

MOTOWN RECORDS, RESTORING THE GLORY

brian mcknight

deborah morgan

willie max

BIV IO PEE WEE ALL STARS

TEMPTATIONS

BOYZ II MEN

Miss Jones

Queen Latifah

98°

PAULA PERRY

Will Downing

Stevie Wonder

Horace Brown

MOTOWN SALUTES R&R ON THEIR 25TH ANNIVERSARY



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R&R Best Of StreetTalk

WNEW's Positioning Problem

WNEW/NY OM **Scott Muni** and PD **Charlie Kendall** are furious over rock artists cutting positioning statements for new competitor WXRK. When Motley Crue's Nikki Sixx unwittingly cuts such an ID, the band's records immediately disappear from WNEW's airwaves, per Muni. A week later, the station plays Crue after Kendall claims the group called and apologized. 'XRK VP/GM Tom Chiusano retorts that he has no intention of stopping any rockers from recording IDs.



Reagan & Shotgun Tom Kelly

Howard Stern's sudden departure from WNBC/NY is the talk of the town. No one knows why he exited, but he soon reappears in afternoons at WXRK.

Promo showdown in L.A. between **KIIS** and **KLOS**: Both have song-of-the-day contests, with KIIS giving away up to \$5000 and KLOS handing out six Porsches. When KIIS shifts gears into a \$50,000 "Big Birthday Bucks" contest, KLOS calls the winner and puts him in a promo that has him sounding less than impressed with his winnings. Then KIIS has the winner on, telling Rick Dees that he was tricked. Now KIIS is offering \$50,000 in the glovebox of a car — winner's choice of a Jag, Porsche, BMW, or 'Vette. KLOS' countermove? A gold Porsche stuffed with \$100,000!

Rumor: **WMET/Chicago** will become either CHR or AC.

USA For Africa plans all-star project.

KFRC/SF VP/GM Pat Norman firmly denies rumors that the station will be adopting talk programming for certain dayparts.

KMET/L.A. nabs one of AOR's highest-profile personalities, **Sky Daniels**, for afternoon drive. Weeks later, he's upped to APD.

It's rumored that **WCKG/Chicago's John Landecker** is being wooed by crosstown **WLS-FM**. Those in the know say he's more comfortable with CHR.

Top execs at Infinity, including Radio President **Mel Karmazin**, are coordinating a stock buyout plan to gain control over the company.

Are **RCA** and **MCA** off to mergerville? By year-end, nothing comes of it.

Is **Al Teller** going to be the new CBS Records Prez? Months later, it comes to pass.

Doubleday Radio Group Prez **Gary Stevens** says the group is not for sale to Sconnix or anyone.

R&R Retro

- **Transactions**, a one-page in-depth look at the radio station deals of the week, debuts.
- **R&R** announces it will drop reporting stations proven to be paper-adding records, culminating discussions with a suspected station's programmer and management.
- **Ken Barnes** adds Sr. VP stripes as Adam White joins **R&R** as New York Bureau Chief/Records Editor. **Bill Clark** returns as Sr. VP/Sales; **Creative Services** Director Michael Atkinson is promoted to VP/Sales, West; and National Sales Director Barry O'Brien is named VP/Sales, East.
- Hurricane Heeran is promoted to Sr. Associate Editor.

Reflections

KEN KRAGEN

Continued from Page 96

Berkeley. He did it because he loved teaching law. He's still there at 91 years old. He demonstrated to me through action rather than words that you should do in your life whatever makes you happiest and gives you fulfillment."

Most rewarding career point: "The day after I was honored for 'We Are The World,' I was driving my mother to a screening of *The*

Gambler movie. She was in tears. When I asked why, she said, 'Because last night was the best night of my life.'"

Most disappointing: "Harry Chapin's death. I was managing Harry in 1981 when he was killed in a car accident. Had he been alive for 'We Are The World' and Hands Across America, he would have been the leader of those efforts. I've often felt he was inside me, orchestrating the whole thing."



ERR WAVES
BY BOBBY OCEAN

NewsMakers

RADIO

John Lander becomes Exec. VP for newly formed Mainstream Communications ... **WASH/Washington** returns to AC from CHR under new PD **Tom Durney** ... **Carey Davis** becomes WMCA/NY Station Manager ... **Dave Robbins** to KHTR/St. Louis as Dir./Program Operations ... **Clarke Brown** named VP/GM at KSON/San Diego ... **Ed Christian** upped to Josephson Communications President ... **Dan Halyburton**

Bill Tanner joins WEZI/Miami as PD



Albright takes PD duties at KMPS/Seattle ... **Dick Rakovan** tapped as VP/GM at WFYR/Chicago ... **Ron Rodrigues** departs **R&R** to be OM at

Richard Sands now PD of KITS/SF



Emmis' KMGG-FM/Los Angeles ... **Ken Stevens** is GM at WYSP/Philly ... **Interep Marketing Systems** becomes the umbrella organization for Interep, led by VP/GM **Erica Farber** ... **Mike Kinasian** now Dir./Syndicated Services at Drake-Chenault ... **Randy Lane** takes WRQX/Washington's PD chair ... **Randy Kabrich** joins WRBQ-AM & FM/Tampa as PD ... **Bob Reich** rises to EZ Corporate VP/GM ... On October 14, **KKDA-FM/Dallas** morning host **Tom Joyner** adds afternoon duties at WGCI-FM/Chicago, becoming America's first "Fly Jock" ... **Charlie Cook** to WMXJ/Miami as PD ... **Greg Reed** becomes VP/GM at Beasley's



Howard Stern exits his 3-7pm airshift at WNBC/NY for shift at crosstown **WXRT**

Larry Campbell President ... **Gerry House** inks morning deal at WSM/Nashville ... **Bob McNeil** accepts OM duties at WMZQ-AM & FM/Washington ... **Don Kidwell** now Exec. VP/Radio at Cox ... **Pat Norman** named VP/GM at KRTH/L.A. ... **Marty Bender** takes PD duties at WSKS/Cincinnati ... **Mike Kinasian** becomes OM at WHOO/Orlando ... **Mark Driscoll** accepts VP/Prog. duties at Statewide.

RECORDS

Tom Gorman Nat'l Promo at Capitol ... **Abbey Konowitch** Arista VP/Video & Artist Dev't ... **Gary Gersh** Geffen A&R team ... **Don Jenner** Arista VP/Promo ... **Bob**

Jheryl Busby promoted to MCA Sr. VP/Black Music



Catania Island Nat'l Promo ... **Bonnie Goldner** RCA Promo & Trade Relations ... **Sylvia Rhone** Atlantic Black Promo ... **Jeffrey Naumann** Nat'l Album Promo at RCA ... **Al Teller** Columbia Records President ... **Dick Asher** President of Polygram ... **Al Coury** Promo and Marketing at Geffen.

IN MEMORIAM

newly acquired **WCJX/Miami** ... **Bob Neil** accepts OM duties at WYAY/Atlanta ... At The Research Group, **Bill Moyes** becomes Chairman,

IN MEMORIAM: **Gavin Report** founder **Bill Gavin** ... Former Starr Broadcasting owner/operator **Don Burden**.

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Katz Radio Group

CHR

- 1 MADONNA Crazy For You
- 2 REO SPEEDWAGON Can't Fight This Feeling
- 3 HUEY LEWIS & THE NEWS The Power Of Love
- 4 A-HA Take On Me
- 5 JOHN PARR St. Elmo's Fire (Man In Motion)
- 6 DIRE STRAITS Money For Nothing
- 7 WHAM! Careless Whisper
- 8 PAUL YOUNG Everytime You Go Away
- 9 FOREIGNER I Want To Know What Love Is
- 10 TEARS FOR FEARS Everybody Wants To Rule The World
- 11 SIMPLE MINDS Don't You (Forget About Me)
- 12 STEVIE WONDER Part-Time Lover
- 13 WHAM! Everything She Wants
- 14 PHIL COLLINS Sussudio
- 15 PRINCE Raspberry Beret
- 16 BRYAN ADAMS Heaven
- 17 TEARS FOR FEARS Shout
- 18 DURAN DURAN A View To A Kill
- 19 PHIL COLLINS One More Night
- 20 USA FOR AFRICA We Are The World
- 21 PHIL COLLINS Don't Lose My Number
- 22 STARSHIP We Built This City
- 23 COREY HART Never Surrender
- 24 MADONNA Material Girl
- 25 WHITNEY HOUSTON Saving All My Love For You

COUNTRY

- 1 ALABAMA There's No Way
- 2 RONNIE MILSAP
Lost In The Fifties Tonight (In The Still Of The Night)
- 3 RONNIE MILSAP She Keeps The Home Fires Burning
- 4 JUDDS Love Is Alive
- 5 LEE GREENWOOD Dixie Road
- 6 DOLLY PARTON w/KENNY ROGERS Real Love
- 7 ALABAMA Can't Keep A Good Man Down
- 8 ALABAMA Forty Hour Week (For A Livin')
- 9 GARY MORRIS I'll Never Stop Loving You
- 10 WILLIE NELSON Forgiving You Was Easy
- 11 JENNINGS/NELSON/CASH/KRISTOFFERSON Highwayman
- 12 LEE GREENWOOD I Don't Mind The Thorns (If You're The Rose)
- 13 HANK WILLIAMS JR. I'm For Love
- 14 NITTY GRITTY DIRT BAND Modern Day Romance
- 15 MARIE OSMOND w/DAN SEALS Meet Me in Montana
- 16 FORESTER SISTERS I Fell In Love Again Last Night
- 17 OAK RIDGE BOYS Touch A Hand, Make A Friend
- 18 JANIE FRICKE She's Single Again
- 19 DOLLY PARTON Don't Call It Love
- 20 BELLAMY BROTHERS I Need More Of You
- 21 JUDDS Girls Night Out
- 22 ROSANNE CASH I Don't Know Why You Don't Want Me
- 23 SYLVIA Fallin' In Love
- 24 CHARLY MCCLAIN Radio Heart
- 25 STEVE WARINER Some Fools Never Learn

A/C

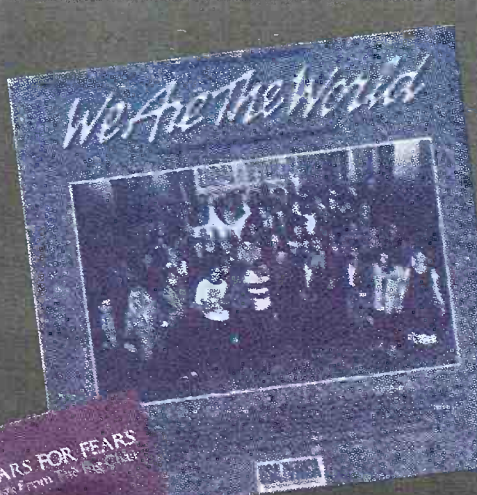
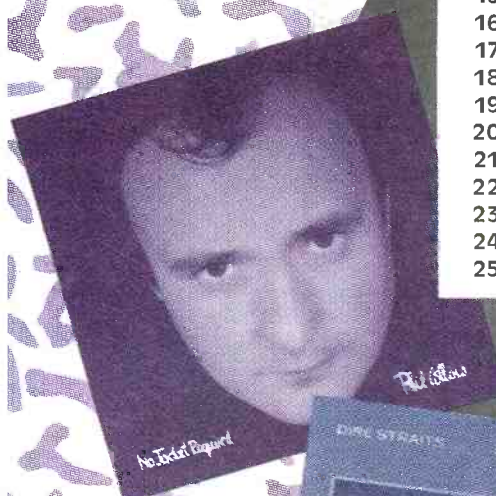
- 1 KOOL & THE GANG Cherish
- 2 WHAM! Careless Whisper
- 3 PAUL YOUNG Everytime You Go Away
- 4 PHIL COLLINS One More Night
- 5 SURVIVOR The Search Is Over
- 6 BILLY OCEAN Suddenly
- 7 STEVIE WONDER Part-Time Lover
- 8 MADONNA Crazy For You
- 9 WHITNEY HOUSTON Saving All My Love For You
- 10 DEBARGE Who's Holding Donna Now
- 11 DEBARGE Rhythm Of The Night
- 12 JULIAN LENNON Too Late For Goodbyes
- 13 CHICAGO You're The Inspiration
- 14 COMMODORES Nightshift
- 15 SADE Smooth Operator
- 16 REO SPEEDWAGON Can't Fight This Feeling
- 17 HAROLD FALTERMEYER Axel F
- 18 BILLY JOEL You're Only Human (Second Wind)
- 19 FOREIGNER I Want To Know What Love Is
- 20 DIANA ROSS Missing You
- 21 BILLY JOEL Keeping The Faith
- 22 PHIL COLLINS & MARILYN MARTIN Separate Lives
- 23 TEARS FOR FEARS Everybody Wants To Rule The World
- 24 STEVE PERRY Foolish Heart
- 25 TINA TURNER We Don't Need Another Hero (Thunderdome)

AOR TRACKS

- 1 DIRE STRAITS Money For Nothing
- 2 STING Fortress Around Your Heart
- 3 FOREIGNER That Was Yesterday
- 4 JOHN FOGERTY Rock And Roll Girls
- 5 SIMPLE MINDS Don't You (Forget About Me)
- 6 MR. MISTER Broken Wings
- 7 TEARS FOR FEARS Everybody Wants To Rule The World
- 8 DON HENLEY All She Wants to Do Is Dance
- 9 PHIL COLLINS Don't Lose My Number
- 10 JOHN COUGAR MELLENCAMP Small Town
- 11 JOHN COUGAR MELLENCAMP Lonely Ol' Night
- 12 DIRE STRAITS Walk Of Life
- 13 FIRM Radioactive
- 14 PHIL COLLINS Inside Out
- 15 ROBERT PLANT Little By Little
- 16 TEARS FOR FEARS Shout
- 17 STING If You Love Somebody Set Them Free
- 18 TOM PETTY & THE HEARTBREAKERS
Don't Come Around Here No More
- 19 HUEY LEWIS & THE NEWS The Power Of Love
- 20 BRYAN ADAMS Somebody
- 21 MICK JAGGER Just Another Night
- 22 HEART What About Love
- 23 DIRE STRAITS One World
- 24 HOOTERS And We Danced
- 25 TOM PETTY & THE HEARTBREAKERS Rebels

BLACK/URBAN RADIO

- 1 STEVIE WONDER Part-Time Lover
- 2 WHITNEY HOUSTON Saving All My Love For You
- 3 WHITNEY HOUSTON You Give Good Love
- 4 ARETHA FRANKLIN Freeway Of Love
- 5 FREDDIE JACKSON Rock Me Tonight (For Old Times' Sake)
- 6 FREDDIE JACKSON You Are My Lady
- 7 DIANA ROSS Missing You
- 8 DEBARGE Rhythm Of The Night
- 9 ARETHA FRANKLIN Who's Zoomin' Who
- 10 NEW EDITION Mr. Telephone Man
- 11 COMMODORES Nightshift
- 12 MARY JANE GIRLS In My House
- 13 LOOSE ENDS Hangin' On A String (Contemplating)
- 14 LUTHER VANDROSS 'Til My Baby Comes Home
- 15 JESSE JOHNSON'S REVUE Be Your Man
- 16 READY FOR THE WORLD Oh Sheila
- 17 KOOL & THE GANG Cherish
- 18 MARVIN GAYE Sanctified Lady
- 19 PRINCE Raspberry Beret
- 20 DEBARGE Who's Holding Donna Now?
- 21 WILTON FELDER f/B. WOMACK I'll Still Be Looking Up To You
- 22 TA MARA & THE SEEN Everybody Dance
- 23 MORRIS DAY The Oak Tree
- 24 USA FOR AFRICA We Are The World
- 25 MAZE f/FRANKIE BEVERLY Back In Stride



After 25 years of R&R,
isn't it time you get to work?



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RECORDS

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Radio Lends Its Hand

Flush from a year packed with charity songs and concerts, radio moved head-first into Hands Across America, a multitiered, multimedia event organized by Ken Kragen that widened the scope of Ethiopian-famine relief efforts.

In retrospect, Hands Across America may have lacked the kind of spontaneity that "We Are The World" or Farm Aid had, but it nevertheless attracted the participation of millions of citizens (thanks in large part to radio's mobilization efforts) and brought the issues of poverty and hunger to the front burner.

Back on the home front, a lot of radio and record people were nervously tapping their fingers after NBC-TV aired an expose on independent record promotion. The report managed to name a few names (most notably that of indie Joe Isgro) that caught the attention of the feds, and the labels responded by ending their use of indies, at least for the time being.

On two other regulatory fronts, the FCC stepped up its pressure on Howard Stern and Infinity Broadcasting, and Tipper Gore's PMRC was unrelenting in its campaign to label albums with questionable lyrics.

Some seeds of radio's new order were sown: Emmis began a major expansion with the purchase of Doubleday's stations in New York and Washington, while Infinity purchased what turned out to be one of its crown jewels, KROQ/L.A., for \$45 million (the highest single-station price for the year). And, media mogul John Kluge began the sell-off of his empire by spinning his radio group to one of its executives, Carl Brazell.

CDs had been around for two years by 1986, yet there was still quite a debate over the future of vinyl. A good number of authoritative industry people predicted vinyl had a long life span. Even at the radio-station level, most facilities lacked the ability to play back CDs live.

This year's remembrances come from Ed Salamon, who, at the time, was Exec. VP/Programming for United Stations, and Stern, who began his now-thriving network with a Philadelphia simulcast of his WXRK/NY broadcast.

Signs Of The Times

- **Metromedia sells its nine stations to Carl Brazell Jr. for \$285 million**
- **FCC abolishes rules preventing competing stations from joining sales forces or setting combination advertising rates**
- **Heritage AMs abandon the hits: CKGM/Montreal shifts from CHR to AC, "Car Radio" KHJ/L.A. becomes "Smokin' Oldies" KRTH-AM, KFRC/SF flips to "Classic MOR," and CHUM/Toronto goes AC; in Dallas, KLIF drops Country — its final music format — for Talk**
- **Dance-leaning CHRs surge: WCJX/Miami flips to WPOW as "Power 96," Emmis switches AC KMGG/L.A. to KPWR as "Power 106," and WAPP/NY becomes WQHT (Hot 103.5)**
- **Another new trend: "classic" programming — WPKX/Washington drops Country for Classic Rock as WCXR, KOPA drops CHR for Classic Hits as KSLX, WMXJ/Miami flips from CHR to Classic Hits, and Greater Media's KBZT/L.A. becomes Classic Rock KLSX**
- **KHYI (Y95)/Dallas launches the "Gladiator" format — a "new age, 1980s version of CHR" with such liners as, "Lock it in and jerk your knob off" — under VP/Programming Mark Driscoll**
- **Payola rears its head again: Following two NBC Nightly News reports that claim independent radio promotion — and, by implication, radio — is rife with payola and that several independent record promoters are associated with organized crime, Capitol, MCA, Warner Bros., Geffen, Arista, and RCA halt the use of such firms**
- **Yet another charity event from the fallout of 1985's USA For Africa efforts: Hands Across America continues Ethiopian-famine relief efforts; radio gets involved with a live nationwide broadcast featuring WPLJ/New York morning host Jim Kerr**



Reflections



ED SALAMON

Career motivation: "A love of radio that started when I was quite young. I listened to personality DJs in Pittsburgh such as Porky Chedwick, Rege Cordic, and Chuck Brickman. It was the personalities who attracted me like a magnet to radio. My first job in radio was Director/Marketing Research at KDKA. I was able to take what I learned from that job and apply it to programming."

First R&R sighting: "Probably about the time the publication came out, and Jim Duncan was made Country editor. Jim was someone who was very instrumental in the growth of Country radio, and he doesn't get the credit for it. What he actually did was facilitate a lot of networking between Country programmers, just

like the Country Radio Seminar did. And his R&R column really contributed to the sense of community that Country radio still benefits from today."

Events that influenced him most as a professional: "Being in a place to be a contributor to the growth of the Country radio format, and also being able to contribute to network radio as it's entering its second Golden Age. I feel very fortunate to have had the opportunities that let me experience both of those industry high points."

Greatest radio accomplishments: "Staying with the same company for more than 18 years. Less vacuously, it's really being able to spend my life in a business I really love."



Radio Rewind

The beginning of the freestyle dance craze was in full force in 1986, thanks in large part to the debuts of **KPWR (Power 106)/Los Angeles** and **WQHT (Hot 103)/New York**. When Emmis debuted these dance-based CHR formats on both coasts, it



Janet Jackson

was the beginning of a new division of the CHR format. Artists like the **Jets**, **Regina**, **Stacey Q**, and **Nu Shooz** began to pop up on stations from coast to coast.

1986 was the year **Sammy Hagar** replaced **David Lee Roth** in **Van Halen** and the band released their album *5150*. Three tracks that received multiplatform airplay were "Why Can't This Be Love," "Dreams," and "Love Walks In."

While the early-to-mid-'80s were all **Michael Jackson**, the youngest member of the musical family from Gary, Indiana broke through in '86. **Janet Jackson's** *Control* album spawned the hits "What Have You Done For Me Lately," "Nasty," and "When I Think Of You."

Madonna moved to the height of popularity with her *True Blue* album, which featured

the title track along with "Live To Tell" and "Papa Don't Preach."

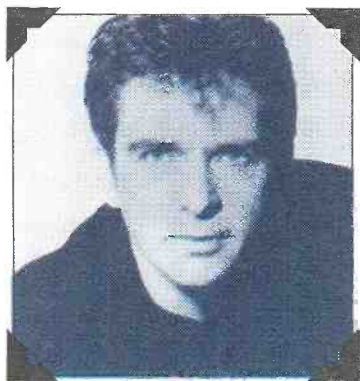
Steve Winwood released the biggest album of his career, *Back In The High Life*, which produced the multiplatform smash "Higher Love." Who could forget the Latin-flavored pop of the **Miami Sound Machine**, with lead singer **Gloria Estefan**. The group invaded the airwaves in '86 with "Conga," "Bad Boy," and "Words Get In The Way."

1986 saw **Peter Cetera** leave **Chicago** for a solo career — a move that was beneficial to both parties. Cetera topped the CHR and AC charts with "Glory Of Love," while the group, with new lead singer **Jason Scheff**, would have several more hits over the next few years.

ZZ Top followed their multiplatform album *Eliminator* with the huge AOR release *Afterburner*. Among the hits were "Stages," "Rough Boy," and "Sleeping Bag."

John Cougar Mellencamp's *Scarecrow* spawned the hit tracks "Small Town," "Rumbleseat," and "R.O.C.K. In The U.S.A."

1986 produced multiple No.



Peter Gabriel

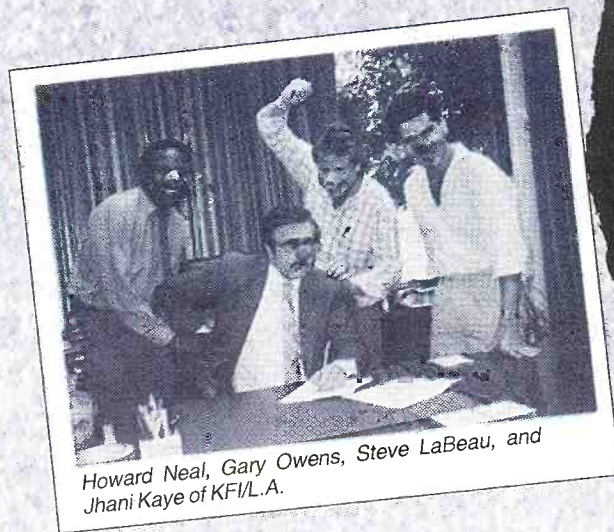


Madonna

1 Country hits for **Alabama**, the **Bellamy Brothers**, the **Judds**, **Ronnie Milsap**, **Dan Seals**, **Steve Wariner**, and **Don Williams**.

There was a lot of action this year for current and former members of **Genesis**. The band's *Invisible Touch* album was released and featured the title track and "Throwing It All Away"; member **Mike Rutherford** and his side band, **Mike & The Mechanics** hit it big with "Silent Running" and "All I Need Is A Miracle"; and former member **Peter Gabriel** released his multiplatform *So* album, which featured "Sledgehammer" and "In Your Eyes."

Bob Seger & The Silver Bullet Band released their album *Like A Rock* — the title track of which was used by Chevrolet for the better part of a decade as a theme for their trucks. The band **Mr. Mister** had two No. 1 songs with "Broken Wings" and "Kyrie," yet the group has never impacted CHR again.



Howard Neal, Gary Owens, Steve LaBeau, and Jhani Kaye of KFI/L.A.

QUOTABLE QUOTES

"Radio is still overwhelmingly the primary vehicle for exposing recording talent to the public."

—CBS Records President **Al Teller** (on MTV's influence on the record industry)

"Killing four more would result in getting the rest of the week off."

—DC101/Washington morning man **Doug "The Greaseman" Tracht** (This on-air comment about the creation of a national holiday for Martin Luther King Jr. raised a furor with Howard University students, who picketed the station for weeks.)

"Whatever changes have occurred in the past, we mean business when we say we're going to make KMET better than its ever been before."

—**Frank Cody** (on his appointment as PD of the Los Angeles Rocker)

INNOVATIONS

• R&R's Management column explains the concept of e-mail.

Yearbook



Clockwise from top left: **Buddy Howell** of **KLLL/Lubbock, TX** has the latest ratings shaved into his head; **Jay Albright**; **Brian Thomas**; **Larry Bruce**; **Russ Regan**; **Mayor Ed Koch** and **Joey Reynolds** of **WNBC/NY**; **Ray Gmeiner**.

**Happy
25th Anniversary
R&R!!!**

the flys



phunk junkeez



dreamhouse



disturbing behavior



janus stark



trauma center

R&R Best Of StreetTalk

Dahl's & Meier's Mystery Offer

Steve Dahl and Garry Meier present WLS/Chicago GM John Gehron with an offer from a competing station. WLS has seven days to match, but Gehron reportedly returns it because the station is not specified, and their WLS contract isn't up until Feb. 16. **ST** hears the station is WLUP... and Dahl and Meier later leave for WLUP.

"I'm WNBC's worst nightmare. They unleashed me, and now I'm going to deal them the blow they deserve," says **Howard Stern**, now in mornings on AOR WXRK.

Rumors circulate that upbeat AC **KMGG/L.A.** might switch formats. It does a week later, becoming **KPWR (Power 106)**.

Will KVIL/Dallas VP/Programming **Ron Chapman** step down but maintain his morning show?

Tony Gray steps up to WRKS/NY PD.

Jacksonville gets its first CHR in five years, as Urban WJAX becomes **WAPE-FM**.

Rumors rise again about the sale of CBS. Possible suitors are oil baron Marvin Davis and Loew's Corp. CBS denies the rumors.

Infinity's purchase of Ken Roberts' KROQ/L.A. is imminent.

