC.

CRYSTAL GAYLE "Cry" (WB) 5/4

Rotations: Heavy 0, Medium 3/2, Light 2/2, Total Adds 4, WCCO, WIBC, KTWO, KVEC, Medium including WHBY.

KEEP IT DARK "Dreamer" (Elektra) 5/2

Rotations: Heavy 0, Medium 0, Light 5/2, Total Adds 2, WCHS, WMTR, Light including WHCB, WASK, KYJC.

GENESIS "Throwing It All Away" (Atlantic) 4/4

Rotations: Heavy 0, Medium 0, Light 4/4, Total Adds 4, WCCO, WNNR, WPOE, WMTR.

PAUL SIMON "You Can Call Me Al" (WB) 4/2

Rotations: Heavy 0, Medium 2/1, Light 2/1, Total Adds 2, KUGN, WTKD, Medium including KYJC, Light including WNNR.

TEMPTATIONS "Lady Soul" (Gordy/Motown) 4/1

Rotations: Heavy 0, Medium 0, Light 4/1, Total Adds 1, WCCO, Light including WHBY, WNNR, WGBR.

DAVE VALENTIN w/ ANGELA BOFILL "Can't Change My Heart" (GRP) 3/3

Rotations: Heavy 0, Medium 0, Light 3/1, Total Adds 3, WCCO, WHBY, WPOE.

VAN MORRISON "Ivory Tower" (WB) 3/3

Rotations: Heavy 0, Medium 1/1, Light 2/2, Total Adds 3, WFBR, WGBR, KTWO.

BOB SEGER & THE SILVER BULLET BAND "It's You" (Capitol) 3/3

Rotations: Heavy 0, Medium 0, Light 3/3, Total Adds 3, WNNR, WPOE, WGBR.

GLADYS KNIGHT & BILL MEDLEY "Loving On Borrowed Time" (Scotti Bros./CBS) 3/3

Rotations: Heavy 0, Medium 1/1, Light 2/2, Total Adds 3, WFBR, WHBY, WGBR.

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ADULT CONTEMPORARY

BREAKERS

AIR SUPPLY

Lonely Is The Night (Arista)

67% of our reporters on it. Rotations: Heavy 0, Medium 25, Light 43, Total Adds 29 including 2WD, WMYX, KS94, KMJI, KKL, KHYL, KEZR, KCIX. Debuts at number 26 on the AC chart.

NEIL DIAMOND

The Story Of My Life (Columbia)

67% of our reporters on it. Rotations: Heavy 2, Medium 30, Light 36, Total Adds 22 including 2WD, WARM98, WSNY, WNIC, KS94, KMJI, KGW, WSFM. Debuts at number 24 on the AC chart.

MOODY BLUES

The Other Side Of Life (Polydor/PolyGram)

59% of our reporters on it. Rotations: Heavy 0, Medium 27, Light 33, Total Adds 22 including WARM98, WSNY, KMJI, KIFM, WAEB, WXT, WIVY, WEZS. Debuts at number 28 on the AC chart.

THOMPSON TWINS

Nothing In Common (Arista)

50% of our reporters on it. Rotations: Heavy 0, Medium 21, Light 30, Total Adds 8, WSFM, WRKA, WTRX, WGLL, WTN, WGSV, WMT-FM, K99.

NEW & ACTIVE

DARYL HALL "DREAMTIME" (RCA) 43/5

Rotations: Heavy 1/0, Medium 20/3, Light 22/2, Total Adds 5, KEZR, KWG, WRKA, KDUK, WGLL, Heavy: KALE, Medium including 2WD, WAEB, V100, WKYE, WMY, KIOA, WTRX, WMGN, WEIM, WSKI, WMPA, WCKQ, WCHV, WORG, KTYL.

ROSIE VELA "Magic Smile" (A&M) 43/3

Rotations: Heavy 1/0, Medium 23/1, Light 19/2, Total Adds 3, KEZR, KKUA, WAGE, Heavy: WJON, Medium including KIFM, WKYE, K106, KDUK, KGMG, WEIM, WSKI, WQHQ, WTN, WCKQ, WCHV, WGSV, WFFX, KTYL, WMTFM, KMGQ.

PAUL SIMON "You Can Call Me Al" (WB) 42/4

Rotations: Heavy 0, Medium 11/3, Light 31/21, Total Adds 24 including WARM98, KHYL, WAEB, K106, KIOA, KQ99, WTRX, KGMG, WMPA, WCKQ, WCHV, WAEB, Medium including KIFM, WMGN, KWAV, WEIM, WSKY, WORG, WFFX, KALE.

STAGSHIP "Before I Go" (Grunt/RCA) 41/0

Rotations: Heavy 3/0, Medium 17/0, Light 21/0, Total Adds 0, Heavy: WCHV, KOSW, KALE, Medium: KIFM, WKYE, KDUK, KGMG, WEIM, WGLL, WSKI, WSKY, WCKQ, WEIZ, WZLQ, KTYL, WMTFM, WJON, WBOV, KKL, K99.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 MIAMI SOUND MACHINE	101/1	88	13	0
2 MICHAEL McDONALD	96/1	79	15	2
3 DOUBLE	97/1	77	18	2
4 PETER CETERA	88/0	66	18	4
5 CARL ANDERSON & GLORIA LORING	96/1	63	32	1
6 LIONEL RICHIE	95/0	66	26	3
7 MIKE & THE MECHANICS	93/3	61	28	4
8 ROD STEWART	82/0	48	28	6
9 STEVE WINWOOD	86/1	55	29	2
10 JEFFREY OSBORNE	80/0	47	28	5
11 HUEY LEWIS & THE NEWS	97/12	22	63	12
12 BERLIN	90/9	39	40	11
13 MADONNA	75/2	41	31	3
14 GORDON LIGHTFOOT	78/1	37	36	5
15 BILLY OCEAN	91/6	16	60	15
16 ANITA BAKER	85/7	26	46	13
17 GENESIS	64/0	28	27	9
18 JACKSON BROWNE	64/0	17	32	15
19 MONKEES	74/2	15	47	12
20 WHAMI	61/4	11	39	11
21 EL DeBARGE	66/10	2	43	21
22 KEEP IT DARK	61/1	8	43	10
23 WHITNEY HOUSTON	35/4	14	18	3
24 NEIL DIAMOND	68/22	2	30	36
25 MOODY BLUES	40/0	6	23	11
26 AIR SUPPLY	68/29	0	25	43
27 BANANARAMA	52/3	9	24	19
28 MOODY BLUES	60/22	0	27	33
29 DAVID FOSTER & OLIVIA NEWTON-JOHN	32/1	4	17	11
30 BILLY JOEL	34/1	6	15	13

MOST ADDED

AIR SUPPLY (29)
PAUL SIMON (24)
NEIL DIAMOND (22)
MOODY BLUES (22)
DAVID FOSTER (14)
GENESIS (13)
BILLY JOEL (12)
HUEY LEWIS (12)
EL DeBARGE (10)
BERLIN (9)
BOB SEGER & THE SILVER BULLET (9)
DOWNES & PRICE (10)

HOTTEST

MIAMI SOUND MACHINE (69)
DOUBLE (51)
MICHAEL McDONALD (45)
PETER CETERA (44)
LIONEL RICHIE (37)
CARL ANDERSON & GLORIA LORING (35)
STEVE WINWOOD (30)
MIKE & THE MECHANICS (23)
ROD STEWART (23)
JEFFREY OSBORNE (21)

WHITNEY HOUSTON "All At Once" (Arista) 35/4

Rotations: Heavy 14/0, Medium 18/2, Light 3/2, Total Adds 4, WNIC, WHNN, KTYL, KWEB, Heavy: WPIX, 2WD, WLLT, WLTF, WMJ, KYKY, KKL, K101, WEZC, KELT, WTRX, WENS, KKUA, KRLB, Medium including LOVE94, WLTS, WARM98.

BRUCE HORNSBY & THE RANGE "Every Little Kiss" (RCA) 35/1

Rotations: Heavy 5/0, Medium 17/0, Light 13/1, Total Adds 1, WEIM, Heavy: WCKQ, KTYL, WMTFM, KOSW, KALE, Medium including KVL, WXT, WMGN, KDUK, WSKI, WQHQ, WTN, WAHR, WORG, WKYX, WZLQ, I94, KKL, KMGQ.

PATTI LABELLE "Oh, People" (MCA) 34/9

Rotations: Heavy 1/0, Medium 13/1, Light 20/8, Total Adds 9, WSFM, WKYE, WTRX, KDUK, WCKQ, WAGE, WORG, KFSB, KMGQ, Heavy: WEIM, Medium including WPIX, WHTX, WAEB, WMGN, WMMJ, WCHV, WMTFM, KKL, KOSW, KALE.

SHEENA EASTON "So Far So Good" (EMI America) 29/2

Rotations: Heavy 1/0, Medium 15/1, Light 13/1, Total Adds 2, WGLL, WORG, Heavy: K106, Medium including WARM98, KOST, KDUK, WMMJ, WEIM, WKNE, WSKI, WQHQ, WCKQ, WEIZ, I94, WJON, KOSW, KALE.

SIGNIFICANT ACTION

PAUL McCARTNEY "Press" (Capitol) 24/3

Rotations: Heavy 0, Medium 10/1, Light 14/2, Total Adds 3, KDUK, WCKQ, KFSB, Medium including V100, K106, WAVE, KWFM, WMPA, WORG, WFFX, KTYL, KALE, Light including WAEB, WKYE, WSTF, KGMG, WEIM, WSKI, KRI 9, WZLQ.

BELINDA CARLISLE "Mad About You" (IRS/MCA) 23/3

Rotations: Heavy 4/0, Medium 13/2, Light 6/1, Total Adds 3, WNIC, WIVY, KDUK, Heavy: KYKY, V100, WMMJ, KRLB, Medium including KVL, WLTF, WSFM, KEY103, WAVE, WING, WMGN, KRAV, WMPA, WZLQ, WFFX.

GEORGE BENSON "Kisses In The Moonlight" (WB) 22/4

Rotations: Heavy 0, Medium 10/1, Light 12/3, Total Adds 4, KIFM, KDUK, WFFX, WMTFM, Medium including WPIX, KOST, WZLQ, WFFX, I94, WXUS, KOSW, KMGQ, KALE, Light including WARM98, B100, KGMG, WORG, WZLQ, KKL.

DAVID FOSTER "Who's Gonna Love You Tonight" (Atlantic) 20/14

Rotations: Heavy 0, Medium 5/1, Light 15/13, Total Adds 14, WAEB, WSLF, KDUK, WSKI, WTN, WAGE, WORG, WAEB, WZLQ, WFFX, I94, WXUS, KOSW, KMGQ, Medium including WEIM, WGLL, WQHQ, WCHV.

BILLY JOEL "A Matter Of Trust" (Columbia) 18/12

Rotations: Heavy 0, Medium 3/2, Light 15/10, Total Adds 12, WLTF, KIFM, K106, WIVY, WMMJ, WEIM, WKNE, WSKY, WCKQ, WORG, WZLQ, WXUS, Medium including WFFX, Light including WKYE, WAVE, WTRX, KGMG, KOSW.

RONNIE MILSAP "In Love" (RCA) 18/2

Rotations: Heavy 1/0, Medium 8/0, Light 11/2, Total Adds 2, WCKQ, KFSB, Heavy: WAHR, Medium: WKYE, WEIM, WGLL, WAGE, WJON, KALE, Light including WKNE, WSKI, WGSV, KRLB, WORG, WZLQ, WMTFM, KKL, KOSW.

LUTHER VANOROSS "Give Me The Reason" (Epic) 14/3

Rotations: Heavy 0, Medium 4/0, Light 10/3, Total Adds 3, KKL, WORG, WAEB, Medium: KOST, WEIM, KMGQ, KALE, Light including WAEB, WSKI, WCHV, WZLQ, KTYL, KKL, KOSW.

GAVIN CHRISTOPHER "One Step Closer To You" (Manhattan) 14/1

Rotations: Heavy 1/0, Medium 8/0, Light 5/1, Total Adds 1, WENS, Heavy: WMPA, Medium: KGW, V100, WSFM, KWFM, WSKI, WFFX, I94, KMGQ, Light including B100, WAVE, KTYL, KKL.

GENESIS "Throwing It All Away" (Atlantic) 13/13

Rotations: Heavy 0, Medium 3/3, Light 10/10, Total Adds 13, WHTX, WMYX, KHYL, WKYE, KWG, WAVE, KWAV, WMMJ, WKNE, WSKI, WCHV, WZLQ, I94.

TEMPTATIONS "Lady Soul" (Gordy/Motown) 12/7

Rotations: Heavy 0, Medium 1/0, Light 11/7, Total Adds 7, KDUK, WAEB, WZLQ, KTYL, WMTFM, WJON, KALE, Medium WORG, Light including WEIM, WSKY, WEIZ, KKL.

BOB SEGER & THE SILVER BULLET BANO "It's You" (Capitol) 9/9

Rotations: Heavy 0, Medium 2/2, Light 7/7, Total Adds 9, WHTX, WKYE, WIVY, WAVE, WTRX, KVVU, WMMJ, WCHV, WZLQ.

OWNES & PRICE "New York Hold Her Tight" (Atlantic) 10/10

Rotations: Heavy 0, Medium 1/1, Light 9/9, Total Adds 10, WAEB, WSLF, WEIM, WAHR, WAGE, WAEB, KTYL, KOSW, WGSV, WSKI.

ANNE MURRAY "My Life's A Dance" (Capitol) 8/8

Rotations: Heavy 0, Medium 1/1, Light 7/7, Total Adds 8, WEIM, WKNE, WCKQ, WGSV, WAHR, WZLQ, WJON, KOSW.

SIMPLY RED "Money's Too Tight (To Mention)" (Elektra) 8/1

Rotations: Heavy 0, Medium 4/1, Light 4/0, Total Adds 1, WTN, Medium including KOST, WSLF, WMGN, Light: WAVE, KWAV, WMMJ, KALE.

The Call That Gets It All!



