

# R&R

**35** YEARS OF RADIO & RECORDS

# THE ARTISTS OF THE RCA MUSIC GROUP JOIN US IN SALUTING R&R'S 35 YEARS OF BREAKING RECORDS ON THE RADIO



**ALICIA KEYS**



**DAUGHTRY**



**LEONA LEWIS**



**CARRIE UNDERWOOD**

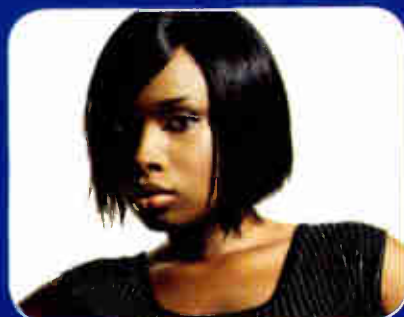


**GAVIN DEGRAW**



**FOO FIGHTERS**

## AND COMING SOON...



**JENNIFER HUDSON**



**JAZMINE SULLIVAN**



**DAVID COOK**



**DIDO**



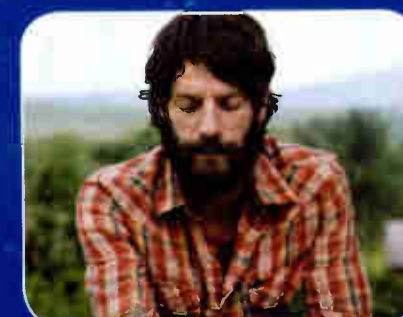
**KINGS OF LEON**



**CHRISTINA AGUILERA**



**SARAH MCLACHLAN**



**RAY LAMONTAGNE**



**KELLY CLARKSON**



### Dear R&R Reader,

What started as one man's vision to create a "sheet that serves all facets of the industry, one that furnishes organized factual material compiled by professionals in a direct, more usable manner than is currently available" is now celebrating an incredible milestone—its 35th anniversary.

The jade gemstone is the symbol used to celebrate a 35th anniversary, and, in studying that stone's many attributes, there are also descriptions that one could use to describe Radio & Records. Jade is formed under intense heat and pressure. It comes in several colors. The Chinese wear jade as a symbol of moral integrity. It is an exceptionally tough material, and, according to legend, it has healing properties. It is also a symbol of love and virtue, and it signifies longevity.

For 35 years, R&R has thrived under intense heat and pressure. We cover two industries that continue to completely transform their businesses. R&R comes in many colors, too: print, e-mail, on the Web and in person at conventions and seminars. In fact, in a typical week, R&R produces more than 60 unique products and services. Moral integrity is No. 1 to us, also. An important mantra of the company in whatever we do is that "it must be legal and kind." And we mean it, too. We have weathered many storms through 35 years and, time and time again, you have told us that we have always been there to help, educate and support you all these many years. We hope through our many pages, as you have changed jobs, added responsibilities and grown in your careers, we have played a small part in helping you to explain to your parents and loved ones just what it is you do for a living!

As you flip through this 35-year trip down memory lane, the majority of the editorial has been provided by you, our readers. You will read individual submissions offering unique perspectives, individual tributes, flashbacks and personal R&R Convention memories. For each of our 35 years, we have done our best to recap a pivotal event that occurred in that year, and we have reprinted actual R&R front covers for each year as well.

On behalf of the men and women of R&R, we thank you for allowing us the privilege of serving you each and every day. We are proud of our heritage and equally excited about the future. Often imitated but never duplicated, R&R continues the tradition of providing comprehensive and timely information while continuing to focus on your needs for tomorrow. Thank you for your trust, and know how much we value you and your place in this fantastic world of radio and records.

With much love,

**Erica Farber**  
**President/Publisher**  
**Radio & Records**



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### Some Of Our Famous Fans . . .



# Timeless Music



TELARC®



HEADS UP  
INTERNATIONAL



RIVERSIDE®

CONCORDRECORDS



C | O | N | C | O | R | D  
MUSIC GROUP

# ISAAC HAYES

1942-2008

Forever the soul of Stax....

His Music has influenced generations.  
The Man has profoundly moved us all.

### Flashback



#### The Early Daze

The gang gathered in R&R editor/publisher Bob Wilson's office for a staff meeting, circa 1976. In the front, from left, are Wilson, top 40 editor J.J. Jordan, creative consultant Richard Zumwalt, associate editor Ken Barnes, editor Mark Shipper and managing editor/AOR editor Mike Harrison. In back, from left, are country editor Jim Duncan and AC editor Mike Kasabo.

## PIVOTAL EVENTS 1973

### Burkhart/Abrams Launches AOR To National Prominence

Depending on perspective, it was either the birth of FM's first successful format—or the death knell of progressive radio. In 1972, a young consultant named Lee Abrams applied tight music rotations and other basic formatics to free-form FM. His first AOR client was WQDR-FM (for Quadrophonic Rock) in Raleigh, followed by WRNO-FM/New Orleans. Both soared to double-digit ratings with a stranglehold on 18-24 men and

teens. Before he was 21, in 1973, Abrams—still living with his parents in Chicago—aligned with Atlanta-based consultant Kent Burkhart and the two made history, propelling the Superstars format in Atlanta and Philadelphia before they delivered the format to 70 stations. The expanding consultancy grew to encompass 200 markets. Today, Abrams is XM Satellite Radio senior VP/chief programming officer.—*Chuck Taylor*



## Sean 'Hollywood' Hamilton

### TRIBUTE

I've been working for Sean "Hollywood" Hamilton and the "Weekend Top 30" since 2001. It was pretty scary leaving the great team at "American Top 40" and "Top 20" with Casey Kasem, but sometimes you have to take a chance. "The Weekend Top 30 Countdown" just celebrated its 10th anniversary in February.

Many people in our industry don't realize just how far back Hollywood goes in our industry and some of the really crazy and cool things he's accomplished in radio, because of his youthful sound and young appearance. When he was only 15, he built an illegal pirate station in the basement of his home in Reno, Nev. It was that station that helped him land his first real radio job at a little AM station there. In 1990, New Line Cinema released a motion picture called "Pump Up the Volume" starring Christian Slater, loosely based on Hamilton's life. We once ran into Slater backstage at an Alanis Morissette concert and he came right up to Hollywood and was like, "Hey, man, what's up?" Of course Hollywood's wife, Marina, and I were loving that.

When Hollywood was 20, Scott Shannon hired him Aug. 3, 1983, at CHR/top 40 WHTZ (Z100)/New York. Can you imagine being 20 and on the air in New York?

People also don't realize that Hollywood started the whole call-in love advice craze. In 1979, on his all-night show, he started "Lovelines." It was Shannon who later insisted it be a part of Z100 in 1983. Long before there was Adam Carolla and Dr. Drew there was Hollywood and Dr. George Brothers, who now produces for the Rick Dees morning show.

In 1987 the legendary Jay Cook and Gerry DeFrancisco brought Hollywood to Los Angeles



Hamilton

### Birth Of KROQ/Los Angeles

To say that the "world famous" KROQ/Los Angeles had a tumultuous childhood is an understatement. Its official "birth" was at 1500 AM in 1972, when KBBQ-AM flipped from country to top 40 as KROQ-AM. The following year, founder Gary Bookasta bought KPPC-FM, flipped it to KROQ-FM and brought in Shadoe Stevens to program the duo with a rock format. In 1974, checks began bouncing, and KROQ went off the air.

In 1976, the FCC told Bookasta he'd forfeit the stations' licenses if they didn't resume broadcasting, and KROQ went back on-air—first, from the transmitter, then from the Pasadena Hilton, which was short-lived after

the operator was evicted for not paying room bills. Stevens returned, but the owners again had problems keeping the coffers filled, and the airstaff quit, except for Rodney Bingenheimer. KROQ mainstay Jed the Fish came onboard in 1978, about the time KROQ-AM was sold. In 1979, Rick Carroll arrived as PD, and "the Rock of the '80s" was born, later cementing KROQ's status as a tastemaker station. In 1986, Infinity bought it for \$45 million. Today, KROQ boasts alumni like Jimmy Kimmel, Adam Carolla, Carson Daly, Raechel Donahue, Richard Blade, Freddy Snakeskin, Mark Goodman and J.J. Jackson.—*Keith Berman*

to do nights on KIIS-FM. He rocked the L.A. airwaves for seven years.

Another crazy thing about Hollywood is that he's successfully achieved No. 1 ratings on both coasts. From 1983 to 1987 he was No. 1 in nights at Z100, then from 1987 to late 1994, No. 1 off and on at KIIS. In 1996, he returned to New York to start up WKTU, where he currently holds down a successful afternoon show.

"The Weekend Top 30" is produced to sound live. Most of the e-mails and contest entries we get are from listeners who think Hollywood works at the affiliate. The show has hung in there through many battles and other shows being pushed by major superpower syndicators. It's truly a blessing to be there. Having worked with Hollywood all these years, he's always full of energy, in a good mood and sees the positive in any situation.

—Michelle Parisi, producer  
"Hollywood Hamilton's Weekend Top 30"

# 35 Years Of No. 1s

Whether it was for a short time or a lifelong career, they ruled the charts and rocked our world. Here are the artists that topped R&R's year-end charts during the past three-and-a-half decades.

## 1974

**Rock**  
TERRY JACKS Seasons In The Sun

**Pop**  
MARIA MULDAUR  
Midnight At The Oasis

**Country**  
CAL SMITH  
Country Bumpkin



## 1975

**Rock**  
CAPTAIN & TENNILLE Love Will Keep Us Together

**Pop**  
CAPTAIN & TENNILLE Love Will Keep Us Together

**Country**  
FREDDY FENDER Before The Next Teardrop Falls



## FORMAT CHANGES AT KOL/SEATTLE

KOL AM and FM in Seattle, owned by Buckley Broadcasting, has pulled out of the three-way Top 40 battle for supremacy in that market, leaving KING the sole threat to KJR's longtime reign.

Beginning this week, with special permission from the FCC, both the AM and FM frequencies will be simulcasting while Shaffer Automation is installed. Next week the FM will begin broadcasting the new "TM/Stereo Rock" automated service, which is defined as a soft-rock gold format combined with various "special programming features". Following in the same light, KOL-AM will begin broadcasting "soft-rock" 7PM to 12 Mid. This procedure will be in effect by the latter part of October.

"In the first six months of this year," says PD Jack Bolton, "We gave away \$75,000 in promotions. We won't be giving away anything in the new format—we'll prove that the product on the air can make it"....

Augmentation of the news will be another transition for KOL. "It'll be more interesting; news should be. In addition, a lot of the blood and guts which is all too often overemphasized in news will be done away with and we'll highlight more feature text" said Bolton.

"Rather than a Top 40 station with individual personalities, KOL will now have a very listenable, softer-rock consciousness, and The Station is the personality." Bolton went on to describe the extensive campaign currently slated to kick off the new format. The visual involved is a large rock with a finger sticking into it. Alongside is the phrase, "KOL SOFT ROCK".

# RRR

## RADIO & RECORDS

### This Week's Fastest Movers

#### SINGLES

Just You And Me—Chicago  
All I Know—Art Garfunkel  
That Lady—Isley Bros.  
Keep On Truckin'—Eddie Kendricks  
Angie—Rolling Stones

#### ALBUMS

Brothers And Sisters—Allman Brothers  
Goodbye Yellow Brick Road—Elton John  
Goat's Head Soup—Rolling Stones  
Hank Wilson's Back Vol. I—Leon Russell

#### POP/MOR

Top Of The World—Carpenters  
Vado Via—Drupi  
All I Know—Garfunkel  
We May Never Pass—Seals & Crofts

#### C&W

Let Me Be There—Olivia Newton-John  
Paper Roses—Marie Osmond  
Ridin' My Thumb—Johnny Rodriguez  
Carry Me Back—Statler Brothers

## SHELTER REORGANIZATION Ron Henry Appointed GM

By Martin Cerf

Shelter Records is currently in the process of realigning its entire operation. One of the first major changes is the appointment of Ron Henry as General Manager by label

president Denny Cordell.

Henry, 27, former Commercial Operation Services Director for RCA Records, will be located at Shelter's headquarters in Los Angeles. "We are re-defining our entire operation," says Henry, "from our distribution

arrangement through promotion, sales and merchandising, and publicity." Shelter's current distribution agreement with Capitol expired at the end of August. Among those in contention for the line are Capitol, MCA, CBS, and Famous (Gulf & Western). "We intend to solidify our distribution arrangements within the next few weeks; we've not ruled out the possibility of independents."

cont. on page 4

## Radio News

...Nick Anthony due to become new PD at Seattle's KJR. He was formerly with WEFM, Chicago...Steve Warren, currently PD at Little Rock's KAAY, is leaving to PD WAVZ, New Haven, Connecticut...Jim Pewter, now with Los Angeles' KMET and a personality on the local "oldies" scene, will become the new PD at LA's all-oldies FM station, KRTH. Pewter will attempt to localize the programming more towards the Southern California audience; the

station currently runs Altophonic Gold automation....

FCC Doings: James Bradley, executive VP of Black Hawk Broadcasting, went on record as saying he wasn't all that happy about Nicholas Johnson's forthcoming departure from the Commission; in reference to the widely held broadcasters' attitude that Johnson's leaving is cause for celebration, he said, "It does broadcasters no good to silence those who aren't satisfied with the way the industry runs, and Johnson represented a side that was important for us to listen to...There ought to be someone on the board with a different perspective on the

business"...FCC is inquiring into the hiring practices of some 36 stations in Kentucky which appear to have a disproportionately low quantity of minority personnel....

#### KROQ ROCKED

KROQ, Burbank: After one year and a great deal of money spent with very little rating results, Gary Bookasta resigned as President of KROQ and Burbank Broadcasters...Neil Visser has stepped in on an interim basis. Gary Price is still general manager.

San Francisco: KFRC has

cont. on page 2

## DALLAS GETS NEW FMer

WFAA-FM is Dallas' newest progressive station. On September 11, the station, operated by Belo Broadcasting (which also runs WFAA-AM), switched from an automated "beautiful music" format to a 24-hour live progressive rocker. Along with general manager John Dew and program director Ira Lipson, assistant PD Ken Rundell came to Dallas after working at Detroit's WWWW.

"The first thing we're trying to do", he explains, "is get a call letter change, to KZEW. We're getting some objection from KEZT but hope to get it straightened out. We do have an advantageous dial position at 97.9, though, just to the left of KNUS, the McLendon stereo rocker. We're calling ourselves '98 FM'. At present, we're sharing the highest antenna in town with KAFM, our biggest progressive competitor, so we're starting with parity as far as signal is concerned."

#### 'In Concert'

"We'll be doing the 'In Concert' simulcast with ABC TV on Friday nights, and airing thirteen weekly BBC specials. We'll also be utilizing the news services of the Progressive Radio Network, and we're trying the kind of 'produced news' programs that they've been doing for awhile out on the West Coast—with music behind the report, etc. We have two fulltime news people, Laurel Ornish and Marty Lowy."

WFAA's target is the 18-24 market, for which they're competing against KNUS, KAFM, and Arlington/Fort Worth's KAMC. While promotions and research are being undertaken (some work has been done with Sebastian Stone and Tom Turrichi in the latter area), introductory sales packages bringing in an initial \$10,000 were sold by WFAA-AM's sales department.

#### Personnel

On-the-air personnel include Mark Addy and Gary Shaw, who, like Rundell, came from W4; Mike Taylor, formerly with Austin's KRMH; Mark Christopher, who'd been at KNUS and KAFM; and John Dillon. Dillon is credited with having been Dallas' progressive pioneer, having initiated his own progressive slot at KRLD-FM (now KAFM), and having been an FM jock at KFAD as well. Rundell does his own weekday morning show.

WFAA-FM will offer "more music" according to Rundell, who plans for three commercial breaks an hour and a 7½-minutes per hour ceiling on ads.

As either WFAA or KZEW, the station seems destined to inject even more action into Dallas' developing battle of the progressives. The results should be very interesting indeed.

October 5, 1973

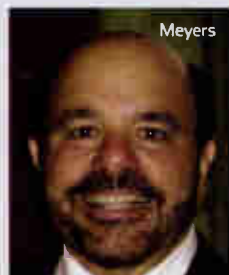
### RADIO & RECORDS

## Convention Memory

"My favorite memory is from the 1990 Convention in L.A. I was commuting from the East Coast out to San Diego to do an interim management project for Carl Brazell and Carl Hirsch during the period between the announced sale from Brazell's Command to Hirsch's Legacy 2 and closing—back when those FCC things took seven to nine months. I drove up to the convention in Century City and arrived at my hotel to find a special invitation that Carl Hirsch was holding for 'select friends' at his Beverly Hills mansion. I drove up the hill following the directions and Hirsch had done it over the top. Mobile billboards about a mile-and-a-half out were instructing party guests to tune to a specific FM frequency, where 'Hirsch Radio' welcomed you to L.A., the R&R Convention and the 'party of a lifetime.' The funny thing is Carl was probably illegally running a pirate, 10-watt station that night.

"As you arrived, it was a typical Beverly Hills party: lots of valets to park and wait on you, lavish food, an incredible home, stupendous view of the valley, the whole nine yards. I spent part of the evening chatting with Madonna, had a great chat with Jack Nicholson, was surprised when Magic Johnson walked in and talked with a half dozen others like that. You see, Carl had gone the extra mile and hired just about every celebrity lookalike available that night in the L.A. area to give his guests that extra added bit of the unexpected. It's why he ran great radio stations back then, too. Same philosophy. We miss that kind of thinking and passion these days."

—Jay Meyers, managing director/COO, Cavalry Media Services



Meyers

## PIVOTAL EVENT 1974

### FCC Requires AM Radios To Also Carry FM

Imagine how HD radio would receive a much-needed jump-start if the feds required moving forward that all radios include the technology.

That's exactly what the government mandated in 1974 to push along acceptance of FM amid a broadcast landscape that was still dominated by the AM band. That year, the Senate passed a bill to give the FCC authority to require that all radios selling for more than \$15 be able to receive AM and FM. The bill followed a pattern set years earlier when Congress passed legislation requiring that UHF and VHF reception be built into TV sets. Sen. Frank

Moss, D-Utah, sponsor of the bill, said at the time, "The American consumer is probably not aware that we have reached the limit on AM frequencies and that virtually all new radio stations will be on the FM band. People buy radios today unaware that they are limiting their listening opportunities." In 1974, 40% of the public at home or in a car was unable to receive FM broadcasts. In 1978 (see page 18), FM listening would at last overtake AM for the first time in the United States, decades before Internet and satellite radio would again fragment consumer listening habits.—Chuck Taylor

## Robert Ashley

### TRIBUTE

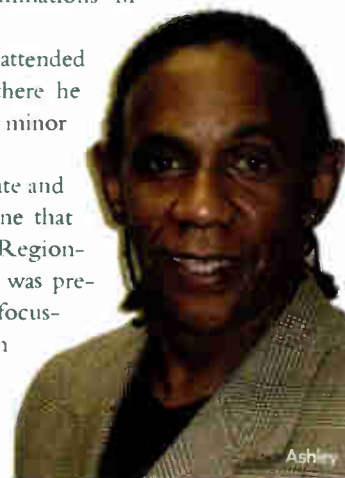
Robert Ashley has worked during the course of his 25-plus years on gospel KHVN-AM/Dallas, hosting one of the only news forums of its kind in the country. "The Community Forum." This two-hour talk format airs in middays on the predominately music station and has served as one of its anchor shows for many years.

Ashley labors to cover the stories that affect African-Americans that many other journalists will not tackle. Notably known as one who is not afraid to ask the hard questions, he has covered countless news stories, from ministry, politics, poverty and depravity to lighter biographical pieces and stories on sports and music. Armed with a wealth of knowledge, he has stood firmly in the community as a bridge between cultures, races and denominations in Dallas and Fort Worth.

Born in Shreveport, La., Ashley attended Grambling State University. It was there he earned a degree in journalism with a minor in TV/radio broadcasting.

He has received numerous local, state and regional awards and recognitions. One that he is most proud of is the Southwest Regional Journalist of the Year Award. This was presented to him after he hosted a show focusing on the relationships of black men and women.

—Antonio Johnson, PD KHVN-AM/Dallas



Ashley

### 1975 CONTINUED

**AOR Album Airplay**  
JEFFERSON STARSHIP Red Octopus

### 1976

**Pop/Adult**  
STARLAND VOCAL BAND Afternoon Delight

**Top 40**  
CHICAGO If You Leave Me Now



**Country**  
CRYSTAL GAYLE I'll Get Over You

**AOR Album Airplay**  
PETER FRAMPTON Comes Alive

### 1977

**Top 40**  
DEBBY BOONE You Light Up My Life

Frampton Comes Alive



**Country**  
RONNIE MILSAP It Was Almost Like A Song

**Pop/Adult**  
BARBRA STREISAND Love Theme From "A Star Is Born" (Evergreen)

**AOR Album Airplay**  
FLEETWOOD MAC Rumours



Fleetwood Mac

FLEETWOOD MAC: HERBERT WORTHINGTON



# Radio & Records

THE MUSIC INDUSTRY NEWSPAPER

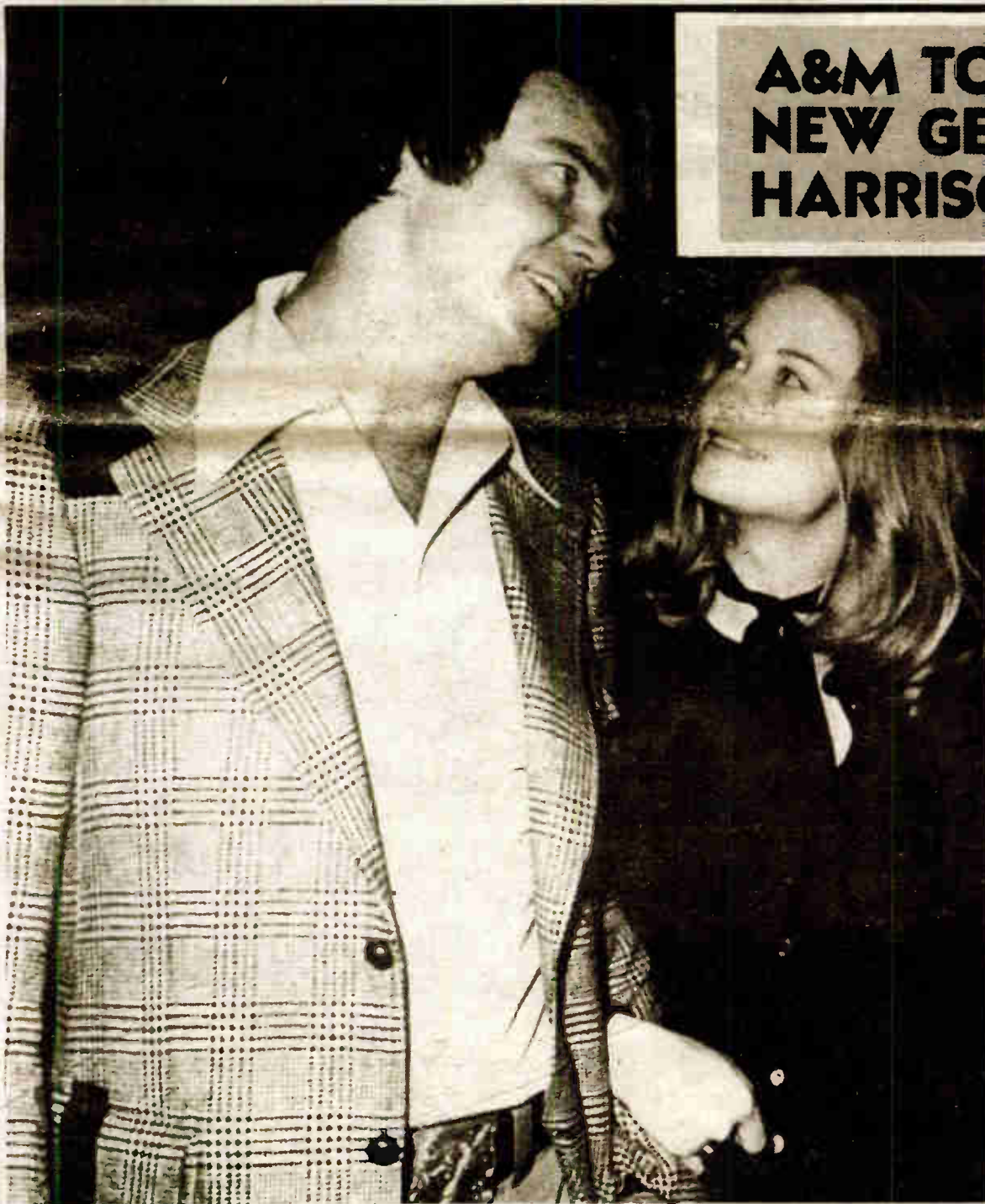
VOLUME 2, NUMBER 21

FRIDAY, MAY 31, 1974

## Ben Scotti Leaves MGM!

PAGE 3

## New Y100 Studios Hit By Fire



Hollywood's latest love affair? No, actually Bill Drake (left) and Cybil Shepard are just good friends enjoying themselves at a party thrown by Paramount Records President Tony Martell in Cybil's honor.

### A&M TO DISTRIBUTE NEW GEORGE HARRISON LABEL

PAGE 3

### Competition Comes To Montgomery

PAGE 4

### OLIVIA IS HOT!

super number  
one country

PAGE 19



### POP/MOR: The Graphs Are Back!

PAGE 23

## industry's largest classified section

PAGE 5

### Perspectives

There is nothing sadder than owners who refuse to try new programming ideas because they will never, ever fully realize the profit potential of their stations. They never enjoy first-mover strategic advantage or the economies of experience. Or fun.

My heroes are the owners and CEOs who write the checks and offer loyal support for brand-new ideas. They are rare.

Who really got the word out about rock 'n' roll? The man who opened his wallet for Alan Freed to go on WJW/Cleveland on July 11, 1951: Leo Mintz.

Dr. Wendell Cox was the first African-American owner of a station in the United States and launched one of the first R&B stations in 1956, WCHB-AM/Inkster, Mich.



Sabo

Todd Storz, the inventor of top 40 radio, aired the format on a chain of stations he owned. Gordon McLendon made the format bolder on his own station group.

RKO Radio owner Tom O'Neil contracted programmer Bill Drake's revolutionary evolution of top 40. O'Neil started the first progressive rock station in New York, Murray the K's WOR-FM. O'Neil and his father, William, who founded RKO parent General Tire, bankrolled Jean Shepherd's stunning, breathtaking, anarchist monologues on WOR for 19 years without ever profiting from his show. (Hear him today at flicklives.com.)

ABC chairman Leonard Goldenson payrolled Allen Shaw's concept of album rock. Leonard also fought the Department of Justice and initiated the concept of multiple networks under one roof, splitting the ABC Networks into four in 1968 and then six. They lost money for many years until their potential was unlocked by Ed McLaughlin, becoming the shining standard of network radio.

NBC CEO Fred Silverman applauded my team's vision for AC on FM and didn't blink when we hired Dr. Ruth Westheimer for her first job in media.

Jeff Smulyan, please don't forget, stood in the betting line for the first American all-sports station, WFAN/New York. Mel Karmazin hired Howard Stern after cowards fired him and backed Stern through insulting rounds of multimillion-dollar FCC fines. Where-oh-where was the industry outrage about those fines?

In 1990, Bob McAllan risked personal money to bring life to the first 24/7 FM talk station aimed at a young audience, local live New Jersey 101.5, WKXW-FM. Today, NJ 101.5 sells almost a 1 million cume. McAllan did it again by launching WTKS (Real Radio 104.1)/Orlando.

Karmazin, Leon Black, Marc Rowan, Joe Clayton and the board of Sirius made a financial commitment to cutting-edge, brand-new content that makes Sirius the leading satellite radio company.

—Walter Sabo, president  
Sabo Media

### PIVOTAL EVENT 1975

#### R&R's First Convention

Just 17 months after its launch, Radio & Records threw the first of its annual R&R conventions. The location was the Royal Coach Motor Hotel in Atlanta, featuring panel discussions, seminars, keynote speakers and superstar entertainment. A trendy backgammon tournament rounded out the festivities.

Georgia Lt. Gov. Zell Miller was the primary speaker, with a lineup that included Cheech & Chong, the Pointer Sisters, Jim Stafford, Loudon

Wainwright III and Paul Davis.

Among the radio attendees were Jay Thomas, Scott Shannon, Jerry Clifton, Lee Abrams, John Rook, Michael Spears, Buzz Bennett, Jay Cook, Bob Harper, Bill Hennes, Robin Mitchell, Peter McLane and Bill Tanner; and record execs included Clive Davis, Joe Smith, Neil Bogart, Al Coury and Russ Regan.



Cheech & Chong

Registration was \$55, a single hotel room was \$18, and a double was \$22. The event ran March 21-23.—Jackie Madrigal

### RADIO & RECORDS

### Convention Memory

**"1978 Convention, Dallas: learning how many other small-market PDs there were, like me, with the same challenges. The Dallas Cowboy Cheerleaders, my picture with Dolly Parton, Nick Testa, Ben Scotti, Margo Knesz.**

**"1979 Convention, L.A.: learning how to really read the ARB, Casablanca Records, Donna Summer, the Backlot at Studio One Disco, steak tartare with Bwana Johnny in the 19th-floor hospitality suites, still drunk at 7 a.m. while jogging with Rick Sklar.**



West

**"Conventions since then: A million tidbits of useful info, a thousand shrimp, a hundred tote bags, a dozen lifelong friendships formed, a few job opportunities, constant amazement at how hot Erica Farber still looks. Thanks for the memories, R&R!"**

—Randy West, president,  
tvrandywest.com

### 1978

**Top 40**  
BEE GEES Night Fever

**Country**  
WAYLON & WILLIE  
Mammas Don't Let Your Babies Grow Up To Be Cowboys



Bee Gees

**Pop/Adult**  
BARRY MANILOW Can't Smile Without You

**AOR Albums**  
ROLLING STONES Some Girls

### 1979

**Top 40**  
ROD STEWART Da Ya Think I'm Sexy

**Country**  
KENNY ROGERS She Believes In Me

**Pop/Adult**  
HERB ALPERT Rise

**AOR Albums**  
SUPERTRAMP Breakfast In America

### 1980

**Contemporary Hit Radio** BLONDIE Call Me



BEE GEES: ED CARAFFE

*Congratulations on  
35 years of Writing  
Radio History...*

*Smooth jazz*  
**NETWORK**<sup>®</sup>  
24 HOURS A DAY, 7 DAYS A WEEK  
[www.smoothjazznetwork.com](http://www.smoothjazznetwork.com)

*Smooth jazz*  
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COUNTDOWN**<sup>™</sup>  
WITH ALLEN KEPLER  
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# Radio & Records

THE INDUSTRY'S NEWSPAPER

VOLUME 3, NUMBER 2

FRIDAY, JANUARY 17, 1975

**MORE ARB  
RESULTS  
NEW ROCKER  
IN CLEVELAND**

## Buzz Bennett Comes To LA

Buzz Bennett has resigned the active day-to-day programming position at KDWB-Minneapolis to form "BBO Inc." The Buzz Bennett Organization will employ Buzz, Steve Gaspar and four other key programmers, which must go un-named at press time, to advise radio, television and record companies about everything relevant to communicating with the 12-34 year old audience/consumer. Buzz will base out of Los Angeles, and be represented by the Don Kelley Organization.

Buzz told R&R "We are building a braintrust; that's something the media needs. We do intend to assume three key radio facilities and consult them in totality." Buzz is currently negotiating to continue as a consultant with KDWB. He will also become active in the development and weekly production of the Wolfman Jack Show.

### CLEVELAND GETS ANOTHER ROCKER

R&R has an exclusive tip that a major power FM in Cleveland will be going rock in February. The station will be programmed by a former AM program director from that city. The complete story next week.

### WQXI JOCK SHAKEUP

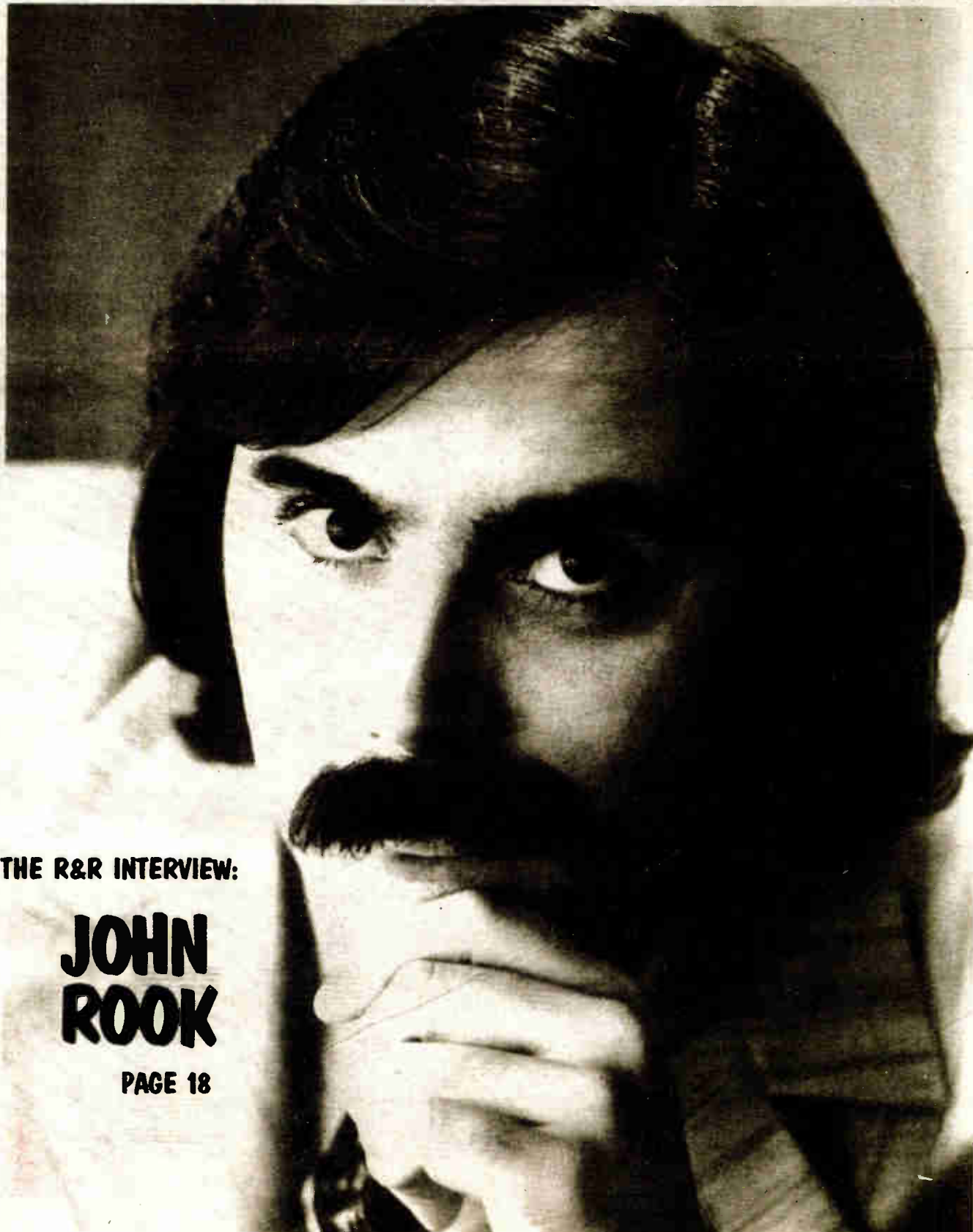
Scott Shannon PD of WQXI did a bit of jock changes Tuesday. Gone are Tom Rivers, 1pm-4pm on WQXI, Robb Kelly, Lee Logan and Jeff McKee, all from WQXI FM. The staff lineup will be announced later in the week.

### MURRAY THE K IS BACK

Murry The K is now doing weekends on WLIR-Long Island. The Saturday and Sunday afternoon shifts are soon to turn into a full time gig.

### WARNER-SPECTOR EXPANDS

Ron Saut has named Don Whittemore as National Promotion Director.



THE R&R INTERVIEW:

**JOHN  
ROOK**

PAGE 18

# lil WAYNE

THA CARTER III

**CERTIFIED DOUBLE PLATINUM**

FEATURING THE SMASH HITS

**"LOLLIPOP"** FEAT. STATIC MAJOR

#1 RHYTHMIC RECORD FOR 12 WEEKS!

**"A MILLI"**

**"GOT MONEY"** FEAT. T-PAIN

AND HIS NEWEST HIT

**"MRS OFFICER"** FEAT. BOBBY VALENTINO

# NEWLY BRASS KNUCKLES

**IN STORES  
NOW**

FEATURING THE HIT

**"BODY ON ME"**

FEAT. AKON & ASHANTI

ON THE STORY OF THE BRASS KNUCKLES TOUR



universalmotown



universalrecords

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World Radio History

### Our Famous Fans: Loggins & Messina



## PIVOTAL EVENT 1976

### General Tire Spins Off RKO

In September 1976, General Tire & Rubber announced it would spin off subsidiary RKO General, which ran TV and radio stations in eight markets, including New York, Los Angeles, Boston and Memphis. The move was made to protect the broadcast licenses from revocation, as the parent company was under fire for improper business practices and illegal payoffs. It also resolved allegations that RKO and General Tire had violated antitrust laws by making reciprocity agreements. However, RKO's

legal problems continued, and the FCC revoked its licenses for WNAC-TV/Boston, KHJ-TV/Los Angeles and WOR-TV/New York. Several legal battles ensued, which RKO lost, and in 1987, the FCC demanded that RKO turn over the rest of its broadcast licenses but advised the company to sell off all its properties rather than file appeals, which it would have lost. During the next several years, RKO dismantled its broadcast operations, eventually selling off all its stations by the early '90s.—Keith Berman

## Ryan Seacrest

### TRIBUTE

Growing up in Atlanta as a fledgling radio geek, Ryan Seacrest's initial peek behind the curtain into the magical and mysterious world of radio came via the faraway and disembodied voices of Rick Dees and Casey Kasem. He was hooked and has never looked back.

"Nationally, it was all about Rick Dees and Casey Kasem," Seacrest says. "I would listen to them all the time. I just loved listening to both of their shows. When I was in college and driving back and forth from Athens, Ga., and doing weekends at [WSTR] Star 94/Atlanta, I would listen to both of their shows and observe their different and distinct styles. Casey was much more formal in his delivery, much more about the artist and their position, while Rick had more of an informal, morning show style," he says. "Obviously, I didn't know these guys. I was just a fan, and they weren't aware of it, but, intangibly, they both helped me tremendously."

Seacrest also listened voraciously to airchecks of Dees when he was a kid. Those tapes made their way into the young Seacrest's hands via another person who ended up being enormously helpful at the local level: Tom Sullivan, a former personality atWSTR, which was programmed at the time by Tony Novia, who also looms large in Seacrest's story. "Tom would sneak me intoWSTR while Tony was the PD," Seacrest recalls. Completing the employment circle of life, Seacrest Productions hired Novia in May as seniorVP of new media development.

"The guy who has been closest to me forever and who I share DNA with is my father, Gary, who is a lawyer in Atlanta," Seacrest says. "I remember when I was kid, we'd be sitting at



Seacrest

### RADIO & RECORDS

## Convention Memory

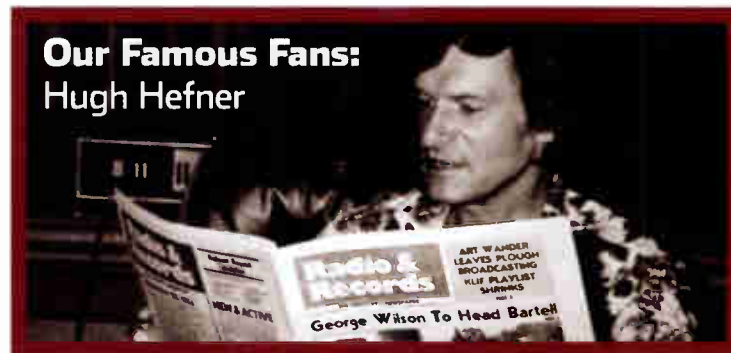
"There was a surprise concert by the Blues Brothers, who were super hot at the time. It was one of the most exciting performances ever."

—Kent Burkhart, owner, KBO 2



Burkhart

### Our Famous Fans: Hugh Hefner



the dinner table, and he would get home at 7 p.m. after a full day of work, just exhausted from reading all these legal documents, and I would look at my mother and say, 'I never want to work that hard'—and now I've got that to the fourth power."

—Kevin Carter  
R&R CHR/top 40 editor

### 1980 CONTINUED

#### Country

EDDIE RABBITT Drivin' My Life Away



**Pop/Adult**  
AIR SUPPLY All  
Out Of Love

**AOR Albums**  
BOB SEGER &  
THE SILVER  
BULLET BAND  
Against The Wind

### 1981

**AC**  
DIANA ROSS &  
LIONEL RICHIE  
Endless Love



**CHR**  
KIM CARNES Bette Davis Eyes

**Country**  
EDDIE RABBITT Step By Step

#### AOR Albums

ROLLING STONES Tattoo You

#### Black Radio

A TASTE OF HONEY Sukiyaiki



### 1982

#### Adult Contemporary

PAUL MCCARTNEY AND STEVIE WONDER Ebony And Ivory

**Contemporary Hit Radio** JOURNEY Open Arms

# Radio & Records

THE INDUSTRY'S NEWSPAPER

VOL. 4, NUMBER 48

FRIDAY, DECEMBER 10, 1976

## How To Get The Most From The Music Information In R&R...

From time to time, and because of the tremendous subscription growth we've experienced, it makes sense to take a few minutes to explain how Radio & Records gathers its music information, and how you can get the most from the detailed information we offer each week.

Let's begin with the BACK PAGE. The Top 30 Chart on the Back Page is an exact reflection of the current week's most played records on our reporting Top 40 stations. These reports are taken by phone only every Monday and Tuesday. The chart is a compilation of all this data. The radio stations reporting to us use many different areas of research to get their individual chart numbers, so therefore our chart reflects a combination of airplay, sales, requests and other supportive station research.

**BREAKERS:** are the most active and most played of the newer records. These are calculated by the number of stations on the record and the showing of significant chart jumps, and/or the fact that a record has many major market additions to playlists on a certain week. A Breaker, in most cases, has not yet charted, but there are exceptions.

**NEW & ACTIVE:** are those newer records, slightly less played than the Breakers. These records are getting substantial airplay from our reporters and are in a growth period. Occasionally you may find a record here that, because of its high numbers on major market stations, gets on the Top 30. When this happens it means the record has not yet spread and you should check the Parallels for details. If you were to extend the numbering system beyond our 30 chart, under normal circumstances, the top Breaker would be number 31 (unless it has already charted higher), the next 32, and down the Back Page through the New & Active and into Others Getting Significant Action. The records in the "Others Getting" section are those that have beginning airplay at some of our key reporters and in some cases have already experienced chart movement.

**MOVES:** The moves we report in our quick glance summary of a record are meant to reflect the overall picture of what's going on. This will explain why you may see small jumps listed or even midchart stalls listed. This tells you that it is getting this kind of action at other stations not listed in the summary.

**AOR HOT TRACKS:** These are the most played album cuts by artists

Continued on page 8

## Garland To WRKO

Les Garland, Program Director of CKLW/Detroit for the past year and a half, has resigned to accept the position of Program Director of WRKO/Boston. Garland told R&R "The past year and a half with CKLW has been the most enjoyable days of my career. I will miss General

Manager Herb McCord and all the others affiliated with the station. But I look forward to my new position and challenges in Boston with a fine radio station, WRKO." Garland will make the move to Boston January 1.

## Bennett Exits WNOE

Eric Anderson, VP/GM of WNOE AM & FM/New Orleans announced Tuesday (7) that Buzz Bennett has left the programming position he held at the station. Anderson told R&R: "Buzz and I had an agreement back in September, when E. Alvin Davis left, that he would program the station through the book. The book is over and so is our agreement." Kevin Metheny is the acting PD of WNOE-AM, Bobby Reno remains PD of WNOE-FM. Bennett has not yet announced his future plans.



## Charlie Tuna Resigns As KIIS Program Director

The rumor in last week's R&R 'Street Talk' column came true this Tuesday (7) when Charlie Tuna resigned as the Program Director of KIIS AM&FM/Los Angeles. Tuna told R&R: "After two years of doing programming and getting up at 4:30

commented "Charlie has done a fantastic job of getting us off the ground in the right direction. I had discussed with him at the outset that if it did become too much we would consider the alternatives. We have now done that and I'm looking for a new Program Director."



to do the morning show too, I feel I've got to take a second look at my life. I want to enjoy life and my family. You can't do it when you work 14 to 16 hours a day. I also found it difficult to be a good PD and a strong morning man, the strain was too much. I have chosen what I enjoy the most, and that is being an air personality. I want to thank Combined Communications for the many opportunities they've given me, they are truly a great company, I'll be with them a long time." Tuna will remain on the air, doing the morning show at KIIS.

KIIS General Manager, Ed Boyd, was also contacted by R&R and

## Bibby Named New MCA VP/Marketing

MCA Records President Mike Maitland made two major announcements this week. The first was that



Rick Frio has departed MCA as VP/Marketing. The second was the appointment of Richard Bibby to the post that was vacated by Frio. Bibby has been in charge of MCA's Canadian record division for the past five years.

COMING  
NEXT WEEK:

## Radio & Records Year-End Special



**WHO READS R&R???**—Chuck Barris, producer and emcee of the popular television show, The Gong Show, that's who! And, (ready for this?) that's MCA's newest act, The Passout Bros., (in real life MCA's National Singles Promotion Director, Pete Gidion and National Album Promotion Director, John Scott) who will leave you breathless with their network television debut. Don't be left holding your breath. Watch Pete and Jon on The Gong Show, Friday, December 17. Check your local listings for the exact time and channel in your area.

## Carole King To Capitol

It's now official, Bhaskar Menon, Chairman of Capitol Records, Inc., announced that Carole King has left Ode Records and has joined Capitol with an exclusive long term, world wide recording contract.

"Speaking for the entire staff of Capitol Records, in addition to the

world wide EMI family of companies, we are most honored to welcome Carole King to our organization," said Mr. Menon. "We are looking forward with great anticipation to working with such a distinguished artist who is at the same time, a warm and sensitive human being."

## KPOL FM Goes AOR

Capitol Cities' KPOL-FM/Los Angeles has announced plans to drop its beautiful music format in favor of a soft AOR approach. Sister station, KPOL-AM, will remain with the background format. KPOL management announced that Roger Layng is the new PD, Caron Brenner, formerly with KWST and KEZY-FM, is the Assistant PD, Nancy Trabish, formerly MD of K100, is the new Music Director. The station will go live on January 1, calling itself FM

94. The kickoff campaign, with a major media budget, will coincide with the change as will a signal improvement.

## Tommy Bolin Dies

Columbia Records' artist Tommy Bolin was found dead in a Miami hotel room last Saturday (4). Local authorities said that the 25 year old singer died of an apparent heart attack, but that a full autopsy was being conducted. Bolin will be buried in his hometown of Sioux City, Iowa.

### Perspectives

I was very fortunate to have several people mentor and sponsor me and help shape my career. It is difficult to name one person, so I will name two: Ben Hill, who was VP/GM at WPGC/Washington and hired me in January 1991; and Jerry Clifton, who I worked with as our consultant at WQUE in the late '80s and at WPGC.

Ben taught me to treat everyone with respect. He was big on dropping notes on your desk saying, "Good job." He was great at catching people doing things right. He truly cared about each and every one on the staff. I take that with me every day in life. There are so many things that he taught me that it would take up the entire magazine, but another thing that stands out is to be strong in your beliefs. Don't be a pushover. Managing a staff is a tough job; you have some very difficult decisions to make and you are not always going to make friends. He taught me that we are not here to make friends, but to do a job and win by achieving ratings and revenue. He was absolutely the best GM I have ever worked for, among many.

Jerry Clifton taught me to tap into the creative side of my brain and invent new ways to program. Look for "secret weapon" songs, market your station in the community and own the streets, listen to your radio station (wear headphones with an old-school Walkman), create urgency and excitement for your station and carefully disseminate research so you are playing the hits, over and over. The hits always win.

—Jay Stevens, senior VP of programming content  
Radio One



Stevens

### PIVOTAL EVENTS 1977

#### Memphis Diary Tampering Trial

It was spectacular front-page R&R news in December 1977 that included scandal, wild accusations, federal charges and, eventually, Elvis Presley's father on the witness stand. George Klein, former PD of WHBQ/Memphis, was on trial after being indicted on four counts of conspiring with an ex-postal employee to steal Arbitron diaries. Klein pleaded not guilty, though he did admit to filling out diaries in order to inflate WHBQ's ratings. He testified that it was station GM Dick French who gave him the diaries with orders to fill them out. Once on the stand, French denied Klein's accusation and countered by saying a postal inspector alerted him of the

alleged diary-tampering plot. Adding further insult to injury for Klein, French added under oath that when Arbitron ratings subsequently showed WHBQ vaulting from seventh to second place, he was surprised, explaining he didn't think Klein was doing a good enough job as PD to merit such an increase. Adding a bit of flavor to this spectacle was the appearance of Vernon Presley, who testified on behalf of Klein as a character witness. The former postal worker ultimately plea-bargained; Klein was acquitted of three mail fraud charges, found guilty on one count of conspiracy and sentenced to 60 days in federal prison.—R.J. Curtis

#### KBCO/Boulder Signs On, Giving Birth To Triple A

KBCO launched in 1977 as an independently owned "granola" station under the guidance of programmer Dennis Constantine with a 250-watt signal out of Boulder, Colo. Thirty years later, it has evolved into a 100,000-watt powerhouse that dominates ratings and revenue in Denver. And despite current ownership by Clear Channel and a tried-and-true footprint, the station is still perceived as your friendly, neighborhood station.

"The image idea I originally had was 'Color Radio,' as a play on words for Colorado, but it became clear early on that such an image really didn't have much longevity," Constantine recalls. "We simply changed the

call letters to KBCO and played up the whole Boulder, Colo., mystique as our image."

He, along with early staff members John Bradley, Dave Rahn, Doug Clifton, Ira Gordon and Paul Marzsalek, stepped out in the early '90s to help spread triple A to many other markets—even though it looked like the format's forefather might not survive. When Mike O'Connor became PD in 1996, he was brought in to blow up the station and flip it to alternative. Instead, he helped reinvent and refine KBCO so it could survive and prosper well into the 21st century under the guidance of PDs Dave Benson and, now, Scott Arbough.—John Schoenberger



### RADIO & RECORDS

## Convention Memory

"A few years back Bill Clinton gave a very inspirational keynote speech at the R&R convention in Los Angeles. Usually, music and politics do not mix, but on this



Wilson

day it was refreshing to have a musical outsider up there on the big stage."

—Ken Wilson, senior VP of urban promotion, Warner Bros. Records

### 1982 CONTINUED

**Country**  
CONWAY  
TWITTY The Clown

**Black Radio**  
STEVIE  
WONDER  
That Girl

**AOR Albums**  
ASIA Asia



### 1983

**Adult/Contemporary**  
SERGIO MENDES Never Gonna Let You Go

**Contemporary Hit Radio**  
POLICE Every Breath You Take

**Country**  
KENNY ROGERS & DOLLY  
PARTON Islands In The Stream



Def Leppard

**AOR Hot Tracks**  
POLICE King Of Pain

**AOR Albums**  
DEF LEPPARD  
Pyromania

**Jazz Radio**  
GEORGE BENSON In Your Eyes

**Black Radio**  
MICHAEL JACKSON Billie Jean





# Radio & Records

THE INDUSTRY'S NEWSPAPER

VOLUME 5, NUMBER 29

FRIDAY, AUGUST 12, 1977



**KYTE BOOSTS BALD EGOS**—Contrary to apparent visual evidence, the above photo does not depict a trio of walking thumbs, or an alien race of intelligent potatoes. The three numb skulls pictured are the finalists in KYTE/Portland's "Bald Is Beautiful" contest. The station persuaded the city's Mayor to declare June 1 "Bald Is Beautiful Day." The original idea for the contest sprang from the unadorned skull of KYTE morning man Don Wright.

## NAB Asks Radio Input On Royalties

The NAB has asked its members to submit "factual material" on the topic of promoting record sales via radio to be included in Copyrights Register **Barbara Ringer's** upcoming performance royalty report. Although the NAB memo to members maintained that Ringer's report to Congress would favor performance royalty proposals, it stressed the importance of including broadcasters' opin-

ions and evidence of how stations influence record sales. Statements from retailers, and reports from stations on methods used by record company promotion people in soliciting airplay on new records were cited by the NAB as examples of the type of material desired from broadcasters.

In calling for industry participation, the NAB delivered a stern warning on the issue, stating

"NAB's efforts to prevent establishment of a performance right in sound recordings was successful in the last Congress, but we cannot relax our efforts." Continuing, the memo raised the prospect of broadcasters having to pay out "nearly \$15,000,000 in addition to the fees already paid to ASCAP and BMI and other music listening societies."

## CBS Convention Biggest Ever

The recently concluded CBS Records Convention was the company's largest in history, with over 1300 participating in a wide range of events taking place at London's Grosvenor House from July 25 to the 31st. Attendees heard addresses from CBS' top executives, including CBS Records Group President **Walter Yet-**

**nikoff**, CBS Records Division President **Bruce Lundvall**, and CBS Records International President **Dick Asher**. Also featured were numerous departmental seminars, workshops, and meetings covering all phases of the company's operations. New and upcoming product was previewed, intracompany awards were bestowed, and the late **Goddard Lieberson**, former CBS Records President, was honored. The convention was highlighted by musical performances from label stars including **Boyz Scaggs** and **James Taylor** (Columbia), **Heart** (Portrait), **Patti LaBelle** (Epic), **Teddy Pendergrass** (Philadelphia International), and the **Beach Boys** (Capitol).



**CBS CELEBRATES**—Pictured left to right (standing): Peter Philbin, Manager of Talent Acquisitions, Columbia Records; Matty Matthews, Columbia Local Promotion Manager, New York; Joe Wissert, Executive Producer, Columbia Records; Irving Azoff, Boyz Scaggs' Manager; Carmella Scaggs; Boyz Scaggs; Bob Sherwood, Vice President Columbia National Promotion; Jimi Fox, Program Director, TEN-Q/Los Angeles; Carol Singer, MD, WRKO/Boston; Charlie Lake, National Program Director, Bartell Broadcasting. Seated: Steve Marshall, Program Director KNX-FM/Los Angeles; Sheila Chlanda, Associate Director, Secondary Markets; Christie Wright, Music Coordinator, RKO Radio; Gordon Anderson, Director National Promotion for Associated Labels.

FCC REVOKES WLLE/RICHMOND LICENSE FOR FRAUDULENT BILLING  
—see page 4—

LIFESTYLES...THE NEW DEMOGRAPHICS  
—see page 22—

## Labor Board Rules CKLW Innocent

CKLW/Detroit-Windsor has been exonerated of all charges brought by NABET regarding unfair labor practices, according to a Canadian Labor Board ruling. In a 55-page opinion, the Board implied that any unfair practices may have been on NABET's side. The union had been striking against CKLW

for the past five months. Following the Labor Board's decision, the strike continued, but 10 of the original 32 striking employees have returned to work. CKLW PD **Dick Bozzi** told R&R: "Now that these charges have been dismissed, we will most likely return to the bargaining table."

## Y100 & KEZK-FM Sold

Y100/Miami (WHYI) and Beautiful Music formatted **KEZK-FM**/St. Louis have been sold to **Norman Wain** and **Bob Weiss** for a reported \$6.1 million by the **Heflat** chain pending

FCC approval. **Wain** and **Weiss**, who currently own **KOAX**/Dallas, will assume ownership at the beginning of 1978.

## NABET Rewrites Strike Offers

As the NABET strike against the ABC network passed the 11-week mark, union officials were rewriting their proposals in preparation for a meeting with ABC in the Federal Mediation Service offices in Washington D.C. ABC officials

delivered a "new package" of offers recently as well, according to a NABET source, indicating a degree of willingness on both sides to bring an end to the extended strike.

## CPI Chairman Cardozo Killed In Plane Crash

**Hart Cardozo, Jr.**, Chairman of the Board of Communications Property, Inc., was killed July 31 when a private twin-engine plane in which he was a passenger, crashed into the side of a mountain while returning from an Alaskan fishing trip. Cardozo, 50, was a major stockholder in CPI, which

owns **KHAK**/Cedar Rapids, **KFGO**/ Fargo, **WDBQ** and **KIWI-FM**/Dubuque, **WNFL**/Green Bay, **KATE** and **KCPI-FM**/Albert Lea, Minnesota, and **WBDC** and **WFNN-FM**/Escanaba, Michigan. He is survived by his wife, **Diane**, and three children. CPI President **Philip T. Kelly** will assume leadership of the company.



