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- DAN MASON, PRESIDENT, CBS RADIO

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Vallie Richards Donovan

VALLIE, RICHARDS, DONOVAN CONSULTING

IMPORTANT DATES IN RADIO HISTORY

- 1920** – KDKA THE FIRST COMMERCIAL RADIO STATION BEGINS BROADCASTING
- 1940** – FIRST DEMONSTRATION OF AN FM STATION TO FCC
- 1973** – RADIO & RECORDS BEGINS PUBLISHING
- 1988** – VALLIE-RICHARDS-DONOVAN CONSULTING FORMED
- 1996** – THE TELECOMMUNICATIONS ACT REPEALS LIMITS ON STATION OWNERSHIP
- 2008** – VALLIE-RICHARDS-DONOVAN CONSULTING, SHARING DREAMS, VISION, IMAGINATION AND COURAGE IN HELPING RADIO CONTINUE TO INNOVATE AND WIN IN THE 21ST CENTURY AND BEYOND.

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Our Famous Fans: Dolly Parton



Sunny Joe White

TRIBUTE

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



White

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

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

PIVOTAL EVENT 1991

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

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

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

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

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

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

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

RADIO & RECORDS

Convention Memory

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

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



Welsh

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

—Joey Carvello, president
Upstream Music Group

1998 CONTINUED

Urban AC
BRIAN MCKNIGHT
Anytime



1999

Adult Contemporary
PHIL COLLINS You'll Be In My Heart

Active Rock
CREED One

Alternative
LIT My Own Worst Enemy

CHR/Pop
SUGAR RAY Every Morning

CHR/Rhythmic
TLC No Scrubs

Country
LONESTAR Amazed



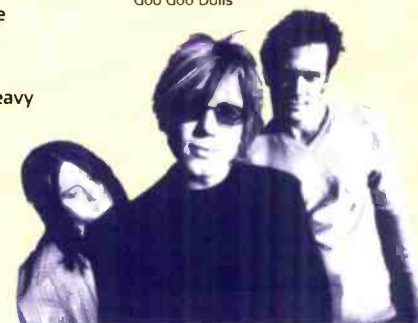
Hot AC
GOO GOO DOLLS Slide

Goo Goo Dolls

Rock
COLLECTIVE SOUL Heavy

NAC/Smooth Jazz
GOTA In The City Life

Adult Alternative
SANTANA FEAT. ROB THOMAS Smooth



GOO GOO DOLLS: MELANIE NISSEN

I N S I D E:

HOW TO FIX CHR

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

Page 56

FIRE SALE?

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

Page 6

WHAT TO DO IN '92

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

Page 32

AC FROM A-Z

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

Page 62

DUPING THE LOOP

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

Page 88

WE NEED AIDED RECALL

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

Page 60

IN THE NEWS THIS WEEK

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

Page 3, 14, 19

Newsstand Price \$6.00



Surveys Reveal Salary Levels

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

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

Sales/Management Survey Begins On Page 22

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

Average Salaries Top 25 Markets

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

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

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

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

Air Salaries Rise

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

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

WYATT/See Page 54

FTC: No Basis For Ownership Limits

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

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

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

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

Competing Locally

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

FTC/See Page 54

LMAs On Fire: Two More In New Orleans

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

LMA/See Page 54

Summer Birches

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

New York

	Sp '91	Su '91
WRKS (UC)	7.5	7.7
WOHT (CHR)	5.2	5.5
WNEW-FM (AOR)	4.3	5.3
WBLS (UC)	5.4	4.8
WCBS-FM (Gold)	4.3	4.1
WHTZ (CHR)	4.0	4.1
WINS (News)	4.4	4.1

Chicago

	Sp '91	Su '91
WGCI-FM (UC)	9.4	10.6
WGN (AC)	8.0	8.2
WBBM-FM (CHR)	8.7	7.4
WWBZ (AOR)	4.1	5.8
WVAZ (UC)	6.7	4.5

Los Angeles-Orange County

	Sp '91	Su '91
KIIS-AF (CHR)	6.4	6.7
KKBT (UC)	6.6	6.0
KLOS (AOR)	6.3	5.6
KABC (Talk)	4.6	5.4
KOST (AC)	4.6	5.3

San Francisco

	Sp '91	Su '91
KMEL (CHR)	8.5	9.3
KGO (N/T)	8.6	7.9
KSOL (UC)	4.2	4.6
KCBS (News)	4.3	4.3
KIOI (AC)	3.1	3.4

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

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

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

Ratings Strategy Review

Begins On Page 39

Perspectives



Jenkins

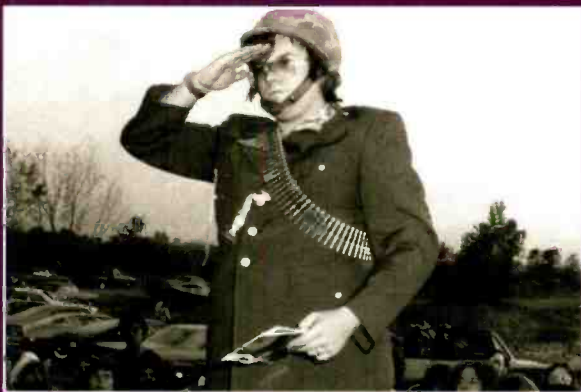
Technology: There was the transition from AM dominance to FM dominance. The use of computers for music rotations. Availability of low-cost satellite delivery. Digital audio. Internet streaming.

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

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

—Dick Jenkins, CEO
EMF Broadcasting

Flashback



Saluting The Troops

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

PIVOTAL EVENT 1992

Duopolies Rescue Radio From Recession Of 1992

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

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

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

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

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

RADIO & RECORDS

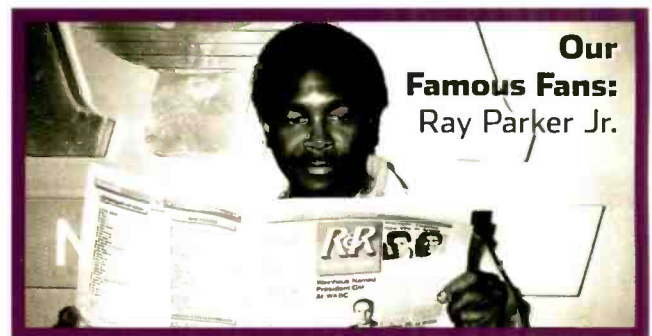
Convention Memory

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

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



Artis



Our
Famous Fans:
Ray Parker Jr.