RADIO & RECORDS

(213)553-4330

AOR TRACKS

MOST ADDED

TRUMPET/Out (95)
 BON JOVI/Give (71)
 EDDIE MONEY/Take (48)
 BOB SEGER & THE SILVER...You (43)
 DAVID & DAVID/Welcome (34)
 BONNIE RAITT/Way (34)
 BILLY JOEL/Matter (33)
 GEORGE THOROGOOD/Reelin' (33)
 ICEHOUSE/Cross (26)
 FABULOUS THUNDERBIRDS/Look (25)

HOTTEST

STEVE WINWOOD/Higher (48)
 EURYTHMICS/Missionary (42)
 HUEY LEWIS/Stuck (42)
 VAN HALEN/Walks (40)
 GENESIS/Throwing (34)
 JOHN C. MELLENCAMP/Rumbleseat (31)
 PETER GABRIEL/Eyes (27)
 DARYL HALL/Dreamtime (22)
 DAVID LEE ROTH/Yankee (17)
 38 SPECIAL/Somebody (15)
 STEVE WINWOOD/Split (15)

CHART CLIMBERS

TRUMPET "Somebody's Out There" (MCA) 95/95 (0/0)
 Adds including WBAB, WNEV, WXRK, WDFE, WHYY, WKLS, KBPI, KLOS, KMET, KUPD, Heavy 9; Q107, WEBN, KORS, WAOX, KNKN, KISS, KFMB, KRK, KROU, Medium 74 including WMMR, KTXQ, KZEW, WSHE, WNOR, WLVO, WRIF, WDFM, KSHE, Debuts at #30.
 KIM MITCHELL "Patio Lanterns" (Atlantic) 94/12 (86/7)
 Adds including WXRK, WLLZ, KRQR, KSJO, WPYX, KQMG, WLAV, WWWW, KTYD, Heavy 22 including WBCN, Q107, WYMF, WLUP, WOUR, KLBJ, KNKN, WTUE, KZEL, WRUF, Medium 59 including WMMR, WHYY, KTXQ, KZEW, WSHE, WXRT, WOFM, KBCO, KGB, Moves 31-29.
 DAVID & DAVID "Welcome To The Boomtown" (A&M) 93/34 (62/17)
 Adds including WXRK, WDFE, WHYY, WKLS, KYYS, WOPH, KUPD, KOME, WZZO, Heavy 8; WLUP, KLBJ, KMOD, WIZN, WXRK, KSPN, KROU, KTYD, Medium 66 including WYYY, KZEW, KSRR, WXRT, WLVO, KBCO, KLOS, KMET, KGB, Moves 50-35.
 BILLY JOEL "A Matter Of Trust" (Columbia) 90/33 (58/57)
 Adds including WBCN, WDFE, KSRR, WNOR, KYYS, WPDH, WOUR, WAAF, WRDU, Heavy 39 including WBAB, WNEV, WXRK, WKLS, WSHE, WLVO, WPYX, WZZO, Medium 46 including WYYY, KBPI, KFOG, WHCN, WHEB, WEZX, KN3N, WIMZ, WRQK, Moves 43-26.
 BONNIE RAITT "No Way To Treat A Lady" (WB) 87/34 (55/28)
 Adds including WBAB, WHYY, KSRR, WLUP, WLVO, KRQR, WPYX, WZZO, WOUR, WROK, Heavy 10 including KZEW, KINK, WIOQ, WIMZ, KILO, KZEL, WIZN, KRIX, Medium 69 including WKLS, KTQX, WSHS, WNOR, WXRT, KBCO, KBPI, KGO, KFOG, Moves 51-34.
 VAN HALEN "Summer Nights" (WB) 75/4 (73/3)
 Adds including KRQR, WCMF, KNKN, KFMB, Heavy 35 including WXRK, WMMR, WDFE, WHYY, WLVO, WRIF, KMET, KUPD, KGB, KOME, Medium 36 including WYYY, WKLS, WNOR, KISW, WHCN, WEZX, WOUR, WAAF, WDMF, Moves 32-31.
 BON JOVI "You Give Love A Bad Name" (Mercury/PolyGram) 72/71 (0/0)
 Adds including WBAB, WNEV, WMMR, WKLS, KQMG, KRQR, KOME, WPYX, WHEB, Heavy 7 including WXRK, WHYY, KUPD, WPLR, WAOX, Medium 55 including KTXQ, KZEW, WEBN, WLVO, WRIF, KSHE, KGB, WEZX, WOUR, Debuts at #36.
 INXS "Kiss The Dirt (Falling...)" (Atlantic) 69/15 (55/17)
 Adds including WNEV, WLUP, KLOS, KFOG, WPDH, WCMF, KLBJ, KOMP, WWWW, Heavy 9; WBCN, WHYY, WLUR, WPLR, WIOQ, WAAF, WGR, WHMD, KRIX, Medium 51 including WXRK, KSRR, WSHE, WNOR, KROD, KUPD, 91X, KGB, KOME, Moves 52-38.
 QUIET RIOT "The Wild And The Young" (Pasha/CBS) 66/5 (62/3)
 Adds: KSJO, KLAQ, WIOQ, KKDJ, WOOJ, Heavy 3; KRIX, KRAL, KWHL, Medium 47 including WYYY, WHYY, WRIF, KSHE, KMET, KUPD, KGB, KOME, KISW, WEZX, Moves 53-49.
 ICEHOUSE "Cross The Border" (Chrysalis) 59/28 (35/14)
 Adds including WSHE, KGDN, KZAP, WHCN, WOUR, KNKN, WTUE, KDJK, WRKI, Heavy 6; WXRT, 91X, KRQR, KLO, KTCL, KROU, Medium 39 including WNEV, WOFM, KRQR, KUPD, KFOG, WPYX, WHEB, KLBJ, KEZO, Debuts at #53.
 BEAT FARMERS "Riverside" (MCA/Curb) 58/6 (58/4)
 Adds: WNOR, KAZY, KRQR, KISS, WXL, KSQY, Heavy 12 including WQFM, KUPD, 91X, KGB, KOME, KISW, WOUR, KLBJ, WWWW, Medium 32 including KTXQ, KYYS, KBCO, WHEB, WEZX, KNKN, WIDZ, KMOD, KILO, KZEL, Moves 44-42.
 PAUL McCARTNEY "Press" (Capitol) 58/2 (59/12)
 Adds: WXRT, KOLA, Heavy 10; WLUP, KTCZ, CFOX, WIMZ, WWCT, KZDK, WHMD, WCXT, WCPZ, KRQR, Medium 39 including WYYY, WBAB, WNEV, WXRK, WMMR, WKLS, WSHE, WLVO, KYYS, WPYX, Remains at #46.
 CINDERELLA "Shake Me" (Mercury/PolyGram) 56/7 (50/10)
 Adds: KSRR, KBP, WKDF, KOME, WHMD, KFMB, KFYZ, Heavy 5; WYSP, KISS, WXRK, KRIX, KRAL, Medium 42 including WYYY, WBAB, WXRK, WMMR, WHYY, KTXQ, KZEW, KYYS, WOFM, KSHE, Moves 55-50.
 BOB SEGER & THE SILVER BULLET BAND "It's You" (Capitol) 54/43 (10/2)
 Adds including KLOS, KGDN, WYX, WHCN, WHEB, WCMF, KNKN, WIOQ, WOT, WBLM, Heavy 17 including WHYY, WKLS, WZZO, WPDH, WAAF, WWWW, Medium 32 including WYYY, KSRR, WNOR, WEZX, WRXL, WRQK, KGGO, WLAV, WBA, Debuts at #40.
 SMITHEREENS "Blood & Roses" (Enigma) 54/11 (50/7)
 Adds including WHYY, WNOR, WCKG, KRQR, WHTF, WONE, KFMB, KPOL, WBLM, Heavy 8; WBCN, WNEV, WXRT, 91X, WHFS, WDHA, WOUR, KTYD, Medium 34 including KBCO, KGB, WHCN, WHEB, WPDH, KLBJ, KNKN, KILO, KDJK, KMBY, Moves 58-52.
 DAVID LEE ROTH "Goin' Crazy" (WB) 51/1 (51/2)
 Adds: KZAP, Heavy 20 including WXRK, WDFE, WHEB, KGB, KISW, WPYX, WHEB, KISS, WAPL, WWCT, Medium 28 including WBAB, WKLS, KTXQ, WNOR, KYYS, KSHE, WHCN, WOUR, KNKN, WQMF, Remains at #41.
 STEVE WINWOOD "Take It As It Comes" (Island) 48/9 (41/8)
 Adds: KOME, WPYX, WHEB, KEZO, KICT, KMBY, WXRK, WRUF, KOZZ, Heavy 20 including WEBN, KSHE, KFOG, KRQR, WZZO, WHCN, WEZX, WLAV, KILO, KZEL, Medium 24 including WBAB, WKLS, KTXQ, 91X, WQMF, WIDZ, WRQK, WFBQ, WIOQ, Moves 48-45.
 PAUL SIMON "You Can Call Me Al" (WB) 47/14 (34/34)
 Adds including WBAB, CHOM, WLUP, KYYS, KAZY, CFOX, WPYX, WTUE, KILO, Heavy 16 including WBCN, WKLS, WXRT, KTCZ, KBCO, WTKX, WONE, KSTM, KKCY, Medium 30 including WNEV, KZEW, WSHE, WPDH, WEZX, WIMZ, WRDU, WAPL, WLAV, Debuts at #48.
 EMERSON, LAKE & POWELL "The Score" (Polydor/PolyGram) 46/4 (49/17)
 Adds: KLBJ, KNKN, KILO, KRIX, Heavy 6; WMMR, WDFE, KZEW, WAOX, KLAQ, KISS, Medium 34 including WYYY, WXRK, WHYY, KUPD, KZAP, WPYX, WEZX, WIDZ, WAPL, Remains at #54.
 GENESIS "In Too Deep" (Atlantic) 44/6 (45/3)
 Adds: WLUP, CFOX, WCCC, WBRU, WAOX, WTR, Heavy 19 including KZEW, WLVO, KFOG, WPYX, WZZO, WIMZ, WLAV, KRGR, KTYD, Medium 22 including WNOR, KLOS, KMET, KINK, WHCN, WIDZ, WRQK, WTUE, WFBQ, WIOQ, KICT, Moves 49-47.
 38 SPECIAL "Heart's On Fire" (A&M) 43/10 (35/16)
 Adds: WYMF, KZAP, KNKN, WYV, KISS, WWCT, KQWB, WCXT, KRQK, KTYD, Heavy 21 including WLLZ, KGB, WTPA, WHEB, WKMG, WLAV, KILO, WWWW, WRUF, Medium 20 including WTXQ, WEBN, KMET, KUPD, KOME, WIDZ, KMOD, KMBY, KWHL, Debuts at #56.

DR. & THE MEDICS "Spirit In The Sky" (IRS/MCA) 36/1 (30/6)
 Adds: WXRK, Heavy 3; WLUR, WYSP, CFNY, Medium 19 including WNEV, Q107, KSRR, KSHE, KROQ, KOME, WHEB, WAAF, WRKI.
 BRUCE HORNSBY & THE RANGE "The Way It Is" (RCA) 28/4 (25/7)
 Adds: KLOL, KFOG, WEZX, WQBK, Powers 2; Heavy 13 including WLUP, KTCZ, KAZY, KBCO, WIOQ, WTUE, WLAV, KZEL, WWWW, Medium 11 including WNOR, WXRT, KORS, KLOS, WGR, WXRK, KSQY.
 LOVERBOY "Heaven In Your Eyes" (Columbia) 25/8 (16/9)
 Adds: KSJO, WKLC, WKOD, WKDF, WWCK, WXKE, WIOQ, KFMZ, WCPZ, Powers 1; Heavy 10 including WLVO, KLAQ, WIMZ, WSKS, WWCT, KZRR, KLPX, KROU, Medium 10 including WSHE, KBPI, WBLM, WOOJ, KRIX, WCXT, WZZO.
 RUN D.M.C. "Walk This Way" (Profile) 25/2 (28/7)
 Adds: WKDF, WWCK, Powers 3; Heavy 5; WKLC, WPLR, WIMZ, WSKS, WHMD, Medium 14 including WMMR, WLVO, KROQ, 91X, CFOX, CHEZ, WAAF, KLPX, WBLM.
 CHRIS THOMPSON "Love And Loneliness" (Atlantic) 25/2 (26/2)
 Adds: KGB, WHMD, Heavy 0; Medium 19 including WXRK, WOFM, KZAP, KOME, KMOD, KMBY, KLPX, WRKI, WRUF.
 GREAT WHITE "Face The Day" (Capitol) 24/6 (20/12)
 Adds: WBCN, WOUR, WAOX, WKDF, WAPL, WGR, Heavy 0; Medium 15 including WLLZ, KUPD, KGB, KOME, KISW, WHEB, KISS, KILO, KZEL.
 JACKSON BROWNE "Black And White" (Asylum) 23/7 (18/10)
 Adds: KNKN, WQBK, WXRK, KRIX, WCPZ, KZOO, KTYD, Heavy 2; KINK, KLBJ, Medium 16 including WLUP, KBCO, WAAF, WTUE, WLAV, KILO, WRUF, KOZZ.
 STEVE WINWOOD "Back In The High Life Again" (Island) 22/4 (18/1)
 Adds: KZEW, KRQR, WBRU, CFNY, Powers 2; Heavy 13 including WXRK, WXRT, WLVO, CHEZ, KLAQ, KKCY, WRKI, KRGR, Medium 8 including WNEV, KTCZ, KINK, KLBJ, KMOD, KZRR, KSTM.
 KENNY LOGGINS "Playing With The Boys" (Columbia) 21/19 (2/2)
 Adds including WZZO, WHCN, WIDZ, WIOQ, KICT, KZEL, KZEP, KFMB, KSQY, Heavy 2; WLVO, WIMZ, Medium 15 including WCCC, WRQK, WSKS, WWCK, KKDJ, KLPX, WRKI, WWWW, KRIX.
 EURYTHMICS "When Tomorrow Comes" (RCA) 21/5 (18/1)
 Adds: KBCO, WBRU, KNKN, WYX, WWWW, Powers 1; Heavy 11 including CHOM, KZEW, CHEZ, WIOQ, CFNY, KPOI, KRIX, KSPN, Medium 8 including WCKG, 91X, WPYX, WDHA, KEZO, KSTM, CGCL.
 ROD STEWART "Another Heartache" (WB) 19/6 (14/4)
 Adds: KZEW, KLOL, KGO, KKDJ, WCPZ, KOZZ, Heavy 8 including WZZO, CHEZ, WYV, KZEL, WWWW, WZEW, Medium 11 including KTYD, KGB, WKLC, WCCC, WIOQ, KZRR, WRUF.
 BOB SEGER & THE SILVER BULLET BAND "Living Inside My Heart" (EMI America) 18/4 (18/3)
 Adds: KAZY, WONE, WTUE, KVRE, Powers 1; Heavy 6 including KZEW, WLUP, KTCZ, KINK, KESI, Medium 10 including Q107, KBCO, WLAV, WYX, KKCY, KRGR, KGRQ.
 BRICKLIN "Even When You're Done With Me" (A&M) 18/2 (16/3)
 Adds: WNEV, WTPA, Heavy 3; WMMR, WIOQ, WYSP, Medium 12 including WEBN, WLVO, WZZO, WKLC, WDHA, WHEB, WHTF, WDMF.
 SHADOWFAX "What Goes Around" (Windham Hill) 18/1 (17/0)
 Adds: KRIX, Heavy 0; Medium 16 including WCKG, KBCO, KFOG, WPYX, WHCN, WRQK, KICT, WRKI, KOZZ.
 BLUESBUSTERS "Phone Don't Ring" (Landslide) 17/3 (17/6)
 Adds: WEZX, KSTM, KVRE, Heavy 2; KORS, KTCL, Medium 7; WXRT, KAZY, KBCO, WHFS, WONE, WAPL, KEZO.
 NEIL YOUNG "Weight Of The World" (Geffen) 16/7 (12/5)
 Adds including CFOX, WHFS, KLBJ, KNKN, KICT, KILO, Heavy 1; WWWW, Medium 13 including WKLS, WDHA, WHCN, KEZO, KLPX, WBLM, KZEP, KWHL.
 STEVE WINWOOD "Freedom Overspill" (Island) 16/3 (13/2)
 Adds: WKLC, WIMZ, WFBQ, Powers 1; Heavy 7; WLUP, WXRT, KFOG, WPYX, CFNY, WQBK, KSPN, Medium 9 including WCKG, WIOQ, KEZO, KICT, KLPX, KZEP.
 PETER GABRIEL "Big Time" (Geffen) 15/3 (13/3)
 Adds: CHOM, KNKN, WRKI, Powers 4; Heavy 9 including WDFE, KZEW, WLUP, WXRT, KROQ, 91X, WWRV, KVRE, Medium 4 including WBRU, KZEW, KSTM.