Pictured left to right (standing): **Bob Sherwood**, Vice President, National Promotion, Columbia Records; **Jim Jeffries**, Director of National Promotion, Epic Records; **George Chaltas**, Columbia Records Local Promotion Manager of the Year; **Jack Chase**, CBS Records, San Francisco Branch Manager; **Joel Newman**, Epic Records Local Promotion Manager of the Year; **Dave Sholin**, Music Director, KFRC/San Francisco; **Bud O'Shea**, Director of Marketing, West Coast, Epic Records; **Paul Smith**, Vice President, Sales & Distribution, CBS Records. Sitting: **Rick Swig**, Director of National LP Promotion, Epic Records; **Warren Williams**, Columbia Western Regional Promotion Manager.

### Perspectives

The radio event that changed my life happened July 17, 1981, a balmy Friday night in Kansas City, Mo. I was relaxing at home after a long week as news and operations director of KCMO Radio. During a phone call with my mother in New York, the operator suddenly broke in, asking if I would release the line for an emergency call. The next time the phone rang, it was KCMO reporter Dan Verbeck with the chilling news that the skywalks at the Hyatt Regency Hotel had collapsed during a “tea dance” in the hotel lobby. First reports were that dozens of senior citizens and onlookers were trapped in the rubble, and since I had a Marti unit in the trunk of my car, I was the closest staffer to the tragedy.



Tradup

I drove at an exceptional rate of speed through downtown Kansas City and arrived at the Hyatt just as emergency crews were converging on the scene. Inside, unimaginable horror: muffled screams, collapsed concrete slabs, twisted metal and dust everywhere from the two 32-ton walkways that had suddenly collapsed onto the crowd.

Along with other KCMO news reporters who had been called in, we set up our Marti unit just outside the hotel lobby. Inside, police barricades were quickly set up to keep onlookers away. We were afraid we would be ejected by emergency responders and sent across the street with other media representatives—a fear that passed when police chief Norm Caron came on the air with us, thanking us for broadcasting and saying he learned the extent of the tragedy while listening to our reports as he drove there.

It was surreal, horrible, unbelievable. Nothing prepared me for broadcasting live amid such carnage, which investigators later would blame on so-called “harmonic vibrations” that caused the upper skywalk to collapse onto the lower, which in turn smashed onto the unsuspecting crowd below just as the band struck up the tune “My Satin Doll.” By the time huge cranes had removed the final concrete slabs from the lobby, 114 men and women were dead. A city was in shock, having endured the deadliest structural collapse in U.S. history. And I was forever changed.

In the years ahead, I would cover or supervise the broadcasting of many major stories as I crisscrossed the nation in radio: Bernhard Goetz, the “subway vigilante” in New York, and the William Westmoreland vs. CBS News trial (WMCA/New York); Delta Flight 191 crashing at DFW Airport due to “wind shear” and baby Jessica McClure being trapped

### PIVOTAL EVENT 1978

#### FM Listening Surpasses AM

“FM,” the film that told the tale of fictional radio station Q-Sky in Los Angeles and starred Martin Mull and C’eaon Little, with a soundtrack including Steely Dan, Linda Ronstadt, Queen and Joe Walsh, was released in 1978. Coincidence? Perhaps not.

Despite having been developed in the ‘40s, FM took a long time to be adopted by the majority of radio listeners. While initially used to broadcast

classical music and for educational programming, by the late ‘60s FM became an outlet for free-form rock programming. By the late ‘70s, buoyed by inventive programming and its stereo signal, frequency modulation hit its stride. The RADAR 19 fall 1978/spring 1979 report revealed that for the first time, 12+ Monday-Sunday AQH for FM radio (at 12,547,000) surpassed that of AM radio (at 12,320,000).—Ken Tucker

### RADIO & RECORDS

### Convention Memory

“During my programming days at what I believe was either the first or one of the first R&R Conventions in Dallas, we arrived, tossed our bags in our rooms and went about finding the record company hospitality suites. We’d been talking with friends, having a drink and noticed a few people gathered around a large TV. They were watching a live shot on one of the local stations from a fire at a large building. The building was identified as a hotel and the reporter said the fire was in the kitchen area. Looking out the window I saw fire trucks and smoke—the fire was at our hotel! No alarms had sounded and as I looked around the room, conversations were continuing and no one seemed concerned. So the logical thing to do was to have another drink. We did and the convention rolled on.”



Widsten

—Hal Widsten, GM, KWED-AM/Seguin, Texas

in a well in Midland, Texas, for several days (KRLD/Dallas); the Chicago River flood shutting down State Street and the Chicago Board of Trade (WLS/Chicago).

But nothing will eclipse that night in 1981 when I experienced firsthand the awesome responsibility of radio news and how its immediacy and power to inform—from a common traffic report to a disaster like 9/11—will always make it the greatest mass communication medium ever invented.

—Tom Tradup, VP of news and talk programming  
Salem Radio Network/Dallas

### 1984

**Adult/Contemporary**  
LIONEL RICHIE Hello

**Contemporary Hit Radio**  
VAN HALEN Jump

**Country**  
ALABAMA Roll On (Eighteen Wheeler)



**AOR Hot Tracks**  
BRUCE SPRINGSTEEN Cover Me

**AOR Albums**  
CARS Heartbeat City

**Jazz Radio**  
DAVID SANBORN Backstreet

**Black/Urban**  
PRINCE AND THE REVOLUTION When Doves Cry



### 1985

**Adult/Contemporary**  
KOOL & THE GANG Cherish

**Contemporary Hit Radio**  
MADONNA Crazy For You

**Country**  
ALABAMA There's No Way



# Dr. Laura and R&R... still going strong!



## Congratulations!

We both got our professional starts in the 1970s  
*(boy we were young!).*

And we're both still here and still going strong.

## Happy 35th Anniversary R&R!

*Dr. Laura*

After 30+ years on the air, The Dr. Laura Program still brings ratings, revenue and relevance to radio stations all across the country with over 8.25 million listeners weekly. To find out more, contact Jake Russell at 212.239.2988, ext. 310, or [jrussell@totdradio.com](mailto:jrussell@totdradio.com).



# TAKE ON THE DAY

THE DR. LAURA PROGRAM

World Radio History

[drlaura.com](http://drlaura.com)



# Radio & Records

THE BOSTON POP/ADULT BATTLE...  
WBZ & WHDH PROGRAMMERS  
OPENLY DISCUSS EACH OTHER  
BEGIN ON PAGE 10

ISSUE NUMBER 224

THE INDUSTRY'S NEWSPAPER

FRIDAY, MARCH 24, 1978



Pictured are some of the 1978 Country Radio Seminar agenda committee. Left to right (standing) Bob Young, PD KIKK/Houston; R&R Country Editor Jim Duncan; Roy Wunsch, Epic Records/Nashville; Jim Walton, PD, WITL/Lansing; Tom McEntee, GRT Records; Rick Holcomb, GM, WTCR/Ashland; Lee Philips, PD, WOKO/Albany; Fred Hildebrand, KVOC/Casper, Wyoming; John Chaffee, Malrite Broadcasting; Marie Ratliff, Record World; Biff Collie, R&R Nashville Editor. Sitting (left to right) Ted Cramer, WDAF/Kansas City; Bob Holtan, WAXX/Eau Claire, Wisconsin; 1978 CRS Agenda Chairman Terry Wood, Operations Director WONE/WTUE/Dayton; Don Boyles, GM, WSUN/St. Petersburg; and Les Acree, PD, WMC/Memphis. The picture was taken at a debriefing meeting immediately following this year's seminar.

## Country Radio Seminar Sets Sights On Future

Nearly 400 Country radio and record registrants took part in the ninth annual Country Radio Seminar at Nashville's Airport Hilton Hotel last Friday and Saturday (3/17-18). The two-day event featured a number of key industry leaders with sessions geared around the theme, "The Future of Our Country."

Terry Wood, Operations Director of WONE-WTUE/Dayton and CRS Agenda Chairman for the year, opened the seminar with a welcome to those in attendance, and urged constant input from the participants by the sharing of ideas. Unlike seminars in the past, there were no keynote speakers.

### Attitude Development Showcased

The first session, considered by many one of the main highlights of this year's event, featured University of Colorado sociologist Morris Massey in a video presentation entitled "What You Are Now Is Where You Were Then." It featured an interesting look at human development of attitudes and reactions. Massey's talk was fast-paced and often humorous. He spoke about music as a programming tool for setting the values of people. KIKK/Houston PD Bob Young was moderator for this part of the program.

"The Future of The Recording Industry" was the topic of the next meeting headed by record executive Nick Hunter. The panel included Rick Blackburn, CBS Records/Nashville; Dave Burgess, Republic Records; and Stan Snyder, Cleveland International Rec-

ords. Blackburn's talk featured an in-depth statistical look at the growth of the Country record industry, as well as a look at future plans of marketing of product.

### Concurrent Sessions Bow

A first at this year's seminar was the use of concurrent sessions. WHN/New York Program Director Ed Salamon moderated two sessions within two hours. One concerned reading the ratings, with Arbitron's Bill Engle and Peter Roslow of Pulse. Next was a look at radio consultants, with Bill Moyes of The Research Group and John Patton of Jack McCoy's RAM in El Cajon, California. "Building Tomorrow's Audience." At the same time, Don Boyles, General Manager of WSUN/St. Petersburg, moderated sessions with C.B. "Rik" Rogers, GM of WPLD/Atlanta, and WTCR/Ashland Sales Manager Mike Kirtner, who led discussions about selling and merchandising a radio station. WMC/Memphis News Director Rick Honea presented a 15-minute audio feature from various news departments around the country. Ideas about means of making news departments function more effectively were shared.

Al Greenfield, KIKK/Houston General Manager, headed the next general session, called "Programmers: Up Your Bottom Line." Greenfield's session took an in-depth look at the expenses and profit margins within a radio company. Forms showing profit-loss measures were found to be very

(Continued on page 18)

## Radio Listening Key Factor

# WCI Study Pinpoints Record Buyers

A detailed Warner Communications study presented at the NARM Convention in New Orleans isolated the 25-49 age group as the chief purchasers of recorded music. That age bracket accounted for 44 percent of the industry's dollar volume, compared to 39 percent for the 14-25 group, which in many industry sectors had been considered the prime target market. The study, conducted by Warner Bros. Special Products President Michael Kapp and Martin Fishbein, Research Professor at Illinois University's Institute of Communications Research, also indicated that frequent radio listeners account for significantly more than their numerical share of record purchases.

The 25-49 buying leadership revelation was regarded as good news for the industry, as that demographic sector is projected to increase by over 20 percent by the middle of the next decade, while the 10-24 age group declines by about 9 percent. "Rock" was the favorite form of music for consumers, by an almost 3-1 margin over Country, "Easy Listening", and Soul/R&B/Disco, all favored by purchasers accounting for about 14 percent of total dollar volume.

### Radio Spurs Sales

The radio listening figures underscored radio's impact on record sales. While 14 percent of the population over the age of 10 listen

to radio less than one hour a week, only 6 percent of "current buyers" (people who bought a record or tape in the last year, amounting to 53 percent of the projected total population) were in that category, accounting for 6 percent of total dollar purchases. However, while 24 percent of the total population listens to radio more than 20 hours a week, 30 percent of the current buyers listen to that amount of radio, and they account for a full 38 percent of total purchases.

In other findings, the study revealed that 71 percent of the re-

spondents felt records were a good value for the money. Women buy 48 percent of all records. Of current buyers, 47 percent buy only records, 10 percent buy only tapes, and 43 percent buy both. 83 percent of the total population has access to record or tape playback equipment, with 54 percent having access to both.

The survey was drawn from 3385 interviews conducted last year, with about 250 persons in each of twelve five-year age groups, and reportedly involved a six-figure expenditure from WCI.

## CCC Merger Off:

# Sonderling, Viacom Plan Merger

Sonderling Broadcasting Corp. and Viacom International Inc., a cable TV and television program distribution firm, have reached an agreement in principle for Sonderling to be merged into Viacom. Each of the 1,107,000 Sonderling shares would be exchanged for either \$25 or a new Viacom convertible preferred stock which would have a liquidation preference of \$25 and an annual cumulative dividend of \$1.75, with conversion and redemption terms yet to be determined. The value of the proposed merger is estimated at about \$27.7 million.

A joint statement added that the

number of shares to be exchanged for cash would be between 40-49 percent of shares outstanding on the date of the merger. Sonderling's convertible debentures would be assumed by Viacom and would be convertible into the new Viacom convertible preferred stock.

As part of the agreement, Sonderling Broadcasting will exchange its motion picture theater operations and its Chicago area radio stations, WOPA and WBMX-FM/Oak Park, Illinois, for the 25 percent of Sonderling stock owned by Chairman/President Egmond Sonderling and Vice President/

(Continued on page 18)

# California Jam II Financial, Operational Success

California Jam II, the open-air rock event staged Saturday (3-17) at Ontario Motor Speedway 50 miles east of Los Angeles, drew an estimated 250-300,000 customers and laid claim to the largest gross ever recorded for a rock event, estimated at over \$2.7 million. The concert, which featured Aerosmith, Foreigner, Heart, Mahogany Rush, Dave Mason, Ted Nugent, Rubicon, Santana, and Bob Welch (joined onstage by ex-bandmates Stevie Nicks and Mick Fleetwood of Fleetwood Mac), was generally regarded as an operational success as well, with relatively few injuries, drug casualties, and arrests reported. The sound system enable bands to be heard by even the most distant sectors of the large crowd, and R&R's Christina Anthony reported that refreshment and medical facilities for the audience were efficient and plentiful. Some gate-

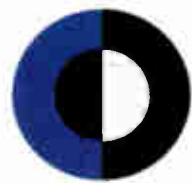


crashing and a stabbing incident involving a security guard marred the generally peaceful tone of the event, but the Ontario Police Department reported only 23 arrests, and festival medical staff said that 75 persons had to be hospitalized for illness or drug reasons.

KMET/Los Angeles helped to coordinate the event, with the sta-

tion's programming broadcast between acts, and station helicopters offering traffic advice. The concert, co-produced by Lenny Stogel and Sandy Feldman with Wolf & Rismiller, was filmed by ABC-TV for a two-hour special plus other syndicated program offerings. Columbia Records plans to release a soundtrack album of the event.

# HAPPY 35<sup>TH</sup> ANNIVERSARY



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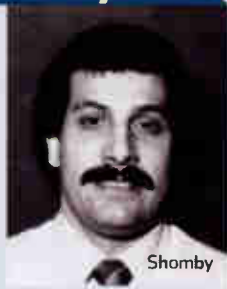
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### RADIO & RECORDS

## Convention Memory

"I happened to be at the very first R&R convention at the Royal Coach Hotel in suburban Atlanta. Jim Stafford hosted the show and one of the performers was Paul Davis, who passed away this year. The biggest memory of that convention for me, though, was the programming panel I attended. I'll never forget: Five of the best large/major PDs in the country were on it. Four had arrived, all dressed in suits. (That was the 'uniform' for programmers then.) Just as the panel was about to start, the fifth panelist comes in wearing a coon skin cap, fringe jacket, hair down to his shoulders, etc. He looked as if he had just gotten up, even though the panel was in the early afternoon. The panel began and all these guys were answering questions, philosophizing and imparting their knowledge. The one who made the most sense every time he spoke was that last panelist. He looked like a '60s hippie and spoke like one, but it didn't matter. We all walked out of there having even more respect for Buzz Bennett—the last panelist. That's where I really first heard the term 'branding'—from him."



Shomby

—John Shomby, director of programming and operations, Max Media of Hampton Roads

## Johnny Barbis

### TRIBUTE

You either know him or know of him. Johnny Barbis has been in the business longer than R&R. Still going strong, he broke the careers of Elton John, J.J. Cale, Leon Russell, Lifehouse, Nelly Furtado, the Cranberries and U2. Throughout his career, Barbis has helped sculpt the success of industry figureheads like ZZ Top, the Rolling Stones and Pat Benatar, and in an executive capacity he managed the careers of Soul Asylum, John Lennon and Peter Gabriel.

Barbis has risen from humble beginnings to iconic status among his colleagues and peers. In 1972 he began as a promotion man at Shelter Records and since served a variety of record labels (PolyGram, Island, Geffen, DreamWorks) in a multitude of executive and consultative capacities. He currently serves as Elton John's North American representative. A unique man through and through, he has proved that a gentle man with a strong ear and a dynamic sense of self can rise to the top of any business. Friend, mentor, legend.



Barbis

—Debbie Cerchione, Atlantic  
Ed Green, Capitol  
Patrick Jordan and Joe Riccitelli, Zomba Label Group

## PIVOTAL EVENTS 1979

### The Day Disco Died

Around most of the world, disco was a frolicking music trend that pervaded, peaked and quietly receded. But in the United States, an egregious stunt by Chicago rock DJs Steve Dahl and Garry Meier turned disco into a dirty word. Local WDAI had flipped to an all-disco format, firing Dahl, who then moved to WLUP, where he made it his mission to malign belief in the beat. Dahl and on-air partner Meier—with Chicago White Sox owner son Mike Veeck—staged Disco Demolition Night July 12, 1979,

during a local White Sox double-header attended by 50,000, blowing up a stack of disco records. A riot ensued, garnering national press, but more so, detonating the nationwide mantra "disco sucks." The caper made Dahl a national hero; he has been on Chicago radio for more than 30 years, today at WJMK (Jack FM). The avenging irony: Included on the station's playlist are Amii Stewart's "Knock on Wood" and Blondie's "Heart of Glass," both top five disco hits from 1979.—Chuck Taylor

### Music Scheduling Software Introduced

Dr. Andrew Economos knew he was onto something big. After receiving a Ph.D. in mathematics and statistics from UCLA and serving as NBC's computing VP in New York, in 1979 he founded Radio Computing Services. With the burgeoning availability of the IBM-compatible PC, demand for creative new taskmaster techniques was widespread—and Economos developed a software system supplanting age-old manual radio station music scheduling, allowing automated control over song rotation, balance and variety.

The initial version of his now-ubiquitous Selector was first adopted by NBC's KYUU-FM/San Francisco that first year. Today's overhauled GSelector is used by 9,000 radio and Internet stations, TV music channels, cable companies and satellite radio networks worldwide, according to the company. In February 2006, Clear Channel purchased RCS and in January 2007, the company merged with Prophet Systems. Economos retired in 2006 but remains a consultant with the company.—Chuck Taylor

### 1985 CONTINUED

**AOR Tracks**  
DIRE STRAITS Money For Nothing

**AOR Albums**  
BRYAN ADAMS Reckless

**Jazz**  
STANLEY JORDAN Magic Touch

**Black/Urban**  
STEVIE WONDER  
Part-Time Lover

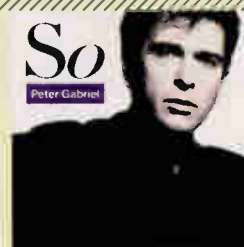


### 1986

**AC Full-Service**  
PATTI LABELLE &  
MICHAEL McDONALD  
On My Own

**Adult Contemporary**  
MOODY BLUES Your Wildest Dreams

**Contemporary Hit Radio**  
HUEY LEWIS & THE NEWS Stuck With You



**Country**  
EXILE It'll Be Me

**AOR Tracks**  
PETER GABRIEL In Your Eyes

**AOR Albums**  
ZZ TOP Afterburner

**Jazz**  
FREDDIE HUBBARD/  
WOODY SHAW Double Take



# Radio & Records

ISSUE NUMBER 269

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Convention Guide To L.A.

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Tribute To Black Radio History,  
Part I

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Rating Consultant Allen Klein  
Discusses "AM Dead?" Issue

... NEW COLUMN, PAGE 18

## Dan Mason Named GM At KTSA-KTFM

Dan Mason has been appointed General Manager of KTSA-KTFM/San Antonio, marking a notable programming-to-management career move. Mason had been National Program Director for First Media, including WPGC/Washington, DC, Z93/Atlanta, and KOPA/Phoenix.

Waterman Broadcasting Executive VP Ken Dowe, another former programmer who had handled the KTSA-KTFM GM responsibilities, commented, "The appointment of Dan Mason brings one of the brightest young broadcasters in the industry into our corporation... I share the opinion of many in the industry who believe Dan Mason is the finest radio programmer in America, with the po-



Dan Mason

tential to excel in any facet of broadcasting."

Mason said, "I can't tell you how excited I am about the challenge. It's a golden opportunity for a national program director. KTSA and KTFM are leaders in the market, and I am grateful for the chance to be associated with such a fine group of people."

No replacement for Mason has been named at First Media.

## CONVENTION UPDATE

### Van Deerlin Keynote Speech To Be Transmitted Live By Satellite

In keeping with the futuristic theme of R&R Convention '79, the keynote address of Rep. Lionel Van Deerlin (Friday, 3-2, 10:00am) will be transmitted directly from the ABC studios in Washington, DC via satellite to Convention headquarters in the Century Plaza Hotel, and displayed on a 20-foot television screen. Following the speech, the audience will have an opportunity to question the Congressman directly via the satellite transmission. It promises to be a new and exciting experience in future-style communications.

### Sherwood To Head Radio/Records Panel

Bob Sherwood, President of Phonogram/Mercury will moderate a new panel allowing the radio



and record industry an open exchange, discussing the needs of both sectors and all aspects of the complex interrelationship between the two, from artist signings to record promotion to concert presentations. Radio will be represented by RKO Radio National Music Coordinator Dave Sholin, KRBE/Houston PD Clay Gish, Amature Radio Senior VP Jim Maddox, and WMMS/Cleveland

PD John Gorman. On the records side are RSO President Al Coury, A&M Senior VP Harold Childs, Atlantic Senior VP Michael Klenner, and a special surprise guest to be announced next week. This panel, which should prove to be one of the most freewheeling, energetic discussions yet, will be presented Thursday evening (3-1) at 7pm.

## \$1.8 MILLION SETTLEMENT REACHED

### Buckley, Other Starr Directors Sued By SEC

The Securities Exchange Commission filed suit last week against former Starr Broadcasting Chairman William F. Buckley, Jr., ex-

Starr President Peter H. Starr, and several other past and present Starr directors, charging fraudulent dealings. A settlement was

quickly reached, in which Buckley and others neither admitted nor denied the charges; however, Buckley has been barred from serving as an officer or director of a publicly traded company for five years, and a total of approximately \$1.8 million will be paid by the accused parties to Starr shareholders. The pending takeover of Starr by Shamrock Broadcasting will not be affected, and the SEC stated that Shamrock would make no claim on the settlement money.

The SEC complaint centered on an alleged purchase by Starr of 17 theater properties owned by Sitco Ltd., a group including Buckley and Peter Starr among its members. The purchase was arranged, the SEC charges, to save Sitco from bankruptcy. Since Buckley was Chairman of Starr, he was according to the SEC using the company he headed to bail him out of a personal financial crisis, a practice violating securities laws. The SEC also charged that various Starr filings failed to disclose the transaction, or provided misleading information about it.

### Lippman Exits Arista VP Position For Management/Law Career

Michael Lippman, Vice President of Arista's West Coast Operations, has resigned that position to pursue goals in the fields of law and artist management. Lippman told R&R, "I'm leaving Arista to return to the practice of law and management. I will be representing Melissa Manchester, Leo Sayer, Bernie Taupin, Eric Carmen, and Harry Maslin, among others. In addition, I'm working with Bernie in producing a couple of films."

Lippman had been with Arista for over two years, and previously worked with attorney Jay Cooper and with Creative Management Associates (now ICM). Among his previous clients are David Bowie, ELO, Patti Smith, and film director John Avildsen. He commented, "Over my eight-year history in this business, I've worked with some of the best people in the industry - Freddie Fields at CMA,



Michael Lippman

Jay Cooper, and Clive Davis. I felt that after working with these men and learning so much from them, it's now time to go off on my own and develop my own operation."

### Planet Brings "Fire" Home

The future home of Planet Records caught fire Tuesday afternoon (2-13) when a spark ignited lacquer being used by workmen to refinish wood paneling on the building's third floor. The building, located at 9134 Sunset Blvd., had been recently purchased by Planet President Richard Perry and the label had intended to occupy the third floor March 1st.

According to Dave Urso, Vice President of Promotion for Planet, although the third floor of the building was completely gutted, no one was seriously injured. Planet will continue to operate out of its temporary offices at 9120 Sunset Blvd. until further notice.



**JONES NAMED TO NEW CASABLANCA VP POST** - Pete Jones has been appointed to the newly created position of Vice President, Marketing at Casablanca Record and FilmWorks. Jones was most recently Vice President of Sales, Midwest at Polygram, and previously served at RCA in several executive capacities. Casablanca Senior Vice President Larry Harris, who announced the appointment along with Executive Vice President Bruce Bird, said, "The addition of Pete Jones to Casablanca's executive staff represents one of the most promising developments in our company's growth. Pete Jones is a dynamic young talent who has amassed remarkable industry experience; he's the perfect combination for us." Pictured (l-r) are Bird, Jones, and Harris.

## UPI Satellite Radio News Network Test Approved

The FCC has approved United Press International's longstanding plan to build and operate a network of earth stations to receive news transmissions via satellite. The construction permit granted by the Commission's Common Carrier Bureau allows for up to 30 receiving stations, but UPI will start with terminals to be installed at its own New York headquarters, the Jefferson City, MO offices of the Missouri State Radio Network, and at ten other radio stations across the country. These are WINZ/Miami, WNOX/Knoxville, WHDH/Boston, WBAM/Montgomery, KOY/Phoenix, KSL/Salt Lake City,

KKYY/San Antonio, KOFI/Kalispell, MT, and WHEB/Portsmouth, NH. Additional test sites will be added as the program continues.

The test's purpose is primarily to gain experience in the use of satellites and several scattered earth stations used as a one-way receiving-only news distribution system, and to work out any bugs that might come up in order to develop an efficient, inexpensive, and fast service. RCA and Western Union are providing the satellite end of the program, while several large firms are handling the earth stations.



**WMAQ CELEBRATES FOURTH OF COUNTRY** - WMAQ/Chicago recently threw a party to celebrate its fourth anniversary as a Country station, with a large radio, records, and press turnout and a performance by Charlie Rich. Pictured enjoying the festivities are (l-r) Rich, WMAQ General Manager Burt Sherwood, and Program Director Bill Hennes.

### Rick Cummings

#### TRIBUTE

Emmis Radio president Rick Cummings is a one-of-a-kind, tireless and selfless worker. Rick leaves no stone unturned in his inexhaustible pursuit of radio excellence and respect from listeners, advertisers, radio operators, Wall Street, all media—and just about anyone who'll listen. There isn't a board or advisory committee of acronyms that has not benefited from his time, efforts, interest or insights: NAB, RAB, R&R, Arbitron and the Conclave, to just scratch the surface.

Rick is radio operator agnostic; he believes a win by any company bolsters the profile of the entire radio sector. Rick is the smartest radio executive I've ever known and the most humble. There is a lesson here for all of us.

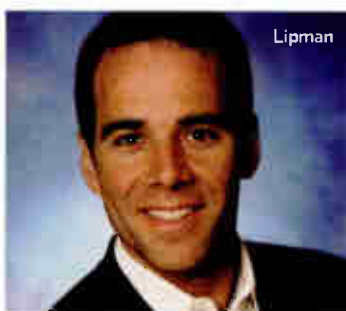
You may say I'm writing all this because Rick is my boss—but I've had many bosses, and this is the first time I'm writing anything of this nature. And don't just take my word for it. Ask anyone who has ever done business with Rick, worked for him or ever had a conversation with him. His mere presence as a radio ambassador enriches our medium every day, and we are blessed with his efforts. Rick has quietly changed the course of our business.



Cummings

—Jimmy Steal, VP of programming  
Emmis

### Perspectives



Lipman

The only part of our industry that has been consistent for 35 years is the impact music has on people. The way we distribute, purchase and listen changes with every generation. With that in mind, I am quite bullish on the future of this business.

—Monte Lipman, president/CEO  
Universal Republic

### PIVOTAL EVENT 1980

#### The Mighty RKO General Falls

In the early '60s, RKO General was renowned for its lustrous broadcast holdings: AM/FM/TV combos WOR/New York, KHJ/Los Angeles, WHBQ/Memphis, CKLW/Detroit, WNAC/Boston and KFRC-AM & FM/San Francisco. But on June 6, 1980, the FCC stripped WNAC's license, beginning the most egregious media downfall in history.

License-renewal challenges charged RKO owner General Tire with forcing vendors to buy

ad time in order to sell its product. Ultimately, General Tire confessed to multiple courts of corporate misconduct. In 1987, the FCC charged RKO with fraudulent billing, falsified financials and misleading ratings.

A commission attorney deemed RKO's conduct as "the worst case of dishonesty" in FCC history, refusing to renew licenses. RKO dismantled its final broadcast property in 1990—but its indignity lives on in broadcasting lore.—Chuck Taylor

### RADIO & RECORDS

#### Convention Memory

"As I waited anxiously in the lot behind the backstage entrance to the ballroom, I practiced my greeting: 'Welcome to the R&R Convention, sir. My name is Ken Deans, and we are honored to have you perform for us.' No, too formal. As I was thinking of other options, up pulled the big black limousine. The back door swung open, and I said, 'Welcome, Mr. Brooks, my name is Ken Deans. I am your production manager for the day . . .' He cut me off. "First of all, it's Garth, and would you mind holding my guitar for a minute?"

"With that, he sprinted across the parking lot to the back gate where three fans with albums were hoping to get a chance encounter with their hero. He posed individually for pictures with each, thanked them for coming and ran back to me.

"I had been advised by his management that he would be flying out directly after the show, so I explained to Garth I was aware of his time and would he like me to set my watch to his. He said, 'Ken, I work for you and your guests today, so you tell me what time it is, when I can check and when you want me to play. I am the privileged one here.' Wow! Here is the biggest country star ever, and he still knows and cares how he got there.

"To this day, my encounter with Garth is my most memorable. So thanks for the years of opportunities."

—Ken Deans, president, Liaison Group



Deans

### 1986 CONTINUED

**Black/Urban**  
PRINCE Kiss

**1987**

**AC**  
CHICAGO Will You Still Love Me?

**CHR**  
WHITNEY HOUSTON I Wanna Dance With Somebody (Who Loves Me)

Whitney Houston



**Country**  
RANDY TRAVIS Forever & Ever, Amen

**AOR Tracks**  
U2 I Still Haven't Found What I'm Looking For

**AOR Albums**  
U2 The Joshua Tree

**Jazz**  
PAT METHENY GROUP Still Life (Talking)



**Urban Contemporary**  
ATLANTIC STARR Always

**1988**

**AC**  
TAYLOR DAYNE I'll Always Love You

**CHR**  
BILLY OCEAN Get Outta My Dreams, Get Into My Car



HOUSTON: NEAL PRESTON



# Radio & Records

ISSUE NUMBER 345

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AUGUST 15, 1980

## Bigby Becomes WIFI Operations Director

Tom Bigby made his return to radio this week as Operations Director of WIFI/Philadelphia. The former WXYZ/Detroit PD had been working for some time in Dallas with Polydor Records. Bigby replaces Steve Rivers, who resigned to go into the consultancy business (R&R 7-25), with WIFI as one of his clients.

General Cinema Corp. Radio President John Tenaglia commented to R&R, "I've known Tom for a number of years. I have a high regard for him and I believe he is the individual who can execute the format better than anyone else I know at this point in time. I have a lot of confidence in him."

## Klahr Heads Up New Schulke Format

Dave Klahr has been named to handle the execution of the Schulke 2 format, a new syndicated format devised by Jim Schulke, the nation's most successful Beautiful Music syndicator. Klahr, who recently resigned as PD of WYNY/New York (R&R 7-11), explained his new position to R&R.

"This is something Jim's been developing for a number of years," he said. "He's currently presenting it personally by invitation only here in South Plainfield, NJ to select broadcasters, managers, and executives. My job, until we get on the air, will be partially to contribute to the creative aspect of it, and once it's on the air, I'll be the guy who will come into the stations and consult them on the execution, the performance of the announcers, and how the program directors will handle the format. I'll get them on the air and beyond that, I'll help them maintain their product on the air to the Schulke standard."

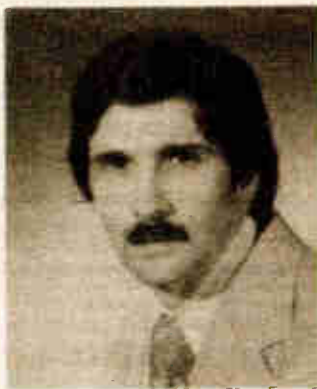
### "Filling A Void"

Klahr was reluctant to discuss details and direction of the Schulke 2 format, which sources indicate will lean Pop/Adult. "There are a lot of competitors who are guessing what Schulke is working on," he said, "trying to guess what his mix of music will be and what years it's from and so forth. I can't describe the format at this stage, but we are convinced we have a big hit."

Schulke 2 formats will apparently appear in markets where the Schulke 1 Beautiful Music format already exists, but Klahr con-

Bigby told R&R, "It's a hell of a challenge. We're going to take a different direction with the station; we're going to move away from top tracks to mass appeal. I'm very happy to be back in radio. One thing that can be said is that being in the record industry certainly gives you a different perspective on radio."

Tenaglia also announced that Bill Gamble, former WIFI Production Director who recently became PD at GCC's WEFM/Chicago, will now add the National PD title to his present responsibilities, and will report directly to Tenaglia.



Dave Klahr

tended that the two formats will not overlap significantly. "We think the audience will come from other areas," he asserted. "We don't believe it will draw from Schulke 1; we don't feel the new format will compete with the existing Beautiful Music format. We're looking to fill a void."

Klahr summed up by saying, "This will be a quality product, different from what Schulke has done in the past. I'm very excited about it because it will give me a chance to learn from a master of his profession and then apply this new concept. Working in the markets I've worked will help me work with program directors and jocks and managers around the country. I'm looking forward to meeting people across the country and maybe working with old friends from time to time." He said no stations have been set for the new format as yet, but that there were a number of seriously interested prospects.



Mike McVay, George Francis, Bob Moody

## THREE DAYS AT K-BEST

### McVay Changes Mind, Returns To WAKY

Three days after joining K-BEST/San Diego as PD (R&R 8-8), Mike McVay decided in a dramatic turn of events to return to WAKY/Louisville, the station he guided to top ratings in the last book. McVay cited "personal reasons" in explaining his turnaround, adding in a somewhat whimsical and wacky official statement: "There are two reasons why I came back. One, this is the best-run radio station in the country, which makes it fun to work here. And two, I think I sense the next great programming wave, and George (Francis, WAKY-WVEZ VP/GM) has agreed to give it a try. Effective immediately, WAKY is going Mexican."

WAKY had been trying to retain McVay's services from the moment he resigned, and he will now also program FM sister WVEZ, although he will work a shorter airshift (10am-noon) at WAKY. Francis said that this move would give him more time to concentrate on his management duties while still "providing the involvement that only comes with air work."

### Moody Stays On

Bob Moody, who had been promoted from Assistant PD to Program Director during McVay's absence, will stay at the station as Assistant PD and Music Director. In keeping with the lighthearted tone of McVay's remarks on his return, Moody said, "Hell, I've been Acting News Director, News Director, Music Director, Assistant Program Director, Acting Program Director, Program Director, and Former Program Director. Everything but Hall Monitor. I don't care. I'm in this for the titles. My only regret is that I wasn't in the job long enough to use the credit card."

Francis summed up the situa-

tion somewhat more seriously by saying, "We didn't want Mike to go. He's the best PD in the country. I'm flattered that he's come back. Bob Moody understands all this. He was selected for the promotion from a group of more than 50 candidates, some of the top people in the business, so he knows how much we think of him. The team that made this station one of the big success stories in the country is back together, and we're going to keep right on winning."

## Floyd Takes Loop PD Post

Max Floyd has been named Program Director at WLUP/Chicago, filling the position vacated by Mitch Michaels in favor of an on-air post (R&R 7-11). Floyd comes to the Loop having served as PD of KYYS(KY102)/Kansas City for the past six years. He was formerly PD at KLZ-FM/Denver (now KAZY) as well.

WLUP General Manager Les Elias commented on Floyd's appointment to R&R, "Max has the sort of experience and administrative strength I was looking for in a PD. And of course he has the ear for what a radio station ought to sound like. The man has been successful over a long period of time." Elias continued, "That, plus the high recommendations of those who have worked with him in the past, helped me make the decision. I feel very good about it."

"It was something I couldn't turn down," Floyd told R&R. "The deciding factor was probably Chicago itself. It's one of the major markets and one of the premier

## Brink Named KHOW PD

Scotty Brink, one of the nation's most prominent air personalities and programmers, has been appointed PD of KHOW/Denver. Brink, who programmed KAUM/Houston among other major market stations, was most recently morning man at WXLO/New York, following a stint as morning man at WNBC in the same city.

Doubleday President Gary Stevens told R&R, "I've known Scotty for years. He's one of the most talented guys in the business. He's done a super job programming a couple of major stations around the country. He opted out to become a personality in a big market for a couple years, and decided that isn't really what he wants to be. We're just thrilled to have him join us."

KHOW GM Sam Sherwood added, "We're happy that Scotty Brink is coming to Denver, and he's going to one hell of a job. He's our main man." Brink was unavailable for comment this week.



Max Floyd

AOR jobs in the country."

Floyd expressed regret at leaving his KYYS staff, saying, "They're great. It'll be hard to find anything approaching that again." But he added, "I think there's a time when you have to make a move, and as tough as it is, this is the time." No starting date for Floyd has been announced.

### Tom Yates

#### TRIBUTE

We here at rock KOZT (the Coast)/Fort Bragg, Calif., would like to cite our co-owner/manager/programmer, Tom Yates. Tom began his professional career at pre-KSAN pioneer FM progressive KMPX/San Francisco in 1967, ending up as PD. He was then recruited by ABC to KLOS/Los Angeles in 1971 and became the PD as ABC moved its FMs into what was soon to become (thanks to R&R's then-rock editor Mike Harrison) an AOR.

KLOS went on to become the first FM rocker to overtake the AM top 40 giants in the ratings—first KRLA and then KHJ. Many of the KLOS staffers Tom hired, including Jim Ladd, are still at KLOS. Talk about longevity. And many of Tom's precepts and winning strategies are still used all over the country. After KLOS, Tom served as editor of Goodphone Weekly while running his own NOVA Broadcast Services consultancy with winning stations from Seattle to Pittsburgh to Orlando to El Paso and Los Angeles.

Tom was one of the featured consultants (along with Lee Abrams) in R&R's "AOR Story."

Moving back to San Francisco to program the original KSAN until its sale, Tom then moved back to L.A. with Greater Media's KLSX, which topped his old station in one week. Since leaving KLSX in 1990, Tom and his wife, Vicky Watts, have owned the Coast in Mendocino County and put together another winning staff that continues to put out compelling—and winning—radio. The Coast has been nominated five times for a Marconi Award and was named rock station of the year in 2002 and to date has received two Crystal Awards. Often sought out for advice and consultation, Tom's influence is everywhere, especially in rock and triple A stations all over the country.



Yates

—The Coast Crew KOZT-FM

## PIVOTAL EVENTS 1981

### Birth Of The Morning Zoo

Ironically, the concept of the "Morning Zoo" more closely resembles a circus, with its troupe of high-flying comedic personalities, contesting, on-air games, parody songs and various clown-around stunts and skits, along with news and service elements. The morning radio format was originated in 1981 by Scott Shannon and Cleveland Wheeler at CHR/top 40 WRBQ (Q105)/Tampa as "The Q Morning Zoo." The show ranked so highly—with shares reaching into the 20s—that it was soon imitated

as a morning staple around the country and as far away as Australia.

Shannon brought "The Morning Zoo" with him to CHR/top 40 WHTZ (Z100)/New York in August 1983; host Elvis Duran took over in 1996 and continued carrying the "Morning Zoo" torch until its name changed when the show was syndicated in 2006.

The concept crossed to other formats as well, including rock WMMR/Philadelphia, country KKBQ/Houston and Christian WAWZ/Middlesex.—Chuck Taylor



Scott Shannon

### Birth Of MTV

"Ladies and gentlemen, rock'n'roll."

Those words launched what is surely among the greatest pop culture phenomena of the past 35 years: MTV was born at 12:01 a.m. Aug. 1, 1981. Reams have been written about the impact of Music Television on popular music—and rightly so. Would radio have played Madonna, Culture Club, Eurythmics or Duran Duran without those clever, brow-raising short-form videos that added a new dimension to music—once an audio-only medium? Even so, sadly, MTV evolved its focus to reality programming, begin-

ning with "The Real World" in 1992 and perhaps peaking with "The Osbournes" in 2002.

For a minute there, it looked as though radio was again the dominant resource for new music—until the next wave arrived via the Internet and video sites like YouTube, which took the might and magic of MTV one step further: on demand.—Chuck Taylor



### RADIO & RECORDS

## Convention Memory

"It's hard to forget the electricity in the room when Gen. Norman Schwarzkopf gave the keynote address after securing a victory in the Gulf War. It was an inspiring moment for all of us who attended. On a personal note, being on the panel of the 'Top 40 in Top 40' and hearing everyone tell unknown, behind-the-scenes stories was an honor, being included with that esteemed group. I will also always remember the year Tina Turner was

appearing in Dallas and walked into an elevator in the hotel. Tina was standing there in this outrageous outfit and laughing herself silly.

"Thanks, R&R, for the awesome times, and keep making more unforgettable memories for our industry."

—Dave Sholin, "Dave & Celeste Morning Show," KFRC/San Francisco



Sholin

### 1988 CONTINUED

**Country**  
KEITH WHITLEY Don't Close Your Eyes

**NAC**  
SADE Stronger Than Pride

**AOR Tracks**  
VAN HALEN Finish What Ya Started

**AOR Albums**  
INXS Kick

**Contemporary Jazz**  
KEVIN EUBANKS Shadow Prophets



**Urban**  
FREDDIE JACKSON Nice 'N' Slow

1989

**AC**  
THIRTY EIGHT SPECIAL Second Chance



**AOR Tracks**  
TOM PETTY Runnin' Down A Dream

**CHR**  
JANET JACKSON Miss You Much

**Country**  
CLINT BLACK Better Man

**AOR Albums**  
TOM PETTY Full Moon Fever



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World Radio History

# Radio & Records

ISSUE NUMBER 371

THE INDUSTRY'S NEWSPAPER

FEBRUARY 27, 1981

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Ross Brittain, Brian Wilson

### INGRAM RETURNS TO AFTERNOONS

## Ross & Wilson To Join WABC

Former Z93/Atlanta team Ross & Wilson (Ross Brittain and Brian Wilson) have signed a long term agreement with WABC/New York, and will begin doing morning drive for the station March 9. Dan Ingram, currently WABC's morning personality, will resume his long-held afternoon shift on the same date.

WABC Operations Director Jay Clark told R&R, "All of us are very excited to have a morning team with the versatility of Ross & Wilson. Their spontaneous humor and rapport is ideally suited WABC/See Page 20

## Barbis Heads Geffen Promotion



Johnny Barbis

Johnny Barbis has been named Director of Promotion for Geffen Records. In making the appointment, Geffen President Ed Rosenblatt said, "I am thrilled to get someone of Johnny's stature in the business. I have wanted to work with him for a long time and I'm glad the opportunity has finally presented itself. His energy, enthusiasm, and expertise will be invaluable assets to the Geffen Records effort."

Barbis, who was most recently BARBIS/See Page 20

## New Orleans Gets First U.S. Commercial Shortwave Station

Employing a little-known law passed in 1948, WRNO/New Orleans owner and General Manager Joseph Costello III has received permission to construct and operate the only commercial international shortwave radio station in the United States. With a licensed power of 100 kw and an effective radiated power of three million watts, the "superstation" should theoretically reach Central and Eastern Canada, much of Central America, Western and Central Europe, and Scandinavia.

The United States Information and Educational Exchange Act of 1948 (which created the Voice Of

America) prohibits government-sponsored operations from having a monopoly on shortwave for international broadcasting. Costello used that 1948 statute in successfully petitioning the FCC for the license.

In explaining just what he plans to do with a worldwide shortwave station, Costello told R&R, "The background of the Communications Act says that international stations will be licensed to private individuals and organizations to promote international understanding, good will, and the American way of life. Now, to me there's nothing more American in our culture than rock music and fast foods. WRNO plays contemporary rock music and I plan to literally simulcast a portion of the day. I hope that this new station will serve as a window through which people in the North American continent, Europe, and any other countries that can hear it will be SHORTWAVE/See Page 20



Bill Figenshu

## Figenshu Viacom's VP Of Programming

Bill Figenshu has been promoted at Viacom Radio to VP/Programming. He had been National Program Director of the company's eight-station division.

Viacom Radio President Al Greenfield commented that Figenshu's appointment is "indicative of the importance we place on the progress of programming efforts. . . . He has assembled an outstanding staff at station level, established directions, and has already made great strides toward reaching those goals. The move also expresses confidence in the future excellence of the programming at all Viacom radio stations."

Figenshu told R&R, "I'm very happy; I thought it was a great vote of confidence. In essence, Viacom is reassuring me of its support after I've been in this position a year now. It's part of the rebuilding of the radio division, and I'm glad I could be very much a part of it all." He added, "I am encouraged by the progress we have made in the programming departments at our stations. I look forward to the challenges of 1981 and beyond."



John Lander

## Lander To Manage WCKX

KGB/San Diego Program Director John Lander has been named General Manager of Metroplex's WCKX/Tampa. The move marks Lander's return to Tampa, where he previously programmed WLCY, following over a year at KGB. Metroplex Group VP David Ross told R&R, "I think the trend in the 80's will be for a lot more program directors to move into management, but John has already proven himself to be much more than a PD. John will make a fine manager and he can certainly stand toe-to-toe with anyone when it comes to promotion. As you know, Metroplex is very promotionally-oriented and John's qualifications make him the perfect choice."

Lander commented, "Metroplex is a company that definitely has a commitment to win. When the job offer was made, I didn't even stop to consider it; I knew my answer had to be yes. It's great to know that a company with their reputation can look beyond the sales ranks in selecting management personnel. I am very happy to be returning to my home - Tampa Bay."

Lander officially takes over at LANDER/See Page 20

## Francis Named President/GM Of WWWE

George Francis, until recently VP/GM of WAKY/Louisville (R&R 2-13), has been named President & General Manager of Gannett's WWWE/Cleveland. Gannett Radio division President Joe Dorton told R&R, "Of all the people I looked at and talked to about the job, George had the superior track record with all the right ingredients. He has an excellent knowledge of programming and promotion, and I am delighted that we were able to attract him."

Francis commented, "I think FRANCIS/See Page 20

## Kale Joins Radio Marketing Concepts

Richard Kale, who recently resigned as President of Golden West Radio (R&R 2-6), has joined the management/sales-oriented consultation firm Radio Marketing Concepts as Vice President. RMC, based in Warenton, VA (near Washington, DC), consults a number of radio stations and broadcast groups (including Golden West).

RMC President Norman Goldsmith commented to R&R, "Working with Golden West and Richard Kale was a delight, and we're very happy to have a man of his vision and experience to aid in our expansion plans." Kale said, "Our main thrust is to develop a more professional business approach to our industry. There's

a definite need for this service - there's been such a proliferation of programming consultancies, but KALE/See Page 20

## McCauley Takes Blair Sr. VP Post

Dick McCauley has been named Senior Vice President/Stations for Blair Radio. Most recently, McCauley served as Vice President of the ABC Entertainment Network.

Blair Radio President John Boden, commenting upon McCauley's appointment, told R&R: "We think it's terrific. We're very pleased to get someone of his caliber. Dick's a super guy and will fit in very well with our company."

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### Perspectives

## 'I Read the News Today, Oh Boy . . .'

A pivotal moment for rock radio and for the American psyche was the night John Lennon was murdered. When the news came, the baby boomer generation insisted that rock radio graduate from Counterculture Soundtrack High to the University of Mainstream Acceptance. Sure, the big three TV networks and major newspapers reported the facts of the senseless tragedy. Howard Cosell even stepped out of character on "Monday Night Football" to remind us, "Remember, this is just a football game no matter who wins or loses." He went on to share the shocking news and closed with this prophetic line, "It's hard to go back to the game after that news flash." Despite all this mainstream reporting, it was rock radio that pulled a generation together after it had one of its leaders taken.



Hastings

As night turned into the next day, my local rock station didn't sound the same anymore. It wisely became the place where all of us could theoretically hold vigil while attending to the things that needed to be done in our daily lives. The station didn't just play the man's music, the station invited the audience to call in and express anger and sorrow, to cry and to remember. Jocks and listeners didn't just hear the music, they remembered it—felt it—and shared their personal meanings and memories of Lennon.



John Lennon

Getting 12 songs in per hour didn't matter to the station—helping people cope, helping listeners understand and stepping solidly into the center of the community and accepting the de facto leadership that had been thrust upon them was the only way to be worthy of the airwaves in the days that followed.

My most haunting memory of those days was hearing Lennon sing "I read the news today, oh boy" and feeling the lyric cut to the bone in a way it never could before and knowing that "A Day in the Life" would never sound the same to me. That's when the game changed. That's when rock radio moved out of the crash pads and dorms and into the condos and suburbs and claimed its place in the medium's forefront. That's when rock radio embraced its power to unite a generation on levels above mere hit records. It's why many historical rock radio brands remain in our country to this day, because they "got it" and branded beyond the music and into the rock'n'roll culture that became the very mainstream it rebelled against.

## PIVOTAL EVENT 1982

### WABC/New York Goes Talk

When CHR/top 40 WABC-AM/New York ended its run May 10, 1982, music fans lamented it as "the day the music died." The station launched as top 40 in December 1960 in the shadow of pop leaders WINS and WMCA. But because WABC boasted a nondirectional 50,000-watt signal, it drew in the suburbs and in 1962 achieved its first No. 1 rating. Still, the competitors were far from defeated, so Rick Sklar was hired as PD. He forged the shortest top 40 playlist in the nation: The No. 1 song was heard almost every hour. The

results were legendary. By 1978, dance sweeps were added and then AC as younger listeners retreated to FM. In 1981, WABC became the New York Yankees baseball flagship, while music leaned oldies. In 1982, owner ABC confirmed it would flip the heritage signal to all-talk. At noon May 10, after staff had said farewells, the station played its last song, John Lennon's "Imagine." The familiar WABC chime time jingle followed, then a moment of silence . . . before the new format became the talk of the town.—Chuck Taylor

### RADIO & RECORDS

## Convention Memory

"When I got into radio in 1982, the R&R Convention was on some sort of hiatus, and I had heard some wild stories. By 1988, I was programming WWTR, an AOR, and went to Dallas for my first R&R. It was very late on the first night, and I was waiting for an elevator to go from one tower of label suites to another when Stevie Wonder and his handler walked up. The three of us got into the elevator for the long ride up. He couldn't have been nicer, asked questions, talked radio—as he was an owner at the time—and didn't make me feel like the P3 programmer that I was."

—Skip Isley, VP of promotion, CO5 Music



Julian Lennon

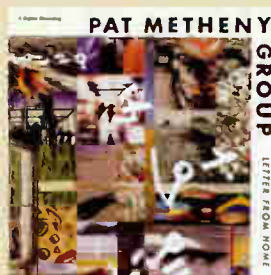
Before Lennon was taken by the lunatic fringe, rock radio was expected to hang with the stoners at the end of the hall. Frankly, it was endeared for being the "outsider" format with the crazy music. But as David Gilmour wrote in "Murder" of the need to take "some strength from the feelings that always were shared," TV networks and newspapers couldn't hope to fulfill the role that rock radio ascended to at that time. While the format has necessarily ebbed and flowed through the years, I find that Cosell was right—it wasn't just hard to go back to the game after that news flash, it was impossible. The game had changed forever.

—Keith Hastings, PD  
WHQG (the Hog)/Milwaukee

### 1989 CONTINUED

#### Contemporary Jazz

PAT METHENY Letter From Home



**NAC**  
PAT METHENY  
Letter From Home

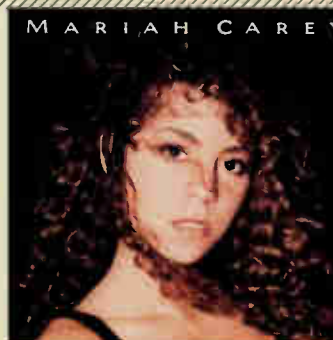
**Urban**  
REGINA BELLE  
Baby Come To Me

### 1990

**AC**  
PAUL YOUNG  
Oh Girl

**New Rock**  
DEPECHE MODE  
Violator

**CHR**  
MARIAH CAREY Vision Of Love



#### Country

GARTH BROOKS The Dance

**AOR Albums**  
ERIC CLAPTON Journeyman

**AOR Tracks**  
AEROSMITH What It Takes

**Contemporary Jazz**  
GARY BURTON Reunion



Garth Brooks

BROOKS: BEVERLY PARKER

# Radio & Records

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NOVEMBER 5, 1982

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**Album-Tracking Debate Rages On:** Top programmers and record promotion executives make their opinions known in the aftermath of the Chrysalis/DC101 confrontation . . . . . 28

**Industry Revenue Survey Looking Shaky:** With a mere 22% response rate, the broadcaster successor to the FCC's financial reports may not even be worth adding up . . . . . 4

**FCC Restores Two Licenses:** WJIM-AM & FM/Lansing and WIOO/Carlisle, PA have previous denials overturned by Commission . . . . . 3

**Latest Birch Quarterly Results:** Up-to-the-minute summer ratings for Buffalo, Denver, Kansas City, Louisville, Memphis, Portland, San Antonio and Tampa . . . . . 14

**What Makes "Continuous Country" Work?** Joe Somers, deviser of the no-talk, three-in-a-row Country approach, reveals how his Beautiful Music background influenced his innovation . . . . . 32

**Building Up News/Talk's Weak Weekends:** Several programmers provide ideas for exciting and involving News/Talk programming to take weekends out of the throwaway category . . . . . 30

**WKQX Joins Chicago CHR Battle As WBBM-FM Reigns:** NBC outlet declares CHR "evolution" complete this week, while Joel Denver explores the success of CBS's "Hot Hits" station with PD Buddy Scott . . . . . 3, 20

**Reps Rap Station Direct Discounts:** Leading rep executives attack practice of stations undercutting their reps' rates in deals with advertisers . . . . . 18

**Turbulence In Tampa:** Harte-Hanks takes WNSI CHR from News, while Brian Phoenix comes in to program WMGG . . . . . 3

\$3.50 Single Copy

## "Kiss" Slogan Conflict Erupts In Philadelphia

### WKSZ Wins Restraining Order Against WUSL; Battle Not Over Yet

"Kiss" was on the list for judicial consideration this week, as two Philadelphia stations waged a courtroom battle over the popular identifying term. The combatants were WKSZ, which will sign on in a week with a new A/C format (R&R 10-29), and WUSL, whose Urban Contemporary format went on the air October 9 (R&R 10-15). Both stations filed for temporary restraining orders to prevent the other from using the station ID "Kiss" last week, and a federal district court judge ruled in favor of WKSZ

Monday (11-1). WUSL, which had been using the term for three weeks on-air, discontinued its use that night but is examining legal options to continue the fight.

Chief executives of both stations expressed surprise about the two-Kiss situation. WKSZ President/ KISS/ See Page 24

REED TO KSFO, REID HEADS KEX & KQFM

## Golden West Restructures SF & Portland Management

In executive changes affecting three Golden West radio stations, KEX/Portland VP/GM Gregory Reed has been named to the same post at KSFO/San Francisco, while KQFM/Portland VP/GM Walton Reid will assume the dual leadership of KEX & KQFM.

Reed, who had served at KEX in a management role since 1979, replaces KSFO VP/GM James Myers, who has resigned. Reed's ap-

## AFTRA Files Chapter 11

### Reorganization Move Follows Denial In \$10.5 Million Case

The American Federation of Television & Radio Artists (AFTRA) lost another round in U.S. District Court Monday (11-1) in its attempt to delay paying a \$10.5 million antitrust judgment to San Diego's Tuesday Productions. Immediately following the ruling, which denied the union's plea for a stay of execution pending its appeal of the case, AFTRA and its

New York, Los Angeles, and San Diego locals filed for Chapter 11 — financial reorganization bankruptcy.

The union's move is an attempt to protect its assets while the case is appealed to a higher court. Had AFTRA not declared bankruptcy, Tuesday would have theoretically been able to attach the union's

AFTRA/ See Page 24

## RAB Elects Chapin Chairman

Dick Chapin, President of Stuart Broadcasting, was named Chairman of the Radio Advertising Bureau Board of Directors last week after a surprise announcement from George "Bud" Armstrong, Storz Broadcasting Executive VP, deciding against taking the position. Chapin is the first person ever to hold the Chairman's job at both the RAB and National Association of Broadcasters.

Armstrong had been RAB's Executive Committee Chairman, the job from which RAB Board Chairmen are usually promoted. Chapin (NAB Radio/TV Board Chairman from 1971 to



Dick Chapin (1973) had been Chairman of RAB's Finance Committee and was slated to become Board Chairman in two years after taking charge of the Executive Committee. Instead, Westinghouse Radio Group President Dick Harris was elected Chairman of the Bureau's Executive Committee and Jim Arcara, Executive VP/Radio of Capital City Communications, was elected Chairman of the Finance Committee.

Chapin told R&R that the Executive Committee will be restructured to include the Chairman of the Finance Committee, which has not held a seat; three board appointees; and one representative each from a small, medium, and large market station, and the networks.

