THE PULSE OF RADIO COMPARATIVE RATINGS



DURPETTI & ASSOCIATES

GROUP W RADIO SALES

HNWH

MAJOR MARKET RADIO

McGAVREN GUILD RADIO

TORBET RADIO

Radio's Only Full-Service Marketing Company

Los Angeles

Minneapolis

ihik letohi

Atlanta Boston Charlotte Chicago

The Interep Radio Store Office Locations Dallas Detroit Houston

Portland in Franc



The Fastest Format Improvement Ever!

The clearest, cleanest classics come from Century 21! Call for a free demo proving that GoldDisc³ Compact Discs are better than "record store" oldies!

GoldDisc³ is Century 21's new and improved third edition *radio* CD oldies. You benefit from the latest research, larger libraries, no tape hiss, no surface noise, "clean" lyrics, hit "45" lengths, expanded dynamic range, superior sonics, and a 3-year replacement guarantee.

Century 21's new secret is NoNOISE". It's in

(800) 937 2100 FAX: (214) 392 2121 our \$103-a-minute digital remastering computers that work miracles on oldies. *NoNOISE*[™] gets rid of hiss, hum, clicks and pops without getting rid of any music!

Call now for our free sample CD. Hear for yourself why 1,000 stations—plus most of the national program producers and satellite networks—use Century 21's Compact Discs for the *best* quality music.

Century2 PROGRAMMING, INC. 14444 Beltwood Parkway Dallas, Texas 75244-3228

The Pulse Of Radio **Comparative Ratings Guide** Fall '89 Edition

Based On Summer '89 Arbitron and Birch Data

The following pages contain **The Pulse of Radio Comparative Ratings Guide**, Fall '89 Edition, featuring Summer '89 data, an extensive effort by The Pulse and Strata Marketing, with the cooperation of Arbitron Ratings Co. and Birch Radio.

The Pulse of Radio Comparative Ratings Guide is a station-by-station comparison of the Summer '89 Arbitron and Birch 12-plus shares in the top 75 Arbitron Radio markets measured this past summer. Each graph represents Arbitron and Birch shares for the top 10 Arbitron-ranked stations. Markets are listed alphabetically.

The Guide has been produced with data provided by Strata Marketing, a Chicago-based firm serving the broadcast industry. Strata writes and markets computer software for station ratings analyses and qualitative sales presentations.

Arbitron uses a diary-keeping system, while Birch samples households by telephone interviews. Both processes involve hours of research, compilation and computation of data.

Each graph contains a chart showing the stations' shares and a percentage of difference between Arbitron and Birch.

The graphs read from left to right. The first bar is the Birch share, the second is the Arbitron share. Look at the table to determine the share-per-station by ratings service. then the percent-share difference.

The graph allows station executives to compare numbers side-by-side and to compare ratings of stations in other markets with similar formats. The Pulse of Radio Comparative Ratings Guide is published quarterly and reflects data for markets according to the availability of ratings information.

The Pulse acknowledges the cooperation of Arbitron Ratings Co. and Birch Radio, and the efforts of Bruce Johnson and Roger Skolnik of Strata Marketing.

> The Pulse Of Radio 1216-D U.S. Highway 1 North Palm Beach, FL 33408 407-625-3774

> > The set of Britishing and S

Copyright THES-ID. The PLIST of Rate



Albany-Schenectady

Allentown-Bethlehem



Atlanta

WYSP-FM

30.0

4 51

WLEV-FM

WAEB-AM

10.7

41



THE PU . ¿ OF FADIU'S COMPARATIVE LATING'S PUBE 3



4 THE PULSE OF RADIO'S CONPARA, Nº, RATINGS GUIDE

Copyrait 198 The Pri'se a Fidio Aratra Arago Co. Barran & Sara Manus



THE PULSE OF RADIO'S COMPARATIVE RATINGS GUIDE 5

WRH



Aquine

453 -309 -27.6 13.5

Dim



Greenville-Spartanburg BBirg Bab AqShi AqShr AqShi AqShr Bir Su89 AqShr ARB Su89 AqShr ARB Su89 Ranked on: Bir °. Diff Ranked on: AqShr Su89 Su89 AqShr Su89 Diff WESC-FM WSSL-FM WMYT-FM WANS-FM 99 109 86 131 12.8 11.1 10.4 293 WSPArM 6 54 71 L. WLWZ-FM WCKN-FM WCK2-FM 61 57 38 21 15 20.9 29.0 27.4 88 53 74 -95 -95 -500 212 93 3 WFEC FM 62 VISPA AM 16

Harrisburg Arbitron Berch AqShr Bir Su89 AqShr ARB Su89 AqShi % Diff AqShr Bir Su89 AqShr ARB Su89 AqSh Ranked on: AqShr Su89 Ranked on: AgShr Sy89 Diff 88 27 58 35 00 27.1 WHP-AM 20.6 70.4 29.3 11 WHICE-FM WHICE-FM WHICE-FM 78 3.0 10.3 3.4 72 63 50 46 41 38 -77 110.0 -38.8 765 WHKS-FM WIMX-FM 8 9 WOXA-FM WLBR-AM