AOR ALBUMS

MOST ADDED

DAVID & DAVID (37)
 BILLY JOEL (36)
 BONNIE RAITT (34)
 GEORGE THOROGOOD (34)
 ICEHOUSE (21)
 FABULOUS THUNDERBIRDS (17)
 R.E.M. (16)
 INXS (15)
 TOP GUN (14)
 KIM MITCHELL (11)

HOTTEST

STEVE WINWOOD (62)
 GENESIS (47)
 EURYTHMICS (42)
 VAN HALEN (42)
 PETER GABRIEL (41)
 JOHN C. MELLENCAMP (31)
 DAVID LEE ROTH (18)
 GTR (16)
 38 SPECIAL (15)
 BIG COUNTRY (14)
 RUTHLESS PEOPLE (14)

NEW & ACTIVE

Continued from Page 79

BRICKLIN "Bricklin" (A&M) 18/2 (16/3)
 Adds: WNEV, WTPA, Heavy 3; WMMR, WIOQ, WYSP, Medium 12 including WEBN, WLVO, WZZO, WKLC, WDHA, WHEB, WHTF, WQMF.
 CROWDED HOUSE "Crowded House" (Capitol) 17/1 (16/3)
 Adds: KRGR, Heavy 1; WHMD, Medium 11 including WXRT, KBCO, CHEZ, WHEB, WMMR, KSTM, KKCY.
 TONIO K. "Romeo Unchained" (A&M) 15/4 (12/5)
 Adds: WHFS, WMMR, KTCL, CGCL, Powers 1; Heavy 2; WLUR, KSPN, Medium 6 including KROQ, WPLR, WIZN.
 PETER CASE "Peter Case" (Geffen) 15/1 (14/0)
 Adds: WSHE, Heavy 2; WHFS, KTCL, Medium 11 including WMMR, WXRT, KAZY, KBCO, CHEZ, WONE, WTUE, WMMR.
 HANK WILLIAMS JR. "Montana Cafe" (WB/Curb) 14/1 (14/1)
 Adds: WRDU, Heavy 3; KORS, WIMZ, WXRK, Medium 10; WKLS, KFOG, WHCN, WHTF, KEZO, KICT, KKDJ, KDJK, KZEP, KOZZ.
 F.M.U.K. "Indiscreet" (Portrait/CBS) 13/8 (6/4)
 Adds including WDHA, WHCN, WXKE, KSQY, Heavy 1; KSPN, Medium 6 including KLO, KLPX, WRUF, KROU.
 KEEP IT DARK "1st Down & Ten" (Elektra) 13/1 (13/6)
 Adds: KRGR, Heavy 2; WXRK, KESI, Medium 8 including KAZY, KINK, WONE, WTUE, WHMD, KRGR, KSPN.

CHART CLIMBERS — Charted tracks that are building in airplay but have yet to become Breakers. Numbers indicate total reports/adds; e.g., 80/40 means 80 total reports and 40 adds. (Figures in parentheses are last week's data.)

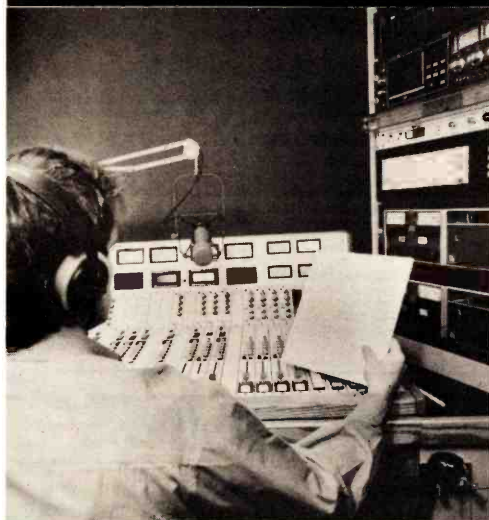
NEW & ACTIVE — Records building in airplay and coming closest to charting. Numbers indicate total reports/adds; e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

NEW & ACTIVE

FABULOUS THUNDERBIRDS "Look At That, Look At That" (CBS Associated) 44/25 (19/6)
 Adds including WQFM, KMET, WPYX, WHCN, WPDH, WEZX, WOUR, WIMZ, KISS, WLAV, Heavy 5; KZEW, KORS, WKQO, KPOL, KRIX, Medium 32 including KUPD, KISW, KNKN, WRKI, KLO, KMBY, KLPX, WRKI, WWWW.
 THOMPSON TWINS "Nothing In Common" (Arista) 36/6 (30/7)
 Adds: WXRT, CFOX, WHFS, WBRU, WWCT, WBLM, Powers 3; Heavy 10; CHOM, KAZY, KROQ, 91X, WLIR, WONE, WTUE, KKCY, KRQR, KZEL, Medium 23 including WNEV, KSRR, WLUP, KBCO, WZZO, WDHA, WLAV, WRKI, WWWW.
 RAINMAKERS "Let My People Go-Go" (Mercury/PolyGram) 35/12 (24/6)
 Adds including WYX, 91X, WHFS, WBRU, CFNY, WAPL, WXL, KGGO, KZZZ, Heavy 3; WLUP, KEZO, WHMD, Medium 16 including KYYS, WOFM, KBCO, WDHA, WEZX, WHYY, KICT, KILO.
 DAVID LEE ROTH "Ladies First In Buffalo" (WB) 33/4 (30/4)
 Adds: WIMZ, KZEL, KPOI, KOZZ, Heavy 9 including Q107, WLVO, WPYX, WEZX, KLAQ, WYV, WZEW, KTYD, Medium 22 including WEBN, KZAP, KFOG, WOUR, WIDZ, WRDU, WFBQ, KEZO, WIOQ, KICT.

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AOR TRACKS

Three Weeks	Two Weeks	Last Week		160 Reports	Total Reports/Adds	Power	Heavy	Medium
12	8	5	1	GENESIS/Throwing It All Away (Atlantic)	138+/10	34+	124+	13-
3	2	2	2	EURYTHMICS/Missionary Man (RCA)	142-/2	42+	114+	27-
-	4	3	3	HUEY LEWIS & THE NEWS/Stuck With You (Chrysalis)	142-/1	42+	107=	31-
17	11	9	4	PETER GABRIEL/In Your Eyes (Geffen)	124+/11	27+	88+	34-
1	1	1	5	STEVE WINWOOD/Higher Love (Island)	109-/0	48-	99-	5+
19	17	10	6	STEVE WINWOOD/Split Decision (Island)	125+/6	15+	82+	43-
4	3	4	7	VAN HALEN/Love Walks In (WB)	106-/1	40-	94-	12-
8	7	6	8	JOHN C. MELLENCAMP/Rumbleseat (Riva/PG)	105-/1	31-	89-	16-
23	18	11	9	NEIL YOUNG/Touch The Night (Geffen)	135+/4	10+	54+	75-
-	-	28	10	EDDIE MONEY/Take Me Home Tonight (Columbia)	133+/48	8+	47+	82+
-	25	15	11	DARYL HALL/Dreamtime (RCA)	115+/3	22+	74+	39-
-	36	23	12	R.E.M./Fall On Me (IRS/MCA)	130+/16	5+	35+	84-
29	26	22	13	DAVID LEE ROTH/Tobacco Road (WB)	113+/14	1-	57+	51-
24	22	16	14	GTR/The Hunter (Arista)	119+/5	14+	51+	61-
6	5	7	15	PETER GABRIEL/Red Rain (Geffen)	97-/1	12-	62-	32-
7	6	8	16	BIG COUNTRY/Look Away (Mercury/PG)	102-/0	13-	54-	41-
20	20	19	17	ZZ TOP/Velcro Fly (WB)	97+/7	9+	55+	41+
16	16	14	18	TOM COCHRANE & RED RIDER/Boy Inside The Man (Capitol)	103-/1	8=	47-	45-
33	30	27	19	FIXX/Built For The Future (MCA)	104+/18	2=	37+	61+
39	29	24	20	VAN MORRISON/Ivory Tower (Mercury/PG)	114+/5	3-	30+	73=
13	12	12	21	MICK JAGGER/Ruthless People (Epic)	87-/3	14-	51-	34-
37	31	26	22	GLASS TIGER/Don't Forget Me (When I'm Gone) (Manhattan)	97+/3	9+	46+	44-
15	15	18	23	MOODY BLUES/The Other Side Of Life (Polydor/PG)	85-/4	11=	40-	40-
48	28	25	24	BOB DYLAN/Got My Mind Made Up (Columbia)	104+/5	0-	22+	75+
5	9	13	25	38 SPECIAL/Somebody Like You (A&M)	76-/0	15-	53-	21-
-	43	43	26	BILLY JOEL/A Matter Of Trust (Columbia)	90+/33	7+	39+	46+
43	32	29	27	ALVIN LEE/Detroit Diesel (21/Atco)	97+/7	1=-	14+	74+
-	36	28	28	GEORGE THOROGOOD &.../Reelin' & Rockin' (EMI America)	101+/33	0=	13+	71+
35	33	31	29	KIM MITCHELL/Patio Lanterns (Atlantic)	94+/12	2=	22+	59+
DEBUT	30	30	30	TRIUMPH/Somebody's Out There (MCA)	95/95	0	9	74
36	34	32	31	VAN HALEN/Summer Nights (WB)	75+/4	2+	35+	36-
21	21	21	32	GENESIS/Land Of Confusion (Atlantic)	77-/5	7-	31-	44+
16	10	17	33	DAVID LEE ROTH/Yankée Rose (WB)	68-/0	17-	51-	12-
-	-	51	34	BONNIE RAITT/No Way To Treat A Lady (WB)	87+/34	1+	10+	69+
-	-	50	35	DAVID & DAVID/Welcome To The Boomtown (A&M)	93+/34	1+	8+	66+
DEBUT	36	36	36	BON JOVI/You Give Love A Bad Name (Mercury/PG)	72/71	0	7	55
40	38	35	37	MODELS/Cold Fever (Geffen)	77-/2	1+	11+	53-
-	60	52	38	INXS/Kiss The Dirt (Falling...) (Atlantic)	69+/15	1=	9+	51+
11	13	20	39	BOB SEGER & THE SILVER.../The Aftermath (Capitol)	43-/1	6+	23-	18-
DEBUT	46	46	46	BOB SEGER & THE SILVER.../It's You (Capitol)	54+/43	1=	17+	32+
45	42	41	41	DAVID LEE ROTH/Goin' Crazy (WB)	51-/1	0-	20+	28-
54	48	44	42	BEAT FARMERS/Riverside (MCA/Curb)	58/=6	1=	12+	32-
18	23	30	43	BRUCE HORNSBY & THE RANGE/Every Little Kiss (RCA)	55-/0	2-	18-	30-
41	41	39	44	HONEYMOON SUITE/What Does It Take (WB)	53-/2	2=	13-	35-
55	54	48	45	STEVE WINWOOD/Take It As It Comes (Island)	48+/9	0=	20+	24+
-	57	46	46	PAUL McCARTNEY/Press (Capitol)	58-/2	1-	10+	39-
42	46	49	47	GENESIS/In Too Deep (Atlantic)	44-/6	5+	19+	22-
DEBUT	48	48	48	PAUL SIMON/You Can Call Me Al (WB)	47+/14	4+	16+	30+
59	56	53	49	QUIET RIOT/The Wild And The Young (Pasha/CBS)	66+/5	1-	3=	47+
-	-	55	50	CINDERELLA/Shake Me (Mercury/PG)	56+/7	1=	5+	42+
38	37	37	51	DANNY WILDE/Isn't It Enough (Island)	42-/1	6=	18-	19-
-	-	58	52	SMITHEREENS/Blood & Roses (Enigma)	54+/11	1+	8+	34=
DEBUT	53	53	53	ICEHOUSE/Cross The Border (Chrysalis)	59+/26	1=	6=	39+
-	-	54	54	EMERSON, LAKE & POWELL/The Score (Polydor/PG)	46-/4	0=	6=	34-
57	47	47	55	ROB JUNGKLAS/Memphis Thing (Manhattan)	57-/1	0-	6-	36+
DEBUT	56	56	56	38 SPECIAL/Heart's On Fire (A&M)	43+/10	1=	21+	20-
2	14	33	57	FIXX/Secret Separation (MCA)	36-/0	4-	19-	11-
28	39	45	58	AC/DC/Who Made Who (Atlantic)	37-/0	3+	8-	26-
14	24	38	59	EMERSON, LAKE & POWELL/Touch & Go (Polydor/PG)	31-/0	5-	15-	14-
49	49	56	60	GENESIS/The Last Domino (Atlantic)	28-/1	0-	15-	10-

BREAKERS

EDDIE MONEY
Take Me Home Tonight (Columbia)
83% of our reporters on it.

GEORGE THOROGOOD & THE DESTROYERS
Reelin' & Rockin' (EMI America)
63% of our reporters on it.