Word is that **Phil Quartararo**, who just left Island, will join Arista. But, later in the year, with Quartararo now Arista VP/Promo, was another exciting opportunity in store for him?

Is Chrysalis VP/Marketing **Rick Dobbis** headed for a key post at RCA?

KRTH/L.A. VP/GM **Allan Chlowitz** will step in as GM at AOR leader KROQ upon Infinity's takeover.



WTIC-AM/Hartford morning legend **Bob Steele** (second from left) celebrates his 50th anniversary at the station.

R&R Retro

- The Country department, including charts and editorial, moves to the newspaper's Nashville bureau
- **Sean Ross** upped to Assistant Editor, reporting to Hurricane Heeran
- R&R airplay information now available electronically via dial-up computer
- "Most Active" records that haven't reached Breaker status debut in CHR section
- **Dick Krizman** elevated to VP/GM
- **Brad Burkhart** to serve as editor of a new biweekly Contemporary Christian section
- **Harte-Hanks** puts R&R up for sale

Reflections



HOWARD STERN

First ran September 11, 1992

Career inspiration: "Since I was five years old, I envisioned myself being on the radio and entertaining people with conversation, not necessarily going for a laugh."

On radio localism: "I always felt that being local in morning drive was a horseshit concept. Certainly David Letterman out of New York is successful in making people laugh in Milwaukee. You want a good laugh from the radio. And if you can get a top entertainer in the morning, you don't care where the signal emanates from. A great morning show gets people to sample the rest of the station — and that's what you want."

Secret behind success: "My competitors are weak. I don't think any of them has an ounce of talent. I think if I hadn't come into radio, they would all still be doing time and temperature and playing records. I don't think just anyone can go national. There's a lot of guys with three shares who want to go national. Most stations can get a three on their own; they don't need to spend all that money to get a three. Stations need somebody who can get them into first place."

Will radio remain his primary base?: "Absolutely. I'm more turned on by radio now than I ever was. Every time we go into a new market, it's a charge, because you get this whole wave of f#\$!-up newspaper writers who hate you, community people who hate you, and a whole wave of hate mail. That's exciting... it's dangerous. It has an added energy to it. Even when I'm a big, f*\$\$ movie star, I'll still consider radio my base."

Where do you draw the line?: "I certainly have limits in terms of what I can say on the air and what I can't. I'm concerned for the stations and advertisers. I'm a businessman."



ERR WAVES BY BOBBY OCEAN

NewsMakers

RADIO

WAVA/Washington Production Director **Mike O'Meara** joins PM driver **Don Geronimo** for mornings ... **Gerry House** handed mornings at KLAC/L.A. ... **Howard Stern** moves to mornings at WXRK/New York ... WZAK/Cleveland PD/afternoons **Lynn Tolliver** seriously wounded in murder attempt ... **Joey Reynolds** takes



Tom Leykis is named PD at KFYI/Phoenix

Howard Stern's former afternoon shift at WNBC/New York ... **Frank Wood** becomes President/COO of Jacor following the sale of his WEBN/Cincinnati to the company for \$12.3 million ... **Tony Gray** grabs PD post at WRKS/New York ... **Tony Quartarone** PD at WUSL/Philadelphia ... **Bill Campbell** accepts GM duties at WSNE/Providence ... **Mickey Luckoff** now President/GM at KGO/San Francisco ... **Ed Christian** moves to Saga as President ... **John Madison** leaves record industry for WXKS/Boston VP/GM ... **Charlie Van Dyke** "retires from microphone," now Corporate VP/Prog. for the Broadcast Group ... **WHYI**/Miami ups **Tony Novia** to OM ... **KKGO-FM/L.A.** morning host **Gary Owens** joins crosstown KFI for similar duties ... **Gary Fries** President at

... **Mary Catherine Sneed** VP/Ops for DKM Broadcasting ... **John Gorman** VP/OM chair at WNCX/Cleveland ... **Norm Feuer** Noble Broadcast Group VP/COO ... **Bob Kardashian** leads radio syndication effort at MCA ... **David Gingold** new Barnstable VP/Radio ... **Dene Hallam** takes PD duties at KCPW/Kansas City.

RECORDS

Don Ienner Arista Sr. VP/Mktg. & Promo ... **Phil Costello** to IRS as Midwest Retail & Promotion Director ... BMG purchases RCA Records from GE ... **Danny Buch** Atlantic Dir./Album Promo ... **John Fagot** Columbia VP/Promo ... **Jerry Blair** New England Regional Promo for CBS ... **Bob Catania** Island VP/Promo ... **Sylvia Rhone** VP/GM Black Music at Atlantic ... **Joe Galante** RCA/Nashville VP/GM ... **Joe Riccitelli** National College Promo for PolyGram ... **Phil Quartararo** VP/Singles Promo, **Rick Bisceglia** Sr. Dir./Singles Promo at Arista ... **Andrea Ganis** Atlantic National Singles ... **Michael Plen** picked as VP/Field Promotion at Virgin.

Bill Tanner departs WHQT/Miami for crosstown WPOW as PD



Transtar ... **Gerry DeFrancesco** Gannett VP ... **Gerry Peterson** WHLY/Orlando VP/Ops. ... **Bob Reich** VP/GM at WIOD & WAIA/Miami ... **Paul Fiddick** Heritage Media President ... **Frank Cody** KMET/L.A. PD ... **Erica Farber** and **Mark Guild** Exec. VPs at Interop ... WYSP/Philadelphia shifts to Classic Rock, begins simulcasting **Howard Stern's** morning show from NY ... **Kid Leo** WMMS/Cleveland OM ... **Al Brady** Law VP/GM at KTKS/Dallas ... **Kevin Metheny** replaces **Chuck Morgan** as KTKS/Dallas PD. Morgan takes the PD post at WRQX/Washington ... **Jay Thomas** leaves the Big Apple for mornings at KPWR/L.A.

Harvey Leeds becomes VP/Album Promotion for E/P/A



IN MEMORIAM

Programming consultant **Bob Hattrik** ... America's first full-time DJ, **Harold Arlin** ... KFI & KOST/L.A. VP/GM and Cox VP/Sales, Radio **Don Dalton** ... Top 40 pioneer **Gordon McLendon** ... WNBC/NY traffic reporter **Jane Dornacker**.

WITH 183 #1s AND 294 WEEKS AT THE TOP,
MORE THAN ANY OTHER COUNTRY LABEL,
RCA WOULD LIKE TO SALUTE OUR WINNERS
OF YESTERDAY, TODAY AND TOMORROW...

ALABAMA THE OAK RIDGE BOYS THE JUDDS
HANK SNOW RONNIE MILSAP CHARLEY PRIDE
BOBBY BARE WAYLON JENNINGS EDDY RAVEN
GARY STEWART WILLIE NELSON ELVIS PRESLEY
JIM ED BROWN HELEN CORNELIUS DICKEY LEE
DOLLY PARTON EARL THOMAS CONLEY SYLVIA
DAVE & SUGAR AARON TIPPIN **CLINT BLACK**
JUICE NEWTON CHARLIE RICH KENNY ROGERS
KT OSLIN EDDIE RABBITT

RESTLESS HEART

PAUL OVERSTREET

DON WILLIAMS

JOHN DENVER

FOSTER & LLOYD

KEITH WHITLEY

SHENANDOAH

MICHAEL JOHNSON

MARTINA McBRIDE



RCA RECORDS LABEL

Thanks Country Radio



RCA RECORDS LABEL © 1998 BMG ENTERTAINMENT

www.twangthis.com



CHR

- 1 HUEY LEWIS & THE NEWS Stuck With You
- 2 STEVE WINWOOD Higher Love
- 3 MADONNA Live To Tell
- 4 PETER CETERA Glory Of Love
- 5 WHITNEY HOUSTON How Will I Know
- 6 HEART These Dreams
- 7 PET SHOP BOYS West End Girls
- 8 MADONNA Papa Don't Preach
- 9 PETER GABRIEL Sledgehammer
- 10 BILLY OCEAN There'll Be Sad Songs (To Make You Cry)
- 11 LIONEL RICHIE Dancing On The Ceiling
- 12 MR. MISTER Kyrie
- 13 WHITNEY HOUSTON The Greatest Love Of All
- 14 GENESIS Invisible Touch
- 15 HOWARD JONES No One Is To Blame
- 16 PATTI LABELLE & MICHAEL MCDONALD On My Own
- 17 DIONNE WARWICK & FRIENDS That's What Friends Are For
- 18 STARSHIP Sara
- 19 BOSTON Amanda
- 20 JANET JACKSON When I Think Of You
- 21 FALCO Rock Me Amadeus
- 22 PRINCE & THE REVOLUTION Kiss
- 23 ROBERT PALMER Addicted To Love
- 24 GENESIS Throwing It All Away
- 25 VAN HALEN Why Can't This Be Love

COUNTRY

- 1 EXILE It'll Be Me
- 2 RONNIE MILSAP Happy Happy Birthday Baby
- 3 RONNIE MILSAP In Love
- 4 LEE GREENWOOD
Hearts Aren't Made To Break (They're Made To Love)
- 5 JUDDS Grandpa (Tell Me 'Bout The Good Old Days)
- 6 REBA MCENTIRE Little Rock
- 7 DON WILLIAMS We've Got A Good Fire Goin'
- 8 TANYA TUCKER Just Another Love
- 9 DAN SEALS Everything That Glitters (Is Not Bad)
- 10 ALABAMA She And I
- 11 EDDIE RABBITT & JUICE NEWTON
Both To Each Other (Friends And Lovers)
- 12 TANYA TUCKER One Love At A Time
- 13 JUDY RODMAN Until I Met You
- 14 RESTLESS HEART That Rock Won't Roll
- 15 CRYSTAL GAYLE Cry
- 16 GEORGE STRAIT Nobody In His Right Mind Would've Left Her
- 17 CONWAY TWITTY Desperado Love
- 18 FORESTER SISTERS Mama's Never Seen Those Eyes
- 19 JUDDS Rockin' With The Rhythm Of The Rain
- 20 JOHN CONLEE Got My Heart Set On You
- 21 BELLAMY BROTHERS Feelin' The Feelin'
- 22 FORESTER SISTERS Lonely Alone
- 23 STEVE WARINER Life's Highway
- 24 DON WILLIAMS Heartbeat In The Darkness
- 25 EARL THOMAS CONLEY & ANITA POINTER Too Many Times

AC

- 1 MOODY BLUES Your Wildest Dreams
- 2 PETER CETERA Glory Of Love
- 3 BILLY OCEAN There'll Be Sad Songs (To Make You Cry)
- 4 HUEY LEWIS & THE NEWS Stuck With You
- 5 MIAMI SOUND MACHINE Words Get In The Way
- 6 ANITA BAKER Sweet Love
- 7 HOWARD JONES No One Is To Blame
- 8 HEART These Dreams
- 9 STARSHIP Sara
- 10 TOTO I'll Be Over You
- 11 PATTI LABELLE & MICHAEL MCDONALD On My Own
- 12 WHITNEY HOUSTON How Will I Know
- 13 ELTON JOHN Nikita
- 14 CARL ANDERSON & GLORIA LORING Friends And Lovers
- 15 GENESIS Throwing It All Away
- 16 ATLANTIC STARR Secret Lovers
- 17 SIMPLY RED Holding Back The Years
- 18 SADE The Sweetest Taboo
- 19 WHITNEY HOUSTON The Greatest Love Of All
- 20 MADONNA Live To Tell
- 21 CARLY SIMON Coming Around Again
- 22 BILLY OCEAN
When The Going Gets Tough, The Tough Get Going
- 23 PHIL COLLINS Take Me Home
- 24 PETER CETERA w/AMY GRANT The Next Time I Fall
- 25 DIONNE WARWICK & FRIENDS That's What Friends Are For

AOR TRACKS

- 1 PETER GABRIEL In Your Eyes
- 2 VAN HALEN Love Walks In
- 3 GENESIS Throwing It All Away
- 4 ZZ TOP Rough boy
- 5 GENESIS Land Of Confusion
- 6 PETER GABRIEL Sledgehammer
- 7 ROLLING STONES One Hit (To The Body)
- 8 VAN HALEN Dreams
- 9 STEVE WINWOOD Higher Love
- 10 ZZ TOP Stages
- 11 FIXX Secret Separation
- 12 INXS What You Need
- 13 EDDIE MONEY Take Me Home Tonight
- 14 HONEYMOON SUITE Feel It Again
- 15 STEVE WINWOOD Split Decision
- 16 ROBERT PALMER Addicted To Love
- 17 MOODY BLUES Your Wildest Dreams
- 18 BRUCE HORNSBY & THE RANGE The Way It Is
- 19 MIKE & THE MECHANICS All I Need Is A Miracle
- 20 FABULOUS THUNDERBIRDS Tuff Enuff
- 21 VAN HALEN Why Can't This Be Love
- 22 FIRM All The King's Horses
- 23 JOURNEY Girl Can't Help It
- 24 GTR When The Heart Rules The Mind
- 25 HUEY LEWIS & THE NEWS Hip To Be Square

AC FULL-SERVICE

- 1 PATTI LABELLE & MICHAEL MCDONALD On My Own
- 2 MOODY BLUES Your Wildest Dreams
- 3 PETER CETERA Glory Of Love
- 4 CARL ANDERSON & GLORIA LORING Friends And Lovers
- 5 DIONNE WARWICK & FRIENDS That's What Friends Are For
- 6 MIAMI SOUND MACHINE Words Get In The Way
- 7 HUEY LEWIS & THE NEWS Stuck With You
- 8 WHITNEY HOUSTON The Greatest Love Of All
- 9 HEART These Dreams
- 10 STEVIE WONDER Overjoyed
- 11 SADE The Sweetest Taboo
- 12 BARBRA STREISAND Somewhere
- 13 BILLY OCEAN There'll Be Sad Songs (To Make You Cry)
- 14 TOTO I'll Be Over You
- 15 LIONEL RICHIE Love Will Conquer All
- 16 LIONEL RICHIE Say You, Say Me
- 17 ELTON JOHN Nikita
- 18 PETER CETERA with AMY GRANT The Next Time I Fall
- 19 GENESIS Throwing It All Away
- 20 ATLANTIC STARR Secret Lovers
- 21 DOUBLE The Captain Of Her Heart
- 22 JEFFREY OSBORNE You Should Be Mine (The Woo Woo Song)
- 23 MADONNA Live To Tell
- 24 ANITA BAKER Sweet Love
- 25 STARSHIP Sara

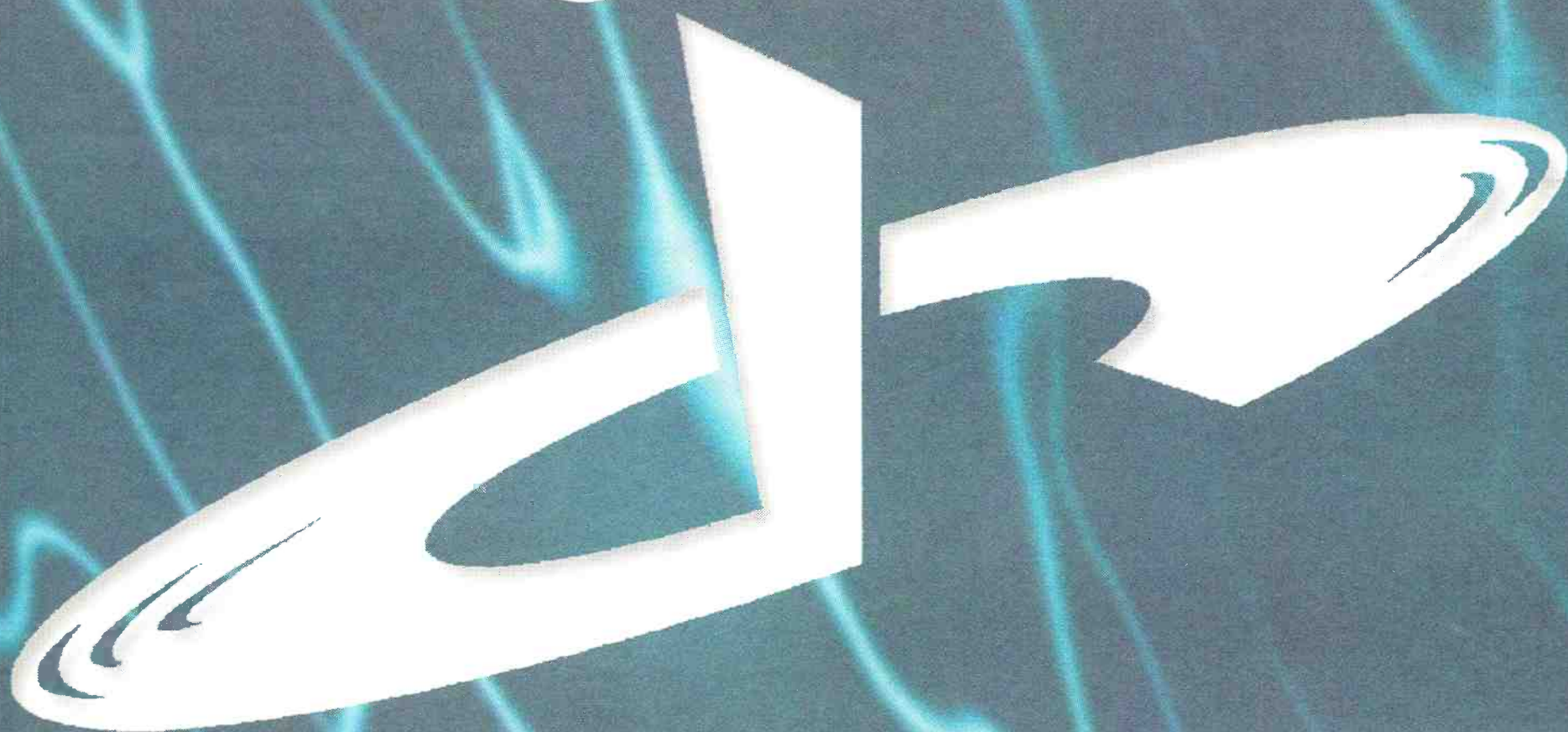
URBAN

- 1 PRINCE Kiss
- 2 PATTI LABELLE & MICHAEL MCDONALD On My Own
- 3 JANET JACKSON What Have You Done For Me Lately
- 4 NU SHOOZ I Can't Wait
- 5 TIMEX SOCIAL CLUB Rumors
- 6 MELISA MORGAN Do Me Baby
- 7 CAMEO Word Up
- 8 STEPHANIE MILLS I've Learned To Respect The Power Of Love
- 9 BILLY OCEAN There'll Be Sad Songs (To Make You Cry)
- 10 S.O.S. BAND The Finest
- 11 JANET JACKSON Nasty
- 12 ANITA BAKER Sweet Love
- 13 GWEN GUTHRIE Ain't Nothin' Goin' On But The Rent
- 14 FREDDIE JACKSON Tasty Love
- 15 JEFFREY OSBORNE You Should Be Mine (The Woo Woo Song)
- 16 RENE & ANGELA Your Smile
- 17 MELBA MOORE f/FREDDIE JACKSON A Little Bit More
- 18 MIDNIGHT STAR Headlines
- 19 CHERRELLE & ALEXANDER O'NEAL Saturday Love
- 20 JANET JACKSON When I Think Of You
- 21 EL DEBARGE Who's Johnny
- 22 FORCE MD'S Tender Love
- 23 NEW EDITION A Little Bit Of Love (Is All It Takes)
- 24 LUTHER VANDROSS Give Me The Reason
- 25 GREGORY ABBOTT Shake You Down

'86

Congratulations

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ANNIVERSARY

YOUR FRIENDS AT *G2* GRAPHIC SERVICE



New Format 'Waved' In

In 1987, not all of the good ideas were taken. Just ask Frank Cody and his programming team at KMET/L.A.

By 1987, the station had its back against a wall. Competition was tough, and its numbers were at an all-time low. So Cody took a couple of music genres that were popular on store shelves, at least, and put them on the air. What resulted was a format that, through slow and steady growth, has blossomed into a 25-54 factor in practically every market it appears in.

R&R called that format New Adult Contemporary, or NAC. And it wasn't the only format to blossom in '87. Stations around the country began to emulate the instant success of Emmis' KPWR (Power 106)/L.A., which put a decided ethnic slant on traditional CHR. As if to prove this format was about the *music* and not about the ethnicity of the audience, the CHR/Rhythmic format, as it would eventually be labeled, penetrated such non-ethnic markets as Seattle.

Broadcasting's Fairness Doctrine, which had been at the center of bitter debate ever since it was invoked, was

finally struck down by a Reagan-appointed FCC. Station operators complained that the doctrine, which had required broadcasters to present both sides of any controver-

sial issue, was unfair, considering that other nonregulated media were subject to no such rules. This action paved the way for more focused and entertaining Talk radio, among other things. Rush Limbaugh, are you here yet?

In 1987, the NAB reported the average PD salary as \$25,162, while the average GSM salary was \$44,097. (Eleven years later, those figures would rise to \$82,589 and \$126,640, respectively.)

More payola dirt: A *Rolling Stone* article details how one indie conducted business with the help of Federal Express!

This year's reflections come from Cody, who remembers those heady days back in 1987, and Tom Joyner, who made headlines when he decided to accept offers to work locally in Dallas and Chicago daily!

Signs Of The Times

- After 19 years as a heritage AOR, KMET/L.A. becomes KTWV, "The Wave," in February; the presentation initially features musical interludes and vignettes (without DJs or IDs) to break song blocks
- More stations adopt the "Wave" format — including WNUA/Chicago, KOAI/Dallas, and KKSJ/SF — and SMN starts a 24-hour network based on the concept
- RCA closes its Indianapolis vinyl pressing plant, placing 700 on the unemployment line; the label states that records account for less than 25% of their business
- Radio stations are lukewarm in their response to the U.S. Surgeon General's call for broadcasters to air advertising for condoms as a preventive measure against AIDS
- WHN/NY drops Country for all-Sports as WFAN. Ten days later, WYNY drops AC in favor of Country
- Heftel merges with Statewide to become H&G Communications
- Sumner Redstone wins a bitter takeover fight for control of Viacom, including eight major market radio stations and MTV Networks.
- Infinity buys KVIL/Dallas for \$82 million
- Taft sold in \$230 million deal
- Westwood One acquires NBC Radio Networks
- Cassette singles debut as the successor to the 45rpm record and 12-inch single, with Arista the first to launch the medium
- Washington radio stations put aside their battles upon learning that a man impersonating WAVA morning co-host Don Geronimo has raped a 14-year-old girl
- Sony acquires CBS Records
- FCC "clarifies" indecency standards following complaints about WYSP/Philly's Howard Stern broadcasts
- FCC kills staff recommendation to change 12/12 ownership rule to 24/24 maintains duopoly ban
- FCC urges judge to strip RKO of broadcast licenses



Reflections



FRANK CODY

"Over 10 years have passed since The Wave was launched and Smooth Jazz became part of our radio landscape.

"In early '87, times were good, and the baby boom generation was flexing its economic muscle. Yet, somehow, commercial radio failed to recognize several popular musical genres: contemporary jazz, new age, and vocalists like Sade and Sting. Paul Simon's watershed, Grammy-winning *Graceland* was virtually ignored by radio. But most everyone I knew was not only aware of this music, but listened to it and loved it. We thought, 'Surely adults deserve something to listen to that is relaxing, but not sleepy; sophisticated, yet not elitist; soothing, but not sappy.' The times were right to take a risk.

"On Valentine's Day 1987, The Wave was born.

"Without disc jockeys, The Wave

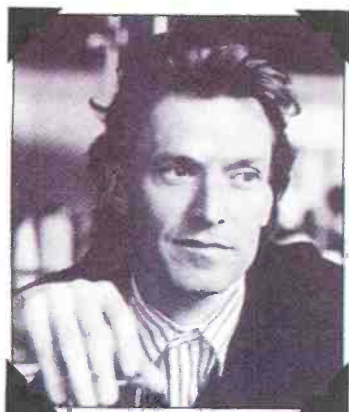
was hailed as a 'post-modern deconstructionist' format. Perhaps, but we merely recognized that without DJs The Wave would be vividly differentiated from competitors. Adults who didn't believe the typical radio hype of 'more music, less talk' might actually trust a station with 'no disc jockeys.' It served as a powerful point of entry. Eventually, the passion and interest led to the addition of announcers to identify the music. Today, there is a successful Smooth Jazz station in nearly every major market.

"As a team, we maintained an optimistic vision of the future and believed in our right and responsibility to create it. Could another new format happen sometime soon? It's just a matter of time. After all, luck is the confluence of preparedness and opportunity.

"Fannie Hurst said it best, 'It takes a clever man to turn cynic and a wise man to be clever enough not to.'"

Radio Rewind

Whitney Houston headed up the 1987 dance era at CHR, as "I Wanna Dance With Somebody (Who Loves Me)" finished No. 1 at the format for the year. Another artist helping to drive the beat was a sustaining **Madonna**,



Steve Winwood

who landed four songs in the year-end chart. **Lisa Lisa**, **Expose**, and the **Jets** each had two songs in the Top 87 of '87. A good balance of rock also appeared on the year-end chart, as five of the top 10 were crossovers from R&R's AOR Tracks. The heavy-duty corporate rock sounds of **Bon Jovi**, Ann and Nancy Wilson's reinvented **Heart**, and **Starship** all landed in the top five.

U2 dominated the year at AOR, as *The Joshua Tree*, named for a plant that grows in the Southern California desert, had the top two positions on the AOR Tracks breakout. *Joshua* held the No. 1 Album position for 14 weeks during 1987. Plenty of classic rock artists were recording and found big success, including **Fleetwood Mac**,

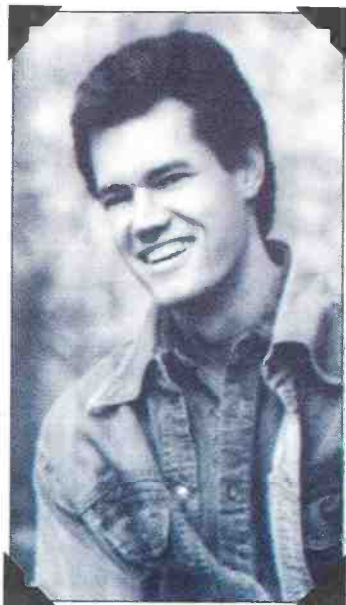
Eric Clapton, **Gregg Allman**, the **Grateful Dead**, **David Bowie**, and **Boston**. Interestingly, "Midnight Blue" by **Lou Gramm**, the former lead singer of **Foreigner**, spent the same amount of time at No. 1 on AOR Tracks as "With Or Without You" by **U2**.

"Forever & Ever, Amen" by **Randy Travis** was the No. 1 Country song of '87, fueled by four weeks spent at the top, peaking May 22. Four weeks was far and away the longest run at No. 1 by any artist. Not surprisingly for Country, there were 43 No. 1 hits during the R&R chart year. MCA/Nashville and RCA topped the label performance derby, with MCA finishing with five songs in the year-end top 10.