### National Sales No. 1 Priority

Asked the number one goal of RAB under his leadership, Chapin told R&R "national sales." He

RAB/ See Page 24

## Brandmeier To Take WLUP Morning Job

Jonathon Brandmeier has been hired by WLUP/Chicago as morning man. Brandmeier is under contract to KZZP/Phoenix until March 31, 1983, and will join the Chicago AOR when his contract expires. In the interim, WLUP Production Director Matt Bisbee will fill the morning shift vacated by Mark McEwen, who left the station to become half of WAPP/New York's morning team (R&R 10-1).



Jonathon Brandmeier

WLUP PD Tim Kelly commented to R&R, "I've had my eye on him for a couple of years. He's one of the strongest personalities on the air today. He's very versatile and has a broad appeal. We need someone who has appeal above 34 years old, and Jonathon is, I think, someone who can do that. We're building a rock and roll dynasty here in Chicago, and he should be a big part of it."

Discussing Brandmeier's April 1983 arrival, Kelly said, "We can't move up the date. He's locked into a contract and we have to respect that." KZZP PD Randy Stewart reiterated that Brandmeier was under contract and declined further comment, while Brandmeier also declined to comment.

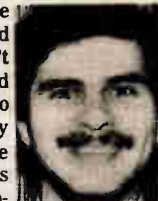
pointment returns him to the Bay Area, where he previously served as Sr. VP/West Coast Regional Manager for Major Market Radio, and before joining KEX, was General Sales Manager at KSFO for a year. He told R&R, "It feels absolutely fantastic. I have thoroughly enjoyed Portland, so obviously there are mixed emotions. But going back home will be a hell of a challenge and something I'm really excited about. Meanwhile, KEX is in good hands under Walt's supervision. I think he will do a superb job."

Reid joined Golden West in 1980 as VP/Administration from the Signal Companies, where he worked in various management capacities for 16 years. "It feels awesome," he said. "Obviously, I'm very happy. We have some ideas that we think will make the combination of KEX & KQFM even more appealing to our listening audience, and provide a greater ability to market our product."

As part of the changes at KEX & KQFM, Business Manager Kenneth Bartell has been promoted to Operations Manager, while KUIK/Hillsboro, OR President/GM Donald McCoun was named KEX & KQFM General Sales Manager.

## KOST Sets Kaye As New PD

Jhani Kaye has been named Program Director of KOST/Los Angeles and will supervise the station's transition from Beautiful Music to Adult/Contemporary, scheduled for November 15. Kaye, who has been with Cox Broadcasting's KFI/Los Angeles as Assistant PD since



Jhani Kaye

KOST/ See Page 24

## Galante Heads RCA Nashville Division

Joe Galante has been promoted to Division VP/RCA Nashville, taking charge of the label's country operations. Galante replaces Jerry Bradley, who resigned to pursue independent projects. Galante had been Division VP/Marketing, Nashville Operations since 1978.

In making the announcement, RCA Division VP/USA & Canada Jack Craig commented, "Joe Galante exemplifies the desire for achievement which is the direction of RCA Records in the 80's, as well as building upon the tradition that RCA has sustained over the years. Joe has obviously been a crucial part of the Nashville operation's unprecedented success . . . and I feel confident that he will continue RCA's tradition of excellence in Nashville."

Galante transferred to RCA Nashville in 1973 as Manager/Administration following promotion, merchandising, and financial positions with the label in New York. He became Director/Nashville Operations in 1977 and Director/Marketing, Nashville Operations the following year before his promotion to VP. In his previous position he supervised marketing and promotion activities in Nashville, and he now adds A&R responsibilities in his new post.



Joe Galante

### Our Famous Fans: Billy Joel



This letter to R&R was originally published May 30, 1975.

### 'Nostalgia'

Dear R&R:

Nostalgia, the big thing going around today. You see it on TV, in commercials advertising those "oldies but goodies," onstage with the rock'n'roll revivals, on the screen with movies depicting the "Fabulous '50s" with the things we think we remember.

We can look somewhere else also, to the music coming down on our radios, making new stars from the songs of the past. It has bothered me greatly that more and more old tunes have been infiltrating the music scene. It is my belief that reliance on the old tunes "just done over" creates a stagnation in the music field, as I am sure many of us have felt. It is my conviction that no matter how radically modified an oldie may be, the regression we are seeing is preventing the natural progression of rock music. One can just look at a music survey to know what I mean.

It appears to me that the groups and individuals that perform their own creations instead of using the old material, or if you will, someone else's material, are the people that seem to become the established and lasting talents—such people as the Beatles, the Who, the Rolling Stones, Alice Cooper, the Guess Who, Led Zeppelin, the Doors, Bob Dylan, Jimi Hendrix, Carole King, Joni Mitchell and Todd Rundgren.

The '50s may have been a unique period of time, but then, so is the one we live in now. Let's not put too much of yesterday into today. "Progress" and "tomorrow" will suffer if we do.

—Fred Brian  
WTAC/Flint, Mich.

## PIVOTAL EVENT 1983

### Worst To First For Z100/New York

At 6:08 a.m. Aug. 2, 1983, PD/morning personality Scott Shannon cranked up his headphones and punched the button on the cart machine, launching Survivor's "Eye of the Tiger" out of the speakers. With that move, a legendary radio station was born, as Malrite Communications created a new chapter of top 40 radio on FM with the launch of Z100, designed to fill the void created when legendary AM powerhouse WABC flushed



the format for talk on May 10, 1982 (see page 30). Like Babe Ruth calling his home run shot, Shannon boldly predicted that Z100 would quickly dominate the market, and he was right: Just 74 days later, WHTZ rocketed from last place to first in the New York Arbitron.

Z100's success led to a modern-day top 40 renaissance that continues a quarter-century later: It remains the most-listened-to station in America.—Kevin Carter

### RADIO & RECORDS

## Convention Memory

"There are many great memories, but the one that is top of mind is meeting Bill Clinton. I can't imagine with the wonderful state our country is currently in why that particular memory surfaced first."

—Jimmy Steal, VP of programming, Emmis



## Flashback



### Excuuuse Me!

Steve Martin interrupted an otherwise normal day at WXLO (99X)/New York but no one seemed to mind. From left are WXLO MD Roxy Myzal, morning talent Jay Thomas, Martin, WXLO VP/GM Erica Farber (impersonating Martin), PD Bill Garcia, Warner Bros. promotion manager Kenny Puvogel and WXLO promotion coordinator Betsey Bucken.

### 1990 CONTINUED

#### NAC

EVERYTHING BUT THE GIRL The Language Of Life

#### Urban

BELL BIV DEVOE B.B.D. (I Thought It Was Me)?



1991

#### AC

BRYAN ADAMS (Everything I Do) I Do It For You

#### New Rock Albums

R.E.M. Out Of Time

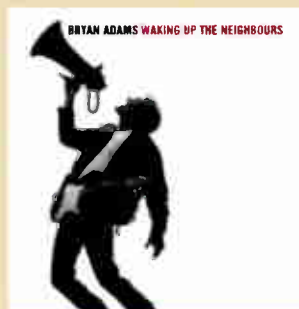
#### CHR

BRYAN ADAMS (Everything I Do) I Do It For You

#### Country

HAL KETCHUM Small Town Saturday Night

AOR Albums QUEENSRÛCHE Empire



#### AOR Tracks

QUEENSRÛCHE Silent Lucidity

#### Contemporary Jazz Albums

MARCUS ROBERTS Alone With Three Giants

#### NAC Albums

EARL KLUGH Midnight In San Juan

#### Urban

TRACIE SPENCER Tender Kisses





I N S I D E:

**Arbitron Advances**

**San Francisco:** KGO And KCBS Rise  
**Detroit:** WHYT Debuts At 4.9  
**Boston:** WXKS-FM Takes Lead  
**Houston:** KKQB Bows With 5.3  
**Dallas:** Beautiful Music Skyrockets  
**St. Louis:** KMOX-FM Hits 6.9 In First Book  
 Plus ratings results for 11 other key markets.

Page 14, 16

**Radio Fundamentals Reviewed:**

**Recycling Cume; Evaluating Airchecks**

Joel Denver gets the programmers' perspective on moving audience from one daypart into others, while Jeff Green gathers some timely tips on reviewing your jocks' airchecks in the most diplomatic and motivational fashion.

Page 22, 28

**Jesse Jackson Lashes Out At Suggestive Lyrics**

The longtime community leader and crusader for clean lyrics asserts that black music has reached a sexual ceiling in the first of a two-part series.



Page 36

**Radio — Priced Too Cheap?**

□ "As long as radio continues to position itself as a cheap medium, then cable will be a threat." WPJB & WEAN/Providence VP/GM Dave Garrison explains why cable is economically posed to undersell radio in a provocative Sales & Marketing interview.

Page 18

**People In The News This Week**

Jim Bocoock moves to GM at WFLA/Tampa as Cecil Thomas replaces him at WSIX/Nashville, Jay Hoker promoted to VP/GM at KZEW/Dallas, Dan Kelley new Op. Mgr. at WYDD/Pittsburgh while Mike Perkins takes same position at sister WKPA, Tom Hunter becomes JB105/Providence PD.

Page 3



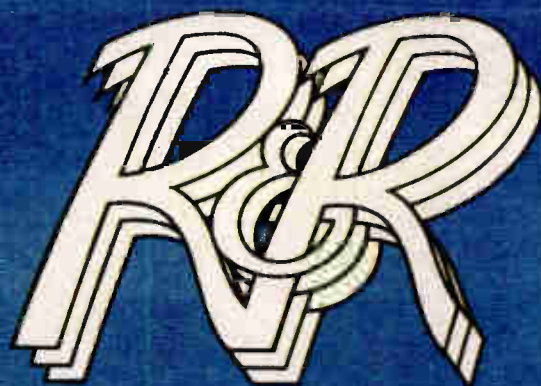
EXPANDED & UP TO DATE

**R&R's New AOR Advantage**

At Last, A Documented Hot Tracks Chart

Page 59

\$3.50 Single Copy



RADIO & RECORDS

**Tanner Leaves Y100 For WASH**

Metroplex Programming VP Joins Metromedia After Nine Years In Miami

Bill Tanner will join Metromedia's WASH/Washington as Program Director on February 1, exiting his VP/Programming position with Metroplex and the PD slot at WHYI (Y100)/Ft. Lauderdale-Miami. Tanner, who has programmed the highly successful Y100 since 1974, told R&R, "I am very pleased to be joining Metromedia. Everyone in the organization has expressed the kind of management philoso-



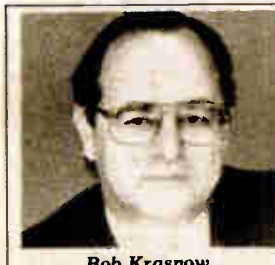
Bill Tanner

phy that I totally agree with ... and that's the main reason TANNER/ See Page 25

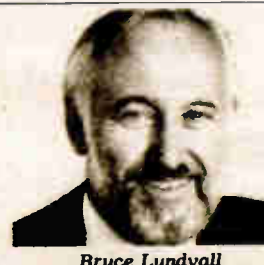
**E/A Moving To New York With Krasnow, Lundvall Running Show**

In a rapid series of events that caught the industry and virtually the entire E/A staff by surprise, Elektra/Asylum Records Chairman Joe Smith resigned, Warner Bros. VP/Talent Bob Krasnow became E/A's new Chairman, and E/A Sr. VP and Elektra/Musician President Bruce Lundvall was named to the long-vacant position of E/A President this week (1-10). At

Smith Resigns; West Coast Office To Be Dismantled; Fate Of Key Executives Undecided



Bob Krasnow



Bruce Lundvall

No time frame was given for the completion of the transfer, and the company did not immediately determine which E/A executives would be invited to relocate to New York (whether those asked will ultimately accept was also in question). A number of staffers at all levels of the company, however, are expected to exit.

Commenting on the moves, WCI Co-Chief Operating Officer David Horowitz stated, "With its proximity to the music communities of Europe and with the already existing strong West Coast representation of the WCI Record Group through both Geffen Records

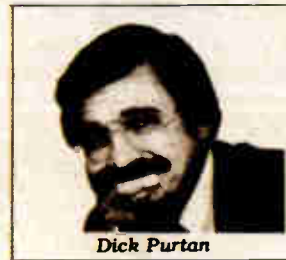
and Warner Bros., a New York location makes the best sense for Elektra/Asylum. In New York, it will be able to utilize the financial and other back-office services of Atlantic Records." Creative functions are planned to remain E/A's province, however.

RYAN TAKES OVER AT CKLW

**Purtan Moves Morning Show To WCZY**

Detroit morning legend Dick Purtan will exit CKLW to join A/C WCZY. Purtan's CKLW contract expires February 28, but negotiations are proceeding to allow him to take up his new shift at an earlier date. His longtime radio sidekick Tom Ryan will take over mornings at CKLW, along with new producer Tom Delisle.

WCZY-AM & FM President/GM Jim Mulla told R&R, "We're extremely proud to have secured the opportunity PURTAN/ See Page 25



Dick Purtan

**The New Team**

Regarding the appointments of Krasnow and Lundvall, Horowitz said, "Mr. Krasnow has proven himself a superb

E/A, WB Nashville Merger See Page 3

music-artist-oriented executive. Bruce Lundvall, another renowned industry E/A/ See Page 29

**Sebastian To Exit Consultancy**

Developing New Format; Casey To Run SC&A

John Sebastian announced this week that he will exit the AOR consultancy that bears his name, Sebastian, Casey & Associates, on June 1 to market a new radio format. SC&A VP Steve Casey will take over the company under a new



John Sebastian

name (probably Steve Casey & Associates to retain the current initials).

Sebastian told R&R, "I've discovered a void that is too large to leave alone. I've researched and formulated a new concept for programming a sound that does not currently exist anywhere in the country. On or about July 1 I'll announce the specifics of this new format and make it available to a few select radio stations."

When asked why he won't be offering the new format through his present company,

SEBASTIAN/ See Page 25

**Joe Smith — An Emotional Resignation**

The actual circumstances of Joe Smith's resignation as Elektra-Asylum Chairman were rather dramatic. Hospitalized for minor surgery, he arrived at E/A Monday morning (1-10) with the Cedars Sinai hospital badge still on his wrist and told assembled label staffers that he had a

SMITH/ See Page 29

the same time, parent company WCI announced that E/A would relocate its base to New York, with only a small West Coast presence planned.

**SALES STAFF DEFECTION**

**WIKS Countersues WFBQ For \$9 Million**

A legal skirmish that broke out after three salesmen from Gulf Broadcasting's WFBQ/Indianapolis defected to market rival WIKS has escalated into full-scale legal warfare. WIKS, a Heffel Broadcasting station,

filed a \$9 million countersuit against WFBQ in federal court on December 29.

The complicated case began when WFBQ alleged that salesmen John Seneff, Rick

WIKS/ See Page 25

DROPS "A/C" ARTISTS, HARDENS AOR SOUND

**KNX-FM Goes Live, Shifts Format Direction**

KNX-FM/Los Angeles is modifying its soft AOR format of ten years by eliminating "crossover A/C artists" from the playlist, and has switched from automated programming to live, with a new air staff announced.

PD Michael Sheehy explained, "KNX-FM started as an AOR station. Some of the artists who were AOR when this station started have become A/C over the course of time. They're now a staple of

KNX-FM/ See Page 29

### RADIO & RECORDS

## Convention Memory

**"My favorite memory has to do with Andy Rosen, who at the time was general manager of WLTW/New York and was nominated for an R&R award for yet another year, as he had been several times in the past. Sadly, he had lost in previous years, but when he finally snagged the award in 2004, I called him and said, 'You are no longer the Susan Lucci of the radio industry.' Andy told me he saved that message for a very long time."**



—Valerie Smaldone, broadcaster, Two Sides of a Coin Productions

## PIVOTAL EVENT 1984

### 12-12-12 Rule: Advent Of Media Consolidation?

For 31 years, broadcasters had been limited to owning a total of seven AM stations, seven FM stations and seven TV stations. By 1984, the FCC decided it was time to relax its national ownership caps. After all, the number of radio stations had tripled since 1953 and the TV industry had exploded. Concluding that diversity of media ownership would not be compromised, the commission upped the national limit to 12-12-12 while maintaining local caps at one station per service.

As expected, broadcasters and the NAB hailed the decision. However, at least one member of Congress chided the FCC. "This is

the worst decision to come out of a commission that is noted for its disregard for the public interest," Texas Democrat Micky Leland of the House Telecommunications Committee said.

While the rule change allowed media companies to expand their reach into new markets, fears that it would be a gateway to nationalization of broadcasting never materialized. And unlike the signing of the Telecommunications Act of 1996 that eliminated national ownership caps, the 12-12-12 rule did not open the door to a media gold rush and had only minimal impact on station prices.—Jeffrey Yorke

## Perspectives

The radio and record businesses certainly are different than they were 35 years ago, and many of the seismic changes in both industries can be traced back to the influences of computers on everyone's lives. From the first IBM XTs we used to download the first Arbitrends to the lightning-fast systems we now employ to operate our stations, the computer has changed both industries forever. The changes have affected our business and our consumers, bringing things like Napster, voice-tracking, streaming audio, iPods and so much more.

In retrospect, both industries were late in seeing the potential of personal computing, and in many cases we're still behind the pack in using new technologies to their fullest. I have faith in our ability to catch up and even pull ahead with exciting new technology and user-friendly ways to make it a part of people's daily lives.



—Mark Edwards, director of programming KEZK and KYKY/St. Louis

### Our Famous Fans: Bob Hope



### 1992

**AC**  
ELTON JOHN  
The One

**New Rock Albums**  
U2 Achtung Baby

**CHR**  
BOYZ II MEN End  
Of The Road

Nirvana



**Country**  
DIAMOND RIO Norma Jean Riley

**AOR Albums**  
U2 Achtung Baby

**AOR**  
NIRVANA Come As You Are

**Contemporary Jazz Albums**  
GRP ALL-STAR BIG BAND GRP All-Star  
Big Band

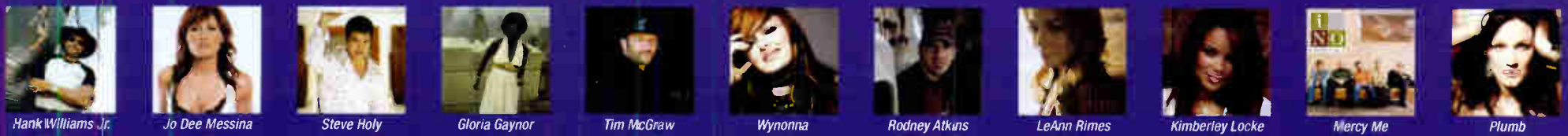


**NAC Albums**  
PAT METHENY Secret Story

**Urban**  
R. KELLY & PUBLIC  
ANNOUNCEMENT Honey Love

### 1993

**AC**  
VANESSA WILLIAMS & BRIAN McKNIGHT  
Love Is



Hank Williams Jr. Jo Dee Messina Steve Holy Gloria Gaynor Tim McGraw Wynonna Rodney Atkins LeAnn Rimes Kimberley Locke Mercy Me Plumb



The Sylvers



Mel Tillis



Eric Burdon & War



Stacie Poneys



Heidi Newfield



Clay Walker



Donny & Marie



The Osmonds



The Four Seasons



The Judds



T.G. Sheppard



Maureen McGovern

# Curb Records Salutes The 35th Anniversary Of R&R And Thanks Radio For Over 300 No. 1 Records

- |   |   |   |   |   |  |
|---|---|---|---|---|--|
| <p>A Place In The Sun<br/>Tim McGraw</p> <p>Ain't Misbehavin'<br/>Hank Williams Jr.</p> <p>All Around The World (Squint/Curb)*<br/>Souljahz</p> <p>All For The Love Of Sunshine<br/>Hank Williams Jr. &amp; The Mike Curb Congregation</p> <p>All I Want<br/>Tim McGraw</p> <p>All My Praise*<br/>Selah</p> <p>All My Rowdy Friends Are Coming Over Tonight*<br/>Hank Williams Jr.</p> <p>All My Rowdy Friends (Have Settled Down)<br/>Hank Williams Jr.</p> <p>All These Years*<br/>Sawyer Brown</p> <p>Almost There (INO/Curb)<br/>Mercy Me</p> <p>Angry All The Time*<br/>Tim McGraw</p> <p>Anything Worth Saying (Brash/Word/Curb)<br/>Aaron Shust</p> <p>Are You On The Road To Lovin' Me Again<br/>Debbi Boone</p> <p>Back In His Arms Again (Word/Curb)*<br/>Mark Schultz</p> <p>Back When*<br/>Tim McGraw</p> <p>Bend Of Gold<br/>Kimberley Locke</p> <p>Better*<br/>Plumb</p> <p>Big Deal<br/>LeAnn Rimes</p> <p>Bless The Broken Road*<br/>Selah</p> <p>Blue<br/>LeAnn Rimes</p> <p>Blue Moon<br/>Steve Holy</p> <p>Born To Boogie<br/>Hank Williams Jr.</p> <p>Brand New Girlfriend*<br/>Steve Holy</p> <p>Breathe Your Name (Squint/Curb)*<br/>Sixpence None The Richer</p> <p>Bring On The Rain<br/>Jo Dee Messina</p> <p>Broken &amp; Beautiful (Word/Curb)<br/>Mark Schultz</p> <p>Burn<br/>Jo Dee Messina</p> <p>Burning Bridges<br/>The Mike Curb Congregation</p> <p>By Your Side*<br/>Jamie Stocum</p> <p>Bye Bye*<br/>Jo Dee Messina</p> <p>Candy Man<br/>Sammy Davis Jr. &amp; The Mike Curb Congregation</p> <p>Can't Be Really Gone*<br/>Tim McGraw</p> <p>Can't Fight The Moonlight<br/>LeAnn Rimes</p> <p>Casanova Brown (If You Want It)<br/>Do It Yourself / How High The Moon<br/>Gloria Gaynor</p> <p>Change<br/>Kimberley Locke</p> <p>Change Of Heart*<br/>Judds</p> <p>Cleaning This Gun (Come On In Boy)*<br/>Rodney Atkins</p> <p>Come Unto Me (Word/Curb)*<br/>Nicole C. Mullen</p> <p>Comedy Video Classics<br/>Ray Stevens</p> <p>Country State Of Mind<br/>Hank Williams Jr.</p> <p>Cowboy In Me*<br/>Tim McGraw</p> <p>Coyote Ugly<br/>Soundtrack</p> <p>Crazy From The Heart*<br/>Bellamy Brothers</p> <p>Cry Myself To Sleep*<br/>Judds</p> <p>Da Doo Ron Ron*<br/>Shaun Cassidy</p> | <p>Dancin' Cowboys<br/>Bellamy Brothers</p> <p>Day By Day (Word/Curb)*<br/>Point Of Grace</p> <p>Delicious Surprise<br/>Jo Dee Messina</p> <p>Devil In The Bottle<br/>T.G. Sheppard</p> <p>Different Worlds<br/>Maureen McGovern</p> <p>Dirty Road*<br/>Sawyer Brown</p> <p>Dixie On My Mind<br/>Hank Williams Jr.</p> <p>Do You Love As Good As You Look*<br/>Bellamy Brothers</p> <p>Do You Wanna Go To Heaven*<br/>T.G. Sheppard</p> <p>Don't Take The Girl*<br/>Tim McGraw</p> <p>Drugs Or Jesus<br/>Tim McGraw</p> <p>Eleven Roses<br/>Hank Williams Jr.</p> <p>Every Time I Breathe (Fervent/Word/Curb)*<br/>Big Daddy Weave</p> <p>Everywhere*<br/>Tim McGraw</p> <p>Faking Love*<br/>T.G. Sheppard &amp; Karen Brooks</p> <p>Fall<br/>Kimberley Locke</p> <p>Feelin' That Feelin'*<br/>Bellamy Brothers</p> <p>Fill The Earth (Word/Curb)*<br/>4Him</p> <p>Finally*<br/>T.G. Sheppard</p> <p>Five-O<br/>Hank Williams Jr.</p> <p>For All The Wrong Reasons<br/>Bellamy Brothers</p> <p>Frosty The Snowman*<br/>Kimberley Locke</p> <p>Girls Night Out*<br/>Judds</p> <p>Glory*<br/>Selah</p> <p>Glory Defined (Word/Curb)*<br/>Building 429</p> <p>Go Away Little Girl<br/>Donny Osmond</p> <p>God Bless The USA<br/>Lee Greenwood</p> <p>God Save The World<br/>Jeff Carson &amp; Lisa Brokop</p> <p>Going Blind (Word/Curb)<br/>P.O.D.</p> <p>Good Morning Beautiful*<br/>Steve Holy</p> <p>Grandpa (Tell Me 'Bout The Good Old Days)*<br/>Judds</p> <p>Grown Men Don't Cry*<br/>Tim McGraw</p> <p>Have Mercy<br/>Judds</p> <p>Heads Carolina Tails California<br/>Jo Dee Messina</p> <p>Healing Hands*<br/>Jonathan Pierce</p> <p>Hear Me Cry (Squint/Curb)*<br/>38th Parallel</p> <p>Heartland<br/>Judds</p> <p>Heaven On Earth<br/>Trini Triggs</p> <p>Held<br/>Natalie Grant</p> <p>Here With Me (INO/Curb)*<br/>Mercy Me</p> <p>He's Back And I'm Blue*<br/>Desert Rose Band</p> <p>Hiding Place<br/>Selah</p> <p>Homesick (INO/Curb)*<br/>Mercy Me</p> <p>Honky Tonkin*<br/>Hank Williams Jr.</p> <p>How Do I Live*<br/>LeAnn Rimes</p> <p>I Ain't Never<br/>Mel Tillis</p> | <p>I Am (Word/Curb)*<br/>Mark Schultz</p> <p>I Believe In Christ*<br/>Jonathan Pierce</p> <p>I Can Only Imagine<br/>Jeff Carson</p> <p>I Can Only Imagine (INO/Curb)*<br/>Mercy Me</p> <p>I Cannot Turn Away*<br/>Jamie Stocum</p> <p>I Can't Do This*<br/>Plumb</p> <p>I Desire<br/>Natalie Grant</p> <p>I Feel Like Lovin' You Again*<br/>T.G. Sheppard</p> <p>I Know Where I'm Going*<br/>Judds</p> <p>I Like It I Love It*<br/>Tim McGraw</p> <p>I Loved Them Every One*<br/>T.G. Sheppard</p> <p>I Need More Of You<br/>Bellamy Brothers</p> <p>I Need You<br/>LeAnn Rimes</p> <p>I Need You To Love Me (Fervant/Curb)*<br/>Barlow Girl</p> <p>I Saw The Light<br/>Wynonna</p> <p>I Still Believe In You<br/>Desert Rose Band</p> <p>If I Never Stopped Loving You<br/>David Kersh</p> <p>If I Said You Had Had A Beautiful Body Would You Hold It Against Me*<br/>Bellamy Brothers</p> <p>If You're Going Through Hell*<br/>Rodney Atkins</p> <p>I'll Be Coming Back For More*<br/>T.G. Sheppard</p> <p>I'm Alright*<br/>Jo Dee Messina</p> <p>I'm For Love*<br/>Hank Williams Jr.</p> <p>I'm Leavin' It All Up To You<br/>Donny &amp; Marie Osmond</p> <p>I've Had The Time Of My Life (RCA/Curb Prod)*<br/>Bill Medley w/Jennifer Warnes</p> <p>In Better Hands*<br/>Natalie Grant</p> <p>In My Arms<br/>Plumb</p> <p>In The Blink Of An Eye (INO/Curb)*<br/>Mercy Me</p> <p>Incredible (Col/Int/Word/Curb)<br/>Mary Mary</p> <p>Inside<br/>Whiteheart</p> <p>It's Your Love*<br/>Tim McGraw w/Faith Hill</p> <p>Jingle Bells*<br/>Kimberley Locke</p> <p>Just To See You Smile*<br/>Tim McGraw</p> <p>Kids Of The Baby Boom*<br/>Bellamy Brothers</p> <p>Kiss You All Over<br/>Exile</p> <p>Last Cheater's Waltz*<br/>T.G. Sheppard</p> <p>Last Dollar (Fly Away)*<br/>Tim McGraw</p> <p>LeAnn Rimes<br/>LeAnn Rimes</p> <p>Legacy... Hymns &amp; Faith<br/>Amy Grant</p> <p>Let Go (Fervent/Curb)*<br/>Barlow Girl</p> <p>Let It Go<br/>Tim McGraw</p> <p>Let Me Tell You About Love*<br/>Judds</p> <p>Let Your Love Flow*<br/>Bellamy Brothers</p> <p>Let's Make Love<br/>Tim McGraw &amp; Faith Hill</p> <p>Lie To You For Your Love*<br/>Bellamy Brothers</p> <p>Live<br/>Hank Williams Jr.</p> <p>Live In Texas<br/>Lyle Lovett</p> | <p>Live Like You Were Dying*<br/>Tim McGraw</p> <p>Live... This Is Your House (M20/Word/Curb)<br/>Brooklyn Tabernacle Choir (The) Live Video</p> <p>Long Haired Lover From Liverpool<br/>Jimmy Osmond &amp; The Mike Curb Congregation</p> <p>Long Walk Back<br/>Junior Brown</p> <p>Love Is Alive*<br/>Judds</p> <p>Love Me For A Reason<br/>Osmonds</p> <p>Major Moves<br/>Hank Williams Jr.</p> <p>Mama He's Crazy<br/>Judds</p> <p>Maybe Your Baby's Got The Blues*<br/>Judds</p> <p>Me And Jesus (Word/Curb)<br/>Stellar Kart</p> <p>Meet Me In Montana<br/>Marie Osmond &amp; Dan Seals</p> <p>Mind Your Own Business<br/>Hank Williams Jr.</p> <p>Montana Cafe<br/>Hank Williams Jr.</p> <p>Morning Side Of The Mountain<br/>Donny &amp; Marie Osmond</p> <p>My Best Friend*<br/>Tim McGraw</p> <p>My Give A Damn's Busted*<br/>Jo Dee Messina</p> <p>My Next Thirty Years*<br/>Tim McGraw</p> <p>My Strongest Weakness*<br/>Wynonna</p> <p>Never Can Say Goodbye<br/>Gloria Gaynor</p> <p>No One Else On Earth*<br/>Wynonna</p> <p>Not A Moment Too Soon*<br/>Tim McGraw</p> <p>Not On Your Love*<br/>Jeff Carson</p> <p>Nothin' Bout Love Makes Sense*<br/>LeAnn Rimes</p> <p>Oh What A Night*<br/>Four Seasons</p> <p>Old Hippie<br/>Bellamy Brothers</p> <p>One Bad Apple<br/>Osmonds</p> <p>One Of These Days*<br/>Tim McGraw</p> <p>One Step Forward<br/>Desert Rose Band</p> <p>One Way Ticket*<br/>LeAnn Rimes</p> <p>Only Love*<br/>Wynonna</p> <p>Only One You*<br/>T.G. Sheppard</p> <p>Over &amp; Over*<br/>Nelly, featuring Tim McGraw</p> <p>Paper Roses*<br/>Marie Osmond</p> <p>Party Time*<br/>T.G. Sheppard</p> <p>Passion Of The Christ (Integrity/Word/Curb)<br/>Soundtrack</p> <p>Past The Point Of Rescue*<br/>Hal Ketchum</p> <p>Payable On Death (Atlantic/Word/Curb)<br/>P.O.D.</p> <p>Please Remember Me*<br/>Tim McGraw</p> <p>Press On<br/>Selah</p> <p>Psalm 112 (Word/Curb)*<br/>4 Him</p> <p>Puppy Love<br/>Donny Osmond</p> <p>Real Good Man*<br/>Tim McGraw</p> <p>Real Life<br/>Jeff Carson</p> <p>Redneck Girl<br/>Bellamy Brothers</p> <p>Resurrection<br/>Nicol Spangberg</p> | <p>Rise And Shine<br/>Randy Travis</p> <p>Rising Outlaw<br/>Hank Williams III</p> <p>Road To Ensenada<br/>Lyle Lovett</p> <p>Rock Of Ages... Hymns &amp; Faith (Word/Curb/Warner)<br/>Amy Grant</p> <p>Rockin' With The Rhythm Of The Rain*<br/>Judds</p> <p>Rose Of Bethlehem<br/>Selah</p> <p>Satellite (Atlantic/Word/Curb)<br/>P.O.D.</p> <p>Scars And All<br/>Jeff Carson</p> <p>Send Me An Angel<br/>Real Life</p> <p>Set This Circus Down<br/>Tim McGraw</p> <p>She's My Kind Of Rain*<br/>Tim McGraw</p> <p>She Is His Only Need*<br/>Wynonna</p> <p>She Never Lets It Go To Her Heart*<br/>Tim McGraw</p> <p>She'd Give Anything<br/>Boy Howdy</p> <p>She's Like The Wind (RCA/Curb Prod)<br/>Patrick Swayze w/Wendy Frazier</p> <p>Signature Of Divine (Yahweh) (Atlantic/Word/Curb)*<br/>NeedToBreathe</p> <p>Simple Things (Word/Curb)<br/>Amy Grant</p> <p>Slow Burn*<br/>T.G. Sheppard</p> <p>Small Town Saturday Night*<br/>Hal Ketchum</p> <p>Some Girls Do*<br/>Sawyer Brown</p> <p>Something Like That*<br/>Tim McGraw</p> <p>Something's Gotta Give*<br/>LeAnn Rimes</p> <p>Somewhere Down The Line*<br/>T.G. Sheppard</p> <p>Spill The Wine<br/>Eric Burdon &amp; War</p> <p>Spoken For (INO/Curb)*<br/>Mercy Me</p> <p>Stand Beside Me*<br/>Jo Dee Messina</p> <p>Step Inside This House<br/>Lyle Lovett</p> <p>Step That Step<br/>Sawyer Brown</p> <p>Straight To Hell*<br/>Hank Williams III</p> <p>Strong Heart<br/>T.G. Sheppard</p> <p>Sugar Daddy*<br/>Bellamy Brothers</p> <p>Summer Wind*<br/>Desert Rose Band</p> <p>Surrender (Word/Curb)*<br/>4Him</p> <p>Take Me Flying<br/>Mark Tinney</p> <p>Tell Me Why<br/>Wynonna</p> <p>Texas Women*<br/>Hank Williams Jr.</p> <p>Thank God For You*<br/>Sawyer Brown</p> <p>That's The Way*<br/>Jo Dee Messina</p> <p>The Bird And The Beesides (Gotee/Word/Curb)<br/>Reliant K</p> <p>The Proud One<br/>Osmonds</p> <p>There's Just No Stopping Your Heart<br/>Marie Osmond</p> <p>These Are My People*<br/>Rodney Atkins</p> <p>They Don't Understand<br/>Sawyer Brown</p> <p>This Time*<br/>Sawyer Brown</p> <p>Three Wooden Crosses (Word/Curb)<br/>Randy Travis</p> <p>Throne Room (INO/Word/Curb)<br/>CeCe Winans</p> | <p>Tim McGraw And The Dancehall Doctors<br/>Tim McGraw</p> <p>To Be Loved By You*<br/>Wynonna</p> <p>Too Much Is Not Enough*<br/>Bellamy Brothers &amp; Forrester Sisters</p> <p>Treat Her Right*<br/>Sawyer Brown</p> <p>Tryin' To Beat The Morning Home<br/>T.G. Sheppard</p> <p>Turn It Loose*<br/>Judds</p> <p>Twelfth Of Never<br/>Donny Osmond</p> <p>Unbroken<br/>Tim McGraw</p> <p>Unchained Melody*<br/>Righteous Brothers</p> <p>Unchained Melody<br/>LeAnn Rimes</p> <p>Undone (INO/Curb)<br/>Mercy Me</p> <p>Up On The Housetop*<br/>Kimberley Locke</p> <p>Waiting In The Wings (Ivord/Curb)*<br/>Point Of Grace</p> <p>War Is Hell*<br/>T.G. Sheppard</p> <p>Washed By The Water*<br/>NeedToBreathe</p> <p>Watch The Wind Blow By*<br/>Tim McGraw</p> <p>Watching You*<br/>Rodney Atkins</p> <p>We Belong Together<br/>Susie Allison</p> <p>What Are You Waiting For*<br/>Natalie Grant</p> <p>What The World Needs Now Is Love<br/>Wynonna</p> <p>When I'm Away From You*<br/>Bellamy Brothers</p> <p>When The Rain Begins To Fall<br/>Jermaine Jackson &amp; Pia Zadora</p> <p>When The Stars Go Blue*<br/>Tim McGraw</p> <p>Where The Green Grass Grows*<br/>Tim McGraw</p> <p>Where Were You When I Was Falling In Love<br/>Lobo</p> <p>Whiskey Bent And Hell Bound*<br/>Hank Williams Jr.</p> <p>Who You Are (Word/Curb)*<br/>4Him</p> <p>Why Not Me*<br/>Judds</p> <p>Wild Streak<br/>Hank Williams Jr.</p> <p>Wings Of A Dove<br/>Jim Witter</p> <p>Winter Wonderland (Word/Curb/Warner)<br/>Point Of Grace</p> <p>Word Of God Speak (INO/Curb)*<br/>Mercy Me</p> <p>Written In The Stars (RockeV/Curb)*<br/>Elton John &amp; LeAnn Rimes</p> <p>Wynonna<br/>Wynonna</p> <p>Yes, I Believe (Word/Curb)*<br/>Point Of Grace</p> <p>You Are A Child Of Mine (Word/Curb)*<br/>Mark Schultz</p> <p>You Are Not Alone (Word/Curb)*<br/>Meredit Andrews</p> <p>You Have The Right To Remain Silent<br/>Perfect Stranger</p> <p>You Light Up My Life*<br/>Debbi Boone</p> <p>You Light Up My Life<br/>LeAnn Rimes</p> <p>You Raise Me Up*<br/>Selah</p> <p>You Will Never Walk Alone (Word/Curb)*<br/>Point Of Grace</p> <p>You're Still New To Me<br/>Marie Osmond &amp; Paul Davis</p> <p>Young Country<br/>Hank Williams Jr.</p> <p>Young Love<br/>Judds</p> <p>Young Love<br/>Donny Osmond</p> <p>8th World Wonder<br/>Kimberley Locke</p> |
|---|---|---|---|---|--|



Fernando Ortega



Selah



Natalie Grant



Solomon Burke



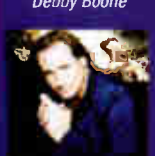
Lou Rawls



Nate Sallee



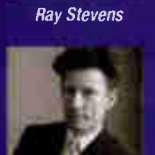
Debbi Boone



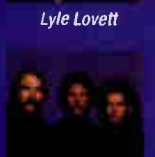
Michael English



Ray Stevens



Lyle Lovett



Desert Rose Band



Maureen McGovern Sammy Davis Jr. The Mike Curb Congregation Exile Righteous Brothers Sawyer Brown Bellamy Brothers Lee Greenwood Hal Ketchum Shaun Cassidy

\* #1 R&R  
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RECORDS  
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I N S I D E:

**AM STEREO:  
MULTI-MODE OR MOTOROLA?**

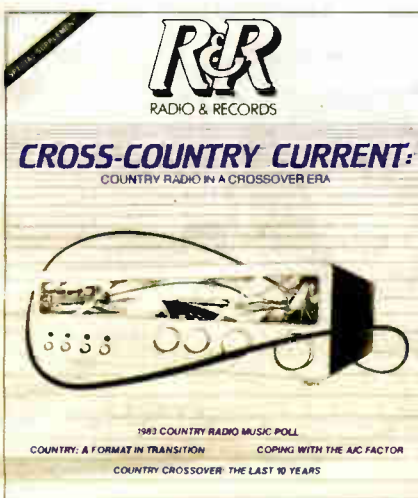
Motorola claims victory on the AM stereo battlefield, but **Broad Street's Fred Walker** spearheads an all-out effort to convince Delco to switch to a multi-mode AM stereo system. **Brad Woodward** checks up on both sides.

Page 4

**WHEN WILL ARBITRON  
REISSUE A RATINGS BOOK?**

Even if you find an error in your market survey, you may not be entitled to a reissue of the book. **Jhan Hiber** examines the reissue stances of both Arbitron and Birch to show you where you stand.

Page 14



**COUNTRY AT THE  
CROSSOVER CROSSROADS**

Programmers, producers, record executives, and artists talk about the country dilemma — go after the crossover audience or stick with the loyal core — in R&R's CRS special.

Page 55

**PEOPLE IN THE NEWS  
THIS WEEK**

- **Chuck Browning** OM at KLZ & KAZY
- **Rick Ballis** PD for KSHE
- **Blake Lawrence** KLOL PD
- **Ralph Wimmer** PD at WMAR
- **John Boden** heads expanded Blair rep devision
- **Dick McCauley** takes over Group W Radio Sales
- **Jim O'Neill**, **Bob Ferraro**, **Brian Robinson**, **Ken Miller**, **Tom Turner** upped at Blair
- **Cliff Blake** WBCS-AM & FM OM
- **Charles Zeller** GSM at WBCS-AM & FM
- **John Fagot** heads Columbia singles
- **Kelly McCann** PD at KSJL
- **Buddy Killen**, **Chips Moman**, **Phil Walden** form Triad Records
- **Norm Thibault** WSNE PD
- **Dick Warshaw** GSM at KGFJ & KUTE
- **Jan Brown** GSM at WLQV

Pages 3, 32, 41

Newsstand Price \$3.50



**POOL-LEFFLER, BURCH, BUTLER SWITCH**

**KSHE Execs Cross To KWK**

Three former key executives at KSHE/St. Louis have, as long anticipated, joined crosstown KWK-AM & FM, taken over this week by Robinson Broadcasting from Doubleday. The three, who exited KSHE two weeks

**Berkowitz  
Programs  
WHYT**



Gary Berkowitz

Former WROR/Boston programmer Gary Berkowitz has been named PD for Capitol Cities' WHYT/Detroit. Berkowitz, who previously programmed Cap Cities outlets WPRO-AM & FM/Providence, replaces former WHYT PD Steve Goldstein.

WHYT Station Manager Maureen Hathaway remarked, "We're delighted he's back with Cap Cities, as ours has been a long and happy history with him. We think Gary will have fun in Detroit, even though we're greeting him with a foot of snow on the ground. This station will continue with its CHR format, which I feel will be strengthened by the addition of Gary."

Berkowitz told R&R, "Even though I've never lived in Detroit, it's like coming home for me since I'm again working for what I think is the greatest radio group around. This is a city with a history of great CHR radio, and we're 125% committed to developing WHYT into another legendary CHR station. My most exciting times in radio were the battles between PRO-FM and JB105 (in Providence), and I'm looking forward to another hot fight between us and WCZY. We're going to make our moves very fast because we know this is a winning situation."

ago, are former KSHE VP/GM Nancy Pool-Leffler, now VP/GM and a partner in KWK-AM & FM; ex-KSHE Asst. to the Exec. VP Bob Burch, now Station Manager at the Robinson stations; and former KSHE Senior Account Executive Stephen Butler, who becomes KWK-AM & FM GSM. In addition, former KSHE morning man Mark Klose, most recently with KMOX/St. Louis, has joined KWK-AM & FM for mornings, while former KWK GSM Dick Downes, who had been GM at WZEW/Mobile, has rejoined the stations as Senior Account Executive.

Robinson principal partner Larry Robinson told R&R, "We're very excited about the opportunities in St. Louis. We have enormous confidence in Nancy, Steve, and Bob. Nancy is a ball of fire with a profound knowledge of the market. They're all true professionals, highly experienced. We thought it would be a very good move to

**Bonneville  
Drops  
Satellite**

In a surprising announcement Tuesday (2-28), Bonneville Broadcasting Service announced it would discontinue satellite delivery of its Easy Listening format on July 1. Bonneville President/CEO Jim Opsitnik told R&R, "While the format on the satellite has been very favorably received by those subscribing, the satellite client base was not large enough to make the delivery system economically viable."

Bonneville, which would have celebrated its third anniversary of the satellite delivery method in August, will now offer all its clients a newly-developed tape-based format named "Ultra." Opsitnik explained, "In collaboration with our three programmers, Marlin Taylor, Dave Verdery, and Darrel Peters, we've developed this new 'Ultra' format. It offers the flexibility that will enable the

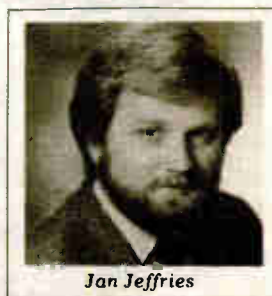
BONNEVILLE/See Page 32

**CHR FORMAT PLANNED**

**Cox Picks Jeffries  
As WXFM's PD**

After almost four years as PD of Scripps-Howard's WBSB(B104)/Baltimore, Jan Jeffries has resigned to accept the Program Director's post at Cox Broadcasting's newest station WXFM/Chicago. WXFM will drop its current Jazz format in favor of "a mass appeal CHR direction" targeted for an April 2 debut. New call letters will be applied for, although they have not yet been selected.

Newly-appointed WXFM GM Marc Morgan told R&R, "We talked to a lot of folks and Jan

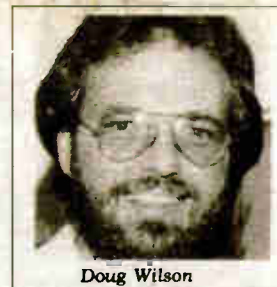


Jan Jeffries

came out as our choice. He's got the experience and the track record to make this station a winner, plus he's a personable manager of people. He's demonstrated his ability to program an exciting mass appeal CHR that's been very effective in reaching adults in a very competitive market. That's just what we want here, and Jan will deliver it."

Despite four direct format competitors in the market (WLS-AM & FM, WBBM-FM, and WKQX), Morgan forecast a healthy future. "I really believe this format is the right choice. No matter what format was selected, we would be entering a very competitive arena, so we're out to do CHR better than anyone else and give another station a reason to change formats." JEFFRIES/See Page 32

**Wilson New  
WPOC PD**



Doug Wilson

Doug Wilson has been named Program Director at Country-formatted WPOC/Baltimore, replacing Larry Clark, who departed the station a month ago. Wilson, most recently Production Director and an air personality at WWJF/Ft. Lauderdale, is a Baltimore native. His previous experience includes WQAM/Miami and a stint as PD of WAPE/Jacksonville.

WPOC VP/GM David Fuellhart told R&R, "Doug was chosen from over 50 qualified applicants because of his obvious enthusiasm for WPOC and Baltimore as well as his background in music and audience research. We're looking forward to having him join our staff."

Wilson, who will begin his new responsibilities on March 12, told R&R, "I grew up listening to Baltimore and Washington radio, so it's a great feeling to be coming home. WPOC is one of the great Country stations around, and it's a privilege to have the opportunity to program it."

**Hallam  
Named PD  
At KUDL**



Dene Hallam

Veteran programmer Dene Hallam has been appointed to the newly-created position of PD at KUDL/Kansas City. His appointment marks a return to Shamrock Broadcasting; at one time Hallam programmed sister outlet WWWW/Detroit.

Shamrock National PD and KUDL GM Ross Reagan commented, "Needless to say, Dene is one of the finest programming talents in the country, and was our number-one choice. His decision to join our station over larger-market opportunities was due to several factors: his awareness of Shamrock's commitment, the quality of the individuals here, the state-of-the-art programming resources, and the opportunity to return to A/C to take on a very interesting

HALLAM/See Page 32

# UNIVERSAL REPUBLIC RECORDS

AMY WINEHOUSE



JACK JOHNSON



TAYLOR SWIFT



INDIA.ARIE



DAMIAN MARLEY



MIKA



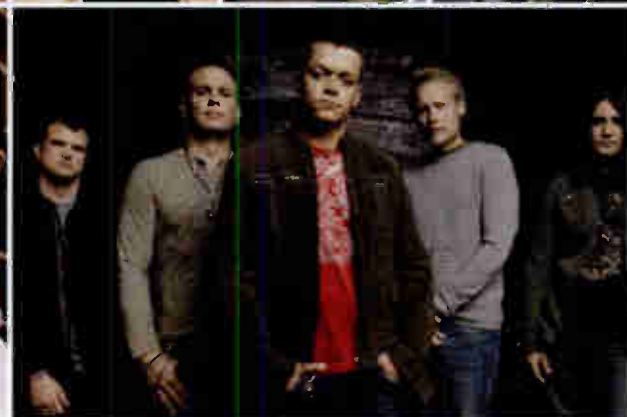
HINDER



GODSMACK



CHAMILLIONAIRE



3 DOORS DOWN



STEPHEN MARLEY



COLBIE CAILLAT



FLOBOTS

## CONGRATULATIONS R&R ON 35 YEARS



### RADIO & RECORDS

## Convention Memory

"First, the Earth cooled. Then there were R&R Conventions. Trying to pick out the best from year to year is almost impossible. It's like looking at your kids and trying to pick your favorite. Actually, it's more like this: Whichever year had the greatest amount of hookers and blow was the best year. And since most of those were in the '80s—a period which, for obvious reasons, is mostly lost on me now—it seems likely that there may have been a 10-year stretch of truly fantastic R&R gatherings. Somewhere in the '90s, however, there was one convention that really stood out. It was the year Bill Clinton gave the keynote address. I recall with fondness the sight of all those programmers throwing their underwear at the stage. Mostly dudes.



Tolkoff

"My other notable memory is of the inevitable killjoy who stands up in the middle of a panel and insists that the radio and record communities work more closely together. The first year I heard that, I leaped up and screamed, "Right on!" Now, I just smile and shake my head. The gulf has never been wider. The satellite radio machinery has declared terrestrial radio dead and the labels themselves have announced their own death numerous times. It's not true though.

"Even though labels have given up promoting their artists, the number of music stations of all types has not really changed. And even the latest research done by scared experts shows that people still go to radio first to discover new music. You got to hear it somewhere before it goes in your iPod, right? I'm just waiting for things to cycle back around. They always do. Looks like 2010 to 2020 will be the decade of hookers and blow again. Hope I live that long."

—Max Tolkoff, PD, KDLD & KDLE (Indie 103.1)/Los Angeles

## PIVOTAL EVENT 1985

### Birth Of The Classic Rock Format

Others may have tinkered with the concept, but Jacobs Media president Fred Jacobs is credited with creating the classic rock format in 1985. Recognizing the burgeoning power of baby boomers and the music that galvanized them, the consultant was also armed with research from his days as director of FM radio research at ABC and a programming stint at rocker WRIF/Detroit.

The first classic rock beta station Jacobs created, with the help of programmer Tom Bender (now senior VP/GM of Greater Media Interactive), was KRQX-AM/Dallas in 1983. Later in '85, Jacobs signed its first FM station, WMMQ/Lansing, Mich. From there, the

format spread to Kansas City, Washington, Los Angeles, Detroit and, eventually, most U.S. markets.

Looking back on classic rock's 20th anniversary in '05, Jacobs said, "There were two outside events that helped jump-start the format. The first was the invention of the compact disc. All of a sudden, boomers were marching into record stores rebuying all of the great music they grew up with. And it sounded better than ever. The second event was the infamous 'New Coke' gaffe. As soon as Coca-Cola recognized they had made a major mistake, they embraced the word 'classic,' endorsing the term and helping to emblazon it in popular culture." —Mike Boyle

## Jim Ryan

### TRIBUTE

It is a rare ability to distinguish oneself in a competitive environment as someone who will do whatever it takes to secure a loyal listener. One PD and radio entrepreneur has managed to do just that, transforming a typically one-dimensional format into something more accessible and identifiable across all demographics. When he sat at the helm of AC WLTW/New York, Jim Ryan transformed what should have been a dull station into an entertaining CHR/top 40 for adults.



Ryan

After securing 38 No. 1 Arbitrons, Jim no longer had to prove that he has raised the bar for the entire radio industry. Jim was courageous in his song choices from the onset of his career and executed events with a talent caliber and volume comparable to that of his pop counterparts. He played everything from Barry White to Linkin Park at WLTW, while simultaneously building an indisputable brand presence that transcends the typical boundaries of a standard AC station without compromising its core.

What's more was the unwavering dedication he has had to his mission: When there was a research study across the country that may not have required his presence, he still made sure that he was there, continuing to evolve and develop the station and format that had been his very essence.

—Anonymous

### 1993 CONTINUED

#### New Rock Albums

DEPECHE MODE *Songs Of Faith And Devotion*

#### CHR

MARIAH CAREY  
*Dreamlover*



#### Country

VINCE GILL *No Future In The Past*

#### AOR Albums

SOUL ASYLUM *Grave Dancers Union*

#### AOR Tracks

STONE TEMPLE PILOTS *Plush*

#### Contemporary Jazz Albums

NATALIE COLE *Take A Look*

#### NAC Albums

DAVE KOZ *Lucky Man*

#### Urban

MEN AT LARGE *So Alone*

Boyz II Men



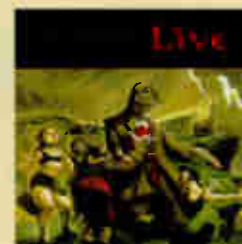
### 1994

#### AC

RICHARD MARX  
*Now And Forever*

#### Alternative LIVE

Selling The Drama



#### CHR

BOYZ II MEN *I'll Make Love To You*

**I N S I D E:**

**INTRODUCING: IMAGE & MARKETING**

This issue **R&R** debuts a new weekly column devoted to radio station promotional activities. The Image & Marketing page, written and compiled by former **RKO** VP and promotions veteran **Harvey Mednick**, will highlight specific creative station promotions and discuss useful ideas all stations can benefit from. Plus a Dateline feature on forthcoming events of interest, and much more.

Page 18

**FM LICENSES: A WHOLE NEW BALLGAME**

As the FCC set the rules for Docket 80-90 FM drop-ins, it also radically revised procedures for FM licenses. And some of the FM drop-in rules raised some ire as well.

Page 8

**SUCCESS IN RADIO: WHAT DOES IT TAKE**

Career strategist and author Dr. **Adele Scheele** examines the backgrounds of several successful radio executives to isolate the recurring elements in Part I of a three-part Management series.

Page 17

**PEOPLE IN THE NEWS THIS WEEK**

- C.J. Jones VP/GM at WXTU
  - Tom Mierendorf VP/GM at WAWA & WLUM
  - Tim Lee Station Mgr./GSM at WAWA
  - Bill McNulty GSM at WLUM
  - Mark Zintel PD at WYNF
  - Mike Fuszner PD at KKMI
  - John Marks PD at KRPM
  - Gary Rawn PD at KRSI & KJJO
  - Al Wyntor PD at WSM
  - Joel Grey PD at WENS
  - Mel Diamond VP at SMN
  - Bob Harrison President of Lowe Broadcasting
  - Jim Meltzer VP/GM, Bobby Hatfield PD at WZKC
  - Michael Hilber VP at Trans World
  - Skip Broussard GSM at WQUE-AM & FM
- Page 3, 4, 6

**CRS: A POSITIVE OUTLOOK**

As **Lon Helton** begins an in-depth look at the key **Country Radio Seminar** sessions, he finds the country industry's people in optimistic spirits. Also, the very interesting results of the CRS's groundbreaking radio survey.

Page 40, 43

**USA FOR AFRICA UPDATE**

**WMMR/Philadelphia** raises \$119,000 for African relief; **WWWS/Saginaw** stages a one-man 48-hour radiothon; and a message to Black/Urban stations from **Wait Love**. The "We Are The World" record is now moving up on all four Back Page charts.

Page 34, 44, 80

Newsstand Price \$3.50



**17 RADIO SPINOFFS POSSIBLE**

**Cap Cities Set To Acquire ABC In \$3.5 Billion Deal**

The largest broadcast deal in history was announced this week when **Capital Cities Communications** and **ABC** revealed that the smaller company will take over **ABC** for \$3.5 billion. While January 1 is the target date for the merger, insiders expect the complicated transaction to take a year or more to finalize. The new entity will be known as **Capital Cities/ABC, Inc.**

The most dramatic impact on the radio industry will be the almost certain spinoff of numerous radio properties in Los Angeles, New York, Detroit, Dallas, Houston, and possibly Chicago. The two groups have a combined total of 17 radio stations in those markets, and many will have to be sold to comply with the FCC's one-to-a-market rule, which prohibits new radio-TV combos, and its duopoly rule, barring ownership of more than one AM and one FM in the same market.

**CROOKS EXEC. VP**

**Colombo President As Blair Restructures Rep Operation**

In a major restructuring of its radio rep operations, **John Blair & Co.** has tapped **Christal Radio** President **Charlie Colombo** to become the next President of **Blair Radio**. Prior to taking over **Christal** in 1981, Colombo was Exec. VP of **Eastman Radio**.

Colombo replaces 27-year **Blair** veteran **John Boden**, who becomes Vice Chairman of the **Radio Representation Division**, which includes both **Blair Radio** and **Blair/RAR**. Taking on the additional title of Chairman of the division is **Jim Hilliard**, Sr. VP/Radio for **John Blair & Co.** They are joined by the division's newly-appointed Executive VP, former **Selcom, Inc.** President **Barbara Crooks**.



**BROADCASTING'S BIGGEST DEAL GOES DOWN** — Shown signing their merger agreement, valued at \$3.5 billion, are (l-r seated) **ABC, Inc.** Chairman/CEO **Leonard Goldenson** and **Capital Cities** Chairman/CEO **Thomas Murphy**; (l-r standing) **ABC** President/COO **Frederick Pierce** and **Cap Cities** President/COO **Daniel Burke**.