ALVIN LEE
Detroit Diesel (21/Atco)
61% of our reporters on it.

THE FIXX
Built For The Future (MCA)
65% of our reporters on it.

GLASS TIGER
Don't Forget Me (When I'm Gone) (Manhattan)
61% of our reporters on it.

ZZ TOP
Velcro Fly (WB)
61% of our reporters on it.

GEFFEN RECORDS AND THE BAND IT BITES PROVE
One Picture Is Worth 80 Cameras



IT BITES
 THE BIG LAD IN THE WINDMILL

What's wrong with this picture?

The cover of the new It Bites album, *The Big Lad In The Windmill*, strays from the normal (or expected) in at least 26 different ways. List the ways the album jacket bends reality. Then send us your entry. For best results refer to your actual album cover.

Those with the most correct answers will win an It Bites compact disc, and will become eligible for the Grand Prize drawing, in which 80 Polaroid "Spectra-System" cameras will be awarded.

This contest is open to all AOR and CHR Program and Music Directors.
 It Bites. Do you?

IT BITES ENTRY FORM

NAME:

ADDRESS:

STATION:

TITLE:

PHONE:

PLEASE ATTACH YOUR LIST TO THIS FORM & MAIL TO:

IT BITES CONTEST
 c/o RADIO & RECORDS
 1930 CENTURY PARK WEST
 LOS ANGELES, CA 90067



GEFFEN RECORDS



"It Bites" Contest Rules

- To enter, list as many wrong or different things you have found in the graphics of the It Bites album jacket. Print your name, address, zip code, radio station, title and phone number on the entry form, with attached list of errors and send to:
IT BITES CONTEST
 c/o Radio & Records
 1930 Century Park West
 Los Angeles, Ca. 90067
- No mechanically reproduced entries are permitted.
- Enter as often as you wish. Each entry must be

- mailed separately.
- Winners names will be drawn at random.
- Grand prize winners will be notified by phone.
- No substitution of prizes. Prizes are non-transferable.
- This contest is open only to program directors and music directors who are citizens and residents of the United States.
- Employees, independent contractors, agents or representatives of The David Geffen Company, Geffen Records, Warner Bros. Records, Radio and Records and affiliated companies are not eligible.

- There will be eighty Grand Prizes, consisting of one Polaroid "Spectra-System" Camera, accompanied by the It Bites Compact Disc. Estimated retail value of each Grand Prize is approximately \$175. The number of Compact Discs awarded will depend on the number of correct entries received. The estimated retail value of each Compact Disc is \$15.
- No purchase necessary.
- Offer void where prohibited by law.
- Odds of winning depend upon the number of entries.
- Winner is responsible for all taxes on prizes.
- Winners names may be obtained by sending a self-

- addressed, stamped envelope to:
 Geffen Records
 9130 Sunset Blvd.
 Los Angeles, Ca. 90069
 At: It Bites Contest
- Entry forms with list of errors must be received by midnight, Monday, August 25, 1986.
- Geffen Records or Radio & Records is not responsible for lost or delayed entries.
- All interpretations of the rules and decisions by Geffen Records are final.
- Winner will be required to consent to use of name and likeness for publicity and advertising.

THE WAY HIS MUSIC
WAS MEANT TO BE...

LIVE

Thorogood

R&R DOUBLE BREAKERS!

TRACKS **28**
ALBUMS **23**

Featuring
**REELIN' &
ROCKIN'**
also includes
**Who Do You Love,
Bad To The Bone,
Bottom Of The Sea**
and more

Produced by Terry Manning
and The Delaware Destroyers
An EMI America/Hounder Records release



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AOR ALBUMS

160 Reports

AUGUST 8, 1986

Three Weeks	Two Weeks	Last Week	Rank	Album	Total Reports/Adds	Power	Heavy	Medium
2	2	1	1	STEVE WINWOOD/Back In The High Life (Island)	158-0	62-	149-	9=
1	1	2	2	GENESIS/Invisible Touch (Atlantic)	156-0	47+	145+	10-
3	3	3	3	PETER GABRIEL/So (Geffen)	154=2	41-	125-	27+
7	6	6	4	EURHYTHMICS/Revenge (RCA)	149-3	42+	118+	30-
6	5	5	5	DAVID LEE ROTH/Eat 'Em And Smile (WB)	130-0	18-	85=	41-
4	4	4	6	VAN HALEN/15150 (WB)	128=1	42-	107-	20+
—	19	11	7	NEIL YOUNG/Landing On Water (Geffen)	141+/5	10+	54+	81-
5	7	7	8	FIXX/Walkabout (MCA)	125-8	7-	52-	62+
9	9	9	9	38 SPECIAL/Strength In Numbers (A&M)	105-2	15-	68-	34-
14	11	10	10	JOHN C. MELLENCAMP/Scarecrow (Riva/PG)	106-1	31-	89-	17-
—	19	—	11	R.E.M./Lifes Rich Pageant (IRS/MCA)	132+/16	5+	35+	85-
17	16	13	12	GTR/GTR (Arista)	120-5	16+	52+	61-
13	10	8	13	BIG COUNTRY/The Seer (Mercury/PG)	105-0	14-	56-	43-
20	20	17	14	ZZ TOP/Afterburner (WB)	100+/4	9=	56+	44+
8	8	12	15	BOB SEGER & THE SILVER.../Like A Rock (Capitol)	95-10	7+	43-	46+
16	15	14	16	TOM COCHRANE & RED RIDER/Tom Cochrane & Red Rider (Capitol)	108-1	8=	48-	48-
—	31	—	17	BILLY JOEL/The Bridge (Columbia)	100+/36	7+	43+	51+
34	22	18	18	BOB DYLAN/Knocked Out Loaded (Columbia)	115+/4	1-	24+	83+
—	23	21	19	VAN MORRISON/No Guru, No Method, No Teacher (Mercury/PG)	114+/5	3-	31+	72=
11	12	16	20	MOODY BLUES/The Other Side Of Life (Polydor/PG)	93-4	11=	41-	47-
29	24	23	21	GLASS TIGER/The Thin Red Line (Manhattan)	103+/3	9+	47+	47-
12	13	15	22	RUTHLESS PEOPLE/Soundtrack (Epic)	88-3	14-	51-	35-
DEBUT	23	—	23	GEORGE THOROGOOD & THE DESTROYERS/Live (EMI America)	102 134	0	13	72
36	28	25	24	ALVIN LEE/Detroit Diesel (21/Atco)	103+/7	1=	15+	79+
28	27	26	25	KIM MITCHELL/Shakin' Like A Human Being (Atlantic)	99+/11	2=	22+	64+
18	18	22	26	BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)	75-2	4-	30-	40-
15	17	20	27	EMERSON, LAKE & POWELL/Emerson, Lake & Powell (Polydor/PG)	77-2	6-	20-	52-
19	21	24	28	ROD STEWART/Rod Stewart (WB)	79-3	1-	18-	58-
DEBUT	25	—	28	BONNIE RAITT/Nine Lives (WB)	88 134	1	10	70
—	36	—	29	DAVID & DAVID/Boomtown (A&M)	100+/37	1+	8+	72+
21	34	32	31	ICEHOUSE/Measure For Measure (Chrysalis)	75+/21	1-	17+	42+
31	29	28	32	MODELS/Out Of Mind Out Of Sight (Geffen)	79-2	1+	12-	54-
32	33	30	33	HONEYMOON SUITE/The Big Prize (WB)	60-2	3=	15-	40-
—	37	—	34	INXS/Listen Like Thieves (Atlantic)	70+/15	2=	10+	51+
24	32	35	35	FABULOUS THUNDERBIRDS/Tuff Enuff (CBS Associated)	62+/17	2=	12-	41+
22	31	—	36	TOP GUN/Soundtrack (Columbia)	53+/14	4-	21+	25-
39	40	39	37	BEAT FARMERS/Van Go (MCA/Curb)	60+/7	1=	12+	34=
25	25	29	38	JOAN ARMATRADING/Sleight Of Hand (A&M)	47-1	2-	16-	27-
—	40	—	39	QUIET RIOT/QR III (Pasha/CBS)	67+/5	1-	3=	48+
DEBUT	40	—	40	SMITHEREENS/Especially For You (Enigma)	56+/10	1+	8+	35-

BREAKERS

GEORGE THOROGOOD & THE DESTROYERS

Live (EMI America)
64% of our reporters on it.

DAVID & DAVID

Boomtown (A&M)
63% of our reporters on it.

BILLY JOEL

The Bridge (Columbia)
63% of our reporters on it.

KIM MITCHELL

Shakin' Like A Human Being (Atlantic)
62% of our reporters on it.

NEW & ACTIVE

CINDERELLA "Night Songs" (Mercury/PolyGram) 56/7 (50/10)

Adds: KSRR, KBPI, WKOF, KDMP, KFMX, KFMZ Powers 1, Heavy 5; WYSP, KISS, WXRC, KRIX, KTAL, Medium 4; including WYYY, WBAB, WXRK, WMMR, WHJY, KTXO, KZEW, KYYS, WOFM, KSHE.

DOCKEN "Under Lock And Key" (Elektra) 43/5 (45/3)

Adds: WHFB, WIMZ, KMBY, KFMZ, KRQU, Heavy 3; KISS, KILO, KTAL, Medium 32 including WXRK, WHJY, WOFM, KORS, KBPI, KLOS, KUPD, KGS, KOMA, WOUR.

NOTHING IN COMMON "Soundtrack" (Arista) 40/10 (30/7)

Adds: WXPRT, KTCZ, CFOX, WHFS, WBRU, WWOT, WBLM, KESI, KKGR, KGRQ, Powers 3, Heavy 10; CHOM, KAZY, KRQG, 91X, WLIR, WONE, WTUE, KKCY, KRQU, KOGL, Medium 26 including WNEW, KSRR, WLUP, KBCC, WZZO, WDH, WCCC, WLAV, WRKI, WWWW.

CHRIS THOMPSON "The High Cost Of Living" (Atlantic) 31/2 (33/2)

Adds: KGB, WHMD, Heavy 1; KSPN, Medium 23 including WXRK, WOFM, KZAP, KFOG, KOMA, WTUE, KMDD, KMBY, KLPX, WRKI.

JACKSON BROWNE "Lives In The Balance" (Asylum) 26/7 (22/7)

Adds: KNCN, WQBK, WXRK, KRIX, WCPZ, KZOO, KTYD, Powers 1, Heavy 3; WRIF, KINK, KLBU, Medium 18 including WLUP, WLLZ, KAZY, KBCC, WAAF, WTUE, WLAV, KILO, WRUF, KOZZ.

RUN D.M.C. "Raising Hell" (Profile) 26/2 (29/7)

Adds: WKDF, WWCK, Powers 3, Heavy 6; WKLC, WPLR, WIMZ, WSKS, WHMD, KOGL, Medium 14 including WMMR, WLVO, KRQQ, 91X, CFOX, CHEZ, WAAF, KLPX, WBLM.

ROONEY CROWELL "Street Language" (Columbia) 24/4 (28/0)

Adds: KTXO, WXPRT, KBCC, WKDF, Heavy 2; KZEL, KVRE, Medium 11 including KZAP, KFOG, KRQR, CHEZ, WEZX, KDJK, WIZN, WKLT, KZOO, KTYD.

SHADOWFAX "Too Far To Whisper" (Windham Hill) 23/1 (23/0)

Adds: KRIX, Heavy 0, Medium 20 including WXPRT, KBCC, KFOG, WPKX, WHCN, WRQK, KICT, WRKI, KKGR, KOZZ.

BLUESBUSTERS "Accept No Substitutes" (Landlode) 19/3 (18/5)

Adds: WEZX, KSTM, KVRE, Heavy 2; KORS, KTCL, Medium 8; WXPRT, KAZY, KBCC, WHFS, WONE, WAPL, KEZO, WWTB.

ROBERT PALMER "Riptide" (Island) 18/9 (12/0)

Adds: KRQD, WHEB, WAPL, WXPRT, KZEL, WQBK, WZEW, WCPZ, KZOO, Powers 2, Heavy 6 including CHOM, WNEW, WMMR, D107, Medium 7 including KGOB, WKGO, WSKS.

Continued on Page 75

AOR IS COMING AROUND TO

WHAT GOES AROUND BY SHADOWFAX

PLAY IT AND FIND OUT WHY. TAKEN FROM THE ALBUM

"TOO FAR TO WHISPER"

COMPACT DISC OUT NOW



WINDHAM HILL RECORDS

MIDWEST BREAKOUTS
 Genesis
 Janet Jackson
 Van Halen
 Loverboy
 Robert Palmer

HARD & LOOSE

WEST BREAKOUTS
 Kenny Loggins
 Art Of Noise
 Beatles
 Moody Blues
 Lisa Lisa

MIDWEST PARALLEL TWO

WKD/Akron, OH
 Bob Seger
 Billy Joel
 Genesis
 Kenny Loggins
 Survivor (dp)
 Steve Winwood 3-1
 Madonna 3-2
 COTY 14-6
 Miami Sound Machine 10-8
 Melissa Carrille 14-9

WKAL/Appleton/Oshkosh WI
 Rush/Freeflight
 ZZ Top
 Loverboy
 Paul McCartney
 Bob Seger
 Peter Cetera 1-2
 Jethro Tull 4-3
 Miami Sound Machine 6-3
 Miami 8-5
 Bananarama 10-7

WGCL/Cleveland, OH
 Local 60
 Anderson & Lorring
 Glass Tiger
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Steve Winwood 13-9
 Timex Social Club 17-10
 Bananarama 21-11

WNCN/Columbia, NC
 Richards/Fox
 Genesis
 Paul McCartney
 Rod Taylor
 Notetext
 Madonna 3-1
 Peter Cetera 1-2
 Timex Social Club 21-12
 Bananarama 19-8

KIKI/Davenport IA
 Jim O'Hara
 Anderson & Lorring
 Run D.M.C.
 Billy Ocean
 Genesis
 Moody Blues
 Loverboy
 Lionel Richie 6-5
 Berlin 13-7
 Bananarama 21-9
 Double 20-17
 Glass Tiger 21-11

WJTD/Dartmouth, OH
 John Robertson
 Anderson & Lorring
 Genesis
 Eddie Money
 Janet Jackson
 Miami Sound Machine
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Timex Social Club 5-2
 Jernaine Stewart 4-1
 Melissa Carrille 8-5
 Berlin 17-10

KRND/Denver, IA
 Glenn Sharp
 none
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 12-12
 Bananarama 18-16
 Timex Social Club 18-18