1987 was another big year for tempo-driven music at Urban Contemporary. "Looking For A New Love" by **Jody Watley**; "Diamonds" by **Herb Alpert**, featuring **Janet Jackson** on vocals; "Fake" by **Alexander O'Neal**; and chart-toppers from Janet Jackson and **Michael Jackson** all placed top 20. Warner Bros. Black Music continued to be a hit factory, and the bunny earned the top spot for Urban

Contemporary with "Always" by **Atlantic Starr**.

'87 was a big year for many of AC's most enduring superstars, including **Chicago** — with a No. 1 finish with

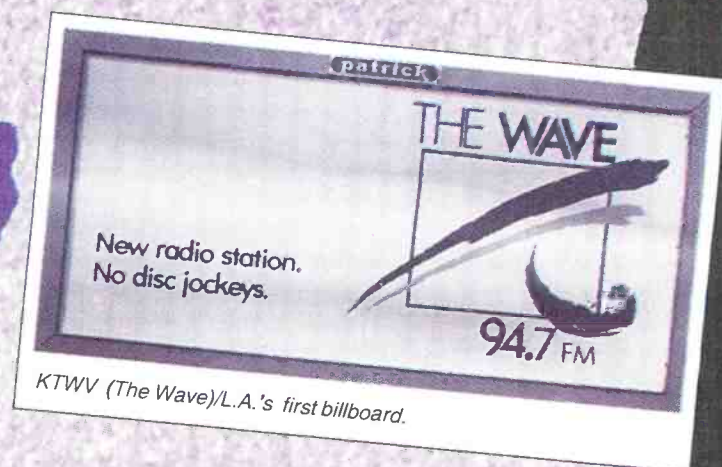


Randy Travis

"Will You Still Love Me?" — Whitney Houston, **Lionel Richie**, **Journey**, **Steve Winwood**, **Kenny G**, and **Fleetwood Mac**. "Songbird" by **Kenny G** landed at No. 15 for the year and, interestingly, didn't chart at all on R&R's year-end Jazz breakout.



Bon Jovi



KTWV (The Wave)/L.A.'s first billboard.

INNOVATIONS

• A "Communications" column by Hurricane Heeran explains "desktop publishing — a new type of computer software that lets the user choose from a series of preselected art pieces to enhance anything the operator wants."

• NAB calls it the "Ultimate Radio," and when it works, the new receiver could put AM on a par with FM in stereo capability and on a linear dial.

• Cassette singles debut as the successor to the 45 rpm record and 12-inch single, with Arista the first to launch the medium.

QUOTABLE QUOTES

"I'd rather hire someone with a little less ability but an overwhelming desire to win. You can develop talent, but you can't buy desire."

—KFRX/Lincoln, NE PD
Tracy Johnson

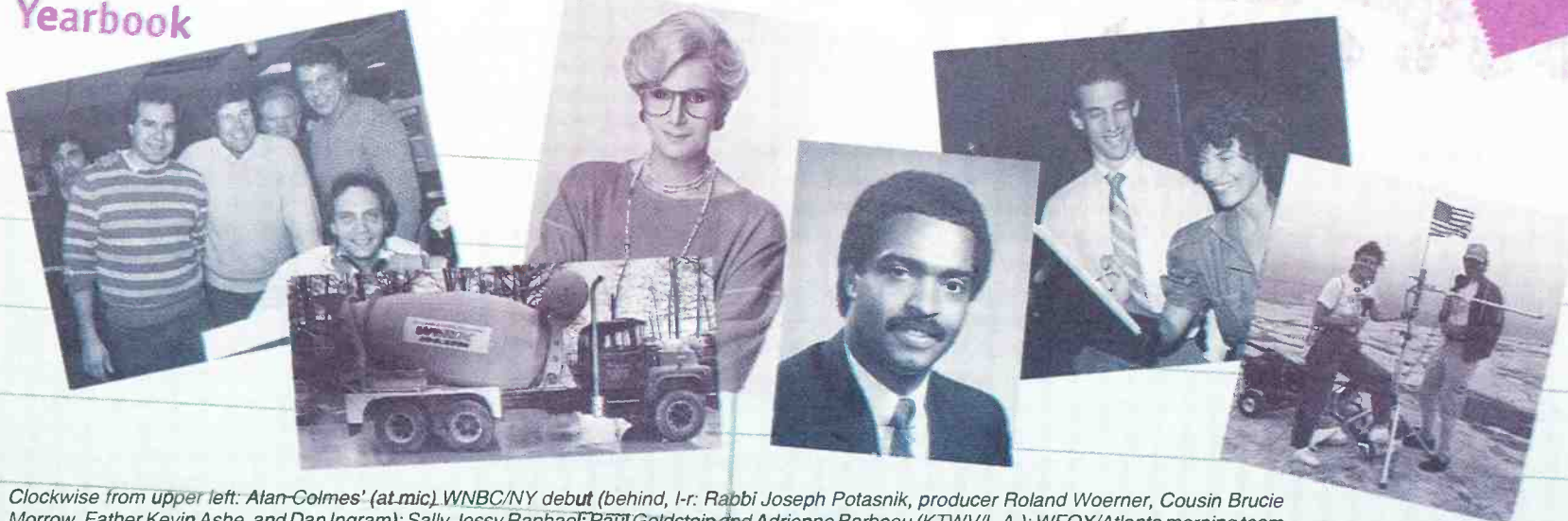
"When the corporations who own these stations discover they can't sell these guys, it'll probably turn out to be a fad."

—WNBC/NY morning man
Don Imus on the proliferation of
"shock jocks"

"I had never been in ethnic radio, but it was evident that with five million to six million Hispanic citizens in L.A., and the prospect for immigration amnesty to add as many as another three million to five million, serving those people in the same manner as we serve our Anglo audience in English radio was a huge opportunity. So I bought KTNQ & KLVE for \$40 million."

—Cecil Heftel

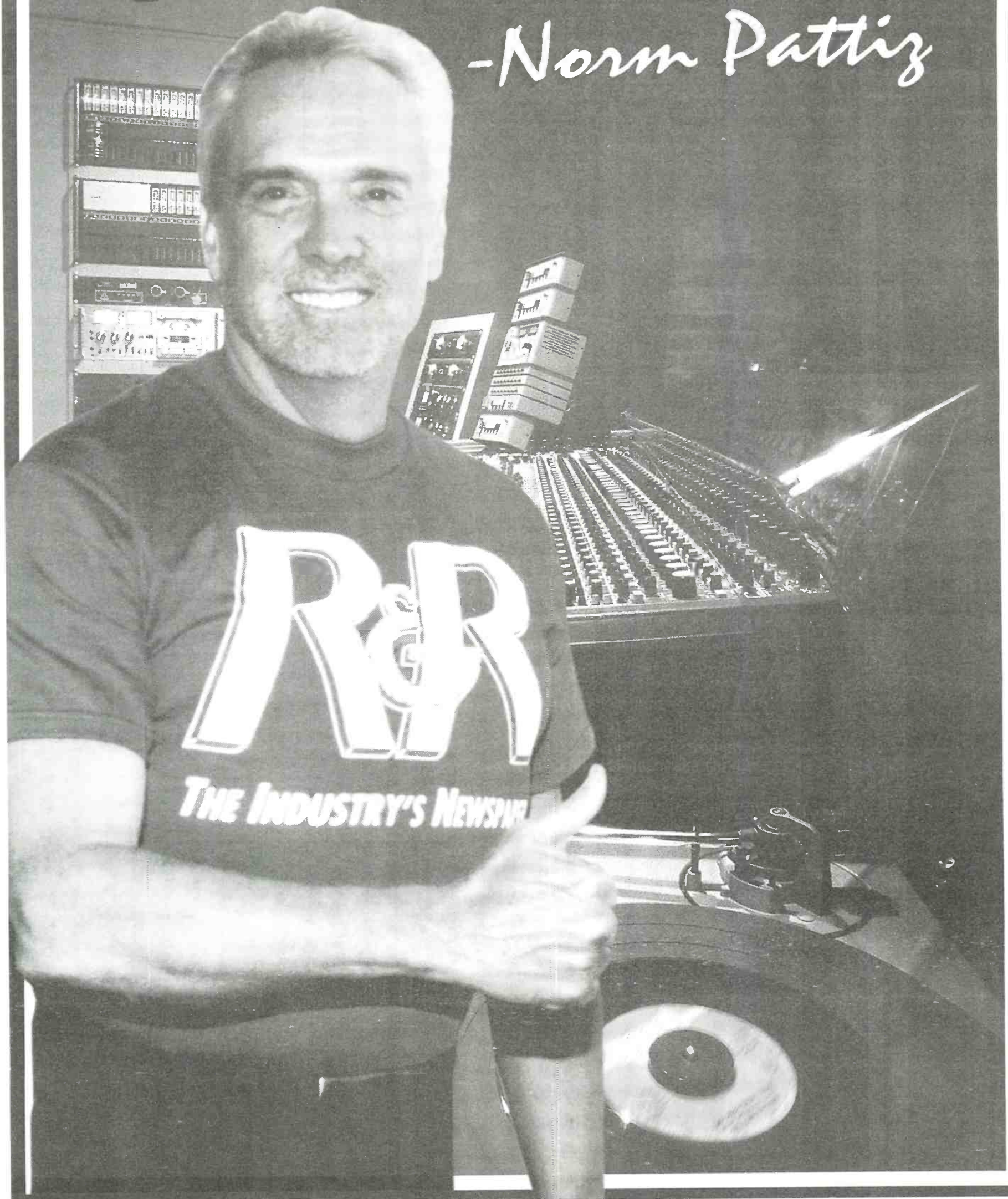
Yearbook



Clockwise from upper left: Alan-Colmes' (at mic) WNBC/NY debut (behind, l-r: Rabbi Joseph Potasnik, producer Roland Woerner, Cousin Brucie Morrow, Father Kevin Ashe, and Dan Ingram); Sally Jessy Raphael; Paul Goldstein and Adrienne Barbeau (KTWV/L.A.); WFOX/Atlanta morning team of Stasia Kelly and J.J. Jackson on top of Stone Mountain; Bell Broadcasting's Marcellus Alexander; WMIX/Baltimore cement mixer.

*Congratulations On
25 Years of Success!*

-Norm Pattiz



Best Of StreetTalk

The Great Ketchup Caper

Local sources say an experiment with a *ketchup bottle* is the motivation for **KMET/Los Angeles** to chuck its legendary calls for **KTWV**. PD **Frank Cody** apparently squeezed all the Heinz ketchup from a bottle and — anticipating great puzzlement — replaced it with French's mustard. The next day, he presented disbelievers with the bottle and asked them how they could change the station's content without the package. The next week, KTWV becomes a soft rock/jazz/new age mix that critics refer to as "the world's longest Michelob commercial."

Washington radio stations put aside their battles in March after learning that a man — impersonating WAVA morning co-host **Don Geronimo** — had called a 14-year-old girl, told her she won a trip to Hawaii, and instructed her to receive the prize at a parking lot, where she was raped. Geronimo and co-host Mark O'Meara devote an entire "Morning Zoo" to the matter to educate the public about radio station contest rules. Four other stations also discuss the incident, and ask those with knowledge of the crime to contact police.

WYHY/Nashville busts out of the usual giveaways with a contest to award free breast enlargement surgery. The winner — and her husband — are thrilled.

"They told me Michael wouldn't even talk to Dan Rather. But when was the last time Rather played one of Michael's songs on *60 Minutes*?" **KIIS/L.A.** morning star **Rick Dees** on why he's boycotting Michael Jackson's latest single.

KPWR/L.A. morning mouth **Jay Thomas** takes heat for his on-air comments about the bear that mauled an 11-year-old boy in a NY zoo. He tells the *L.A. Herald-Examiner*, "The bear only did what was natural. He thought he'd had a particularly nice meal and wondered why nobody threw him a toothpick."

With Pyramid buying **WRXR/Chicago** (call letters will become **WTKS**), could principal and **WXKS-AM & FM/Boston** PD **Sunny Joe White** be thinking of a new direction for the Gold outlet? It finally goes with **WNUA** calls and a mix of new age and light jazz similar to **KTWV/L.A.**'s format.

Spanish-language **KTNQ-AM** becomes the first station in L.A. to award a lucky winner \$1 million.

R&R Retro

- **Mike Kinoshian** named AC Editor
- **Pat Clawson** becomes Washington Bureau Chief
- **R&R** is purchased by Westwood One. **Bob Wilson** returns as Publisher/CEO, following the departure of **Dwight Case**
- **Don Waller** becomes editor of the Overview section, and **Ron Rodrigues** rejoins as Editor
- Dance- and modern rock-oriented stations are reclassified as P1A reporters

Reflections



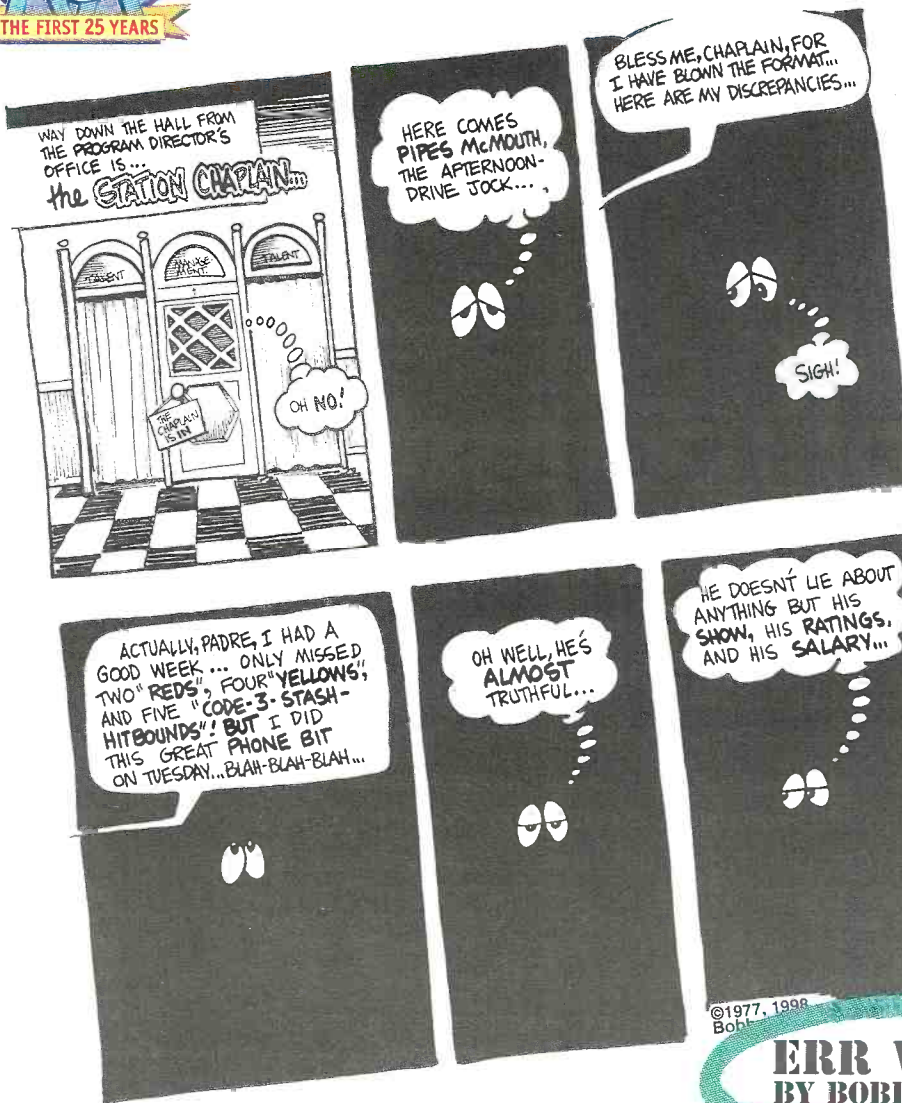
TOM JOYNER

Career inspiration: My first job came out of protest. I came from a small town in Alabama, an all-black town (Tuskegee), and it had one radio station, which was owned by a white man, and all they played was white music. On Saturdays, we protested just about anything — voter registration, any kind of discrimination. So we protested in front of this radio station to give us a show. A man came out and said, "OK, enough of this protest. Who wants to do this?" I said, "All right, I'll do it." And that's how I got into this."

Influential person: "John H. Johnson, the publisher of *Ebony* and *Jet* magazines. I worked at his station in Chicago, and he put me in *Jet* magazine every week just to advertise my show to the readers in Chicago, even though *Jet* magazine goes everywhere. Readers across the country thought I was the biggest DJ in the world. Little did they know I was on a daytime radio station in Chicago. He taught me how to market to black consumers."

Length of time he thought his Dallas-Chicago daily commute could last before he physically gave out: "I checked with the doctors. I paid \$900 dollars for a physical and consultation. They said I could make it if I drank a lot of water and got rest. That's what I did."

Greatest professional achievement: "Of all the great things that have happened, having my sons join me on the show. My oldest is CEO of the Tom Joyner Foundation. We started in March and have raised almost a half-million dollars. My other son just graduated with an MBA, and he is working with ABC in marketing our show."



NewsMakers

RADIO

David Ross Exec. VP at Metroplex ... **KQKS/Denver** debuts with AC format ... **Stu Olds** Katz Radio President ... **Ken Kohl** KFI/L.A.'s



Bill Figenshu becomes **Viacom Radio** President

Program Manager ... **Bill Stedman** OM at **KNEW & KSAN/SF** ... **Dave Crowl** VP/GM at **WBCS-AM & FM/Milwaukee**, which flips formats to AOR "Lazer 103" **WLZR** ... **Garrison Keillor** to close *A Prairie Home Companion* after 13 years ... **Harvey Kojan** **KLOL/Houston MD** ... **Tom Tradup** OM for **KRLD/Dallas** ... **Steve Kingston** **WHTZ/NY OM** ... **Fleetwood Groover** PD at **WQXI-AM & FM/Atlanta** ... **Scott**



Steve Feinstein to **KKSF/SF** as PD

Shannon upped to VP/Prog. & Ops at **WHTZ/NY** ... **Charlie Quinn** **WEGX (Eagle 106)/Philadelphia PD** ... **John Lander** at **KKBQ/Houston VP/Prog.** ... **Buzz Brindle** PD of **WGY/Albany-Schenectady** ... **Don Bouloukos**, **Norm Schrutt** Group Presidents at **Cap Cities/ABC** ... **Joel Folger** **KJYO/Oklahoma City PD** at ... **Greg Strassell** (a.k.a. **Eddie Ashton**) PD at **WROK/Rockford, IL** ... **John Gehron** **WMRQ/Boston VP/GM** ... **Norman Rau** President of **Sandusky Radio** ... **Sam Bellamy** **KMPC-FM/L.A. PD** ... **Lee Logan** **KNEW & KSAN/S.F. OM** ...



Paulette Williams **KMEL/SF VP/GM**

Steve Perun **WHYI/Miami PD** ... **Mike Kakoyiannis** Exec. VP of Metropolitan Broadcasting ... **Wayne Vriesman** VP of Tribune Broadcasting radio group ... **Tony Novia** **WHYI/Miami VP/Ops** ... **Allan Chlowitz** named VP/GM at **KTWV/Los Angeles** ... **Trip Reeb** becomes PD at **XETRA-FM (91X)/San Diego**.

RECORDS

Jeffrey Naumann **Virgin Nat'l Dir./Album Promo** ... **Ed Mascolo** **RCA Sr. VP** ... **Bruce Tenenbaum** **Atco Dir./Nat'l Singles Promo** ... **Butch Waugh** **VP/Nat'l Promo** at **RCA** ... **John Fagot** **Capitol VP/Promo** ... **Tom Gorman** **Capitol VP/Pop Promo** ... **Bruce Lundvall** President at **EMI-Manhattan** ... **Monte Lipman** **Arista NY local** ... **Scott Borchetta** **MTM Nat'l Album Rock Promo** ... **Al Cafaro** elevated to VP/Promo at **A&M** ...

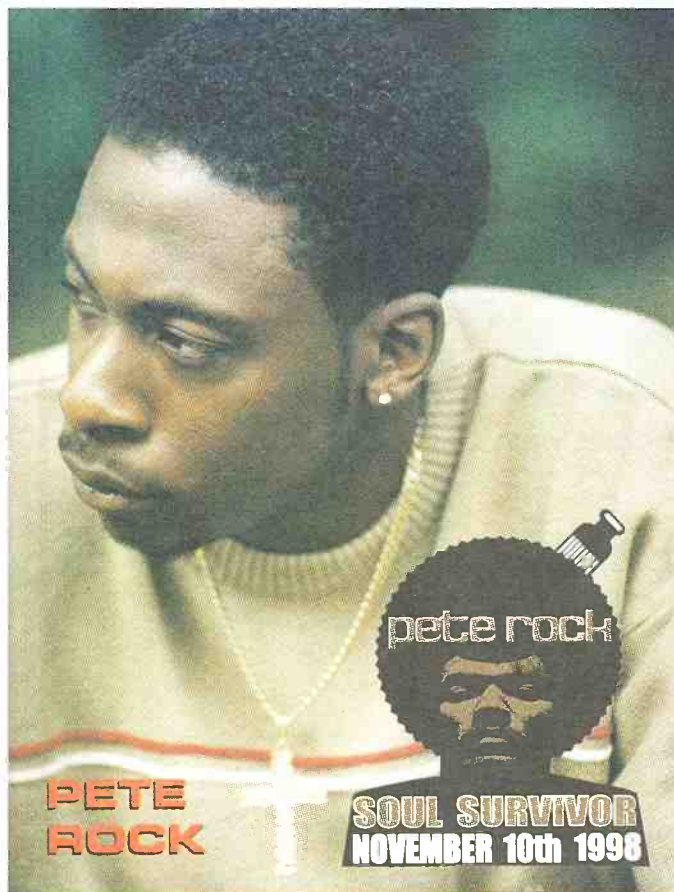


Berry Gordy cancels **Motown sale** to **MCA** at last minute

Peter Napoliello **Geffen CHR** ... **Sony** acquires **CBS Records**.

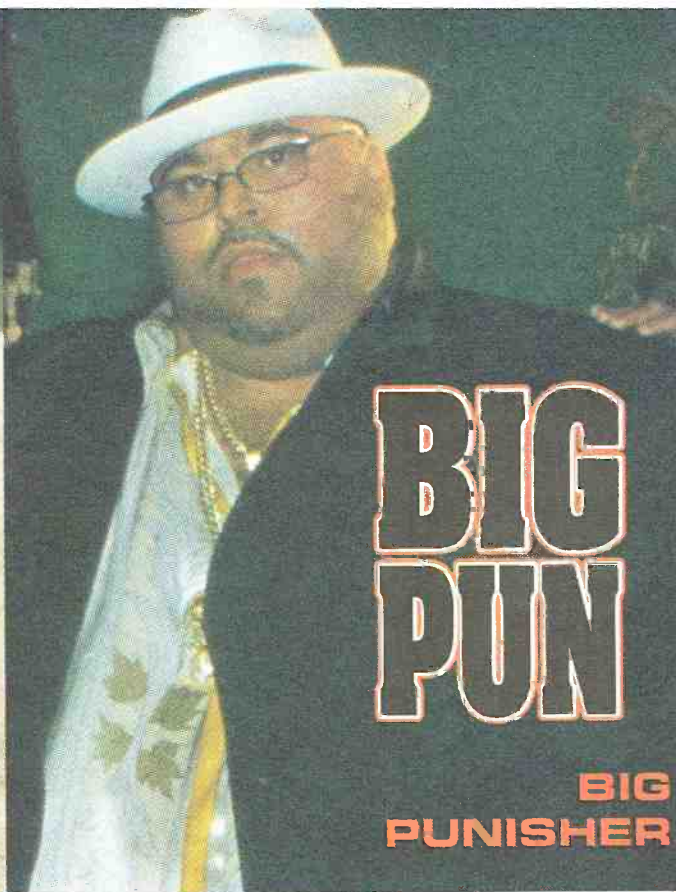
IN MEMORIAM

Veteran promoter **George Furness** ... **Legendary WABC/NY, WLS/Chicago, KQV/Pittsburgh, and WHYI/Miami PD** **Sam Holman** ... **WMGM/NY nighttimer** and **WABC/NY overnigher** **Bob Lewis** ... **Blue Note Records founder** **Alfred Lion**.