**"Grandfather" Questions**

Although the situation is

unclear, it's possible that **ABC** may also lose "grandfathered" waivers that have allowed it to own AM-FM-TV combos in Los Angeles, New York, Detroit, and Chicago. FCC observers differed as to whether the **ABC** grandfather status would be affected.

Even if the new company chooses to dump TV stations and keep the largest possible radio roster, at least six radio properties would still have to be divested (an AM and an FM each in New York and Los Angeles).

ABC/See Page 6

**Hamilton Takes GM Post At KOPA-AM & FM**

**KMBQ & KEEL/Shreveport** VP/GM **Carl Hamilton** has resigned from **Multimedia** to become General Manager at **First Media's KOPA-AM & FM/Phoenix**. He replaces **Gary Guthrie**, who remains as a consultant to **First Media**.

**First Media** President **Glenn Potter** told **R&R**, "Carl is a real strong talent with a good background in programming and

HAMILTON/ See Page 6



Carl Hamilton

**MALRITE SUES TO BLOCK SALE**

**H&W Buys KTNQ & KLVE; Wolt To Manage Stations**

**H&W Communications** has announced plans to purchase **KLVE & KTNQ/Los Angeles** from **K-LOVE Broadcasting** and **Liberman Enterprises**, pending FCC approval. An official price was not disclosed, but industry sources place the figure for the Hispanic-programmed combo at around \$40 million.

The proposed transaction has been clouded by a lawsuit filed against the seller by **Malrite Communications Group**, which charges that the three Liber-

man brothers repudiated a binding agreement it had to buy the stations for \$36 million. The **Los Angeles Times** reported that **Malrite** had submitted a \$100,000 check with a letter promising to pay \$35 million cash for the stations and an additional \$1 million for the studio/office building and real estate.

Also named as codefendant in the suit was Washington-based media attorney **James Gammon**, who is accused of advising the **Libermans** to abandon the **Malrite** offer. In addition to seeking \$10 million in punitive damages, **Malrite** intends to block the sale of the stations to **H&W** and force the seller to fulfill its purported original agreement.

Neither **Malrite** nor the **Libermans** could be reached for comment regarding the litigation.

H&W/See Page 6

**Stevens WYSP's New GM**



Ken Stevens

**Ken Stevens** is the new GM at **Infinity Radio's WYSP/Philadelphia**. He joins the AOR station from his dual post as **Shamrock Communications** VP/Programming and VP/GM at the company's **WGRX/Baltimore**. Stevens succeeds former VP/GM **A. Richard Marks**, who left **WYSP** five weeks ago to head newly-formed **Rand Communications**.

**Infinity** President **Mel Karmazin** noted, "I am convinced that under **Ken's** leadership, **WYSP** will emerge as a leader in the market and meet the high expectations that **Infinity** has for the station."

STEVENS/See Page 6

**PAPER ADDS:**

**A New Stand**

Last week **R&R** spoke out about the problem of paper adds. This week, as promised, we are providing the details of our new policy on paper adds (see Page 4). We applaud the strong stand taken by the **Gavin Report** this week, and urge all trade publications concerned about eliminating the damaging practice of paper adds to formulate firm guidelines of their own on the issue.

### Jon Robbins, Mimi Griswold

#### TRIBUTE

During the course of 30 years in radio, all of it spent in Syracuse N.Y., I've had the experience of working for and with nine PDs—on just two stations. They've run the gamut from knowledgeable leaders to disruptive control freaks.

Fortunately, one of them in particular provided me with the opportunity to make the most of my career. Jon Robbins not only set the example of what was expected from the airstaff, but rather than being a taskmaster who told you what to do, he tried to provide you with the information to pursue what you wanted to achieve, while creating a successful station. Jon focused on a clear objective for the station and expected your creative involvement in the process.



He delegated responsibility and trusted those assigned without micromanaging. Knowing that I was interested in gaining experience in programming, he took the time to share insights along with the nuts and bolts of the position. Rather than feel threatened by my ambition, he encouraged it. He was as much a mentor as a manager.



As it turns out, lightning has struck twice, since I've ended up working with Mimi Griswold at Galaxy Communications for the past five years. Mimi is not only the hardest working, multitasking person I've worked alongside, but she

also expects that if you have the drive and ability, you will be given ample opportunity to apply those attributes. The characteristics that these two have in common is that they treat others with respect and furnish a work environment that allows people to accomplish personal and station goals. And that allows for the bonus of actually enjoying your job. Most of the time.

—Dave Frisina, WTKW/Syracuse midday host/APD and WOUR/Utica, N.Y., midday host

### Flashback



In the late '80s, the joke was that Ed Salamon's picture was in the trade magazines almost every week, so if you wanted to be in, too, stand next to him. At this NAB dinner sponsored by United Stations, with guest speaker Mario Cuomo, many of those seated shouted out, "Wait, if we all get next to Ed, we'll be in the trades!" Thus, laughter and close proximity to Salamon. From left are Maggie Duggan, Steve Goldstein, Jay Meyer, Doris McVay and Mike McVay. Seated, from left, are Bob Dunphy, Salamon and Charlie Cook.

## PIVOTAL EVENTS 1986

### Stern Lands First Affiliate

Infinity Broadcasting flipped a switch on Aug. 18, 1986 and began piping New York radio antichrist Howard Stern into Philadelphia on then-classic rock WYSP. Dismissing the move as foolhardy, pundits claimed Philly would never embrace a New York-based morning show. Hardly an overnight sensation on his first syndication affiliate, Stern took four years to unseat entrenched

WMMR "Morning Zoo" meister John DeBella from the top of the ratings heap. Innovating a new boundary-busting style of talk radio, Stern then proceeded to score dozens of affiliates, millions of listeners and mountains of media coverage while racking up record indecency fines and swinging open syndication doors for countless other personalities to follow.—Paul Heine



### Payola Rears Its Ugly Head . . . Again

A great deal of time had passed since early-rock-'n'-roll DJ Alan Freed's reputation was tarnished by a payola scandal in the early '60s. However, the word "payola" re-emerged in the early '80s as major labels tired of paying large sums of money to independent record promoters for their exclusive access to specific stations and their undue influence on those stations' playlists. That was fueled by a "promotional fee" the indies paid stations annually. A suggested investigation into that relationship by the RIAA never materialized.

On Feb. 24, 1986, NBC-TV journalist Brian Ross aired a report connecting indie promoters with organized crime, and payola again became a national headline. As a result of Ross' report-

ing, such majors as Capitol and MCA Records announced they were no longer using indies. Then-U.S. Attorney in New York Rudy Giuliani launched a federal grand jury investigation into the practice. Several weeks later then-Sen. Al Gore, D-Tenn., announced he was launching a Senate probe. For all the bravado, neither amounted to a full-blown indictment of pay-for-play. Nearly 20 years later, then-New York Attorney General Spitzer extracted multimillion-dollar payola settlements from all four major-label groups and several large broadcasters, leading to sweeping reforms in how the industries conducted business with one another (see page 88).—Mike Boyle

### RADIO & RECORDS

## Convention Memory

"I have been attending the R&R Convention since 1990, and there are many memories that come to mind, but I distinctly recall the keynote address from Gen. Norman Schwartzkopf as standing out above the others. Schwartzkopf talked about the two ingredients of leadership—strategy and character—but said character will always take you farther. I made many notes that day and refer back to them often. He was truly inspiring."

—Jon Zellner, senior VP of music programming, Sirius XM Radio



### 1994 CONTINUED

**Country**  
JOHN MICHAEL MONTGOMERY | Swear

**Rock**  
STONE TEMPLE PILOTS  
Interstate Love Song

**NAC Albums**  
EARL KLUGH Move

**Urban**  
BOYZ II MEN I'll Make Love To You



**1995**  
**AC**  
EAGLES Love Will Keep Us Alive

**Alternative**  
SILVERCHAIR Tomorrow

**CHR/Pop**  
DIONNE FARRIS  
I Know



**CHR/Rhythmic**  
TLC Waterfalls

**Country**  
DAVID LEE MURPHY Party Crowd

**Hot AC**  
MARTIN PAGE In The House Of Stone And Light

**Rock**  
COLLECTIVE SOUL December

TLC: SEB JENIAK



**I N S I D E:**

**HANDS ACROSS HEADS DOWN THE HOMESTRETCH**

With just a few weeks left till the coast-to-coast human chain takes place, **Harvey Mednick** brings you up to date on the current, optimistic state of the project.

Page 30

**BLACK/URBAN RATINGS RACES TO WATCH**

**Sean Ross** analyzes the battles to come in the spring book, while **Walt Love** salutes YBPC honorees **Skip Miller** and **Tom Joyner**.

Page 50

**KING'S ROAD TO SUCCESSFUL INTERVIEWS**

In a guest News/Talk column, **Larry King** offers a refreshing vantage point on what constitutes a good interviewer.

Page 44

**NEW ARTIST BREAKERS**

**Ken Barnes** tallies the various formats' records of breaking new artists in the first quarter of 1986.

Page 31

**IN THE NEWS THIS WEEK**

- **WMET** now "Male AC" **WRXR**
- **Bill Coffey** VP at **KUSA**
- **NRBA** approves **NAB** merger by close vote
- **Bob K** GM at **KING**
- **Charles Oliver Sr.** VP at **NAB**
- **Mike Dirx** OM at **KIXI & KLTX**; **KLTX** aims for older demos
- **Don Amez** PD at **WBYU**
- **John Piccillo** OM at new **AOR WBYR**
- **WZXR** back to **AOR** as **WEGR**
- Judge rejects **KHJ-TV** sale plan
- **Geffen** bows promotion field force
- **Rich Tamburro** directs **Manhattan East Coast** promotion
- **Mike Shields** VP/GM at **WCFI**
- **Mark Stevens** PD at **WEAG**
- **WFMT** debuts classical **Beethoven** net
- **Paddy Ramsay** GSM at **KONO & KITY**
- **ABS** buys **KMGX** for \$4.2 million
- **IRS** rules may affect station buys

Page 3, 4, 6, 9

**CELEBRATING SEVEN YEARS**

**Jhan Hiber's** Ratings and Research Column celebrates its seventh anniversary this week, with its author looking back over that period's developments.

Page 18

**Z-ROCK: A HARD ROCK ORIGINAL**

**Steve Feinstein** talks to **SMN's** **John Tyler** and **Robert Hall** about their new hard-rock younger-demo satellite offering.

Page 40

**NEXT WEEK IN R&R**

A notable nostalgic tour in words and pictures of the early days of record promotion, saluting pioneers **Juggy Gayles**, **Moe Preskell**, and **George Furness**.

Newsstand Price \$5.00



**BUZIAK, LICATA DIVISION PRESIDENTS**

**RCA Resets Executive Tier**

RCA/Ariola has substantially changed its executive and operating structure, with the creation of three major independent divisions: **RCA Records US**, **RCA/A&M/Arista Sales & Distribution**, and **RCA/Ariola Records International**. Each of these has its own president, reporting to **RCA/Ariola President/CEO Elliot Goldman**.

**Bob Buziak** has been named President of **RCA Records US**, and **Sal Licata** becomes President of **RCA/A&M/Arista Sales & Distribution**. **Buziak** was most recently President of his own management firm. **Licata**

was Exec. VP/GM of **Arista**. Other executive changes see the resignations of **RCA/Ariola Exec. VP/Operations Jose Menendez**, **Division VP/USA & Canada John Ford**, and **Red Seal VP Tom Shepard**. Named **VP/Chief Financial**

**Colombo Blair Rep President**



Charlie Colombo

**Blair Radio President Charlie Colombo** has been elevated to the new post of President of the **Radio Representation Division of John Blair & Company**. **Colombo** will now oversee the company's three individual radio rep firms — **Blair Radio**, **Torbet Radio**, and **Select Radio Representatives** (formerly **Selcom** and **Blair/RAR**). **Colombo** will continue his present responsibilities, pending a decision concerning a successor for that post.

As part of the changes, **Barbara Crooks**, Exec. VP of the **Radio Representation Division**, remains in that position with the expanded title of **Exec. VP/Station Development and Asst. To the President**.

**Blair Radio Division President Jim Hilliard** remarked, "Charlie's done an excellent job for us and has succeeded in living up to the well-deserved reputation he's earned throughout the industry. Since our November acquisition of **Torbet** and **Selcom**, **Charlie's** guidance and

COLOMBO/See Page 9

**Donahue Does KLOS Mornings**



Raechel Donahue

**KIIS-AM & FM** morning sidekick/newsperson **Raechel Donahue** will now compete against former partner **Rick Dees** as morning host at **KLOS/Los Angeles**, replacing **Shana**.

**KLOS** PD **Tim Kelly** told **R&R**, "We were looking to broaden our morning show's appeal, and we decided that now is the time to move before someone else grabbed her."

**Donahue**, who'll be joining **KLOS sports** and **KABC-TV** personality **Ted Dawson** and newsperson **Chuck Moshontz**, told **R&R**, "I really wanted to get back into playing music, and **KLOS** made me a nice offer. (**KIIS** VP) **Gerry DeFran-**

DONAHUE/See Page 9

**CHRISTIAN PRESIDENT**

**Saga Purchases Josephson Group**

**Josephson Communications**, the radio group subsidiary of **Josephson International, Inc.**, has tentatively agreed to sell its six stations to **Saga Communications**, an investor group comprised of nine-year **Josephson Communications Broadcast President Ed Christian** and top station/group management. Terms were not disclosed, but informed sources estimated the deal at approximately \$32.5 million, with financing secured from **New England-based venture capital** and banking firms.



Ed Christian

The six properties include **WKLH/Milwaukee**, **WVVO & WSNY/Columbus**, **WNOR-AM & FM/Norfolk**, and **WZKC/Rochester**.

**Christian**, who will become President and have voting control of the new company, told **R&R** he had approached **Josephson Chairman Marvin Josephson** several weeks ago

SAGA/See Page 9

**Jamieson PolyGram Exec. VP**

**Bob Jamieson** has been named **Exec. VP/Marketing & Sales** at **PolyGram**. He was **VP/Marketing & Sales, Europe**, for **CBS Records International** out of **Paris**. In this newly created post, **Jamieson** will oversee all aspects of **US-based marketing and sales** for the **PolyGram** group of labels. The promotion, marketing, merchandising, sales, video, and international departments will report to him.

**PolyGram President/CEO Dick Asher** commented, "Bob's knowledge of markets worldwide is a valuable asset to our total operations. We're thrilled to have him at **PolyGram**."

JAMIESON/See Page 4

**OLDIES CHANNEL LAUNCHED**

**Transtar Names Fries President**

**Sunbelt Communications Broadcast Division President/COO Gary Fries** has assumed the **President/COO** duties of the co-owned **Transtar Radio Network**, which this week debuted the "Oldies Channel" as the newest format in the network's package of programming services.

Reporting to **Sunbelt Chairman/CEO C.T. Robinson**, **Fries** will continue overseeing the **Sunbelt radio properties**, relocating from **Seattle** to corporate headquarters in **Colorado Springs**. "It's exciting to be tapped from within your own company to move into this position," said **Fries**, who joined **Sunbelt** in 1983. "The fantastic growth of **Transtar**, with the success of **Format 41** and now the addition of the **Oldies Channel**, has caused a need for this



Gary Fries

growth in management."

Explaining the year-long development of the **Oldies Channel**, **Transtar Exec. VP Mike Harvey** told **R&R**, "We felt there was a need for a really good, quality-produced, well-researched oldies format. We'd seen what research had done with **Format 41** and knew we

TRANSTAR/See Page 9

### RADIO & RECORDS

## Convention Memory

**"My first year with Sony Music and first R&R convention was 1992 in L.A. The highlight: sitting in the front row for the Allman Brothers playing acoustically at Club R&R. It was Gregg, Dickey Betts, Warren Haynes and the late Allen Woody. Dickey said that night, 'We have never played many of these songs acoustically, ever.' It remains the greatest musical event I have ever been to. And the bonus was that R&R provided all of us that attended the show with a CD of the performance. Among Allman Brothers fans, that CD remains one of the rarest and most treasured items."**

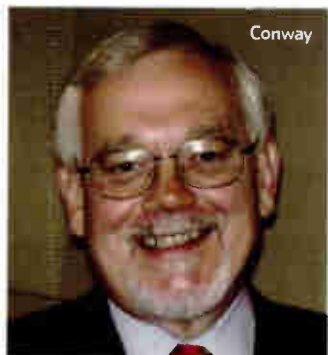
—Bob Mitchell, VP of promotion, Smith Music Group



Mitchell

## Perspectives

Records to carts to CDs to hard drives. Digital is the single biggest innovation, it opened up all kinds of possibilities. I think Andrew Economos and Selector made one of the biggest impacts on radio programming.



Conway

My favorite promotion after all these years is the Last Contest.

Artists with the most lasting impact: Rod Stewart, Madonna and Elton John. What amazing careers.

I've been a PD since December 1972 when I took a job at KAOK/Lake Charles, La., and have programmed seven No. 1 stations in four formats in six markets in that time.

My list of amazing radio people who have affected the industry and

## PIVOTAL EVENTS 1987

### The Birth Of Smooth Jazz

By the late '80s, Windham Hill had sold more than 30 million albums, yet no full-time radio format existed to showcase its stable of instrumental artists and other compatible music genres. A programming brain trust spearheaded by AOR KMET/Los Angeles PD Frank Cody convinced station owner Metropolitan Broadcasting to try something new on KMET's 94.7 frequency. On Valentine's Day 1987, a brand-new format arose from the ashes of the once "Mighty Met." KTWV (The Wave) programmed hip "new AC" that meshed contemporary jazz and new age sounds with a memorable musical logo—"Ninety-four seven, the Wa-ave" over a bed of breaking surf—and no announcers. Instead, evocative production pieces



married sounds from nature with off-beat features like "Lady Sings the News."

The Wave's immediate success ignited the format's launch nationally on outlets in Chicago, San Francisco, Seattle, New York, Dallas and other markets, officially birthing the smooth jazz format, one of adult radio's brand names during the past two decades. While programmers work today to attract younger listeners to the aging format—which has lost several prominent markets in 2008—its

financial potential is apparent in the Wave's enduring success. In 2007, KTWV was No. 15 on BIA's list of the top 50 highest-billing stations, with revenue of \$40.2 million.—Carol Archer

### WFAN/New York Pioneers Sports Format

Emmis radio president Rick Cummings says it was president/CEO Jeff Smulyan's idea in 1987 to launch the nation's first all-sports station, WFAN/New York. The company's WHN at 1050 AM was the city's radio home for the New York Mets . . . believed the Mets would be a strong anchor for a 24/7 sports format. Despite Cummings' initial trepidation, "All Sports Radio" signed on July 1.



The station initially struggled, finally hitting its stride when Emmis bought WNBC at 660 AM from General Electric and moved the format to the stronger signal. That's also when original all-sports morning man Greg Gumbel was

replaced by mass-appeal host Don Imus, who would remain for nearly 20 years. Imus' show, coupled with the emergence of afternoon hosts Mike Francesa and Chris "Mad Dog" Russo, gave the Fan popular bookend talent, generating ratings and revenue that put the format on the map.

Today, WFAN is consistently one of the top-rated stations in men 25-54 in New York and ranked 18th among America's top-billing stations with \$37.5 million in 2007 revenue, according to BIA Financial Networks. Sports talk is now the No. 4-ranked male 25-54 format in the United States, boasting more than 500 stations.—Mike Stern

my career may not be the most common names but here goes: Lee Douglas, Terrell Metheny, Gary Brobst, WTMJ's Gordon Hinckley, Sonny Melendrez and Dan Vallie. They were all true radio pros who always helped others and the business.

—Bill Conway, PD  
KOIT-FM/San Francisco

### 1995 CONTINUED

#### NAC Albums

RICK BRAUN Beat Street

#### NAC Tracks

JAZZMASTERS  
Walkin' To Freedom

#### Adult Alternative Albums

DAVE MATTHEWS BAND  
Under The Table And Dreaming



#### Urban

MONTELL JORDAN This Is How We Do It

### 1996

Adult Contemporary  
CELINE DION Because  
You Loved Me



#### Active Rock

STONE TEMPLE PILOTS Trippin' On A Hole  
In A Paper Heart

#### Alternative

DISHWALLA Counting Blue Cars

#### CHR/Pop

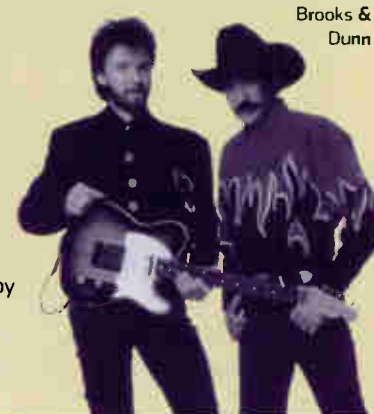
EVERYTHING BUT THE GIRL  
Missing

#### CHR/Rhythmic

MARIAH CAREY Always Be My Baby

#### Country

BROOKS & DUNN My Maria



Brooks & Dunn



**To everyone at Radio & Records  
congratulations on your 35th Anniversary!  
From your friends at the  
Island Def Jam Music Group!**

**island def jam**



**I N S I D E:**

**FAIRNESS, TRANSFER TAX TORPEDOED**

NAB won a big lobbying victory last week, as the top two items on its hit list were defeated by Congress . . . for now. Also, an interview with a disappointed **Doug Bennett**, President of NPR, which stood to gain from the transfer tax.

Page 12

**\$84 MILLION OUTLET LBO SET UP**

The management of **Outlet**, owner of four major market radio stations, has cut a deal to buy back up to 74% of the company's shares from two leading stockholders.

Page 14, 18

**1987: THE YEAR IN RADIO & RECORDS**

In our last issue for the calendar year 1987, **R&R** editors look back on the key trends and events of the year. Coverage includes:

- CHR's new musical balance
- Urban ups and downs as the format matures
- "Crystal Ball Persuasion" forecasts from AOR PDs
- New AC trends open up a new adult radio ballgame
- Country's controversial comments
- Technology and legal matters fail to sidetrack a bonanza records year
- Gold comes of age

Plus much, much more: the humor, the heartbreak, the format changes...

Page 36, 38, 40, 45, 47, 48, 50

**CATCHY NEW LIFESTYLE CLASSIFICATIONS**

Just when you're getting used to (or sick of) yuppies, grumpies, dinks, and all the other clever psychographic shorthand terms of today, along comes the **Stanford Research Institute's** Values & Life Styles index. It divides the US population into eight new meaningful categories, from Achievers to Survivors.

Page 25

**CD PLAYER SALES DISAPPOINT**

Ownership of CD equipment seems to be levelling off, at least for the moment, while the erosion of the vinyl configuration has halted. Details on these developments, plus a Vital Signs breakdown of who buys records, cassettes, and CDs.

Page 32

**R&R**  
RADIO & RECORDS



**World's Largest Bra Generates Station Support**

*KLOL/Houston's "Change Your Life Sweepstakes," which awarded a listener \$5000 for a breast enlargement operation, was not unique. But the station brought new dimensions to its support of the promotion, creating a 40-foot, 400lb bra labelled the "Bazoomerang" by morning team Stevens & Pruett. The bra made its public debut hanging from a station billboard (top), but was removed by the city owing to an ordinance against "spectacular" signs. Then it had a guest shot during comedian Sam Kinison's local appearance. The following week KLOL aired its lingerie from a hot air balloon during morning rush hour. To cap it off, the station convinced the First Republic Bank to designate the garment as the official "pace bra" in its Symphony Classic 10k run (bottom), where it earned countless bravos from avid symphony fans. KLOL is donating the megabrace to Frederick's of Hollywood, despite rumored competing bids from the Guggenheim Museum of Modern Art and Dollywood.*

**Wing Nominated To FCC Seat**

It's official. President Reagan has formally nominated Washington communications attorney **Susan Wing** to replace **Mimi Weyforth Dawson** on the FCC.

Wing, a partner in the law firm of **Hogan & Hartson**, is considered by her peers to be hard-working and a staunch supporter of the Reagan administration's policy of deregulation.

**REGISTRATION THE KEY**

**Urban Radio Organizes For Jackson Campaign**

Democratic Presidential candidate **Rev. Jesse Jackson** met last Saturday (12/12) with approximately 50 supporters from Urban radio and the music industry to emphasize the importance of Black and Urban stations in spearheading voter education and registration drives nationally.

The informal two-hour session, which was closed to the general media and not intended for direct quotation, was organized by **Jack The Rapper** publisher **Jack Gibson** as "Black Radio for Jesse."



**PLANNING THE DRIVE** — Rev. Jesse Jackson (left) and R&R Urban Contemporary Editor Walt Love at Atlanta meeting.

JACKSON/See Page 31

**SCHUON KAZY PD**

**Reeb New PD At 91X**

**KAZY/Denver OM Trip Reeb** has been named OM of Noble Communications's XETRA-FM (91X)/San Diego. He replaces **Mad Max**, who recently resigned his PD post at the modern music AOR. **DKM Broadcasting** (which becomes **Summit Communications** January 4) has upped **KAZY** Asst. PD **Andy Schuon** to PD at that station.

Reeb programmed the Denver AOR for eight months, following a year and a half as PD at **KISS/San Antonio**. This will be his first foray into modern music. Noble COO **Norm Feuer** commented, "An outstanding PD can program anything. Basics such as creativity, leader-



**Trip Reeb**

ship ability, and strategic planning don't change by format. Trip has all those qualities, and if he has to learn some new music then that's what he'll do."

REEB/See Page 9

**PolyGram Ups Leach To Sr. VP/Promotion**

**PolyGram** National Director/Pop Promotion **David Leach** has been elevated to Sr. VP/Promotion. He's been with the label since 1977.

Leach becomes responsible for all of **PolyGram's** popular music promotion activities, including CHR, AOR, AC, Urban, Dance, Alternative, and Video. He succeeds **John Belancourt**, who has left the company.

Exec. VP/Marketing & Sales **Bob Jamieson** said it was "a point of pride" that **PolyGram** was able to make the appointment from within. "David has



**David Leach**

established himself as one of the industry's most influential and successful young promotion executives," he noted. "His track record . . . speaks for itself, as he has placed one **PolyGram** artist after another on the charts. He has also demonstrated the ability to break our new acts, at the same time supporting and maintaining our established artists."

LEACH/See Page 31

WING/See Page 31

Newsstand Price \$5.00

**THE "New AC" AGE**

See Page 47



TAYLOR SWIFT



JACK INGRAM



TRISHA YEARWOOD



DANIELLE PECK



ADAM GREGORY



SUNNY SWEENEY



KATE & KACEY COPPOLA

**R&R, CONGRATS ON 35 YEARS OF HITS!!!**  
**-YOUR FRIENDS AT BIG MACHINE RECORDS & THE VALORY MUSIC CO.**



JEWEL



JIMMY WAYNE



JUSTIN MOORE



### Brian Rickman

#### TRIBUTE

There is one man who has made a huge impact in my career—and the entire industry as well. Brian Rickman, currently regional director of programming for URBan Radio Broadcasting, has a long

history in the business, making leaps and bounds in programming at a young age. My story with him starts right after Sept. 11, 2001. I was working in Salt Lake City and really wanted a change. I had heard so many stories about Brian from friends in the industry—about how great he was to work for and how he understands how to take creative talent and shape them to be great personalities on the air. When I saw that he had an opening at one of his stations in Jacksonville, N.C., I jumped at the chance and sent over a package. Brian called me, and we talked for a good period of time. After that conversation, I knew I had to work for this guy. I didn't end up getting that job, but he left a lasting impression, and I ended up using some of the things we talked about to make my show better.

A while later, another job with one of his stations opened; I knew that I had to do whatever it took to work for him—so much so that after talking with him about the position, I packed up my truck and drove cross country to Myrtle Beach, S.C.—without the job nailed down—to prove how much I wanted to work for him. I got the job at WKZQ, and my show blossomed as the top-rated night jock in Myrtle Beach. After transferring to Jacksonville, N.C., at WXQR (Rock 105), we took the night show from No. 8 to No. 1 in one week.

Brian knows how to take talent that most other industry people would be scared to touch and turn them into high-rated superstars. His history on the air helps him relate to talent and mold them while letting them be creative. He believes in all of us and makes us want to be better as broadcasters and people.

Brian moved on to URBan Radio Broadcasting to oversee the non-urban stations in the company and has done unbelievable work maintaining quality broadcasting in all the markets he oversees and at the same time keeping a one-on-one relationship with the airstaff. What other corporate guy gives his cell phone number to a new hire and tells them to call anytime day or night if they need help or want to talk? Bottom line is that he cares about everyone on a personal level and wants everyone to be happy.

On another note, Brian should be commended for creating a new format that brings radio back to the community in a big way. When he came to the Florence-Muscle Shoals, Ala., market, he inherited an AM sports talk station that was like most AM sports stations, stuck in a closet. He turned it into a station that plays all local music. Utilizing the vast music history of the area, he transformed WLAY-AM into a live music anthology. WLAY-AM has gone on to become an FM station via translator. It is amazing how well the station has been received.

I have always said that I would clean toilets for Brian Rickman. He is caring, unselfish and brilliant. He is what all programmers should aspire to be and how all people in the corporate world should conduct themselves.

—Jon "Fatguy" Marte, PD  
WMSR/Tuscumbia, Ala.



Rickman

## PIVOTAL EVENT 1988

### Rush Limbaugh Enters Syndication

Tyler Cox, PD at KFBK/Sacramento in 1988, vividly recalls the meeting where he was introduced to then-ABC Radio president Ed McLaughlin. "We found out that KFBK's prized mid-morning talk host was heading to New York to start a new daytime syndicated talk venture."

The host, Rush Limbaugh, had been working for the Kansas City Royals five years earlier and was on his way to New York to lead a revival of AM radio that grew from the syndication of his show. Limbaugh's program debuted nationally Aug. 1, 1988.

John Mainelli, who became PD at WABC/New York in March 1988, says that Limbaugh had a clause in his contract allowing him to leave anytime he wanted, as long as he went to a top five market. McLaughlin had optioned Limbaugh, but it was up

to Mainelli to sell him to the company. "A lot of people were pretty suspicious of Limbaugh and the idea of syndication," Mainelli says.

The show was also different back then. "He wasn't all politics," Mainelli says. "He was funnier and had way more variety. He didn't get into the heavy-duty politics until the election of 1994."

Cox and Mainelli agree that no one could predict Limbaugh's success. Cox says, "There was no doubt he was an exceptionally talented talk host, but who started new national syndicated talk shows in the middle of the day back in 1988?"

Mainelli knows one person who was convinced of the talker's impending success: Limbaugh himself. "He knew something was going to happen. But I don't know that even he could have imagined the scope of what did happen." —Mike Stern

### RADIO & RECORDS

## Convention Memory

"One of the first R&R Conventions was in the mid-'70s, at the Peachtree Plaza Hotel in Atlanta. The hotel had just opened and this was their first convention. Most of the staff seemed to have that 'deer in the headlights' look as they tried to deal with all these crazy radio and records partying attendees. I recall being in a room in the hotel adjacent to one with some record label folks who had a jukebox thumping out their songs seemingly nonstop. I finally had to get another room to get some sleep."

—Paul Michels, director of group operations, Curtis Media Group



Michels

### 1996 CONTINUED

#### Hot AC

TRACY CHAPMAN Give Me One Reason

#### Rock

DISHWALLA Counting Blue Cars

#### NAC Albums

BONEY JAMES Seduction

#### NAC Tracks

HERBIE HANCOCK Thieves In The Temple



Boney James

#### Adult Alternative Albums

DAVE MATTHEWS BAND Crash

#### Adult Alternative Tracks

WALLFLOWERS 6th Avenue Heartache

#### Urban

R. KELLY Down Low (Nobody Has To Know)

#### Urban AC

JOE All The Things (Your Man Won't Do)

### 1997

#### AC

TONI BRAXTON Un-break My Heart

#### Active Rock

OFFSPRING Gone Away

#### Alternative

THIRD EYE BLIND Semi-Charmed Life



JAMES: JAMES MINCHIN

**I N S I D E:**

**FCC PAYOLA PROBES — HOW TO AVOID THEM**

As the FCC sends a payola case to the Justice Dept., R&R interviewed Enforcement Division Chief **Chuck Kelley**, who outlined steps broadcasters can take to avoid payola-related pitfalls. Plus, **Y100** is vindicated in license renewal squabble.

Page 6

**CAPTURING FICKLE LISTENER RECALL**

Radio professionals should remember that listeners don't regard radio as a life-and-death matter, **Rob Balon** believes. Radio's free, it's used for incidental listening while involved in other activities, and it has reduced brand loyalty. The challenge to corral listener recall for ratings purposes, keeping all this in mind, becomes even greater.

Page 34

**HI-TECH INFO LINE A SMASH AT WXKS-FM**

**WXKS-FM/Boston** teamed with the **Brite Voice** technology firm to create the "Kiss CityLine," a touchtone-option phone service that provides news and entertainment info to listeners — 50,000 callers a week. Full details on how it works inside.

Page 40

**KLOL: WHERE THE AUCTION IS**

**KLOL/Houston's** celebrity auction is one of the most successful radio promotions in the country. **Doug Harris**, Promotion Director for the AOR, takes you step-by-step through everything you need to know to grab your own share of the auction.

Page 44



**Special Bonus With This Issue:** R&R's second annual directory of program suppliers and their shows.

Newsstand Price \$5.00

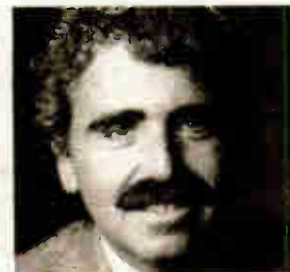


**Karmazin Elevated To Infinity President**

Mel Karmazin has been upped from Exec. VP to President/CEO of **Infinity Broadcasting**. He's held his previous post since 1981.

"The new titles really represent a codification of what's been going on here for the past three years," said Karmazin, who has long functioned as chief executive of the company. "It doesn't change my role at all. My friends are calling to say, 'I thought you were President already.'"

Infinity co-founder **Gerald**



**Mel Karmazin**

**Carrus**, who previously held the title of President, has become Co-Chairman alongside fellow founder **Michael Weiner**.

Commenting on Karmazin's contributions, Carrus said, "Mel has done an outstanding job of managing the company during its period of rapid expansion and has been instrumental in the company's strategy of acquiring and operating radio stations in the nation's largest radio markets."

KARMAZIN/See Page 30

**Broeske KABC's PD**

Talk-formatted **KABC/Los Angeles** has named **John Broeske** PD. He replaces **Wally Sherwin**, who resigned last month to pursue opportunities in radio and television.

Broeske comes from **GM** duties at **News/Talk** and **Country** stations **KMJ & KNAX/Fresno**. He previously was PD at **KMLJ**, and prior to that hosted a talk show there.

**KABC** VP/GM **George Green** said, "I'm delighted to welcome John to **KABC**, and feel that the combination of his on-air experience and management skills will prove to be valuable assets in continuing the growth and popularity of our programming."

**KABC**, owned by **Cap Cities/ABC**, ranked third in the winter Arbitron with a 5.8 share 12+.

JACOR/See Page 30

**BERRY, WEBER ALSO UPPED**

**Jacor Promotes Lawrence, Michaels To Executive VP Posts**

**Jacor Communications** has upped **Robert Lawrence** and **Randy Michaels** from Sr. VP to Exec. VP posts. Concurrently, **Jon Berry** has been promoted from VP to Sr. VP/Treasurer and **R. Christopher Weber** has been upped from Asst. VP to VP/Controller.

In a valiant but probably vain attempt to stem the tide of boring, cliched corporate promotion announcements, a jocular comment from **Jacor** President **Frank Wood** said the former position of the four were terminated "to improve efficiency" at the Cincinnati-based company.

Along similar lines, the release continued, "The offices of



**Robert Lawrence**

**Michaels, Lawrence, Berry, and Weber** each issued their conventional statements of gratitude and doglike loyalty. Michaels barked, "I'm glad



**Randy Michaels**

something's finally being done for the helpless victims of dull, self-serving press releases. It's about time that radio industry reporters started getting some interesting self-serving press releases."

Lawrence noted, waxing philosophical, "Anyone who says titles are cheap never got a bill from a printer."

In addition to owning **Critical Mass Media** and **Eastman Radio**, **Jacor** also owns **WPCH & WGST/Atlanta**, **WMJL-AM &**

**Folger Back To KEGL As Program Director**

**Joel Folger**, PD at **Clear Channel's KJYO (KJ103)/Oklahoma City**, has resigned to return to **Sandusky's KEGL/Dallas** as PD. He'd been Asst. PD/MD at "The Eagle" prior to joining **KJ103** a year and a half ago. Folger replaces **John Roberts**, who left for crosstown PD duties at **AOR KZEW** last month.

**Sandusky** VP/Programming **Jeff Sattler** noted, "KEGL doesn't want to be number two in **CHR** to anybody, even though our losses were only in teens in the past winter book. A year and a half ago we challenged **Joel** to go out and get some programming experience. To his credit, he did that and has worked his way home to **KEGL**."

**KEGL** VP/GM **Ed Wodka** added, "Joel was acting PD when he left us, and it's great to have such a talented guy come back after doing such a great job in **Oklahoma City**."

Folger took **KJ103** to its highest book ever last summer (16.1), passing longtime market



**Joel Folger**

leader (**AOR**) **KATT** in the process. With **KEGL** morning man **Moby** leaving for **KLOL/Houston**, Folger said, "I'm fired up about working with **Kid Kradick**, who is new to mornings — he's in his element. In fact, the whole staff sounds great. I know the entire market like the back of my hand, which will be extremely helpful in continuing **KEGL's** growth."

Folger begins his new duties during the first week of June. His replacement at **KJ103** is being sought.

**Palagi PD At WRQX**

**WKSE/Bufalo** OM **Lorin Palagi** has resigned after nine months to become PD at **Cap Cities/ABC CHR WRQX (Q107)/Washington**. He begins his new duties the first week in July. Palagi replaces **Chuck Morgan**, who became PD at **WBSB (B104)/Baltimore** three weeks ago.

**WRQX** President/GM **Mureen LeSourd** said, "Lorin's background and ability to come in and maximize a situation are noteworthy, and he will strengthen **Q107's** position in the marketplace. Along with his great operations skills, **Lorin** has terrific vision toward the future and marketing concepts which all add up to a winning addition to the team."

Palagi told R&R, "Cap Cities/ABC is committed to the **CHR** format at **Q107**, and we will do everything needed to take the station to the top. I believe (crosstown) **WAVA** is a good radio station, not a great radio station, and they can be beaten."

"**Q107's** problems stem from a lack of focus, and I'll see to it that every programming detail gets the proper attention," Palagi added. "Everything I've heard concerning the airstaff indicates nothing but positive potential."

Palagi was previously Asst. PD at **KBKC (now KCPW)/Kansas City**, Asst. PD at **KDWB/Minneapolis**, and OM at **KAAC/Great Falls, MT**.

**BIGGEST MARKETPLACE EVER! Page 54**

### RADIO & RECORDS

## Convention Memory

"I found it hard to call up specific memories of R&R conventions past. I think I've been to almost all of them—I even went to Cleveland. Of course, the L.A. and Dallas conventions stand out. Keynote addresses from industry notables: a president, Bill Clinton; a general, Norman Schwarzkopf.



Palmese

"Most of all, I remember the people, some larger than life, others quiet and dedicated. R&R Conventions always provide us with the opportunity to celebrate and enjoy our commonality—a label head hanging late into the night with the St. Louis local, a national programmer talking it up with the all-night jock from Fargo, N.D.

"We had fun—sometimes too much fun—but we networked, we learned, we mentored, and we grew, connected by our love of two industries, radio and records, that became one family at the R&R Convention. I cherish every one of those 35 years, and I know I am blessed to be in this family. Now, do I get a 'Back Page' breaker? Thank you, R&R."

—Richard Palmese, VP of promotion, RCA Music Group

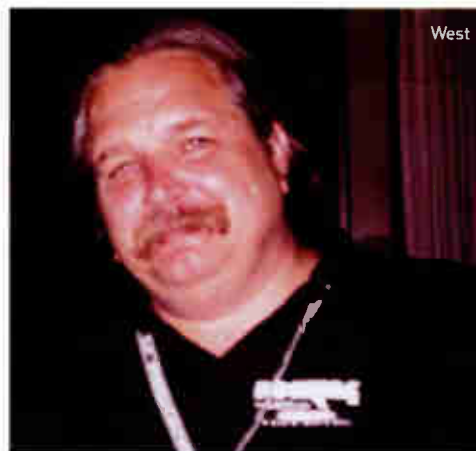
## PIVOTAL EVENT 1989

### First Major-Market FM Simulcast

After the ownership of Zapis Communications' WEKS/Atlanta was transferred to New City on June 21, 1989, the station went dark for eight days before returning as WYAI (Y104). For the next 33 hours, Y104 conducted what it called a "Blatantly Self-Serving 104 Pro-Am Radio Star Search," in which local celebrities, media types, sports stars—in short, just about anyone—were given one hour and a producer to do anything they wanted within legal limits. The stunt was a lead-up to the nation's first major-market FM simulcast, which would officially begin at 3 p.m. June 30, 1989, with new country sister WYAY (Y106). Though licensed to the same

city, both FMs were permitted to operate under new FCC rules that liberalized cross-ownership where city-grade signals did not overlap. At the time, Y104/Y106 VP/GM Bob Green said of the two-station combo, "We don't think there are any holes in the metro." Utilizing what he called "split cart technology," Green said the simulcast planned to run different promos targeted to the different marketplaces they each served, eventually splitting commercials as well. The simulcast ended in 1994 and the 104.1 frequency flipped to a jazz format. Today, it's owned by Cox Communications and is urban oldies WALR.

—R.J. Curtis



West

city in general. Doc has been involved in more charitable functions than I could possibly list here, has consistently been "on the street" for nearly 30 years, pulling an average of three remotes per week for that entire time and has proved himself to be a man of the people, spending as much time as possible talking with listeners while on location. He has turned more people onto the music they now love than I can even imagine.

He was certainly my inspiration for getting into radio in 1988, providing me with my first internship opportunity, and, now, as his "boss," I couldn't be prouder of his accomplishments. He was also a big inspiration in the community in general when he shed more than 250

pounds a few years ago in an effort to live a healthy lifestyle—and he has kept the weight off.

Doc also hosts two annual Rock 104 trips for listeners, one to Negril, Jamaica, and the other to Cabo San Lucas, Mexico. The most recent trip to Jamaica (Jammin' in Jamaica '08) boasted 45 listeners, each of whom walked away with a personal connection to Doc rarely seen in our business these days.

He is a friend, a mentor, an inspiration and an idea factory, but perhaps, most importantly, he is a humble servant of his community, which is what we're all supposed to be.

—JJ Fabini, general operation manager  
Summit City Radio/Fort Wayne, Ind.

## Doc West

### TRIBUTE

A broadcaster who has made a huge impact in our community during the nearly 30 years he has been working in this market, while surviving three ownership changes, is Doc West of WXKE (Rock 104)/Fort Wayne, Ind. Doc has become a fixture in our town, known for his incredible dedication to his craft, the company, the station and the

### 1997 CONTINUED

#### CHR/Pop

JEWEL You Were Meant For Me

#### CHR/Rhythmic

MARK MORRISON Return Of The Mack



#### Country

TIM MCGRAW WITH FAITH HILL It's Your Love

#### Hot AC

DUNCAN SHEIK Barely Breathing

#### Rock

TONIC If You Could Only See

#### NAC/Smooth Jazz Albums

VARIOUS ARTISTS A Twist Of Jobim

#### NAC/Smooth Jazz Tracks

RICK BRAUN Notorious

#### Adult Alternative Tracks

WALLFLOWERS One Headlight

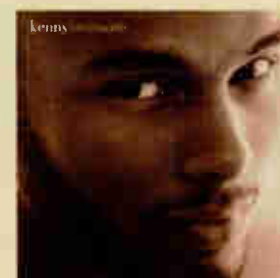


#### Urban

DRU HILL In My Bed

#### Urban AC

KENNY LATTIMORE For You



### 1998

#### Adult Contemporary

SAVAGE GARDEN Truly Madly Deeply



**I N S I D E:**

**SALES PREP FOR THE COMING DECADE**

Whether we're headed for the Gray '90s in our aging society, or a new ecologically-sound utopia, one thing's for sure: selling radio will be a brand-new ballgame. **Chris Beck** takes a close look at the immediate future's changing ground rules and most promising sales opportunities.

Page 28

**MORE REVENUE FROM QUALITATIVE RESEARCH**

**Tom Blrch** provides an easy-to-use (and adapt) guide to practical qualitative research, adding simple suggestions on how to maximize pinpoint psychographic data to make more money for your station.

Page 62

**FCC & CONGRESS: HOW THEY'LL SHAPE YOUR FUTURE**

Congress and the FCC seem constantly at odds, but those bouts are the preliminaries for some of the most important regulatory decisions in years. Seven experienced DC observers home in on the issues that will determine broadcasters' business existence in the '90s.

Page 16

**HOW YOU CAN BUY YOUR OWN RADIO STATION**

Broadcast law experts **Erwin Krasnow** and **Gene Schleppebach** cover all the legal bases you need to know in making your first station acquisition, and explain a number of ways you can raise the necessary capital.

Page 22

**STAYING ONE STEP AHEAD OF THE COMPETITION**

If you can anticipate the moves your competitors will make, you'll have a huge head start on winning. **Jeff Pollack** explains the benefits of long-range strategy and responding to a projected series of opponents' moves, rather than reacting to just one play.

Page 56

**WINTER ARBITRONS: THE NEXT GENERATION**

**Arbitron 12+** figures for 23 top markets this week — the complete breakdown for San Francisco, Washington, Philadelphia, Miami, and most other key markets.

Page 58

Newsstand Price \$5.00



**DeCastro Upped To Evergreen Exec. VP**

**Wert WLUP VP/GM, Solk VP/Station Manager As deCastro Heads For KFAC**

As R&R went to press, Evergreen Media was preparing to announce several top-level management changes. WLUP-AM & FM/Chicago VP/GM **Jim deCastro** is being upped to Exec. VP and will relocate to Los Angeles, where he's expected to assume GM duties at KFAC following Evergreen's takeover of the Classical outlet from Classical Communications. Succeeding deCastro is **WLS-TV/**



**Jim deCastro** **Greg Solk**  
Chicago LSM **Larry Wert**. **Greg Solk**, OM of the Chicago combo, is being promoted to VP/Station Manager.

deCASTRO/See Page 55

**Group W: \$385 Million Megadeal**

**Buys Legacy, Metropolitan; Sillerman Gets Equity, Board Seat In Historic Pact**

Group W Radio has agreed to buy ten radio stations from companies headed by New York communications tycoon **Robert F.X. Sillerman** for approximately \$385 million, in a deal that would create the second-largest US radio company.



**Robert F.X. Sillerman**

erage from about 29% to about 35% of the nation's population. Stations being acquired are WNEW-FM/New York, KTWV/Los Angeles, WMMR/Philadelphia, WLLZ/Detroit, WCPT & WCXR/Washington, KILT-AM & FM/Houston, and KDWB-AM & FM/Minneapolis-St. Paul.

"We will have a company that will take us into the next century, that will be so far out in



**Dick Harris**

front of everybody that it will be the model for our industry," said Group W Radio Chairman **Dick Harris**.

Sillerman said negotiations began about two months ago, after he approached Group W with an offer to buy its stations. **Bill Steding** of Americom Radio Brokers represented Group W and brokered the deal.

"Obviously the key motiva-

tion of this transaction is the continued growth of our radio asset," said Sillerman. "The combination of the Westinghouse group and people with our stations and people makes the whole greater than the sum of its parts."

**Sillerman Debt Payments Big Motivator**

The tricky finances of Metropolitan and Legacy were another motivating factor, admitted Sillerman. Metropolitan has been plagued by an overleveraged debt structure since 1986, when Metromedia Radio

GROUP W/See Page 53

**EXCLUSIVE**

**Hirsch Interviewed**

Legacy's **Carl Hirsch** answers the questions the industry is asking:

- Did Sillerman sell out from under him?
- Was the debt load too heavy?

Page 53

The purchase of the Metropolitan and Legacy Broadcasting chains will create an empire valued at almost \$800 million. It will give Group W stations in nine of the top ten markets, excluding San Francisco, and expand the company's radio cov-

**HEADS PROMOTION**

**Glass Tapped As SBK Sr. VP**



**Daniel Glass**

Former Chrysalis Records VP/Promotion **Daniel Glass** has formally taken on the Sr. VP/Promotion post at two-month-old SBK Records, a division of EMI Music Worldwide.

GLASS/See Page 55

**Benson Exec. VP At Burkhart/Douglas**

Atlanta-based Benson Communications President **Don Benson** has joined his operation with Burkhart/Douglas & Associates in a multi-year deal, and has been named Exec. VP/Operations of B/D&A. He begins his new duties May 1.

B/D&A President **Dwight Douglas** told R&R. "This is the age where you look to combined brainpower as a means of staying ahead of the competition,

and this is a situation where we both come out winners. I've known Don and his work for many years. We've competed against him, worked for him, and now we have an opportunity to team with him in a strong broadcasting partnership. Don's clients will maintain their fruitful relationship with him, while adding the benefits of our products and services."

BENSON/See Page 55



**Kent Burkhart, Don Benson, and Dwight Douglas**

**Brodie Now KTWV PD**



**Chris Brodie**

KTWV (The Wave)/Los Angeles Asst. PD/MD **Christine Brodie** has been elevated to PD. She succeeds **John Sebastian**, who left to pursue management and radio station ownership in March.

KTWV VP/GM **Allan Chlowitz** commented, "Chris has played an outstanding role in helping build the Wave into one of the top-rated 25-54 stations in the market. We are delighted that the station will continue to benefit from her unique knowledge of the music and programming expertise, as well as the special relationships she has developed with the artists and labels we regularly feature."

BRODIE/See Page 55

**NAB SPECIAL '89**

Begins Page 16

### RADIO & RECORDS

## Convention Memory

"It was 30 years ago, and I'd like to believe that what I remember actually happened. But it was the '70s, and nothing is for sure.

"I was the MD of KZEW (the Zoo)/Dallas when the R&R Convention came to town and settled in at the Fairmont Hotel. The Fairmont, old lady that she is, was younger and spryer than she is today and willing to take us all in, let us take her over and show no signs of wear the next morning.

"These were days when a record guy could win an award for 'best use of Thai stick in album promotion' and no one thought it unusual. What was unusual was when the RKO PDs, all dressed in matching suits, were spirited out of the hotel, never to be seen again. Of course, there's probably no truth to that story, and I for one never believed it.

"The headline act that year was either Steve Martin or Dolly Parton. They were both there, that I know, but I don't know who was bigger. OK, maybe I do. I also remember thinking it was either ironic or coincidental that Steve Martin performed 'King Tut' in the Pyramid Room.

"What I remember most, though, was meeting friends in the stairwells. Not the palatial stairways, the ones with red and gold carpet; I mean the back stairs, between floors, made of concrete blocks with Army green paint. In those days, you could smoke anywhere, and we did, even if there were restrictions on what you could smoke. I remember running into three radio buddies I hadn't seen in years. Right there on the stairs, we stopped, and we caught up. And all of us said we loved what we were doing. "At least that's how I remember it."

—Bob Shannon, president, Shannonworks



Shannon

## PIVOTAL EVENT 1990

### Country Boom Time

On the surface, it's tempting to credit Garth Brooks for country's '90s boom. He became the face of the format by raising the bar for live concert events and album sales. In the process, he helped country music become accessible and appealing to people who never before considered themselves fans. The seeds for this revival were actually sown in the late '80s, first with Randy Travis' breakthrough "Storms of Life" album in 1986, then Clint Black's "Killin' Time" in 1989, which proved seminal.

Within a year, Brooks released "No Fences." The album—which debuted on the Billboard 200 at No. 52 on Sept. 22, 1990, and went on to sell a staggering 16 million units—included "Friends in Low Places," an instant pop culture benchmark of the era. Concurrently, Alan Jackson's debut album, "Here in the Real World" (2 million), along with Brooks & Dunn's "Brand New Man"

(6 million), proved just as influential at country radio as the format shifted from familiar, gold-based libraries to current-driven playlists. While CHR/top 40 and contemporary music suffered through their lowest cycle in years, country music realized its greatest renaissance. Country

radio quickly adjusted its on-air presentation, contemporizing itself with slicker, more aggressive production elements and creative, exciting promotions to accommodate new listeners pouring in to sample the format. Longtime stand-alone country outlets

took on competitors; overnight, the term "heritage country station" became a liability. The resurgence ran its course after about five years, but the positive effects have been enduring. Among other things, country has since been considered mainstream music and many of those country newcomers have remained long-term fans of the format.—R.J. Curtis



Brooks

## Jim Arcara

### TRIBUTE

Jim Arcara, who was president of Cap Cities/ABC Radio, had a huge impact on radio today. His hiring of Warren Potash, Dick Rakovan, Bill Campbell, Norm Schrutt and Aaron Daniels led to

the hiring of Maureen Lesourd, Jim Robinson, Tom Tradup, Victor Sansone, Tom Bresnahan, Mitch Dolan, Tom Cuddy, Gary Berkowitz and so many more of the great broadcasters who continue to have a huge impact on today's radio. He never looked for press, and he always gave credit to the three department heads who made up the radio divisions. Jim never gets the credit he deserves.

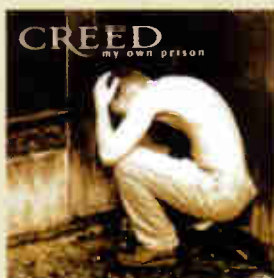
—Norm Schrutt  
NSS Talent



Arcara

### 1998 CONTINUED

**Active Rock**  
CREED Torn



**Alternative**  
FUEL Shimmer

**CHR/Pop**  
GOO GOO DOLLS Iris

**CHR/Rhythmic**  
NEXT Too Close

**Country**  
FAITH HILL This Kiss

**Hot AC**  
NATALIE IMBRUGLIA Torn

**Rock**  
KENNY WAYNE SHEPHERD Blue On Black

**NAC/Smooth Jazz Albums**  
BONEY JAMES Sweet Thing



Faith Hill

**NAC/Smooth Jazz Tracks**  
KIM WATERS Nightfall

**Adult Alternative Albums**  
DAVE MATTHEWS BAND Before These Crowded Streets

**Adult Alternative Tracks**  
GOO GOO DOLLS Iris

**Urban**  
NEXT Too Close



HILL: DANDEE ST. NICHOLAS

# HAPPY 35TH

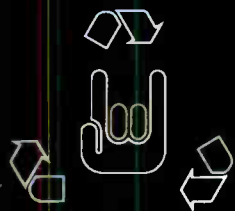


# ANNIVERSARY

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**I N S I D E:****THE STORY BEHIND THE SWEEP**

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- Outside media usage
- Direct mail
- Popular prizes
- Top imaging slogans

Plus: ratings breakouts from the Top 100 markets.

Page 29

**TUCKER'S SURVIVAL GUIDE**

Thriving in today's constantly changing business environment requires successful information-gathering techniques. Innovation expert **Robert Tucker** explains how to stay abreast of change . . . and ahead of the pack.

Page 70

**TALKIN' 'BOUT A REVOLUTION**

The vast changes taking place in sales and marketing amount to nothing less than an advertising revolution. **Chris Beck** details nontraditional strategies that can turn potential losses into profits. Also included: Beck's "Ten Sales Predictions For The '90s."

Page 32

**B/EZ-TO-AC RECAP**

Over a dozen major market stations flipped from Beautiful Music/Easy Listening to AC in the past year, hoping to attract younger, more saleable demos. **Mike Kinoshian** analyzes the results.

Page 106

**STATIONS TAKE RAP FOR ADS**

Dealing with musically incompatible commercials has always been a thorny issue at image-conscious AORs. The recent Taco Bell campaign starring **Young MC** made more than a few PDs nervous — especially when negative calls began to light up switchboards.

Page 108

Newsstand Price \$6.00

# R&R

## RADIO & RECORDS

**EXCLUSIVE RESULTS**

## First Annual R&R Sales Management Survey

The Reagan administration's lifting of the 18-minute spotload ceiling apparently hasn't gone to broadcasters' heads — the average station plays only 11.4 minutes per hour. This and other exclusive results, covering spotloads to salaries by for-

mat and market size, can be found in R&R's "First Annual Radio Sales Management Survey" of 1000 top radio stations.

Among other highlights:

- Stations place a premium on sales training and development, with 93.4% saying they conduct in-house sales training. And nearly 60% of stations employ an outside sales consultant, while close to 80% provide off-site training.

- On average, minorities comprise 12.9% of a station's sales staff, while women make up 53.4%. Not surprisingly, Urban outlets hire a larger propor-

tion of minorities (69.5%). Interestingly, Country sales staffs have more minorities than AC outlets do (11.7% vs. 8.3%).

- Nearly two-thirds of salespeople are under 35 years old. Another 30% fall in the 35-49 category.

- Slightly more than 93% of all stations use a rep firm. With the recent trend toward rep consolidation, only 57% of major market stations (1-50) say their station is the only one in the market represented by their rep.

For further details, see Page 17 of this week's R&R.