KZIQ/Duluth, MN
 Michael Sherman
 Billy Ocean
 Paul McCartney
 Anderson & Lorring (dp)
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 David Lee Roth 9-7
 Hotwood Suite 28-22
 Huey Lewis & The 30-24

WMEI/Fay, WA
 Tony Richards
 Miami Sound Machine
 Genesis
 Notetext
 Madonna 3-1
 Jernaine Stewart 4-3
 Steve Winwood 5-4
 Bananarama 8-5
 Melissa Carrille 17-7

WJON/Rockford, IL
 Bill Dwyer
 Anderson & Lorring
 Billy Ocean
 Janet Jackson
 Sheryl Crow
 Survivor (dp)
 Notetext
 Madonna 3-1
 Steve Winwood 4-2
 Lionel Richie 7-4
 Timex Social Club 12-11

WJOL/Grand Rapids, MI
 Clemons/Ola
 Genesis
 Paul McCartney
 Van Halen
 Billy Joel
 Bruce Springsteen
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Melissa Carrille 7-4
 Steve Winwood 9-7
 Lionel Richie 18-13

WJON/Grand Rapids, MI
 John Thomas
 Billy Joel
 Bob Seger
 Eddie Money
 Anita Baker
 Loverboy
 Robert Palmer
 Paul McCartney
 Notetext
 Madonna 3-1
 Jernaine Stewart 17-9
 Berlin 18-10
 Anderson & Lorring 28-18

KCMQ/Columbia, MO
 Turin Baker
 Janet Jackson
 Genesis
 Robert Palmer
 Jethro Tull
 Jethro Tull
 Notetext
 Madonna 3-1
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WYFV/Wichita, KS
 Larry Swan
 KISS
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WYFV/Wichita, KS
 Stan Man
 Regina
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WYFV/Wichita, KS
 Stan Man
 Regina
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WJOL/Grand Rapids, MI
 Elvyn
 Thompson Twins
 Timex Social Club
 John Cougar
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 17-9
 Berlin 18-10
 Anderson & Lorring 28-18

KMCO/Columbia, MO
 Turin Baker
 Janet Jackson
 Genesis
 Robert Palmer
 Jethro Tull
 Jethro Tull
 Notetext
 Madonna 3-1
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

KYTV/Oak Brook, IL
 Hev Babin
 Journey
 Genesis
 Robert Palmer
 Van Halen (dp)
 Notetext
 Madonna 3-1
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WYFV/Wichita, KS
 Stan Man
 Regina
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WYFV/Wichita, KS
 Stan Man
 Regina
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WSPD/Stevens Point, WI
 Douly/Stratton
 Genesis
 Sheryl Crow
 Janet Jackson
 Timex Social Club
 Notetext
 Madonna 3-1
 Steve Winwood 3-3
 Bananarama 4-4
 Bowie 4-5
 Huey Lewis & The 32-22

KMGZ/Fresno, CA
 Barry Carter
 Lisa Lisa
 Simple Mind
 Notetext
 Madonna 3-1
 Steve Winwood 3-3
 Bananarama 4-4
 Bowie 4-5
 Huey Lewis & The 32-22

KYNO/Fresno, CA
 Walker/Davis
 Genesis
 Lisa Lisa
 Simple Mind
 Notetext
 Madonna 3-1
 Steve Winwood 3-3
 Bananarama 4-4
 Bowie 4-5
 Huey Lewis & The 32-22

KMGZ/Fresno, CA
 Barry Carter
 Lisa Lisa
 Simple Mind
 Notetext
 Madonna 3-1
 Steve Winwood 3-3
 Bananarama 4-4
 Bowie 4-5
 Huey Lewis & The 32-22

WJTD/Dartmouth, OH
 John Robertson
 Anderson & Lorring
 Genesis
 Eddie Money
 Janet Jackson
 Miami Sound Machine
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 David Lee Roth 9-7
 Hotwood Suite 28-22
 Huey Lewis & The 30-24

WMEI/Fay, WA
 Tony Richards
 Miami Sound Machine
 Genesis
 Notetext
 Madonna 3-1
 Jernaine Stewart 4-3
 Steve Winwood 5-4
 Bananarama 8-5
 Melissa Carrille 17-7

WJON/Grand Rapids, MI
 Clemons/Ola
 Genesis
 Paul McCartney
 Van Halen
 Billy Joel
 Bruce Springsteen
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Melissa Carrille 7-4
 Steve Winwood 9-7
 Lionel Richie 18-13

WJON/Grand Rapids, MI
 John Thomas
 Billy Joel
 Bob Seger
 Eddie Money
 Anita Baker
 Loverboy
 Robert Palmer
 Paul McCartney
 Notetext
 Madonna 3-1
 Jernaine Stewart 17-9
 Berlin 18-10
 Anderson & Lorring 28-18

WEST PARALLEL TWO

KNM/Albuquerque/Santa Fe, NM
 Stucker/Rountree
 Genesis
 Van Halen
 Janet Jackson
 Patti LaBelle
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

KIKX/Colorado Springs, CO
 John Danzler
 Van Halen
 Janet Jackson
 Patti LaBelle
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

KXKB/Bakersfield, CA
 Squares/Kemper
 Berlin
 John Cougar
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WAZL/Marysville, IN
 Kistal/Lois
 Van Halen (dp)
 Jethro Tull (dp)
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

KZUU/Spokane, WA
 John Langan
 Lover Speaks
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

KKAZ/Charlottesville, VA
 Jack Alexander
 Bob Seger
 Sheryl Crow
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

KRGT/Tucson, AZ
 GOR/Juanone
 Genesis
 Sheryl Crow
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Jernaine Stewart 3-3
 Hotwood Suite 18-8
 MI Special 13-9
 Michael McDonald 21-13

WJTD/Dartmouth, OH
 John Robertson
 Anderson & Lorring
 Genesis
 Eddie Money
 Janet Jackson
 Miami Sound Machine
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 David Lee Roth 9-7
 Hotwood Suite 28-22
 Huey Lewis & The 30-24

WMEI/Fay, WA
 Tony Richards
 Miami Sound Machine
 Genesis
 Notetext
 Madonna 3-1
 Jernaine Stewart 4-3
 Steve Winwood 5-4
 Bananarama 8-5
 Melissa Carrille 17-7

WJON/Grand Rapids, MI
 Clemons/Ola
 Genesis
 Paul McCartney
 Van Halen
 Billy Joel
 Bruce Springsteen
 Notetext
 Peter Cetera 1-1
 Madonna 3-2
 Melissa Carrille 7-4
 Steve Winwood 9-7
 Lionel Richie 18-13

WJON/Grand Rapids, MI
 John Thomas
 Billy Joel
 Bob Seger
 Eddie Money
 Anita Baker
 Loverboy
 Robert Palmer
 Paul McCartney
 Notetext
 Madonna 3-1
 Jernaine Stewart 17-9
 Berlin 18-10
 Anderson & Lorring 28-18

Music Key: (DP) indicates the song is getting play during certain parts of the day and/or night. (RA) indicates the song was dropped from the playlist then readded.

Breakouts are records not included in the regional most added, but which have five or more adds in a region, and fewer than 50 stations overall.

WEEK # 26 AIR Priorities WEEK # 26

Listen to the selections listed below. Decide if each has the potential to attain Top 40 or Top 25 in the R&R National Airplay Chart. Then call in your responses to AIR at 301-964-5544. Deadline for CHR response is 6pm, Wednesday, August 13, 1986.

TITLE	ARTIST	LABEL
YOU CAN CALL ME AL PARANOIMIA	PAUL SIMON	WB
LOVE ALWAYS	THE ART OF NOISE WITH MAX HEADROOM	CHRYSLIS
THE STORY OF MY LIFE	EL DeBARGE	GORDY/MOTOWN
SWEET LOVE	NEIL DIAMOND	COLUMBIA
	ANITA BAKER	ELEKTRA

COMPETITION # 5

AIR (Active Industry Research) is a nationwide network of program and music directors who assess CHR music for artist managers, producers and record companies.

Active Industry Research • P.O. BOX 1136 • COLUMBIA, MARYLAND 21044 • 301-964-5544

PARALLELS

F

FABULOUS THUNDERBIRDS

Wrap It Up (CBS/Associated)
LP: Tuff Enuff

Regional Summary
Reach UP 5
S 348
M 218
W 408

National Summary
UP 5
DEBITS 5
SAME 21
DOWN 0
ADDS 28

68/28 28%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
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WVLA 31-12

P2 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
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WVLA 31-12

P3 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
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WVLA 26-12
WVLA 27-12
WVLA 28-12
WVLA 29-12
WVLA 30-12
WVLA 31-12

GLASS TIGER

Don't Forget Me (Manhattan)
LP: The Thin Red Line

Regional Summary
Reach UP 141
S 788
M 811
W 813

National Summary
UP 147
DEBITS 10
SAME 28
DOWN 0
ADDS 7

188/7 80%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
WVLA 24-12
WVLA 25-12
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WVLA 31-12

P2 EAST
WVLA 11-30
WVLA 18-10
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WVLA 31-12

P3 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
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WVLA 26-12
WVLA 27-12
WVLA 28-12
WVLA 29-12
WVLA 30-12
WVLA 31-12

HONEYMOON SUITE

What Does It Take (WB)
LP: Big Prize

Regional Summary
Reach UP 40
S 488
M 278
W 218

National Summary
UP 40
DEBITS 6
SAME 23
DOWN 0
ADDS 3

72/3 31%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
WVLA 24-12
WVLA 25-12
WVLA 26-12
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P2 EAST
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P3 EAST
WVLA 11-30
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WVLA 29-12
WVLA 30-12
WVLA 31-12

JANET JACKSON

When I Think Of You (A&M)
LP: Control

Regional Summary
Reach UP 11
S 848
M 658
W 608

National Summary
UP 11
DEBITS 19
SAME 45
DOWN 0
ADDS 69

144/68 62%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
WVLA 24-12
WVLA 25-12
WVLA 26-12
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P2 EAST
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P3 EAST
WVLA 11-30
WVLA 18-10
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WVLA 26-12
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WVLA 28-12
WVLA 29-12
WVLA 30-12
WVLA 31-12

JETS

Private Number (MCA)
LP: The Jets

Regional Summary
Reach UP 7
S 748
M 318
W 408

National Summary
UP 7
DEBITS 9
SAME 25
DOWN 0
ADDS 23

64/23 27%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
WVLA 24-12
WVLA 25-12
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P2 EAST
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P3 EAST
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WVLA 29-12
WVLA 30-12
WVLA 31-12

G

GENESIS

Throwing It All Away (Atlantic)
LP: Invisible Touch

Regional Summary
Reach UP 0
S 628
M 658
W 608

National Summary
UP 0
DEBITS 0
SAME 1
DOWN 0
ADDS 142

143/142 61%
BREAKER

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
WVLA 24-12
WVLA 25-12
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P2 EAST
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P3 EAST
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WVLA 30-12
WVLA 31-12

H

DARYL HALL

Dreamtime (RCA)
LP: Three Hearts In The Happy Ending Machine

Regional Summary
Reach UP 19
S 988
M 938
W 988

National Summary
UP 19
DEBITS 46
SAME 47
DOWN 0
ADDS 4

218/4 84%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
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P2 EAST
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P3 EAST
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WVLA 26-12
WVLA 27-12
WVLA 28-12
WVLA 29-12
WVLA 30-12
WVLA 31-12

BRUCE HORNBY & THE RANGE

Every Little Kiss (RCA)
LP: The Way It Is

Regional Summary
Reach UP 17
S 708
M 308
W 308

National Summary
UP 17
DEBITS 19
SAME 25
DOWN 1
ADDS 7

59/7 25%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
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WVLA 22-12
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P2 EAST
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P3 EAST
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WVLA 30-12
WVLA 31-12

MICK JAGGER

Ruthless People (Epic)
LP: "Ruthless People" Soundtrack

Regional Summary
Reach UP 14
S 448
M 338
W 338

National Summary
UP 14
DEBITS 12
SAME 48
DOWN 0
ADDS 14

88/14 38%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
WVLA 24-12
WVLA 25-12
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P2 EAST
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P3 EAST
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WVLA 30-12
WVLA 31-12

BILLY JOEL

It's A Matter Of Trust (Columbia)
LP: The Bridge

Regional Summary
Reach UP 6
S 568
M 378
W 378

National Summary
UP 6
DEBITS 15
SAME 40
DOWN 0
ADDS 40

101/40 43%
N&A

P1 EAST
WVLA 11-30
WVLA 18-10
WVLA 19-12
WVLA 20-12
WVLA 21-12
WVLA 22-12
WVLA 23-12
WVLA 24-12
WVLA 25-12
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P2 EAST
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P3 EAST
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WVLA 30-12
WVLA 31-12

PARALLELS

K

KLYMAXX Man Size Love (MCA) LP: Running Scared Soundtrack. Regional Summary: 1727 74%. National Summary: DEBITS 21, SAME 24, DOWNS 1, ADDS 0.

HUEY LEWIS & THE NEWS Stock With You (Chrysalis) LP: Funk. Regional Summary: 231/3 99%. National Summary: DEBITS 22, SAME 22, DOWNS 0, ADDS 0.

Huey Lewis & News Continued. R02 26-31, R03 26-31, R04 26-31, R05 26-31, R06 26-31, R07 26-31, R08 26-31, R09 26-31, R10 26-31, R11 26-31, R12 26-31, R13 26-31, R14 26-31, R15 26-31, R16 26-31, R17 26-31, R18 26-31, R19 26-31, R20 26-31, R21 26-31, R22 26-31, R23 26-31, R24 26-31, R25 26-31, R26 26-31, R27 26-31, R28 26-31, R29 26-31, R30 26-31, R31 26-31, R32 26-31, R33 26-31, R34 26-31, R35 26-31, R36 26-31, R37 26-31, R38 26-31, R39 26-31, R40 26-31, R41 26-31, R42 26-31, R43 26-31, R44 26-31, R45 26-31, R46 26-31, R47 26-31, R48 26-31, R49 26-31, R50 26-31, R51 26-31, R52 26-31, R53 26-31, R54 26-31, R55 26-31, R56 26-31, R57 26-31, R58 26-31, R59 26-31, R60 26-31, R61 26-31, R62 26-31, R63 26-31, R64 26-31, R65 26-31, R66 26-31, R67 26-31, R68 26-31, R69 26-31, R70 26-31, R71 26-31, R72 26-31, R73 26-31, R74 26-31, R75 26-31, R76 26-31, R77 26-31, R78 26-31, R79 26-31, R80 26-31, R81 26-31, R82 26-31, R83 26-31, R84 26-31, R85 26-31, R86 26-31, R87 26-31, R88 26-31, R89 26-31, R90 26-31, R91 26-31, R92 26-31, R93 26-31, R94 26-31, R95 26-31, R96 26-31, R97 26-31, R98 26-31, R99 26-31, R100 26-31.