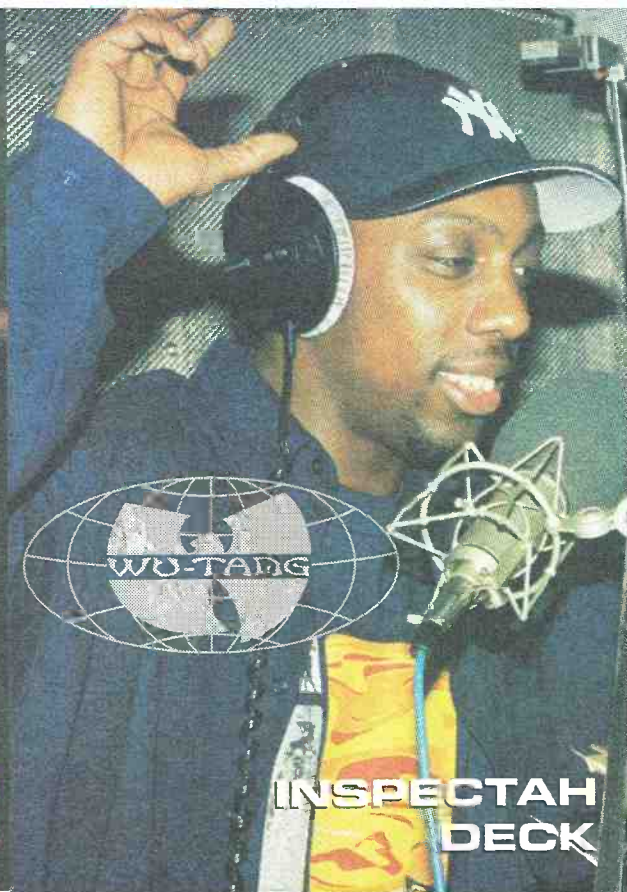
**PETE
ROCK**

SOUL SURVIVOR
NOVEMBER 10th 1998



**BIG
PUN**

**BIG
PUNISHER**

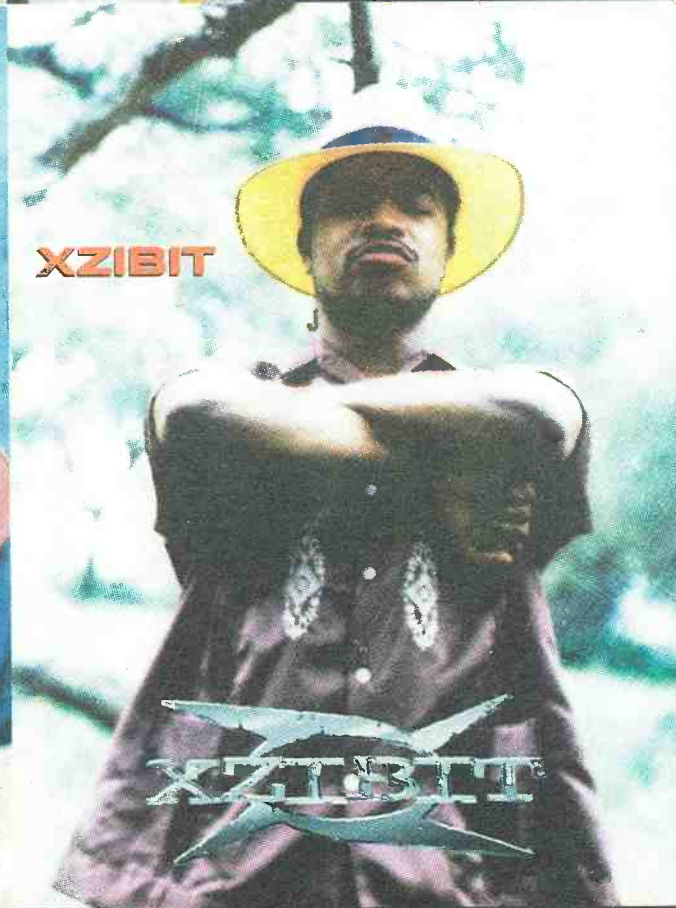


**INSPECTAH
DECK**



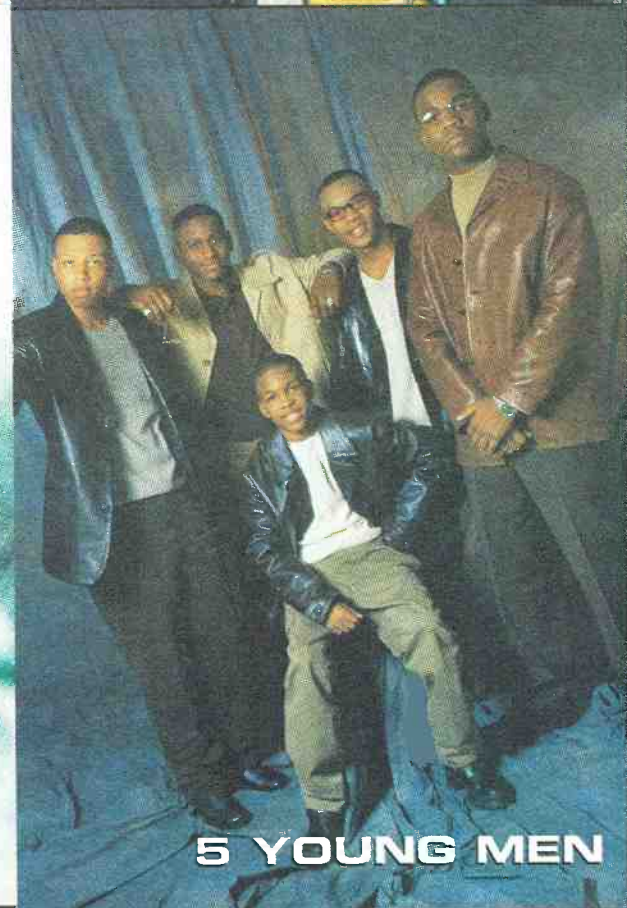
FUNKMASTER FLEX

**FUNKMASTER
FLEX**



XZIBIT

XZIBIT



5 YOUNG MEN

LOUD RECORDS
CONGRATULATES

R&R
ON 25
YEARS OF
KEEPING IT HOT!



CHR

- 1 **WHITNEY HOUSTON**
I Wanna Dance With Somebody (Who Loves Me)
- 2 **BON JOVI** Livin' On A Prayer
- 3 **HEART** Alone
- 4 **U2** With Or Without You
- 5 **STARSHIP** Nothing's Gonna Stop Us Now
- 6 **BOB SEGER** Shakedown
- 7 **WHITESNAKE** Here I Go Again
- 8 **HUEY LEWIS & THE NEWS** Jacob's Ladder
- 9 **CUTTING CREW** (I Just) Died In Your Arms
- 10 **MADONNA** Open Your Heart
- 11 **U2** I Still Haven't Found What I'm Looking For
- 12 **LOS LOBOS** La Bamba
- 13 **ATLANTIC STARR** Always
- 14 **ARETHA FRANKLIN & GEORGE MICHAEL**
I Knew You Were Waiting (For Me)
- 15 **CROWDED HOUSE** Don't Dream It's Over
- 16 **TIFFANY** I Think We're Alone Now
- 17 **EUROPE** Carrie
- 18 **BILLY IDOL** Mony Mony
- 19 **T'PAU** Heart And Soul
- 20 **WHITNEY HOUSTON** Didn't We Almost Have It All
- 21 **CHICAGO** Will You Still Love Me?
- 22 **KIM WILDE** You Keep Me Hangin' On
- 23 **LISA LISA & CULT JAM** Head To Toe
- 24 **LISA LISA & CULT JAM** Lost In Emotion
- 25 **CLUB NOUVEAU** Lean On Me

COUNTRY

- 1 **RANDY TRAVIS** Forever & Ever, Amen
- 2 **WAYLON JENNINGS** Rose In Paradise
- 3 **ROSANNE CASH** The Way We Make A Broken Heart
- 4 **RESTLESS HEART** Why Does It Have To Be (Wrong Or Right)
- 5 **GEORGE STRAIT** Ocean Front Property
- 6 **OAK RIDGE BOYS** It Takes A Little Rain (To Make Love Grow)
- 7 **D. PARTON/L. RONSTADT/E. HARRIS**
To Know Him Is To Love Him
- 8 **OAK RIDGE BOYS** This Crazy Love
- 9 **NITTY GRITTY DIRT BAND** Fishin' In The Dark
- 10 **BELLAMY BROTHERS** Kids Of The Baby Boom
- 11 **DAN SEALS** Three Time Loser
- 12 **ALABAMA** (You've Got) The Touch
- 13 **MICHAEL JOHNSON** The Moon Is Still Over Her Shoulder
- 14 **T. GRAHAM BROWN** Don't Go To Strangers
- 15 **DAN SEALS** I Will Be There
- 16 **REBA MCENTIRE** One Promise Too Late
- 17 **STEVE WARINER** The Weekend
- 18 **CONWAY TWITTY** Julia
- 19 **KENNY ROGERS** Twenty Years Ago
- 20 **RANDY TRAVIS**
I Won't Need You Anymore (Always And Forever)
- 21 **EXILE** She's Too Good To Be True
- 22 **HOLLY DUNN** Love Someone Like Me
- 23 **FORESTER SISTERS** You Again
- 24 **O'KANES** Can't Stop My Heart From Lovin' You
- 25 **MICHAEL MARTIN MURPHEY** A Long Line Of Love

AC

- 1 **CHICAGO** Will You Still Love Me?
- 2 **BRUCE HORNSBY & THE RANGE** Mandolin Rain
- 3 **DAN HILL** Can't We Try?
- 4 **SMOKEY ROBINSON** Just To See Her
- 5 **WHITNEY HOUSTON**
I Wanna Dance With Somebody (Who Loves Me)
- 6 **WHITNEY HOUSTON** Didn't We Almost Have It All
- 7 **STARSHIP** Nothing's Gonna Stop Us Now
- 8 **JETS** You Got It All
- 9 **LIONEL RICHIE** Ballerina Girl
- 10 **STEVE WINWOOD** Back In The High Life Again
- 11 **JOURNEY** I'll Be Alright Without You
- 12 **STEVE WINWOOD** The Finer Things
- 13 **KENNY LOGGINS** Meet Me Half Way
- 14 **DIONNE WARWICK & JEFFREY OSBORNE** Love Power
- 15 **KENNY G** Songbird
- 16 **ATLANTIC STARR** Always
- 17 **CUTTING CREW** I've Been In Love Before
- 18 **FLEETWOOD MAC** Little Lies
- 19 **DAN FOGELBERG** Lonely In Love
- 20 **HEART** Alone
- 21 **GENESIS** In Too Deep
- 22 **LINDA RONSTADT & JAMES INGRAM** Somewhere Out There
- 23 **ARETHA FRANKLIN & GEORGE MICHAEL**
I Knew You Were Waiting (For Me)
- 24 **SMOKEY ROBINSON** One Heartbeat
- 25 **BILLY JOEL** This Is The Time

AOR TRACKS

- 1 **U2** I Still Haven't Found What I'm Looking For
- 2 **U2** Where The Streets Have No Name
- 3 **WHITESNAKE** Here I Go Again
- 4 **HEART** Who Will You Run To
- 5 **LOU GRAMM** Midnight Blue
- 6 **FLEETWOOD MAC** Seven Wonders
- 7 **R.E.M.** The One I Love
- 8 **GRATEFUL DEAD** Touch Of Grey
- 9 **RICHARD MARX** Don't Mean Nothing
- 10 **BON JOVI** Livin' On A Prayer
- 11 **U2** With Or Without You
- 12 **ROBERT CRAY BAND** Smoking Gun
- 13 **LOU GRAMM** Ready Or Not
- 14 **WORLD PARTY** Ship Of Fools
- 15 **WHITESNAKE** Is This Love
- 16 **FROZEN GHOST** Should I See
- 17 **PINK FLOYD** Learning To Fly
- 18 **GREGG ALLMAN BAND** I'm No Angel
- 19 **JOHN COUGAR MELLENCAMP** Paper In Fire
- 20 **GRATEFUL DEAD** Hell In A Bucket
- 21 **TOM PETTY & THE HEARTBREAKERS** Jammin' Me
- 22 **DEF LEPPARD** Animal
- 23 **TOM PETTY & THE HEARTBREAKERS** Runaway Trains
- 24 **CUTTING CREW** (I Just) Died In Your Arms
- 25 **PINK FLOYD** One Slip

URBAN

- 1 **ATLANTIC STARR** Always
- 2 **JODY WATLEY** Looking For A New Love
- 3 **SYSTEM** Don't Disturb This Groove
- 4 **REGINA BELLE** Show Me The Way
- 5 **STEPHANIE MILLS** I Feel Good All Over
- 6 **LEVERT** Casanova
- 7 **HERB ALPERT** Diamonds
- 8 **SMOKEY ROBINSON** Just To See Her
- 9 **FREDDIE JACKSON** Have You Ever Loved Somebody
- 10 **SURFACE** Happy
- 11 **JANET JACKSON** The Pleasure Principle
- 12 **PRINCE** Sign O' The Times
- 13 **FORCE MD'S** Love Is A House
- 14 **ALEXANDER O'NEAL** Fake
- 15 **LUTHER VANDROSS & GREGORY HINES**
There's Nothing Better Than Love
- 16 **MELBA MOORE** Falling
- 17 **MICHAEL JACKSON** Bad
- 18 **MARLON JACKSON** Don't Stop
- 19 **CAMEO** Candy
- 20 **ISLEY BROTHERS** Smooth Sailin' Tonight
- 21 **O'JAYS** Lovin' You
- 22 **LISA LISA & CULT JAM** Head To Toe
- 23 **FREDDIE JACKSON** I Don't Want To Lose Your Love
- 24 **ANGELA WINBUSH** Angel
- 25 **NATALIE COLE** Jump Start

Tiffany

Jody W

Whitesnake

87

**25 R&R
+ 75 NAB**

100

**GREAT YEARS
OF SERVICE**

*Happy Anniversary
to Erica and the Gang!*

Member Association of
NAB
BROADCASTERS


broadcasters

Bringing Community Service Home


75
YEARS OF
SERVICE

Need we say more?



CONVENTION '99

JUNE 10-12, 1999



R&R Gets Conventional (Again)

After a nine-year absence, R&R was back in the convention business.

Knowing the kind of toll these events took on our staff, Bob Wilson decided to schedule them every other year. The first of these would happen in the massive and impressive Loews Anatole Hotel in Dallas. Aside from a full slate of learning and inspiration, the hotel's Texas-sized rooms allowed for plenty of entertainment, such as the huge casino operated by Columbia Records, and the blockbuster performance by John Mellencamp in the main ballroom. A good time was had by all.

An up-and-coming talk host from KFBK/Sacramento took a dream job at fledgling Talker WABC/NY in 1988. Soon after, Ed McLaughlin, a former ABC executive, decided to syndicate him to a country full of AM stations that were no longer playing music. Within a year, Rush Limbaugh was heard in hundreds of markets (including most of the major ones) and had revitalized an AM band that was considered useless by a good number of under-54s.

The already crowded lineup of syndicated Top 40 countdown shows became downright stifling in 1988, after Westwood One announced it had picked up Casey Kasem's services from ABC/Watermark. ABC then tapped Shadoe Stevens to assume

Kasem's position as host of *American Top 40*. Additional countdowns were hosted by Rick Dees, Scott Shannon, and Dave Sholin.

Payola investigations moved into high gear and resulted in the arrests of three people. The feds then set their sights on even bigger fish.

On the regulatory front, the Reagan administration dealt many good hands to broadcasters over its eight years, including two stages of deregulation, elimination of the Fairness Doctrine, and relaxed ownership rules. But, in a year-end blast at broadcasters, Surgeon General C. Everett Koop detailed a list of proposals designed to curb alcohol advertising, including on the radio. The proposal never went anywhere, however.

Consumer studies showed the vinyl LP to be "alive and well," but

RIAA statistics pointed in a different direction. For the first time since its introduction four years earlier, sales of CDs surpassed LPs. Both formats trailed cassette sales by a large margin.

Reflecting on the year: Limbaugh and producer Jimmy Jam, who was riding high via the success of Janet Jackson and many others.



Signs Of The Times

- **NBC makes exit from radio complete; sells Emmis its O&Os for \$122 million**
- **After 66 years of broadcasting, WNBC-AM/NY signs off the air, becoming the new home for Sports WFAN**
- **RKO sells all but KFRC/SF for \$230 million**
- **Albimar buys WKYS/Washington for \$50 million**
- **Metropolitan Broadcasting to merge with Sillerman Acquisition Corp. in \$300 million transaction**
- **Westwood One buys WYNY/New York for \$39 million**
- **Noble to purchase KMJQ/Houston for \$65 million, the largest price ever paid for an FM stand-alone**
- **SBS swaps WFAN's 1050 kHz signal with heritage Ethnic WEVD-FM, placing a full-time Spanish-language FM in New York for the first time; WSKQ bows as "La Primera"**
- **WIYY (98 Rock)/Baltimore morning man Bob Rivers agrees to remain on the air until the hapless Orioles win one baseball game. The seemingly endless ordeal stretches a grand total of 258 hours, or a painful 21 consecutive losses**
- **KFI/L.A. shifts to all-Talk with the slogan, "Talking Southern California like it's never been talked before"**
- **WPIX/NY drops AC for Contemporary Jazz (NAC) as WQCD-FM**
- **Religious KMLE/Phoenix shifts to Country**
- **KHTR/St. Louis drops CHR for Oldies as KLOU-FM**
- **WMC-AM/Memphis to drop Country for News/Talk in early 1989**
- **The Tandy Co. completes work on a prototype for its compact disc recorder, set to begin mass production within 18-24 months**

Reflections



RUSH LIMBAUGH

Career philosophy: "People listen to the radio for three things: to be entertained, to be entertained, and to be entertained. The reason people listen to the show is that it is fun. My attitude when I go into the studio is to get ratings. I go into the studio to attract and hold — with entertainment — the largest possible audience for as long as possible."

Career turning point: "When I realized that the sole purpose for us in radio is to sell advertising. I used to think radio was for me to become a star and get my ego thrills. I wasn't listener-oriented, I was me-oriented."

Was also known as: Jeff Christie, "Star DJ," nights, ABC-owned Top 40 KQV/Pittsburgh, 1972.

Catalyst for "Rushdom": "My approach to how talk should be done hasn't changed in 17 years, but KFBK/Sacramento was the first

place where I was granted the freedom to actually be true to myself. When I got that freedom, the responsibility hit me. You can't blame a lack of success on the record rotation or the spot load — it's all on you."

Advice to talk programmers: "Rather than stifling hosts by making them afraid to cross the line, encourage them to take chances. If they cross the line, so what? You can always bring them back."

Advice to talk hosts: "Get numbers. To do that, you have to push the outside of the envelope. You have to get fired five times. You have to lose a couple of accounts because of your controversial nature in order to find out how far you're willing to go. You can't whimper around, assuming everyone above you knows what they're doing."



Radio Rewind

Hair bands, teen-targeted pop, and solo careers for the lead singers of successful '80s groups were prevalent in 1988.

The hard-edged-rock, hair-band craze dominated. **Def Leppard's** *Hysteria*, the long-awaited follow-up to 1983's



Robert Plant

Pyromania, spawned the hits "Love Bites," "Pour Some Sugar On Me," and the title track. **Poison** rocked its way to a multiplatinum album thanks to the hits "Nothin' But A Good Time," "Fallen Angel," and "Every Rose Has Its Thorn." The L.A. band **Guns N' Roses** hit it big with "Sweet Child O' Mine" and "Welcome To The Jungle," and, from the female side, we had **Lita Ford's** "Kiss Me Deadly."

There was also an abundance of teen-targeted pop released in '88 from the likes of **Tiffany**, who hit with "Could've Been"; **Rick Astley**, who had two No. 1 hits with "Never Gonna Give You Up" and "Together Forever" plus the top-10 hit "It Would Take A Strong Strong Man"; and Long Island's **Debbie Gibson**, who,

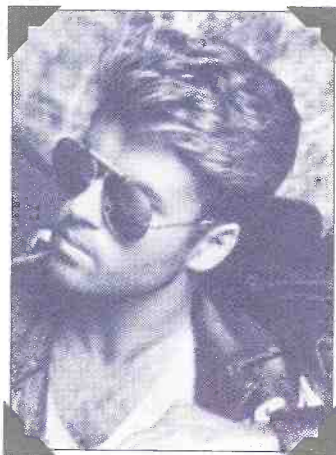
by age 18, had already posted four top 10 hits. **Michael Jackson's** *Bad* album, the long-awaited follow-up to *Thriller*, produced four No. 1 hits at Urban and three at CHR. And dance/pop singer **Taylor Dayne** exploded onto the scene with her hits "Tell It To My Heart," "Prove Your Love," and the ballad "I'll Always Love You."

It was a great year for artists going solo. **Wham's** **George Michael's** debut album, *Faith*, produced the four No. 1 hits that spent a total of 14 weeks atop the CHR chart. Former **Go-Go's** lead singer **Belinda Carlisle** had three top 10 hits from her second solo release, and **New Edition's** **Bobby Brown** went on his own to the tune of the hits "Don't Be Cruel" and "My Prerogative."

Atlantic Records landed the top two AOR albums with **INXS' Kick** and **Robert Plant's** *Now And Zen*. Plant's album spent 11 weeks atop the album chart with the hit tracks "Heaven Knows," "Tall Cool One," "Ship Of Fools," and "Dance On My Own." *Kick* produced multiformat success stories with "Need You Tonight," "Devil Inside," "Never Tear Us Apart," and "New

Sensation."

Country radio saw 38 different No. 1 songs in '88,



George Michael

with no song topping the chart for more than two weeks.

Randy Travis and **Tanya Tucker** each made it to No. 1 three times.

1988 saw the introduction of **R&R's** first-ever year-end NAC Albums chart, which was topped by **Sade's** *Stronger Than Pride*.

A couple of key artists still making great music today debuted first at Urban radio. The **Deele** — led by **Kenneth "Babyface" Edmonds** — came on the scene with "Two Occasions." Also, **Keith Sweat** topped the chart in January with "I Want Her."



Guns N' Roses



A heavy billboard for KLOS/L.A.'s Mark & Brian.

QUOTABLE QUOTES

"With Neil Rogers on the air [at WZTA], there's really no place for Joey Reynolds. He's still using the same jingle he had at WKBW in 1965. It's ludicrous. It's embarrassing to our industry."

—WGTR-FM/Miami PD Bill Wise
on WSHE-FM's crosstown morning man

"We're DJs, not Michael Jackson. Having money in the bank is more important than anything else. Ten years ago I did middays at PRO-FM in Providence for \$145 a week and thought that was great money, but I still couldn't make a car payment."

—WAVA/Washington morning
co-host Don Geronimo

"Black radio has made improvement in every area but one — how to get our fair share of ad dollars."

—All-Pro Broadcasting Exec. VP
Jim Maddox

"I was a pretty wild-livin' free spirit for a while. I was Keith Richards, man, running the streets of Chicago, having a good old time. But I was getting the job done, and I wasn't doing anything different than what anyone else in my peer group was doing."

—KISW/Seattle PD Sky Daniels
on his days at WLUP in the late '70s

Reflections



JIMMY JAM

Career inspirations: "Two things: One, my dad was a musician, so there was always music around the house. Second, I always thought that what I do in life should be something I could do well and what I really enjoy, and that was music."

First R&R sighting: "It would have been '81, when we did the first Time record, 'Get It Up.'"

Current career pursuits: "We just finished working with Boyz II Men for the *Prince Of Egypt* soundtrack, we were just in the

studios with the Isley Brothers doing a couple of songs, and we're getting ready to also do a duet with Elton John and Janet."

Significant career event: "That's easy, when Terry and I were producing the S.O.S. Band down in Atlanta, in January of '83. We got caught in a snowstorm during a break from touring with the Time, and we weren't able to get a flight out. Subsequently, at the end of the tour, we got fired. The same night we got fired, we mixed 'Just Be Good To Me.' That

turned out to be our first hit. We were producers, and we never looked back."

Most rewarding/disappointing part of career: "Being able to touch people and influence people. The most frustrating part is trying to stay creative in a corporate environment that isn't always very creative. The reward is sticking to your guns, believing in it, and having something break through — not only at the chart level, but also on the human level."

From Our Family to Yours



Decca
RECORDS
A UNIVERSAL MUSIC COMPANY

Lee Ann Womack • Chris Knight • Shane Stockton • Mark Chesnutt • Dolly Parton • Gary Allan • Danni Leigh • Rhett Akins

CONGRATULATIONS!

Best Of StreetTalk

Dees Takes Some Heat

KIIS-FM/L.A. morning man **Rick Dees** is taken to task for his on-air comments about the homeless who frequent the local beaches. *L.A. Times* columnist Patrick Goldstein, in particular, scolds Dees, who subsequently dedicates his song, "Eat My Shorts" to Goldstein. Dees claims he was referring to the "drug pushers on the beach."

Z100/NY service-marks the phrase, "Serving the universe from the top of the Empire State building." When Hot 103 became Hot 97, it, too, began transmitting from the top of the Empire State Building—30 feet above Z100—using the liner, "From the top of the Empire State Building, this is 97.1 WQHT/NY Hot 97." Says PD Joel Salkowitz about Z100's C&D order, "You can't service-mark a location. Since they're not *really* on top, maybe they should tell folks the truth."

It's definite: **Casey Kasem** will not be hosting *American Top 40* after January '89. Among those ST hears are auditioning: **Donny Osmond**, **Ron Reagan Jr.**, and **Shadove Stevens**. (*Stevens eventually gets the gig.*)

Noble's deal to buy EZ is off. EZ claimed the price tag was \$100 million; Noble VP **Norm Feuer** confirms it was in the region of \$160 million-\$180 million.

Beasley Broadcast Group purchases **KRTH/L.A.** for close to \$87 million.

General Electric sells **KNBR/SF** to Century Broadcasting for a reported \$27 million—marking the second-biggest AM deal in history. **KRLD/Dallas** was first, selling for \$40 million.

WB reactivates **Reprise**, MCA rekindles **Uni**, and soon CBS will launch a West Coast label to be headed by former Atco Prez **Jerry Greenberg**. Also, PolyGram will reactivate **Mercury** as a free-standing label. CBS announces its label months later, **WTG Records**. Meanwhile, **CBS'** sale to **Sony** is finalized.

KKCY/SF announces another format switch—after only three weeks as Big Band—to CHR and the calls **KHIT**.

WHTQ/Orlando OM **Neal Mirsky** resigns after only three months. He describes working for TK Communications as a "daily root canal."

KFOG/SF MD/PM driver **Sky Daniels** is rumored to be a candidate for several jobs, including KISW/Seattle PD and the WRIF/Detroit morning gig.

WMMS/Cleveland OM **Kid Leo** has "no comment" regarding rumors of his departure for a label A&R gig. Months later, he exits for a newly created post at Columbia.

Motown loses the last of its CHR staff when VP/Pop Promo **Michael Lessner** exits.

CBS Records Prez **Al Teller** announces his company's commitment to the three-inch CD single. Parent company Sony will unveil a three-inch CD player.

Four high-placed sales managers at Cap Cities/ABC Radio Network are bounced for allegedly submitting questionable business expense reports.

Dave Glew exits his Exec. VP/GM post after 19 years with Atlantic Records.

Look for **MCA** to make a label deal with a major Japanese company.

IRS' **Barry Lyons** lays claim to having world's first all-female promo staff—the ladies call themselves "Barry's Bitches."

Is Pyramid considering a switch in format at New AC **WNUA/Chicago**?

Is WBMW/Washington PD **John Sebastian** thinking about hanging out his consulting shingle... in a different locale?

Z100 MD **Frankie Blue** not only meets Michael Jackson backstage at the Meadowlands Arena, but steps on his foot right before he goes on stage.

Andy Schuon, 23, becomes the youngest P1 AOR PD in the country at KAZY/Denver following Trip Reeb's departure.

WRQX/Washington names **Kevin McCabe** MD.

R&R Retro

- **Jim Dawson** promoted to News Editor, replacing Valerie Geller
- After a nine-year absence, the R&R Convention returns with headline performances by John Cougar Mellencamp and Buster Poindexter in Dallas
- **World Music Overview** debuts, featuring the biweekly charts of the alternative music journal *CMJ*; Australian, Canadian, and British charts; and *Dance Music Report* chart information
- **Gail Mitchell** promoted to VP/Exec. Editor



ERR WAVES
BY BOBBY OCEAN

NewsMakers

RADIO

Al Brady Law KKBQ/Houston
VP/GM ... **Gene Romano** WDVE/
Pittsburgh PD ... **Paul Goldstein**



Todd Pettengill
becomes OM
for WPTR/
Albany

VP/Dir. Program Ops for Wave
Network ... **Rick Torcasso** WMJI/
Cleveland OM/PD ... **Dan Mason**
Cook Inlet Radio President ... **Bill Gamble** Program Manager at



Andy Schuon
follows Trip
Reeb as PD
of KAZY/
Denver

WKQX/Chicago ... **David Gingold**
Barnstable President ... **WRKO**/
Boston VP/GM **Dan Griffin** adds
WROR ... **Dave Robbins** WNCI/
Columbus PD ... **Dick Rakovan**
H&D Broadcast Group Exec. VP
... **Gerry Peterson** WHTQ/Orlando PD ... **Steven Dinetz**
resigns TK Communications to
pursue station ownership ... **Drew Hayes** PD of WKRC/Cincinnati ...