### Baldassano Becomes ABC Networks VP/Programming



Corinne Baldassano

**Corinne Baldassano** has been named VP/Programming for the ABC Radio Networks. She replaces **Tom Cuddy**, who left in March to become VP/Programming at Cap Cities/ABC's WPLJ/New York.

She'll oversee the network's Entertainment Programming Department, the Tour Marketing and Merchandising Division, and **ABC Watermark**, which produces "American Top 40" and "American Country Countdown."

Division President **Robert Callahan** stated, "Corinne is smart, energetic, and creative. Her diverse radio experience will bring valuable insight to key programming decisions."

"This is a wonderful opportunity to put all the experience I've gained over the years in radio programming, sales, and management into a challenging

BALDASSANO/See Page 65

### Digital Dominates NAB Radio '90

#### Delco Pushes Full Steam Ahead On Radio Data System

Smart car radios that provide listeners with digital data readouts as well as music probably will be in widespread use within five years. That's the prediction of engineers attending NAB's "Radio '90" convention in Boston this week. The technological future of the industry and its embrace of digital broadcasting are the prime topics of discussion at the conference, which kicked off with engineering sessions at the Hynes Convention Center.

"More than any time in our industry's history, our current technological agenda of priorities will affect all of us — in all-sized markets, AM and FM, in every format. DAB looms in front of us as either a threat or a new, incredible opportunity," commented NAB Radio Chairman **David Hicks** in a welcoming statement.

#### RDS Test Sites

Dozens of engineers were on hand Tuesday (9/11) to discuss

the latest developments in radio data system (RDS) technology, which uses FM subcarriers to digitally broadcast additional data such as news headlines or traffic information. The system is being used extensively in Europe, where it was developed, and tests are currently underway in several U.S. locations.

NAB/See Page 65

### FCC Audits Find Stations Overpricing Candidate Spots

Broadcasters' failure to fully disclose their sales policies to political candidates may account for the "widespread" violations of the FCC's "lowest unit cost" rule of political advertising. The agency charged 30 radio and television stations with such violations in a report released Friday (9/7), based on recent surprise audits of their political files.

The report speculates that "candidates' strong motivation to buy only [more expensive] non-preemptible spot advertising may be attributed to a lack of disclosure about a station's sales practices, particularly the realities of preemptibility, make goods, and other available specialized discount packaging programs."

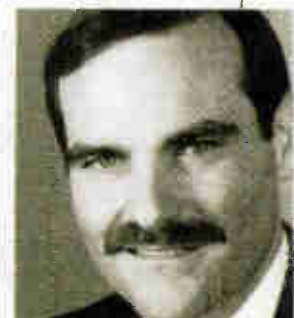
FCC AUDITS/See Page 66

### Gannett Transfers PDs

Richards Moves To KIIS, Hallam To KKBQ



Bill Richards



Dene Hallam

Gannett has transferred **KKBQ/Houston PD Bill Richards** to a similar spot at **KIIS-AM & FM/Los Angeles**. He replaces **VP/Programming-Station Manager Gerry DeFrancesco**, who recently left to join **Pyramid's WSNI/Philadelphia** as VP/OM.

**KCMO-AM & FM/Kansas City Director/Operations & Programming Dene Hallam** replaces **Richards** as **KKBQ PD**. Hallam had originally resigned to accept the PD post at **KRSR (Star 105)/Dallas**, but decided to stay with Gannett.

GANNETT/See Page 65

### WB Promotes Puvogel To VP



Kenny Puvogel

**Kenny Puvogel** has been elevated from **National Album Promotion Director** to **VP/Promotion** at **Warner Bros**. He'll remain at the label's Burbank headquarters, reporting to **President Lenny Waronker** and **Sr. VP/Marketing & Promotion Russ Thyret**.

"Kenny's extensive and distinguished tenure with Warner Bros. makes this appointment especially well-deserved," said

PUVOGEL/See Page 65

**Industry's Largest Marketplace Starts Page 111**

STUNNING PROGRAMMING RESULTS FOR YOU.



“WALTER SABO IS A STUDENT OF RADIO. IT IS DIFFICULT TO FIND A RESOURCE WITH SO MUCH BACKGROUND AND EXPERIENCE IN WHAT WORKS AND DOESN'T WORK.”

- DAN MASON, PRESIDENT, CBS RADIO

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*Vallie Richards Donovan*

VALLIE, RICHARDS, DONOVAN CONSULTING

### IMPORTANT DATES IN RADIO HISTORY

**1920** – KDKA THE FIRST COMMERCIAL RADIO STATION BEGINS BROADCASTING

**1940** – FIRST DEMONSTRATION OF AN FM STATION TO FCC

**1973** – RADIO & RECORDS BEGINS PUBLISHING

**1988** – VALLIE-RICHARDS-DONOVAN CONSULTING FORMED

**1996** – THE TELECOMMUNICATIONS ACT REPEALS LIMITS ON STATION OWNERSHIP

**2008** – VALLIE-RICHARDS-DONOVAN CONSULTING, SHARING DREAMS, VISION, IMAGINATION AND COURAGE IN HELPING RADIO CONTINUE TO INNOVATE AND WIN IN THE 21ST CENTURY AND BEYOND.

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### Our Famous Fans: Dolly Parton



## PIVOTAL EVENT 1991

### WFAN/New York Sold For Record-Setting \$70M

In the pre-consolidation early '90s, when Infinity Broadcasting owned just 17 stations in 12 markets and was run by Mel Karmazin, the industry was rocked by the December 1991 news that the company was purchasing the nation's first all-sports station, WFAN/New York, from Emmis Communications for a record-setting \$70 million.

Looking back, Emmis president/CEO Jeff Smulyan says, "It was a time when, much like the current time, we had challenges and the industry had challenges. We clearly had too much debt and felt like we needed to do something."

Not partial to selling the station, Smulyan says Karmazin was aggressive about the deal. "I said, 'Here is what it would take to get me to

sell the station,' and Mel met that number."

WFAN PD Mark Chernoff, who joined the station not long after the sale, says it was a tempting target. "The billing was great. You had [Don] Imus, Mike & the Mad Dog and the Mets, Knicks and Rangers."

But great programming and strong billing weren't Karmazin's only reasons for wanting the station. "He was going to take Infinity public and he knew that the Fan had tremendous cachet on Wall Street," Smulyan says. "If you look at Imus' reach in the financial district and the fact that Wall Street is dominated by 35- to 54-year-olds, the Fan was kind of the impetus to getting their IPO done." —Mike Stern

## Sunny Joe White

### TRIBUTE

The most innovative programmer of the past 35 years was Sunny Joe White, circa 1979-86. I was there from the get-go as Sunny's assistant MD, then MD from '79 to '84. I watched and worked with that man to create a new format without any musical boundaries. We were first on a gazillion songs and acts, including ABC, Culture Club, Human League, Tears for Fears, Pet Shop Boys, New Kids on the Block,

New Edition and Cyndi Lauper. In between those, we managed to play and support the Clash, Heart, Loverboy, .38 Special, Elton John and Huey Lewis.

Sunny never forgot what got him there. He was always there for Jeffrey Osborne, Patti LaBelle, Aretha Franklin, Marvin Gaye, Diana Ross, Lionel Richie and the Manhattans. We led the American comeback of Tina Turner. Everything we did at WXKS (Kiss 108) went beyond huge and groundbreaking, which was eventually "borrowed" by radio programmers from coast to coast.



White

### RADIO & RECORDS

## Convention Memory

"At the R&R in L.A. in 1992, President Clinton was the keynoter. There was a Q&A after he spoke, and Erica Farber was about to also introduce Stevie Nicks and mentioned that she and Fleetwood Mac's 'Don't Stop' had been chosen as Clinton's '92 campaign song. Erica asked when he had first been 'exposed' to Stevie Nicks. With great comedic timing, he paused and said, 'I must tell you . . . I have never been exposed to Stevie Nicks.' The attending crowd went wild."

—Scott Welsh, director of sales, Clear Channel/Riverside



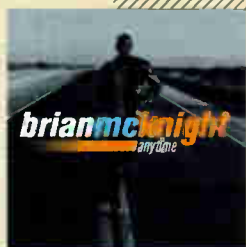
Welsh

Sunny Joe White and former Pyramid Broadcasting partner Richie Balsbaugh changed popular radio as we knew it. To this day, Kiss 108 is still arguably the crown jewel of popular radio. Then again, Clear Channel New York senior VP of programming Tom Poleman might have an issue with that statement!

—Joey Carvello, president  
Upstream Music Group

### 1998 CONTINUED

**Urban AC**  
BRIAN MCKNIGHT  
Anytime



**1999**

**Adult Contemporary**  
PHIL COLLINS You'll Be In My Heart

**Active Rock**  
CREED One

**Alternative**  
LIT My Own Worst Enemy

**CHR/Pop**  
SUGAR RAY Every Morning

**CHR/Rhythmic**  
TLC No Scrubs

**Country**  
LONESTAR Amazed



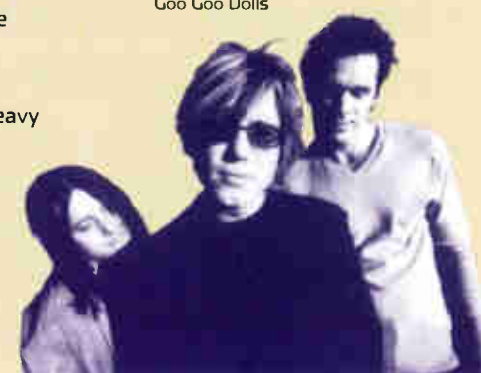
**Hot AC**  
GOO GOO DOLLS Slide

Goo Goo Dolls

**Rock**  
COLLECTIVE SOUL Heavy

**NAC/Smooth Jazz**  
GOTA In The City Life

**Adult Alternative**  
SANTANA FEAT. ROB THOMAS Smooth



GOO GOO DOLLS: MELANIE NISSEN

**I N S I D E:**

**HOW TO FIX CHR**

Calling CHR's obsession with adults "absurd," **Jeff Pollack** provides a timely treatise on the struggling format, with specific strategies for getting it back on track.

Page 56

**FIRE SALE?**

What major broadcast groups may have to sell off assets to raise cash? Details in Radio Business.

Page 6

**WHAT TO DO IN '92**

What does your station need to meet the 1992 budget challenge? What factors will affect your ability to generate revenue? **Chris Beck** provides the bottom line.

Page 32

**AC FROM A-Z**

At least 10 formats fall under the AC umbrella, according to **John Parikhal**, who explores the myriad adult-oriented approaches available today.

Page 62

**DUPING THE LOOP**

**WLUP (AM)/Chicago's** Rock Talk format continues to reap big dividends. But can its success be duplicated?

Page 88

**WE NEED AIDED RECALL**

**Rob Balon** makes the case for an aided recall ratings system.

Page 60

**IN THE NEWS THIS WEEK**

- **Donnie Simpson** VP/Prog. at Albimar; **Barbara Prieto** PD at WKYS/DC
- **Tom Barsanti** Sr. VP/GM at McClusky & Assoc.
- **CING/Toronto** goes Dance
- **Mike Roberts** PD at WWIN/Baltimore
- **Mike Finley** PD at WWWB/Greensboro
- **Steve Kelly** OM at WWLV/Orlando
- **Dan Forth** VP/GM at Superadio

Page 3, 14, 19

Newsstand Price \$6.00



**Surveys Reveal Salary Levels**

**Morning Drive Pay Approaches GSMs'; NAC, AC, AOR Salespeople Earn Most Money**

R&R's second annual Sales/Management Survey reveals that GSMs representing AC and NAC stations earn significantly more than their peers in other formats. And AC and AOR salespeople are the top earners in their field.

**Sales/Management Survey Begins On Page 22**

The survey also shows stations are continuing to drop their spotloads, owing perhaps to the ever-increasing number of consumer entertainment options. Across all dayparts, the typical spotload is nearly a minute less than it was last year. In morning drive, for example, the

**KPWR Adjusts Format After Wyatt Exits**

**KPWR/Los Angeles** — the Dance station that set the pace for a new generation of CHRs — is undergoing a format change following last week's departure of PD **Jeff Wyatt**.



Jeff Wyatt

Wyatt helped put Power 106 on the air and took it to the top nearly six years ago. Citing his need for a renewed perspective, he told R&R, "I've been programming for 10 years, week in and week out. It's time to step away . . . I've earned that freedom and will take the opportunity to do so. It's just a shame that it had to culminate once [new GM] **Doyle Rose** joined Power 106. His arrival can mean only good things for the station."

WYATT/See Page 54

average load is 11.6 minutes, down from 12.4 last year. The change is most dramatic in 100+ markets, where the midday load dropped from 13.1 minutes to 11.5.

The Sales/Management Survey of nearly 500 stations concludes that GSMs at NAC stations earn an average of \$95,000 per year. That figure is substantially higher than GSM pay in other formats, probably because most NAC stations are in Top 10 markets. AC GSMs earn \$79,164; third highest are CHR GSMs at \$68,274.

**Air Salaries Rise**

The average top performers in sales departments earn between \$50,000-\$60,000. But AC high achievers average \$71,000. Among lowest-paid salespeople, an average Classic Rock salesperson earns \$18,187. Next lowest is Urban at \$19,091.

In a related story, CPA **George Nadel Rivin** of Miller, Kaplan, Arase & Co. has unveiled the results of a yearlong study of salaries in the Top 25 markets. One major point of interest: Morning drive personalities' earnings are rapidly approaching those of GSMs. Miller, Kaplan determined the average GSM compensation was 26% higher than morning drive salaries as recently as 1987. That difference is only \$1700 today.

**Average Salaries Top 25 Markets**

General Manager	\$160,900
GSM	\$106,200
Morning Personality	\$104,500
PD	\$92,700
Top Salesperson	\$88,600
Average Salesperson	\$56,400
Chief Engineer	\$45,800
News Director	\$43,100
Promotion Director	\$35,900
Traffic Director	\$26,400

Source: Miller, Kaplan, Arase & Co. survey of 178 stations.

**FTC: No Basis For Ownership Limits**

**Warns LMAs Might Bring On Price-Fixing, Anti-Competitive Behavior**

The Federal Trade Commission (FTC) has suggested eliminating the national radio ownership limits, but warns that increasingly popular local marketing agreements (LMAs) raise the specter of price fixing and other anti-competitive behavior.

In comments filed as part of the FCC's review of its radio ownership rules, the FTC's

Bureau of Economics said the localized nature of radio competition makes it difficult to build an economic case for any type of national limit, including the current 12 AMs-12 FM rule and the various national audience reach and share-based limits being considered by the FCC.

**Competing Locally**

Noting that local spot sales accounted for over 75% of radio revenue in 1990, the FTC noted: "Competition among radio broadcasters . . . occurs principally on a local, rather than

FTC/See Page 54

**LMAs On Fire: Two More In New Orleans**

The ongoing flurry of local marketing agreements (LMAs) swept into New Orleans this week, where two new deals were inked: EZ Communications CHR WEZB (B97)/New Orleans will program and represent Stoner Broadcasting Hot AC WMXZ (Mix 95.7); and Key-market Communications, owner of WWL & WLMG, will do the same for Coastal Broadcasting NAC/CJ KNOK.

LMA/See Page 54

**Summer Birches**

**NY: WRKS In Front, 'NEW-FM Gains; L.A.: KIIS Goes Up; Chicago: WGCI-FM Up A Notch**

New York			Los Angeles-Orange County		
	Sp '91	Su '91		Sp '91	Su '91
WRKS (UC)	7.5	7.7	KIIS-A/F (CHR)	6.4	6.7
WQHT (CHR)	5.2	5.5	KKBT (UC)	6.6	6.0
WNEW-FM (AOR)	4.3	5.3	KLOS (AOR)	6.3	5.6
WBLS (UC)	5.4	4.8	KABC (Talk)	4.6	5.4
WCBS-FM (Gold)	4.3	4.1	KOST (AC)	4.8	5.3
WHTZ (CHR)	4.0	4.1			
WINS (News)	4.4	4.1			
Chicago			San Francisco		
	Sp '91	Su '91		Sp '91	Su '91
WGCI-FM (UC)	9.4	10.6	KMEL (CHR)	8.5	9.3
WGN (AC)	8.0	8.2	KGO (N/T)	8.6	7.9
WBBM-FM (CHR)	8.7	7.4	KSOL (UC)	4.2	4.6
WWBZ (AOR)	4.1	5.8	KCBS (News)	4.3	4.3
WVAZ (UC)	6.7	4.5	KIOI (AC)	3.1	3.4

For complete results from six major markets, see Page 52.

Summit's WRKS decisively held onto the lead in the New York ratings, according to just-released summer Birch/Scarborough results. WNEW-FM gained a full share, and the market's three CHRs also improved. CHR KIIS-AM & FM/Los Angeles overthrew UC KKBT for first place, while KZLA, KABC, KOST, and

KRTH improved. In Chicago, UC WGCI-FM racked up double digits and retained first place; CHR WBBM-FM finished third after AC WGN, and AOR WWBZ leaped to fourth. KMEL/San Francisco maintained its virtual format lock on the market. For complete results covering six markets, see Page 52.

**Ratings Strategy Review**

Begins On Page 39

# Perspectives



Jenkins

**Technology:** There was the transition from AM dominance to FM dominance. The use of computers for music rotations. Availability of low-cost satellite delivery. Digital audio. Internet streaming.

**Outstanding promotions:** The helicopter turkey drop on a "WKRP" episode (just kidding). Product 97 teasers that every station in the market ran until the billboards pointed to a station. Every station's involvement in a Susan Coleman or St. Jude fund-raiser.

**People making a positive difference:** Dan Mason at CBS (because of his knowledge of programming and how he inspires others to excellence). Mark Ramsey of Mercury Research/Hear 2.0 because he knows what's wrong with radio and how to fix it. Kurt Hansen for believing (and convincing others to believe) in the future power of Internet streaming. Tim Moore of the Mid-Week Motivator for encouraging others to see the bigger picture surrounding broadcasting. The NAB legislative team working on Capitol Hill to save radio from unnecessary government controls.

—Dick Jenkins, CEO  
EMF Broadcasting

## Flashback



### Saluting The Troops

Rock WLUP (the Loop)/Chicago personality Steve Dahl achieved national notoriety for hosting Disco Demolitions during the late '70s. As "commander," Dahl arrived at one rally to "inspect" the troops and was greeted by signs, posters and homemade T-shirts all emblazoned with the official motto, "Disco sucks!"

## PIVOTAL EVENT 1992

### Duopolies Rescue Radio From Recession Of 1992

With an estimated 60% of U.S. stations operating without a profit, the industry found itself in the throes of its biggest recession in decades in 1992. The FCC was convinced that the only way to jump-start the business was to permit one company to own a pair of AMs and a pair of FMs in a single market.

The positive financial impact of duopolies on the industry was felt almost immediately. Operating costs were reduced dramatically. Stations were able to offer more competitive ad rates and reach a broader segment of the audience. Radio became more aggressive in selling airtime and more attractive to advertisers that for years dedicated their ad

budgets to newspapers or TV. Even stations that were not part of a duopoly benefited from radio's rising tide, and, generally, their revenue also grew.

Owners acquired competing stations and flipped their formats to protect established franchises, spurring an increase in the number of smooth jazz, classic rock and urban AC outlets.

The regulatory rewrite launched a period of economic growth and stability that provided a strong argument for eliminating national ownership limits four years later when the Telecommunications Act of 1996 was passed, launching a modern-day gold rush for radio properties.—Jeffrey Yorke

## RADIO & RECORDS

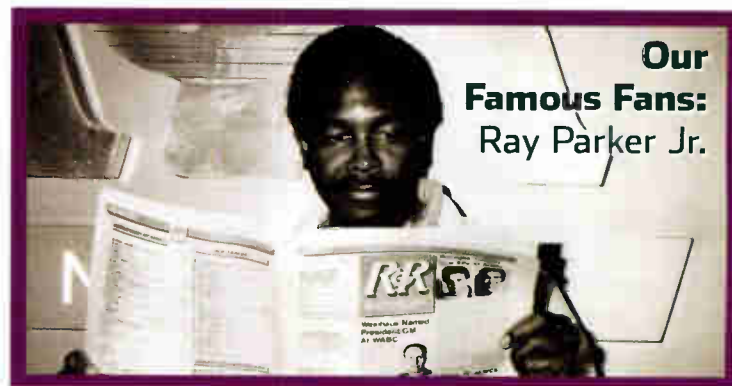
# Convention Memory

"I loved the spirit of the people at the Dallas R&R Convention in 2006, all there to gain more knowledge. I remember Herb Dyson speaking about how we as an industry must diversify so we can pull in sponsors and advertisers that are more mainstream. The great Sean McClemore sang a song called 'Sunday Morning' that blessed me."

—Tracey Artis, VP of gospel promotions,  
Zomba Label Group



Artis



Our Famous Fans:  
Ray Parker Jr.

## 1999 CONTINUED

### Urban

CASE Happily Ever After

### Urban AC

JESSE POWELL You

## 2000

### AC

SAVAGE GARDEN  
I Knew I Loved You



### Active Rock

3 DOORS DOWN Kryptonite

### Alternative

3 DOORS DOWN Kryptonite

### CHR/Pop

VERTICAL HORIZON  
Everything You Want

### CHR/Rhythmic

SISQO Thong Song



### Country

TOBY KEITH How Do You Like Me Now?

### Hot AC

VERTICAL HORIZON  
Everything You Want

### Rock

3 DOORS DOWN Kryptonite

### NAC/Smooth Jazz

LARRY CARLTON Fingerprints





**INSIDE:**

**HOW SAFE IS YOUR JOB?**

The job market — already tight owing to the tough economy — is undergoing further consolidation in the wake of the FCC's new ownership rules. A talent scout, GM, and consultant help you assess your job security.

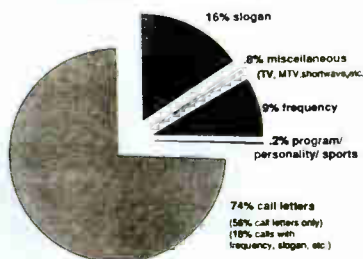
Page 43

**EYE ON WYNY**

WYNY/NY — long criticized for its reluctance to embrace the new music responsible for Country's nationwide surge — has undergone a dramatic musical facelift under new PD Johnny Michaels.

Page 52

**How Diarykeepers Record Radio Listening\***



**ARB SLOGAN PRIMER**

What's behind Arbitron's new slogan guidelines? How do diarykeepers record listening, and what can you do to ensure your station receives proper credit? Arbitron VP Jay Guyther has the answers.

Page 19

**IN THE NEWS...**

- Robert Longwell President at Four Seasons
- Greg Dunkin takes PD post at KYSR/L.A.
- Gary Fisher VP/GM at WMTG & WNIC/Detroit

Page 3

- KODZ/Dallas goes Country
- Dan Halyburton Chairman, Paul Corbin Prez at CMA
- Rich Bonn PD at WTEM/DC

Page 15

Newsstand Price \$6.00



**Shamrock Resets Top Tier**  
Clark Chairman/CEO, Loughman President/COO as company prepares to expand

Laying the groundwork for expansion beyond its current 14 stations, Shamrock Broadcasting has promoted President Bill Clark to Chairman/CEO, and former company exec Marty Loughman has returned to become President/COO.

Stanley Gold, President/CEO of parent company Shamrock Holdings Inc., said Shamrock Broadcasting's senior management team was being strengthened "in preparation for the



Clark Loughman

company's expansion and diversification into major new markets in the months ahead." He said the group would be focusing on radio acquisitions in new markets and duopoly buys under the FCC's new ownership rules.

Gold indicated that Shamrock would be seeking new capital, either by teaming up with other operators or seeking new investors. Shamrock is owned by members of the Roy Disney family.

Clark has headed Shamrock's radio operations since the company's founding in 1979, first as President/Radio Division and since 1988 as President/CEO.

Loughman is returning to Shamrock, where he had been in management from 1987

The portion of the bill dealing with intangibles tax treatment had support from both the Bush administration and Democrats on Capitol Hill. It would have allowed for tax writeoffs of FCC licenses, goodwill, and other business intangibles over a 14-year period. It would not, however, have been retroactive, as had been proposed in the original House version. The measure was supposed to clear up conflicts between Tax Court rulings allowing businesses to amortize

BROADCAST BILLS/See Page 34

SHAMROCK/See Page 34

**Congress Okays Three Broadcast Bills**

White House promises veto of tax legislation despite bipartisan support for provision allowing amortization of intangibles

Three bills with provisions related to the radio or record industries were passed in the final days of the 102nd Congress. President Bush was expected to veto the most controversial, a major tax bill that included tax amortization of intangibles such as business goodwill and FCC licenses.

The bill (H.R. 11) became a political hot potato because of President Bush's campaign pledge to veto any tax increase — a pledge he renewed in last Sunday's (10/11) debate with challengers Bill Clinton and Ross Perot.

Several items unrelated to broadcasting in the massive bill are viewed by the Administration as tax hikes, and Senate Minority Leader Bob Dole (R-KS) has said there's no way the bill will escape Bush's veto pen. Robin Webb, press aide to House Speaker Tom Foley (D-WA), told R&R there would be no attempt to call members back for an override attempt, since the House vote fell far short of the two-thirds majority

**Capitol Collection**

- Veto override attempt unlikely
- Royalties on DAT, DCC, and Mini-Disc
- AM stereo standard possible within one year

necessary to defeat a presidential veto.

**ARBITRON RESULTS**

**KGO Maintains San Francisco Dynasty**

The last time KGO/San Francisco wasn't number one, Jimmy Carter was President, its AM rival KFRC was playing CHR hits, and Exile's "Kiss You All Over" topped R&R's Back Page chart. That was in 1978. In the 57 rating periods since then, the venerable News/Talk powerhouse has deflected all challengers to remain atop the fourth largest market, according to Arbitron Summer '92 figures.

San Francisco			Philadelphia		
	Sp '92	Su '92		Sp '92	Su '92
KGO (N/T)	7.7	7.2	KYW (News)	6.6	7.2
KMEL (CHR)	5.6	5.4	WYSP (CR)	6.5	6.9
KCBS (News)	4.4	4.9	WUSL (UC)	6.9	6.0
KFRC (Nost)	3.5	4.8	WMMR (AOR)	5.5	5.8
KIOI (AC)	3.5	4.2	WQQ (CHR)	4.3	5.3

Detroit			Dallas-Ft. Worth		
	Sp '92	Su '92		Sp '92	Su '92
WJR (Talk)	8.8	7.2	KSCS (Ctry)	9.5	9.5
WWWW-FM (Ctry)	6.3	7.1	KJMZ (UC)	5.6	5.8
WJLB (UC)	6.8	6.2	KPLX (Ctry)	5.8	5.6
WWJ (News)	4.6	5.0	WBAP (Ctry)	5.3	5.4
WHYT (CHR)	5.1	4.9	KYNG (Ctry)	4.1	5.1

Washington, DC			Houston-Galveston		
	Sp '92	Su '92		Sp '92	Su '92
WPGC-FM (CHR)	8.6	8.9	KILT-FM (Ctry)	8.1	8.5
WKYS (UC)	5.7	5.9	KIKK-FM (Ctry)	7.5	7.7
WMZQ-A/F (Ctry)	7.6	5.2	KLOL (AOR)	6.8	6.3
WMMJ (UC)	3.0	4.8	KBXX (CHR)	4.6	5.1
WRQX (AC)	4.4	4.6	KMJQ (UC)	4.7	4.6
			KODA (AC)	5.0	4.6

**Rivers Climbs To Pyramid VP Post**



Rivers

WXKS-AM & FM (Kiss 108)/Boston VP/Operations Steve Rivers has been promoted to the newly created position of VP/Programming for Pyramid Broadcasting.

Rivers will be responsible for the overall programming and day-to-day operations of Pyramid's nine stations: the Boston outlets, WYXR/Philadelphia, WHTT-AM & FM/Buffalo, WPXY-AM & FM/Rochester, WRFX/Charlotte, and WNUA/Chicago. RIVERS/See Page 34

Full results from 13 major markets: Page 32

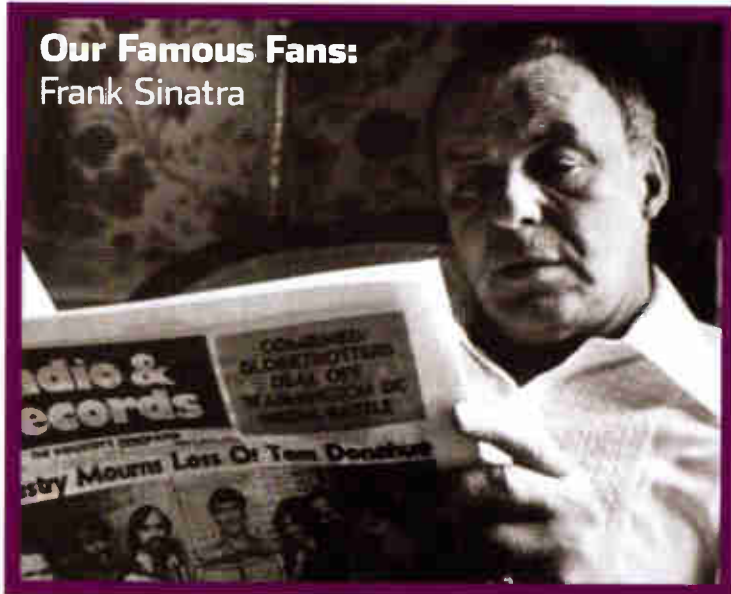
Elsewhere in the Bay Area, the aforementioned KFRC — now a personality/MOR station — was back in the Top 5 with a 1.3-share boost. KIOI was also in the Top 5, perhaps at the expense of its AC competitors.

In Dallas, four of the top five stations are Country (and another Country station signed on in the market this week; see Page 15). Longtime UC format leader KKDA-FM slid to its lowest share in at least 15 years, and its popular morning man, Tom Joyner, was beaten by rival Russ Parr on KJMZ.

**Quarterly Station Trading Update**

Page 10

### Our Famous Fans: Frank Sinatra



## PIVOTAL EVENT 1993

### Spanish Radio Tops L.A. Ratings

While it's not surprising for a Spanish-language station to top the Los Angeles ratings nowadays, when it happened for the first time in 1993, shockwaves tore through the industry. The station was Spanish Broadcasting System (SBS) regional Mexican KLAX (La X)—now La Raza—which scored a 5.3 12+ share in the fall '93 Arbitron survey.

The triumph was so surprising that the Los Angeles Business Journal reported that Howard Stern insisted that Arbitron had fouled up KLAX's ratings. But it was no mistake: La X would remain No. 1 in L.A. for 10 consecutive surveys through winter '95.

The man behind the spectacular move was then-GM Alfredo Rodríguez, who joined SBS/Los Angeles in June 1992 to take over tropical-leaning

variety KSKQ (FM 98), which was not only at the bottom of the ratings but also trailed the market in revenue. Flipping to La X Aug. 1, 1992, Rodríguez brought in a young group of jocks and introduced a young-leaning regional Mexican format with ranchera, norteño, grupero and a music style that was born along with the station: a new take on banda that came to be known as "la quebradita."

KLAX's revenue shot up on par with general-market stations. "We dignified Spanish-language radio," Rodríguez says of what the station's success meant to the Latin radio industry. "It was time to let everyone know that Hispanics were going to be No. 1 in every market, and we had to be treated with the same respect as the other broadcasters." —Jackie Madrigal

## Perspectives



Isley

I have only been in this business for 26 of your 35 years, but I'll throw my 2 cents in.

#### Making a difference:

**Broadcasters:** Randy Michaels, Scott Shannon, Kevin Weatherly, Lee Abrams, Rush Limbaugh, Howard Stern

**Record executives:** David Geffen, Jimmy Iovine, Don Ienner

**Recording artists:** U2, Garth Brooks, Michael Jackson, Madonna

**Technology innovations:** Voice-tracking, digital, iPods, video-

games, HDTV, satellite radio and TV, ProTools

**Stunts:** The thing that stands out in my mind is not a particular stunt, but the ongoing all-out assault WFLZ (the Power Pig) put on the competition in Tampa when it signed on.

**People today:** Anyone who embraces technology and tries not to destroy it. People who think outside the box and define the new model of what the record business will be and not what it was.

—Skip Isley, VP of hot AC and pop promotion  
CO5 Music

### RADIO & RECORDS

## Convention Memory

"My favorite R&R Convention memory was meeting Aaliyah. Little did I know, or anyone know, that her career and life would be cut so short due to the tragic plane crash that ended her life. It's a picture and a memory that I will hold onto forever."

—Scantman, APD/midday host, WLLD (WiLD 98.7)/Tampa



Scantman

### Our Famous Fans: Bee Gees



### 2000 CONTINUED

**Adult Alternative**  
STING  
Desert Rose

**Urban**  
JOE I Wanna  
Know

**Urban AC**  
JOE I Wanna  
Know



Joe

### 2001

**Adult Contemporary**  
LEANN WOMACK I  
Hope You Dance

**Active Rock**  
GODSMACK  
Awake

**Alternative**  
INCUBUS Drive



LEE ANN WOMACK

**CHR/Pop**  
LIFEHOUSE Hanging By A Moment

**CHR/Rhythmic**  
JA RULE FEAT. LIL MO AND  
VITA Put It On Me

**Christian AC**  
STEVEN CURTIS CHAPMAN Live Out Loud

**Christian CHR**  
STEVEN CURTIS CHAPMAN Live Out Loud



STEVEN CURTIS CHAPMAN  
DECLARATION

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1000<sup>TH</sup> ISSUE

**INSIDE:**

**JIMMY BOWEN ON CROSSOVERS AND COUNTRY RADIO**

Liberty Records President Jimmy Bowen throws some written counterpunches to consultant Moon Mullins's recent R&R 'Perspectives' column on today's country records sounding 'too pop.'

Page 31

**MARKETING VS. PROMOTIONS**

Promotions is doing giveaways. Marketing looks at how the station should be perceived in listeners' minds. WKLS/Atlanta's Mark Cooper details the difference.

Page 42

**FORMATS FOCUS ON FEMALE LISTENERS**

Responding to crosstown competition, Talk WOR/NY is targeting women like never before. Meanwhile, AC WTCB/Columbia, SC found that serving female listeners led to a startling success among 25-34 males.

Pages 40, 38

**WHAT'S HOT — AND WHAT'S NOT**

Consultant Chris Beck surveys the worlds of sales and marketing and reports on this summer's hottest trends.

Page 18

**IN THE NEWS...**

- Jeff Silvers now WLTI/Detroit PD
- Jeff Laufer, Neil Lasher new ERG Sr. Dirs./Album Promo
- Bill Catino becomes Sr. VP/Nat'l Promo; Sam Cerami VP/Nat'l Promo for Liberty Records

Page 3

- Debi Fleischer named Columbia Dir./Nat'l Promo; Rob Dalton Dir./Nat'l Promo for Epic/Nashville

Page 10

Newsstand Price \$6.00



**Station Trading Brisk Again But Financing Still Scarce**

**Mid-year analysis: Business up after three-year lull, but money flowing to prime properties only; operators head for public markets**

After nearly three years of reduced action, station trading activity has rebounded sharply during the first half of 1993. Dollar volume in R&R's weekly tracking is more than double last year's pace, and Infinity Broadcasting's recent agreement to buy KRTH/Los Angeles from Beasley Broadcast Group for \$110 million set an all-time single-station record.

Group owners and brokers say prices are up for prime radio properties, but warn that the improved market may not extend to many smaller markets and lesser properties. They also say financing remains hard to come by — except for the biggest and strongest players.

"What we're observing is an increase in pricing on cash-flow properties owing to a lack of inventory of cash-flow properties. But there is a continued void of

transactions in the nonperforming assets category," observed Star Media Group Managing Partner Bill Steding. He said pricing is up everywhere for

cash-flow properties, but "going up the fastest in larger markets because of public [stock] company demand in those markets

TRADING/See Page 26

According to sources, Hundt's professional credentials and personal attributes are impressive ... but figuring out his views on specific communications issues has proven difficult.

**'Intelligent, Sharp'**

Hundt, currently a senior partner in the law firm of Latham & Watkins, has built a reputation as an extremely intelligent, sharp litigator with extensive experience in anti-trust matters. That expertise has brought him numerous communications industry clients, including the Wireless Cable Association and Hughes Communications, which is building a direct broadcast satellite system.

(While much attention has been paid to Hundt's role in defending Evergreen Media against a \$6000 FCC indecency fine levied against its WLUP

HUNDT/See Page 26

**Smulyan Back In Broadcast Fold**

**Former Mariners owner, set for expansion of radio group, expects four- or five-station duopolies 'when the FCC realizes that two or three stations commonly held won't end diversity of thought'**

For the first time in four years, Emmis Broadcasting Founder/CEO Jeff Smulyan will watch baseball's All-Star Game next week in the singular role of media mogul, now that he's shed the Seattle Mariners from his portfolio.

Smulyan acknowledges the immense change that's occurred in the radio industry during his bruising years with the baseball club, but says he's up for the challenge — particularly now that he's shored up Emmis's financial structure to the point that he's poised to again become a station buyer, rather than a seller.

He discusses radio, finance, duopoly, and baseball with R&R Associate Editor Jack Messmer.



Jeff Smulyan

**...Broadcasting is a better business than baseball in Seattle.**

**Q** You've recently completed a \$100 million debt and equity restructuring. Can we now expect to see Emmis return to station buying?

**A** Now that our capital structure is where we'd like it, I think we're ready to look at the next phase, which is to see what we can do in terms of acquisitions, mergers, or something. We love the five markets we're in and feel very comfortable in them, so that's where we would like to have our priorities.

**Q** In the mid-to-late '80s, your buying strategy was mostly turnarounds. Has that changed?

**A** It really has, but that doesn't mean we don't love turnarounds. It's just a different environment. You really can't spend the time on them and they're very difficult to raise equity for. And certainly they're almost impossible to put any dent on the books with. So that does make it a tougher situation, although I still think that's where the market is. It's also tougher to turn around a property to-

day because the choices are so much narrower and so much harder to finance — unless you can reinvent the wheel.

**Q** Several radio groups have recently gone public with stock offerings on Wall Street — and, of course, Emmis once had publicly traded bonds. Is an IPO in your future?

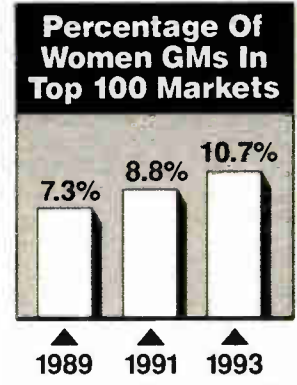
**A** There may be. Obviously, if you can access the public markets, it's definitely a way to have the wherewithal for growth and also provide liquidity for your shareholders — and that becomes important to people. At some point, that's something we will consider.

**Q** Do you think these IPOs have been good for the business in general?

**A** I think so. The more the public understands that this is a pretty darn good business — and that we're not just a bunch of offbeat characters playing strange records — it could only help us. What has happened to Infinity, Saga, Evergreen, and Clear Channel can only help expose and benefit our industry.

SMULYAN/See Page 13

**Female Managers A Growing Force**



Source: Miller, Kaplan, Arase & Co.

Women have reached the GM post at 144 radio stations in the top 100 markets, according to a survey of 1352 stations by the accounting firm of Miller, Kaplan, Arase & Co.

The percentage of women GMs has risen 43% since the firm first started tracking it four years ago.

—George Nadel Rivin, CPA

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### RADIO & RECORDS

## Convention Memory

"I haven't been to every R&R conference—just too many to remember which was which. Most of them were in Los Angeles at the Century Plaza. Of course, it is easy to get confused since the very first radio convention I attended was a Billboard conference in New York in about 1970. My best recollection then was meeting Claude Hall of Billboard, the legendary



Rich

Bill Drake and singer Lou Christie. Through the years there were Gavins, Poes, Hitmakers and Conclaves. But the one must-go-to event has always been the R&R.

"Putting aside R&R memories—like standing on the deck of the Century Plaza penthouse and trying to see if we could spit all the way down to the valet drop-off and then meeting

Mariah Carey in the elevator—I remember R&R 2000. The announced superstar performance was Don Henley. I wasn't in the loop enough to know there would also be surprise guests. So Henley comes out and does a few songs and then introduces "his old friend Timothy B. Schmit." They do a tune and he brings Joe Walsh out for a song. Finally Glenn Frey is welcomed to the stage and—even as I write these words, my goose bumps get goose bumps. It was a full-on Eagles reunion and I didn't even know that hell had frozen over. By the time they were blazing through "Life in the Fast Lane," that place was filled with the wild abandonment usually reserved for the "fans" and not us jaded industry folk.

"I always came home with ideas collected at the sessions and panels. But mostly I treasure the casual conversations in the bar and handshakes and hugs in the lobby. That is what I keep going back for."

—Bobby Rich, PD/morning host, KMXZ/Tucson

## PIVOTAL EVENT 1994

### Hot 97 Becomes First 24/7 Hip-Hop Radio Outlet

While several stations had embraced hip-hop titles on their playlists, in 1994, Emmis rhythmic WQHT (Hot 97)/New York became the first FM outlet to position itself solely around the genre and lifestyle. Former PD Steve Smith, then-executive VP of programming Rick Cummings and former Emmis/New York senior VP/market manager Judy Ellis oversaw the shift from dance, which had its challenges. As Smith recalls, "We knew we wanted to move the station into the hip-hop mode, but there had never been a hip-hop station 24/7."



"Where Hip-Hop Lives" became the position statement, and Smith recruited "Yo! MTV Raps" weekday co-hosts Ed Lover and Doctor Dre for mornings, Buggy in middays, Wendy

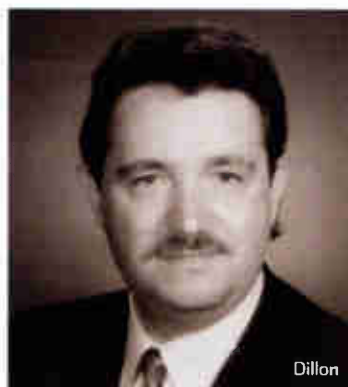
Williams for afternoon drive, mixer Funkmaster Flex in nights and Angie Martinez in overnights.

While some doubted the station's ability to attract a broad audience and advertisers with hip-hop, doubters were soon put at ease when, in the mid-'90s, the station reached No. 1 in 12+ in the nation's No. 1 market, proving that the genre was indeed mainstream.

Hot 97 has since become one of radio's most recognized brands, opening the door to hip-hop formats in other major markets. Some 14 years later, the station posted a 3.7 12+ share in the spring Arbitron survey, ranked eighth in the market, proving that hip-hop not only lives, but continues to thrive.—Darnella Dunham

## Perspectives

- Bill Drake for making top 40 the mass-appeal format it is still today.
- Former SFX and Capstar executive Steve Hicks, the "inventor" of the LMA, which became the gateway to consolidation. Plus, he fathered voice-tracking for the purpose of getting major-market talent in key day-parts in small markets.



Dillon

- Bill Moyes brought perceptual research to the lowest common denominator so that it was understandable and worked well for all formats and markets.

- Entercom president/CEO David Field for putting his money where his mouth is. He set commercial limits for his stations and stuck to them. GMs, general sales managers, traffic directors . . . no one was allowed to add units without corporate permission. In the early 2000s, as that joke called "Less Is More" was being perpetuated, David was the group leader who stuck to his promise.

—Dave Dillon, PD  
KHJK (103.7 Jack FM)/Houston

### 2001 CONTINUED

**Christian Loud**  
LIVING SACRIFICE Perfect

**Christian Rhythmic**  
KIRK FRANKIN & MARY MARY Thank You

**Christian Rock**  
P.O.D. Alive

**Country**  
BROOKS & DUNN  
Ain't Nothing 'Bout You



**Hot AC**  
MATCHBOX TWENTY If You're Gone

**Rock**  
STAIN'D It's Been Awhile

**Smooth Jazz**  
LEE RITENOUR FEAT. DAVE GRUSIN Get Up Stand Up

**Triple A**  
TRAIN Drops Of Jupiter (Tell Me)

**Urban**  
MUSIQ Love

**Urban AC**  
MUSIQ Love

**2002**  
**AC**  
ENRIQUE IGLESIAS  
Hero



**I N S I D E:**

**PORTRAIT OF THE NAC LISTENERSHIP**

Highly affluent 25-34 adults. Heavy consumers of luxury items. A new study by Interep Exec. VP Marla Pirner offers a wealth of details on the buying, leisure, and media habits of the typical NAC listener.

Page 31

**KXYQ GM & PD BUY, THEN SELL STATION**

The husband-and-wife team of KXYQ/Portland GM Denise Swanson and PD Jim Ryan recently sold the station after running the Hot AC outlet for the last two years. Ryan, who joined KXYQ eight years ago, reflects on the experience.

Page 32

**KROQ ROCKETS TO THIRD IN MARKET**

KROQ/L.A. rode a record-setting book to its highest 12+ share in years and third place in the overall market. PD Kevin Weatherly, APD Gene Sandbloom, and MD Darcy Fulmer discuss how they did it — and why you shouldn't follow their lead.



Page 26

**EVERGREEN, PREMIERE EARNINGS REBOUND**

Evergreen Media Corp. posted second-quarter earnings of \$6.1 million — compared with a loss of \$3.8 million during the same period last year — while Premiere Radio Networks also turned last year's quarterly losses into this year's second-quarter profits.

Page 6

**IN THE NEWS...**

- Bob Moore new VP/GM of KIKK & KILT/Houston
- Will Schutte appointed KFRC-AM & FM/SF VP/GM;
- Peter O'Brien new GSM

Page 5

NEWSSTAND PRICE \$6.00



**Gold, Alternative Glitter In Spring '94 Arbitron**

■ '70s outlets helped boost format 24% in last year; Country reigns in Top 50 market survey

The soaring popularity of '70s-based stations resulted in a tremendous increase in Gold format penetration during the Spring '94 Arbitron survey. According to R&R's exclusive Format Performance Review of the Top 50 markets, Gold's average share per market is up 11% over the winter book and 24% over Spring '93 levels.

Big Band/Nostalgia's 12% gain this spring was the largest book-to-book increase, but the gain appears to be more a seasonal fluctuation than a sign of steady growth. The top year-to-year gainers were Sports, with a 53% increase, and Alternative, which gained 51%.

**More Markets**

This is the first Format Performance Review to include the

Top 50 continuously measured markets. The inclusion of 20 additional markets had a tremendous impact on the results — the most noticeable being a new format champion. Since News/Talk's impact fades as the markets get smaller (its average share per market was 11.7 in the original 30 FPR markets, but just 6.8 among the 20 new additions), Country was able to summon its smaller-market strength and surpass both N/T and AC.

Because the 20 new markets were smaller cities where there usually are fewer radio stations, the number of formats represented in those cities decreased dramatically, from 13.1 in the Top 30 to 10.3 in the 20 added markets. What does that mean? Fewer op-

FORMATS/See Page 17

**Evergreen Shuffles Decks In D.C., San Francisco**

■ Bay vet Osborne now VP/GM at Hot AC K101

■ McKinley Exec. VP/DC; O'Brien VP/GM at WASH

Bay Area radio vet Brent Osborne has been named VP/GM of K101/San Francisco. He succeeds Gary Taylor, who recently exited when Evergreen took over the Hot AC.

Evergreen President/COO Jim deCastro commented, "I've admired Brent for many years. His intelligence, energy, and experience are a perfect fit for our well-established and terrific staff."

Osborne added, "I'm most proud that Jim deCastro — the man I first hired into broadcasting — has selected me to lead

OSBORNE/See Page 17

WTOP-AM & WASH-FM/Washington VP/GM Tom McKinley has been elevated to Exec. VP of parent Evergreen Media Corp. He will oversee radio operations in the DC market as Evergreen expands in the area, although he told R&R no duopoly purchase is imminent. McKinley's first move following his promotion was to boost the all-News/AC combo to

Director/Sales, Mark O'Brien, to GM of WASH. Evergreen President/COO Jim deCastro said, "I'm thrilled to

McKINLEY/See Page 17



**KFRX/Denver's Vantastic Voyage To Woodstock '94**

Trippin' out on a Rocky Mountain high, Jacor Classic Rocker KFRX (The Fox) Denver awarded one lucky listener an all-expenses-paid trip for two to Woodstock '94 in exchange for the title to this classic Volkswagen van, which Fox staffers painted and took on a weeklong journey to the historic music festival in upstate New York this weekend, broadcasting live! throughout.

**Rush To Judgment**



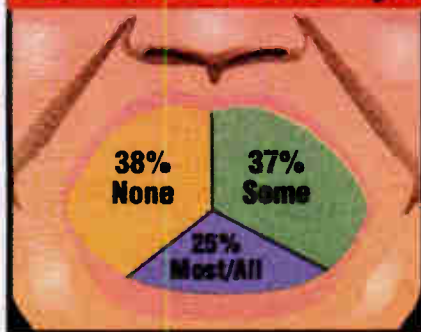
Limbaugh

What are the attitudes of Talk radio listeners toward megastar Rush Limbaugh? Fairly polarized, according to a Benchmark Company nationwide study of 538 adults who came a Talk station at least once a week.

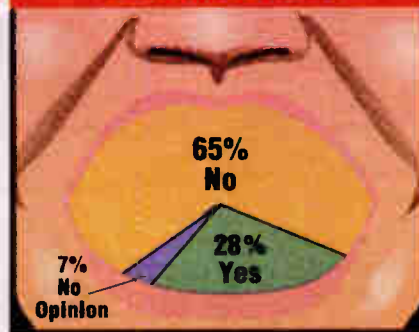
Among the findings:

- ▶ 41% of the respondents say Limbaugh has gone too far in his criticism of Bill and Hillary Clinton (29% feel he doesn't go far enough on the first couple — the balance were unsure).
- ▶ 25% always take what Rush says seriously, while the rest are more skeptical in varying degrees.
- ▶ 50% characterized Limbaugh positively, 39% did so negatively.

**How Much Of Rush Do You Take Seriously?**



**Does Rush Always Tell The Truth?**



Only 15% of the respondents were frequent Limbaugh listeners, and most did not listen to him regularly. Thirty-six percent of the group saw themselves as conservative, 30% were moderate, 17% were liberal, and 17% were "other."

**Perun In As Wyatt's Out Of KIIS/L.A.**



Perun

Gannett Pop CHR KIIS-AM & FM/Los Angeles and PD Jeff Wyatt have parted company. Wyatt has been replaced by consultant Steve Perun, who also will consult the entire Gannett Radio Division. Perun currently consults Gannett's KHKS/Dallas and KCLX/San Diego and has done some project work for WGCI/Chicago.

"I'm extremely pleased to announce the addition of Steve Perun to KIIS and the Gannett Radio Division," Gannett Radio Division President Gerry DeFrancesco told R&R. "As our consultant in Dallas, he's been instrumental in KHKS's extraordinary success and has provided valuable input for some of our other properties."

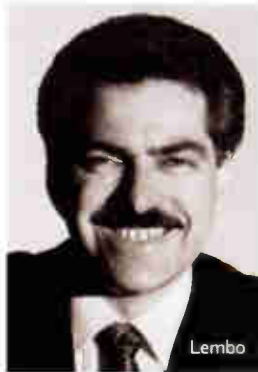
KIIS President/GM Marc Kaye told R&R, "We're very fortunate to have Steve join KIIS and are pleased to let Gerry bor-

PERUN/See Page 12

### Perspectives

Those of us who have had the good fortune to have ridden the radio and records roller coaster for any part of the last three-and-a-half decades might occasionally complain of being worn out, but our passion for entertainment is enduring. I could provide 35 pages of people, places and events that I have been blessed and privileged to be associated with as a music business executive (Chrysalis, '84-'86; Columbia, '86-'97) and entrepreneur (president of Jerry Lembo Entertainment Group).

For brevity's sake, I have edited the list to 35 acts that have given me a lifetime of multi-platinum memories: the Bangles, Lenny Kravitz, Pat Benatar, Huey Lewis & the News, Tony Bennett, Kenny Loggins, Michael Bolton, Maroon 5, Peabo Bryson, Richard Marx, Mariah Carey, Johnny Mathis, Mary Chapin Carpenter, George Michael, Shawn Colvin, Eddie Money, Harry Connick Jr., New Kids on the Block, Neil Diamond, Donny Osmond, Melissa Etheridge, the Rolling Stones, Billy Idol, Santana, Julio Iglesias, Bruce Springsteen, Billy Joel, Barbara Streisand, Norah Jones, James Taylor, Journey, Shania Twain, Dave Koz, Diane Warren and Grover Washington Jr.



Lembo

—Jerry Lembo, founder  
Jerry Lembo Entertainment Group

### PIVOTAL EVENT 1995

#### The Death Of Charlie Minor

On March 19, 1995, the industry reeled as the unthinkable happened to one of its most high-profile and charismatic members: Legendary record promoter Charlie Minor was shot to death in his Malibu, Calif., beach house. He was 46 years old. Everyone who came into the powerful orbit of "Good Time Charlie" through his stints at A&M Records, ABC Dunhill, United Artists and Giant Records knew of his prodigious appetites for the finer things in life: He drove a Rolls Royce, he often held court at Los Angeles' swanky Le Dome, and he threw regular

weekend parties at his beach house. He also loved women, including a former stripper named Suzette McClure, who he dated for a short time. Ironically, Minor was preparing for yet another weekend party that Sunday in March when McClure, angry at being jilted, snuck into Minor's house, confronted him and shot him multiple times at close range. The subsequent documentary coverage of Minor's life and murder, "Death in Malibu: The Murder of Charlie Minor," became the blueprint for E!'s "True Hollywood Story" series. —Kevin Carter



Our Famous Fans:  
George Carlin

### Flashback



W-NNNN-BC!  
Kevin Metheny in his office at WNBC/New York, circa 1983.

### RADIO & RECORDS

### Convention Memory

"In 2006, I got a chance to sit on a panel with DJ Felli Fell about rhythmic radio. We got into a nice discussion about hotlining jocks and mix DJs breaking records during mixshows. It was just cool to be part of that . . . and watching Irv Gotti giving an approving nod to a point I was making. The coolest was being accepted as a peer by a man I interned for and have great respect for, Elroy Smith. 2006 was great; can't wait for this year."



Black

—Don Black, PD, Independence Media's WPIA/Peoria, Ill.

### 2002 CONTINUED

**Active Rock**  
GODSMACK I Stand Alone

**Alternative**  
PUDDLE OF MUDD Blurry

**CHR/Pop**  
NICKELBACK How You Remind Me

**CHR/Rhythmic**  
ASHANTI Foolish



Godsmack

**Christian AC**  
STEVEN CURTIS CHAPMAN Magnificent Obsession

**Christian CHR**  
NEWSBOYS It Is You

**Christian Rhythmic**  
GRITS Here We Go

**Christian Rock**  
PILLAR Fireproof

**Country**  
TOBY KEITH My List



TOBY KEITH

**Hot AC**  
CALLING Wherever You Will Go

**Spanish Language National**  
PILAR MONTENEGRO  
Quitame Ese Hombre

GODSMACK: KEVIN MAZUR

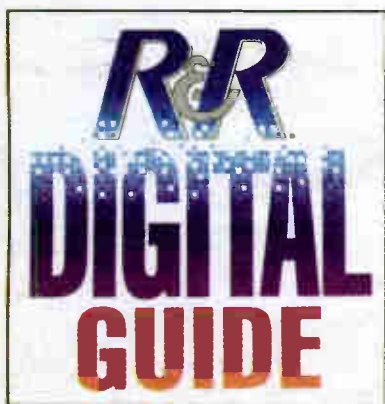


**I N S I D E:**

**TWIN TOPICAL SALES TOPICS**

While Interep's Marc Guild explains how combining radio spots with an outdoor campaign increases advertising impact, Katz's Gerry Boehme offers six tips for getting more out of your national rep.

Pages 26, 28



**HIGH-TECH SPECIAL**

In addition to R&R's annual Digital Guide — and a trio of late-breaking high-tech news stories — R&R's format editors examine the impact of new technology on the radio workplace.

- **NEWS/TALK:**  
Upgrading equipment
  - **CHR:**  
New high-tech competition
  - **UC:**  
Joining the revolution
  - **AC:**  
Interactive phone systems
  - **COUNTRY:**  
Full digital studio
  - **ROCK:**  
Putting your station online
  - **ALTERNATIVE:**  
Improved on-air sound
  - **NAC:**  
Out on the leading edge
- Pages 3, 40, 43, 54, 59, 66, 78, 86, 94

**IN THE NEWS ...**

- **Dave Douglas** now PD at WAAF/Boston **Page 3**
- **Lisa Cortes** named President of PG's Loose Cannon label
- **Bob Woodward** new VP/GM at WCAO-AM & WXYV-FM/Baltimore
- **Bryan Schock** named PD at Rock KYBG-FM/Denver **Page 10**

NEWSSTAND PRICE \$6.50



**Baseball Flagship Stations Take A Hit And Run With It**

■ Most GMs are delighted with end of strike, but many lament shortened selling season

By Kitson Flynn  
R&R WASHINGTON BUREAU

The settlement of Major League Baseball's eight-month strike threw a curve into the sales departments at the 28 teams' flagship stations. With the official start of the '95 season set for April 26, sales staffs have lurched into overdrive. Ad sales for baseball broadcasts, which have foundered over the past few months, are on the increase for some stations, but others lament that too much time has passed for them to recoup losses caused by the strike.