1999 CONTINUED

Urban

CASE Happily Ever After

Urban AC

JESSE POWELL You

2000

AC

SAVAGE GARDEN

I Knew I Loved You



Active Rock

3 DOORS DOWN Kryptonite

Alternative

3 DOORS DOWN Kryptonite

CHR/Pop

VERTICAL HORIZON

Everything You Want

CHR/Rhythmic

SISQO Thong Song



Country

TOBY KEITH How Do You Like Me Now?

Hot AC

VERTICAL HORIZON

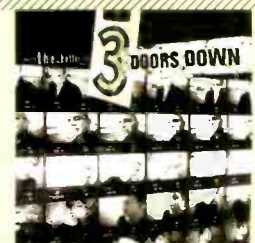
Everything You Want

Rock

3 DOORS DOWN Kryptonite

NAC/Smooth Jazz

LARRY CARLTON Fingerprints



I N S I D E:

HOW SAFE
IS YOUR JOB?

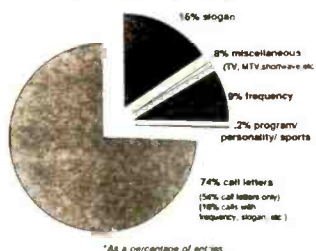
The job market — already tight owing to the tough economy — is undergoing further consolidation in the wake of the FCC's new ownership rules. A talent scout, GM, and consultant help you assess your job security.

Page 43

EYE ON WYNY

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

Page 52

How Diarykeepers Record
Radio Listening*

ARB SLOGAN PRIMER

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

Page 19

IN THE NEWS...

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

Page 3

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

Page 15

Newsstand Price \$6.00

R&R
RADIO & RECORDS

Congress Okays Three Broadcast Bills

White House promises veto of tax legislation despite bipartisan support for provision allowing amortization of intangibles

Three bills with provisions related to the radio or record industries were passed in the final days of the 102nd Congress. President Bush was expected to veto the most controversial, a major tax bill that included tax amortization of intangibles such as business goodwill and FCC licenses.

The bill (H.R. 11) became a political hot potato because of President Bush's campaign pledge to veto any tax increase — a pledge he renewed in last Sunday's (10/11) debate with challengers Bill Clinton and Ross Perot.

Several items unrelated to broadcasting in the massive bill are viewed by the Administration as tax hikes, and Senate Minority Leader Bob Dole (R-KS) has said there's no way the bill will escape Bush's veto pen. Robin Webb, press aide to House Speaker Tom Foley (D-WA), told R&R there would be no attempt to call members back for an override attempt, since the House vote fell far short of the two-thirds majority

Capitol Collection

- Veto override attempt unlikely
- Royalties on DAT, DCC, and Mini-Disc
- AM stereo standard possible within one year

necessary to defeat a presidential veto.

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

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

Stanley Gold, President/CEO of parent company Shamrock Holdings Inc., said Shamrock Broadcasting's senior management team was being strengthened "in preparation for the



Clark Loughman

company's expansion and diversification into major new markets in the months ahead." He said the group would be focusing on radio acquisitions in new markets and duopoly buys under the FCC's new ownership rules.

Gold indicated that Shamrock would be seeking new capital, either by teaming up with other operators or seeking new investors. Shamrock is owned by members of the Roy Disney family.

Clark has headed Shamrock's radio operations since the company's founding in 1979, first as President/Radio Division and since 1988 as President/CEO.

Loughman is returning to Shamrock, where he had been in management from 1987

BROADCAST BILLS/See Page 34

SHAMROCK/See Page 34

ARBITRON RESULTS

KGO Maintains San Francisco Dynasty

The last time KGO/San Francisco wasn't number one, Jimmy Carter was President, its AM rival KFRC was playing CHR hits, and Exile's "Kiss You All Over" topped R&R's Back Page chart. That was in 1978. In the 57 rating periods since then, the venerable News/Talk powerhouse has deflected all challengers to remain atop the fourth largest market, according to Arbitron Summer '92 figures.

Rivers Climbs To
Pyramid VP Post

Rivers

WXKS-AM & FM (Kiss 108)/Boston VP/Operations Steve Rivers has been promoted to the newly created position of VP/Programming for Pyramid Broadcasting.

Rivers will be responsible for the overall programming and day-to-day operations of Pyramid's nine stations: the Boston outlets, WYXR/Philadelphia, WHTT-AM & FM/Buffalo, WPXY-AM & FM/Rochester, WRFX/Charlotte, and WNIA/Chicago. RIVERS/See Page 34

Full results from 13
major markets: Page 32

Elsewhere in the Bay Area, the aforementioned KFRC — now a personality/MOR station — was back in the Top 5 with a 1.3-share boost. KIOI was also in the Top 5, perhaps at the expense of its AC competitors.

In Dallas, four of the top five stations are Country (and another Country station signed on in the market this week; see Page 15). Longtime UC format leader KKDA-FM slid to its lowest share in at least 15 years, and its popular morning man, Tom Joyner, was beaten by rival Russ Parr on KJMJZ.