John Mainelli WABC/NY Ops. Dir.
... **EZ** Communications VP/Prog.
Dan Vallie resigns to form
consultancy ... **Bobby O'Jay** OM at
WDIA & WHRK/Memphis ... **Bill Tanner** WPOW/Miami VP/Asst. GM
... **Mel Karmazin** Infinity President
- **Bob Lawrence** and **Randy Michaels** Jacor Exec. VPs ... **Val Maki** Emmis Dir./Corporate Sales
Dev't ... **Sky Daniels** named KISW/
Seattle PD ... **Mike Kakoyiannis**
Westwood One EVP/Radio ... **Tony Novia** GM at WXDJ-FM/Miami ...
Lee Hansen OM of SMN's "Wave"
format ... **John Sebastian** KTUV/
L.A. PD ... **Phil Newmark**, **Alan Goodman**, and **Jeff Wyatt** upped
to VPs at Emmis ... **KMEL/SF MD Kevin Weatherly** joins KIIS-AM &
FM/L.A. for similar duties ... **Randy Bongarten** VP at Emmis ... **Kevin Metheny** GM of WAEV & WSOK/
Savannah, GA ... **Guy Zapoleon**
Nationwide National PD... **Judy Ellis** WQHT/NY Station Mgr. ...
Steve Rivers PD at KIIS-AM & FM/
L.A.

RECORDS

Steve Schnur Elektra Nat'l Dir./
Video Marketing ... **Jerry Greenberg** Atco President ... **Rick Bisceglia** Arista VP/Pop Prom ...
Jerry Blair Chrysalis Dir./West
Coast Promo ... **Andrea Ganis**
Atlantic VP/Promo ... **Sylvia Rhone**
Atlantic Sr. VP ... **Don Jenner** Arista
Exec. VP/GM ... **Danny Buch**

Atlantic VP/Album Promo ... **Phil Quatararo** Sr. VP at Virgin ... **Al Teller** MCA President, which
finally purchases Motown for \$61
million ... **Polly Anthony** VP/Pop

Bruce Lundvall
now East
Coast GM for
Capitol



Promo Epic/Portrait/Associated la-
bels ... **Hilare Brosario** Mgr./West
Coast Rock Promo for Arista ...
Jheryl Busby Motown President/
CEO ... **Jack Isquith** E/P/A Nat'l
Album Promo ... **Mark DiDia**
Geffen for national AOR Promo ...
Bruce Schoen Arista Nat'l Singles/
East Coast ... **Richard Palmese**
MCA Exec. VP/GM.



Thomas Mottola
appointed
President of
CBS Record
Division

IN MEMORIAM

IN MEMORIAM: Onetime MCA
Records and Warner Bros. Records
President **Mike Maitland**.

Happy 25th Anniversary to Radio & Records

FROM YOUR FRIENDS AT VERVE, VERVE FORECAST AND I.E. MUSIC



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visit us at www.iemusic.com

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CHR

- 1 BILLY OCEAN Get Outta My Dreams, Get Into My Car
- 2 STEVE WINWOOD Roll With It
- 3 GEORGE MICHAEL One More Try
- 4 MICHAEL JACKSON Man In The Mirror
- 5 CHEAP TRICK The Flame
- 6 GEORGE MICHAEL Father Figure
- TIE 7 GLORIA ESTEFAN & MIAMI SOUND MACHINE Anything For You
- 7 TIFFANY Could've Been
- TIE 9 RICK ASTLEY Never Gonna Give You Up
- 9 DEBBIE GIBSON Foolish Beat
- 11 EXPOSE Seasons Change
- 12 BREATHE Hands To Heaven
- 13 TERENCE TRENT D'ARBY Wishing Well
- 14 GUNS N' ROSES Sweet Child O' Mine
- 15 GEORGE MICHAEL Monkey
- 16 WHITNEY HOUSTON Where Do Broken Hearts Go?
- 17 ESCAPE CLUB Wild, Wild West
- 18 DEF LEPPARD Love Bites
- 19 DEF LEPPARD Pour Some Sugar On Me
- 20 INXS Need You Tonight
- 21 JOHNNY HATES JAZZ Shattered Dreams
- 22 PHIL COLLINS A Groovy Kind Of Love
- 23 RICHARD MARX Hold On To The Nights
- 24 ROBERT PALMER Simply Irresistible
- 25 CHICAGO I Don't Wanna Live Without You

AOR TRACKS

- 1 VAN HALEN Finish What Ya Started
- 2 ROBERT PLANT Ship Of Fools
- 3 MIDNIGHT OIL Beds Are Burning
- 4 ROBERT PLANT Tall Cool One
- 5 GUNS N' ROSES Sweet Child O' Mine
- 6 VAN HALEN When It's Love
- 7 CHURCH Under The Milky Way
- 8 BRUCE HORNSBY & THE RANGE Look Out Any Window
- 9 INXS Devil Inside
- 10 HENRY LEE SUMMER I Wish I Had A Girl
- 11 AEROSMITH Angel
- 12 JERRY HARRISON Rev It Up
- 13 ROBERT PALMER Simply Irresistible
- 14 TOMMY CONWELL & THE YOUNG RUMBLERS I'm Not Your Man
- 15 STEVE WINWOOD Don't You Know What The Night Can Do
- 16 CHEAP TRICK The Flame
- 17 SMITHEREENS Only A Memory
- 18 BRUCE SPRINGSTEEN One Step Up
- 19 STEVE WINWOOD Roll With It
- 20 GEORGE HARRISON When We Was Fab
- 21 PAT BENATAR All Fired Up
- 22 BRUCE HORNSBY & THE RANGE The Valley Road
- 23 U2 Desire
- 24 ROBERT PLANT Heaven Knows
- 25 VAN HALEN Feels So Good

AC

- 1 TAYLOR DAYNE I'll Always Love You
- 2 ELTON JOHN I Don't Wanna Go On With You Like That
- 3 BEACH BOYS Kokomo
- 4 JETS Make It Real
- 5 BREATHE Hands To Heaven
- 6 RICHARD MARX Endless Summer Nights
- 7 STEVE WINWOOD Don't You Know What The Night Can Do
- 8 GLORIA ESTEFAN & MIAMI SOUND MACHINE Anything For You
- 9 RICK ASTLEY Never Gonna Give You Up
- 10 CHICAGO I Don't Wanna Live Without Your Love
- 11 BREATHE How Can I Fall
- 12 JOHNNY HATES JAZZ Shattered Dreams
- 13 BRUCE HORNSBY & THE RANGE The Valley Road
- 14 WHITNEY HOUSTON Where Do Broken Hearts Go?
- 15 ERIC CARMEN Hungry Eyes
- 16 GLORIA ESTEFAN & MIAMI SOUND MACHINE Can't Stay Away From You
- 17 PETER CETERA One Good Woman
- 18 GEORGE MICHAEL Father Figure
- 19 DARYL HALL & JOHN OATES Everything Your Heart Desires
- 20 STEVE WINWOOD Roll With It
- 21 GLORIA ESTEFAN & MIAMI SOUND MACHINE 1-2-3
- 22 PATRICK SWAYZE She's Like The Wind
- 23 EXPOSE Seasons Change
- 24 GEORGE MICHAEL One More Try
- 25 BOZ SCAGGS Heart Of Mine

URBAN

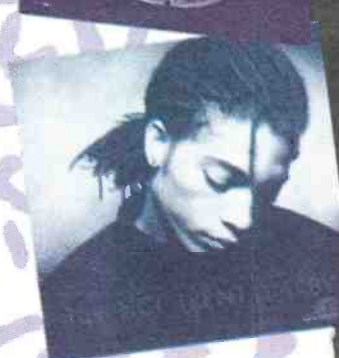
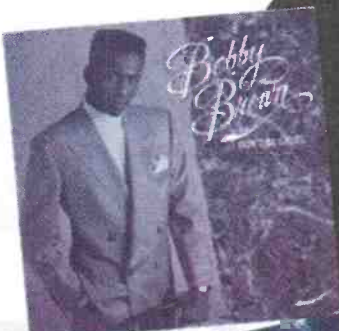
- 1 FREDDIE JACKSON Nice 'N' Slow
- 2 PEBBLES Girlfriend
- 3 KEITH SWEAT I Want Her
- 4 JEFFREY OSBORNE She's On The Left
- 5 ANITA BAKER Giving You The Best That I Got
- 6 KARYN WHITE The Way You Love Me
- TIE 7 TEDDY PENDERGRASS Joy
- 7 TROOP Mamacita
- 9 LUTHER VANDROSS Any Love
- 10 TERENCE TRENT D'ARBY Wishing Well
- 11 TERENCE TRENT D'ARBY Sign Your Name
- 12 AL B. SURE! Off On Your Own (Girl)
- 13 MORRIS DAY Fishnet
- 14 CHERYL "PEPSII" RILEY Thanks For My Child
- 15 MICHAEL COOPER To Prove My Love
- 16 TEENA MARIE Ooo La La La
- 17 BOBBY BROWN Don't Be Cruel
- 18 AL B. SURE! Rescue Me
- 19 BOBBY BROWN My Prerogative
- 20 BILLY OCEAN Get Outta My Dreams, Get Into My Car
- 21 LEVERT Addicted To You
- 22 KASHIF & MELI'SA MORGAN Love Changes
- 23 MIDNIGHT STAR f/ECSTASY Don't Rock The Boat
- 24 EVELYN "CHAMPAGNE" KING Flirt
- 25 PEBBLES Mercedes Boy

COUNTRY

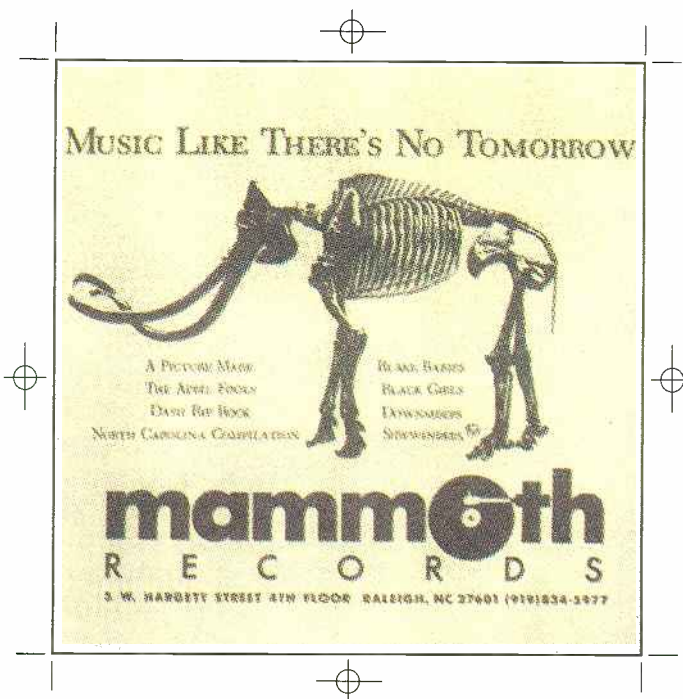
- 1 KEITH WHITLEY Don't Close Your Eyes
- 2 ROSANNE CASH If You Change Your Mind
- 3 RESTLESS HEART Bluest Eyes In Texas
- 4 SOUTHERN PACIFIC New Shade Of Blue
- 5 ALABAMA Fallin' Again
- 6 T. GRAHAM BROWN Darlene
- 7 TANYA TUCKER Strong Enough To Bend
- 8 RANDY TRAVIS Too Gone Too Long
- 9 GEORGE STRAIT Baby Blue
- 10 EDDY RAVEN Joe Knows How To Live
- 11 ALABAMA Face To Face
- 12 RANDY TRAVIS Honky Tonk Moon
- 13 EARL THOMAS CONLEY & EMMYLOU HARRIS We Believe In Happy
- 14 ROSANNE CASH Runaway Train
- 15 HIGHWAY 101 (Do You Love Me) Just Say Yes
- 16 DAN SEALS Addicted
- 17 DESERT ROSE BAND Summer Wind
- 18 TANYA TUCKER If It Don't Come Easy
- 19 EDDY RAVEN I'm Gonna Get You
- 20 EDDIE RABBITT The Wanderer
- 21 RANDY TRAVIS I Told You So
- 22 OAK RIDGE BOYS Gonna Take A Lot Of River
- 23 K.T. OSLIN I'll Always Come Back
- 24 STEVE WARINER I Should Be With You
- 25 RODNEY CROWELL & ROSANNE CASH It's Such A Small World

NAC ALBUMS

- 1 SADE Stronger Than Pride
- 2 DAVID SANBORN Close-Up
- 3 PATRICK O'HEARN River's Gonna Rise
- 4 ACOUSTIC ALCHEMY Natural Elements
- 5 RIPPINGTONS Kilimanjaro
- 6 ALPHONSE MOUZON Early Spring
- 7 DAN SIEGEL Northern Nights
- 8 TOM GRANT The Night Charade
- 9 MANHATTAN TRANSFER Brasil
- 10 DAVID BENOIT Every Step Of The Way
- 11 SHADOWFAX Folk Songs For A Nuclear Village
- 12 SPYRO GYRA Rites Of Summer
- 13 LATITUDE 40 Degrees North
- 14 SUZANNE CIANI Neverland
- 15 TRACY CHAPMAN Tracy Chapman
- 16 JOAN ARMATRADING The Shouting Stage
- 17 MAX LASSER'S ARK Earthwalk
- 18 ROB MULLINS 5th Gear
- 19 TUCK AND PATTI Tears Of Joy
- 20 TOM SCOTT Streamlines
- 21 SPECIAL EFX Double Feature
- 22 WINDOWS Mr. Bongo
- 23 STING Nothing Like The Sun
- 24 HERBIE MANN Jasil Brazz
- 25 KENNY G Silhouette



'88



Ten years ago we ran this, our first ad. A tiny, tenth of a page dedicated to artists and projects we believed in. Over the years a great deal has changed. We've grown from a staff of five to fifty, built an active roster of twenty-five acts and taken two to platinum status. The vision, however, has remained constant—to find artists whose talent is matched by desire and do right by them by creatively exposing their music to an audience that we hope will be as captivated as we are. The only difference is that now we can take a full page to say it.

HAPPY 25TH R&R!



1988-1998 A Sound Decade.

Curb Records salutes the 25th Anniversary of R&R and thanks our artists for over 100 No. 1 Records



Donny & Marie



The Osmonds



The Four Seasons



Bellamy Brothers



T. G. Sheppard



Maureen McGovern



Sammy Davis, Jr.



The Mike Curb Congregation



Hank Williams Jr.



Shaun Cassidy

All For The Love Of Sunshine
*Hank Williams Jr. &
The Mike Curb Congregation*

All My Rowdy Friends Are
Coming Over Tonight[®]
Hank Williams Jr.

All These Years[®]
Sawyer Brown

Are You On The Road To
Loving Me Again[®]
Debby Boone

Blue[®]
LeAnn Rimes

Born To Boogie[®]
Hank Williams Jr.

Burning Bridges[®]
The Mike Curb Congregation

Candy Man[®]
*Sammy Davis Jr. &
The Mike Curb Congregation*

Can't Be Really Gone[®]
Tim McGraw

Change Of Heart[®]
Judds

Crazy From The Heart[®]
Bellamy Brothers

Cry Myself To Sleep[®]
Judds

Da Do Ron Ron[®]
Shaun Cassidy

Dancin' Cowboys[®]
Bellamy Brothers

Devil In The Bottle[®]
T.G. Sheppard

Different Worlds[®]
Maureen McGovern

Dirt Road[®]
Sawyer Brown

Dixie On My Mind[®]
Hank Williams Jr.

Do You Love As Good As You Look[®]
Bellamy Brothers

Do You Want To Go To Heaven[®]
T.G. Sheppard

Don't Take The Girl[®]
Tim McGraw

Everywhere[®]
Tim McGraw

Faking Love[®]
T.G. Sheppard & Karen Brooks

Feelin' That Feelin'[®]
Bellamy Brothers

Finally[®]
T.G. Sheppard

For All the Wrong Reasons[®]
Bellamy Brothers

Girls Night Out[®]
Judds

Go Away Little Girl[®]
Donny Osmond

Grandpa[®]
Judds

Have Mercy[®]
Judds

He's Back And I'm Blue[®]
Desert Rose Band

Healing Hands[®]
Jonathan Pierce

Honky Tonkin'[®]
Hank Williams Jr.

How Do I Live[®]
LeAnn Rimes

I Feel Like Loving You Again[®]
T.G. Sheppard

I Know Where I'm Goin'[®]
Judds

I Like It I Love It[®]
Tim McGraw

I Loved Them Every One[®]
T.G. Sheppard

I Need More Of You[®]
Bellamy Brothers

I Saw The Light[®]
Wynonna

I Still Believe In You[®]
Desert Rose Band

If I Never Stopped Loving You[®]
David Kerns

If I Said You Had A Beautiful Body
Would You Hold It Against Me[®]
Bellamy Brothers

I'll Be Coming Back For More[®]
T.G. Sheppard

I'm Alright[®]
Jo Dee Messina

I'm For Love[®]
Hank Williams Jr.

I'm Leavin' It All Up To You[®]
Donny & Marie Osmond

Inside[®]
Whiteheart

It's Your Love[®]
Tim McGraw

Just To See You Smile[®]
Tim McGraw

Kids Of The Baby Boom[®]
Bellamy Brothers

Last Cheater's Waltz[®]
T.G. Sheppard

Let Me Tell You About Love[®]
Judds

Let Your Love Flow[®]
Bellamy Brothers

Lie To You For Your Love[®]
Bellamy Brothers

Long Haired Lover From
Liverpool[®]
*Jimmy Osmond &
The Mike Curb Congregation*

Love Is Alive[®]
Judds

Love Me For A Reason[®]
Osmonds

Mama He's Crazy[®]
Judds

Maybe Your Baby's Got The Blues[®]
Judds

Meet Me In Montana[®]
Marie Osmond & Dan Seals

Mind Your Own Business[®]
Hank Williams Jr.

Misbehavin'[®]
Hank Williams Jr.

Morning Side Of The Mountain[®]
Donny & Marie Osmond

My Strongest Weakness[®]
Wynonna

No One Else On Earth[®]
Wynonna

Not A Moment Too Soon[®]
Tim McGraw

Not On Your Love[®]
Jeff Carson

Oh What A Night[®]
Four Seasons

One Bad Apple[®]
Osmonds

One Love[®]
Jonathan Pierce

One Of These Days[®]
Tim McGraw

One Step Forward[®]
Desert Rose Band

One Way Ticket[®]
LeAnn Rimes

Only Love[®]
Wynonna

Only One You[®]
T.G. Sheppard

Paper Roses[®]
Marie Osmond

Party Time[®]
T.G. Sheppard

Puppy Love[®]
Donny Osmond

Redneck Girl[®]
Bellamy Brothers

Rockin' With The Rhythm Of The Rain[®]
Judds

She Is His Only Need[®]
Wynonna

She Never Let's It Go To Her Heart[®]
Tim McGraw

Slow Burn[®]
T.G. Sheppard

Small Town Saturday Night[®]
Hal Ketchum

Some Girls Do[®]
Sawyer Brown

Somewhere Down The Line[®]
T.G. Sheppard

Step That Step[®]
Sawyer Brown

Strong Heart[®]
T.G. Sheppard

Sugar Daddy[®]
Bellamy Brothers

Summer Wind[®]
Desert Rose Band

Texas Women[®]
Hank Williams Jr.

Thank God For You[®]
Sawyer Brown

The Proud One[®]
Osmonds

There's Just No Stopping Your Heart[®]
Marie Osmond

This Time[®]
Sawyer Brown

To Be Loved By You[®]
Wynonna

Too Much Is Not Enough[®]
Bellamy Brothers & Forrester Sisters

Treat Her Right[®]
Sawyer Brown

Tryin' To Beat The Morning Home[®]
T.G. Sheppard

Turn It Loose[®]
Judds

Twelfth Of Never[®]
Donny Osmond

Unchained Melody[®]
Righteous Brothers

War Is Hell[®]
T.G. Sheppard

When I'm Away From You[®]
Bellamy Brothers

Where The Green Grass Grows[®]
Tim McGraw

Where Were You When I Was
Falling In Love[®]
Lobo

Whiskey Bent & Hell Bound[®]
Hank Williams Jr.

Why Not Me[®]
Judds

You Light Up My Life[®]
Debby Boone

You're Still New To Me[®]
Marie Osmond & Paul Davis

Young Love[®]
Judds

Young Love[®]
Donny Osmond



LeAnn Rimes



Tim McGraw



Jo Dee Messina



David Kersh



Jeff Carson



Wynonna



Hal Ketchum



Lyle Lovett



Junior Brown



Exile



Debby Boone



Michael English



Jonathan Pierce



The Judds



Desert Rose Band



Righteous Bros.



Sawyer Brown

CURB

©No. 1 R&R



Year Of The Format Change

Just a few years earlier, nearly every market in the country boasted a thriving Beautiful Music/Easy Listening station. But no more.

It began in late '88 with a surprising switch by Jerry Lee's WEAZ/Philadelphia. The station was top five 12+ and 25-54, but Lee saw that the format's appeal among the buying community was on a slow decline, so he flipped it to AC before any more erosion occurred. Then, in a firestorm of defections, stations across the country followed his lead. The most notable of those was KJOI/Los Angeles. Only a few years earlier, the station had set a record for its \$44 million transaction, yet station management felt a more upbeat presentation was called for. By the early '90s, it became Pop/Alternative KYSR (Star 98.7), and Beautiful/EZ was relegated to niche format status.

Lots of other activity in Los Angeles that year as well: Scott Shannon, who in 1989 was enjoying six years of success at Z100/NY, moved west for a high-profile programming gig at Westwood One's first radio acquisition. Indeed, Pirate Radio made quite a splash, and all of a sudden radio observers wondered if so-called "Rock 40" was a format waiting to blossom (it never did). At the same time, Rhythmic CHRs were

thriving, creating a chasm between the two forms of CHR. In 1988, none of the records that charted achieved 100% acceptance at our reporting stations.

Also in L.A., Evergreen Media made its first foray onto the

West Coast with the big-bucks purchase of Classical KFAC. A format that could best be described as Hot AC failed to move the needle, so the station eventually became L.A.'s first full-market Urban signal (KKBT), and it hasn't looked back since.

Payola investigations, which began in 1986 following an NBC-TV investigative news report, peaked this year with the indictments of independent record promoter Joe Isgro and an associate, and former Columbia Records executive Ray Anderson. Their trial would be held in 1990.

The industry also mourned the death of pioneering radio programmer Rick Carroll, who adapted the freewheeling style of college radio into a successful format at KROQ/L.A.

Reflections this year are supplied by Evergreen (now Chancellor) head Jim de Castro and Def American Records founder Rick Rubin.

Reflections



JIM DE CASTRO

Career inspiration: "One weekend I was at the Bing Crosby Golf Tournament in Carmel. I looked at all these trucks and the millions of dollars the television company was spending and thought, 'My word! How the heck do they make money at this?' I found all of these network sales brochures on buying golf tournaments. That was the first time I ever heard about a commercial advertisement. I got 18 resumes together and became the very first retail salesperson at KSFQ/San Francisco. They gave me a yellow pages and said, 'Call up every single retailer between here and San Jose.' I foolishly did it. Two years later, I was writing more business than any AE on staff."

Length of time to first GM job: "Five years. I first went to Boston as a general sales manager. Then, a year and half later, I went to Chicago as GM of WLUP."

Greatest career influences: "I would have to say it was the two people who hired me into the business: Austin Walsh and Brent Osborne."

Most rewarding career point: "Hiring and recruiting the incredible talent that is part of this company. Then it was convincing Scott Ginsburg and the board of directors to issue a stock plan for our employees."

Most significant change in last 25 years: "The Telecommunications Act of '96. The dovetail of that was obviously the duopoly rules of '91."

First R&R sighting: "I was part of a group of people who got together in Los Angeles for your convention. I was so impressed with R&R's ability to tie the radio and record industries together. More importantly, the information that R&R disseminates every week is the kind of information that helped me become a general manager and senior executive in radio today."

Signs Of The Times

- Following Pirate Radio's debut, a Rock 40 vs. AOR debate ensues, thanks to the success of such Rock 40 stations as WXGT/Columbus, WROQ/Charlotte, and WZZU/Raleigh-Durham
- Jacor Gold outlet WFLZ/Tampa flips to CHR "Power 93, The Power Pig," featuring such on-air liners as "Power 93, The Power Pig, Eat Me"; topples heritage WRBQ after just one head-to-head battle
- KFAC-FM/L.A. sold for \$55 million; becomes "Rock With A Beat" KKBT
- L.A.'s KJOI-FM drops Beautiful Music in an attempt to lure younger listeners to the station; "The Touch 98.7" will now offer progressive AC/light jazz.
- FCC grants Cap Cities/ABC a permanent waiver of the one-to-a-market rule, allowing it to retain common ownership of radio and TV stations in NY, L.A., Chicago, and SF
- Cap Cities/ABC acquires Satellite Music Network for \$55 million
- Hot format flips: WZGC-FM/Atlanta drops CHR for Classic Rock ... WIOQ/Philadelphia drops Gold for dance-leaning CHR ... WQXI-FM/Atlanta shifts from CHR to Hot AC as WSTR-FM (Star 94)
- FCC slaps broadcasters with 24-hour ban on "indecent" programs, begins crackdown with fines
- FCC judge clears payola allegations, throws out license challenge against Y100/Miami
- Two Hispanic rights groups file to block license renewals of Miami's WLYF, WTMI, and WPOW
- Cat Stevens' support of Salman Rushdie death decree leads stations to pull all music by former A&M star
- KKYY/San Diego attracts 1500 to protest Exxon Valdez arrival in SD harbor
- PolyGram Purchases Island for close to \$300 million, then acquires A&M for nearly \$500 million
- Transtar, United Stations merge into Unistar





QUOTABLE QUOTES

"I think it's an early April Fool's joke myself. What we're hearing is not what the real deal is all about. So I reserve comment until they put the true format on the air."

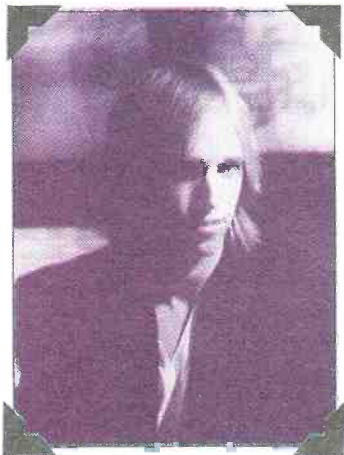
—KIIS-FM/L.A. PD Steve Rivers
when asked about the debut of "Pirate Radio" on KQLZ/L.A.