In a normal year, stations would have already finalized the bulk of their ad sales long ago. "Prime selling season for radio [baseball broadcasts] is the end of the previous season, where you hope to use the momentum of the season to renew clients," explained Jeff Greenhawt, GM at Florida Marlins flagship WQAM-AM/Miami. "January, February, and early March is where you solidify the bulk of your business. We've lost that."

Greenhawt said he's hopeful the current three-week selling window will allow his station to get back on its feet but noted, "We're in uncharted waters here. We have three weeks to do what would normally take four to six months."

**'Dramatically Behind'**

Some relief for stations may come in the form of ballclubs that are willing to renegotiate rights fees. American Radio System co-CEO John Gehron confided that baseball ad sales at Boston Red Sox flagship WEEI-AM were "dramatically behind, easily 50% down" before the strike ended. Even with the major leaguers coming back, he

said, "We still expect to be way down. So much time has been lost ... that's the problem."

Stations can expect relief from the clubs, according to Gehron, only "if the teams recognize the severity of the problem." He said his company has a good relationship with the team, but even a reduction in

BASEBALL/See Page 34

**We have a three-week window to try and get people excited about baseball, but that doesn't undo the harm that's been done.**  
- Dennis Begley

**10 QUESTIONS WITH REP. JACK FIELDS**

**Keeper Of The Dereg Flame**

Rep. Jack Fields Jr. (R-TX), Chairman of the House Commerce Telecommunications Subcommittee, is at the center of a group currently drafting legislation that could dramatically change the 61-year-old telecommunications policy. Although the Senate Commerce Committee is close to sending its legislation to the full Senate floor for a vote, the House still has to be heard from on the issue.



Fields

Fields, a 43-year-old who says he listens to Country stations on his car radio ("and some rock 'n roll, too"), has represented Texas's Eighth District (the College Station area) in Congress since 1981.

In an interview with R&R Washington Reporter Mary Ann

Barton, Fields discussed his views on ownership limits, EEO reporting requirements, and other issues of concern to broadcasters.

**Q Should radio ownership limits be lifted?**

**A** As you know, that's something we're now addressing in our legislation, and we have not come to closure on that in our negotiations. I think there has to be a recognition that times have changed. And the laws that have been in place for years don't necessarily reflect the dynamics of the marketplace.

Broadcasters — radio and TV — are going to be thrust into a competitive mix, competing with telephone companies and cable companies. Where we're going in the future is uncertain. The challenge of our legislation is to create an

FIELDS/See Page 32

**Radio Ownership Back In Senate Telecom Bill**

Late word from Capitol Hill is that radio ownership deregulation will be added to the Senate's massive telecommunications bill through an amendment. No opposition is expected to the addition, which would do away with local and national ownership limits. Debate on the bill had been expected to begin this week, but lead author Sen. Larry Pressler (R-SD) announced late Tuesday that he was delaying the bill until after Congress's Easter recess because of new White House objections to certain telephone and cable provisions in the original bill.

**River City Grabs Keymarket Stations For \$150 Million**

■ Top Keymarket execs to remain with group

River City Broadcasting Chairman/CEO Barry Baker says his company is in radio growth mode after announcing a \$150 million deal to acquire Keymarket Communications and make it the radio division of River City.

Keymarket CEO Kerby Confer, CFO Donald Alt, and President Barry



Baker

Drake will continue in similar management positions heading River City's Keymarket Radio Division — Keymarket's 19 current stations and four already owned or being acquired by River City. Each of the three men will have a small equity stake in River City, and Confer will sit on its

KEYMARKET/See Page 34

**Shapiro Rises To Sr. VP/GM For Atlantic Label**



Shapiro

Ron Shapiro has climbed another rung on the Atlantic ladder. The label's former publicity chief will move to New York and become Sr. VP/GM.

"Since joining the Atlantic family, Ron has quickly developed into a key player in the label's ongoing expansion and evolution," noted Atlantic Group President Val Azzoli. "He is equally at home in artistic and corporate cultures, and he brings to

SHAPIRO/See Page 34

**Costello Takes Capitol Sr. VP/Promotion Post**



Costello

Capitol Records has elevated Phil Costello to Sr. VP/Promotion. He succeeds John Fagot, who left for a similar post at Hollywood Records (see story, right).

"Phil is one of the great, young promotion people in our business," noted Capitol President/CEO Gary Gersh. "He thinks about artists and their careers in all aspects of his radio work. There isn't anyone I would

COSTELLO/See Page 32

**Fagot Officially Named Hollywood Sr. VP/Promo**



Fagot

No surprise here ... Hollywood Records officially appointed John Fagot to its Sr. VP/Promotion post. Fagot joined the label last month, concurrent with the appointment of his boss, label President Bob Pfeifer.

"I couldn't be more excited about having John join us," remarked Pfeifer. "His talents are incredibly diverse: He's a brilliant strategist, a skilled leader, and a phenomenal people person who loves his

FAGOT/See Page 32

### Our Famous Fans: Boy George



## PIVOTAL EVENT 1996

### Passage Of The Telecom Act

Cleared by the 104th Congress and signed by President Bill Clinton Feb. 8, 1996, the Telecommunications Act of 1996 was the first major overhaul of communications law since the FCC's inception in 1934. While intended to make communications more competitive and consumer-friendly, the new rules, which eliminated national radio ownership caps and allowed one company to own up to eight stations in radio's largest markets, ushered in a national gold rush of station buying and selling. By the third week in March 1997, \$3.4 bil-

lion in station sales had been rung up, turning hundreds of struggling mom-and-pops into retired fat cats.

Under new management, many stations thrived and offered new formats—but others were stripped of local presentation in gigantic cost-cutting efforts that alienated listeners and sent them searching for alternatives. Today, Congress and public interest groups are conjuring up new ways to stop concentration of media ownership while several broadcasters have been struggling and culling their herds.—Jeffrey Yorke

## Perspectives



Wynter

It's difficult to pick a single name, as I worked with so many great programmers who affected my growth in the business. I would be remiss if I didn't mention Chuck Atkins, Kevin Metheny, Barry Mayo, Steve Smith, Randy Michaels and Marc Chase—but Tom Owens was the guy that picked me ... a guy from a small market, Jacksonville, with little programming experience at the time—KMJM/St. Louis, WJBT and WSOL/Jacksonville and overall about three years experience—to oversee the urbans for this huge company, Clear Channel.

I never took the responsibility lightly, as the job was/is bigger than me. My passion to train and provide opportunities for urban programmers was born from the realization that few will ever get the education I received from the likes that I've worked with, and that for some reason, Tom picked me to lead our urban team.

—Doc Wynter, senior VP of urban programming  
Clear Channel Radio

### RADIO & RECORDS

## Convention Memory

"After convincing the bar to stay open just long enough to pour us two more rounds of martinis, I did my best Ray Lewis impersonation and tackled Capitol's Joe Rainey in the lobby in front of way too many people."

—Chase Murphy, OM,  
WFBC/Greenville, S.C.

Murphy



## Flashback



**Mushroom Marc:** Circa 1977, Marc Nathan worked at Mushroom Records. He was a charter subscriber to Radio & Records and recalls that, somewhere in the recesses of his garage, he still has copies of the publication from the

mid-'70s, "when getting a couple of P3s to add a Hamilton, Joe Frank & Reynolds single was considered a successful week and cause for celebration."



Our Famous Fans: R.E.M.

### 2002 CONTINUED

**Spanish Language Contemporary**  
CHAYANNE Y Tu Te Vas

**Spanish Language Rock/Alternative**  
MANU CHAO Me Gustas Tu

**Tejano**  
JIMMY GONZALEZ Ahora Que Hago Sin Ti

**Tropical**  
GILBERTO SANTA ROSA La Agarro Bajando



Chayanne

**Regional Mexican**  
LIBERACION En La Misma Cama

**Rock**  
PUDDLE OF MUDD Blurry

**Smooth Jazz**  
JOE SAMPLE X  
Marks The Spot

**Triple A**  
JACK JOHNSON Flake



**Urban**  
USHER U Don't Have To Call

**Urban AC**  
LUTHER VANDROSS  
I'd Rather

### 2003

**AC**  
SANTANA FEAT. MICHELLE BRANCH  
The Game Of Love



# CONGRATULATIONS ON 35 GREAT YEARS



## ROADRUNNER PROMOTION



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World Radio History

**LEGENDS OF COUNTRY RADIO**  
*The 20 Years*

The second installment in R&R's ongoing tribute to the people who helped build the Country format focuses on the years 1958 to 1966. **Ted Cramer, George Crump, Ralph Emery, Chris Lane, Mike Oatman, Bill Robinson, and Mike Sanders** share their experiences.

In addition, this special expanded section features the results of R&R's 20th annual Country Radio Readers' Poll as well as the Top 50 "Power Gold" titles for the 18-34 and the 25-54 demos.

Begins Page 35

**ALTERNATIVE EVOLUTION**

The list of panelists for consultant/artist manager **Jeff Pollack's** New Media & Music Conference 1996 reads like a "Who's Who" of the Alternative format. While stressing his commitment to Rock, Pollack explains the reasons for his deepening involvement with Alternative.

Page 112

**PEOPLE IN THE NEWS**

- **Eddie Haskell** now WYCD/Detroit PD
- **Abbey Konowitch** becomes Exec. VP for MCA label; **Jayne Simon** named MCA Sr. VP/Mktg. & Sales
- **Peter Gardner** appointed Ops Mgr.; **Amanda Barnett** becomes News Dir.; **Cameron Fairchild** now Exec. Editor as Country KSNM/Dallas flips to News

Page 3

**THIS #1 WEEK**

**CHR/POP**

- **EVERYTHING BUT THE GIRL** Missing (Atlantic)

**CHR/RHYTHMIC**

- **BRANDY** Sittin' Up In My Room (Arista)

**URBAN**

- **BRANDY** Sittin' Up In My Room (Arista)

**URBAN AC**

- **MARY J. BLIGE** Not Gon' Cry (Arista)

**COUNTRY**

- **GARTH BROOKS** The Beaches Of Cheyenne (Capitol)

**NAC**

- **SPECIAL EFX** Seduction (JVC)

**HOT AC**

- **MARIAH CAREY** One Sweet Day (Columbia/CRG)

**AC**

- **ROD STEWART** So Far Away (Lava/Atlantic)

**ACTIVE ROCK**

- **EVERCLEAR** Santa Monica (Watch...) (Capitol)

**ROCK**

- **COLLECTIVE SOUL** The World I Know (Atlantic)

**ALTERNATIVE**

- **ALANIS MORISSETTE** Ironic (Maverick/Reprise)

**ADULT ALTERNATIVE**

- **GIN BLOSSOMS** Follow You Down (A&M)

NEWSSTAND PRICE \$6.50



**THE INDUSTRY'S NEWSPAPER**

**CBS Dances The 'GM Shuffle'**

■ **Claus upped to VP/Station Operations; new GMs for Los Angeles, Detroit, Pittsburgh stations**

KFWB-AM & KTWV-FM/Los Angeles VP/GM Chris Claus has been elevated to VP/Station Operations for CBS Television & Radio. In this newly created post, Claus will coordinate the news, programming, and marketing among the company's 39 radio and 15 TV stations. Assuming Claus's former post at the all-News/NAC combo is Roger Nadel.

Nadel's previous position — VP/GM at all-News/Oldies WWJ-AM & WYST-FM/Detroit — has been assumed by Shadow Broadcasting Services President/GM Rich Homberg. Concurrently, WBZ/

CBS/See Page 23

**First R&R Talk Radio Seminar Attracts Format's Elite**

■ **Two-day conference draws more than 200 Talk professionals; program to be held again in '97**

More than 200 Talk radio professionals converged upon Washington, DC last week for the first annual R&R Talk Radio Seminar. Programmers, managers, syndicators, and hosts assembled for the two-day program to attend workshops, listen to speakers, and chat in the hallways.

The event was so well-received, that R&R Publisher/CEO Erica Farber took to the podium at Saturday night's closing dinner to announce the seminar will be held again in 1997.

**Political Insiders**

The conference program was studded with appearances by numerous Talk stars and political insiders. White House Press Secretary **Mike McCurry** attended the opening night cocktail party as compensation for having to bow out of a scheduled speech to the attendees.

Sr. Presidential Advisor **George Stephanopoulos**, who filled in for McCurry on Friday



Clockwise from top: KABC/L.A.'s Michael Jackson (l), WRKO/Boston's Jerry Williams, and WABC/New York's Bob Grant at "Deans Of Talk Radio" session; White House advisor George Stephanopoulos; syndicated talker Dr. Laura Schlessinger.

morning, stressed that Talk radio is a powerful medium and urged broadcasters to take responsibility for their shows' content.

"You have become America's town hall. Take responsibility for your words. It is not free speech when somebody incites people to violence," Stephanopoulos said, referring to broadcasts by G. Gordon Liddy.

According to Stephanopoulos, President **Bill Clinton** will not appear on either **Rush Limbaugh's** or **Liddy's** shows because those hosts have been excessively personal in their attacks on the President and First Lady **Hillary Rodham Clinton**.

The same session featured an appearance by **Tony Blankley**, Press Secretary to House Speaker **Newt Gingrich**.

**Big Voices, Big Personalities**

Friday's luncheon was highlighted by the satirical folk music of **Warner/Reprise** recording art-

SEMINAR/See Page 32

**Stern Steers Course For New Network**

■ **'King Of All Media' pacts with Infinity to create first air talent web**

By **CYNDEE MAXWELL**  
R&R ROCK EDITOR

**NEW YORK** — Life is looking good for **Infinity Broadcasting's** super-talent **Howard Stern**. The **WXRK** morning host is now syndicated in 22 markets (with two more affiliates expected to be announced soon); his books — "Private Parts" and "Miss America" — were both best sellers; he's syndicated on **E! Entertainment Television**; and preproduction has begun on the film version of "Private Parts."

Now Stern has cemented the foundation for the next step in his career — the **Howard Stern Radio Network**. On February 22, Stern and **Infinity** announced they have formed a partnership to create the industry's first network of air talent to be guided and approved by the "King Of All Media" himself. Stern, **Infinity** President/CEO



Buchwald, Stern, Karmazin

**Mel Karmazin**, and **Stern** agent **Don Buchwald** were all on hand to discuss the viability of such a network as well as the current status of "The Howard Stern Show."

**The Name Game**

Explaining the origin of the "King Of All Media" title, Stern says, "About the time **Michael Jackson** decided he was the "King Of Pop" and forced **MTV** to announce him as [such], I got on the air with **Robin [Quivers]** and talked about how unbelievable it was. All you have to do in America is give yourself a name or a title; for a while, people will know you came up with the idea, but then they'll forget. The name sounds stupid at first, but eventually it will catch on and years

STERN/See Page 104

**Glass Breaks In As Universal President**

**Daniel Glass** has been promoted from Exec. VP/GM to President of **Universal Records**.

"Daniel is an outstanding leader and executive who understands both talent and the business," said **Doug Morris**, Chairman/CEO of Universal parent **MCA Music Entertainment Group**. "We are pleased to recognize his abilities with this well-deserved promotion."

Glass told R&R, "I think [this promotion] formalizes my relationship with the company and

GLASS/See Page 23

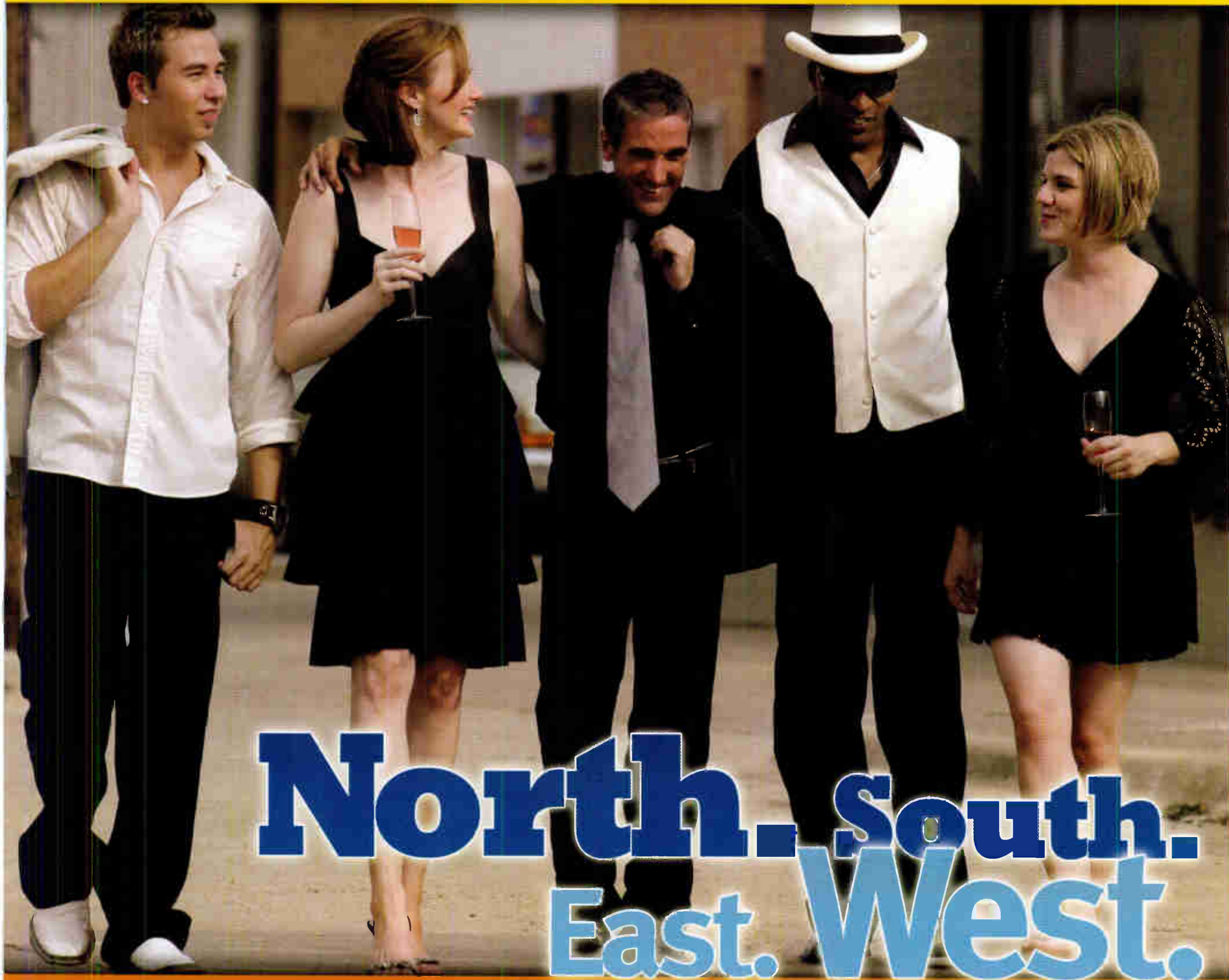


Glass

Radio Really Reaches Working Women — See Page 19

# KIDDKRADDICK

IN THE MORNING



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### RADIO & RECORDS

## Convention Memory

"I have always admired R&R magazine from my very first time reading it, and my sentiments haven't changed. I do not limit my reading to one particular format in



Smith

R&R; I love to look at a variety of different feature stories reflecting different formats. In addition, I've always enjoyed participating in and attending R&R Conventions. They offer fellowship, unity and knowledge. I remember sitting in the audience of one of the panels and there was a very eloquent moderator, whom I wanted to hire

based on her brilliance, poise and astute knowledge of radio. That individual is Lamonda Williams of Music Choice, who shined at one of the R&R conferences that I attended. Maybe one day before I say goodbye to radio, I will have the opportunity to work with this shining star."

—Elroy Smith, operations director, Radio One/Philadelphia

## Perspectives

The number of amazing record executives who have shaped the industry during the past 35 years are too great to number, but what Dave Matthews and Michael McDonald did with ATO Records is by far the most challenging and adventurous. They created new formulas shaped around their style of music that continue to be an inspiration to independent labels everywhere.

In mainstream, I think what Peter Gabriel has done, as a writer, musician, performer, producer and spokesman, has been incredible. His music for the past 20 years has been ahead of its time, and his multimedia proj-

## PIVOTAL EVENT 1997

### The Birth Of Voice-Tracking

Jacor began a talent exportation experiment in 1997 that would ultimately alter the way countless radio shows are created. Using the Prophet digital automation system, talent and production elements from AC KCIX/Boise, Idaho, were exported across the state to similarly formatted sister stations in Pocatello and Twin Falls, where, like reconstituted orange juice, they were seamlessly integrated with the stations' music programming. Before long, Jacor was sharing an array of content—production elements, air talent and music planning—across most of its Mix stations. The company also initiated a hub-and-spoke news strategy, whereby news/talk powerhouses like WLW/Cincinnati and WTVN/Columbus, Ohio, originated hourly "local" news reports for smaller-market stations in their region.

Voice-tracking took a quantum leap when KIIS-FM/Los Angeles afternoon personality Valentine began hosting locally tailored morning shows for CHR/top 40 sisters in Dayton and Lexington, Ky. The Valentine network rapidly grew to include 22 markets.

Widely used by Clear Channel (which acquired Jacor in 1999) and other operators to save money and time, voice-tracking has been derided by the press and media watchdogs for neutering radio localism—and even the FCC has questioned its impact. However, many voice-tracked shows sound virtually indistinguishable from live and local programming, and a 2004 Paragon Media Strategies survey of 400 people between the ages of 15 and 64 found that 54% of respondents said the practice would have no effect on the appeal of stations that used it.—Paul Heine

ects have led the industry in new directions. His work for human rights is unmatched, and he has labored to promote other artists here in the United States and abroad. He's an inspiration to everyone in the industry.

In Christian music, which continues to develop into a stronger, bolder industry, Michael W. Smith has led the way in not only developing newer artists through his Rocketown Records label but has maintained an enormous fan base for the genre as a whole through his work with the Gospel Music Assn. His work with world relief organizations in the past 20 years has produced record-breaking fund-raising, and his work as an artist and a performer continues to be a godsend.

Mainstream radio jocks that come to mind as top dogs (or the longest lasting) are Kidd Kraddick, and in Christian radio, the K-Love network's Jon Rivers.

—Robert Tucker, director of creative services Media Ministries



Tucker

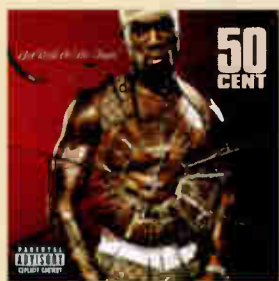
### 2003 CONTINUED

**Active Rock**  
TRAPT Headstrong

**Alternative**  
TRAPT Headstrong

**CHR/Pop**  
3 DOORS DOWN  
When I'm Gone

**CHR/Rhythmic**  
50 CENT In Da Club



**Christian AC**  
MERCYME Word Of God Speak

**Christian CHR**  
NEWSBOYS He Reigns

**Inspo**  
MERCYME Word Of God Speak

**Christian Rock**  
BIG DISMAL Remember  
(I.O.U.)



MercyMe

**Country**  
MARK WILLIS 19 Somethin'

**Hot AC**  
MATCHBOX TWENTY Unwell

**Latin Contemporary**  
RICARDO ARJONA EI Problema

**Tejano**  
LIMITE Papacito



It's R&R's annual format-by-format review of 1997's chart achievements. As described in the main story on the right, Atlantic Records scored a stunning achievement, finishing the year No. 1 or No. 2 in eight of R&R's 12 formats. Here's where you can find the year-end charts for each format:

- CHR/Pop Page 40
- CHR/Rhythmic Page 40
- Urban Page 57
- Urban AC Page 57
- Country Page 70
- AC Page 88
- Hot AC Page 88
- NAC/Smooth Jazz Page 100
- Active Rock Page 110
- Rock Page 110
- Alternative Page 122
- Adult Alternative Page 131

IN THE NEWS

- Sinclair shells out \$225 million for Max Media
- Jed Morey becomes President of Jarad Broadcasting; John Caracciolo named VP
- Rick Gillette appointed PD of WKQI/Detroit

Page 3

THIS #1 WEEK

- CHR/POP**
  - CHUMBAWAMBA Tubthumping (Republic/Universal)
- CHR/RHYTHMIC**
  - USHER You Make Me Wanna... (LaFace/Arista)
- URBAN**
  - DRU HILL We're Not Making... (LaFace/Arista)
- URBAN AC**
  - ERYKAH BADU Tyrone (Kedar/Universal)
- COUNTRY**
  - GARTH BROOKS Longneck Bottle (Capitol)
- NAC/SMOOTH JAZZ**
  - BRIAN CULBERTSON So Good (Bluemoon/Atlantic)
- HOT AC**
  - CHUMBAWAMBA Tubthumping (Republic/Universal)
- AC**
  - JIM BRICKMAN The Gift (Windham Hill)
- ACTIVE ROCK**
  - CREED My Own Prison (Wind-Up)
- ROCK**
  - DAYS OF THE NEW Touch, Peel... (Outpost/Geffen)
- ALTERNATIVE**
  - EVERCLEAR Everything To Everyone (Capitol)
- ADULT ALTERNATIVE**
  - MATCHBOX 20 3am (Lava/Atlantic)

NEWSSTAND PRICE \$6.50



THE INDUSTRY'S NEWSPAPER

Arbitron Abandons Monthlies

By RON RODRIGUES  
R&R EDITOR-IN-CHIEF

For those of you who find joy each month extrapolating your station's own numbers ... the fun will continue! Arbitron has abandoned plans to include discrete monthly estimates in the next release of its Arbitrends software.

The consequences of that decision are that programmers will still have to compute their own extrapolated number (you'll find

the formula on Page 30) and salespeople will not be able to hit the streets with a monthly number bearing any kind of Arbitron certification.

The latter concern became a cause celebre for RAB President Gary Fries and the Arbitron Advisory Council. Fries — convinced that any kind of Arbitron-generated monthly estimate

ARBITRON/See Page 30

Rewind 1997: The Year In Music

Atlantic Records triumphs as overall Label Of The Year

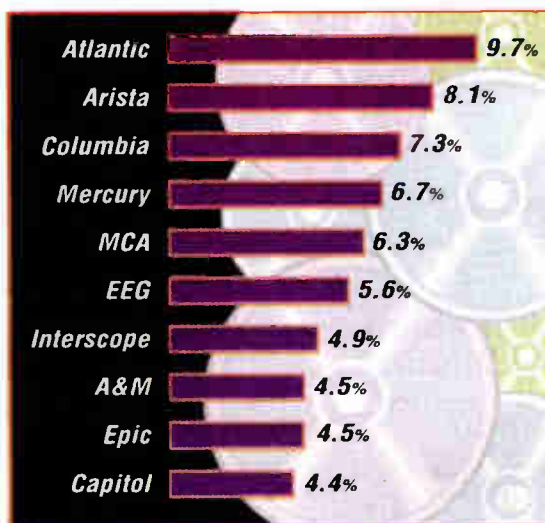
By KEVIN McCABE  
R&R DIRECTOR/CHARTS & FORMATS

Behind the strength and diversity of such artists as Jewel, Matchbox 20, Collective Soul, Aaliyah, and Sugar Ray, Atlantic Records was the top overall label for 1997 in R&R's annual year-end performance review.

Driving Atlantic's 9.7% overall chart share are first-place rankings in CHR/Pop, Hot AC, Active Rock, and Rock. Additionally, the label lands No. 2 honors in CHR/Rhythmic, NAC/Smooth Jazz, Alternative, and Adult Alternative.

"We are truly proud of our achievements this year," Atlantic Exec. VP/Promotion Andrea Ganis told R&R. "Atlantic is a consummate team led by Val Azoli and utilizes all players for every aspect of the business. We intend to keep focused and are confident that with our great artists, strong A&R, and tremendous mutual respect both within the promotion department and Atlantic as a whole, we can continue this fortuitous moment."

For a complete look at the year in music, see Sound Decisions, Page 36.



LABEL PERFORMANCE ranked by percentage of overall chart share

Sommers Set As ABC/L.A. Pres./GM

Lesourd resigns

By AL PETERSON  
R&R NEWS/TALK EDITOR

Bill Sommers has been named President/GM of ABC's Los Angeles trio: Talker KABC-AM, Radio Disney affiliate KTZN-AM, and Rock KLOS-FM. He succeeds Maureen Lesourd, who resigned to pursue opportunities outside of L.A.



Sommers

Sommers will report to ABC Radio Stations Group President John Hare. When asked for comment on the management change, ABC spokesperson Julie Hoover said only, "Mr. Hare prefers to let our press release speak for itself."

Sommers, whose previous career with ABC's Los Angeles stations spanned more than two decades, began as a KLOS salesman

SOMMERS/See Page 30

WB-Reprise/Nash. Creates Two New Sr. VP/GM Posts

By LON HELTON  
R&R COUNTRY EDITOR



Mayne Saporiti

Warner-Reprise/Nashville has created two new senior management positions and promoted a pair of label vets to fill those posts. Sr. VP/Promotion Bill Mayne has been promoted to Sr. VP/GM for Reprise/Nashville, and Sr. VP/Marketing Bob Sa-

NASHVILLE/See Page 30

A Radio Saga From America's Heartland

Ed Christian discusses upcoming adventures for his company, including Iceland

By MATT SPANGLER  
R&R WASHINGTON BUREAU

When R&R recently tracked down Saga Communications President/CEO Ed Christian for an interview session, he was holding a managers' meeting in Sarasota, FL — not the first place you'd expect to find an Icelandic radio group owner whose company is based in Grosse Pointe, MI. Prepared for battle with unfamiliar environments in both Iceland and Canada, Christian has given his company a name that very much reflects his cor-

porate philosophy: "To me, my life in this company is an ongoing adventure."



Christian

With 37 Midwestern radio stations, a television property, and the recently acquired, 10-affiliate Illinois Radio Network, Saga — which trades on the American Stock Exchange — may seem like a peanut compared to corporate giants like CBS Radio, Capstar, Clear Channel, and Chancellor.

Christian takes umbrage, however, when one interprets his

See Page 14

4th Quarter's Big Spenders

Fourth-quarter 1996 spending on radio accounted for 28.6% of all '96 spending, according to Competitive Media Reporting. But certain categories of advertisers spend a larger proportion of their ad budgets in the fourth quarter. The top 10 categories ranked in order of their budgets devoted to the fourth quarter:

Nursery Stock*	74.5%
Games/Toys	62.0%
Personal Appliances	58.1%
Luggage	56.9%
Wine	56.3%
Small Appliances	55.9%
Figurines, Collectibles, etc.	51.4%
Jewelry/Watches	51.1%
Organizations	50.4%
Electronic Entertainment	50.2%

\*i.e. "Chia Pets"  
Source: CMR, Interep Radio Store

Next Week: R&R Reviews The Year In News

### Flashback



#### Hell Freezes Over

In 1990, Glenn Frey, right, received the T.J. Martell Foundation's first From the Heart Award at the R&R Convention's opening cocktail party. At the closing festivities, Kirstie Alley introduced Don Henley, center. After his solo set, Henley welcomed Frey and Timothy B. Schmidt, left, for a show-stopping extended encore.

## PIVOTAL EVENT 1998

### Clear Channel Ropes In Jacor For \$4.4 Billion

Among the unprecedented deal-making triggered by passage of the Telecommunications Act of 1996, one merger had the most profound impact on the radio landscape: Clear Channel's Oct. 8, 1998, acquisition of the Sam Zell-backed, Randy Michaels-run Jacor Communications, a Covington, Ky.-based collection of 230 stations and a Cincinnati TV outlet. The \$4.4 billion, tax-free, stock-for-stock deal etched a new landmark in empire-building. Together, the new conglomerate immediately owned, operated or was affiliated with 625 stations worldwide, 19 TV stations and about 220,000 outdoor displays in 25 countries. The combined company ranked second in the United States in number of stations and third in revenue. At first, Jacor was operated as a separate sub-

sidiary, with Michaels still running the operation from Covington while then-Clear Channel CEO Lowry Mays ran his side of the operation from San Antonio. But Michaels was soon handed the newly minted title of Clear Channel Radio president and given control of a newer, larger broadcasting empire, giving way to the "Jacor-ization" of Clear Channel. Jacor chairman Zell, who quickly built up Jacor to mammoth size, said consolidation was "a once-in-a-lifetime opportunity" but that, in the end, the sale to Clear Channel was driven by "a fund that had a finite life" and that he had an obligation to shareholders to get the big payoff. "The key to consolidation, he added, was to "identify the immediate benefits" and not overestimate the efficiencies created.—Jeffrey Yorke

## Perspectives

I persuaded the management of KTYD/Santa Barbara, Calif., to go progressive in 1973. Each year during my tenure as PD, we would turn the station into a screaming top 40 station every April Fools' Day.

KTYD was on the sixth floor of the Granada Theatre building, the tallest building in Santa Barbara. One April 1, a local sculptor created a giant gorilla's foot that was crafted to look like it was climbing into the K-Tide window on the sixth floor. We spent the day denying it was there. Ultimately, that urban guerrilla, uh, gorilla, won the nuclear reactor we were giving away as the grand prize that day.

—Larry Johnson, senior research consultant  
Paragon Media Strategies



### Flashback



#### Industry Heavies

It took a special moment to bring this group of luminaries together. Heralding 1982, from left, are the T.J. Martell Foundation's Tony Martell, WNEW/New York's Scott Muni, Epic Records' Don Dempsey, CBS Records' Dick Asher, WNEW's Mike Kakoyiannis and concert promoter Ron Delsner.

### RADIO & RECORDS

## Convention Memory

"At R&R in Cleveland, I remember the first year Darnella Dunham put together the Battle of the Mixers for the mixshow panel, with Supa Sam, Nappy Wilson and DJ

Triple XXX. This convention will always be remembered. Props out to Darnella for understanding the game."

—DJ Triple XXX, on-air personality/mixer, KQXL/Baton Rouge



### 2003 CONTINUED

#### Regional Mexican

PALOMO De Uno Y De Todos Los Modos

#### Rock

3 DOORS DOWN When I'm Gone

#### Smooth Jazz

DAVID SANBORN Comin' Home Baby

#### Triple A

COLDPLAY Clocks



#### Triple A Indicator

BEN HARPER With My Own Two Hands

#### Tropical

GILBERTO SANTA ROSA Si Te Dijeron

#### Urban

MONICA So Gone

#### Urban AC

HEATHER HEADLEY I Wish I Wasn't



### 2004

#### AC

SHERYL CROW The First Cut Is The Deepest

#### Active Rock

NICKELBACK Figured You Out

#### Alternative

INCUBUS Megalomaniac



Sheryl Crow

CROW: NEAL PRESTON



# INSIDE

## R&R's INDUSTRY AWARDS

Tony Martell (pictured) and Mel Karmazin walked off with the first of R&R's Industry Achievement Awards last weekend at R&R Convention '98. Martell was presented with



the first R&R Humanitarian Award for his tireless efforts on behalf of the T.J. Martell foundation — which he founded more than 20 years ago — while Karmazin was voted by R&R subscribers as Group Executive of the Year. Here's where you can find the other 91 winners:

- AC, Hot AC Pages 76, 78
- Adult Alternative Page 113
- Alternative Page 102
- CHR Pages 35-36
- Country Page 64
- GMs of the Year Page 16
- Marketing Page 19
- NAC/Smooth Jazz Page 86
- Rock Pages 92, 95
- Sales Page 18
- Stations of the Year Page 16
- Urban, Urban AC Pages 49-50

### IN THE NEWS

- Paul Goldstein appointed PD of KKSJ/San Francisco
- Mark Adams joins KZQZ/San Francisco as PD
- Peter Moore takes Heffel/San Diego GM chair

Page 3

## THIS #1 WEEK

### CHR/POP

- NATALIE IMBRUGLIA Torn (RCA)

### CHR/RHYTHMIC

- BRANDY & MONICA The Boy Is Mine (Atlantic)

### URBAN

- BRANDY & MONICA The Boy Is Mine (Atlantic)

### URBAN AC

- SPARKLE Be Careful (Rock Land/Interscope)

### COUNTRY

- BROOKS & DUNN & REBA If You See Him... (Arista/MCA)

### NAC/SMOOTH JAZZ

- RICHARD ELLIOT In The Groove (Metro Blue/Blue Note)

### HOT AC

- NATALIE IMBRUGLIA Torn (RCA)

### AC

- SHANIA TWAIN You're Still The One (Mercury)

### ACTIVE ROCK

- STABBING WESTWARD Save Yourself (Columbia)

### ROCK

- AEROSMITH I Don't Want To Miss A Thing (Columbia)

### ALTERNATIVE

- GOO GOO DOLLS Iris (Wamer Sunset/Reprise)

### ADULT ALTERNATIVE

- NATALIE MERCHANT Kind & Generous (Elektra/EEG)

NEWSSTAND PRICE \$6.50

# R&R

THE INDUSTRY'S NEWSPAPER

JUNE 19, 1998

## Capstar's New King Of The SEA

■ Group forms 28-station 'SouthEast Atlantic' div.

BY MATT SPANGLER  
R&R WASHINGTON BUREAU

Capstar Broadcasting Partners has divided up its empire a little more: R&R has learned the company will form a new regional division entitled "SEA Star" (the SEA stands for "SouthEast Atlantic"), made up of 28 stations in Charlotte;



King

Greensboro-Winston Salem; Indianapolis; Jackson, TN; Nashville; Raleigh-Durham; Richmond; and Statesville, NC. The move follows the closing last month of Capstar's merger with SFX Broadcasting. Most of the SEA Star stations are former SFX properties.

SEA STAR/See Page 28

## Industry Elite Gather For R&R Convention '98

■ 2000 registrants see 54 events in 54 hours

R&R's first industry convention in six years offered a comprehensive mix of practical management tools, professional prognostications, superior motivation, and top-flight entertainment.

First and foremost, the bosses who run (or have run) the bulk of major-market stations emphasized radio's superior position among ad-based media these days, and that the industry must capitalize on that position. Former Chancellor Media boss Scott Ginsburg made it clear that now is the time for radio to "improve and increase the price of what we give the advertisers. If we don't do it in the best of times, it'll be impossible to do it in the worst of times."

CONVENTION/See Page 12

From top left; keynoters Richard Branson, Edgar Bronfman Jr., Chris Carter, Rick Pitino; radio group heads Clarke Brown, Scott Ginsburg, Norman Rau, Randy Michaels, and John Cullen; entertainers Trisha Yearwood, Garth Brooks, and Paula Cole; and record execs Ed Rosenblatt, Ray Cooper, Jay Boberg, and Al Cafaro.



## Hayes Fills OM/PD Slot At KABC/L.A.

BY AL PETERSON  
R&R NEWS/TALK EDITOR



Hayes

Veteran News, Talk, and Sports programmer/manager Drew Hayes has been tapped to fill the OM/ PD post at KABC-AM/ Los Angeles. The position has been open since the departure of Dave Cooke nearly two months ago.

Hayes, currently GM of the

HAYES/See Page 28

## Chancellor Goes On Spending Spree

■ \$25 mil. invested in Z Spanish Media

In yet another industry response to bolster minority ownership, Chancellor Media will invest about \$25 million to obtain a 20% non-voting stake in Sacramento-based Z Spanish Media, owner of 22 Spanish-language radio stations. Amador Bustos will remain President of Z Spanish and keep his majority stake in the company. The deal should close in Q3.

The move comes as part of a concurrent initiative by

Z SPANISH/See Page 28

■ AMFM goes Global; will rep Bob & Tom

Chancellor Media's ever-growing AMFM Radio Networks has expanded again: It has acquired Global Satellite Network's syndicated programming, is now representing WFBQ/ Indianapolis syndicated morning hosts Bob Kevoian & Tom Griswold, and is set to launch two new dance-oriented syndicated programs featuring talent associated with Chancellor's WKTU/New York.

By acquiring Global's sta-

AMFM/See Page 28

## Power 106/L.A. Puts Maki in VP/GM Post

BY TONY NOVIA  
R&R CHR EDITOR

Emmis Broadcasting has tapped WKQX/Chicago VP/GSM Val Maki as VP/GM of CHR/Rhythmic KPWR (Power 106)/Los Angeles. Maki replaces Marie Kordus, who was recently named Director/Sales for Emmis Television.

"Val has been a superstar in this company for many years," said Emmis Radio President Doyle Rose, to whom Maki reports. "She is truly an exceptional manager. Val has excelled and outperformed on every assignment she's ever been given dur-

MAKI/See Page 10

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# Perspectives

Seems like every few years, something comes along to redefine popular music (and popular culture, in many cases). Here's my take on the past 35 years, which has served as my source for delineating music into different categories on numerous occasions.

**1972:** Peace in Vietnam is a reality. Watergate takes center stage. After six years or so of political consciousness thoroughly permeating popular music, America grows tired of the "deep" content giving rise to such acts as Captain & Tenille, the DeFranco Family and the Bay City Rollers. You could even lump the Eagles and Fleetwood Mac into this category, although their political content was infinitely more subtle than that of artists of prior years. My favorite from this era was Bachman-Turner Overdrive. It was loud and didn't mean anything.

**1979:** Steve Dahl burns disco records at Comiskey Park. Disco was merely an extension of the "America is tired of political crap" that began in the early '70s. I did mornings at a small-town station in Pennsylvania in February. One day, I played 14 songs between 6 a.m. and 9 a.m. and 12 of them were disco. It was just too damn much.



Daniels

**1981:** "Wow! There's this new cable channel called MTV." Suddenly, album cover art became irrelevant.

**1987:** "You mean I can buy a CD player for less than \$100?" Milli Vanilli became a good argument that video style and fashion, which had eclipsed album-cover art in the early '80s, had now eclipsed the music itself.

**1991:** "Smells Like Teen Spirit." Need I say more? Well, maybe Garth Brooks and Run-DM.C. America shed its fascination with self-absorbed hair bands, much like the purge of disco.

**1996:** Internet access, computerized automation and mass station ownership. Actually, I like two of the three, but then I've never been replaced by voice-tracking.

**Sept. 11, 2001:** "Whaddaya mean the news guy has gone home for the day? Somebody's got to go on the air and talk about these planes crashing into buildings."

**2008:** With an unpopular war dragging on, acts like Green Day, John

# PIVOTAL EVENT 1999

## National Contesting Debuts

Clear Channel started a companywide trend with national contesting in 1999, opening up the option to any station on its roster that wanted to participate. Typically offering a large cash prize or big-ticket item such as a motorcycle, some local station callers were unaware that they were competing with hundreds of thousands of listeners from dozens of cities for the same prize. Ingenious and thrifty as it was, it didn't go unnoticed in 2000 by Florida's attorney general, who investigated the radio behemoth for deceptive or unfair trade practices for failing to properly

inform Florida listeners that some of its radio contests were airing in numerous states, thereby decreasing a contestant's chance of winning.

Clear Channel was subsequently fined \$80,000 and agreed that when it aired interviews with contest winners, stations had to make it clear where the winner was from.

While budgets have tightened and it doesn't conduct as many national contests as it once did, Clear Channel initiated another big money national giveaway on April 7—just in time for the spring ratings survey.—Mike Boyle

## Yahoo Buys Broadcast.Com

Before anyone saw the evolution of dance, YouTube's forefather, Broadcast.com, was bought by Yahoo for \$5.7 billion in April 1999, just a year after going public and setting a record for the biggest IPO opening, jumping 250% from its initial offering price of \$18. The site carried some 385 radio station streams, 40 TV networks, sports broadcasts of 420 college and professional teams and more than 19,000 live events annually, plus an entire business services division. President/chairman Mark Cuban says the company knew something special was happening. "There was no question in our mind what was going on. That this was the start of something big."

Cuban says Dell, World Championship

Wrestling and Victoria's Secret were all smart early adapters. "They used Broadcast.com to continuously upload content and refresh their customers' interest," he says. "They were doing user-generated content 10 years before YouTube was invented."



Radio played its role in pioneering the new space. "The PC quickly became the primary media device in corporate America and

consumers wanted their radio stations," Cuban says. "It wasn't unusual for us to have thousands of people listening to a given station during work hours, and, for sporting events, like a Cubs day game, we could have 50,000 simultaneous users—and this was back in 1998."—Mike Stern

Mayer, the Black Eyed Peas, Pearl Jam and even Bruce Springsteen are making noise with protest songs. Young folks are more politically active than they have been in decades. Products marketed as "green" are capturing greater market shares. Hm, this sounds familiar—like the '70s just a few years before Radio & Records burst onto the scene, and when I was a skinny 14-year-old dreaming of a career in the radio biz.

Thanks for the memories, Radio & Records.

—Robin Daniels, MD  
WDEF (Sunny 92.3)/Chattanooga, Tenn.

## 2004 CONTINUED

### CHR/Pop

USHER FEAT. LIL JON & LUDACRIS Yeah!

### CHR/Rhythmic

USHER FEAT. LIL JON & LUDACRIS Yeah!

### Christian AC

MATTHEW WEST

More

### Christian AC Indicator

MERCYME Here With Me



### Christian CHR

BARLOWGIRL Never Alone

### Inspo

CASTING CROWNS Who Am I

### Christian Rock

FALLING UP Broken Heart

### Country

ALAN JACKSON

Remember When

Alan Jackson



### Gospel

KIERRA SHEARD You Don't Know

### Hot AC

MAROON 5 This Love

### Latin Contemporary

ALEKS SYNTEK FEAT. ANA

TORROJA Duele El Amor

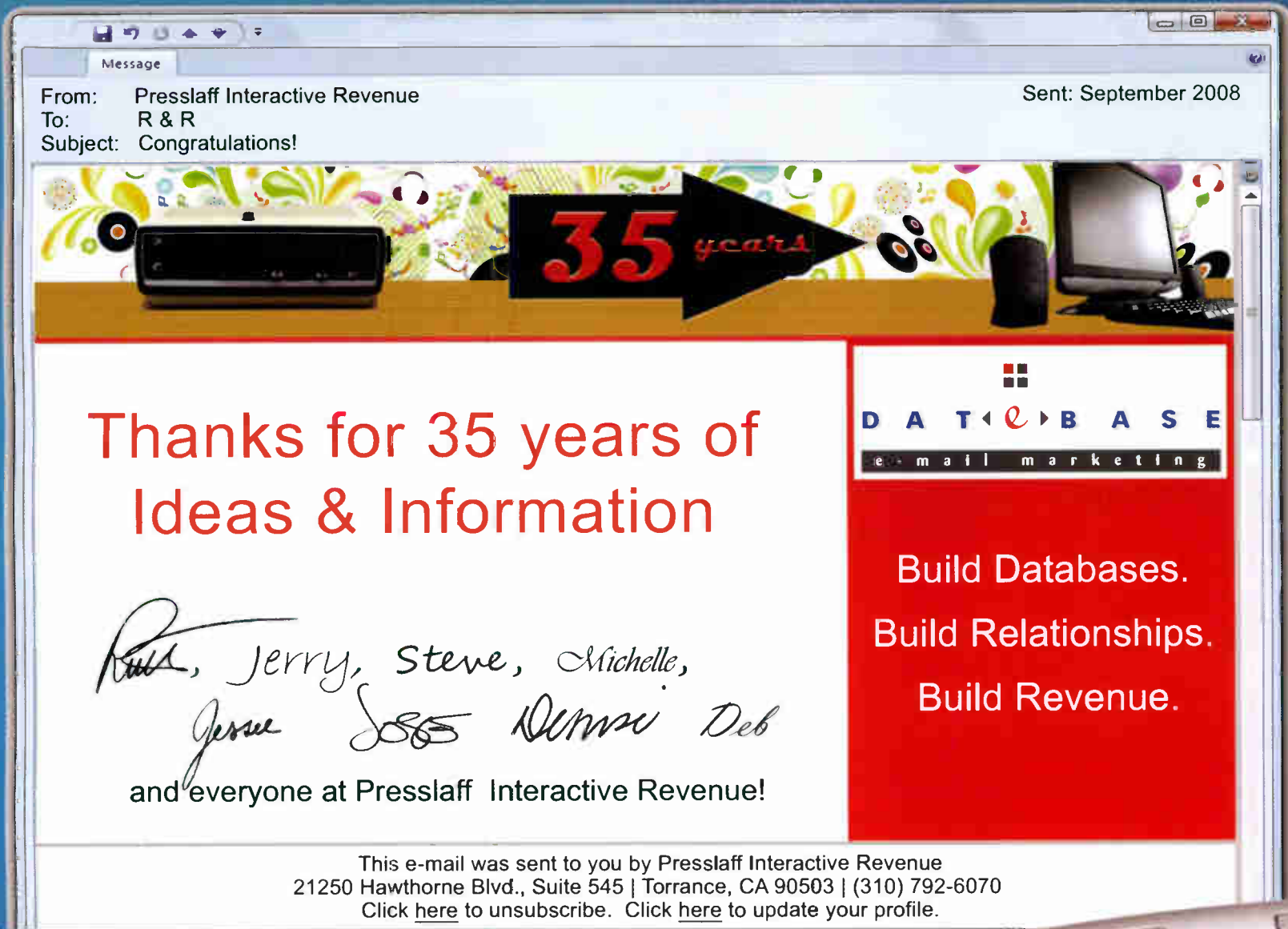
### Latin Rock/Alternative

JULIETA VENEGAS Lento

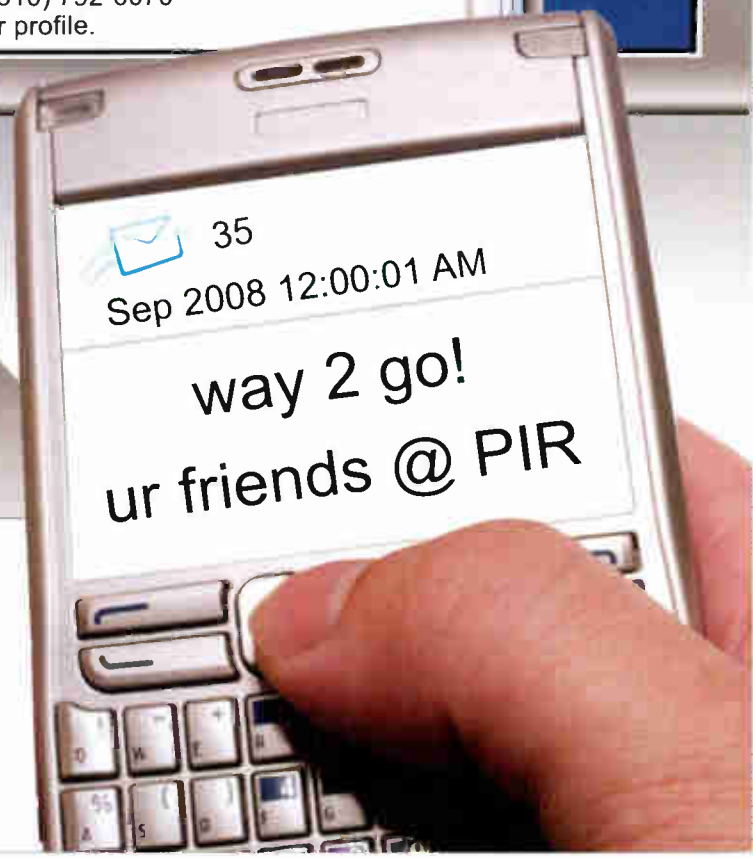


JACKSON: RUSS HARRINGTON

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Ever since the 1990 census, Spanish-language radio — indeed, all things Latin — has boomed. Take a look at Los Angeles, where three *different* Spanish-language stations have been in the No. 1 spot. This week Interep's **Ramon Pineda** explores this phenomenon and points out that, with another census due next year, you can expect another boom in the format.

Pages 12-18



**INTERNET INNOVATIONS**

What's the story behind this artist's conception of a futuristic radio? It happens to be the first stand-alone streaming audio player with built-in web browser, due out in a few months. All you need is an electrical outlet and a phone line.

Page 2

**IN THE NEWS**

- **Giant/Nashville** forms promotion dept.: **John Brown** SVP, **Fritz Kuhlman** Nat'l Dir.
- **FCC** found to be way behind on its collection efforts
- **McCain, Burns** introduce minority tax certificate bill
- **Kathy Brown** OM of Radio One/Baltimore, **Dion Summers** WERQ/Balt. PD. **Maurice Devoe** WPHI/Philly PD

Page 3

**THIS #1 WEEK**

- CHR/POP**
  - **LOU BEGA** Mambo No. 5 (A Little Bit Of...) (RCA)
- CHR/RHYTHMIC**
  - **JUVENILE** Back That Thing Up (Cash Money/Universal)
- URBAN**
  - **IDEAL** Get Gone (Noontime/Virgin)
- URBAN AC**
  - **BRIAN MCKNIGHT** Back At One (Motown)
- COUNTRY**
  - **TIM MCGRAW** Something Like That (Curb)
- AC**
  - **PHIL COLLINS** You'll Be In My Heart (Hollywood)
- HOT AC**
  - **TAL BACHMAN** She's So High (Columbia)
- RAC/SMOOTH JAZZ**
  - **NORMAN BROWN** Out a Nowhere (Warner Bros.)
- ROCK**
  - **CREED** Higher (Wind-up)
- ACTIVE ROCK**
  - **CREED** Higher (Wind-up)
- ALTERNATIVE**
  - **BUSH** The Chemicals Between Us (Trauma)
- ADULT ALTERNATIVE**
  - **MELISSA ETHERIDGE** Angels Would Fall (Island/IDJMG)

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**THE INDUSTRY'S NEWSPAPER**

www.rronline.com

OCTOBER 15, 1999

**Rather To Keynote TRS 2000**

■ R&R's fifth annual event set for Feb. 24-26

BY AL PETERSON  
R&R NEWS/TALK EDITOR  
alpeterson@rroonline.com

*CBS Evening News* anchor and Managing Editor **Dan Rather** is set as the keynote speaker for R&R's Talk Radio Seminar 2000 in Washington, DC. Rather's address — exclusively for TRS 2000 attendees on Friday morning, Feb. 25 — will be a major highlight as R&R celebrates the fifth anniversary of the annual TRS, the only industry convention targeted exclusively to leaders and executives of the News/Talk radio business.



Rather

RATHER/See Page 35

**AMFM Appoints 'Cluster VPs' In Five Top-10 Markets**

■ KYSR/L.A. VP/GM Christensen adds mgt. duties at KFI, KOST

BY ADAM JACOBSON  
R&R RADIO EDITOR  
jacobson@rroonline.com

AMFM Inc. has announced its first Cluster VP appointments, in five of the nation's top 10 markets: **Bob Visotcky** (Los Angeles), **Brian Ongaro** (Dallas-Ft. Worth), **Chester Schofield** (Philadelphia), **Stephen Schram** (Detroit) and **Bennett Zier** (Washington, DC).

Each Cluster VP will report directly to his market's Regional VP/Operations and focus his efforts on top-line growth, ratings performance, expense control and the recruitment of operations and on-air personnel for the company's stations within a given market group.

According to AMFM Radio President/CEO Jim de Castro, "The ability to cluster radio properties is relatively new, but the former Chancellor and Capstar organizations are veterans at exploiting the combined strengths of multiple stations in a marketplace, having already developed some of the industry's most innovative management strategies. Intensifying our cluster focus enhances our ability to continue delivering great programming, a great advertising medium and leading revenue and broadcast cash flow growth."



Visotcky

Ongaro

Schofield



Schram

Zier

AMFM/See Page 35

Complete list of possible spinoffs: Page 35

**Clear Channel Could Divest 107 Stations In 34 Mkts., List Shows**

BY JEREMY SHWEDER  
R&R WASHINGTON BUREAU  
jshweder@rroonline.com

Clear Channel and AMFM stations in Los Angeles, San Francisco, Dallas-Ft. Worth, Houston-Galveston, Phoenix and 29 more markets will likely be sold off to comply with ownership restrictions, according to a list of potential divestitures circulating around the radio industry.

Like a large rock dropped into a calm body of water, last week's \$23.5 billion merger between Clear Channel and AMFM is likely to ripple through the radio industry for months. Clear Channel plans to sell or swap 107 stations, according to the list sent out to prospective buyers, which includes some big-market and big-name stations.

In Los Angeles Clear Channel could be looking to sell its own KACD-FM & KBGD-FM simulcast, as well as KEZY-AM & KXXM-FM in Orange County, plus AMFM's KKBT-FM. In San Francisco Clear Channel might also want to unload KCNL-FM, KFJO-FM & KXJO-FM. Other markets of note: 10 stations could be sold in Houston-Galveston, two in Dallas-Ft.

SPINOFFS/See Page 20

**Arista Ups Ridenour To EVP/Black Music**

BY STEVE WONSIEWICZ  
R&R MUSIC EDITOR  
swonc@rroonline.com

Arista Records has promoted **Lionel Ridenour** to Exec. VP/Black Music. Based in New York and reporting to Arista President **Clive Davis**, Ridenour will direct Urban promotion, play a key role in sales and marketing and serve as the liaison with the label's joint venture partners, LaFace Records and Bad Boy Entertainment.