San Francisco

	Sp '92	Su '92
KGO (N/T)	7.7	7.2
KMEL (CHR)	5.6	5.4
KCBS (News/Talk)	4.4	4.9
KFRC (Nost)	3.5	4.8
KIOI (AC)	3.5	4.2

Philadelphia

	Sp '92	Su '92
KYW (News)	6.6	7.2
WYSP (CR)	6.5	6.9
WUSL (UC)	6.0	6.0
WMMR (AOR)	5.5	5.8
WIOQ (CHR)	4.3	5.3

Detroit

	Sp '92	Su '92
WJR (Talk)	8.8	7.2
WWWW-FM (Ctry)	6.3	7.1
WJLB (UC)	6.8	6.2
WWJ (News)	4.6	5.0
WHYT (CHR)	5.1	4.9

Dallas-Ft. Worth

	Sp '92	Su '92
SCS (Ctry)	9.5	9.5
KJMJ (UC)	5.6	5.8
KPLX (Ctry)	5.8	5.8
WBAP (Ctry)	5.3	5.4
KYNG (Ctry)	4.1	5.1

Washington, DC

	Sp '92	Su '92
WPGC-FM (CHR)	8.6	8.9
WKYS (UC)	5.7	5.9
WMZQ-A/F (Ctry)	7.6	5.2
WMMJ (UC)	3.0	4.8
WRQX (AC)	4.4	4.6

Houston-Galveston

	Sp '92	Su '92
KILT-FM (Ctry)	8.1	8.5
KIKK-FM (Ctry)	7.5	7.7
KLOL (AOR)	6.8	6.3
KBXX (CHR)	4.6	5.1
KMJQ (UC)	4.7	4.6
KODA (AC)	5.0	4.6

Quarterly Station Trading Update

Page 10

Our Famous Fans: Frank Sinatra



Perspectives



Isley

I have only been in this business for 26 of your 35 years, but I'll throw my 2 cents in.

Making a difference:

Broadcasters: Randy Michaels, Scott Shannon, Kevin Weatherly, Lee Abrams, Rush Limbaugh, Howard Stern

Record executives: David Geffen, Jimmy Iovine, Don Jenner

Recording artists: U2, Garth Brooks, Michael Jackson, Madonna

Technology innovations: Voice-tracking, digital, iPods, video-

games, HiDTV, satellite radio and TV, ProTools

Stunts: The thing that stands out in my mind is not a particular stunt, but the ongoing all-out assault WFLZ (the Power Pig) put on the competition in Tampa when it signed on.

People today: Anyone who embraces technology and tries not to destroy it. People who think outside the box and define the new model of what the record business will be and not what it was.

—Skip Isley, VP of hot AC and pop promotion
CO5 Music

PIVOTAL EVENT 1993

Spanish Radio Tops L.A. Ratings

While it's not surprising for a Spanish-language station to top the Los Angeles ratings nowadays, when it happened for the first time in 1993, shockwaves tore through the industry. The station was Spanish Broadcasting System (SBS) regional Mexican KLAX (La X)—now La Raza—which scored a 5.3 12+ share in the fall '93 Arbitron survey.

The triumph was so surprising that the Los Angeles Business Journal reported that Howard Stern insisted that Arbitron had fouled up KLAX's ratings. But it was no mistake: La X would remain No. 1 in L.A. for 10 consecutive surveys through winter '95.

The man behind the spectacular move was then-GM Alfredo Rodríguez, who joined SBS/Los Angeles in June 1992 to take over tropical-leaning

variety KSKQ (FM 98), which was not only at the bottom of the ratings but also trailed the market in revenue. Flipping to La X Aug. 1, 1992, Rodríguez brought in a young group of jocks and introduced a young-leaning regional Mexican format with ranchera, norteño, grupero and a music style that was born along with the station: a new take on banda that came to be known as "la quebradita."

KLAX's revenue shot up on par with general-market stations. "We dignified Spanish-language radio," Rodríguez says of what the station's success meant to the Latin radio industry. "It was time to let everyone know that Hispanics were going to be No. 1 in every market, and we had to be treated with the same respect as the other broadcasters." —Jackie Madrigal

RADIO & RECORDS

Convention Memory

"My favorite R&R Convention memory was meeting Aaliyah. Little did I know, or anyone know, that her career and life would be cut so short due to the tragic plane crash that ended her life. It's a picture and a memory that I will hold onto forever."

—Scantman, APD/midday host, WLLD (WILD 98.7)/Tampa



Scantman

Our Famous Fans: Bee Gees

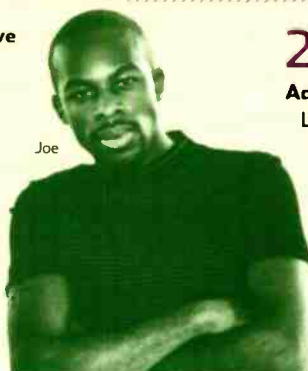


2000 CONTINUED

Adult Alternative
STING
Desert Rose

Urban
JOE I Wanna
Know

Urban AC
JOE I Wanna
Know



Joe

2001

Adult Contemporary
LEANN WOMACK I
Hope You Dance

Active Rock
GODSMACK
Awake

Alternative
INCUBUS Drive



LEEANN WOMACK

CHR/Pop
LIFEHOUSE Hanging By A Moment

CHR/Rhythmic
JA RULE FEAT. LIL MO AND
VITA Put It On Me

Christian AC
STEVEN CURTIS CHAPMAN Live Out Loud

Christian CHR
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1000TH ISSUE
N S I D E:**JIMMY BOWEN ON
CROSSOVERS AND
COUNTRY RADIO**

Liberty Records President Jimmy Bowen throws some written counterpunches to consultant Moon Mullins's recent R&R 'Perspectives' column on today's country records sounding 'too pop.'

Page 31

**MARKETING VS.
PROMOTIONS**

Promotions is doing giveaways. Marketing looks at how the station should be perceived in listeners' minds. WKLS/Atlanta's Mark Cooper details the difference.

Page 42

**FORMATS FOCUS ON
FEMALE LISTENERS**

Responding to crosstown competition, Talk WOR/NY is targeting women like never before. Meanwhile, AC WTCB/Columbia, SC found that serving female listeners led to a startling success among 25-34 males.

Pages 40, 38

**WHAT'S HOT —
AND WHAT'S NOT**

Consultant Chris Beck surveys the worlds of sales and marketing and reports on this summer's hottest trends.

Page 18

IN THE NEWS...