"We in Black radio shouldn't turn our backs on what's ours. If we want to see our music's image enhanced, we must take the responsibility."

—WZAK/Cleveland PD Lynn Tolliver

Radio Rewind

"Miss You Much" by **Janet Jackson** closed out the fun-filled '80s at No. 1 on the year-end CHR chart. "Much" held at the top for three weeks, but it was Jackson's former choreographer and former L.A. Laker



Tom Petty

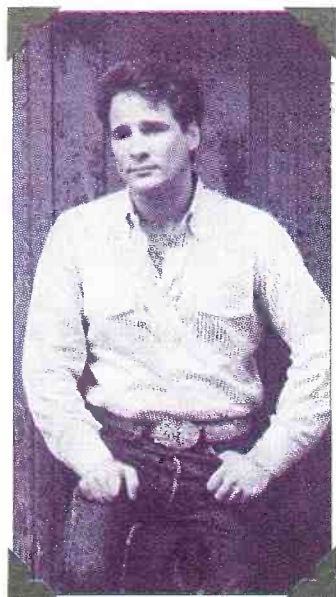
cheerleader **Paula Abdul** who ruled CHR in 1989. With three hits in the top 10, Abdul spent five weeks at No. 1 with "Cold Hearted," "Forever Your Girl," and "Straight Up." An earlier release, "(It's Just) The Way That You Love Me," was later reservised and made it to No. 2 on November 24, 1989. "Lost In Your Eyes" by Debbie Gibson held on for the longest amount of time, with four weeks at No. 1.

Tom Petty grabbed the top two positions at AOR Tracks with "Runnin' Down A Dream" and "Free Fallin'," which put Petty's first solo album, *Full Moon Fever*, at No. 1 for the year. Although *Steel Wheels* by the **Rolling Stones** lasted 12 weeks in the top album spot, the two Petty tracks were bigger in airplay and endured longer both in the short and long term.

RCA/Nashville continued its lock on the **R&R** Country chart, and superstar **Clint Black** finished with the top two songs for the year with "Better Man" and "Killin' Time." Many of today's Nashville superstars recorded in 1989, including **George Strait**, **Reba McEntire**, **Alabama**, **Steve Wariner**, and **Garth Brooks**, who was in the early stages of his phenomenal rise to becoming the biggest-selling male performer in the history of music.

R&R produced both NAC Albums and Contemporary Jazz Albums charts throughout 1989, with jazz icon **Pat Metheny** topping both with *Letter From Home*.

The biggest AC hits of 1989 included several songs that have become format staples over the last decade, including "Second Chance" by **Thirty Eight Special**, "The End Of The Innocence" by **Don Henley**, "Right Here Waiting" by **Richard Marx**, "Living



Clint Black

Years" by **Mike & The Mechanics**, and **Bette Midler**'s unforgettable "Wind Beneath My Wings."



Babyface

'89 was also a big year for AC superstar **Michael Bolton**, who went to No. 1 with "Soul Provider" and No. 2 with his rendition of **Laura Branigan**'s "How Am I Supposed To Live Without You."

Over at Urban radio, **Babyface** broke through as a solo artist with his No. 1 hit "It's No Crime," a song that topped the chart for three weeks. His follow-up, "Tender Lover," which charted at the end of '89, would eventually follow it to the top in early 1990.

But former **New Edition** member **Bobby Brown** had the biggest year of all, as his *Don't Be Cruel* album yielded three top five (and two No. 1) hits. His theme to the movie *Ghostbusters II*, "On Our Own," topped the chart as well.

Reflections



RICK RUBIN

Career inspiration: "It was really a series of coincidences. I never expected to be in this business. My involvement in music was purely a hobby. It all just kind of happened naturally. I've always loved music."

First R&R sighting: "When I was 14, I used to go to the newsstand. I was hungry for anything related to music, reading all the fan-type magazines and *Rolling Stone*. And I would always pick up **R&R** and *Billboard*. I was just a little kid

looking for any little thing about any music that I liked."

Current gig: "I'm completing the soundtrack to the TV show *South Park* and working on a new Tom Petty record."

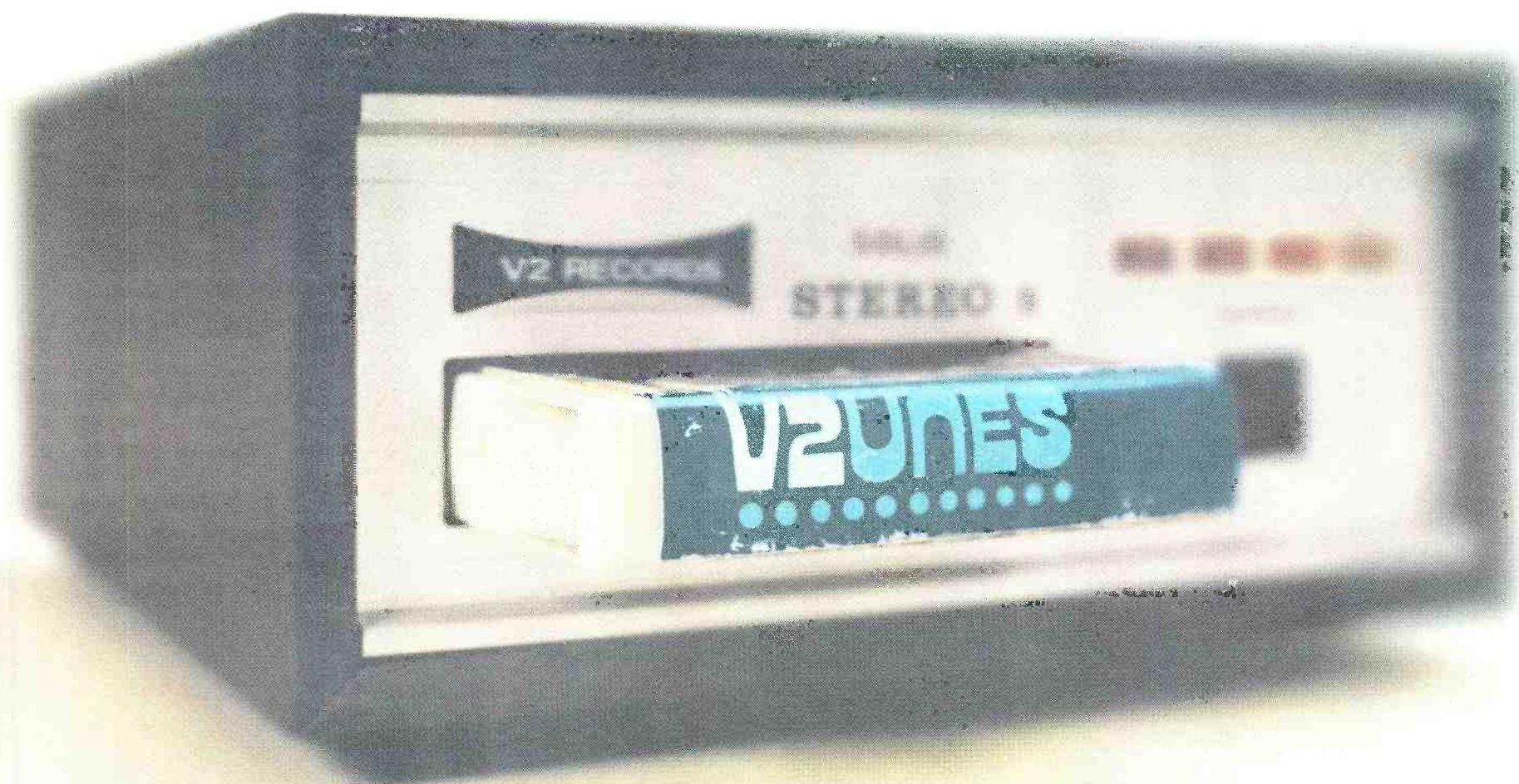
Most significant industry change in last 25 years: "Rap music was a pretty significant change as far as the way people perceived music. It's played so much of a role in the way records sound. Even non-hip-hop music has more of a hip-hop flavor these days. I think it's one of the

bigger revolutions in music."

Personal influences: "Listening to the Beatles' records. From a producer's point of view, listening to records made by George Martin inspired me musically. His records sound perfect."

Most rewarding career point: "Getting to work with a lot of different artists, being involved in all different genres of music, and not having to do the same thing day after day. That's a very exciting aspect of my job."

HAPPY 25TH ANNIVERSARY R&R



Best Of StreetTalk

Shannon Says, "Ahoy!"

Z100/NY VP/Programming/morning zookeeper **Scott Shannon** announces his resignation, deciding not to renew with Malrite. Then, on Friday, March 17, at 5am, Shannon signs on KQLZ-FM/Los Angeles, affectionately known as "Pirate Radio." The station quickly becomes the talk of the town, with Westwood One Radio Chairman/CEO **Norm Pattiz** boasting, "As far as I'm concerned, what we have here is a screaming Ferrari with no rearview mirror. It's exciting as hell — Pirate Radio may very well be the prototype for the rock 'n' roll radio of the future."

In one of the most stunningly vicious station launches ever, Jacor Gold outlet **WFLZ/Tampa** made good on threats to flip formats to CHR and go up against crosstown CHR market leader **WRBQ-AM & FM** if it did not receive a cash ransom. On September 22, after the ransom was upped to \$4 million, WFLZ changed to Urban for an hour at 5pm before reverting to Gold for the weekend. The following Monday, WFLZ morning-team members Jack Harris and Dr. Don Carpenter reportedly called Edens Chairman **Gary Edens** at a hotel room in Napa, CA at 5:15am PT, waking him up and offering him one last chance to put up the money. Edens declined. The station became "Power 93, The Power Pig," and would topple WRBQ after just one head-to-head battle.

Classical **KFAC-FM/Los Angeles** sells to Evergreen Media for \$55 million, which says it "intends to keep the current format and airstaff intact." However, the station indeed drops its format in favor of an eclectic, Urban-slanted adult-rock approach with new calls **KKBT**. Meanwhile, longtime Beautiful Music outlet **KJOI-FM** drops the format in an attempt to lure younger listeners to the station. "The Touch 98.7" will now offer a progressive AC/light jazz format.

A 7.0 quake rocks the SF area 20 minutes before game three of the World Series. **KCBS** and **KRQR** return to the airwaves after just a half-hour, using diesel generators.

The fall of the Berlin Wall brought a swift reaction from American radio: **KKBQ/Houston** morning guy **John Lander** does his show live from Brandenburg Gate.

KSJO/San Jose morning maniac **Perry Stone** is suspended for 10 days after swearing at a couple of 9-year-old Brownies on-air and suggesting the girls pocket some of their cookie cash.

L.A. News station **KNX** starts rumors that Sony is negotiating to buy the entire MCA operation.

Will Universal Prez **Jimmy Bowen** reassume the MCA/Nashville presidency?

Former KROQ/L.A. PD **Rick Carroll** returns to the station a third time to make some "bold" moves to bolster ratings.

John Sebastian "waves" goodbye to KTWV/L.A. PD post to enter radio station ownership.

Fleetwood Gruver III hired as PD of WBCY/Charlotte, which segues from CHR to AC.

Lee Chesnut joins WAPW-FM/Atlanta as Music Coordinator.

Variety reports that Japanese media conglomerate **Fujisankei** is close to purchasing A&M for around \$500 million — a week later the deal is kaput. Meanwhile, Virgin principal **Richard Branson** denies reports that Fujisankei's on the verge of buying 49% of his company.

VP/Promo **Daniel Glass** will now run the promo efforts of SBK.

Rumors fly that Arista Exec. VP/GM **Don Ienner** will exit to be Prez at Columbia. Meanwhile, Arista Prez **Clive Davis** is said to be making a move into Country. **Tim DuBois** signs on to head up Arista's entry into Nashville.

Negotiations between **Motown** and **Solar** end.

Michael Jackson splits with his manager of five-and-a-half years, **Frank Dileo**.

Word is MCA Records Chairman **Irving Azoff** will start his own label/entertainment division within the company.

Peter Paterno heads new Disney label Touchstone.

Geffen sues, then settles with **KHTY/Santa Barbara, CA** for the station's unauthorized playing of the new Whitesnake album, *Slip Of The Tongue*.

PolyGram Prez/CEO **Dick Asher** exits the label.

R&R Retro

- **R&R HOT FAX** debuts on July 12
- **Mike Schaefer** joins as News Editor; **Jim Dawson** rises to Editorial Director
- **R&R HOTFAX** debuts a new service exclusively for the country music community: "Country Update"



ERR WAVES
BY BOBBY OCEAN

NewsMakers

RADIO

Dean Thacker Malrite President/
Radio Div.; **Gary Fisher** VP/GM at
flagship WHTZ/NY ... **Joel Salkowitz**

Drew Hayes
WLS/
Chicago PD



Emmis Regional VP/Prog.; **Steve Ellis** PD at WQHT/NY; **Kevin McCabe** MD ... **Steve Candullo** WRKS/NY VP/GM ... **Larry Berger** KIOI/SF PD ... **Randy Kabrich** KIQQ-FM/L.A. OM ... **Gary Berkowitz** VP/Prog. for WCZY-FM/Detroit ... **Gary Bryan** WPLJ/NY PD ... **Ted Utz** Legacy Broadcasting Regional PD ...

Mike Phillips WCLR/Chicago PD ... **Steve Kingston** WHTZ/NY VP ... **Matt Farber** PD, **Don Geronimo** Prog. Coordinator at WAVA/Washington ... **Randy Bongarten** Emmis Sr. VP/Ops. ... **Kernie Anderson** acquires WDAS-AM & FM/Philadelphia GM duties ... **Greg Gillispie** Exec. VP/Product Development at B/D&A ... **Chris Brodie** KTWV/L.A. PD ... **Jim de Castro** Exec. VP of Evergreen Media ... **Don Benson** B/D&A Exec. VP/Ops ... **Elvis Duran** WIOQ/Philadelphia PD ... **John DeBella** OM at WMMR/Philadelphia ... **Shirley Maldonado** WXDJ/Miami PD ... **Frank Cody** Pyramid Broadcasting programming ... **Dan Griffin** WHDH/Boston President/GM ... **Paul "Boom Boom" Cannon** WKSE/

Buffalo PD ... **Tom Tradup** WLS/Chicago President/GM ... **Charles Warfield** WRKS/NY VP/GM ... **Trip Reeb** KROQ/L.A. GM ... **Dr. Dave Ferguson** WPGC-FM/Washington PD ... **Bobby Rich** VP/GM at KIXI & KMGH/Seattle ... **Bobby Reich** TK Communications President ... **John Gehron** WNUA/Chicago GM ... **Liz Kiley** KFAC/L.A. ops ... **Clarke Brown** Sr. VP/GM at WQXI/Atlanta ... **Lee Hansen** WNUA/Chicago PD ... **Andy Schuon** KROQ/L.A. PD ... **Mike Crusham** WWSW/Pittsburgh PD ... **Jack Evans** OM of WYHY/Nashville, **Louis Kaplan**

Vinny Brown
WRKS/NY PD



PD ... **Charlie Quinn** KHYI/Dallas PD ... **Steve Kingston** Malrite Regional VP/Prog. ... **Bill Gamble** Emmis Regional VP/Prog. ... **Clarke Ingram** WBZZ/Pittsburgh PD ... **Steve Rivers** WZOU/Boston PD ... **Steve Perun** to program WBSB/Baltimore ... **Mike Glickenhause** XETRA-FM (91X)/San Diego Station Mgr. ... **Steve Ellis** KLSX/L.A. PD ... **Judy Ellis** WQHT/NY VP/GM ... **George Toulas** Reg. VP American Media.

RECORDS

Al Coury Geffen GM ... **Bruce Tenenbaum** Atco Nat'l Promo ... **Tony Martell** Sr. VP/GM at CBS Associated ... **Don Ienner** President Columbia Records ... **Al Cafaro** A&M VP/GM ... **Tom Gorman** to Chrysalis as VP/

Promo ... **Daniel Glass** newly formed SBK Sr. VP/Promo ... **Matt Pollack** Nat'l Album Promo at Atco ... **Ray**

Kid Leo
Columbia
VP/Artist
Dev't



Gmeiner VP/Album Promo at Elektra ... **Ed Mascolo** PolyGram/Nashville VP/Nat'l Promo ... **Steve Schnur** Chrysalis AOR & Video Promo ... **Lisa Velasquez** Island Nat'l Singles ... **Chris Blackwell** sells Island Records to PolyGram ... **Sky Daniels** Epic Sr. Dir./Album Promo ... **Doug Morris** Atlantic President/COO ... **Irving Azoff** resigns at MCA, **Al Teller** assumes Azoff's position ... **Val**

Jeffrey Naumann
heads
Virgin
Rock 40



DeLong Atco Nat'l Singles ... **Michael Plen** Virgin VP/Promo ... Disney goes "Hollywood" with new label.

IN MEMORIAM

KMOX/St. Louis PD **Bob Osborne** ... "Rock Of The '80s" pioneer and longtime KROQ/L.A. PD **Rick Carroll** ... Atlantic Records principal and former WEA Int'l head **Nesuhi Ertegun** ... Country Music Association founder **Connie B. Gay**.

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CHR

- 1 JANET JACKSON Miss You Much
- 2 PAULA ABDUL Cold Hearted
- 3 PAULA ABDUL Forever Your Girl
- 4 NEW KIDS ON THE BLOCK I'll Be Loving You (Forever)
- 5 SIMPLY RED If You Don't Know Me By Now
- 6 DEBBIE GIBSON Lost In Your Eyes
- 7 GLORIA ESTEFAN Don't Wanna Lose You
- 8 PAULA ABDUL Straight Up
- 9 ROXETTE Listen To Your Heart
- 10 MADONNA Like A Prayer
- 11 MILLI VANILLI Girl I'm Gonna Miss You
- 12 RICHARD MARX Right Here Waiting
- 13 MARTIKA Toy Soldiers
- 14 BON JOVI I'll Be There For You
- 15 FINE YOUNG CANNIBALS She Drives Me Crazy
- 16 ROXETTE The Look
- 17 WARRANT Heaven
- 18 MICHAEL DAMIAN Rock On
- 19 BANGLES Eternal Flame
- 20 BOBBY BROWN On Our Own
- 21 RICHARD MARX Satisfied
- 22 MIKE & THE MECHANICS The Living Years
- 23 FINE YOUNG CANNIBALS Good Thing
- 24 MADONNA Cherish
- 25 CHER If I Could Turn Back Time

AOR TRACKS

- 1 TOM PETTY Runnin' Down A Dream
- 2 TOM PETTY Free Fallin'
- 3 GUNS N' ROSES Patience
- 4 CALL Let The Day Begin
- 5 DON HENLEY I Will Not Go Quietly
- 6 STEVIE RAY VAUGHAN & DOUBLE TROUBLE Crossfire
- 7 ROLLING STONES Rock And A Hard Place
- 8 GREAT WHITE Once Bitten Twice Shy
- 9 CHRIS REA Working On It
- 10 REPLACEMENTS I'll Be You
- 11 CULT Fire Woman
- 12 WINGER Headed For A Heartbreak
- 13 FIXX Driven out
- 14 STEVIE NICKS Rooms On Fire
- 15 TOM PETTY I Won't Back Down
- 16 WARRANT Heaven
- 17 R.E.M. Stand
- 18 DOOBIE BROTHERS Need A Little Taste Of Love
- 19 ALARM Sold Me Down The River
- 20 BAD ENGLISH Forget Me Not
- 21 POCO Call It Love
- 22 BILLY SQUIER Don't Say You Love Me
- 23 THIRTY EIGHT SPECIAL Second Chance
- 24 AEROSMITH Janie's Got A Gun
- 25 DON HENLEY The End Of The Innocence

AC

- 1 THIRTY EIGHT SPECIAL Second Chance
- 2 MICHAEL BOLTON Soul Provider
- 3 DON HENLEY The End Of The Innocence
- 4 RICHARD MARX Right Here Waiting
- 5 MIKE & THE MECHANICS The Living Years
- 6 VANESSA WILLIAMS Dreamin'
- 7 ROY ORBISON You Got It
- 8 CHER & PETER CETERA After All
- 9 BETTE MIDLER Wind Beneath My Wings
- 10 NATALIE COLE Miss You Like Crazy
- 11 SIMPLY RED If You Don't Know Me By Now
- 12 GLORIA ESTEFAN Don't Wanna Lose You
- 13 ROD STEWART My Heart Can't Tell You No
- 14 HOWARD JONES Everlasting Love
- 15 LINDA RONSTADT f/AARON NEVILLE Don't Know Much
- 16 CHER If I Could Turn Back Time
- 17 ELTON JOHN Healing Hands
- 18 CUTTING CREW Everything But My Pride
- 19 ANITA BAKER Just Because
- 20 BEE GEES One
- 21 DONNA SUMMER This Time I Know It's For Real
- 22 SWING OUT SISTER Waiting Game
- 23 FLEETWOOD MAC As Long As You Follow
- 24 PHIL COLLINS Two Hearts
- 25 BANGLES Eternal Flame

URBAN

- 1 REGINA BELLE Baby Come To Me
- 2 VESTA Congratulations
- 3 STEPHANIE MILLS Something In The Way (You Make Me Feel)
- 4 JERMAINE JACKSON Don't Take It Personal
- 5 JANET JACKSON Miss You Much
- 6 SKYY Start Of A Romance
- 7 BABYFACE It's No Crime
- 8 JODY WATLEY Real Love
- 9 SURFACE You Are My Everything
- 10 KARYN WHITE Love Saw It
- 11 ERIC GABLE Remember The First Time
- 12 SURFACE Shower Me With Your Love
- 13 BOBBY BROWN Every Little Step
- 14 TEDDY RILEY f/GUY My Fantasy
- 15 AL JARREAU So Good
- 16 VANESSA WILLIAMS Dreamin'
- 17 LUTHER VANDROSS She Won't Talk To Me
- 18 MAZE f/FRANKIE BEVERLY Can't Get Over You
- 19 SHARON BRYANT Let Go
- 20 SOUL II SOUL Back To Life
- 21 JODY WATLEY Everything
- 22 PEABO BRYSON Show And Tell
- 23 KIARA w/SHANICE WILSON This Time
- 24 Z-LOOKE Can U Read My Lips
- 25 CHUCKII BOOKER Turned Away

COUNTRY

- 1 CLINT BLACK Better Man
- 2 CLINT BLACK Killin' Time
- 3 RODNEY CROWELL Above And Beyond
- TIE 4 GEORGE STRAIT What's Going On In Your World
- 4 RICKY VAN SHELTON Living Proof
- 6 KEITH WHITLEY I'm No Stranger To The Rain
- 7 REBA MCENTIRE Cathy's Clown
- 8 RICKY SKAGGS Lovin' Only Me
- 9 EARL THOMAS CONLEY Love Out Loud
- 10 JUDDS Let Me Tell You About Love
- 11 ALABAMA If I Had You
- 12 HOLLY DUNN Are You Ever Gonna Love Me
- 13 GEORGE STRAIT Baby's Gotten Good At Goodbye
- 14 STEVE WARINER I Got Dreams
- 15 RODNEY CROWELL After All This Time
- 16 STEVE WARINER Where Did I Go Wrong
- 17 ROSANNE CASH I Don't Want To Spoil The Party
- 18 PATTY LOVELESS Timber I'm Falling In Love
- 19 EDDY RAVEN In A Letter To You
- 20 SHENANDOAH Sunday In The South
- 21 WILLIE NELSON Nothing I Can Do About It Now
- 22 KATHY MATTEA Come From The Heart
- 23 RANDY TRAVIS Is It Still Over
- 24 CONWAY TWITTY She's Got A Single Thing In Mind
- 25 ALABAMA High Cotton

NAC ALBUMS

- 1 PAT METHENY Letter From Home
- 2 AL JARREAU Heart's Horizon
- 3 ANDREAS VOLLENWEIDER Dancing With The Lion
- 4 ENYA Watermark
- 5 ACOUSTIC ALCHEMY Blue Chip
- 6 LARRY CARLTON On Solid Ground
- 7 RIPPINGTONS Tourist In Paradise
- 8 EARL KLUGH Whispers And Promises
- 9 HIROSHIMA East
- 10 JOE SAMPLE Spellbound
- 11 WINDOWS The French Laundry
- 12 JULIA FORDHAM Julia Fordham
- 13 RICHARD ELLIOT Take To The Skies
- 14 SPYRO CYRA Point Of View
- 15 SCOTT COSSU Switchback
- 16 DAVID BENOIT Urban Daydream
- 17 TIM WEISBERG Outrageous Temptations
- 18 BILLY JOE WALKER JR. Painting
- 19 FREE FLIGHT Slice Of Life
- 20 LEE RITENOUR Festival
- 21 TOM SCOTT Flashpoint
- 22 SAM CARDON Impulse
- 23 JOHN JARVIS Whatever Works
- 24 DAN SIEGEL Late One Night
- 25 SPECIAL EFX Confidential

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Century Plaza, Part Two

The last time the R&R Convention had played L.A., Jimmy Carter was president, the Blues Brothers headlined the Superstar show, and the learning quotient was as intense as usual.

So would R&R pull off a repeat performance?

You bet! After 11 years away from L.A.'s famous Century Plaza Hotel, R&R Convention '90 featured a session agenda

designed to prepare radio and record professionals for the tumultuous decade ahead of them. On closing night, another institution that had been away for 11 years reunited — the Eagles! After performing several numbers from his recent solo albums, Don Henley was joined onstage by Glenn Frey, Joe Walsh, and Timothy B. Schmit. Together they performed their most memorable numbers, including "Desperado," "Life In The Fast Lane," and "Hotel California." The show was said to have provided the foundation for the group's formal reunion several years later.

Ever since Howard Stern had joined WXRK/NY four years earlier, the station and its affiliates had been in constant scrapes with the FCC over indecency issues. In what seemed to be the final straw for Infinity President Mel Karmazin, the commission fined the company \$6000 for "dwelling on sexual matters." Karmazin promised to fight the fines and force the FCC to be explicit in its definition of indecency.

The federal government's payola investigations came to a crashing halt in 1990, when an L.A. judge suddenly dismissed payola charges against record promoters Joe Isgro

and Ray Anderson. The judge accused prosecutors of gross misconduct for hiding evidence that could have been helpful to Isgro's and Anderson's defense.

By the way, that flood of Beautiful Music/EZ defections turned into a downright torrent in 1990. San Francisco, Pittsburgh, Baltimore, Denver, Cleveland, Miami, Atlanta, and many other majors joined the list of markets losing a Beautiful Music station.

The record industry saw the debut of several key labels. Producer Jimmy Iovine and partner Ted Field formed Interscope Records, which

turned out to be the most successful start-up label of the '90s. And Disney threw its hat into the recording ring with Hollywood Records. MCA, successful on its own, wrote a big check to buy Geffen Records.