PATTI LABELLE Oh, People (MCA) LP: Winner in Vinyl. Regional Summary: 106/14 45%. National Summary: DEBITS 22, SAME 42, DOWNS 0, ADDS 1.

LOVERBOY Heaven in Your Eyes (Columbia) LP: Top Gun! Soundtrack. Regional Summary: 170/37 73%. National Summary: DEBITS 47, SAME 11, DOWNS 0, ADDS 37.

M

MADONNA Papa Don't Preach (Sire/WB) LP: True Blue. Regional Summary: 233/0 100%. National Summary: DEBITS 0, SAME 82, DOWNS 16, ADDS 0.

PAUL McCARTNEY Press (Capitol) LP: Press To Play. Regional Summary: 151/9 66%. National Summary: DEBITS 43, SAME 21, DOWNS 0, ADDS 9.

MARY JANE GIRLS Walk Like A Man (Motown) LP: The Way It Is. Regional Summary: 86/0 37%. National Summary: DEBITS 50, SAME 6, DOWNS 1, ADDS 0.

MICHAEL McDONALD Sweet Freedom (MCA) LP: Running Scared. Regional Summary: 213/1 91%. National Summary: DEBITS 5, SAME 25, DOWNS 2, ADDS 1.

JOHN COUGAR MELLENCAMP Rumbleseat (PolyGram) LP: Scarecrow. Regional Summary: 141/4 61%. National Summary: DEBITS 3, SAME 29, DOWNS 3, ADDS 4.

MIAMI SOUND MACHINE Words Get In The Way (Epic) LP: Primitive Love. Regional Summary: 180/10 82%. National Summary: DEBITS 15, SAME 21, DOWNS 2, ADDS 10.

Continued On Next Column

PARALLELS

MIKE & THE MECHANICS
Taken In (Atlantic)
LP: Mike & The Mechanics

Regional Summary
Reach UP 131
E 698
S 788
M 758
W 718

172/1 74%
National Summary
UP 131
DEBITS 2
SAME 34
DOWN 1
ADDS 1

P1 BOOTH
KAY 20-17
KAY 20-17
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P2 BOOTH
KAY 20-17
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P3 BOOTH
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EAST
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MIDWEST
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KAY 20-17

NU SHOZ
Point Of No Return (Atlantic)
LP: Poisside

Regional Summary
Reach UP 25
E 248
S 158
M 118
W 528

190/2 82%
National Summary
UP 132
DEBITS 1
SAME 39
DOWN 16
ADDS 2

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
KAY 20-17
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P3 BOOTH
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SOUTHWEST
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SOUTHEAST
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REGIONAL
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NORTHEAST
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MIDWEST
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KAY 20-17

JEFFREY OSBORNE
You Should Be Mine (A&M)
LP: Emotional

Regional Summary
Reach UP 132
E 958
S 788
M 828
W 798

190/2 82%
National Summary
UP 132
DEBITS 1
SAME 39
DOWN 16
ADDS 2

P1 BOOTH
KAY 20-17
KAY 20-17
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P2 BOOTH
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P3 BOOTH
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SOUTHWEST
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SOUTHEAST
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REGIONAL
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NORTHWEST
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NORTHEAST
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MIDWEST
KAY 20-17
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KAY 20-17

REGINA
Baby Love (Atlantic)
LP: Emotional

Regional Summary
Reach UP 132
E 848
S 758
M 758
W 818

192/11 82%
National Summary
UP 132
DEBITS 20
SAME 25
DOWN 2
ADDS 11

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
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P3 BOOTH
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NORTHEAST
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REGIONAL
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NORTHWEST
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NORTHEAST
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MIDWEST
KAY 20-17
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KAY 20-17

DAVID LEE ROTH
Yankee Rose (WB)
LP: Eat Em And Smile

Regional Summary
Reach UP 107
E 718
S 628
M 578
W 568

149/5 84%
National Summary
UP 107
DEBITS 12
SAME 25
DOWN 0
ADDS 5

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
KAY 20-17
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P3 BOOTH
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EAST
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NORTHWEST
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SOUTHWEST
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SOUTHEAST
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REGIONAL
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KAY 20-17

NORTH
KAY 20-17
KAY 20-17
KAY 20-17

SOUTH
KAY 20-17
KAY 20-17
KAY 20-17

NORTHWEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTHEAST
KAY 20-17
KAY 20-17
KAY 20-17

MIDWEST
KAY 20-17
KAY 20-17
KAY 20-17

MONKEYS
That Was Then, This Is Now (Arista)
LP: Then & Now... The Best Of The Monkeys

Regional Summary
Reach UP 103
E 788
S 678
M 708
W 678

164/8 70%
National Summary
UP 103
DEBITS 1
SAME 40
DOWN 4
ADDS 6

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P3 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

EAST
KAY 20-17
KAY 20-17
KAY 20-17

WEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTH
KAY 20-17
KAY 20-17
KAY 20-17

SOUTH
KAY 20-17
KAY 20-17
KAY 20-17

NORTHWEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTHEAST
KAY 20-17
KAY 20-17
KAY 20-17

MIDWEST
KAY 20-17
KAY 20-17
KAY 20-17

BILLY OCEAN
Love Zone (Arista)
LP: Love Zone

Regional Summary
Reach UP 80
E 898
S 758
M 688
W 858

182/32 78%
National Summary
UP 80
DEBITS 37
SAME 12
DOWN 1
ADDS 32

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P3 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

EAST
KAY 20-17
KAY 20-17
KAY 20-17

WEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTH
KAY 20-17
KAY 20-17
KAY 20-17

SOUTH
KAY 20-17
KAY 20-17
KAY 20-17

NORTHWEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTHEAST
KAY 20-17
KAY 20-17
KAY 20-17

MIDWEST
KAY 20-17
KAY 20-17
KAY 20-17

ROBERT PALMER
I Didn't Mean To Turn You On (Island)
LP: Riposte

Regional Summary
Reach UP 11
E 318
S 238
M 218
W 198

55/52 24%
National Summary
UP 11
DEBITS 0
SAME 1
DOWN 1
ADDS 52

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P3 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

EAST
KAY 20-17
KAY 20-17
KAY 20-17

WEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTH
KAY 20-17
KAY 20-17
KAY 20-17

SOUTH
KAY 20-17
KAY 20-17
KAY 20-17

NORTHWEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTHEAST
KAY 20-17
KAY 20-17
KAY 20-17

MIDWEST
KAY 20-17
KAY 20-17
KAY 20-17

LIONEL RICHIE
Dancing On The Ceiling (Motown)
LP: Say You, Say Me

Regional Summary
Reach UP 210
E 1008
S 908
M 1008
W 1008

232/1 100%
National Summary
UP 210
DEBITS 0
SAME 19
DOWN 2
ADDS 1

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P3 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

EAST
KAY 20-17
KAY 20-17
KAY 20-17

WEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTH
KAY 20-17
KAY 20-17
KAY 20-17

SOUTH
KAY 20-17
KAY 20-17
KAY 20-17

NORTHWEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTHEAST
KAY 20-17
KAY 20-17
KAY 20-17

MIDWEST
KAY 20-17
KAY 20-17
KAY 20-17

RUN D.M.C.
Walk This Way (Profile)
LP: King Of Rock

Regional Summary
Reach UP 91
E 758
S 618
M 618
W 778

183/19 79%
National Summary
UP 91
DEBITS 43
SAME 32
DOWN 19
ADDS 1

P1 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P2 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

P3 BOOTH
KAY 20-17
KAY 20-17
KAY 20-17

EAST
KAY 20-17
KAY 20-17
KAY 20-17

WEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTH
KAY 20-17
KAY 20-17
KAY 20-17

SOUTH
KAY 20-17
KAY 20-17
KAY 20-17

NORTHWEST
KAY 20-17
KAY 20-17
KAY 20-17

NORTHEAST
KAY 20-17
KAY 20-17
KAY 20-17

PARALLELS

S

SIMPLY RED

Money\$ Too Tight (Elektra)
LP Picture Book

104/16 46% National Summary
Reach UP 44
E 49%
S 41%
M 39%
DOWN 1
ADDS 15

Regional	Summary
Re/Ch	UP 44
E 49%	DEBITS 12
S 41%	SAHE 32
M 39%	DOWN 1
ADDS 15	

Regional	Summary
Re/Ch	UP 44
E 49%	DEBITS 12
S 41%	SAHE 32
M 39%	DOWN 1
ADDS 15	

PAUL SIMON

You Can Call Me Al (WB)
LP Graceland

72/17 31% National Summary
Reach UP 3
E 25%
S 38%
M 26%
DOWN 0
ADDS 17

Regional	Summary
Re/Ch	UP 3
E 25%	DEBITS 14
S 38%	SAHE 38
M 26%	DOWN 0
ADDS 17	

Regional	Summary
Re/Ch	UP 3
E 25%	DEBITS 14
S 38%	SAHE 38
M 26%	DOWN 0
ADDS 17	

THOMPSON TWINS

Nothing In Common (Arista)
LP Nothing In Common Soundtrack

62/13 27% National Summary
Reach UP 11
E 28%
S 14%
M 58%
DOWN 0
ADDS 13

Regional	Summary
Re/Ch	UP 11
E 28%	DEBITS 9
S 14%	DOWN 0
M 58%	ADDS 13

Regional	Summary
Re/Ch	UP 11
E 28%	DEBITS 9
S 14%	DOWN 0
M 58%	ADDS 13

VAN HALEN

Love Walks In (WB)
LP 5150

140/65 60% National Summary
Reach UP 13
E 75%
S 56%
M 58%
DOWN 0
ADDS 5

Regional	Summary
Re/Ch	UP 13
E 75%	DEBITS 38
S 56%	SAHE 34
M 58%	DOWN 0
ADDS 5	

Regional	Summary
Re/Ch	UP 13
E 75%	DEBITS 38
S 56%	SAHE 34
M 58%	DOWN 0
ADDS 5	

STEVE WINWOOD

Higher Love (Island/WB)
LP Back In The High Life

233/1 100% National Summary
Reach UP 201
E 100%
S 100%
M 100%
DOWN 3
ADDS 1

Regional	Summary
Re/Ch	UP 201
E 100%	DEBITS 3
S 100%	SAHE 29
M 100%	DOWN 3
ADDS 1	

Regional	Summary
Re/Ch	UP 201
E 100%	DEBITS 3
S 100%	SAHE 29
M 100%	DOWN 3
ADDS 1	

STACY Q

Two Of Hearts (Atlantic)

82/21 35% National Summary
Reach UP 33
E 36%
S 36%
M 19%
DOWN 1
ADDS 21

Regional	Summary
Re/Ch	UP 33
E 36%	DEBITS 12
S 36%	SAHE 16
M 19%	DOWN 1
ADDS 21	

Regional	Summary
Re/Ch	UP 33
E 36%	DEBITS 12
S 36%	SAHE 16
M 19%	DOWN 1
ADDS 21	

38 SPECIAL

Somebody Like You (A&M)
LP Somebody In Numbers

130/7 56% National Summary
Reach UP 68
E 50%
S 55%
M 61%
DOWN 1
ADDS 7

Regional	Summary
Re/Ch	UP 68
E 50%	DEBITS 16
S 55%	SAHE 39
M 61%	DOWN 1
ADDS 7	

Regional	Summary
Re/Ch	UP 68
E 50%	DEBITS 16
S 55%	SAHE 39
M 61%	DOWN 1
ADDS 7	

WHAM!

The Edge Of Heaven (Columbia)
LP Music From The Edge Of Heaven

210/0 90% National Summary
Reach UP 161
E 93%
S 79%
M 95%
DOWN 1
ADDS 9

Regional	Summary
Re/Ch	UP 161
E 93%	DEBITS 0
S 79%	SAHE 14
M 95%	DOWN 1
ADDS 9	

Regional	Summary
Re/Ch	UP 161
E 93%	DEBITS 0
S 79%	SAHE 14
M 95%	DOWN 1
ADDS 9	

W

Regional

Re/Ch	UP 161
E 93%	DEBITS 0
S 79%	SAHE 14
M 95%	DOWN 1
ADDS 9	

Z

Regional

Re/Ch	UP 161
E 93%	DEBITS 0
S 79%	SAHE 14
M 95%	DOWN 1
ADDS 9	

CONTEMPORARY HIT RADIO

BREAKERS

LOVERBOY

Heaven In Your Eyes (Columbia)

73% of our reporters playing it. Moves: Up 35, Debuts 47, Same 51, Down 0, Adds 37 including KTKS, Y100, B97, Z95, 92X, KMJK, KWSS. See Parallels, debuts at number 39 on the CHR chart.

JANET JACKSON

When I Think Of You (A&M)

62% of our reporters playing it. Moves: Up 11, Debuts 19, Same 45, Down 0, Adds 69 including WNYS, Z100, B94, Z93, B96, WL0L, KIIS. Complete airplay in Parallels.

GENESIS

Throwing It All Away (Atlantic)

61% of our reporters playing it. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 142 including PRO-FM, Q107, B97, WMMS, KDWB, KIIS, KMEL. Complete airplay in Parallels.

VAN HALEN

Love Walks In (WB)

60% of our reporters playing it. Moves: Up 13, Debuts 38, Same 34, Down 0, Adds 55 including WNYS, WAVA, 94Q, WKTI, KIIS, KWDD, KPLZ. Complete airplay in Parallels.