- Jeff Silvers now WLTJ/Detroit PD
- Jeff Laufer, Neil Lasher new ERG Sr. Dirs./Album Promo
- Bill Catino becomes Sr. VP/Nat'l Promo; Sam Cerami VP/Nat'l Promo for Liberty Records
- Debi Fleischer named Columbia Dir./Nat'l Promo; Rob Dalton Dir./Nat'l Promo for Epic/Nashville

Page 3

Page 10

Newsstand Price \$6.00

R&R
RADIO & RECORDS**Station Trading Brisk Again
But Financing Still Scarce**

Mid-year analysis: Business up after three-year lull, but money flowing to prime properties only; operators head for public markets

After nearly three years of reduced action, station trading activity has rebounded sharply during the first half of 1993. Dollar volume in R&R's weekly tracking is more than double last year's pace, and Infinity Broadcasting's recent agreement to buy KRTH/Los Angeles from Beasley Broadcast Group for \$110 million set an all-time single-station record.

Group owners and brokers say prices are up for prime radio properties, but warn that the improved market may not extend to many smaller markets and lesser properties. They also say financing remains hard to come by — except for the biggest and strongest players.

"What we're observing is an increase in pricing on cash-flow properties owing to a lack of inventory of cash-flow properties. But there is a continued void of

transactions in the nonperforming assets category," observed Star Media Group Managing Partner Bill Steding. He said pricing is up everywhere for

cash-flow properties, but "going up the fastest in larger markets because of public [stock] company demand in those markets

TRADING/See Page 26

**Insiders Seek Clues To FCC
Chairman Nominee's Views**

Hundt's opinions on specific issues elude even the best-connected industry observers

President Clinton's nomination of Reed Hundt to head the FCC has Washington communications insiders scurrying to learn all they can about the Washington attorney and his regulatory philosophy.

"I don't know much about the guy, but I'm sure going to learn," said Richard Wiley, Washington's best-connected communications lawyer.

According to sources, Hundt's professional credentials and personal attributes are impressive ... but figuring out his views on specific communications issues has proven difficult.

'Intelligent, Sharp'

Hundt, currently a senior partner in the law firm of Latham & Watkins, has built a reputation as an extremely intelligent, sharp litigator with extensive experience in anti-trust matters. That expertise has brought him numerous communications industry clients, including the Wireless Cable Association and Hughes Communications, which is building a direct broadcast satellite system.

(While much attention has been paid to Hundt's role in defending Evergreen Media against a \$6000 FCC indecency fine levied against its WLUP

HUNDT/See Page 26

Smulyan Back In Broadcast Fold

Former Mariners owner, set for expansion of radio group, expects four- or five-station duopolies 'when the FCC realizes that two or three stations commonly held won't end diversity of thought'

For the first time in four years, Emmis Broadcasting Founder/CEO Jeff Smulyan will watch baseball's All-Star Game next week in the singular role of media mogul, now that he's shed the Seattle Mariners from his portfolio.

Smulyan acknowledges the immense change that's occurred in the radio industry during his bruising years with the baseball club, but says he's up for the challenge — particularly now that he's shored up Emmis's financial structure to the point that he's poised to again become a station buyer, rather than a seller.

He discusses radio, finance, duopoly, and baseball with R&R Associate Editor Jack Messmer.



Jeff Smulyan

...Broadcasting is a better business than baseball in Seattle.

Q You've recently completed a \$100 million debt and equity restructuring. Can we now expect to see Emmis return to station buying?

A Now that our capital structure is where we'd like it, I think we're ready to look at the next phase, which is to see what we can do in terms of acquisitions, mergers, or something. We love the five markets we're in and feel very comfortable in them, so that's where we would like to have our priorities.

Q In the mid-to-late '80s, your buying strategy was mostly turnarounds. Has that changed?

A It really has, but that doesn't mean we don't love turnarounds. It's just a different environment. You really can't spend the time on them and they're very difficult to raise equity for. And certainly they're almost impossible to put any dent on the books with. So that does make it a tougher situation, although I still think that's where the market is. It's also tougher to turn around a property to

day because the choices are so much narrower and so much harder to finance — unless you can reinvent the wheel.

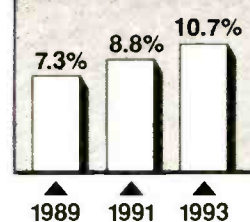
Q Several radio groups have recently gone public with stock offerings on Wall Street — and, of course, Emmis once had publicly traded bonds. Is an IPO in your future?

A There may be. Obviously, if you can access the public markets, it's definitely a way to have the wherewithal for growth and also provide liquidity for your shareholders — and that becomes important to people. At some point, that's something we will consider.

Q Do you think these IPOs have been good for the business in general?

A I think so. The more the public understands that this is a pretty darn good business — and that we're not just a bunch of offbeat characters playing strange records — it could only help us. What has happened to Infinity, Saga, Evergreen, and Clear Channel can only help expose and benefit our industry.

SMULYAN/See Page 13

**Female Managers
A Growing Force****Percentage Of
Women GMs In
Top 100 Markets**

Source: Miller, Kaplan, Arase & Co.

Women have reached the GM post at 144 radio stations in the top 100 markets, according to a survey of 1352 stations by the accounting firm of Miller, Kaplan, Arase & Co.

The percentage of women GMs has risen 43% since the firm first started tracking it four years ago.

—George Nadel Rivin, CPA

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wireless

CMT

CROSS ROADS

38 SPECIAL

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ADKINS**

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RADIO & RECORDS

Convention Memory

"I haven't been to every R&R conference—just too many to remember which was which. Most of them were in Los Angeles at the Century Plaza. Of course, it is easy to get confused since the very first radio convention I attended was a Billboard conference in New York in about 1970. My best recollection then was meeting Claude Hall of Billboard, the legendary

Bill Drake and singer Lou Christie. Through the years there were Gavins, Poes, Hitmakers and Conclaves. But the one must go-to event has always been the R&R.

"Putting aside R&R memories—like standing on the deck of the Century Plaza penthouse and trying to see if we could spit all the way down to the valet drop-off and then meeting

Mariah Carey in the elevator—I remember R&R 2000. The announced superstar performance was Don Henley. I wasn't in the loop enough to know there would also be surprise guests. So Henley comes out and does a few songs and then introduces "his old friend Timothy B. Schmit." They do a tune and he brings Joe Walsh out for a song. Finally Glenn Frey is welcomed to the stage and—even as I write these words, my goose bumps get goose bumps. It was a full-on Eagles reunion and I didn't even know that hell had frozen over. By the time they were blazing through "Life in the Fast Lane," that place was filled with the wild abandonment usually reserved for the "fans" and not us jaded industry folk.