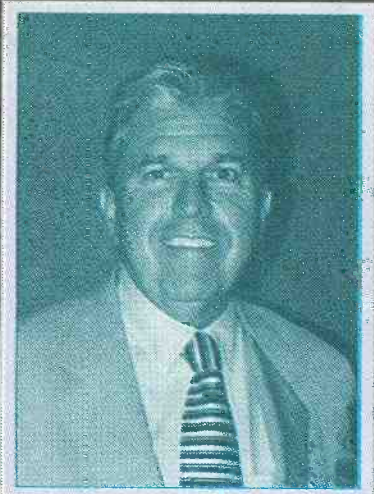
Helping us relive the year are Larry Wilson, who sowed the seeds of Citadel Broadcasting in 1990, and Mercury's major domo Ed Eckstine.

Signs Of The Times

- Florida's governor asks state prosecutor to consider whether the state's obscenity and racketeering laws have been violated by 2 Live Crew's *As Nasty As They Wanna Be*; the record was removed from Lee County stores after authorities deemed it possibly obscene
- Ted Field and Jimmy Iovine form Interscope Records; Atlantic to distribute
- Maryland investigators determine WHFS/Annapolis announcer Damian Einstein, who suffers from halting speech as a result of a 1975 traffic accident, was discriminated against when he was removed from the air; he is reinstated
- R&R Convention 1990 returns to Century Plaza Hotel in L.A. after an 11-year absence. Among the notable events: the reunion of Don Henley, Glenn Frey, Joe Walsh, and Timothy B. Schmit as the Eagles perform a seven-song set
- Infinity President Mel Karmazin vows to fight a \$6000 indecency fine and force the FCC to explain exactly why The Howard Stern Show was ruled as such; at issue: a bit in which Stern discussed "the guy who plays the piano with his penis" and a "big black lesbian who is out of her mind with lust"
- Big Flips: WCAU/Philadelphia signs off the air after 68 years, simulcasting Oldies WOGL ... WOMC/Detroit from AC to Oldies ... XHTZ/San Diego from Rock 40 to CHR/Rhythmic ... NAC KKCY-FM/Portland to AOR with new calls KUFO ... Soft AC KQLH/Riverside-San Bernardino becomes Country KFRG (K-Frog)
- CHR takes it on the chin: WGH-FM/Norfolk flips to Country ... WRQX/Washington drops "Q107" for Hot AC "Mix 107.3" ... KITY/San Antonio to AC ... KCPX/Salt Lake City flips to AC ... KROY/Sacramento to Classic Rock KSEG



Reflections



LARRY WILSON

Career inspiration: "My love for the radio business."

First R&R sighting: "It was many years ago, when I worked for Combined Communications."

Current gig: President of Citadel Communications Corp.

Most significant industry change in last 25 years: "The loosening of radio ownership caps by the Telecommunications Act of 1996. The telecommunications law changes have made this a much, much better business. We're much more profitable, and it's a lot more fun than it used to be."

Personal influences: "My dad. That's trite, but we were great buddies. He had a tremendous influence on me — my work ethic, setting goals, and all that stuff."

Most rewarding career point: "Probably the biggest high I've had in radio — and my wife shared it with me — was when we opened trading on the NASDAQ. It was the most exciting three hours I've ever seen. We both ended up with tears in our eyes. We had this little company that started with two stations in Tucson, and here we are."

Most disappointing: "The only disappointment was that I didn't figure out earlier what I wanted to be when I grew up. I was a CPA, then went to law school, then practiced law, then was counsel for a company. It's really been a beautiful thing since 1984 when I realized this was my destiny. This is where I'm supposed to be. I've loved it. It's the best business I've ever been in."

FOR THE 25th TIME

HAPPY ANNIVERSARY R&R





Compact Discoveries

1990 was a when men dominated country. Of the year's top 25 country songs, 24 of them were performed by male solo singers or groups helmed by a male singer. The one exception was "You Really Had Me Going" by **Holly Dunn** at No. 23.



Mariah Carey

'90 was a huge year for **Garth Brooks**. Brooks had five top 10 hits, and three No. 1 songs, including "The Dance," which was the year's biggest hit. **Clint Black** and **Alan Jackson** matched Brooks with three No. 1 songs of their own.

The start of a new decade brought us the birth of a superstar. **Mariah Carey** hit the airwaves for the first time with her two No. 1 hits, "Vision Of Love" and "Love Takes Time."

R&R's New Rock Albums chart debuted in 1990.

Depeche Mode's *Violator* led the way and featured the hit tracks "Personal Jesus," "Enjoy The Silence," and "Policy Of Truth." **Jane's Addiction** finished fifth with their legend-

ary *Ritual De Lo Habitual* album. 1990 brought short-lived success for **Sinead O'Connor**, who topped the chart with the

Prince-penned "Nothing Compares 2 U." Controversy would eventually do O'Connor in a short time later, leaving that as her only major hit.

Wilson Phillips consisted of **Carnie** and **Wendy Wilson** (daughter of the **Beach Boys'** Brian) and **Chynna Phillips** (daughter of **John** and **Michelle Phillips** of the **Mamas And The Papas**). Their debut album produced three top five hits: "Hold On," "Release Me," and "Impulsive."

Janet Jackson had five top 10 hits at CHR and four at Urban, thanks to the success of her *Rhythm Nation 1814* album. Additionally, **Babyface** had his breakthrough year as a solo artist with three No. 1 songs at Urban radio: "Tender Lover," "My Kinda Girl," and "Whip Appeal."

It was a good year for current and former members of **New Edition**. **Johnny Gill** captured three No. 1 hits at



Sinead O'Connor

member **Ralph Tresvant** scored with his solo hit, "Sensitivity."

1990 brought us another rock supergroup with **Damn Yankees**, which featured **Styx's Tommy Shaw** and guitar superstar **Ted Nugent**, along with **Night Ranger's Jack Blades** and drummer **Michael Cartellone**. The band's freshman album created three of the year's top 25 AOR tracks: "Coming Of Age,"

"Come Again," and "High Enough."

Robert Plant's *Manic Nirvana* and **Eric Clapton's** *Journeyman* both topped the AOR Albums chart for 13 weeks, combining to dominate it for half of 1990. Clapton's album yielded four top 10 tracks, including two No. 1s.

And we can't

forget rapper **M.C. Hammer** was a huge part of the music scene with his hits "U Can't Touch This," "Have You Seen Her," and "Pray."



Depeche Mode

Urban radio, while **Ricky Bell**, **Michael Bivins**, and **Ronnie DeVoe** (better known as **Bell Biv DeVoe**) posted three top 10 hits at the format. Also,



A billboard advertising L.A.'s Pirate Radio

QUOTABLE QUOTES

"We're not changing the format anytime soon. Pirate Radio will be successful, and Scott Shannon isn't leaving until it is successful."

—Westwood One
VP/Programming and KQLZ/
L.A. morning man Scott Shannon

"PDs will be given more respect and make more money than sales managers, as owners realize even a poor sales staff can sell great ratings, while even the greatest sales staff has a tough time selling no numbers."

—One of Jacor chief Randy Michaels' predictions for radio in the 1990s, which also included, "By the end of the decade, direct broadcast satellite radio will be developed"

"We use the vernacular of the market. The popular terms here are 'homeboy' or 'girlfriend' and 'homeboy-ee.' We live close to the streets and suck 'em dry for whatever we can find. A winning station in the '90s has to sound different between the records."

—WIOQ/Philadelphia OM
Mark Driscoll

Reflections



ED ECKSTINE

Career influences: "First and foremost was my father, Billy Eckstine. There was always something musical around our house. Dad spent a lot of time on the road, and during the summer my brothers and I would join him and perform different jobs. That early exposure demystified the process, but set me off nonetheless. Another one was hearing Stevie Wonder's 'Fingertips' on KHJ. Then there was the Beatles on Sullivan, and seeing the girls screaming and these guys playing cool guitars ... I knew I wanted in."

Most significant changes in

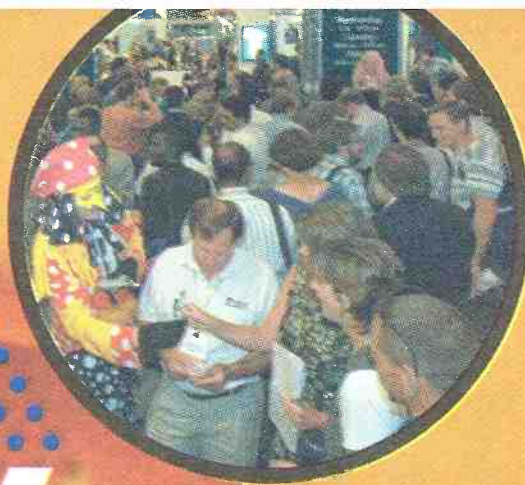
the past 25 years: "On a technical level, the advent of digital technology and the cyberworld clearly have had the most profound effect on the business. On a media level, it is MTV and the proliferation of multifunction radio. On a social level, integration has brought black music to the suburbs and redefined the marketplace for pop and R&B. On a business level, it's the takeover of the 'suits' and the departure of the creative people in the big-label environment."

Personal influences: "Regina Jones, publisher of the late and

legendary *Soul* magazine, who hired me as a contributor in 1973; Quincy Jones, who mentored me from 1974-1984; and Dick Asher, who brought me to PolyGram in 1986 and gave me the freedom to do my thing creatively, which ultimately led to me becoming President of Mercury Records from 1990-1995."

Most rewarding career point: "Two things that stick out would be the success enjoyed by Vanessa Williams and the growth of a number of young black male executives who got their start at Mercury while interns under my tutelage."

THE NAB RADIO SHOW



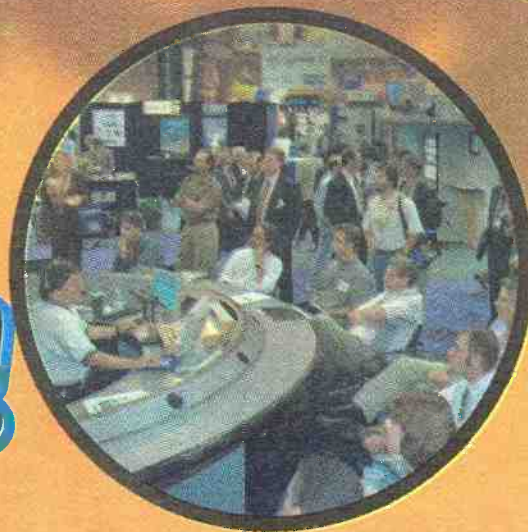
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RADIO RECORDS

Best Of STREETTALK

Isgro In The Clear

A motion by indie record promoter **Joe Isgro's** attorney to dismiss payola, fraud, and racketeering charges is dismissed.

The IRS will launch its own investigation of KMET/SF PD **Keith Naftaly** for unreported income, according to the *San Francisco Chronicle*. IRS gears up its payola probe.

Amidst the fallout from the **Milli Vanilli** debacle, a number of labels will insert a new clause in their recording contracts that would indicate whether the undersigned artists are actually singing their recordings.

A major music labeling bill continues to march through the Louisiana legislature that would require the labeling of all music deemed "dangerous to minors."

KLOS/L.A. morning mavens **Mark & Brian** become the first radio personalities to broadcast live to the U.S. from the Persian Gulf.

KMJQ/Houston PD **Mike Stradford** lands the KGBT/L.A. gig.

KKBQ/Houston PD **Bill Richards** is set to take the PD gig at KIIIS/L.A.

Marc Benesch joins Jimmy Iovine's new Interscope label as Head/Promo.

David Geffen says the rumors regarding him selling the Geffen empire to Paramount are "completely untrue."

MCA is definitely interested in exploring merger or global distribution possibilities with BMG.

Matsushita is talking with MCA about buying the U.S. company for between \$6.7 billion and \$7.5 billion, according to *Wall Street Journal* reports.

Polydor U.S. President/CEO **Rick Dobbis** picks the name Alliance to replace Polydor Records domestically.

Former CBS Records CEO **Walter Yetnikoff** reportedly hammers out a \$20 million-plus exit deal.

KBTS/Austin MD **Tracy Austin** adds APD duties.

Paul "Cubby" Bryant joins KRBE/Houston for nights. WQHT/NY MD

Kevin McCabe adds APD duties.

Gil Friesen resigns as A&M President.

KISS/San Antonio drops AOR for Oldies.



KROQ's Kevin & Bean floating to the top.

R&R Retro

- **Jack Messmer** joins the Washington bureau as Asst. Editor
- **Don Waller** upped to Senior Editor, **Ron Rodrigues** upped to Managing Editor, **Jodie Renk** joins as Dir./Marketing Services



Consultant **Tommy Hedges**, Epic VP/Album Promo **Harvey Leeds**, and consultant **Jeff Pollack**.



ERR WAVES
BY **BOBBY OCEAN**

NewsMakers

RADIO

Randy Kabrich KHYI/Dallas Station Manager ... **John Madison** Sr. VP at Pyramid Broadcasting ... **Cathy Meloy** WGMS/Washington GM ... **Valerie Geller** WABC/NY PD ... **Steve Smith** Broadcast Group VP/Prog., KKFR/Phoenix PD ... **Mitch Dolan** WPLJ/New York Pres./GM ... **Tom Calderone** WHFS/Washington-Baltimore ... **Guy Zapoleon** KNRJ/Houston programming ... **Tom Milewski** Exec. VP at Greater Media ... **Doug Sorensen** KATT/Oklahoma City PD ... **Frank Wood** resigns as Jacor Communica-



Les Garland becomes VP/Programming at Video Jukebox Net

tions President/COO ... **Tom Cuddy** WPLJ/New York VP/Prog. ... **Jim de Castro** COO for Evergreen Media ... **James Thomas** WEDR/Miami PD ... **Dean Thacker** Legacy Broadcasting Exec. VP ... **Randy Lane** WMC-AM & FM/Memphis OM ... **Steve Candullo** WKQI/Detroit Pres./GM ... **Kevin Weatherly** PD at KKLQ-FM/San Diego, **Garry Wall** VP of parent Edens Broadcasting ... **G. Michael Donovan** now VP/GM of KTAC-AM & KBRD-FM/Seattle ... **Larry Berger** KOFY-FM/SF PD ... **Fleetwood Gruver** WFLC/Miami PD ... **Tony Novia** OM of WQXI-AM & WSTR-FM/Atlanta ... **Todd Pettingill** Albany Broadcasting Corp. VP/Prog. & Ops ... **Michael Luczak** WMMS/Cleveland PD ... **Stu Olds** Katz Radio Group EVP ... **Mason Dixon** WKXX/Birmingham VP/Prog., **Brian Christopher** PD ... **Bob Callahan Jr.** ABC Radio Nets President ... **Rod Calarco** to head CBS' FM stations ... **Gerry DeFrancesco** VP/

OM at WSNi/Philadelphia ... **Shirley Maldonado** WQCD/NY OM ... **Steve Godofsky** assumes Metroplex presidency ... **Charlie Ochs** WMZQ/

Liz Kiley promoted to OM of KKBQ/Los Angeles



Washington VP/GM ... **Marty Bender** WFBQ/Indy PD ... **Bill Richards** KIIIS/L.A. PD, **Dene Hallam** PD at KKBQ/Houston ... **Corinne Baldassano** VP/Prog. for ABC Radio Nets ... **Dave Beasing** WLTJ/Detroit PD ... **Drew Hayes** WLS/Chicago OM ... **Tom Rivers** WQYK/Tampa PD ... **Frankie Crocker** VP/Entertainment & Prog. of Inner City Broadcasting ... **Jack Evans** KRFX/Denver OM ... **Louis Kaplan** WYHY/Nashville OM ... **Charles Banta** Greater Media Group VP/Radio ... **John Mainelli** WABC/NY Ops. Dir./PD ... **Richard Sands** upped to OM at KITS/San Francisco ... **Mike Phillips** KRTH/L.A. PD ... **Stef Rybak** KZZP/Phoenix PD ... **Pat Fant** VP/GM at KLOL/Houston.

RECORDS

Polly Anthony Sr. VP at Epic Records ... **Mark Benesch** Columbia Sr. VP/Promo ... **Phil Costello** Nat'l Promo for Virgin ... **Kid Leo** Columbia Alternative, Dance, Jazz, and Metal ... **Ken Lane** SBK Nat'l Singles Promo ... **Phil Quartararo** Charisma President ... **Jack Satter** EMI

SVP/Promo ... **Bob Catania** Charisma VP/Promo, "Heavy" **Lenny Bronstein** Nat'l/Album Promo, **Al Moinet** Nat'l Pop Promo ... **Rick Bisceglia** Sr. VP/Promo at Arista ... **Lisa Velasquez** Island VP/Promo ... **Greg Thompson** Nat'l Pop Promo, **Steve Schnur** AOR/Video Promo at Chrysalis ... **Burt Baumgartner** upped to VP/Promo at Columbia ... **Richard Palmese** RCA President ... **Hilare Brosario** upped to Dir./Rock Promo at Arista ... **Lou Maglia** BMG-associated President ... **Al Cafaro** A&M Sr. VP/GM ... **Mel Lewinter** Atlantic CFO/Sr. VP ... **Steve Zap**, **Irene Vargas** Nat'l AC Promo at WB ... **Tommy**



Irving Azoff debuts WB-distributed Giant Records

LiPuma Elektra Sr. VP/A&R ... **Skip Bishop** RCA Creative Dev't/Pop Promo ... **Alain Levy** upped to PolyGram President/CEO ... **Dawn Hood** Charisma Nat'l Alternative Promo ... **Suzanne Berg** Elektra VP/AC Promo ... **Roy Wunsch** President of CBS/Nashville ... **Tom Gorman** Chrysalis Sr. VP ... **Andrea Ganis** Atlantic ... **Ernie Singleton** MCA President ... **Steve Schnur** Chrysalis VP/Album, Alt. & Video Promo ... **Matt Farber** Arista Planning, Special Projects ... **Joe Galante** RCA President ... **Sylvia Rhone** President/CEO at EastWest America ... **Mark DiDia** Def American VP/GM ... **Al Cafaro** A&M President ... **Ed Mascolo** RCA/Nashville VP/Promo.

IN MEMORIAM

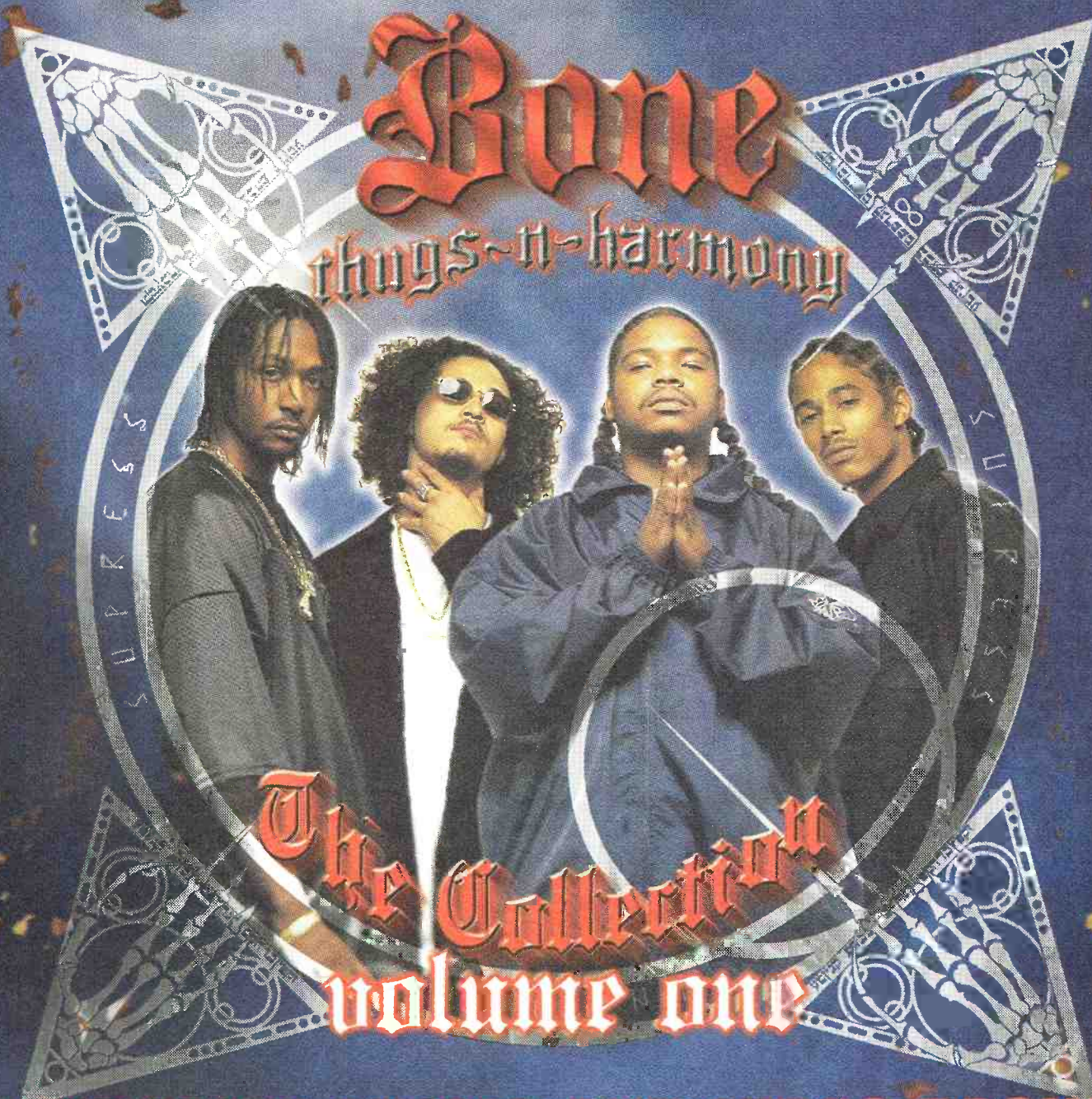
IN MEMORIAM: KOA/Denver play-by-play announcer "Bronco Bob" **Martin** ... WGRQ/Buffalo and WDVE/Pittsburgh programmer and the Source PD **John McGhan** ... Strawberries retail chain founder and Roulette Records principal **Morris Levy**.

Ron Urban appointed EMI Records EVP/GM



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CHR

- 1 MARIAH CAREY Vision Of Love
- 2 JANET JACKSON Escapade
- 3 WILSON PHILLIPS Hold On
- 4 M.C. HAMMER U Can't Touch This
- 5 ROXETTE It Must Have Been Love
- 6 MADONNA Vogue
- 7 GLENN MEDEIROS f/BOBBY BROWN She Ain't Worth It
- 8 WILSON PHILLIPS Release Me
- 9 SINEAD O'CONNOR Nothing Compares 2 U
- 10 TAYLOR DAYNE Love Will Lead You Back
- 11 PAULA ABDUL Opposites Attract
- 12 SWEET SENSATION If Wishes Came True
- 13 JAMES INGRAM I Don't Have The Heart
- 14 JANE CHILD Don't Wanna Fall In Love
- 15 PHIL COLLINS Something Happened On The Way To Heaven
- 16 MAXI PRIEST Close To You
- 17 MICHAEL BOLTON How Am I Supposed To Live Without You
- 18 BELL BIV DEVOE Poison
- 19 JANET JACKSON Alright
- 20 MARIAH CAREY Love Takes Time
- 21 TIE CALLOWAY I Wanna Be Rich
- 21 JOHNNY GILL Rub You The Right Way
- 23 ROD STEWART Downtown Train
- 24 HEART All I Wanna Do Is Make Love To You
- 25 JANET JACKSON Come Back To Me

AOR TRACKS

- 1 AEROSMITH What It Takes
- 2 BLACK CROWES Jealous Again
- 3 ERIC JOHNSON Cliffs Of Dover
- 4 JUDE COLE Baby It's Tonight
- 5 ALANNAH MYLES Black Velvet
- 6 DAMN YANKEES Coming Of Age
- 7 AEROSMITH The Other Side
- 8 BILLY IDOL Cradle Of Love
- 9 ERIC CLAPTON Bad Love
- 10 BAD COMPANY Holy Water
- 11 ALLMAN BROTHERS BAND Good Clean Fun
- 12 ROBERT PLANT The Hurting Kind
- 13 ZZ TOP Doubleback
- 14 ERIC CLAPTON No Alibis
- 15 DAMN YANKEES Come Again
- 16 DON HENLEY The Heart Of The Matter
- 17 WINGER Can't Get Enough
- 18 JOHNNY VAN ZANT Brickyard Road
- 19 DAMN YANKEES High Enough
- 20 BRUCE HORNSBY Across The River
- 21 GIANT I'll See You In My Dreams
- 22 PHIL COLLINS I Wish It Would Rain Down
- 23 HEART Wild Child
- 24 JEFF HEALEY BAND I Think I Love You Too Much
- 25 JON BON JOVI Blaze Of Glory

AC

- 1 PAUL YOUNG Oh Girl
- 2 JAMES INGRAM I Don't Have The Heart
- 3 WILSON PHILLIPS Release Me
- 4 ELTON JOHN Club At The End Of The Street
- 5 MARIAH CAREY Vision Of Love
- 6 PHIL COLLINS Do You Remember
- 7 GLORIA ESTEFAN Cuts Both Ways
- 8 ROXETTE It Must Have Been Love
- 9 WILSON PHILLIPS Hold On
- 10 GLORIA ESTEFAN Here We Are
- 11 ROD STEWART w/ RONALD ISLEY This Old Heart Of Mine
- 12 TAYLOR DAYNE Love Will Lead You Back
- 13 CHICAGO What Kind Of Man Would I Be?
- 14 MICHAEL BOLTON When I'm Back On My Feet Again
- 15 BILLY JOEL And So It Goes
- 16 LUTHER VANDROSS Here And Now
- 17 LINDA RONSTADT f/AARON NEVILLE All My Life
- 18 PHIL COLLINS Something Happened On The Way To Heaven
- 19 JANET JACKSON Come Back To Me
- 20 DON HENLEY The Heart Of The Matter
- 21 DAN FOGELBERG Rhythm Of The Rain/Rain
- 22 ROD STEWART I Don't Wanna Talk About It
- 23 BETTE MIDLER From A Distance
- 24 MARIAH CAREY Love Takes Time
- 25 ROD STEWART Downtown Train