Ranked on: AqShr Su89	AqShr Bir Su89	AqShr ARB Su89	AqShr % Diff		anked on: qShr Su89	AqShr Bir Su89	AqShr ARB Su89	AqShr % Diff
 WTIC-AM WTIC-FM WROH-FM WCCC-FM WKS5-FM	140 158 60 84 73	155 127 80 59	10.7 -15.3 33.3 -21.4 -19.2	67.III 10	WHEN-FM WWY2-FM WDRC-FM WIOF-FM WPDP-AM	71 83 63 3.6 1.8	5.8 5.7 4.8 2.5	-18.3 -31.3 -23.8 -33.3 -38.9

Indianapolis





1





8 THE PULSE OF RADIO'S COMPARATIVE RATINGS GUIDE

Copyr ant 1983 The Pulse of Part of Anting Income Co. Bertine A. Share Markers

Runked on: Acthr Su89

> WVE2-FM WERS-FM WRKA-FM WAVG-AM

WESY-FM

8

AqShr Bir

Su89

44

91

45 20 14

ARB

Dim

755 -351 24.4

6.7 1143

AqShr ARB Su89

> 16.4 13.3 10.8 9.4

82

AqShr %

Diff

-9.9 6

211

AqShr Bir

Su89

182

1日1

曲動

ľ

Mc Allen-Brownsville





Miami



Minneapolis-St. Paul



estimation R Bir Rate & Strata Matering

Milwaukee-Racine

44

WMC-FM



Monterey-Salinas



THE PULSE OF RADIO'S COMPARATIVE RATINGS GUIDE 9



Nassau-Suffolk BBird AqShr AgSter AaShr AqShr AqShr AqShi Bir Su89 ARB Suo9 Ranked on: Ranked on: AuShr Su89 Bir Su89 ARB Su89 0/ Diff Ditt AqShr Su89 6 WCBS-FM 7 WXRK-FM 8 WKJY-FM 91 WFAN-AM 91 WNEW-FM 42 13 55 54 12.5 30.4 -1.8 WALK 513595 17 25 25 25 25 17 35 34 00 400 -81 WHIZ-FW WBU-FM WBAB-FM

11.9

WOHT-FM

34

New Orleans





Norfolk-Virginia Beach, VA



10 THE PULSE OF RADIO'S CT "'F RATINGS GU'DE

Oklahoma City



Courtett 1 The En Bartis Arbitre Riding- Co B dio. & State Marke

46



Arbitron BBirch AqSh ARB AqShr Bir AqShi ARB AqShr AqShi AqShr Ranked on: AqShr Su89 Ranked on: AqShr Su89 Bir % Diff % Diff Su89 Su89 Su89 Su89 75 67 17 53 **KEFM-EM** -1.3 90 121 4 -283 -200 KOKO-FM KEZO-EM KEAB-AM 74 18 112 16.5 HEFW-EM WOW-EM HOALTM HOIL AM WOW-AM 14 39 38 36 162 12.1 7.5 7.1 19.1 56 120 13.1 8 9 KESY-J M 8.4 18 45 85

Orlando BBirch **B** B AqShi ARB Su89 AqShr AqSh AqShi AqSh Ranked on: AqShr Su89 Ranked on: AqShr Su89 ARB Su89 Bir % Diff Bir Su89 Su89 Diff 6 WDCL-FM 7 WSSP-FM 8 WDIZ-FM 9 WJYO-FM 10 WHCY-FM WWA FM WITO FM WSTF FM WBJW-FM WJHM FM 29.4 18.0 2.5 -31.5 71 59 53 29 50 70655 -14 119 -7.9 96.6 -23.3 68 106 80 111 866263

45.9

Philadelphia



Phoenix Arbitro Burch AqShr ARB Su89 AqShr °° Ditt AqShr ARB Su89 AqShr AqShr AqSh Ranked on: AqShr Su89 Banked on: Bir Su89 Bir Su89 % Diff AqShr Su89 KOWALEMA KTARLABE KOMED-FMA KOPD-FMA KZZP-FMA 85.5 12.7 10.3 -47.8 -7.5 0.0 58.5 46.9 -73.4 10.6 10.0 KILT-FM 37 55 5 67 40 69 53 49 98 98 8.1 77 70 48 43 39 3.7 KDY-FM KSLX-FM KKFR-FM 31 31 9 KMLE FM 28.6

4.6

Pittsburgh



C Coperate The Distance of Such A Manut Co., Brich Nider & Stranghilding Portland, OR