"I always came home with ideas collected at the sessions and panels. But mostly I treasure the casual conversations in the bar and handshakes and hugs in the lobby. That is what I keep going back for."

—Bobby Rich, PD/morning host, KMXZ/Tucson



Rich

PIVOTAL EVENT 1994

Hot 97 Becomes First 24/7 Hip-Hop Radio Outlet

While several stations had embraced hip-hop titles on their playlists, in 1994, Emmis rhythmic WQHT (Hot 97)/New York became the first FM outlet to position itself solely around the genre and lifestyle. Former PD Steve Smith, then-executive VP of programming Rick Cummings and former Emmis/New York senior VP/market manager Judy Ellis oversaw the shift from dance, which had its challenges. As Smith recalls, "We knew we wanted to move the station into the hip-hop mode, but there had never been a hip-hop station 24/7."

"Where Hip-Hop Lives" became the position statement, and Smith recruited "Yo! MTV Raps" weekday co-hosts Ed Lover and Doctor Dre for mornings, Buggy in middays, Wendy

Williams for afternoon drive, mixer Funkmaster Flex in nights and Angie Martinez in overnights.

While some doubted the station's ability to attract a broad audience and advertisers with hip-hop, doubters were soon put at ease when, in the mid-'90s, the station reached No. 1 in 12+ in the nation's No. 1 market, proving that the genre was indeed mainstream.

Hot 97 has since become one of radio's most recognized brands, opening the door to hip-hop formats in other major markets. Some 14 years later, the station posted a 3.7 12+ share in the spring Arbitron survey, ranked eighth in the market, proving that hip-hop not only lives, but continues to thrive.—Darnella Dunham



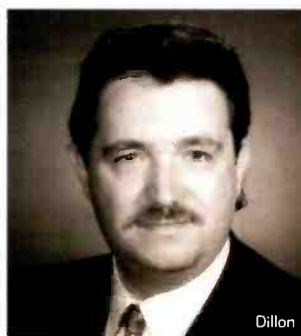
Perspectives

■ Bill Drake for making top 40 the mass-appeal format it is still today.
■ Former SFX and Capstar executive Steve Hicks, the "inventor" of the LMA, which became the gateway to consolidation. Plus, he fathered voice-tracking for the purpose of getting major-market talent in key day-parts in small markets.

■ Bill Moyes brought perceptual research to the lowest common denominator so that it was understandable and worked well for all formats and markets.

■ Entercom president/CEO David Field for putting his money where his mouth is. He set commercial limits for his stations and stuck to them. GMs, general sales managers, traffic directors... no one was allowed to add units without corporate permission. In the early 2000s, as that joke called "Less Is More" was being perpetuated, David was the group leader who stuck to his promise.

—Dave Dillon, PD
KHJK (103.7 Jack FM)/Houston



Dillon

2001 CONTINUED

Christian Loud
LIVING SACRIFICE Perfect

Christian Rhythmic
KIRK FRANKIN & MARY MARY Thank You

Christian Rock
P.O.D. Alive

Country
BROOKS & DUNN
Ain't Nothing 'Bout You



Hot AC
MATCHBOX TWENTY If You're Gone

Rock
STAIN'D It's Been Awhile

Smooth Jazz
LEE RITENOUR FEAT. DAVE
GRUSIN Get Up Stand Up

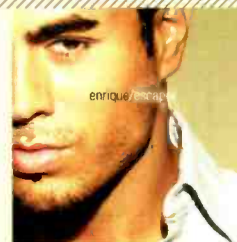
Triple A
TRAIN Drops Of Jupiter (Tell Me)



Urban
MUSIQ Love

Urban AC
MUSIQ Love

2002
AC
ENRIQUE IGLESIAS
Hero



INSIDE:

PORTRAIT OF THE NAC LISTENERSHIP

Highly affluent 25-34 adults. Heavy consumers of luxury items. A new study by Interep Exec. VP Marla Pirner offers a wealth of details on the buying, leisure, and media habits of the typical NAC listener.

Page 31

KXYQ GM & PD BUY, THEN SELL STATION

The husband-and-wife team of KXYQ/Portland GM Denise Swanson and PD Jim Ryan recently sold the station after running the Hot AC outlet for the last two years. Ryan, who joined KXYQ eight years ago, reflects on the experience.

Page 32

KROQ ROCKETS TO THIRD IN MARKET

KROQ/L.A.

rode a record-setting book to its highest 12+ share in years and third place in the overall market. PD Kevin Weatherly, APD Gene Sandbloom, and MD Darcy Fulmer discuss how they did it — and why you shouldn't follow their lead.

Page 26

EVERGREEN, PREMIERE EARNINGS REBOUND

Evergreen Media Corp. posted second-quarter earnings of \$6.1 million — compared with a loss of \$3.8 million during the same period last year — while Premiere Radio Networks also turned last year's quarterly losses into this year's second-quarter profits.

Page 6

IN THE NEWS...

- Bob Moore new VP/GM of KIKK & KILT/Houston
- Will Schutte appointed KFRC-AM & FM/SF VP/GM;
- Peter O'Brien new GSM

Page 5

NEWSSTAND PRICE \$6.00



Gold, Alternative Glitter In Spring '94 Arbitron

'70s outlets helped boost format 24% in last year; Country reigns in Top 50 market survey

The soaring popularity of '70s-based stations resulted in a tremendous increase in Gold format penetration during the Spring '94 Arbitron survey. According to R&R's exclusive Format Performance Review of the Top 50 markets, Gold's average share per market is up 11% over the winter book and 24% over Spring '93 levels.

Big Band/Nostalgia's 12% gain this spring was the largest book-to-book increase, but the gain appears to be more a seasonal fluctuation than a sign of steady growth. The top year-to-year gainers were Sports, with a 53% increase, and Alternative, which gained 51%.