Ridenour

"Lionel has been a major player for Arista during this wonderful period of explosive growth," Davis said. "I know he will continue to provide the nec-

RIDENOUR/See Page 22

**Judy Ellis Raises The Bar ... And Wins**

■ Emmis Sr. VP uses fear of failure to keep her stations at the top

BY MARGO RAVEL  
SPECIAL TO R&R

There are three things you need to survive in New York: stamina, perseverance and energy. **Emmis Sr. VP/Market Manager for WQHT (Hot 97), WRKS (Kiss) & WQCD Judy Ellis** truly believes that. In fact, to go one step further, you need those three qualities to survive in radio. And you'd better be ready to raise the bar and not be willing to settle for less if you work for Ellis.

Ellis hasn't succeeded in radio for 22 years on luck alone. Her no-nonsense style and ability to hire the best in the business have propelled Hot 97 to the top in the Big Apple. Quite simply, she demands the best from herself and those who work for her. A perfect example of why Ellis' style works: The first time Hot 97 hit No. 1, Ellis' reaction was, "This is bad; this is not good. It was always good to be the underdog and to be fighting something, so I had to get the staff focused on fighting ourselves. What we

needed to be to be No. 1 is to be better than we were. We needed to look at ourselves as the enemy."

Let's face it, while everyone is running around trying to figure out how to manage more than one station post-consolidation and wringing their hands over the extra work, Ellis is just doing it. "I'm not more frantic than when I had one radio station. No. 1. I do it by being incredibly organized. But I really do it by working with a great staff. I don't do it; they do it."

"The truth is, it is your people who do the job. I have really wonderful people who are good at what they do. I have very high standards. Sometimes you have to have them to show people what they are capable of. I would much rather work for people who raise the bar instead of lower it. Most of us are capable of a lot more than what we do. I don't think you do anybody any favors when you settle with them."

ELLIS/See Page 58



Annual CHR special begins on Page 45

The R&R Talk Radio Seminar 2000 website is now open: www.rroonline.com/convention

# Congratulations R&R on 35 years together

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### Randy Bennett

#### TRIBUTE

WGRV (the Groove)/Melbourne station manager Randy Bennett's dedication is seen through the special treatment he extends to ensure that guests of the station feel welcome.

From his tradition of greeting artists as they arrive at the hotel the night before the show (no matter what time it is) to remembering the subtleties that make their visit special, Bennett will be there to make them feel welcome. It's just his way of doing business. Some may call it Southern hospitality.

From smooth jazz oceanfront concerts to dinner/wine tastings and the first Space Coast Jazz Festival, Bennett has introduced jazz culture to Florida's coastline for fans starving for it. With more and more smooth jazz stations flipping formats recently, he strives to preserve the sound on the air as a medium for artists to promote their talent and connect with their fans.

He encourages musicians to continue to write great music for the smooth jazz format. Because there's so much great music that doesn't get airplay elsewhere, many artists feel welcome at the Groove, a station that helps launch new artists and plants the seeds for the future of smooth jazz music to keep it alive. He is the motivation behind members of the Groove team, who have taken it upon themselves to go the extra mile to preserve this format.

Bennett has a remarkable instinct for programming. He programs WGRV like a CHR station, with heavy spins to get new music out there and get it noticed by listeners. It's with this aggressive programming that he helped artist David Wells shine under the spotlight with the flugelhorn player's version of "Strawberry Letter #23."

It's no wonder that he has a natural ear for music since Bennett's parents named him after a radio DJ, a local friend of theirs, when he was born.

Undoubtedly, there are many reasons why R&R has nominated the Groove the past two years for station of the year (medium market).

Many other people also see these qualities in Bennett. Here are some examples from smooth jazz artists:

"One of the most energetic, refreshing personalities in all of smooth jazz. His commitment to



Bennett

## PIVOTAL EVENT 2000

### Clear Channel Acquires SFX Entertainment

When Clear Channel Communications announced its purchase of mega concert promoter SFX Entertainment for \$4.4 billion on Feb. 29, 2000, company officials touted the unprecedented cross-promotional opportunities that the merger would bring. However, a number of groups, including other promoters, artist managers and competing radio stations, cried foul, accusing Clear Channel Radio of depriving acts that didn't do business with the newly christened Clear Channel Entertainment of airplay. Denver independent promoter Nobody in Particular Presents filed a lawsuit against CCE, citing monopolistic business practices, and other smaller promoters piled on.

In one instance, Metropolitan Entertainment Group, which had helped create Clear Channel

CHR/top 40 WHTZ (Z100)/New York's annual Jingle Ball, found itself on the outside looking in when promotion of the show was moved to Clear Channel's recently acquired concert division.

In 2005, CCE was spun off from Clear Channel Communications as a separate company, renamed

Live Nation. The Securities and Exchange Commission filing for the creation of Live Nation listed several reasons for pursuing the split, including avoiding regulatory and legal pitfalls faced by Clear Channel.

The Beverly Hills, Calif.-based company has made headlines in recent months by signing first Madonna, then Jay-Z and other high-profile artists to its new music division, Live Nation Artists.—Ken Tucker



the format is unparalleled. From providing the opportunities for new artists—both live shows and airplay—to incredible dedication to his listeners, to highlighting the big names, this guy does it all. The results are proof of his vision and commitment to this format: huge listenership, great turnouts to weekly events, a jazz festival, a smooth jazz cruise. There are no limits with this godsend to the jazz community."—Matt Marshak

"Randy Bennett is a much-needed breath of fresh air in the smooth jazz radio community. His enthusiasm and dedication are the reasons his listeners remain faithfully tuned to WGRV. Randy is not only good to his listeners, but also to the artists that are featured during the Groove's live concert events. I can tell you firsthand that he treats us like we're rock stars."—Jeff Kashiwa

"Randy Bennett is the passion behind one of the best independent stations in the country in any genre. We are blessed that smooth jazz is the music that turns him on. And when we say passion, we mean it. The station is not a job to Randy: It's a big hunk of his life. He supports new artists, listens to his audience, creates events that bring live music to his area and does an outstanding job in programming. His multiple nominations for station of the year bear this out. Randy Bennett is the real deal and smooth jazz is the winner as a result."—Carol Ray and Nick Colionne

The success of WGRV can be attributed to the heartfelt dedication Bennett exemplifies day to day.

—Jan Julian, APD  
WGRV (the Groove)/Melbourne

### 2004 CONTINUED

**Regional Mexican**  
LOS HOROSCOPOS DE DURANGO  
Dos Locos

**Rock**  
NICKELBACK Figured You Out

**Smooth Jazz**  
DAVE KOZ All I See Is You

**Triple A**  
NORAH JONES Sunrise



**Triple A Indicator**  
R.E.M. Leaving New York

**Tropical**  
MARC ANTHONY  
Valio La Pena

**Urban**  
USHER FEAT. LIL  
JON & LUDACRIS  
Yeah!

**Urban AC**  
LUTHER VANDROSS Think About You



**Canada Rock**  
HOOBASTANK  
The Reason

**Canada Country**  
TERRI CLARK Girls Lie Too

**Canada CHR/Pop**  
HOOBASTANK The Reason



Our intrepid Sales & Marketing Editor, Pam Baker has been on a concert tour of late, checking out radio station shows around the country. This week Baker lists some of the big spring and summer radio concerts. Next week she talks to major concert promoters about what it takes to host a station concert. Also in this week's Management, Marketing & Sales section: a recap of the R&R Convention 2000 marketing session and a rundown of the Radio-Mercury Award winners.

Pages 10-16

**CLEAR CHANNEL'S BOBBY LAWRENCE CALLS IT QUITS**

The Exec. VP didn't get the assignment he had hoped for in the new Clear Channel structure, so he's cashing in his chips and heading for new horizons. Get the complete story, along with all the other highs and lows in radio, in this week's Street Talk.

Pages 32-37

**IN THE NEWS**

- **Jan Jeffries** becomes President at Stratford Research
- **Todd Fisher** appointed VP/GM for KSTP/Minneapolis
- **Brian Thomas** takes OM stripes for KFRC & KYCY/San Francisco
- **Todd Shannon** named PD at KDMX/Dallas
- **Marie Kordus** promoted to GM at KLAX/L.A.
- **Nicole Sandler** rises to PD for KACD & KBCD/L.A.

Page 3

**THIS #1 WEEK**

- CHILD/POP**
  - **'N SYNC** It's Gonna Be Me (Jive)
- CHR/RHYTHMIC**
  - **EMINEM** The Real Slim Shady (Aftermath/Interscope)
- URBAN**
  - **JAGGED EDGE** Let's Get Married (So So Def/Columbia)
- URBAN AC**
  - **CARL THOMAS** I Wish (Bad Boy/Arista)
- COUNTRY**
  - **CHAD BROCK** Yes! (Warner Bros.)
- AC**
  - **FAITH HILL** Breathe (Warner Bros.)
- HIT AC**
  - **VERTICAL HORIZON** Everything You Want (RCA)
- RAC/SMOOTH JAZZ**
  - **JAMES & BRAUN** Grazin' In The Grass (Warner Bros.)
- ROCK**
  - **CREED** With Arms Wide Open (Wind-up)
- ACTIVE ROCK**
  - **METALLICA** I Disappear (Hollywood)
- ALTERNATIVE**
  - **3 DOORS DOWN** Kryptonite (Republic/Universal)
- ADULT ALTERNATIVE**
  - **MATCHBOX TWENTY** Bent (Lava/Atlantic)

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**THE INDUSTRY'S NEWSPAPER**

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**Emmis Gets In On Spins**

■ **KKFR/Phoenix, KXPX/Denver fetch \$108 million**

By JEFFREY YORKE  
R&R WASHINGTON BUREAU CHIEF  
yorke@rronline.com

Wall Street applauded Emmis last week, after the company confirmed it would buy KKFR/Phoenix and KXPX/Denver from Clear Channel for \$108 million. The stations had previously been set to be sold to Hispanic Broadcasting, but the DOJ rejected that deal (R&R 6/16).

"This is what Wall Street is waiting for — for Emmis to buy more radio," First Union analyst Jim Boyle told Bloomberg. "The more Emmis becomes a pure radio company, the better." Boyle, who rates Emmis as "buy," said he expects Emmis Chairman/CEO Jeff Smulyan to outline his plan to separate Emmis' TV

EMMIS/See Page 25

**R&R Convention 2000: Rolling With Radio's Changes**

■ **Keynoters, group heads help attendees make sense of the industry's ever-evolving issues**

For broadcasters dealing with the stresses of consolidation, confusion over changing audience tastes and looming Internet issues, R&R Convention 2000 was the place to be. Many answers were available here — and it was a great place to party to boot!

This year's convention was filled with inspirational speakers, including best-selling author Spencer Johnson, M.D. He began his keynote address on Friday with a

**R&R Industry Achievement Award Winners: Page 31**

joke: "Do you know how to make God laugh? Tell him about your plans." For the next hour, the writer of *Who Moved My Cheese?* taught the audience how to deal with change, demonstrating simple exercises to apply to every situation. The benefits? Lowering your stress, strategically anticipating change, utilizing the power of visualization, controlling your fear and, finally, enjoying your success.

CONVENTION/See Page 31

Top row, l-r: boxer Oscar De La Hoya; legendary broadcaster Dick Clark; Radio One's Alfred Liggins and Inner City's Pierre Sutton. Middle row, l-r: Sirius' Joe Capobianco, Emmis' Doyle Rose and XM's Lee Abrams. Bottom row, l-r: Lifetime's Gina St. John, Premiere's Leeza Gibbons and songwriter/producer Carole Bayer Sager.



**AMFM Promotes Poleman, Smith**



Poleman Smith

By ADAM JACOBSON  
R&R RADIO EDITOR  
jacobson@rronline.com

In a move designed to solidify the top programming structure at Clear Channel following its merger with AMFM, AMFM has boosted two of its Sr. VPs/Programming to regional VP posts. Tom Poleman, who presently serves as AMFM's Sr. VP/

AMFM/See Page 31

**Vivendi Acquires Seagram**

■ **With Canal+, \$30 billion deal makes French company a global entertainment powerhouse**

STEVE WONSIEWICZ  
R&R MUSIC EDITOR  
swonz@rronline.com

In a transatlantic transaction highlighting the exploding monetary and strategic value of melding music and entertainment with wired and wireless Internet applications, French water/media/telecom conglomerate Vivendi



Bronfman

SA said on June 20 that it plans to purchase Canadian media/beverage giant Seagram Co. Ltd. for around \$30 billion in stock. The acquisition comes less than six months after America Online's pro-

posed \$100-billion-plus buyout of Time Warner.

Under the terms of the deal, Seagram shareholders will receive 0.8 of a Vivendi share per Seagram share if Vivendi's stock price falls below \$96.69 and 0.622 of a Vivendi share per Seagram share if Vivendi stock trades above \$124.30. The deal was originally valued at \$77.35 a share for Seagram, but a 20%-plus slide in Vivendi's stock after the two companies

See Page 38

**Keller To President Of ABC Radio Nets**

■ **Brown Now EVP/GM**



Keller Brown

By JENNIFER MARKHAM  
R&R WASHINGTON BUREAU  
jmarkham@rronline.com

ABC Radio Networks has promoted Exec. VP/Advertising Sales & Marketing Traug Keller to President. He succeeds Lyn Andrews, who resigned last month.

ABC/See Page 31

Check out all the R&R 2000 Industry Achievement winners: www.ronline.com

### One-On-One With Bill Clinton

In 2001, President Bill Clinton was the keynote speaker at the R&R Convention in Los Angeles. After his speech, R&R publisher Erica Farber joined him onstage for a Q&A with several questions submitted in advance from R&R conference attendees. Here are highlights from that session.

**Who was the first radio personality you went out of your way to listen to?**

I remember two personalities from my childhood. First, there was a great radio program broadcast out of Chicago set in a little country store in Western Arkansas called Lum & Abner. There's nobody here in the audience old enough to remember this but me, but I listened to that.

And I used to—I don't recommend this for your children—do my homework when I was in grade school listening to baseball games at night by Harry Caray. I have vivid memories of those games, who the players were and what they did, and how he made it come alive for me.

**What do you listen to today?**

I listen mostly to stations that offer jazz or contemporary music and news programs. NPR and channels in the New York area when I'm traveling have music I like. It's easy to please me, because I like all kinds of music.

**I'm sure the Telecommunications Act is on the top of the mind of everyone in this room. How does the reality of today's broadcast industry compare to the vision you had when you signed this bill?**

It's facilitated the development of the wireless industry in the whole telephonic area, we were able to have more competition, and it's really worked quite well.

In addition, we got the e-rate, which got discount Internet connections to schools, hospitals and libraries across America. Before the act passed, only about 14% of schools and 3% of classrooms were connected; now, it's over 90% of schools and 65% of classrooms. So in that area, it's done a really good job.

There's no question that when it comes to radio stations, it's facilitated consolidation. We had a big argument about it, and Vice President [Al] Gore and I tried to argue for a more pro-competition provision in the act, and we lost. I did the best I could. I got a lot of changes in the act. But it passed overwhelmingly and I felt it would do more good than harm, so I signed it. But I have not been surprised by the increased consolidation. I have mixed feelings about it.

**There's a rumor that you're a big fan of Stevie Nicks and . . .**

And what? [crowd laughs]

**No, no.**

I've learned the hard way not to leave those dangling "ands" out there. [crowd laughs] What is that? And what? And what?



Erica Farber and Bill Clinton

### PIVOTAL EVENT 2001

#### Launch Of The iPod

It's a day that forever changed the way the world listens to music. On Oct. 23, 2001, Apple—known for computer hardware—launched its iPod portable digital media player, featuring a 5 GB hard drive and storage for 1,000 songs. Obviously, the iPod turned the entertainment industry on its ear, as the ever-more portable device evolved from a jukebox to a photo album, video player, game device, calendar and now a wholly interactive mobile phone. The iTunes online store, which launched in 2003, only made the device more ubiquitous and is now the second-most-popular music retailer, behind Wal-Mart. The



latest iPod offers a 160 GB hard drive that holds up to 40,000 songs, 25,000 pics or 200 hours of video. Apple says it has sold 140 million iPods as of January.

Arbitron and Edison Media Research estimate that 30% of Americans 12+ owned an MP3 player in 2007, up from 22% in 2006 and 14% in 2005. For radio, the good news is that fewer than 10% surveyed by Arbitron/Edison report that they spend less time with AM/FM because of their iPod. All the same, broadcasters

know a good thing when they see it and continue efforts to hitch terrestrial radio to future iPod generations.—Chuck Taylor

**I'm speechless on that one. Is there a story on how you were first exposed to Stevie Nicks? How did you become such a big fan? [Crowd laughs.] All right, all right. This is a tough crowd.**

No, no. [laughs] She still doesn't know what she said!

**I do know what I said!**

I have never been exposed to Stevie.

I'll tell you a story. Nearly everybody my age was a big Fleetwood Mac fan and therefore loved her. I was in Los Angeles in 1991. I had not decided to run for president at the time, but I was looking at it. A young man volunteered to drive me around to the events I was attending. It was a beautiful sunny day like this, and back then we still had tape decks in cars. So we're driving down the road, [there's] a modest traffic jam, and this young guy who's 20 years old looks at me, and says, "You know, Governor, I think you're going to run for president next year, and if you do, this should be your theme song." He puts the tape in and starts playing "Don't Stop Thinking About Tomorrow." True story.

The young man later did graduate studies in theology, went to Central Europe, married a woman from Central Europe and I've kept in touch with him all these years. His name is Sean Landress. He went to Columbia University. He made a single contribution to my political career by giving me a song which perfectly captured what I was trying to say to the American people in 1992 and by bringing me in touch with Fleetwood Mac.

### 2004 CONTINUED

**Canada Hot AC**  
HOOBASTANK The Reason

**Canada AC**  
FIVE FOR FIGHTING  
100 Years

**2005 AC**  
KELLY CLARKSON  
Breakaway

Kelly Clarkson

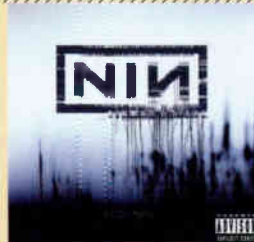


**Active Rock**  
MUDVAYNE Happy?

**Alternative**  
NINE INCH NAILS The Hand  
That Feeds

**CHR/Pop**  
KELLY CLARKSON Since U Been Gone

**CHR/Rhythmic**  
MARIAH CAREY We Belong Together

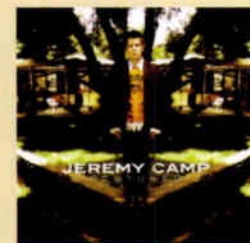


**Christian AC**  
JEREMY CAMP Take You Back

**Christian CHR**  
JEREMY CAMP  
Take You Back

**Inspo**  
CHRIS TOMLIN Holy Is The Lord

**Christian Rock**  
DISCIPLE The Wait Is Over







R&R's beloved Sales & Marketing Editor Pam Baker performs a variety of functions here at the shop. For the last few weeks she coordinated PR for R&R Convention 2001, and now that things are over, she can share some of the great stories she heard from people who attempted to get into the functions without paying. If you've ever worked in a similar capacity, we're sure you'll relate to this column. Pam has some convention snaps to share with you as well. This week's MMS section also contains a reminder from regular contributor John Lund that summer is upon us, and fall (as in the fall *book*) isn't far behind! Clear Channel's Greg Ryan is in this week's GM Spotlight.

Pages 12-18

CONVENTION SCRAPBOOK

Here's a piece of trivia: This year marks the first R&R convention where all the pictures were taken with digital cameras. R&R's official convention photographers, Lester Cohen and Elon Schoenholz, certainly did their jobs — they snapped 4,000 pictures over the three days. We've chosen the best 150 for this issue, which we hope will serve as a great memento of Convention 2001.

Throughout this issue

IN THE NEWS

- LPFM filing window nets hundreds of applications
- WEJM/Philly flips to Hot AC
- WRKO/Boston names Jay Clark PD

Page 3

THIS #1 WEEK

- CHR/POP**
  - AGUILERA/LIL' KIM/MYA/PINK Lady ... (Interscope)
- CHR/RHYTHMIC**
  - 112 Peaches & Cream (Bad Boy/Arista)
- URBAN**
  - 112 Peaches & Cream (Bad Boy/Arista)
- URBAN AC**
  - LUTHER VANDROSS Take You Out (J)
- COUNTRY**
  - LONESTAR I'm Already There (BNA)
- AC**
  - DIDO Thankyou (Arista)
- HOT AC**
  - LIFEHOUSE Hanging By A Moment (DreamWorks)
- SMOOTH JAZZ**
  - CHUCK LOEB North, South, East And Wes (Shanachie)
- ROCK**
  - STAINED It's Been Awhile (Flip/Elektra/EEG)
- ACTIVE ROCK**
  - STAINED It's Been Awhile (Flip/Elektra/EEG)
- ALTERNATIVE**
  - STAINED It's Been Awhile (Flip/Elektra/EEG)
- TRIPLE A**
  - R.E.M. Imitation Of Life (Wamer Bros.)

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THE INDUSTRY'S NEWSPAPER

www.ronline.com

Radio's Music Influence Slipping

Radio appears to be losing its competitive edge over other media when it comes to exposing and promoting new music, according to a benchmark survey of 16-40-year-olds conducted by Edison Media Research and unveiled at R&R Convention 2001.

The report concludes that radio remains the top dog when it comes to exposing new music to consumers but drops precipitously when it comes to influencing recent consumer purchases.

Because young consumers aren't listening to the radio as much as they used to, record companies are encouraged to expand their marketing efforts to 16-to-24-year-olds.

Details and breakouts of this survey can be found on Page 40.

R&R Convention 2001 Pulls Out All The Stops!

By RON RODRIGUES  
R&R EDITOR-IN-CHIEF  
ronr@ronline.com

Neither the challenges of consolidation nor an uncertain economy were enough to deter more than 2,000 radio and record professionals from gathering in Los Angeles last week to see a former President, a couple of comeback superstar rockers and a host of other marquee celebrities at R&R Convention 2001.

The convention's agenda served as a unique bridge between the generations of professionals who showed up. Witness The Guess Who — originators of Lenny Kravitz's biggest hit,

Convention Performances: Page 26

"American Woman" — sounding as if it were 1970 all over again when they performed at an opening-night showcase. And there was Rick Dees — the CHR morning fixture who began his KIIS/Los Angeles tenure two decades ago.

But the star attraction was the 42nd President of the United States. The Century Plaza ballroom was packed with an SRO crowd of 1,800 to hear Bill Clinton thank the radio industry for entertaining him as a youth and helping him win presidential elections.

Clinton's wide-ranging address included remarks about the

CONVENTION/See Page 32



Top row: Stevie Nicks headlines a Friday-morning showcase while The Doobie Brothers jam at an AC session. Middle: Christina Aguilera performs before helping hand out Industry Achievement Awards for CHR/Pop and CHR/Rhythmic; Access Hollywood's Pat O'Brien and Nancy O'Dell give out National Industry Achievement Awards; Shelby Lynne makes an impression. Bottom: KROQ/Los Angeles' Kevin Weatherly accepts LIFEbeat honor; Larry King and Rick Dees go live; and The Guess Who's Randy Bachman and Burton Cummings belt out "American Woman."

CONVENTION PHOTOGRAPHY BY LESTER COHEN AND ELON SCHOENHOLZ



'Radio Is A Community Institution'

■ Former President Clinton brings convention crowd to its feet

By JOE HOWARD  
R&R WASHINGTON BUREAU  
jhoward@ronline.com

A raucous standing ovation greeted former President William Jefferson Clinton as he strode onstage to deliver the keynote address at R&R Convention 2001, proving that interest in him hasn't waned since

Look for a full transcript of Clinton's address in next week's issue of R&R.

he left the White House. Clinton lived up to the enthusiastic reception by touching on subjects important to the crowd, delivering a speech that included stories of how radio played a vital role in his life from childhood

through his political career, including his presidency.

Once the initial reception quieted, a voice from the audience cried out to Clinton, "We miss you," leading to laughter and yet another ovation. Early in his address, Clinton reached out to the crowd by describing how his life has changed since his presidency ended. "I don't get my news from top-secret CIA briefings anymore," he said. "I have to

CLINTON/See Page 26

R&R's VIP subscription package includes a daily fax and e-mail updates! Call 310-788-1625.

This letter to R&R was originally published Sept. 6, 1974.

### 'KNBR's Ron Fell Takes Issue With RKO Decision'

*(Space limitations prevent us from printing all of the many comments we've received regarding the recent RKO decision not to play singles that are more than 3:30 in length. Of those who disagree with the decision, the following letter is perhaps the most representative.)*

Dear R&R:

On the subject of shorter new music for some of the nation's top 20 stations, it must be remembered that it was the RKO stations back in the mid-'60s that first gave contemporary radio a vasectomy. But what bothers me more than the actions of their program consultant is that the RKO stations are faithfully imitated by the lemmings of top 20 radio all around the country.

The challenge is now at the doorstep of the record companies and their artists. We will quickly find out who the whores are and if there are any artists left.

Both radio and music have a greater obligation to the public than to monitor the length of their music. Imagine Picasso worrying about a museum not hanging his work because he painted on too large a canvas.

—Ron Fell  
KNBR/San Francisco

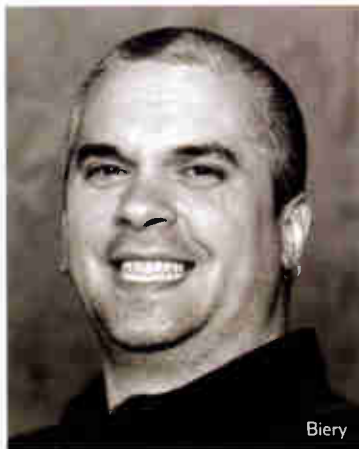
### Tom 'Grover' Biery

#### TRIBUTE

A master of idea generation is Warner Bros. Music's Tom "Grover" Biery. In a sea of unanswered ideas and concepts never seen through to completion, Grover has created a career philosophy based on a stringent belief in the creative process. He has spent more than a decade at Warner Music. His colleagues often refer to his undeniable passion for music and unrelenting willingness to transform obscure ideas into impactful, dynamic promotions for his artists.

Grover's uncanny ability to take an idea in its infancy, then produce, execute and develop out-of-the-box efforts across a multitude of platforms (radio chief among them) has set him apart from his peers and secured his place among an elite group of executives. Grover has made it his life's mission to positively affect the business of his love: music.

—Anonymous



Biery

## PIVOTAL EVENT 2002

### August 2002: iBiquity Coins 'HD Radio' Moniker

HD radio became the new trademarked moniker for iBiquity Digital's in-band, on-channel digital radio technology. The name change went into effect after focus groups responded favorably to the HD radio handle. After the announcement, iBiquity CEO Bob Struble told Reuters, "The aim is really to have HD be sort of like the 'Intel Inside' that you see at the end of every PC commercial."

Texas Instruments helped make the technology available to consumers. The company installed baseband chips, which allowed radio

manufacturers to incorporate HD radio's new digital-reception capabilities into home and car receivers. In 2003, Kenwood introduced aftermarket HD radio receivers for cars.

To date, nearly 1,750 AM/FM stations covering 83% of the United States are broadcasting digitally while another 800 offer original formats and content on HD multicast signals, according to iBiquity. Consumers bought about 300,000 HD radios in the States last year, with a total of about 1 million expected to be sold this year.—Darnella Dunham & Chuck Taylor

### RADIO & RECORDS

## Convention Memory

"So many great times, but the last time the R&R Convention was in Los Angeles, I brought my wife, who had never been to L.A. before, and we had a ball. Meeting up with Gloria Estefan at the cocktail party poolside was definitely a highlight for both of us."

—Danny Ocean, VP/director of operations,  
Radio Direct Response/RDR Promotions



Ocean

### Our Famous Fans: Tina Turner



### 2005 CONTINUED

#### Country

CRAIG MORGAN That's What I Love About Sunday

#### Gospel

DONNIE McCLURKIN I Call You Faithful

#### Hot AC

GREEN DAY Boulevard Of Broken Dreams

#### Spanish Contemporary

JUANES La Camisa Negra



#### Regional Mexican

CONJUNTO PRIMAVERA Hoy Como Ayer

#### Rock

GREEN DAY Boulevard Of Broken Dreams

#### Smooth Jazz

NILS Pacific Coast Highway

#### Triple A

JACK JOHNSON Sitting, Waiting, Wishing

Green Day



#### Triple A Indicator

COLDPLAY Speed Of Sound

#### Tropical

SHAKIRA FEAT. ALEJANDRO SANZ La Tortura

#### Urban

MARIAH CAREY We Belong Together

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RADIO & RECORDS

ON ITS 35TH ANNIVERSARY

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The second part of John Parikhal's "Four Pillars of Radio Success" focuses on the customer — the most important person to any business. Are the radio and record industries satisfying their customers these days? John makes a case that they're not. But he has some suggestions on how they can turn that trend around. Our Management, Marketing & Sales section this week also features essays from consultants Ed Shane and Dave Van Dyke. And a popular radio executive is in our GM spotlight — Infinity/Phoenix Market Manager Clancy Woods.

Pages 8-14

**CONVENTION MEMORIES!**

Assuming you didn't kill too many brain cells at previous R&R Conventions, you've no doubt racked up quite a few great memories of striking up new friendships, attending inspiring sessions and listening to great music. Carol Archer asks friends in the Smooth Jazz community for their favorite convention memories, and Jim Kerr consulted his archives to present you with a year-by-year retrospective of the Alternation at recent meetings.

Pages 80, 94

**IN THE NEWS**

- Michael Powell predicts ownership-limit review will be done by 2003
- XM execs confronted by protesters over content diversity
- Pete Rosenblum named Elektra VP/Alternative Promotion
- Earl Jones becomes GM of WJLB & WMXD/Detroit

Page 3

**THIS #1 WEEK**

**CHR/POP**

• VANESSA CARLTON A Thousand Miles (A&M/Interscope)

**CHR/RHYTHMIC**

• NELLY Hot In Herse (Fo' Reel/Universal)

**URBAN**

• CAM'RON Oh Boy (Roc-A-Fella/IDJMG)

**URBAN AC**

• JAHEIM Anything (Divine Mill/WB)

**COUNTRY**

• GEORGE STRAIT Living And Living Well (MCA)

**AC**

• CELINE DION A New Day Has Come (Epic)

**HOT AC**

• SHERYL CROW Soak Up The Sun (A&M/Interscope)

**SMOOTH JAZZ**

• JEFF GOLUB Cut The Cake (GRP/VMG)

**ROCK**

• KROEGER & SCOTT Hero (Roadrunner/Columbia/IDJMG)

**ACTIVE ROCK**

• GOOSMACK I Stand Alone (Republic/Universal)

**ALTERNATIVE**

• KROEGER & SCOTT Hero (Roadrunner/Columbia/IDJMG)

**TRIPLE A**

• JACK JOHNSON Flake (Enjoy/Universal)



**Univision Makes Play For HBC**

■ TV giant gets radio company for \$3.5 billion

BY ADAM JACOBSON  
R&R RADIO EDITOR  
ajacobson@radioandrecords.com



Tichenor

A Spanish-language television giant has agreed to a marriage with a giant of Spanish-language radio. As of R&R's Tuesday-evening deadline, Univision Communications — owner of the Univision, Telefutera and Galavision television networks and the Univision Music Group — was expected to

agree to a \$3.5-billion merger with Hispanic Broadcasting.

News of a probable deal between the two companies was first announced by the *Wall Street Journal* and the *Miami Herald*, both of which cited sources close to the negotiations. R&R additionally confirmed that a deal was

UNIVISION/See Page 22

**BMG To Acquire Zomba For \$3 Billion**

■ Deal includes Jive's 'N Sync, Britney Spears

BY RON RODRIGUES  
R&R EDITOR-IN-CHIEF  
ronr@radioandrecords.com

Zomba Music Group, the high-flying music organization that includes the Jive Records label, is selling out to BMG for nearly \$3 billion. When the deal closes, BMG will have in its stable such artists as 'N Sync, The Backstreet Boys and Britney Spears to go with the likes of Whitney Houston, Pink and The Dave Matthews Band.

Until now BMG has owned 25% of Zomba's publishing business and 20% of its label operations. When those deals were consummated, 12 years ago, Zomba head and founder Clive Calder agreed to a "put" option to sell the remainder of his company to BMG in 2002. With the option expiring at the end of this year, Calder has exercised the option, triggering the sale to BMG.

ZOMBA/See Page 22

**Citadel Files For \$575 Million IPO**

■ Company plans to trade on NYSE as 'CDL'

BY JOE HOWARD  
R&R WASHINGTON BUREAU  
jhoward@radioandrecords.com



Suleman

Less than a year after being acquired by Forstmann Little for \$2.1 billion and going private, Citadel has announced that it is returning to the public sector. The company filed to raise \$575 million in an initial public offering on the New York Stock Exchange.

In a June 5 SEC filing Citadel, which previously used the ticker symbol "CITC," proposed use of the ticker symbol "CDL" for its next life as a publicly

CITADEL/See Page 28

**EXCLUSIVE**

**Teens Say Downloading Music For Free Not Morally Wrong**

■ Edison/R&R study uncovers disturbing trend, but industry can still work to change behavior

BY FRANK CORREIA  
R&R MUSIC EDITOR  
fcorreia@radioandrecords.com

LOS ANGELES — Recent first-week sales booms from such artists as Eminem and Ashanti may have brightened the skies for some industry executives, but a recent study by Edison Media Research for R&R shows that clouds continue to loom both overhead and on the horizon for the recording industry overall.

Another statistic unearthed in Edison's "Ultimate Record Buyer Study II": 10% of 12-17s who actively download music from the Internet and previously purchased music

**"People pay millions to have artists endorse their products. The recording industry needs to use that power."**

— Larry Rosin

According to the results of the national survey, revealed here at R&R Convention 2002, 74% of 12-17-year-olds answered no when asked if there is anything morally wrong about downloading music for free off the Internet.

have not purchased a single CD or cassette in the past 12 months. And, when it comes to copying, the percentage goes much higher: 53% of the same age group have burned someone else's copy of a CD rather than purchasing the CD themselves.

Such findings point to a disturbing trend among younger music fans and suggest that record labels haven't framed the downloading issue in a manner that can change

EDISON/See Page 28

**Bortnick Becomes Westwood One COO**

Chuck Bortnick has been appointed COO of Westwood One, effective July 1. Bortnick will continue as President/COO of Westwood One subsidiary Metro Networks/Shadow Broadcast Services, a post he was given in 1999 following Metro's merger with Shadow.



Bortnick

"Chuck has done a tremendous job of building the Metro Networks business and integrating Metro and Shadow," said Westwood One President/CEO Joel Hollander, to whom Bortnick reports. "He's a talented executive, and I look forward to his continued contributions

BORTNICK/See Page 22

**Radio Is Forever!**

■ Clarke Brown looks ahead

TONY NOVIA  
R&R CHR EDITOR  
novia@radioandrecords.com



Brown

In these days when much of the attention is on the big companies like Clear Channel and Infinity, Jefferson-Pilot Radio Division President Clarke Brown, who also happens to be a former employer of this editor, is quite proud that he knows the names of all his GMs, their wives and their kids. "We don't need 'Hello, my name is' badges at our meetings," he says, proudly.

Brown is also proud that his little company continues to do quite well. The radio division represents about

10% of the parent company, Jefferson-Pilot Financial, an insurance and financial services company that has total assets of more than \$26 billion.

Jefferson-Pilot bought its first radio station in 1922 and now owns 17, all in top 50 markets. Brown, who oversees all of these stations, began his radio career 37 years ago as an account executive at WQXI-AM & FM/Atlanta. With a law degree in hand, Brown, widely respected for his Southern hospitality, charming personality and business savvy, rose through

See Page 40

**Logan Set As OM Of WUSN/Chicago**

BY LON HELTON  
R&R COUNTRY EDITOR  
lhelton@radioandrecords.com



Logan

Eric Logan has been named to the newly created OM position at Infinity's Country WUSN/Chicago. Logan, who is also Infinity's Country Format Captain and who currently works in Tampa as OM of the company's Sports WQYK-AM, Country combo WQYK-FM & WYUU and Buccaneers Radio Network, is expected to take on his new duties by early July.

"Leaving behind my friends in Tampa, who are really more like

LOGAN/See Page 22

A full-page photograph of Whitney Duncan, a blonde woman with long, wavy hair, smiling and looking to her left. She is wearing a plaid shirt and jeans, and is playing a light blue electric guitar. The background is dark and textured.

# WHITNEY DUNCAN

## WHEN I SAID I WOULD

"I knew from the first day of writing with her that she was a real artist. Both Mark Bright and I knew she was the kind of singer/writer that we were looking for. She is a dream to work with. She brings a passion to her work that makes me realize why I make records."

-John Shanks, Co-producer

"Whitney Duncan has the "It" factor! Whitney's new song 'When I Said I Would' is a riveting sonic harmonic that has me glued to my radio!!!

-Scott Mahalick- PD-KBWF/San Francisco

### CHECK OUT "WHIT'S WHIT!"

She's more than just powerful pipes and a pretty face! Whitney Duncan is also pretty darn funny. The rising country star presents an ongoing series of humorous videos you can see on [AOL's theboot.com!](http://AOL's.theboot.com)

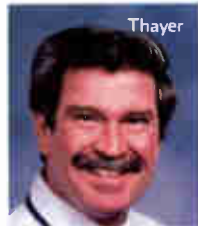
# FOR IMMEDIATE AIRPLAY

# Perspectives

**Broadcasters who made the biggest difference:** Larry Lujack, WLS/Chicago; Dan Ingram, WABC/New York; Jackson Armstrong, WKBW/Buttalo.

Chuck Buell on WLS one Sunday night played 89 songs in a row. On March 16, I played my 500,000th song in a row. Just 2.75 more years to make the goal of 1 million songs in a row.

**Promotions:** Twice, I did a 100-hour on-air marathon (1973, WFLB for Humane Society; 1979, WRNO for MDA). I kissed 3,225 ladies in 89 hours for a world record in 1978 during an LSU football marathon. WLCS broadcast the proceedings. Mud wrestling (with ladies) was fun in the early '80s.



Thayer

—Dr. “Doc” Thayer, owner WZPH/Zephyrhills, Fla.

## Mo Ostin

### TRIBUTE

Oddly, the man that I consider to be the biggest influence on my professional life is someone I have never met or even spoken to. The first time I ever heard the name “Mo Ostin,” I was a 16-year-old kid, working in the hippest record store in Cincinnati. Growing up in “Leave It to Beaver” land, I don’t think I’d ever heard the name “Mo” before, but this guy ran the company that gave us Jimi Hendrix, James Taylor, Neil Young, the Grateful Dead and Joni Mitchell—so he must be cool.

But it was years later, as my passion for music twisted and turned into a career, that I began to understand that this man was truly a giant. His major accomplishments are well-documented and the success that Warner Bros. Records experienced under his leadership is, of course, unparalleled.

But the real story of the greatness of Mo Ostin can be heard in “smaller” conversations with the artists who recorded for him and the many successful people who worked “for” him, either directly or from a point somewhere in the culture that he built and protected.

Ask the artists: This is a man who knew and understood the sometimes overwhelming internal creative need to reinvent, to move forward, with unique artistic integrity, combined and complicated by the often cold realities of the commercial box.

Ask the staff: This is a man who hired the right people, trusted them to perform their duties and treated them with love and respect, knowing at all times that this was not just a “nice” way to run the company, it was the “smart” way to realize the full potential out of everyone in the “family.”

This is a man who made tough decisions by the minute but who refused to refer to the music as “product” and refused to let go of the notion that no matter what the task at hand, those involved should feel like they are playing on a

# PIVOTAL EVENT 2003

## Dixie Chicks Radio Ban Makes Senate Panel Hit List

Just days before the U.S.-led invasion of Iraq in March 2003, Dixie Chicks lead vocalist Natalie Maines uttered remarks during a London concert that would dramatically transform the multiplatinum band’s career: “They didn’t want this war, this violence, and we’re ashamed the President of the United States is from Texas.” Four months later, Maines may have been thousands of miles away but she and her bandmates were stars of a Senate Commerce Committee hearing on the effects of consolidation on the radio industry.

Cumulus chairman/CEO Lew Dickey faced intense questioning as committee chairman John McCain lambasted him for a company decision to ban the superstars’ music on all 50 of its country stations following Maines’ comments. In fact, McCain told Dickey the decision stood in the way of the Chicks’ First Amendment rights.

“I was more offended, or as offended as anyone by the statement,” McCain told Dickey. “But to restrain their trade because they exercised their rights of free speech, to me, is remarkable. It’s a strong argument about [what] media concentration has the possibility of doing.”

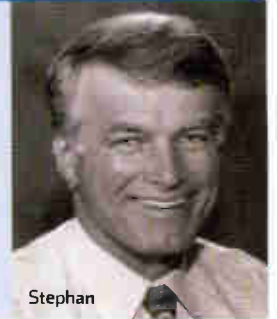
Although Dickey insisted the decision was made in response to a “groundswell of negative reaction” from listeners and after several meetings with station programmers, McCain said he was greatly disturbed that the decision came from corporate headquarters. Conceding that it emanated from the corporate level, Dickey said the decision was made only after local managers said listeners had objected to hearing the group’s music. After 30 days PDs were invited to decide for themselves whether to resume playing the Dixie Chicks. —Erica Farber

## RADIO & RECORDS

# Convention Memory

“I remember when Erica Farber introduced me, Jim Bohannon and a few others at the 10th Talk Radio Seminar as having been at all the conventions without missing one, and in fact—Jimbo and I figured out I am now the only person alive who has been to every one of R&R’s events. Don’t know what it’s worth, but there it is.”

—Doug Stephan, “boss,” Stephan Multimedia



Stephan



Ostin

winning team and that the experience overall must be fun and rewarding.

This is what I know of a man for whom the closest I have ever been was to stand and stare as he walked past me at the Grammy Awards. Is Mo Ostin everything that his quiet legend says he is? I don’t know. But for the better part of the last 38 years, I have watched and studied, questioned and marveled. I hope that in my career I have conducted myself with half the level of professionalism, integrity and humanity that I have seen from a distance in Mo Ostin.

—Mike Dungan, president/CEO Capitol Nashville

## 2005 CONTINUED

**Urban AC**  
KEM I Can’t Stop Loving You

**Canada Rock**  
GREEN DAY Boulevard Of Broken Dreams

**Canada Country**  
JO DEE MESSINA My Give A Damn’s Busted

**Canada CHR**  
USHER Caught Up

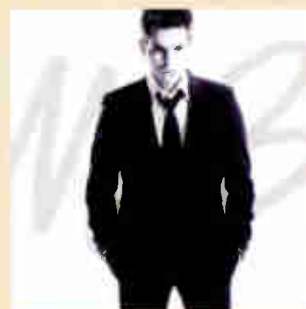


**Canada Hot AC**  
LIFEHOUSE You And Me

**Canada AC**  
MICHAEL BUBLÉ Home

## 2006

**All Format**  
MARY J. BLIGE Be Without You



**AC**  
JAMES BLUNT You’re Beautiful

**Active Rock**  
THREE DAYS GRACE Animal I Have Become

**Alternative**  
RED HOT CHILI PEPPERS Dani California

**Americana Albums**  
ROSANNE CASH Black Cadillac



ARE YOU YOUR JOB?

At a time when many are questioning their career decisions, consultant John Parikh tells you in this week's Management/Marketing/Sales section how to evaluate your career identity and tackle anxiety about where you stand and your future. Consultant Dave Van Dyke outlines how to become a master delegator — skills that are sure to improve your time management and executive efficiency. Dan O'Day and Jeffrey Hedquist give important copywriting lessons, while sales maven Irwin Pollack helps AEs reinforce radio's strengths vs. cable TV.

Pages 6-8

LESSONS LEARNED AT R&R TRS

Last month News/Talk/Sports movers and shakers converged on Southern California for the R&R Talk Radio Seminar. This week Al Peterson asks, "What did you learn at TRS?" Read the responses of WABC/N.Y.'s Phil Boyce, KFI/L.A.'s Robin Bertolucci, KSTP/Minneapolis' Joe O'Brien and more.

Page 13

R&R NUMBER ONES

- CHR/POP**
  - 50 CENT In Da Club (Shady/Aftermath/Interscope)
- CHR/POP**
  - 50 CENT In Da Club (Shady/Aftermath/Interscope)
- URBAN**
  - SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)
- URBAN AC**
  - TYRESE How You Gonna Act Like That (J)
- COUNTRY**
  - DARRYL WORLEY Have You Forgotten (DreamWorks)
- AC**
  - CHRISTINA AGUILERA Beautiful (RCA)
- HOT AC**
  - AVRIL LAVIGNE I'm With You (Arista)
- SMOOTH JAZZ**
  - MINDI ABAIR Lucy's (GRP/VMG)
- ROCK**
  - AUOIOSLAVE Like A Stone (Interscope/Epic)
- ACTIVE ROCK**
  - LINKIN PARK Somewhere I Belong (Warner Bros.)
- ALTERNATIVE**
  - LINKIN PARK Somewhere I Belong (Warner Bros.)
- TRIPLE A**
  - JASON MRAZ The Remedy (I Won't...) (Elektra/EEG)
- CHRISTIAN AC**
  - NEWSBOYS He Reigns (Sparrow)
- CHRISTIAN CHR**
  - SWITCHFOOT More Than Fine (Sparrow)
- CHRISTIAN ROCK**
  - SEVENTH DAY SLUMBER I Know (Crown)
- CHRISTIAN MSPO**
  - AVALON Everything To Me (Sparrow)
- SPANISH CONTEMPORARY**
  - RICKY MARTIN Tal Vez (Sony Discos)
- TEJANO**
  - KUMBIA KINGS... No Tengo Dinero (EMI Latin)
- REGIONAL MEXICAN**
  - TIGRES DEL NORTE Mi Soldado (Fonovisa)
- TROPICAL**
  - GILBERTO S. ROSA Si Te Digeron (Sony Discos)

ISSUE NUMBER 1500



1,500TH ISSUE

R&R Reaches Milestone: 1,500th Issue Published

First edition of R&R was dated Oct. 5, 1973

By Erica Farber  
Publisher/CEO  
efarber@radioandrecords.com

In an era of consolidation combined with a challenging business environment, this week marks the 1,500th issue of R&R, the industry's newspaper. Issue No. 1 was published on Oct. 5, 1973, and for 30 years R&R has continued to serve the radio and music industries with unbiased news coverage, accurate and credible charts, and key information and feature stories designed to help executives perform their jobs more effectively.

In an average week R&R publishes approximately 1,500 words per page, which, multiplied by 1,500 issues, equals 2.25 million words. Multiply that by the

number of pages published each week, and that figure moves way into the hundreds of millions.

R&R publishes 51 weeks a year, suspending one week during the December holidays. The short hiatus was established to enable the music industry to take a much-needed break. In the company's 30-year history we've missed publishing only one week, due to the terrorist activity of Sept. 11, 2001.

The very first issue of R&R consisted of 24 total pages and included headlines heralding format flip in Seattle, the announcement that Dallas had a new live-programmed FM station,

MILESTONE See Page 10

Radio Revenue Advances 7% In February

By Jeff Green  
R&R Executive Editor  
jgreen@radioandrecords.com

Registering their 12th consecutive month of revenue gains, radio sales increased 7% in February compared to the same month in 2002, thanks to an 8% jump in local dollars and a 5% boost in national sales. Year-to-date, radio is up 7% overall so far, with local business 6% ahead of 2002 and national up 11%.

The figures are particularly encouraging in light of the advertiser edginess that was expected with the then-impending war in Iraq. That concern is reflected in the growth slowdown of national revenue, with February's 5% speed bump representing the weakest year-to-year improvement since

REVENUE See Page 3

Infinity Makes N.Y. 'Blink'

By Kevin Carter  
R&R AC Editor  
kcarter@radioandrecords.com

On the heels of April 10's gala launch party in New York, Infinity finally debuted the long-awaited new identity of WNEW/New York: "102.7 Blink." The station's female-targeted format, as described by Infinity President/Programming Andy Schuon, is an "innovative, highly entertaining and absorbing format of Top 40 music and insider Hollywood news and gossip designed to become the Zeitgeist of entertainment and pop culture for New York radio listeners."

Once the station launched, however, the music mix — while decidedly Hot AC at its core — also leaned heavily on late '70s and '80s

gold, along with many currents shared by crosstown CHR/Pop WHITZ, Hot AC WPLJ and Dance-oriented WKTU.

As many had predicted for months, WNEW will take advantage of its in-house ties to such Viacom brands as

Entertainment Tonight, VH1 and MTV — as well as content partners AOL Broadband and US Magazine — in providing listeners with features. Additionally,

WNEW has brought on three full-time reporters — two of whom will be based in Los Angeles — to cover the entertainment scene.

Steve Kingston, PD of Alternative sister WXRK/ New York, adds OM duties

BLINK See Page 3



Ienner Appointed To Sony Music U.S. President Post

Longtime CRG exec oversees all domestic labels

By Frank Correia  
R&R Music Editor  
fcorreia@radioandrecords.com

Don Ienner has been named to the newly created post of President, Sony Music U.S. Based in New York and reporting to Sony Music Entertainment Chairman/CEO Andrew Lack, Ienner will oversee the operation of all Sony Music labels in the U.S., including Columbia Records Group, Epic Records, Sony Classical, Sony Music Nashville, Sony Music Sound-



Ienner

trax, Sony Wonder and Legacy Recordings.

He will also work closely with the company's senior management team in developing and implementing strategic initiatives related to a wide array of areas, including sales and distribution.

"During his tenure with the company Don Ienner has built Columbia Records into one of the most

IENNER See Page 15

CC Severs Ties With Indies

'Format Liaison Team' to handle label relations

By Adam Jacobson  
R&R Radio Editor  
ajacobson@radioandrecords.com

On April 9 Clear Channel took a major step toward improving its image on Capitol Hill by announcing that it will sever its ties with the independent promoters it currently does business with following the expiration of those contracts.

The decision by the company to end its involvement with indies could have a ripple effect across the radio industry. Clear Channel's agreements are set to expire in June and July, and while the independent-promotion business has come under scrutiny for allegedly influencing what gets placed



Hogan

on playlists at client stations, Clear Channel emphasized that the indies the company has been working with don't influence what songs end up on the air on its radio stations.

Nevertheless, Clear Channel President Mark Mays explained his company's decision by saying, "We have zero tolerance for 'pay for play' but want to avoid even the suggestion that such a practice takes place within our company." More important, Clear Channel said it agreed to cut its ties with its indies because of pressure from

CLEAR CHANNEL See Page 10

Emmis Narrows Its Q4 Losses As Radio Sees Gains

By Joe Howard  
R&R Washington Bureau  
jhoward@radioandrecords.com

Emmis Chairman/CEO Jeff Smulyan tackled everything from his company's debt load to questions about Emmis' possible acquisition of more TV assets and a minority interest in the Los Angeles Dodgers when the company hosted its fiscal Q4 and 2003 earnings conference call on Tuesday.

While some companies will soon be releasing their Q1 2003 earnings, Emmis — thanks to its March-February fiscal calendar — is just getting to its year-end results. But that gives investors and Wall Street watchers a sneak peek at what to expect once the Q1 earnings season hits its stride.

Emmis' Q4 net loss declined

EMMIS See Page 15

Register for R&R Convention 2003, June 19-21: Page 25

# Perspectives

I've been reading R&R for 30 of its 35 years. During my career, I've programmed many stations, launched several formats and did a top-rated morning show for 18 years before leaving to start my own consulting business last November. As you can imagine, I've had the opportunity to work with a lot of people during my 30-year career.

**Among the best programmers who come to mind:** Guy Zapoleon, Mike McVay, Jimmy Steal, Dave Lange, Steve Rivers, Chris Kampmeier, Kevin Weatherly.

**Air talent:** Howard Stern, Rick Dees, Jonathon Brandmeier, Mark & Brian, Jimmy Roach, Clarke Ingram, Kevin & Bean



Elliott

**GMs:** Of all the owners and GMs I've worked for, Miles Sexton, Joe Schwartz, Marilyn Woods and Tom Mosher I would go to war with, because they not only understood programming and sales, but had tremendous people skills and are successful because they trusted those they hired to do their jobs and were extremely supportive.

**Station owners:** Rick Buckley, John Hearn

**Record executives, in alphabetical order:** Michelle Babbitt, Artie Gentile, Wendy Goodman, Joanne Grande, Diane Monk-Harrison, Bobby Houck-Jacobs, Dara Kravitz, Mark Rizzo, Megan Youngblood. These get my vote because they've been consistent, had longevity and went about their jobs in the most professional and respectful way.

**Promotions:** The world famous Black Box promotion, Spin & Win a Car, the Million Dollar Cash Cow

**Innovations in technology:** Digital equipment, satellite delivery services, FTP sites.

—Mark Elliott, president  
Z1 Creative

### RADIO & RECORDS

## Convention Memory

**"When I won local promotion person of the year. President Clinton spoke, and it was just a great time."**

—Bebop Hobel, promotion and marketing director, COS Music



Hobel

## PIVOTAL EVENTS 2004

### FCC Cracks Down On Indecency

A picture is said to be worth a thousand words, but when it came to CBS-TV showing a split-second frame of Janet Jackson's bare breast to millions of unsuspecting Super Bowl halftime show viewers on Feb. 1, 2004, it was worth at least a \$550,000 fine from the FCC. That record fine broke down to a \$27,500 charge—the highest fine allowable at the time—to each of the 20 CBS-owned TV stations broadcasting the game.

Applauded by scores of family advocacy groups and even promoted by then-FCC chairman Michael Powell, the fine set a precedent for how the FCC would police indecency with broadcasters in the future.

The moment sparked an FCC campaign to clean



Powell

up America's airwaves. The FCC, already reviewing a listener complaint about a February 2003 program by shock jock Howard Stern, hit Infinity Broadcasting with a \$27,500 fine in March 2004,

then the next month slammed Clear Channel with a whopping \$495,000 fine for an April 2003 Stern show. Broadcasters responded with "zero tolerance" indecency policies, and Clear Channel ejected Stern from its stations. In early October that year, Stern announced he was headed to Sirius Satellite Radio. Others, including Bubba the Love Sponge and the Regular Guys, also soon

succumbed to the pressures of the FCC's indecency crackdown and looked for alternate platforms to practice their craft.—Jeffrey Yorke

### Eliot Spitzer Takes On Payola

By mid-2005, Eliot Spitzer had become a tsunami in the entertainment business, ultimately forcing all four major-label groups to "stop making payments and providing expensive gifts to radio stations and their employees" in return for radio airplay. Then-New York Attorney General Spitzer, whose wide-sweeping investigation began in August 2004 and quickly led to subpoenas through the record and radio industries, began with Sony BMG.

After being mired in the investigation, Sony signed a consent agreement July 25, 2005, to halt "pervasive 'pay-for-play'" behavior in the industry, agreeing to make a \$10 million payment to the Rockefeller Philanthropy Advisors to New York state not-for-profit entities, funding programs aimed at music education and appreciation.

Before his investigation was over, Spitzer had dozens of e-mails that detailed payola plans. He



Spitzer

used them to bring shame—and obtain consent decrees plus multimillion-dollar settlements—from such giants as Warner Music Group, CBS Radio, Citadel, Clear Channel and Entercom. In all, the radio companies made a \$12.5 million "contribution" to the U.S. Treasury and agreed to implement a series of business reforms and compliance measures, such as prohibiting stations and employees from exchanging airtime for cash or items of value; limiting gifts, concert tickets and other valuable items from labels to stations or employees; appointing compliance officers responsible for monitoring and reporting company performance; and training for programming personnel.

Spitzer's enforcement helped propel him into the New York governor's office. But he left in disgrace March 18, 2008, after acknowledging involvement in a call-girl ring.—Jeffrey Yorke

### 2006 CONTINUED



**CHR/Top 40**  
NELLY FURTADO FEAT.  
TIMBALAND Promiscuous

**Christian AC**  
AARON SHUST My Savior, My God

**Christian CHR**  
BARLOWGIRL I Need You To Love Me

**Christian Inspo**  
MARK HARRIS Find Your Wings



**Gospel**  
DONALD LAWRENCE PRESENTS THE TRI-CITY SINGERS The Blessing Of Abraham

**Christian Rock**  
KUTLESS Shut Me Out

**Country**  
RODNEY ATKINS  
If You're Going Through Hell (Before The Devil Even Knows)

**Gospel**  
DONALD LAWRENCE PRESENTS THE TRI-CITY SINGERS The Blessing Of Abraham

**Heritage Rock**  
SHINEDOWN Save Me

**Hot AC**  
THE FRAY Over My Head (Cable Car)

**Latin Pop**  
MANÁ Labios Compartidos

**Latin Rhythm**  
RAKIM & KEN-Y Down



Maná



**ON A WING AND ... ANOTHER WING**

How many nonmusical NTR events do you know of that draw 20,000 fans? This week's Management/Marketing/Sales section offers a look at the lunacy behind one of radio's great entertainment spectacles: WIP/Philadelphia's annual Wing Bowl. Also: Irwin Pollack's 40 sales-meeting idea-starters, Craig Zimmerman on the kinds of e-mail messages to send your database, John Lund's 40-Point Sales Promotion Checklist, Jeffrey Hedquist on new ways to write creatively, Bayliss Scholarship Spotlight recipient David Black and more.