APARA" F BATINGS GUIDE 11 HE PULSE OF HADIO



Raleigh-Durham



Riverside-San Bernardino





	anked on: qShr Su89	AqShr Bir Su89	AqShr ARB Su89	AqShr % Diff	Ransed on: AqShr Sn29	AqShr Bir Su89	An Shr RB Su89	AqSh % Ditt
12345	NGGEFM DUO FM KOLZ FM KLOS FM KOST FM	16 4 48 67 63	85 75 61 40 45	-48.2 55.2 -37.1 -27.0 32.4	IST INCAL-FM IST INREP-FM 6 INCKG-AM 9 INFE AM 10 INCEU-FM	42 38 25 28 27	39 38 37 34 33	-71 83 480 308 222

Rochester, NY



Sacramento



wight 1 The Party do Arbitra R rgs Co. Br. radio & Standard

Salt Lake City





	aniced on: IqShr Su89	Bir Su89	ARE SUB9	Diff		Ranked on: AgShr Syd9	Bir Suu9	Agishe ARB Suite	Dwl
	KEYY-FM KITY-PM KSME-FM KITFM-FM KISS-FM	9.7 11.1 5.8 6.6 6.6	9.0 7.5 7.3 6.6 5.5	-7.2 -31.5 -25.9 -10 -101	678910	KAJA-FNI KKYX-AM WOALAM KMMX-FM KSAQ-FM	5.4 43 43 45 40	53 51 47 45 44	-19 188 93 00 100

San Francisco

San Diego

KIKAT-FM KISR-FM KISR-FM KIBER-FM







Ranked on AqShr Su89	Aq Shr Bir Sudd	AnjShr ARB Su89	AqShr Sill	Ranked on: AqShr Su69	AqShr Bir Sulfi	AqShr ARii Subb	AqShr S Dut
1 KGO-AM	12	78	5.5	6 KDIT-FM	21	33	57.1
2 KCBS-AM	44	53	20.5	7 KFRC-AM	21	11	47.5
3 KENR-AM	42	50	19.0	8 KSDL-FM	38	10	-21.1
4 KMEL-FM	72	48	33.3	9T KSFD-AM	43	29	-28.3
5 KIOFFM	10	3.6	20.0	9T KSFD-AM	21	29	38.1

Seattle-Tacoma





In Convertine The Print of Rate Anterior Bally Co. Joint Have & Stra



Lanked on: AgShr Su89	Algani Bir SuPl	AllShr ARB Su89	AqShr S	Ramed on: AnShr Su89	AqShr Bir Su89	AuShr ARB Sus9	AqShr Diff	
WHON-FN WAXD-TM WWWM-FN WIGT-FM WHOE-FM	Bachg	11.6 10.9 9.7 9.7 9.3	-24.2 58.0 59.7 -47.0 -14.7	5 WLGR-FM 7 WSPD-AM 81 OKLW-AM 81 WJR-AM 10 WVD-AM	50 82 32 50 70	02 53 49 49 27	40 5 1 1 53 1 30	

14 THE PULSE OF RADIO : COMPARATINE RATINGS GUIDE

Conversion 1 The Public A bits gs Co. 8 Radio & Strate Marine

KNST-AM

KCLIB-AM KXEW-AM KGVY-AM MRIR-AM KUPD-FM

32.8

KRIDG FM KLPX-FM KIIM-FM

KJYKEM KWEM-EM

28

2

28



West Palm Beach-Boca Raton



York



o Georgener Int Default allade Abert Hang 2 Publishing & Strattaneng

Washington, D.C.

and the second second

WAVE THE



Wilkes Barre-Scranton

10



AqShr Su89	Su89	Su89	Ditt	AqShr Su89	Su89	Su89	OIII
1 WKRZ-FM 2 WARD AM 3 WMAK-AM 4 WEZX-FM 5 WTLD-FM	185 53 24 152 59	14.9 7.6 7.3 6.1 4.6	-195 40.4 204.2 -53.8 -22.0	67 WEIL-AM 67 WWSH-FM 8 WMGS-FM 9 WSGD-FM 107 WG8I-FM 107 WHLM-FM	17 48 35 36 24 75	40 40 35 34 26 25	125.3 00 00 5.6 8.3 4.0



THE PULSE OF RADIO'S COMPARATIVE RATINCU JUIDE 15

Dare to compare... STRATA vs. Tapscan

Bruce Hoban VP Research Systems Development Katz Radio Group

Their track record for on-site training and customer service is unparalleled in the industry. This unqualified level of service justifies their higher costs.
Simplicity coupled with flexibility is Strata's unbeatable combination.
After a three year monitoring and evaluation period, Strata is the clear winner when all aspects of the company are taken into consideration."

John Kijowski General Sales Manager KUSA/KSD-FM, St. Louis

Bob Rowe National Sales Manager

"After trying [the] Tapscan SuperGrid™ and Strata's RadioCalc for a three month period, the results are conclusive. Strata's RadioCalc is superior!"

If you don't have three years — or even three months — ask for a demonstration today.

Experience the difference!



Strata Marketing, Inc. 540 N. Lake Shore Drive, Chicago, Illinois 60611 (312) 222-1555