More Markets

This is the first Format Performance Review to include the

Top 50 continuously measured markets. The inclusion of 20 additional markets had a tremendous impact on the results — the most noticeable being a new format champion. Since News/Talk's impact fades as the markets get smaller (its average share per market was 11.7 in the original 30 FPR markets, but just 6.8 among the 20 new additions), Country was able to summon its smaller-market strength and surpass both N/T and AC.

Because the 20 new markets were smaller cities where there usually are fewer radio stations, the number of formats represented in those cities decreased dramatically, from 13.1 in the Top 30 to 10.3 in the 20 added markets. What does that mean? Fewer op-

FORMATS/See Page 17

Evergreen Shuffles Decks In D.C., San Francisco

Bay vet Osborne now VP/GM at Hot AC K101

McKinley Exec. VP/DC; O'Brien VP/GM at WASH

Bay Area radio vet Brent Osborne has been named VP/GM of K101/San Francisco. He succeeds Gary Taylor, who recently exited when Evergreen took over the Hot AC.

Evergreen President/COO Jim deCastro commented, "I've admired Brent for many years. His intelligence, energy, and experience are a perfect fit for our well-established and terrific staff."

Osborne added, "I'm most proud that Jim deCastro — the man I first hired into broadcast- ing — has selected me to lead

OSBORNE/See Page 17

TOP-AM & WASH-FM/Washington VP/GM Tom McKinley has been elevated to Exec. VP of parent Evergreen Media Corp. He will oversee radio operations in the DC market as Evergreen expands in the area, although he told R&R no duopoly purchase is imminent. McKinley's first move following his promotion was to boost the all-News/AC combo's Director/Sales, Mark O'Brien, to GM of WASH.

Evergreen President/COO Jim deCastro said, "I'm thrilled to

MCKINLEY/See Page 17



KFRX/Denver's Vantastic Voyage To Woodstock '94

Tippin' out on a Rocky Mountain high, Jacor Classic Rocker KFRX (The Fox)/Denver awarded one lucky listener an all-expenses-paid trip for two to Woodstock '94 in exchange for the title to this classic Volkswagen van, which Fox staffers painted and took on a weeklong journey to the historic music festival in upstate New York this weekend, broadcasting live! throughout.

Rush To Judgment



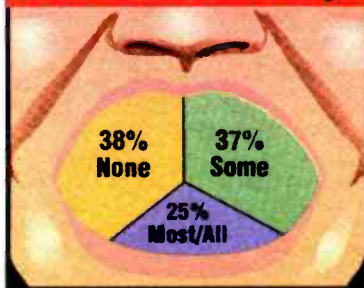
Limbaugh

What are the attitudes of Talk radio listeners toward megastar Rush Limbaugh? Fairly polarized, according to a Benchmark Company nationwide study of 538 adults who came a Talk station at least once a week.

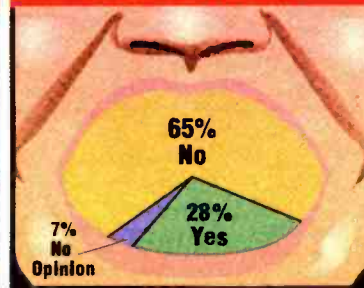
Among the findings:

- ▶ 41% of the respondents say Limbaugh has gone too far in his criticism of Bill and Hillary Clinton (29% feel he doesn't go far enough on the first couple — the balance were unsure).
- ▶ 25% always take what Rush says seriously, while the rest are more skeptical in varying degrees.
- ▶ 50% characterized Limbaugh positively, 39% did so negatively.

How Much Of Rush Do You Take Seriously?



Does Rush Always Tell The Truth?



Only 15% of the respondents were frequent Limbaugh listeners, and most did not listen to him regularly. Thirty-six percent of the group saw themselves as conservative, 30% were moderate, 17% were liberal, and 17% were "other."

Perun In As Wyatt's Out Of KIIS/L.A.

Gannett Pop CHR KIIS-AM & FM/Los Angeles and PD Jeff Wyatt have parted company. Wyatt has been replaced by consultant Steve Perun, who also will consult the entire Gannett Radio Division. Perun currently consults Gannett's KHKS/Dallas and KCLX/San Diego and has done some project work for WGCI/Chicago.

"I'm extremely pleased to announce the addition of Steve Perun to KIIS and the Gannett Radio Division," Gannett Radio Division President Gerry DeFrancesco told R&R. "As our consultant in Dallas, he's been instrumental in KHKS's extraordinary success and has provided valuable input for some of our other properties."

KIIS President/GM Marc Kaye told R&R, "We're very fortunate to have Steve join KIIS and are pleased to let Gerry bor-

PERUN/See Page 12

Perspectives

Those of us who have had the good fortune to have ridden the radio and records roller coaster for any part of the last three-and-a-half decades might occasionally complain of being worn out, but our passion for entertainment is enduring. I could provide 35 pages of people, places and events that I have been blessed and privileged to be associated with as a music business executive (Chrysalis, '84-'86; Columbia, '86-'97) and entrepreneur (president of Jerry Lembo Entertainment Group).

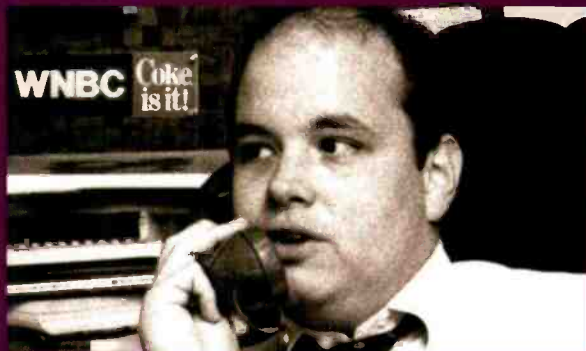
For brevity's sake, I have edited the list to 35 acts that have given me a lifetime of multi-platinum memories: the Bangles, Lenny Kravitz, Pat Benatar, Huey Lewis & the News, Tony Bennett, Kenny Loggins, Michael Bolton, Maroon 5, Peabo Bryson, Richard Marx, Mariah Carey, Johnny Mathis, Mary Chapin Carpenter, George Michael, Shawn Colvin, Eddie Money, Harry Connick Jr., New Kids on the Block, Neil Diamond, Donny Osmond, Melissa Etheridge, the Rolling Stones, Billy Idol, Santana, Julio Iglesias, Bruce Springsteen, Billy Joel, Barbara Streisand, Norah Jones, James Taylor, Journey, Shania Twain, Dave Koz, Diane Warren and Grover Washington Jr.