Pages 8-10

**KANE'S BEATLE MEMOIRS**

In 1964, legendary Philadelphia TV news anchor Larry Kane went on the road with The Beatles for one full month — originally against his own instincts. He reminisces about the experience as part of R&R's salute to the Fab Four's 40th anniversary.

Starts on Page 3

**R&R NUMBER ONES**

**CHR/POP**

• **OUTKAST** The Way You Move (Arista)

**CHR/RHYTHMIC**

• **TWISTA...** Slow Jamz (Atlantic)

**URBAN**

• **TWISTA...** Slow Jamz (Atlantic)

**URBAN AC**

• **ALICIA KEYS** You Don't Know My Name (J)

**COUNTRY**

• **TOBY KEITH** American Soldier (DreamWorks)

**AC**

• **SHANIA TWAIN** Forever And For Always (Mercury/IDJMG)

**HOT AC**

• **3 DOORS DOWN** Here Without You (Republic/Universal)

**SMOOTH JAZZ**

• **CHRIS BOTTI** Indian Summer (Columbia)

**ROCK**

• **NICKELBACK** Figured You Out (Roadrunner/IDJMG)

**ACTIVE ROCK**

• **NICKELBACK** Figured You Out (Roadrunner/IDJMG)

**ALTERNATIVE**

• **INCUBUS** Megalomaniac (Epic)

**TRIPLE A**

• **NORAH JONES** Sunrise (Blue Note/EMC)

**CHRISTIAN AC**

• **MATTHEW WEST** More (Sparrow/Universal South)

**CHRISTIAN CHR**

• **JEREMY CAMP** Right Here (BEC)

**CHRISTIAN ROCK**

• **SANCTUS REAL** Beautiful Day (Sparrow)

**CHRISTIAN IRSP**

• **STEVEN C. CHAPMAN** Moment Made For... (Sparrow)

**SPANISH CONTEMPORARY**

• **MARCO A. SOLIS** Mas Que Tu Amigo (Fonovisa)

**TEJANO**

• **INTOCABLE** Soy Un Novato (EMI Latin)

**REGIONAL MEXICAN**

• **MONTEZ DE OURANGO** Lagrimas De Cristal (Disa)

**TROPICAL**

• **VICTOR MANUELLE** Tango Ganas (Sony Discos)

ISSUE NUMBER 1543



**Congress Ponders Prevention Of Indecency In Broadcasting**

By Adam Jacobson  
R&R Radio Editor  
ajacobson@radioandrecords.com

Capitol Hill last week devoted a day to discussing ways to keep indecent material off the airwaves. While the now-infamous "wardrobe malfunction" by entertainer Janet Jackson during the Super Bowl XXXVIII half-time show was the main reason the Senate Commerce Committee and House Telecommunications Subcommittee held concurrent hearings, radio's role in airing indecent material was also addressed by legislators in both houses of Congress.

In the second of two hearings scheduled on Feb. 11, the House Telecommunications Subcommittee played

host to Viacom President/COO Mel Karmazin, NFL Commissioner Paul Tagliabue and all five FCC commissioners at a daylong hearing that at times turned into a grilling session. During his time in front of the subcommittee members, Karmazin was peppered with questions from such House members as Mike Bilirakis and Ed Markey. Right off the bat, Bilirakis asked Karmazin if indecency on radio far surpasses that on TV. Karmazin's reply: "Yes." Bilirakis then asked if it would be realistic to have someone at a radio station on call 24 hours a day to "bleep out" anything that could be ruled indecent. Karmazin explained

**"What we need is a road map. It is not clear what exactly is meant by indecency."**  
Mel Karmazin

INDECENCY ▶ See Page 6

**Brown Becomes WCBS-FM/New York's VP/GM**

Chad Brown has added VP/GM duties at Infinity's flagship Oldies station, WCBS-FM/New York, effective Feb. 23. A veteran infinity sales executive, Brown will continue to serve as Director/Sales for Infinity's entire New York cluster but will relinquish GSM duties for the cluster's News WCBS-AM.

Brown's appointment follows an August 2003 regional restructuring at Infinity that saw WFAN/New York VP/GM Lee Davis add those duties at WCBS-FM. Davis will now focus solely on WFAN.

"It's incredibly exciting for me to be going to 'CBS-FM,'" Brown told R&R. "I've been representing this property for a long time, almost 15 years, and I'm just as excited as anybody to be taking over this station."

Brown's experience includes

BROWN ▶ See Page 12

**25 Years Of Hip-Hop**

**P.R.O.P.S. (Programmers Reminisce Over Past and Present Successes)**

By Dana Hall  
R&R Urban Editor  
dhall@radioandrecords.com

In 1979 Sugar Hill Records released the single "Rapper's Delight" by a little-known New York rap trio, The Sugar Hill Gang. It was not the first rap record ever made, but it was the first to experience commercial success on both the Urban and Pop charts. It is in recognition of this milestone that we celebrate 25 years of hip-hop in this week's Urban and Rhythmic sections of R&R.

Rap started long before that, in the basements of Brooklyn row houses, in the projects of Queens and in the streets of the "Boogie Down" Bronx. When it finally hit radio in 1979, it was already a growing cultural movement

**Seacrest Takes Mornings At KIIS**

**On-Air will replace legendary Dees in wakeups**

By Keith Berman  
R&R Associate Radio Editor  
kberman@radioandrecords.com

Former KYSR/Los Angeles afternoon host Ryan Seacrest has been named morning host at Clear Channel CHR/Pop sister KIIS/Los Angeles. Though an official start date has not been announced, Seacrest will replace Rick Dees, the radio icon who last week departed KIIS after 22 years in wakeups.

The new morning show will have the same name as Seacrest's Fox-syndicated TV program, *On-Air With Ryan Seacrest*, and will broadcast from the studios specially built for that show in Hollywood, CA.

Interestingly, the announcement of Seacrest's new morning job was made on his TV show when, during an appearance by Britney Spears, the recording artist said, "Hey, I want to congratulate you on being the new morning jock on KIIS-FM." Seacrest responded, "Yeah, that's right. I'm going to be on 102.7 KIIS-FM here in Los Angeles. You can come on any time you want."

Clear Channel/Los Angeles VP/Programming and KIIS PD John Ivey said, "We couldn't be more excited about the future of KIIS-FM with Ryan Seacrest."

SEACREST ▶ See Page 12



Seacrest

**LATEST EARNINGS**

**Cumulus Recovers From Losses, Falls Short Of Analyst Estimates**

By Joe Howard  
R&R Washington Bureau  
jhoward@radioandrecords.com

Cumulus Media late Tuesday reported Q4 2003 earnings that fell short of Wall Street expectations but that helped the company recover from year-ago losses. The company's earnings of 7 cents per share fell 4 cents shy of Thomson First Call's consensus estimate of 11 cents, although Cumulus' Q4 net earnings rebounded from a loss of \$1.9 million (3 cents) in Q4 2002 to a gain of \$4.9 million.

Cumulus' Q4 net revenue grew 6%, to \$74.9 million,

while station operating income rose 2%, to \$27.3 million. On a pro forma basis, net revenue was flat at \$74.2 million and station operating income slipped 3%, to \$27.1 million. On a same-station basis, net revenue grew 2% and station operating income was flat.

For full-year 2003 Cumulus' net revenue increased 12%, to \$282 million, while station operating income rose 10%, to \$102.4 million. Net income rebounded from a loss of \$92.8 million in 2002 to a profit of \$5 million in 2003, but the 2002

EARNINGS ▶ See Page 25

**McClendon Now Arista SVP/Urban**

By Frank Correia  
R&R Music Editor  
fcorreia@radioandrecords.com

Cecilia "C.C." McClendon has been elevated to Sr. VP/Urban Promotion at Arista Records. Overseeing the daily operations of the urban promotion department, she serves as a liaison between her area and the marketing and sales departments



McClendon

and heads national radio launches for all Urban and Urban AC single and album releases. Based in New York, McClendon reports to Exec. VP/Promo Steve Bartels.

"C.C. has done a phenomenal job in turning around urban promotion at Arista," Bartels said. "She has incredible spirit, drive, purpose and leadership

MCCLENDON ▶ See Page 12



See Page 38

Coming next week: R&R News/Talk All-Star Players!

# Perspectives

I've been doing radio for 30 of Radio & Records' 35 years. I've seen the record, tape, cart and CD disappear. I remember when the radio station got its first fax machine. We all watched to see the fax coming through like a baby being born. I remember DJs fighting to drive the station van just to use the new mobile bag phone. Now I can control my station from a cell phone sitting at church—and talk to my afternoon guy who lives on the West Coast. One thing that has stayed the same: Radio equals chaos.



Kittleman

—Rod Kittleman, PD  
KADI (99 HIT FM)/Springfield, Mo.

### Our Famous Fans: Peter Frampton



## Bob Wilson, Wolfman Jack, Jim Croce

### TRIBUTE

It was a few months before the first Radio & Records was published. I was new to the music industry, working at ABC/Dunhill Records. I had met Bob Wilson a year before when he was PD of KDAY/Los Angeles. I called him one day in late 1972 and asked if he'd be interested in having me bring a new artist to his station. So I brought Jim Croce to KDAY 1580. Jim spent one hour on the air together with Bob's night jock, Wolfman Jack. I wish I had that aircheck today.

A year later Bob was leaving KDAY. He came over to ABC and made a presentation to the promotion staff, which included Marvin Deane, Pat McCoy, Sammy Alfano, Larry Saul, Jon Scott, myself and our boss, Dennis Lavinthal. Bob asked us to consider supporting his new publication, R&R,

## PIVOTAL EVENT 2005

### The Proliferation Of Jack FM

An explosion of adult hits stations reached the airwaves in 2005 as the format replaced oldies outlets in the nation's biggest markets. In March 2005, the Canadian-born Jack FM took a big leap into the United States on Infinity's KCBS-FM/Los Angeles, ending 11 years of classic rock as Arrow 93.1. KCBS' format change came right after a surprise move to Jack FM for Susquehanna's oldies WGLD/Indianapolis.

The adult hits bandwagon rolled into Philadelphia as AC WMWX shifted to the "play anything" presentation as 95.7 Ben FM. Then ABC Radio's WDRQ/Detroit abandoned CHR/top 40 as 93.1 Doug-FM. Jack FM debuted in San Diego on hot AC KFMB-FM. Smooth jazz WSSM/St. Louis was next as it

became WARH (106.5 the Arch)—the top-rated music station in the summer Arbitron that year.

WQSX/Boston dropped rhythmic AC to become Mike FM, followed by WXPT/Minneapolis going Jack. Oldies KKSX/Portland, Ore., flipped to Charlie FM, while alternative KRQQ/Seattle became another Jack outlet.

By May, three more oldies outlets had joined the adult hits boon: WQSR/Baltimore, WMAK/Nashville and WBUF/Buffalo. June 3 was the day that Infinity shocked the nation by flipping famed oldies WCBS-FM/New York and WJMK/Chicago to Jack outlets.

Meanwhile, Jack FM officially went national as ABC Radio Networks inked an exclusive deal to develop and market a 24/7 Jack format to affiliates across the United States.—Cyndee Maxwell

### RADIO & RECORDS

## Convention Memory

"I was taken by Fred Thompson's appearance to tout his role as Paul Harvey's backup before he managed to find an even less permanent line of work than radio: presidential candidate. Next, perhaps, he should consider parliamentarian for the Anarchists' Society."

—Jim Bohannon, talk show host, Westwood One



Bohannon



Wilson

which was about to start up. After he left, one of the comments in the room was, "How in the world can we support a new tip sheet?" At that time there was the Gavin Report, the Bob Hamilton Radio Report, the Kal Rudman sheet, the Confidential, Mickey Turntable and the Bobby Poe Report. (Dennis also co-founded Hits in 1986.) Then someone else commented that Bob's idea of publishing on Tuesday night instead of the then-current system of Friday would never work. So much for our opinion at that time.

—Steve Resnik  
R&R Street Talk Daily account rep

### 2006 CONTINUED

**Rap**  
LIL JON FEAT. E-40 & SEAN PAUL OF THE YOUNGBLOODZ Snap Yo Fingers

**Regional Mexican**  
MARIANO BARBA Aliado Del Tiempo

**Rhythmic**  
CASSIE Me & U

**Smooth Jazz**  
PAUL BROWN Winelite



**Smooth Jazz Indicator**  
EUGE GROOVE Chillaxin

**Triple A**  
JACK JOHNSON Upside Down

**Triple A Indicator**  
KT TUNSTALL Suddenly I See

**Tropical**  
MARC ANTHONY Que Precio Tiene El Cielo

Mary J. Blige



**Urban**  
MARY J. BLIGE Be Without You

**Urban AC**  
ANTHONY HAMILTON Can't Let Go

**Canada Rock**  
RED HOT CHILI PEPPERS Dani California

**Canada Country**  
BON JOVI DUET WITH JENNIFER NETTLES Who Says You Can't Go Home



BLIGE: MARKUS KLINKO & INDRANI

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## EXCEPTIONAL WOMEN

That's the name of a public-affairs program on WMJX (Magic 106.7)/Boston — a program that's won a remarkable 19 awards. The show is celebrating 12 years of candid conversations in a way that is unique and intimate.

See Page 45

## THE SCHOOL OF ROCK

Rock Editor Ken Anthony offers a nuts-and-bolts checklist to effectively program music — one of the most important keys to success for your radio station.

See Page 55

## R&R NUMBER 1s



**CHR/POP GAVIN DEGRAW**  
I Don't Want To Be (J/RMG)

### CHR/RHYTHMIC

MARIO Let Me Love You (J/RMG)

### URBAN

MARIO Let Me Love You (J/RMG)

### URBAN AC

ALICIA KEYS /TONY, TONI, TONE Diary (J/RMG)

### GOSPEL

J MOSS We Must Praise (Gospo Centric)

### COUNTRY

DARRYL WORLEY Awful, Beautiful Life (DreamWorks)

### AC

LOS LONELY BOYS Heaven (OR Music/Epic)

### HOT AC

GOO GOO DOLLS Give A Little Bit (Warner Bros.)

### SMOOTH JAZZ

RICHARD ELLIOT Your Secret Love (GRP/VMG)

### ROCK

GREEN DAY Boulevard Of Broken Dreams (Reprise)

### ACTIVE ROCK

GREEN DAY Boulevard Of Broken Dreams (Reprise)

### ALTERNATIVE

GREEN DAY Boulevard Of Broken Dreams (Reprise)

### TRIPLE A

GREEN DAY Boulevard Of Broken Dreams (Reprise)

### CHRISTIAN AC

CASTING CROWNS Voices Of... (Beach Street/Reunion/PLG)

### CHRISTIAN CHR

SWITCHFOOT This Is Your Life (Sparrow/EMI CMG)

### CHRISTIAN ROCK

RELIENT K Be My Escape (Gotee)

### CHRISTIAN HIPPO

CASTING CROWNS Voices Of... (Beach Street/Reunion/PLG)

### SPANISH CONTEMPORARY

JUANES Nada Valgo Sin Tu Amor (Universal)

### REGIONAL MEXICAN

LOS TUCANES DE Tijuana El Virus Del Amor (Universal)

### TROPICAL

MONCHY & ALEXANDRA Perdidos (J&N)

ISSUE NUMBER 1589



**THE INDUSTRY'S NEWSPAPER**  
www.radioandrecords.com



The 2005 Consumer Electronics Show was held in Las Vegas Jan. 5-9, and technology is the theme of this week's R&R Focus. Get the scoop on panels, keynotes, announcements and the tempting gadgets to be found on the show floor in R&R's Technology column, Page 10, and look for other tech-related features in this week's issue.

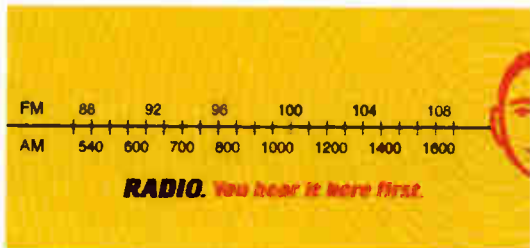
Alternative checks in on 'Less Is More': Page 59

## Nationwide Ad Campaign Promotes Power Of Radio

Blitz designed to counter focus on satellite, iPods

Thousands of radio stations all over the United States have embarked on an ambitious promotion campaign designed to remind lis-

teners of how much radio is part of their lives. Fifteen radio groups were on board for Monday's launch, each contributing a bank of 30-second promotional spots. The spots will have a combined value over six weeks of more than \$28 million.



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last October. It was on the opening day of the NAB show that Howard Stern announced he was moving to satellite radio in 2006.

"This started out with a lot of key industry leaders

CAMPAIGN See Page 11

## Bonneville Appoints Nat'l Programmers

Solk oversees music outlets; Farley works with N/T

Bonneville's 37 radio stations will receive additional corporate programming support as a result of two new appointments: Greg Solk as National Programming Director/Music and Jim Farley as National Programming Director for News/Talk.

Bonneville President/CEO Bruce Reese said Solk and Farley will work with Bonneville's senior management at the corporate and market levels to create and implement programming strategies and



Solk



Farley

BONNEVILLE See Page 22

## Radio To The Rescue

The true meaning of localism is felt coast to coast

By Roger Nadel

R&R Exec. Editor  
rnadel@radioandrecords.com

For months now, terrestrial radio broadcasters have been looking for ways to differentiate their products from what's being offered on satellite and the Internet. Who knew that an event half a world away would bring home that difference? Because of the earthquake and

tsunami that devastated southern Asia two weeks ago, people are once again realizing why their relationship with radio is so personal.

All over the United States and Canada people are heeding the pleas of their favorite jocks, talk show hosts and newscasters to dig in to their pockets to

See Page 8

## WNEW/New York Makes Martini PD

By Julie Kertes

R&R AC/Hot AC Editor  
jkertes@radioandrecords.com

Infinity Broadcasting has named Rick Martini PD of Rhythmic AC WNEW (Mix 102.7)/New York. He replaces Frankie Blue, who resigned last week.

"Rick is an experienced broadcaster and a veteran of the New York market," said WNEW VP/GM Maire Mason. "He has a passion for the format, and his leadership qualities are exemplary. We are very fortunate to have Rick on the Mix team."

Martini was Asst. PD/MD of WNEW from 2003-04 and was instrumental in its launch as Mix 102.7. He left the station last July to become Asst. PD for clustermate WCBS-FM.

"I'm very exciting about returning to Mix 102.7," Martini told R&R. "In the past year the

MARTINI See Page 11

## Randy Goodman's Magic Kingdom

A banner year for Disney's Lyric Street

By Lon Helton and Chuck Aly  
R&R Nashville Bureau

Lyric Street President

Randy Goodman has music in his blood. While at Nashville's David Lipscomb University, he was the drummer in a band that included Kim Richey and Bill Lloyd, but his future was in the business side of the industry, and in 1981 he joined RCA/Nashville, where he did it all.

Starting on the lowest rung of the publicity department, he later moved into artist development and

merchandising. He became VP/Product Development in 1988 and in June 1990 was named VP/Promotion & Product Development. That was two months before he and RCA & BNA/Nashville Chairman Joe Galante moved to New York, with Goodman serving as RCA's Sr. VP/Marketing.



Goodman

The pair returned to Nashville in 1994, with Goodman as Sr. VP/GM of the RCA Label Group/Nashville, which included the RCA and BNA imprints.

See Page 38

## Sledge Gets New VP/Country Post At Clear Channel

Clear Channel has elevated Regional VP/Southwest Alan Sledge to the newly created position of VP/Clear Channel Country. Sledge will retain his duties as Director/Programming Operations for Clear Channel's Phoenix cluster and will now be called on to assist local Country programmers throughout the company in developing content.

"Alan has clearly earned this opportunity," said Clear Channel Sr. VP/Programming Tom Owens. "This promotion recognizes Alan's contributions to the success of many



Sledge

SLEDGE See Page 12

# DOES YOUR STATION HAVE A WINNING TEAM?

## ACADEMY of COUNTRY MUSIC®

Submissions for the Academy of Country Music's radio station and on-air personality of the year awards will be accepted beginning **Monday, November 10, 2008**. Look for details and submissions guidelines soon at [acmcountry.com](http://acmcountry.com) or email Brooke Primero at [brooke@acmcountry.com](mailto:brooke@acmcountry.com) for more information!

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This letter to R&R was originally published March 18, 1977.

### 'Hire An Ex-Telephone Operator'

Dear R&R:

I just read Mike Harrison's article ("Radio Is a Business"). I laughed and read it again. Then I cried. Well-put, Mike. Radio is just a dial-punch away from one master program tape with interchangeable call letters and slogans. For a really good (as in loyal) announcer, I suggest hiring an ex-telephone operator. There are so many ways we make our job in radio an easy one. For instance, it takes time and talent for a music director to listen to music. It's always easier to "watch" the song and see what it does. It takes thought to produce a slogan that builds or supports a strong radio image. It's so much easier to borrow ideas from the "big" stations getting all the ink in the trades.

Let's face it, GMs and PDs are not talent agents. If anything, programmers are geared to marketing music, not personalities. So most of radio's potential talents are without agents to properly market or represent them.

Radio needs more agents for the "egotistical stars" who eventually move into the other fields of entertainment where they are more welcome to succeed.

As a programming consultant, I hope to meet and hire as many stars (or potential stars) as I have openings to fill. If talents need room to grow into giants, I prefer they do it on my stations. The "risk" of a talent leaving is no risk at all. It's an inevitable fact. I'd rather have a good man leave than a really inferior one stay and not be able to get rid of him.

—Ron Stevens  
Programming consultant



**Our Famous Fans:**  
George Harrison

## PIVOTAL EVENT 2006

### Howard Stern Abdicates Terrestrial Throne For Satellite Radio

Shortly after 7 a.m. on Jan. 9, 2006, Robin Quivers asked Howard Stern, "How do you feel?" But she answered her own question, saying, "I feel like we're talking to four people," to which Stern retorted, "This just in, we have two people from Montana listening."

And so began the King of All Media's highly vaunted satellite radio debut. Stern dumbfounded the industry 14 months earlier when he announced plans to abandon terrestrial broadcasting, after 25 years of rewriting the radio playbook, for a \$500 million five-year deal at Sirius Satellite Radio.

Around 8:30 that morning, Stern launched into one of his trademark on-air press conferences. The media turnout in the sleek, blue-lit 4,100-square-foot studio—the largest built at Sirius—was befitting any A-list

Hollywood celebrity: CNN, Fox, MSNBC, "Access Hollywood," "Inside Edition," print journalists and a cadre of reporters from Howard 100 News. Calling terrestrial radio "boring, old-fashioned [and] overcommercialized," Stern termed his Sirius debut "a culmination for all broadcasters" and promised "all kinds of content" delivered through multiple platforms.

After generating unprecedented ratings—and record-setting indecency fines—for previous employer Infinity Broadcasting, Stern said the FCC took "all sorts of topics" off the table for

on-air personalities and that his two Sirius channels would go to "new places" while focusing on the Howard Stern listener. "We don't have to worry about pleasing 10 billion people," he said.—Paul Heine



Stern

## RADIO & RECORDS

### Convention Memory

"It would have to be doing R&R senior director of digital initiatives John Fagot's 'pick the hits' panel in 2006 in Dallas. I tied with [artist manager] Jamie Kitman to take the trophy. Jamie actually took the trophy home with him though. We were supposed to share.

" 'American Idol' judge Randy Jackson and now-Capitol Music Group head of promotion Greg Thompson were also on the panel with us, and it was some of the most fun I've ever had on a panel."

—Helen Little, midday personality, WLTW/New York



Little

## 2006 CONTINUED

**Canada**  
**CHR/Top 40**  
SHAKIRA FEAT. WYCLEF JEAN  
Hips Don't Lie



**Canada Hot AC**  
ROB THOMAS  
Ever The Same

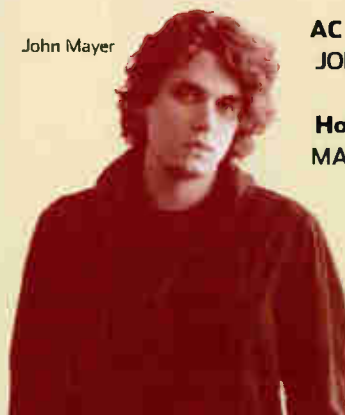
**Canada AC**  
JAMES BLUNT You're Beautiful

**2007**  
**All Format**  
BEYONCÉ Irreplaceable

**CHR/Top 40**  
FERGIE Big Girls Don't Cry

**Rhythmic**  
T-PAIN FEAT. YUNG JOC Buy U A Drank (Shawty Snappin')

John Mayer



**AC**  
JOHN MAYER Waiting On The World To Change

**Hot AC**  
MAROON 5 Makes Me Wonder

**Alternative**  
LINKIN PARK  
What I've Done

**Active Rock**  
FINGER ELEVEN Paralyzer



## WHAT WOMEN WANT

News/Talk/Sports Editor **Al Peterson** reviews a session from the recent Talk Radio Seminar where the subject was talk targeted to women. Knowledge Network's Maura Clancy says such programming could bring 50% more women to Talk radio than are currently listening to it.

See Page 8

## LIVE AND LOUD

Have you ever left a concert and wished that you could hear the show all over again? Well, thanks to Instant Live and SRS Labs, you can now buy a surround-sound CD of the performance on your way out of the venue.

See Page 15

## R&R NUMBER 1s



**TROPICAL**  
**ANDY MONTAÑEZ**  
Se Le Ve (SGZ/Univision)

### CHR/POP

**SEAN PAUL** Temperature (VP/Atlantic)

### CHR/RHYTHMIC

**CHAMILLIONAIRE** I/KRAYZIE BONE Ridin' (Universal)

### URBAN

**T.I.** What You Know (Grand Hustle/Atlantic)

### URBAN AC

**A. HAMILTON** Can't Let Go (So So Def/Zomba Label Group)

### GAOSPEL

**DONALD LAWRENCE** The Blessing Of... (EMI Gospel)

### COUNTRY

**BON JOVI** w/J. NETTLES Who Says... (Mercury/IDJMG)

### SMOOTH JAZZ

**PAUL BRDWN** Winelight (GRP/VMG)

### AC

**JAMES BLUNT** You're Beautiful (Custard/Atlantic)

### HOT AC

**DANIEL POWTER** Bad Day (Warner Bros.)

### ROCK

**RED HOT CHILI PEPPERS** Dani California (Warner Bros.)

### ACTIVE ROCK

**GODSMACK** Speak (Universal Republic)

### ALTERNATIVE

**RED HOT CHILI PEPPERS** Dani California (Warner Bros.)

### TRIPLE A

**JACK JOHNSON** Upside... (Brushfire/Universal Republic)

### CHRISTIAN CHR

**BARLOWGIRL** I Need You... (Fervent/Curb/Warner Bros.)

### CHRISTIAN AC

**AARON SHUST** My Savior My God (Brush)

### CHRISTIAN ROCK

**ELEVENTYSEVEN** More Than... (Flicker/PLG)

### CHRISTIAN INSPO

**CASTING CROWNS** Praise... (Beach Street/Reunion/PLG)

### REGIONAL MEXICAN

**LDS TIGRES DEL NORTE** Señor Locutor (Fonovisa)

### SPANISH CONTEMPORARY

**ALEJANDRA GUZMÁN** Volveré A Amar (Sony BMG)

### LATIN URBAN

**DADDY YANKEE** Rompe (El Cartel/Interscope)

ISSUE NUMBER 1655

# R&R

THE INDUSTRY'S NEWSPAPER

www.radioandrecords.com

APRIL 28, 2006

## HAS ADVERTISING KILLED ITSELF?

This week guest columnist and marketing and management expert **Tom Asacker** (pictured) examines what he sees as the sorry state of radio advertising. He says, "Advertising is in the business of soliciting advertising. It is not in the business of helping businesses make deeper connections with their customers. This had better change, and change fast." Page 12.



Your next PD job: Page 43

## Rehr Sets New Tone For Radio: 'Embrace Change'

'Immediate Future' was the theme at NAB2006

By **Jeffrey Yorke**

R&R Washington Bureau Chief  
jyorker@radioandrecords.com

**LAS VEGAS** — Newly minted NAB President/CEO David Rehr on Monday told a standing-room-only crowd of several thousand NAB2006 attendees, "I believe that the NAB must move from an organization that is per-

ceived as being on the defensive to one that is on offense. We cannot afford to be an organization that is perceived as protecting the status quo, but rather one that embraces change."

The words set a tone that was repeated throughout the

NAB See Page 11



When WOMC/Detroit morning host **Dick Purtan** (second from r) was inducted into the NAB Hall of Fame, he took time to pose with (l-r) Entercom President/CEO and NAB Radio Board Chairman **David Field**, NAB President/CEO **David Rehr** and Bonneville President/CEO and NAB Joint Board Chairman **Bruce Reese**.

## Sony BMG Combines Nashville Labels

By **Lon Helton**

R&R Country Editor  
lhelton@radioandrecords.com

An April 19 internal memo from CEO **Rolf Schmidt-Holtz** to Sony BMG employees announced that the company is "combining the resources of its two Nashville operations in order to create a single powerhouse entity, which will be known as **Sony BMG Nashville**."

RCA Label Group Chairman **Joe Galante** has been named Chairman of the combined entity, with Sony/Nashville President **John Grady** exiting. R&R has also learned that Sony/Nashville VP/Finance **Jeff Allen** will be leaving the company after a six-to-eight-week transition period.



Galante

SONY BMG NASHVILLE See Page 7

## Opie & Anthony Return To CBS Radio

By **Keith Berman**

R&R Associate Radio Editor  
kberman@radioandrecords.com

CBS Radio has named **Opie & Anthony**, who are currently heard on XM Satellite Radio, to replace **David Lee Roth** in all seven markets where Roth had aired. The deal is unprecedented because the duo will air simultaneously on terrestrial and satellite radio.

Rumors of Roth's impending demise as morning jock on several CBS Radio stations finally became reality on April 21, when the company confirmed his departure and Roth said goodbye to his listeners.

O&A See Page 7



Opie & Anthony

## Hammer Named KNBR/S.F. PD

By **Al Peterson**

R&R News/Talk/Sports Editor  
apeterson@radioandrecords.com

Bay Area radio veteran **Lee Hammer** has been named PD of Susquehanna Sports outlets **KNBR & KTCT/San Francisco**, which are marketed under the single moniker "KNBR 680 and 1050."

Hammer has been interim PD of KNBR for the past eight months following the exit of **Bob Agnew**, who now programs Clear Channel's cross-town Talk outlets **KNEW & KQKE**.

Hammer will continue to report directly to Susquehanna/San Francisco Sr. VP/Market

HAMMER See Page 7



Hammer

## A Very Deep Pocket Of Programming Excellence

How technology is essential for radio's future

By **Dan Mason**

Special to R&R

*Dan Mason is a familiar figure to PDs. He came from the programming side of the business, working at great radio stations such as WZGC (Z93)/Atlanta and WPGC-FM/Washington.*

*Mason consults several companies in the U.S., and he and his partner, Walter Sabo, recently formed an international consulting business that allows them to see examples of how stations around the world use technology.*

*This week Mason shares with*



Mason

*R&R readers what he considers a great find.*

For more than two years **Walter Sabo** and I have traveled the globe meeting radio programmers, particularly at European stations.

For the most part, it is fair to say that American radio stations are much more advanced than those in Europe. We are more advanced technically, programming-wise and in sales. Recently, however, we came across a deep pocket of

See Page 14

## Denver Elevated To Clear Channel RVPP/S. Florida

Clear Channel has promoted Dave Denver from OM of its West Palm Beach cluster to Regional VP/Programming of its 27 stations in the Miami-South Florida Trading Area and OM of the Miami cluster.

He replaces **Rob Roberts**, who exited last month.

"Dave's performance in West Palm Beach and his performance during his six-week interim status as RVPP proved to me that he is the person for the job," said Clear Channel Regional VP **Mike Crusham**.



Denver

DENVER See Page 11

This letter to R&R was originally published March 10, 1978.

### 'Female Jocks Defended'

Dear R&R:

I am compelled to address a remark by E. Alvin Davis in his recent R&R interview. Responding to a question on the public's reaction to a female doing top 40, he replies, "My experience has been that it has been quite bad . . . I've heard very few ladies do it well." The reason for this is that women have been allowed too few opportunities in top 40 for many to have developed the skills. Not too long ago, this was said about all women on the air.

The sad thing is smaller-market programmers will read Davis' wisdom and compound this deplorable situation, rather than hiring a promising female talent to develop (as they would with a man), while if they took the chance, they would probably get the same favorable reaction as WSAI [Cincinnati] does with Susan Kennedy.

I can't think of an air personality who can look back on his beginning in the business without wincing. Women will fare no better their first show, first month or first job.

It's not magic, gentlemen, it takes experience.

—Denise Oliver, PD

WIYY (98 Rock)/Baltimore

### Our Famous Fans: FCC Commissioner Deborah Taylor Tate



## PIVOTAL EVENT 2007

### The Launch Of The PPM

After years of research, field tests and industry review that began in 1992, Arbitron's new electronic radio audience measurement system—the Portable People Meter—became currency in Philadelphia in March 2007, following a two-month pre-currency period. Houston became the second PPM market in June 2007, while eight more markets—New York, Nassau-Suffolk, Middlesex, Los Angeles, Riverside, Chicago, San Francisco and San Jose—are scheduled to join the revolution in September.

Earlier in 2008, the Media Rating Council denied accreditation to Arbitron's PPM service in Philadelphia and New York, but the company said in its Feb. 28 Form 10-K filing that it had begun re-auditing both cities, where recruitment

is telephone-based as opposed to address-based recruitment in MRC-accredited Houston.

The Philadelphia PPM service has been dogged by samples with poor demo cell balance and DDI levels in the 18-34 demo, but, during its April conference call on PPM progress, Arbitron said it was "making slow and steady progress" in those areas. VP of sales Carol Hanley added, "We continue to exceed the total sample benchmark and the 18-54 guarantee; we are meeting

or exceeding 91% of the 18-34 age cell benchmarks across eight markets; and there is continued progress in April with 25-34 and 18-34." Current plans call for PPM to be deployed in the top 50 radio markets by 2010, replacing the decades-old diary service.—Mike Boyle



### RADIO & RECORDS

## Convention Memory

"When the R&R Conventions were restarted, the Eagles made an appearance that I'll not forget soon. And watching the unflappable Erica Farber stumble while interviewing Bill Clinton was priceless."

—Ed Mann, president, MannGroup Radio



## Flashback



### Living the Dream

A lifelong career with RCA Music Group keeps Joe Galante looking young. Who knew in 1977 that he'd be the King of Country? Here's looking at you, Joe.

TATE: JASON MICCOLO JOHNSON

### 2007 CONTINUED

#### Americana Albums

LUCINDA WILLIAMS West

#### Rock

OZZY OSBOURNE I Don't Wanna Stop

#### Triple A

GOMEZ See The World

#### Triple A Indicator

JOHN BUTLER TRIO Better Than



#### Urban

T-PAIN FEAT. YUNG JOC Buy U A Drank (Shawty Snappin')

#### Urban AC

ROBIN THICKE Lost Without U

#### Rap

PLIES FEAT. T-PAIN Shawty

#### Country

RODNEY ATKINS Watching You

Rodney Atkins



#### Latin Pop

LA 5A ESTACION Me Muero

#### Regional Mexican

LOS RIELEROS DEL NORTE Dime Quien Es

#### Tropical

AVENTURA Mi Corazoncito

#### Latin Rhythm

HECTOR "EL FATHER" Sola





# News Focus

## MOVER Doyle Upped To Entercom/Rochester Market Manager

After seven years as Entercom/Rochester, N.Y., market manager, Michael Doyle is promoted to regional VP. He will oversee eight of the company's markets: Buffalo; Gainesville; Greensboro; Greenville-Spartanburg, S.C.; Memphis; Rochester, N.Y.; Wichita; and Wilkes-Barre/Scranton, Pa. Doyle succeeds former regional VP Steve Godofsky, who shifted into a senior VP role in July to help the company begin transitioning in advance of his retirement.

—Alexandra Cahill

## SHAKER Houston's 'The Game' Adds Brazier

Gow Communications sports KGOW (1560 the Game)/Houston names Debbie Brazier VP of programming. Brazier has been with the station since April in a consulting role, working on developing and implementing design, programming, equipment, operating systems and FCC compliance. The station was previously known as KILE and aired a multicultural language format, which has moved to crosstown KBRZ (1460). Brazier has been a fixture in Houston radio since 1980 when she came to then-Infinity Broadcasting-owned (now CBS Radio's) KILT. Previous to Houston, she worked at WLUP/Chicago. —Mike Boyle



Brazier

## DEALMAKER Ford Offering HD Radio Across Product Lines

Ford Motor on Sept. 26 became the first automaker to offer HD radio across multiple product lines. The dealer-installed option is already available on most 2008 model year Ford, Lincoln and Mercury vehicles. Additionally, the company has the ability to install HD on earlier models from 2005 to 2007. The initiative will benefit from a multimillion-dollar, 13-week, on-air radio campaign in partnership with the HD Digital Radio Alliance. Spots will air in 100 markets on 700 stations. —Mike Boyle

## Radio Industry Descends On Charlotte

New-media strategies for radio and the challenges of transitioning to electronic audience measurement are among key topics expected to receive extensive floor time at the R&R Convention and the NAB Radio Show, Sept. 26-28 in Charlotte.

In multiple sessions slated for both conventions, Arbitron's Portable People Meter will come under the industry microscope from programming, marketing, research and sales angles. Broadcasters from the baptism-by-fire PPM markets of Philadelphia and Houston are scheduled to participate.

A number of sessions are also dedicated to new media and technology, from HD radio, Internet and radio synergies to monetizing new-media investments. Pressing regulatory issues on the convention agenda include music industry efforts to impose a performance royalty on terrestrial radio, the proposed satellite radio merger and higher online streaming fees.

"The Bedroom Project: Radio Uncovered," commissioned by Arbitron and conducted by Jacobs Media in February, is set to be unveiled in two separate sessions. The goal of the study is to discover how young Americans consume and interact with technology and gain insights into media habits and usage. In addition to format-specific sessions devoted to programming trends, the R&R Convention has added a track of nearly one dozen sessions on challenges and issues shared by stations in every format. R&R's 27-member news team is reporting on both conventions. Visit [radioandrecords.com](http://radioandrecords.com) for continuous coverage. A multipage special report will appear in next week's issue. —Paul Heine



## NUMBER CRUNCH

9%

The percentage by which album unit sales were down for the week ending Sept. 16, compared with the same week last year. Despite huge numbers put up by Kanye West (957,000), 50 Cent (691,000) and Kenny Chesney (387,000), sales then totaled 9.16 million, according to Nielsen SoundScan.

70%

The percentage of baby boomers who still buy music, mainly in the CD format, according to the NPD Group. Last year, boomers accounted for 33% of all CD sales, up from 30% in 2002. When buying CDs, 29% said they most likely do so at mass merchants.

70%

The percentage of radio Web site visitors who are active voters, compared with about 60% for the general market, according to the Media Audit. Republicans are nearly 15% more likely to go to radio Web sites compared with the general adult population.

## Mixed Reaction To CCR/Houston's Stopset Reduction

Since Clear Channel Radio/Houston's FM properties trimmed the number of commercial stopsets per hour from three to two as part of a developing Portable People Meter strategy, industry reaction has been mixed. "It's not revolutionary; [CCR] hasn't reinvented the clock," JL Media director of broadcast Rich Russo says. "People have done that for years. It's never good to have that many ads in a row. The PPM numbers will show people tuning out when you get past the third or fourth commercial."

Universal McCann senior VP/associate director of local broadcast Lowery Ferguson is "intrigued" by what CCR has done in Houston. "As a listener, I prefer it. It actually seems like less clutter."

In an e-mail sent to clients, CCR/Houston made these points about the new stopset policy: "It's only one more minute per break (now five minutes max); typically the stopset won't make it to five minutes, closer to 4.5; reducing station promos to one minute per hour, meaning one more minute of content added to all dayparts."

—Mike Boyle and Katy Bachman, *Mediaweek*

## ON THE WEB McVay Media Hires WBEB's Conley; Ups Anstandig

McVay Media has hired outgoing AC WBEB/Philadelphia PD Chris Conley as VP of adult contemporary.

The company also promotes current VP of adult formats Daniel Anstandig to president of McVay New Media. Joining him are new-media experts Rockie Thomas and Sean



Conley

Lozensky. Jerry King is elevated to VP of operations, as well as adding oldies to the formats he consults.

McVay Media is headquartered in Cleveland, with consultants located coast to coast and internationally. —Chuck Taylor

## Clear Channel Buyout Wins 73% Shareholder Approval

A solid majority of Clear Channel shareholders voted Sept. 25 to accept the sweetened \$39.20 per share buyout offer proposed by a group led by Thomas H. Lee Partners and Bain Capital Partners. The \$19.5 billion deal likely will take the San Antonio operation private by year's end. Some 73% of Clear Channel's total shares were represented in the special vote, with 98% of those shares cast in favor of the offer, easily capturing the 66% margin necessary to seal the bid. —Jeffrey Yorke

## Underage Audience Still Exposed To Alcohol Ads

Even though alcohol advertising on radio decreased by 38% between 2001 and 2006, more than one-third of alcohol radio ads were still more likely to be heard by underage listeners than adults on a per capita basis, according to a study conducted by Virtual Media Resources for the Center on Alcohol Marketing and Youth. Last year, one in 12 alcohol radio ads were placed where the underage audience was greater than 30%, the voluntary threshold adopted in 2003 by trade groups for beer and distilled companies. —Katy Bachman, *Mediaweek*

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### RADIO & RECORDS

## Convention Memory

Most of my R&R Convention memories are slightly, er, blurry. They were the only common get-togethers for the entire industry, where all formats in radio and records collided, and boy, we had some wonderful collisions.

Many of my fondest recollections involved third parties, most notably the Los Angeles Police Department hostage negotiation as Marc Cohn played a late-night suite lounge while L.A.'s finest tried diligently to shut it down. (Cohn had three songs to play, and I was able to drag the negotiations out for 15 minutes so he could finish his set.) Another convention had the fire marshals headline as they replaced the Subdudes onstage to a booing crowd—and yes, the hotel had issues with furniture (from my room) in swimming pools followed by security locking me out. I told them I went to bed early, but oddly they still do not allow me back to this hotel.

Late-night jam sessions with the legendary Radio & Record bands, featuring Joe Bevilacqua, Tim Richards, Louis Kaplan, Clark Brown, Matt Duffy, John Butler, Erick Anderson, Rick Cooper, Norm Winer, Edie Lundeen, Jenn Sewell, Jim McGuinn, Paul Colbert and many more . . . Then-unknown acts like the Nevilles, Hootie & the Blowfish, Melissa Etheridge playing with us (look what we did for their careers) . . . Months before every convention a call would go out: "We're putting the band back together." Inevitably we would break up after every R&R confab due to philosophical differences. But we left a legacy playing under names like Consolidation, Non Traditional Revenue, Insignificant Action—"the KarmaAzings" had huge potential but got voted down during rehearsals. And consistently competing against us was our DJ'ing, crowd-stealing nemesis Aaron Axelsen, who spun turntables as he stole attendees, claiming his turntable shit was better than "live" (and look where Aaron is now).

Fantastic speakers, panels and discussions that challenged your brain. Fantastic alcohol, late nights and sleep deprivation that challenged your brain. Every label dueling to outdo their counterparts. The Atlantic hospitality suite was legendary: One year the Atlantic promotion team wore tuxedos as Super Soaker water pistol-toting hostesses shot entrants into our suite with kamikaze shots. (We mixed in a bathtub.) Videogames ruled. Basketball pop-a-shot games physically swallowing Jeff Z as he tried slam-dunk moves. The Black Crowes' Chris Robinson urinating in our potted plants. Testing the limits of buoyancy via terrace furniture tosses to the swimming pool below. And then there was the LAPD.

—Danny Buch, senior VP of promotion and artist development  
Sony BMG RED



Buch

## PIVOTAL EVENT 2008

### Clear Channel Goes Private

Following a tumultuous 21-month journey down Wall Street that included a myriad of lawsuits filed in New York and Texas, Clear Channel on July 30, 2008, completed its privatization deal valued at \$24 billion with the group led by Bain Capital Partners and Thomas H. Lee Partners.

Clear Channel shareholders overwhelmingly approved the merger just days before on July 24. In the end, the shareholders were entitled to receive either \$36 in cash, without interest, or one share of Clear Channel Media Class A common stock for each share of Clear Channel common stock held. As a result of going private, Clear Channel's common stock ceased

trading on the New York Stock Exchange.

The settlement wraps up a staggering media financing odyssey that twisted through a series of courtroom appearances, resulting in numerous deal tweaks after six banks that agreed to fund the plan at \$39.20 per share withdrew and had to be reeled back in at a lower rate. Clear Channel, which once boasted 1,200 radio stations, slimmed down to less than 900 by closing.

In a note to employees following the closing, Clear Channel CEO Mark Mays tried to set the tone for the future by saying, "Today marks the beginning of a new future for Clear Channel—and for all of us at the company." —Mike Boyle & Jeffrey Yorke

This letter to R&R was originally published Oct. 12, 1979.

## WB's Thyret: Strong Stand Against Advance LP Leaks

Dear R&R:

To say that I am frustrated over the callousness of any one person feeling that they have the right to disrupt the three-year effort of the members and families of Fleetwood Mac and their organization, and the plans and efforts of an entire record company and distribution organization, especially during an unstable period in the record industry, would be a gross understatement.

It is unfortunate when people who find themselves in positions of leadership within an industry choose to, by example, foster mistrust and disharmony.

It was very heartening to hear from several PDs and MDs who called to offer their sympathy rather than their rage, and to reassure us that they knew that the leak of the "Tusk" album was not engineered by a Warner Bros. promotion person to gain favor anywhere.

I also became aware of some other major-market PDs and MDs who had copies of this illegal tape and chose not to air them out of courtesy to Fleetwood Mac and Warner Bros. Records.

Warner Bros. Records has taken steps to question under oath the people who illegally played this record, in an effort to find the source of the leak. When found, I intend to prosecute this source to the fullest extent of the law.

We are truly grateful to all of you in radio who trust and believe that this in no way was a deliberate act on our part.

—Russ Thyret, VP/director of promotion  
Warner Bros. Records

### 2007 CONTINUED

**Christian AC**  
RUSH OF FOOLS Undo



**Smooth Jazz**  
PAUL BROWN The Rhythm Method

**Christian Rock**  
EVERYDAY SUNDAY Wake Up! Wake Up!

**Smooth Jazz Indicator**  
NORMAN BROWN Let's Take A Ride

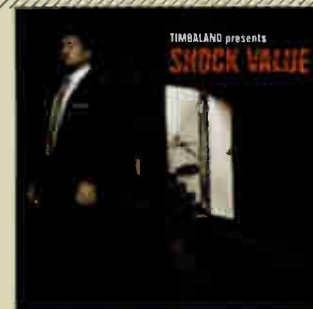
**Christian CHR**  
SKILLET The Last Night

**Gospel**  
DONALD LAWRENCE PRESENTS THE TRI-CITY SINGERS Encourage Yourself

**Christian Inspo**  
MERCYME Bring The Rain

**Canada Rock**  
FINGER ELEVEN Paralyzer

**Canada Country**  
EMERSON DRIVE Moments



**Canada CHR/Top 40**  
TIMBALAND FEAT. KERI HILSON  
The Way I Are



**Canada Hot AC**  
MAROON 5 Makes Me Wonder

**Canada AC**  
JOHN MAYER Waiting On The World To Change

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information for our industry



THE RECORDING ACADEMY®

# R&R News Focus

**April 29:  
Localism Deadline**

Broadcasters must file comments with the FCC by April 29 on proposed new localism regulations governing playlists, creating ascertainment panels, re-enacting main studio rules and more. Reference MB Docket No. 04-233.

## Scarborough Expands Into Small Markets

After completing a pilot project in 15 small markets, Scarborough is positioning to extend its qualitative research service to additional markets. The expansion beyond 81 markets in the company's Top Tier service grew out of a small-market operators' caucus chaired by former RAB CEO Gary Fries and commissioned by Arbitron, which operates Scarborough in a joint venture with R&R parent Nielsen.



Bouvard

"One of the clear messages from the caucus meetings is that small-market operators need better local retail selling tools," Arbitron president of sales and marketing Pierre Bouvard says.

Scarborough's new Mid Tier service promises research on the products consumers buy, where they shop and the media they use in small markets, where the majority of radio business is local direct. —Mike Boyle and Paul Heine

## CBS Stations Roll Out To Last.fm

As expected, Last.fm and its owner CBS Radio announced a strategic partnership to expand their audience reach. Beginning this spring, online streams of CBS Radio's 140 stations will be available on the music and social networking site. Online listeners of any CBS station can shift seamlessly to Last.fm, where they can also play individual songs free.

The deal between the companies is part of the radio group's strategy to distribute station content across as many channels as possible. In March, CBS Radio, which has about 1 million weekly online listeners, agreed to combine online forces with AOL Radio's online streams, making CBS Radio's content available to an additional 1.36 million listeners. —Katy Bachman

## Legal Pingpong Begins In Clear Channel Privatization

Suits and countersuits have begun bounding into courts in Texas and New York. Bain Capital and Thomas H. Lee Partners filed lawsuits in both states March 26 to force six New York banks to the settlement table in an effort to close the \$19.5 billion privatization of Clear Channel. The broadcaster joined the private equity groups in their Texas suit, adding well-known lawyer Joe Jamail to its legal team. Within hours of the filing, presiding District Court Judge John D. Gabriel of Bexar County, Texas, granted a temporary restraining order directing the banks to not "interfere with or thwart consummation of the merger agreement" by refusing to fund it, to act in good faith in the drafting of definitive loan documents, and not to insist on terms inconsistent with the commitment letter.



Mays

The banks responded March 31, asking the New York State Supreme Court to hear their request to dismiss the claims. "Plaintiffs have presented no basis for litigation, much less proceeding in an expedited manner," the banks claimed, with a spokesman adding that there is "sufficient time" for Bain and THL to return to the negotiating table to work toward an agreement on final documentation.

In a March 31 e-mail to employees, Clear Channel CEO Mark Mays expressed disappointment that the deal had not yet closed, adding, "It is my expectation that the merger will close." —Jeffrey Yorke

## NUMBER CRUNCH

6

The number of banks Clear Channel and equity partners Thomas H. Lee and Bain Capital are suing for allegedly failing to fund a takeover as promised. The banks include Citigroup, Morgan Stanley, Credit Suisse, the Royal Bank of Scotland, Deutsche Bank and Wachovia.

\$2.7

The amount in billions of dollars that the banks stand to lose if the \$39.20-per-share, \$19.5 billion buyout deal goes through as currently written. Clear Channel stock has traded for less than \$30 in recent weeks.

82

The age of attorney Joe Jamail, whom Clear Channel hired to represent it in the suit against the banks. Known as the "King of Torts," Jamail represented Pennzoil in a lawsuit against Texaco in 1985. When Pennzoil won, Jamail got a reported \$400 million payout.

## New HD Marketing Message Targets Consumer Conversion

The HD Digital Radio Alliance, the joint radio broadcaster initiative formed to accelerate consumer adoption of HD radio, has rolled out the next stage of its marketing and broadcaster-support efforts, shifting focus to consumer conversion. The refocused marketing includes a new messaging campaign, logos and radio ads in 100 markets on more than 700 stations. The campaign's new tagline is "HD Radio: It's Time to Upgrade." Says HD Digital Radio Alliance president/CEO Peter Ferrara, "This year will see unparalleled numbers of receivers in cars and at retail, totally new data applications and new investments in HD2 and HD3 programming from broadcasters.



Ferrara

Now is the time to convert consumer awareness into purchasing action."

Meanwhile, according to a report by venturebeat.com, HD radio developer iBiquity Digital is in its fourth round of raising venture capital and hopes to raise \$15 million. iBiquity raised \$115 million in the three previous rounds of fund-raising. Consumer adoption of HD radio has generally been slow. While 1,500 HD radio stations are on the air and about \$900 million is spent annually on after-market systems, the HD audience remains small. iBiquity's latest campaign hopes to reinvigorate interest in the service. —Mike Boyle and Jeffrey Yorke

### ON THE WEB

## Tierney PD For New York's K-Rock

CBS Radio rocker WXRK (K-Rock)/New York APD/MID Mike Tierney, who has been overseeing the station's programming since Tracy Cloherty was zapped in a company-wide downsizing in February, has officially received the title of PD; he will retain MID duties. Tierney joined the relaunched K-Rock in August 2007 from the PD post at sister rocker KUFO/Portland, Ore., and was previously PD at KUBE/Seattle and MID at KPLZ/Seattle. He also ran his own artist management company, served as label manager for ATO Records, senior VP of Epic Records and VP of music programming for VH1. —Mike Boyle

## Radio One/Detroit Names PDs

Radio One/Detroit has realigned programming duties at urban WHTD (Hot 102.7) and urban AC WDMK (105.9 Kiss FM). OM Al Payne, who retains his role as PD at gospel/talk WCHB, fills the PD opening at WHTD created by the December departure of Spudd. After being promoted to WHTD MID in December, late night personality Ms. Smiley has been elevated to APD of WHTD and PD of WDMK. She has assisted Payne with WDMK programming since January. Smiley will continue to handle all previously assigned duties at WHDT. —Darnella Dunham

## RAB Establishes New Biz Units

The RAB has made a structural change to its marketing division, breaking it into two separate groups: a business development unit dedicated to advertiser focus and a marketing/communications department led by senior VP of marketing and communications Leah Kamon. In her new position, Kamon will also be involved with the Radio 2020 initiative, a collaborative undertaking from the RAB, NAB and HD Digital Radio Alliance. As part the restructuring, 12-year RAB veteran Mary Bennett, most recently executive VP of national marketing, exits. —Mike Boyle

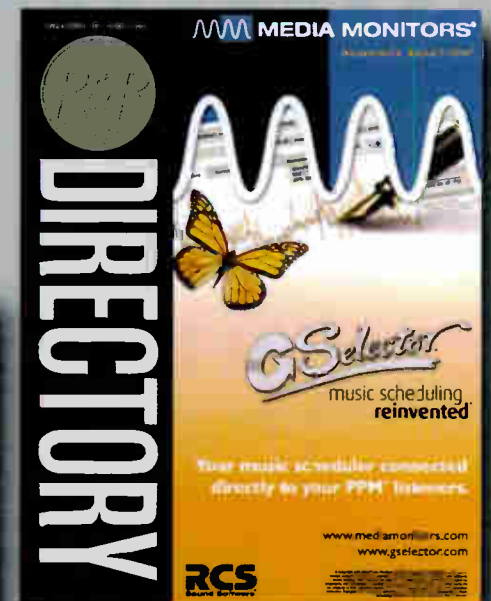
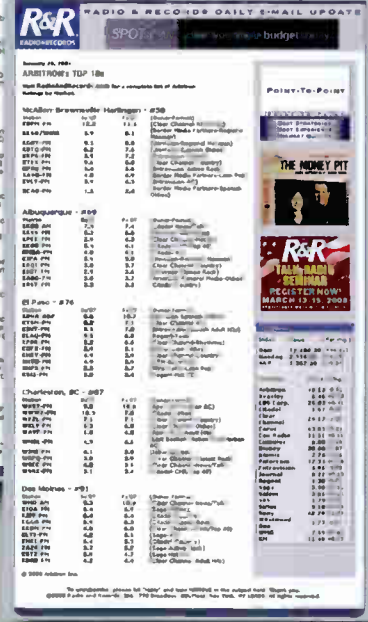
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- 3. Josh Bennett
- 4. Keith Berman
- 5. Barry Bishin
- 6. Mike Boyle
- 7. Alexandra Cahill
- 8. Ray Carlson
- 9. Kevin Carter
- 10. Susan Chicola
- 11. Anthony Colombo
- 12. Alison Cooper

- 13. Rosalina Correa
- 14. R.J. Curtis
- 15. Michael Cusson
- 16. Mary DeCroce
- 17. Chris Dexter
- 18. Ken Diamond
- 19. Darnella Dunham
- 20. Albert Escalante
- 21. John Fagot
- 22. Glorioso Fajardo
- 23. Erica Farber
- 24. Melissa Garn

- 25. Raphael George
- 26. Julie Gidlow
- 27. Gabrielle Graf
- 28. Carl Harmon Jr.
- 29. Jessica Harrell
- 30. Hurricane Heeran
- 31. Paul Heine
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- 33. Meredith Hupp
- 34. Wade Jessen
- 35. Jacqueline Lennon
- 36. Rodger Leonard

- 37. Lisa Linares
- 38. Al Machera
- 39. Jackie Madrigal
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- 57. Anthony T. Stallings
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- 62. Gary Trust
- 63. Ken Tucker
- 64. Gary van der Steur
- 65. Alex Vitoulis
- 66. Michael Vogel
- 67. Chris Woods
- 68. Jeffrey Yorke

## Acknowledgments

First and foremost, all of us at Radio & Records would like to thank you—our clients, readers and friends—for your support during the past 35 years. We are proud to be associated with all of you in this industry and we look forward to your continued success.

Putting together a commemorative issue like this is no small task. Special thanks to Ray Carlson, Hurricane Heeran and Chuck Taylor for going above and beyond the call of duty, and to our sales, production and copy desk staffs for their extra efforts as well.

Here's to the next 35!

# Sharmian



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