URBAN

- 1 BELL BIV DEVOE B.B.D. (I Thought It Was Me)?
- 2 PEBBLES Giving You The Benefit Of The Doubt
- 3 BABYFACE My Kinda Girl
- 4 EN VOGUE Lies
- 5 TONY! TON! TONE! Feels Good
- 6 AFTER 7 Ready Or Not
- 7 MIKI HOWARD Under New Management
- 8 LISA STANSFIELD All Around The World
- 9 BOYS Crazy
- 10 SMOKEY ROBINSON Everything You Touch
- 11 LALAH HATHAWAY Heaven Knows
- 12 TODAY Why You Get Funky On Me?
- 13 TROOP Spread My Wings
- 14 REGINA BELLE Make It Like It Was
- 15 MARIAH CAREY Vision Of Love
- 16 GERALD ALSTON Slow Motion
- 17 JOHNNY GILL My, My, My
- 18 TIE QUINCY JONES f/TEVIN CAMPBELL Tomorrow (A Better You, Better Me)
- 18 KEITH SWEAT Make You Sweat
- 20 MARIAH CAREY Love Takes Time
- 21 AL B. SURE Misunderstanding
- 22 SAMUELLE So You Like What You See
- 23 KEITH SWEAT Merry Go Round
- 24 JOHNNY GILL Fairweather
- 25 STACY LATTISAW f/JOHNNY GILL Where Do We Go From Here

COUNTRY

- 1 GARTH BROOKS The Dance
- 2 CLINT BLACK Walkin' Away
- 3 JOE DIFFIE Home
- 4 ALAN JACKSON Here In The Real World
- 5 GARTH BROOKS Not Counting You
- 6 RANDY TRAVIS He Walked On Water
- 7 LEE GREENWOOD Holdin' A Good Hand
- 8 GEORGE STRAIT Love Without End, Amen
- 9 DAN SEALS Love On Arrival
- 10 VINCE GILL When I Call Your Name
- 11 TRAVIS TRITT Help Me Hold On
- 12 ALAN JACKSON Wanted
- 13 KEITH WHITLEY I'm Over You
- 14 CLINT BLACK Nothing's News
- 15 T. GRAHAM BROWN If You Could Only See Me Now
- 16 RONNIE MILSAP Stranger Things Have Happened
- 17 RANDY TRAVIS Hard Rock Bottom Of Your Heart
- 18 GARTH BROOKS Friends In Low Places
- 19 ALABAMA Jukebox In My Mind
- 20 RICKY VAN SHELTON I've Cried My Last Tear For You
- 21 RICKY VAN SHELTON I Meant Every Word He Said
- 22 MARK CHESNUTT Too Cold At Home
- 23 HOLLY DUNN You Really Had Me Going
- 24 DOUG STONE I'd Be Better Off (In A Pine Box)
- 25 EXILE Nobody's Talking

NEW ROCK ALBUMS

- 1 DEPECHE MODE Violator
- 2 SINEAD O'CONNOR I Do Not Want What I Haven't Got
- 3 MIDNIGHT OIL Blue Sky Mining
- 4 PETER MURPHY Deep
- 5 JANE'S ADDICTION Ritual De Lo Habitual
- 6 IGGY POP Brick By Brick
- 7 JESUS & MARY CHAIN Automatic
- 8 CONCRETE BLONDE Bloodletting
- 9 CHARLATANS U.K. Some Friendly
- 10 WORLD PARTY Goodbye Jumbo

NAC ALBUMS

- 1 EVERYTHING BUT THE GIRL The Language Of Life
- 2 ACOUSTIC ALCHEMY Reference
- 3 BASIA London Warsaw New York
- 4 MICHAEL FRANKS Blue Pacific
- 5 PETER WHITE Reveillez-vous
- 6 KENNY G Kenny G Live
- 7 RIPPINGTONS f/RUSS FREEMAN Welcome To The St. James Club
- 8 SAM RINEY At Last
- 9 JULIA FORDHAM Porcelain
- 10 RICHARD ELLIOT What's Inside

SOME BANDS REQUIRE EXTRA PROMOTION



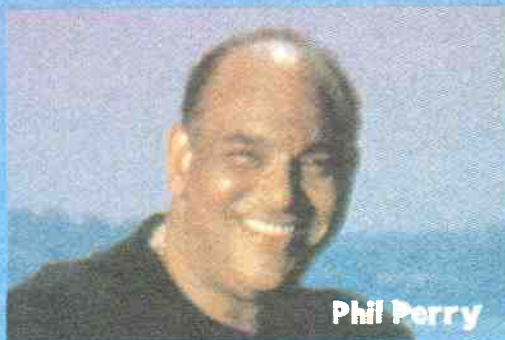
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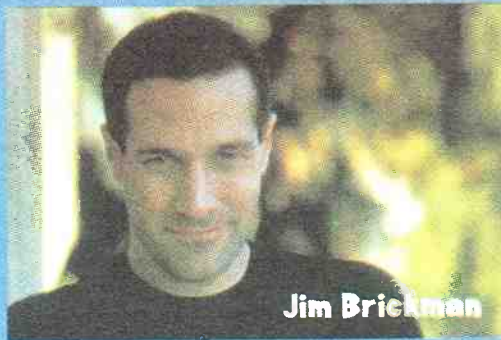
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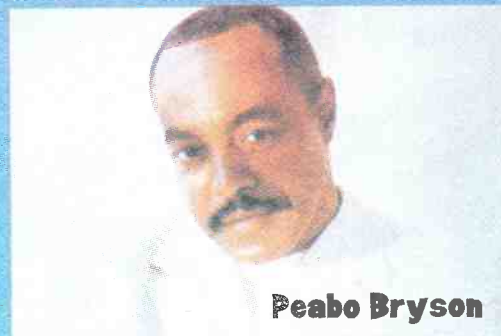
Happy 25th anniversary R & R!



Phil Perry



Jim Brickman



Peabo Bryson



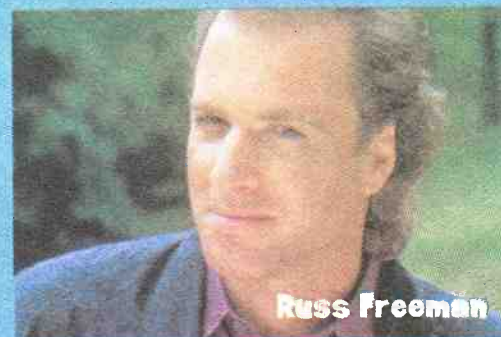
Larry Stewart

The Windham Hill Bunch

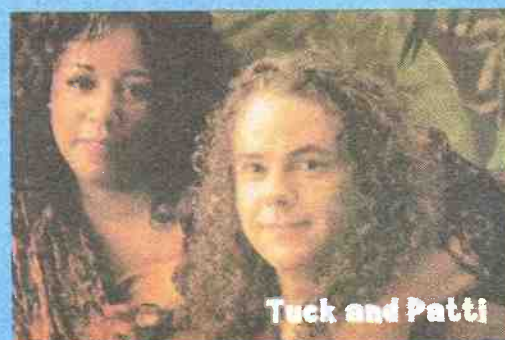
the windham hill group



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Russ Freeman



Tuck and Patti



Etta James



Janis Ian

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SOULFLY TYPE O NEGATIVE

EARTH COAL CHAMBER MISFITS

CRISIS JUNKIE XL BLUE MOUNTAIN

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LIFE OF AGONY vision of disorder

NEW ALBUMS OUT SOON FROM:

THE SHEILA DIVINE

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AMEN

TOYSHOP

BRANDY DUVALL

SLIPKNOT

AND MORE

ROADRUNNER: ROAD-TESTED.



Suffering The Economic Blues

Let's face it, 1991 was a pretty crummy year for the economic side of the radio business. Not only that, America was in its first full-scale war since Vietnam.

An ongoing recession finally hit radio in a big way. And the Gulf War didn't help. The uncertainty of both the military conflict and our economic blues were all that was needed for consumers to stop buying things and retailers to pull back on their advertising.

Stations responded by cutting back themselves ... on marketing, pay raises, and travel. So many stations cut back on travel that the RAB saw its lowest attendance in years at its annual Managing Sales Conference. This was also the same year Gary Fries joined the RAB as its president. It looked like a kamikaze mission back then, but both Fries and the radio industry have been able to ride an amazing crest of revenue increases each year since then.

Back to the Gulf War for a second ... although much of the conflict was broadcast on live TV, radio certainly earned its share of audience too. News/Talk's numbers boomed during that period. The format has held onto those numbers, and a prodigious number of stations have switched to News/Talk since then.

Station trading was affected by the economy, but Mel Karmazin decided to take Infinity Broadcasting public once again (the company was publicly traded earlier in its life, but

Karmazin conducted a leveraged buyout, taking it private). He used a portion of the proceeds to buy WFAN/NY from Emmis Broadcasting for \$70 million — a record price for a stand-alone AM station. The investment firm of Kohlberg Kravis Roberts partnered with Herb McCord to the tune of \$50 million to buy radio stations. (Five years later, McCord would sell those stations to Infinity at about nine times what he paid for them.)

Deregulation was still a few years away, but LMAs were coming into vogue. The concept of controlling the programming and sales for a non-owned station

never took hold, however, probably because the FCC was about to make a major decision. Stay tuned!

Joining us this year with their reflections are the RAB's Fries, Capitol Records President Gary Gersh, and Casey Kasem, who was celebrating his 21st year in the countdown business.

Signs Of The Times

- Gulf War! Listeners flock to N/T radio for information
- Indecency complaints down 26% from 1989 to 1990
- AC rated leading format in top 30 markets, followed by CHR
- NAB Board asked to endorse digital audio broadcasting
- Interp's Ralph Guild creates "Radio 2000" to increase radio's revenue share from 7% to 9% by the year 2000
- FCC considers boosting ownership limits
- Spectrum auction bill introduced
- Broadcast Programming acquires Drake-Chenault
- Janet Jackson signs worldwide deal with Virgin
- Kohlberg Kravis Roberts & Co. formalizes \$50 million partnership with Herb McCord to buy radio stations
- Thorn EMI buys SBK Records for \$400 million
- Motown files multimillion-dollar misconduct suit against MCA; MCA countersues over "malicious actions"
- KSHE/St. Louis draws \$25,000 FCC fine for airing mock nuclear attack warning
- FCC threatens to implement formal rule to prohibit on-air radio hoaxes
- Activists protest Stern's addition to KLSX/L.A. lineup
- Subscribers reject Arbitron's three-survey, 16-week proposal
- Federal Trade Commission: No basis for radio ownership limits
- Arrakis Systems introduces "Digilink" digital studio system
- Chrysalis, EMI, SBK labels merge
- Satellite CD Radio displays prototype
- Infinity buys Emmis' Sports WFAN/NY for \$70 million, reuniting Howard Stern with Don Imus under a corporate umbrella
- Infinity goes public for second time to raise \$124 million



Reflections



GARY FRIES

Career inspiration: "I started by accident, when I was in college. I was offered a position selling radio part-time. When I graduated with my degree in property and casualty insurance, I found that I could not do as well in the insurance industry as I was selling radio part-time while going to college."

Timeline to his first GM position: "I was very fortunate; it was four years after I started. I was a GM at 24 years old at KRGI/Grand Island, NE, working for Dick Chapin."

How he became RAB President: "I actually became involved in talking to them because I was probably their biggest critic. I felt the RAB had a lot more to offer to this industry, but I had no interest in taking the position as the president. But one day I thought to myself, 'Rather than complain, why don't you do something about it?' I also felt the RAB needed to be an 'on-the-street' type of

organization that was made up of executives who were part of the industry rather than people who had been outside the industry looking in."

About joining the RAB during the depths of radio's recession in 1991: "It was scary, because there were a lot of people predicting doom and gloom. I did not share that feeling. I had been in it for such a long time, I knew the potential for recovery was there. Fortunately, that recovery started shortly after I started. I don't want to imply that it was me that caused that, because that is not true. It's just that the recovery process gave me the ability to make the RAB grow."

First R&R sighting: "I can honestly tell you I don't remember. It seems like it's always been there for me. I don't know how a person can really keep up with all the facets, the players, and the philosophies of our business without having R&R as part of the agenda."



Compact Discoveries

Many of the artists heard on the radio in 1991 have been unable to match the success they achieved in that year.

Color Me Badd landed three top 10 hits with "I Wanna Sex You Up," "All 4 Love," and "I Adore Mi Amor."

Contemporary Christian singer **Amy Grant**'s *Heart In*



Amy Grant

Motion was a breakthrough for her. Who could forget hearing "Baby Baby," "Every Heartbeat," or "That's What Love Is For" on CHR and AC radio?

C+C Music Factory recorded the dance anthem "Gonna Make You Sweat (Everybody Dance Now)" along with "Things That Make You Go Hmmm..." and "Here We Go, Let's Rock And Roll" — all top 10 CHR hits. '91 produced three top 10 CHR hits for **Cathy Dennis**, including the No. 1 hit "Touch Me (All Night Long)."

Paula Abdul's second album, *Spellbound*, yielded "Rush Rush," "The Promise Of A New Day," and "Blowing Kisses In The Wind." The dancer/singer would never see such success again. And

Wilson Phillips was still going strong with the latter three singles from their debut album.

1991 had its share of huge hits with staying power as well. The No. 1 song at CHR and AC was **Bryan Adams**' "Everything I Do (I Do It For You)" from the movie *Robin Hood: Prince Of Thieves*. One of **R.E.M.**'s most memorable albums was 1991's *Out Of Time*, which featured the band's biggest hit ever, "Losing My Religion," along with "Shiny Happy People."

Mariah Carey had hits from two different albums: "Somebody" and "I Don't Wanna Cry" from her self-titled freshman effort, and "Emotions," the title track from her sophomore release.

Rock radio had a strong variety of music to pick from as well. The era of the hair bands was coming to a close with **Queensryche**'s *Empire*, the **Scorpions** *Crazy World*, and **Cinderella**'s *Heartbreak*



Nirvana

Station. **Van Halen** released *For Unlawful Carnal Knowledge*, which yielded what became the band's most recognizable '90s hit, "Right Now" — a song that Pepsi would use for a major ad



Paula Abdul

campaign. One track, which received airplay at New Rock and AOR stations, would change Rock radio for the rest of the decade, as "Smells Like Teen Spirit" by **Nirvana** charted for the first time.

Garth Brooks had five No. 1 Country hits — something he would accomplish again later in the decade. **Alabama** had a strong year with four No. 1s of their own. All in all, 43 different songs topped the Country chart in '91.

Bryan Adams wasn't the only Canadian to impact radio

in '91. Singer **Celine Dion** charted for the first time with "Where Does My Heart Beat Now," which would be the prelude to her success as one of the decade's most popular and biggest-selling artists.

Radio Exotica



QUOTABLE QUOTES

"Stations must be more careful not to blindly copy formats, but to tailor them specifically to the age and racial makeup of their marketplaces."

—Consultant John Parikhal

"The key to consistency and spontaneity is creating a framework for your goals and then inspiring talent to maximize."

—Consultant Lee Abrams

"The trend is obvious. This alternative music is good for the format, but I fear a backlash if we overreact — just like with rap and dance."

—Tom Poleman, KRBE/Houston

Reflections



GARY GERSH

Career inspiration: "In 1964, when I was 9 years old, I heard a few songs — one of them by Smokey Robinson & The Miracles — that made me feel differently than ever before in my life. It also was around the same time Motown and the Beatles were happening. I was so energized that I ended up being an avid singles collector. The more I learned about Motown, the more I learned about other styles of music, from the burgeoning English scene to what was coming out of Stax and Atlantic. By the time I was 11 or 12 years old, I never wanted to do anything else. It grabbed me and never let go."

First R&R sighting: "I was the head buyer at the West Coast record chain Licorice Pizza, and we received R&R. I started reading it and

discovered there was more to the radio picture than just putting a disc on the radio. **R&R** helped me see in which direction the music was changing. Now it's evolved into a milestone publication that gives me a better understanding of records, how they react in the marketplace, and what they mean to radio and retail."

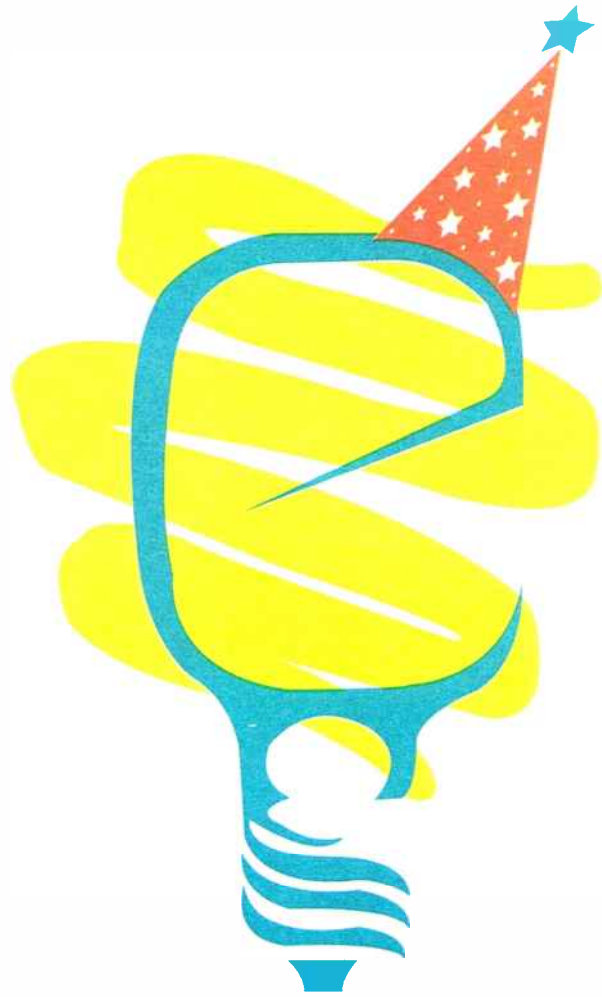
Most significant industry change in the last 25 years: "Back then, the business was built by entrepreneurs who had vision, people like Jerry Wexler, Berry Gordy, Ahmet Ertegun, and David Geffen. Today, it's much more of a corporate business, one that has few standalone music companies. The big record companies have become music divisions of multinational conglomerates, and that's changed the focus immensely. At the same

time, we're seeing fewer and fewer acts that develop long-term careers, and we haven't yet been able to find the exact reasons why."

Personal influences: "The single most influential person is David Geffen. Getting to work closely with him for nine years and being a part of his business was probably the greatest undergraduate and graduate school education anybody could have."

Most rewarding career point: "Helping build Geffen Records and EMI America."

Lowest point: "Kurt Cobain's death. We were friends, cared deeply for each other, and had come a long way with each other. It was so depressing that such a giant talent flashed through our lives so quickly."



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Stern Takes On L.A.

Andy Bloom's move to KLSX/L.A. refuels rumors that the Classic Rocker will begin broadcasting **Howard Stern** in AM drive. KLSX will have to pay Infinity major money for the privilege of broadcasting Stern, who wants to compete against KLOS' Mark & Brian (who he claims stole his act).

A wild on-air exchange between Stern and **Power 106/L.A.'s Jay Thomas** takes place. Among the highlights: *Thomas*: "This is a very religious town, and they've been waiting for the anti-Christ to arrive. You're an evil, evil individual." *Stern*: "Maybe I have a small penis, but I've got bigger ratings than you."



KOST/L.A.'s Mark Wallengren

Mainstream CHR **WYDZ/Chicago** drops virtually all of its rock'n' pop discs in favor of a Dance CHR presentation, featuring recorded liners in Spanish. (The liners are insults directed at crosstown Dance CHR B96 and its staffers.) OM **Ric Lippincott** denies a music change is coming. It later debuts its new approach as "Hell 94.7." Lippincott eventually exits the station.

Emmis execs' denials that **WAVA/Washington** is for sale prove wrong as Exec. VP Randy Bongarten confirms bidding is under way. Consequently, morning duo Don Geronimo & Mike O'Meara amicably part ways with WAVA and, weeks later, land at crosstown Rocker WJFK.

After KQLZ/L.A. flips to AOR, **Scott Shannon** returns to NYC as WPLJ (Mojo Radio) PD/morning man.

Sexual harassment charges are leveled at numerous industry execs, including former DGC **Marko Babineau**, music industry attorney **Abe Somer**, RCA VP/A&R **Jeff Aldrich**, and former Mercury co-President **Mike Bone**.

Rhody Bosley exits his longtime post at Arbitron.

CHR **KXXX/SF** flips to **KFRC-FM**, playing the Top 100 oldies of all time.

EMI and **Left Bank Management** sever their relationship.

After more than a decade of CHR, **WKXX/Birmingham** flips to satellite-delivered Country and new calls WBMH.

Heritage mainstream CHR **KKBQ/Houston** shifts to a more focused CHR niche, but weeks later becomes "Easy Country 92.9."

Jeff Wyatt exits KPWR/L.A. as PD, then becomes the afternoon man at crosstown KIIS-AM & FM.

Reflections



CASEY KASEM

not what biography is today. We dealt in human interest stories. And we did long-distance dedications that people could identify with. We took the time to read an actual letter from a listener and play their dedication. Not 10 seconds, not a rushed 15 seconds, but as long as they needed to get their point across. Now we are in our 29th year."

Greatest professional achievement: "I would like to think I am a role model for those people who want to go into broadcasting. And they recognize me for what Casey has done, or what he tried to do, to give a positive image to the people in the United States and around the world."

Career inspiration: "When I was young and my parents were going to get a divorce, I gave a speech to them to try to bring them back together. I realized the power of public speaking. It seemed that I had a flair for being able to stand in front of a audience, feel comfortable, and do something entertaining or otherwise. I got to high school and realized I wasn't going to make it as a baseball player, playing for the Detroit Tigers. I fell back on the next thing I loved, and that was radio. I was in the radio club in high school. When I went to college, my first semester I started acting professionally on the Lone Ranger radio show."

Role model: "Probably my parents. They boosted my self-esteem and made me believe I can do anything."

Number of years he thought his countdown show would last: "I absolutely knew the show would have 20 years. We had certain basic things we were doing that I knew were hot: We dealt in trivia. We are talking 1970 — trivia was not Trivial Pursuit yet. We dealt in biography. Biography was

NewsMakers

RADIO

Jane Bartsch WHLI & WKJY/Long Island VP/GM ... **Steve Rivers** to program WXKS/Boston ... **Andy Bloom** KLSX/L.A. PD ... **Robert Benjamin**

B.K. Kirkland joins WHUR/Washington as PD/afternoons



WHFS/Annapolis PD ... **Bob Moore** Exec. VP/WW1 Stations Group ... **B.J. Harris** WFLZ/Tampa PD; **Marc Chase** Dir./FM Ops. ... **Dave Van Dyke** VP/GM at KODJ/L.A.; **Bennett Zier** replaces Van Dyke at WODS/Boston ... **Frank Miniaci** KHYI/Dallas PD ... **John Lander** WEGX/Philadelphia as OM/

morning man, **Brian Philips** PD ... **Phil Boyce** WJR/Detroit PD ... **Carey Curelop** PD KQLZ/L.A. ... **Greg Solk** VP/Prog. at Evergreen Media ... **Kurt Johnson** to program WLTW/NY ... **Larry Wexler** WKSZ/Philly Exec. VP/GM ... **Rick Balis** WLUP/Chicago PD ... **Don Nelson** WYNY/NY VP/GM ... **Gregg Cassidy** named PD at WYDZ/Chicago ... **Doug Clifton** KBCO/Denver PD ... **Dan Kieley** WLUM/Milwaukee PD ... **Ron O'Brien** KGB/San Diego PD ... **Brian Thomas** WEZB/New Orleans PD ... **John Clay** KHMZ/Houston OM ... **Ken Stevens** WLIF/Baltimore VP/GM ... **Tom Bigby** WIP/Philadelphia Stn. Mgr. ... **William Blackwell** Jefferson-Pilot President, **Clarke Brown** J-P Radio President ... **Gene Knight** KFMB/San Diego OM ... **Don Trout** KKBQ/Houston Exec. VP/Radio ... **Ken Beck** named PD at KFWB/L.A. ... **Pat Duffy** VP/GM at KRTH/L.A. ... **Larry Snider** KRQR/SF PD ... **Kris McClendon** WMXD/Detroit OM ... **John Hart** WXTU/Philly PD ... **Mike Love** WBLS/NY PD ... **Gerry DeFrancesco** KIIS/L.A. Pres./GM ... **Rick Torcasso** Alliance Broadcasting

Sunny Joe White assumes PD post for WZOU/Boston



Sr. VP/Ops ... **Don Bouloukos** WABC/NY Pres./GM ... **Jerry Bobo** Pres./GM of KODZ/Dallas.

RECORDS

Barry Weiss Jive/Silvertone Sr. VP/GM ... **Craig Lambert** Atco Sr. VP ... **Ed Eckstine**, **Mike Bone** co-Presidents at Mercury ... **Lisa Velasquez** Atlantic VP/Pop ... **Steve Schnur** Elektra VP/Album Promo ... **Andy Allen** Island Sr. VP/GM ... **Al Moinet** Charisma VP/Pop Promo ... **Davitt Sigerson** Polydor/U.S. President ... **Val Azzoli** Atlantic VP ... **Jeffrey Naumann**, **Iris Dillon** Sr. Promo, Sr.

ERR WAVES BY BOBBY OCEAN



Lenny Bronstein now VP/Pop Promo at Charisma

Crossover Promo ... **Roy Lott** Arista Exec. VP/GM ... **Mel Lewinter** Atlantic Vice Chairman ... **Jack Rovner** Arista Sr. VP ... **James Stroud** Giant/Nashville President ... **Michael Plen** rises to Virgin



Al Cafaro upped to EVP of PolyGram Holdings

Sr. VP/Promo ... **John Barbis** PLG Sr. VP ... **Rick Stone** A&M Sr. VP/Promo ... **Charlie Minor** Giant President ... **John Fagot** Capitol Sr. VP/Promo ... **Burt Baumgartner** Columbia Sr. VP/Promo ... **Rich Fitzgerald** Reprise Sr. VP / Promo ... **Kevin Carroll** Chrysalis VP/CHR Promo, **Dave Ross** Nat'l AOR ... **Bill Pfordresher** Curb VP/CHR ... **Butch Waugh**, **Randy Goodman** RCA Sr. VP/Promo, Sr. VP/Mktg. ... **Sky Daniels** PLG VP/Promo ... **Bill Bennett** DGC Promo ... **Greg Thompson** SBK Sr. VP/Promo ... **Jerry Blair** VP/Top 40, **Lisa Wolfe** Nat'l Singles at Columbia ... **Harry Palmer** Atco President ... **Ritch Bloom** Capitol VP/Promo ... **Martha Thomas-Frye** MCA VP/Promo, Black Music ... At Columbia: **Paul Rappaport** VP/Artist Dev't, **Kid Leo** VP/AOR, **Jim Delbalzo** VP/Album Promo, **Pam Edwards** West Coast Promo ... Arista/Nashville: **Tim DuBois** Sr. VP/GM; **Allen Butler** VP/Promo; **Mike Dungan** to Sr. Dir. ... **Joe Riccitelli** PLG Nat'l Promo.

IN MEMORIAM

Bill Graham dies in helicopter crash.