Lembo

—Jerry Lembo, founder
Jerry Lembo Entertainment Group

Flashback



W-NNNN-BCI
Kevin Metheny in his office at WNBC/New York, circa 1983.

PIVOTAL EVENT 1995

The Death Of Charlie Minor

On March 19, 1995, the industry reeled as the unthinkable happened to one of its most high-profile and charismatic members: Legendary record promoter Charlie Minor was shot to death in his Malibu, Calif., beach house. He was 46 years old. Everyone who came into the powerful orbit of "Good Time Charlie" through his stints at A&M Records, ABC Dunhill, United Artists and Giant Records knew of his prodigious appetites for the finer things in life: He drove a Rolls Royce, he often held court at Los Angeles' swanky Le Dome, and he threw regular

weekend parties at his beach house. He also loved women, including a former stripper named Suzette McClure, who he dated for a short time. Ironically, Minor was preparing for yet another weekend party that Sunday in March when McClure, angry at being jilted, snuck into Minor's house, confronted him and shot him multiple times at close range. The subsequent documentary coverage of Minor's life and murder, "Death in Malibu: The Murder of Charlie Minor," became the blueprint for E!'s "True Hollywood Story" series.—Kevin Carter



Our
Famous Fans:
George Carlin

RADIO & RECORDS

Convention Memory

"In 2006, I got a chance to sit on a panel with DJ Felli Fell about rhythmic radio. We got into a nice discussion about hotlining jocks and mix DJs breaking records during mixshows. It was just cool to be part of that . . . and watching Irv Gotti giving an approving nod to a point I was making. The coolest was being accepted as a peer by a man I interned for and have great respect for, Elroy Smith. 2006 was great; can't wait for this year."

—Don Black, PD, Independence Media's WPIA/Peoria, Ill.



Black

2002 CONTINUED

Active Rock
GODSMACK I Stand Alone

Alternative
PUDDLE OF MUDD Blurry

CHR/Pop
NICKELBACK How You Remind Me

CHR/Rhythmic
ASHANTI Foolish



Godsmack

Christian AC
STEVEN CURTIS CHAPMAN Magnificent Obsession

Christian CHR
NEWSBOYS It Is You

Christian Rhythmic
GRITS Here We Go

Christian Rock
PILLAR Fireproof

Country
TOBY KEITH My List



TOBY KEITH

Hot AC
CALLING Wherever You Will Go

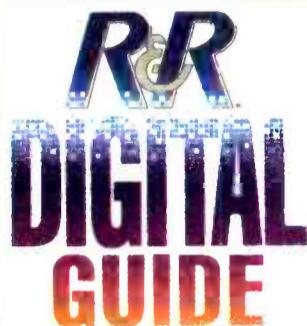
Spanish Language
National
PILAR
MONTENEGRO
Quitame Ese Hombre

INSIDE:

TWIN TOPICAL
SALES TOPICS

While Interep's Marc Guild explains how combining radio spots with an outdoor campaign increases advertising impact, Katz's Gerry Boehme offers six tips for getting more out of your national rep.

Pages 26, 28



HIGH-TECH SPECIAL

In addition to R&R's annual Digital Guide — and a trio of late-breaking high-tech news stories — R&R's format editors examine the impact of new technology on the radio workplace.

- **NEWS/TALK:**
Upgrading equipment
 - **CHR:**
New high-tech competition
 - **UC:**
Joining the revolution
 - **AC:**
Interactive phone systems
 - **COUNTRY:**
Full digital studio
 - **ROCK:**
Putting your station online
 - **ALTERNATIVE:**
Improved on-air sound
 - **NAC:**
Out on the leading edge
- Pages 3, 40, 43, 54, 59, 66,
78, 86, 94

IN THE NEWS ...

- **Dave Douglas** now
PD at WAAF/Boston **Page 3**
- **Lisa Cortes** named President
of PG's Loose Cannon label
- **Bob Woodward** new VP/GM at
WCAO-AM & WXYV-FM/Baltimore
- **Bryan Schock** named PD
at Rock KYBG-FM/Denver **Page 10**

NEWSSTAND PRICE \$6.50


Baseball Flagship Stations
Take A Hit And Run With It

■ Most GMs are delighted with end of strike, but many lament shortened selling season

By Kitson Flynn
R&R WASHINGTON BUREAU

The settlement of Major League Baseball's eight-month strike threw a curve into the sales departments at the 28 teams' flagship stations. With the official start of the '95 season set for April 26, sales staffs have lurched into overdrive. Ad sales for baseball broadcasts, which have foundered over the past few months, are on the increase for some stations, but others lament that too much time has passed for them to recoup losses caused by the strike.

In a normal year, stations would have already finalized the bulk of their ad sales long ago. "Prime selling season for radio [baseball broadcasts] is the end of the previous season, where you hope to use the momentum of the season to renew clients," explained Jeff Greenhawt, GM at Florida Marlins flagship WQAM-AM/Miami. "January, February, and early March is where you solidify the bulk of your business. We've lost that."

Greenhawt said he's hopeful the current three-week selling window will allow his station to get back on its feet but noted, "We're in uncharted waters here. We have three weeks to do what would normally take four to six months."

'Dramatically Behind'

Some relief for stations may come in the form of ballclubs that are willing to renegotiate rights fees. American Radio System co-CEO John Gehron

We have a three-week window to try and get people excited about baseball, but that doesn't undo the harm that's been done.
— Dennis Begley

confided that baseball ad sales at Boston Red Sox flagship WEEI-AM were "dramatically behind, easily 50% down" before the strike ended. Even with the major leaguers coming back, he

said, "We still expect to be way down. So much time has been lost ... that's the problem."