NEW & ACTIVE

36 SPECIAL "Somebody Like You" (A&M) 3/0/7

Moves: Up 68, Debuts 16, Same 39, Down 0, Adds 7, WKSE, 95INZ, Q102, Y108, RI-104, WAPE, KKXL, KEGJ, 19-R, KWK 36-29, K104 35-29, WAMX 16-12, WGGZ 21-16, WOKI 31-24, WLR5 39-31, WZYD 36-31.
PATTI LABELLE "Oh, People" (MCA) 10/6/4
 Moves: Up 28, Debuts 22, Same 42, Down 0, Adds 14 including WCAU, WVVZ, Z299, Q100, KZZB, KEZB, WWSI, WWSK 27-22, WBBN 38-33, WKSE 20-11, Z93 32-29, 95R6 36-29, WWSB 31-29, KMJK 40-32, KQCR 30-26.
SIMPLY RED "Money Too Tight (No Mention)" (Elektra) 10/4/15
 Moves: Up 44, Debuts 12, Same 32, Down 1, Adds 15 including PRO-FM, Y100, WRSR, WLS, KDWB, KMIN, KZZB, KIYS, KNIN, 99KQ, 94Q 28-25, KWK 40-36, KUBE 31-24, WZOU 28-21, WNNK 29-22.
BILLY JOEL "A Matter Of Trust" (Columbia) 10/1/0
 Moves: Up 6, Debuts 15, Same 40, Down 0, Adds 40 including WKSS, WFRD, WRSR, WLS, KDWB, WNNK, Q100, WERZ, WNNK, WSPK, 93Q, Q106, WHYH, WJOL 35-28, KRLZ 34-31, KNMD 38-30, KLUCC 40-30.
MICK JAGGER "Ruthless People" (Epic) 8/8/4
 Moves: Up 14, Debuts 12, Same 48, Down 0, Adds 14 including WKSS, Z299, KS103, Q100, WZOU, WPST, 103CIR, 100KH, WYKS, WGLF, WKSE 33-28, Z93 28-25, WLR5 33-28, Z102 40-34, OK95 35-29.
MARY JANE GIRLS "Walk Like A Man" (Motown) 8/6/0
 Moves: Up 2, Debuts 8, Same 29, Down 1, Adds 0 including PRO-FM 25-22, Y100 31-29, KMEL 20-16, K104 28-20, WBQD 35-30, WDJX 27-21, KBFM 40-26, WFBG 39-31, 100KH 38-33, WQD 37-30, WCGO 26-22, WZYP 40-35, WVB5 35-31, KYYW 40-34, OK96 28-24.
EURHYTHMICS "Missionary Man" (RCA) 8/5/25
 Moves: Up 30, Debuts 9, Same 21, Down 0, Adds 25 including PRO-FM, 94Q, Z93, KTKS, KRBE, WANN, KIIS, KWDD, KWSS, WKDD, WKSS 34-26, 95INZ 16-13, WRSR 34-26, KZZB 24-20, KFVJ 27-18.
STACEY Q "Two Of Hearts" (Atlantic) 8/2/1
 Moves: Up 33, Debuts 18, Same 13, Down 0, Adds 31 including WWSK, WNNY, WVA, FM102, 94TYX, KDON, KRO, KQCR, WFTJ 29-22, Z100 27-20, B94 22-15, KIIS 2-2, KMEL 3-2, W104 30-35, 93FM, WQUE, 92X, Q100, Y107, WKSE 30-16, WFLA 29-22, Z100 27-20, B94 22-15, KIIS 2-2, KMEL 3-2, W104 30-35, 93FM, WQUE, 92X, Q100, Y107, WKSE 30-16.
PAUL SIMON "You Can Call Me Al" (WB) 7/2/17
 Moves: Up 3, Debuts 14, Same 38, Down 0, Adds 17 including WBBN, 94Q, KDWB, KNBQ, WPST, WKRZ, WXX, WIGY, KFMN, WJAD, WYKS, KTRS, WZOU 30-25, KLUCC 31-29, Y94 39-35.
HONEYMONY SUITE "What Does It Take" (WB) 7/2/3
 Moves: Up 40, Debuts 6, Same 13, Down 0, Adds 33 including WRSR, KHFI, 100KH, WKSE 35-30, WJNS 23-18, WCAU 36-31, K104 32-23, WJMJ 14-10, WRCK 31-25, WKOB 19-14, K939 30-26, KFMN 13-9, Q104 14-11, WAZY 12-8, KGOT 13-8.
SHEENA EASTON "So Far So Good" (EMI America) 7/1/20
 Moves: Up 13, Debuts 10, Same 28, Down 0, Adds 20 including KKRX, KMEL, RI-104, WRCK, WANS, WKDD, KRO, 95XXK, WHSL, KDWB, WKSE 38-34, Z299 33-29, WJAN 35-31, WSPK 30-26, BU105 28-25, Q104 38-34.
FABULOUS THUNDERBIRDS "Wrap It Up" (CBS Associated) 6/8/26
 Moves: Up 5, Debuts 16, Same 21, Down 0, Adds 26 including WRSR, Z93, KNBQ, WERZ, WBQD, 94TYX, FM100, KQMG, KCPX, WZYP, KYYY, WDBR, WMMS 36-29, WKT 30-27, WKFS 37-31.
EL DEBARGE "Love Always" (Gordy/Motown) 6/5/25
 Moves: Up 2, Debuts 8, Same 30, Down 0, Adds 25 including WKSS, WNNY, WVA, FM102, 94TYX, KDON, KRO, KQCR, WFTJ 29-22, WJOL 35-28, KRLZ 34-31, KNMD 38-30, KLUCC 40-30.
THOMPSON TWINS "Nothing In Common" (Arista) 6/2/13
 Moves: Up 11, Debuts 9, Same 29, Down 0, Adds 13 including WWSK, WNNY, WVA, FM102, 94TYX, KDON, KRO, KQCR, KWTQ, WSPK, KZDZ, WJOL 35-28, KMEL 28-22, WGTZ 40-36, Y94-32-27.
BRUCE HORNSBY & THE RANGE "Every Little Kiss" (RCA) 5/9/7
 Moves: Up 19, Debuts 7, Same 25, Down 1, Adds 7, 94Q, WRSR, WTLQ, WKQB, WGRD, Q104, Q101, Y108 16-13, WPST 38-33, WXLK 36-26, Z104 36-30, WPFM 32-29, Y94 36-30, KGOT 36-32, KOZE 10-7.
ROBERT PALMER "I Didn't Mean To Turn You On" (Island) 5/5/2
 Moves: Up 1, Debuts 0, Same 1, Down 1, Adds 5 including WKSS, WKSE, WNNY, WCAU, KRBE, 95INZ, WRSR, B96, Z95, WAMC, KDWB, KWK, KWDD, KS103, 93Q.
NU SHOOZ "Point Of No Return" (Atlantic) 5/6/6
 Moves: Up 25, Debuts 4, Same 20, Down 0, Adds 6, KWDD, K34-33, KWSS, KAMZ, 94TYX, WCGO, WKSE 4-2, KKRZ 10-9, KMEL 35-28, KUBE 24-20, WKOB 10-8, KBFM 21-16, FTUD, KS109, KYNO 20-15, KZDZ 36-33.

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist/title (label) designation indicate the total number, how many added it for the first time this week. Moves indicate the type of activity this week. Up for upward chart movement. Same for sideways or continued uncharted activity. Down for downward chart activity. Adds for the number is a sampling of individual station activity. Complete activity can be found in the Parallels.
 NOTE: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay.
 CHR Rotation Criteria - Fulltime Adds and/or Ones: four plays in a 24-hour period, three of them before midnight.
 Departed Adds and/or Ones: two plays in a 24-hour period, both of them before midnight.

MOST ADDED MOST ACTIVE HOTTEST

- GENESIS (142)
- JANET JACKSON (69)
- VAN HALEN (55)
- ROBERT PALMER (52)
- BILLY JOEL (40)
- BOB SEGER . . . (39)
- LOVERBOY (37)
- BILLY OCEAN (37)
- KENNY LOGGINS (28)

- 38 SPECIAL (84)
- SIMPLY RED (55)
- MARY JANE GIRLS (55)
- PATTI LABELLE (50)
- HONEYMONY SUITE (46)
- STACEY Q (45)
- EURHYTHMICS (39)
- NU SHOOZ (29)
- MICK JAGGER (26)
- BRUCE HORNSBY (25)

- MADONNA (161)
- PETER DETERA (104)
- TIMEX SOCIAL CLUB (102)
- STEVE WINWOOD (100)
- BANANARAMA (95)
- BERLIN (76)
- ANDERSON & LORING (58)
- JERMIANE STEWART (58)
- LIONEL RICHIE (52)
- BELINDA CARLISLE (46)

Most Active = Adds + Debuts - Downs

SIGNIFICANT ACTION

AIR SUPPLY "Lonely Is The Night" (Arista) 4/7/12
 Moves: Up 0, Debuts 2, Same 33, Down 0, Adds 12, OK101, KKRZ, WERZ, Q106, KZZB, WANS, KF95, KCAQ, WFBG, KSMB, Z102, KWNZ, WCAU d-39, PRO-FM d-33, KRBE on.
MOODY BLUES "The Other Side Of Life" (Polydor/PolyGram) 4/31/21
 Moves: Up 1, Debuts 5, Same 16, Down 0, Adds 21 including KWK, Q100, WNNK, RI-104, WKRZ, WBBO, WXLK, KIJK, KSND, WGLY, 95XXK, WOMP, KHRZ, KKAZ.
EDDIE MONEY "Take Me Home Tonight" (Columbia) 4/31/21
 Moves: Up 0, Debuts 6, Same 16, Down 0, Adds 21 including WKSE, KRBE, 95INZ, WRNO, 92X, K104, WKRZ, KTXU, Z104, WRQN, KOON, KWDD d-38, KMEL d-31, KATD d-29, KGOT d-36.
BEATLES "Twist And Shout" (Capitol) 4/13/23
 Moves: Up 3, Debuts 8, Same 8, Down 0, Adds 23 including WPLI, B94, Q107, 93FM, 95INZ, B97, KS103, KUBE, KRBE 14-9, KIIS 10-7, KZFP 21-8, KNBQ 39-34, KATD 20-12, WKES 20-16, KGOT 38-24.
BOB SEGER & THE SILVER BULLET BAND "It's You" (Capitol) 3/9/39
 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 39 including PRO-FM, 94Q, WRNO, Z95, WMMS, WHYH, KWK, KMJK, K104, WAMX, WGF, FM100, KIYS, KXXY, KCPX.
ANITA BAKER "Sweet Love" (Elektra) 3/7/26
 Moves: Up 3, Debuts 1, Same 7, Down 0, Adds 26 including B104, WKSE, WJAD, KRBE, WQUE, WNNZ, WHYH, FM102, Z104, WRQN, KOON, KATD, B97 30-26, WJAN 35-31, KAMZ 21-18.
LISA LISA & CULT JAM w/FULL FORCE "Ain't Cried Out" (Columbia) 3/6/11
 Moves: Up 8, Debuts 11, Same 6, Down 0, Adds 11 including WQUE, KIIS, KZFP, KC101, WRCK, KEZB, WPOW, KYNO, WPLI 5-5, Z100 4-6, K-MEL 25-21, WNNK 34-26, WSPK 13-9, WAPE 18-13, Z102 37-27.
DOCTOR AND THE MEDICS "Spirit In The Sky" (IRS/MCA) 3/2/7
 Moves: Up 9, Debuts 4, Same 12, Down 0, Adds 7, OK101, KFMN, WJAD, KSMB, Q101, 99KQ, 93FM 17-13, WMMS 38-33, KWK 31-25, KKRZ 36-28, KZZB 39-26, WJOD 40-31, KGOT 21-14, OK95 34-26.
KENNY LOGGINS "Playing With The Boys" (Columbia) 2/9/28
 Moves: Up 0, Debuts 0, Same 0, Down 1, Adds 28 including WAVA, WMMS, KWK, KKRZ, KS103, KNBQ, WGF, KZZB, WKOB, WSSX, WOUT, WKZL, WKDD, KJ103, KATD.
NICK JAMESON "Weatherman" (Motown) 2/7/6
 Moves: Up 2, Debuts 2, Same 17, Down 0, Adds 6, WKSE, WCAU, UPRK on, KKRZ on-dp, WNNK on, WKVI on, KIYS d-38, KSND 40-38, KZZU d-40, Q104 36-32, WAZY on.
GTR "The Hunter" (Arista) 2/6/26
 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 26 including WWSK, 95INZ, WSPK, WPST, WOKI, WXLK, KTXU, KIYS, KIKX, KSND, KFVY, KXQY, KCPX, KYYY, WDBR.
SOUTHSIDE JHNNY & THE JUKES "Walk Away Renee" (Atlantic) 2/6/1
 Moves: Up 6, Debuts 3, Same 16, Down 0, Adds 1, Q106, WBBN 33-30, WKSE d-39, WMMS 37-35, KWK on, K104 on, WERZ d-39, WOKI on, KTXU on, WJLA 29-27, KAMEL 29-15, WRNO on, Z102 38-28.
ART OF NOISE featuring MAX HEADROOM "Paranoia" (Chrysalis) 2/5/16
 Moves: Up 0, Debuts 5, Same 4, Down 0, Adds 16 including W101, WCZY, KIIS, KZFP, KMEL, KPLZ, WKOB, WOKI, BU105, KIYS, KSND, WZYQ, K104 d-38, KJ103 d-35, KDON d-34.
GWEN GUTHRIE "Ain't Nothin' Goin' On But The Rent" (Polydor/PolyGram) 2/3/7
 Moves: Up 5, Debuts 0, Same 11, Down 0, Adds 7, Q105, Z299, WERZ, WSPK, WDCG, WPOW, KTXU, WWSK 20-14, WKSE on, Q105 on, WOKI on, KTXU on, KZJO on-dp, WZYP on, WHSL on, KGOT on.
THE LOVER SPEAKS "No More 'I Love You's'" (A&M) 1/8/9
 Moves: Up 2, Debuts 0, Same 7, Down 0, Adds 9, WKSE, WRNO, WRQN, KZZU, KQIZ, WJAD, WZYP, KMIN, KKLS, WKRZ on, KTXU on, KFVJ 38-35, WOMP on, WKSF on-dp, WAZY 36-32.
STAN BUSH "The Touch" (Scotti Bros./CBS) 1/6/5
 Moves: Up 0, Debuts 0, Same 0, Same 0, Down 0, Adds 5, WGLY, 100KH, WJAD, WWSK, KKAZ, KPLZ on-dp, WERZ on, WNNK on, Q105 on, WOKI on, KTXU on, KZJO on-dp, WZYP on, WHSL on, KGOT on.
ISLE OF MAN "Am I Forgiveness" (Pasha/CBS) 1/5/1
 Moves: Up 5, Debuts 0, Same 6, Down 1, Adds 1, Q100, WKSE on, WNYS on, KDWB 27-25, WKRZ 39-38, Q106 on, KIKK 29-24, KSND on, OK100 4-3, 95XL 13-10, WKSF on-dp, 99KQ on.
LEVEL 42 "Hot Water" (Polydor/PolyGram) 1/5/0
 Moves: Up 5, Debuts 0, Same 10, Down 0, Adds 9 including WBBN 37-34, OK101 30-25, PRO-FM on, Q102 34-32, KZZB 33-31, WNNK on, WOKI 29-25, KZJO on, WGLY on, 95XXK on, KFMN on, WHSL on, KHTZ on, KZDZ on.
MODELS "Cold Fever" (Geffen) 1/4/6
 Moves: Up 2, Debuts 0, Same 6, Down 0, Adds 6, 100KH, KFMN, KQIZ, WZYP, WHSL, WVB5, WPHD on, WTLQ on, WOKI on, KIKK 38-36, WJAD on, KISR on, 99KQ on-dp, OK95 36-33.
FALCO "Jeanny" (A&M) 1/3/1
 Moves: Up 3, Debuts 0, Same 5, Down 0, Adds 1, KXXY, 934 27-24, KBQE 22-18, KDWB on, KPLZ on-dp, WKEE d-24, WRNO 20-28, KF95 d-28, KSND on, KDON d-40, WCLD d-32, 99KQ on.
INXS "Kiss the Dirt (Falling Down the Mountain)" (Atlantic) 1/3/1
 Moves: Up 4, Debuts 0, Same 7, Down 1, Adds 1, WKOB, WPHD on, PRO-FM on, WMMS 34-32, WKT 26-22, KWK 37-31, KWOD on-dp, WOKI on-dp, WJUX on, WHSL 23-21, WVB5 on, KKLS on.
NEW EDITOR "Earth Angel" (MCA) 12/7/7
 Moves: Up 2, Debuts 1, Same 6, Down 0, Adds 3, Y100, WHYH, KBEO, KS103, WPOW, WHYH, KWS, Z100 28-26, FM102 19-11, KZZB 22-17, KQMG 29-19, Z102 27-23.
CHARLIE SEXTON "Hold Me" (MCA) 12/5
 Moves: Up 0, Debuts 1, Same 6, Down 0, Adds 5, K104, KIKX, OK100, WHSL, KBIM, KHFI on-dp, KSND on, KFMN on, KQIZ on-dp, WZYP on, KMIN on-dp, KGOT d-39.
ONE TO ONE "Angel In My Pocket" (WB) 12/3
 Moves: Up 2, Debuts 1, Same 6, Down 0, Adds 3, 100KH, WOMP, WBWB, WMMS 15-11, KWK 26-21, WRQN on, KMGX on, 95XL d-38, WBNQ on, KDVY on, KBIM on.
KIM MITCHELL "Patio Lanterns" (Atlantic) 12/2
 Moves: Up 2, Debuts 1, Same 7, Down 0, Adds 2, KTKX, WKRZ, WBBN 30-27, CFTR 11-10, 95INZ on, KMGX on, KQIZ d-38, WJAD on-dp, WHSL on, WDBR on-dp, KBIM on.

Breakouts are records not included in the regional most added, but which have five or more adds in a region, and fewer than 50 stations overall. This information will be published in R&R each week on the CHR Adds & Hots pages.

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 Adds & Hots Begin on Page 86
 P-1 Playlists Begin on Page 83



H E A R T
B E A T

the first single from
Don Johnson's debut album

On Epic Records



CONTEMPORARY HIT RADIO

Three Weeks Two Weeks Last Week

4	3	2	1	MADONNA/Papa Don't Preach (Sire/WB)
3	1	1	2	PETER CETERA/Glory Of Love (Full Moon/WB)
12	8	6	3	STEVE WINWOOD/Higher Love (Island)
8	6	4	4	BELINDA CARLISLE/Mad About You (IRS/MCA)
21	14	8	5	BANANARAMA/Venus (London/PG)
23	13	10	6	LIONEL RICHIE/Dancing On The Ceiling (Motown)
28	19	12	7	BERLIN/Take My Breath Away (Columbia)
11	7	7	8	JERMAINE STEWART/We Don't Have To Take Our Clothes Off (Ten/Arista)
14	11	9	9	WHAMI/The Edge Of Heaven (Columbia)
25	16	13	10	TIMEX SOCIAL CLUB/Rumors (Jay)
1	2	3	11	PETER GABRIEL/Sledgehammer (Geffen)
26	21	15	12	MICHAEL McDONALD/Sweet Freedom (MCA)
5	5	5	13	ROD STEWART/Love Touch (WB)
—	—	21	14	HUEY LEWIS & THE NEWS/Stuck With You (Chrysalis)
22	20	17	15	JEFFREY OSBORNE/You Should Be Mine (A&M)
20	17	16	16	OUTFIELD/All The Love In The World (Epic)
33	25	20	17	MIAMI SOUND MACHINE/Words Get In The Way (Epic)
—	—	32	17	CARL ANDERSON & GLORIA LORING/Friends And Lovers (Carrere/CBS)
2	4	11	19	GENESIS/Invisible Touch (Atlantic)
38	30	24	20	REGINA/Baby Love (Atlantic)
18	15	14	21	JOURNEY/Suzanne (Columbia)
6	9	18	22	KENNY LOGGINS/Danger Zone (Columbia)
34	28	26	23	DEVICE/Hanging On A Heart Attack (Chrysalis)
37	31	29	24	MIKE & THE MECHANICS/Taken In (Atlantic)
—	—	40	32	GLASS TIGER/Don't Forget Me (When I'm Gone) (Manhattan)
39	34	30	25	DAVID LEE ROTH/Yankee Rose (WB)
31	24	23	27	GAVIN CHRISTOPHER/One Step Closer To You (Manhattan)
—	—	37	26	DARYL HALL/Dreamtime (RCA)
—	—	37	31	MONKEES/That Was Then, This Is Now (Arista)
—	—	39	33	KLYMAXX/Man Size Love (MCA)
—	—	38	31	RUN D.M.C./Walk This Way (Profile)
—	—	36	32	DOUBLE/The Captain Of Her Heart (A&M)
40	36	34	35	JOHN COUGAR MELLENCAMP/Rumbleseat (Riva/PG)
10	10	19	34	PET SHOP BOYS/Opportunities (Let's Make Lots Of Money) (EMI America)
—	—	39	35	BILLY OCEAN/Love Zone (Jive/Arista)
24	22	22	36	ANDY TAYLOR/Take It Easy (Atlantic)
—	—	40	37	ZZ TOP/Velcro Fly (WB)
7	18	28	38	JANET JACKSON/Nasty (A&M)
BREAKER	39	36	39	LOVERBOY/Heaven In Your Eyes (Columbia)
DEBUT	▶	40	40	PAUL MCCARTNEY/Press (Capitol)

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ADULT CONTEMPORARY

5	2	1	1	MIAMI SOUND MACHINE/Words Get In The Way (Epic)
9	8	6	2	MICHAEL McDONALD/Sweet Freedom (MCA)
7	6	5	3	DOUBLE/The Captain Of Her Heart (A&M)
1	1	2	4	PETER CETERA/Glory Of Love (Full Moon/WB)
19	11	8	5	CARL ANDERSON & GLORIA LORING/Friends And Lovers (Carrere/CBS)
12	9	7	6	LIONEL RICHIE/Dancing On The Ceiling (Motown)
11	10	9	7	MIKE & THE MECHANICS/Taken In (Atlantic)
3	3	3	8	ROD STEWART/Love Touch (WB)
17	14	11	9	STEVE WINWOOD/Higher Love (Island)
4	4	4	10	JEFFREY OSBORNE/You Should Be Mine (A&M)
—	—	24	17	HUEY LEWIS & THE NEWS/Stuck With You (Chrysalis)
22	16	14	12	BERLIN/Take My Breath Away (Columbia)
14	13	13	13	MADONNA/Papa Don't Preach (Sire/WB)
18	15	15	14	GORDON LIGHTFOOT/Anything For Love (WB)
—	—	21	16	BILLY OCEAN/Love Zone (Jive/Arista)
26	22	19	15	ANITA BAKER/Sweet Love (Elektra)
2	5	10	17	GENESIS/Invisible Touch (Atlantic)
6	7	12	18	JACKSON BROWNE/In The Shape Of A Heart (Asylum)
23	18	18	19	MONKEES/That Was Then, This Is Now (Arista)
30	25	23	20	WHAMI/The Edge Of Heaven (Columbia)
—	—	28	21	EL DeBARGE/Love Always (Gordy/Motown)
—	—	30	22	KEEP IT DARK/Dreamer (Elektra)
—	—	26	25	WHITNEY HOUSTON/All At Once (Arista)
BREAKER	24	21	24	NEIL DIAMOND/The Story Of My Life (Columbia)
8	12	20	25	MOODY BLUES/Your Wildest Dreams (Polydor/PG)
BREAKER	26	23	26	AIR SUPPLY/Lonely Is The Night (Arista)
—	—	30	27	BANANARAMA/Venus (London/PG)
BREAKER	28	25	28	MOODY BLUES/The Other Side Of Life (Polydor/PG)
13	19	22	29	DAVID FOSTER & OLIVIA NEWTON-JOHN/The Best Of Me (Atlantic)
10	17	21	30	BILLY JOEL/Modern Woman (Epic)

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AOR TRACKS

Three Weeks Two Weeks Last Week

12	8	5	1	GENESIS/Throwing It All Away (Atlantic)
3	2	2	2	EURHYTHMICS/Missionary Man (RCA)
—	—	4	3	HUEY LEWIS & THE NEWS/Stuck With You (Chrysalis)
17	11	9	4	PETER GABRIEL/In Your Eyes (Geffen)
1	1	1	5	STEVE WINWOOD/Higher Love (Island)
19	17	10	6	STEVE WINWOOD/Split Decision (Island)
4	3	4	7	VAN HALEN/Love Walks In (WB)
8	7	6	8	JOHN C. MELLENCAMP/Rumbleseat (Riva/PG)
23	18	11	9	NEIL YOUNG/Touch The Night (Geffen)
BREAKER	10	8	10	EDDIE MONEY/Take Me Home Tonight (Columbia)
—	25	15	11	DARYL HALL/Dreamtime (RCA)
—	36	23	12	R.E.M./Fall On Me (IRS/MCA)
29	26	22	13	DAVID LEE ROTH/Tobacco Road (WB)
24	22	16	14	GTR/The Hunter (Arista)
6	5	7	15	PETER GABRIEL/Red Rain (Geffen)
7	6	8	16	BIG COUNTRY/Look Away (Mercury/PG)
BREAKER	17	14	17	ZZ TOP/Velcro Fly (WB)
16	16	14	18	TOM COCHRANE & RED RIDER/Boy Inside The Man (Capitol)
BREAKER	19	16	19	FIXX/Built For The Future (MCA)
39	29	24	20	VAN MORRISON/Ivory Tower (Mercury/PG)
13	12	12	21	MICK JAGGER/Ruthless People (Epic)
BREAKER	22	18	22	GLASS TIGER/Don't Forget Me (When I'm Gone) (Manhattan)
15	15	18	23	MOODY BLUES/The Other Side Of Life (Polydor/PG)
48	28	25	24	BOB DYLAN/Got My Mind Made Up (Columbia)
5	9	13	25	38 SPECIAL/Somebody Like You (A&M)
—	—	43	26	BILLY JOEL/A Matter Of Trust (Columbia)
BREAKER	27	24	27	ALVIN LEE/Detroit Diesel (21/A&M)
BREAKER	29	26	28	GEORGE THOROGOOD &.../Reelin' & Rockin' (EMI America)
35	33	31	32	KIM MITCHELL/Patio Lanterns (Atlantic)
DEBUT	▶	40	40	TRIUMPH/Somebody's Out There (MCA)

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BLACK/URBAN

5	3	2	1	LUTHER VANDROSS/Give Me The Reason (Epic)
2	1	1	2	ANITA BAKER/Sweet Love (Elektra)
14	6	5	3	BILLY OCEAN/Love Zone (Jive/Arista)
5	5	3	4	MELBA MOORE & KASHIF/Love The One I'm With (A Lot Of Love) (Capitol)
4	4	4	5	SHIRLEY JONES/Do You Get Enough Love (PIR/Manhattan)
11	8	7	6	GWEN GUTHRIE/Ain't Nothin' Goin On But The Rent (Polydor/PG)
24	18	10	7	LEVERT/Pop Pop Pop Pop Goes My Mind (Atlantic)
15	10	8	8	PATTI LABELLE/Oh People (MCA)
20	13	9	9	SOS BAND/Borrowed Love (Tabu/CBS)
—	—	28	12	PRINCE/Anotherloverholenyohead (WB)
23	20	13	11	LIONEL RICHIE/Dancing On The Ceiling (Motown)
1	2	6	12	JEAN CARNE/Closer Than Close (Omni/Atlantic)
27	23	19	13	CHAKA KHAN/Love Of A Lifetime (WB)
17	14	11	14	PIECES OF A DREAM/Say La La (Manhattan)
—	—	33	15	JANET JACKSON/When I Think Of You (A&M)
21	17	16	16	FULL FORCE/Temporary Love Thing (Columbia)
26	21	14	17	MICHAEL McDONALD/Sweet Freedom (MCA)
25	22	21	18	LISA-LISA & CULT JAM with FULL FORCE/All Cried Out (Columbia)
—	—	34	19	JEFFREY OSBORNE/Soweto (A&M)
37	27	24	20	WHODINI/One Love (Jive/Arista)
—	—	40	35	ORAN "JUICE" JONES/The Rain (Def Jam/Columbia)
30	26	23	22	GLENN JONES/Giving Myself To You (RCA)
—	—	36	30	ASHFORD & SIMPSON/Count Your Blessings (Capitol)
—	—	37	31	EL DeBARGE/Love Always (Gordy/Motown)
38	30	25	25	MELI'SA MORGAN/Fool's Paradise (Capitol)
—	—	38	32	MIDNIGHT STAR/Midas Touch (Solar/Elektra)
35	31	28	27	JETS/Private Number (MCA)
18	15	15	28	STEVE ARRINGTON/Homeboy (Atlantic)
—	—	39	32	MAZE/I Wanna Be With You (Capitol)
—	—	38	36	CONTROLLERS/Distant Lover (MCA)
—	—	40	31	JAMES INGRAM/Always (Qwest/WB)
DEBUT	▶	42	42	HOWARD HEWETT/I'm For Real (Elektra)
BREAKER	35	32	35	CAMEO/Word Up (Atlanta Artists/PG)
BREAKER	34	31	34	DOUG E. FRESH/All The Way To Heaven (Danya/Fantasy)
—	—	39	37	NU SHOZ/Point Of No Return (Atlantic)
3	7	20	36	TIMEX SOCIAL CLUB/Rumors (Jay)
BREAKER	37	34	37	KRYSTOL/Passion From A Woman (Epic)
BREAKER	38	35	38	FIVE STAR/Can't Wait Another Minute (RCA)
DEBUT	▶	39	39	KLYMAXX/Man Size Love (MCA)
—	—	35	34	40 DENICE WILLIAMS/Wiser & Weaker (Columbia)

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