Stations can expect relief from the clubs, according to Gehron, only "if the teams recognize the severity of the problem." He said his company has a good relationship with the team, but even a reduction in

BASEBALL/See Page 34

Shapiro Rises To Sr. VP/
GM For Atlantic Label

Shapiro

Ron Shapiro has climbed another rung on the Atlantic ladder. The label's former publicity chief will move to New York and become Sr. VP/GM.

"Since joining the Atlantic family, Ron has quickly developed into a key player in the label's ongoing expansion and evolution," noted Atlantic Group President Val Azzoli. "He is equally at home in artistic and corporate cultures, and he brings to

SHAPIRO/See Page 34

Costello Takes Capitol
Sr. VP/ Promotion Post

Costello

Capitol Records has elevated Phil Costello to Sr. VP/Promotion. He succeeds John Fagot, who left for a similar post at Hollywood Records (see story, right).

"Phil is one of the great, young promotion people in our business," noted Capitol President/CEO Gary Gersh. "He thinks about artists and their careers in all aspects of his radio work. There isn't anyone I would

COSTELLO/See Page 32

Fagot Officially Named
Hollywood Sr. VP/Promo

Fagot

No surprise here ... Hollywood Records officially appointed John Fagot to its Sr. VP/Promotion post. Fagot joined the label last month, concurrent with the appointment of his boss, label President Bob Pfeifer.

"I couldn't be more excited about having John join us," remarked Pfeifer. "His talents are incredibly diverse: He's a brilliant strategist, a skilled leader, and a phenomenal people person who loves his

FAGOT/See Page 32

10 QUESTIONS WITH REP. JACK FIELDS

Keeper Of The Dereg Flame

Rep. Jack Fields Jr. (R-TX), Chairman of the House Commerce Telecommunications Subcommittee, is at the center of a group currently drafting legislation that could dramatically change the 61-year-old telecommunications policy. Although the Senate



Fields

Commerce Committee is close to sending its legislation to the full Senate floor for a vote, the House still has to be heard from on the issue.

Fields, a 43-year-old who says he listens to Country stations on his car radio ("and some rock 'n roll, too"), has represented Texas's Eighth District (the College Station area) in Congress since 1981.

In an interview with R&R Washington Reporter Mary Ann Barton, Fields discussed his views on ownership limits, EEO reporting requirements, and other issues of concern to broadcasters.

Should radio ownership limits be lifted?

As you know, that's something we're now addressing in our legislation, and we have not come to closure on that in our negotiations. I think there has to be a recognition that times have changed. And the laws that have been in place for years don't necessarily reflect the dynamics of the marketplace.

Broadcasters — radio and TV — are going to be thrust into a competitive mix, competing with telephone companies and cable companies. Where we're going in the future is uncertain. The challenge of our legislation is to create an

FIELDS/See Page 32

Radio Ownership
Back In Senate
Telecom Bill

Late word from Capitol Hill is that radio ownership deregulation will be added to the Senate's massive telecommunications bill through an amendment. No opposition is expected to the addition, which would do away with local and national ownership limits. Debate on the bill had been expected to begin this week, but lead author Sen. Larry Pressler (R-SD) announced late Tuesday that he was delaying the bill until after Congress's Easter recess because of new White House objections to certain telephone and cable provisions in the original bill.

River City Grabs Keymarket
Stations For \$150 Million

■ Top Keymarket execs to remain with group

River City Broadcasting Chairman/CEO Barry Baker says his company is in radio growth mode after announcing a \$150 million deal to acquire Keymarket Communications and make it the radio division of River City.

Keymarket CEO Kerby Confer, CFO Donald



Baker

Alt, and President Barry

will continue in similar management positions heading River City's Keymarket Radio Division — Keymarket's 19 current stations and four already owned or being acquired by River City. Each of the three men will have a small equity stake in River City, and Confer will sit on its

KEYMARKET/See Page 34

Our Famous Fans: Boy George



PIVOTAL EVENT 1996

Passage Of The Telecom Act

Cleared by the 104th Congress and signed by President Bill Clinton Feb. 8, 1996, the Telecommunications Act of 1996 was the first major overhaul of communications law since the FCC's inception in 1934. While intended to make communications more competitive and consumer-friendly, the new rules, which eliminated national radio ownership caps and allowed one company to own up to eight stations in radio's largest markets, ushered in a national gold rush of station buying and selling. By the third week in March 1997, \$3.4 bil-

lion in station sales had been rung up, turning hundreds of struggling mom-and-pops into retired fat cats.

Under new management, many stations thrived and offered new formats—but others were stripped of local presentation in gigantic cost-cutting efforts that alienated listeners and sent them searching for alternatives. Today, Congress and public interest groups are conjuring up new ways to stop concentration of media ownership while several broadcasters have been struggling and culling their herds.—Jeffrey Yorke

RADIO & RECORDS

Convention Memory

"After convincing the bar to stay open just long enough to pour us two more rounds of martinis, I did my best Ray Lewis impersonation and tackled Capitol's Joe Rainey in the lobby in front of way too many people."

—Chase Murphy, OM, WFBC/Greenville, S.C.



Perspectives



Wynter

It's difficult to pick a single name, as I worked with so many great programmers who affected my growth in the business. I would be remiss if I didn't mention Chuck Atkins. Kevin Metheny, Barry Mayo, Steve Smith, Randy Michaels and Marc Chase—but Tom Owens was the guy that picked me ... a guy from a small market, Jacksonville, with little programming experience at the time—KMJM/St. Louis, WJBT and WSOL/Jacksonville and overall about three years experience—to oversee the urbans for this huge company, Clear Channel.

I never took the responsibility lightly, as the job was/is bigger than me. My passion to train and provide opportunities for urban programmers was born from the realization that few will ever get the education I received from the likes that I've worked with, and that for some reason, Tom picked me to lead our urban team.

—Doc Wynter, senior VP of urban programming Clear Channel Radio

Flashback



Mushroom Marc: Circa 1977, Marc Nathan worked at Mushroom Records. He was a charter subscriber to Radio & Records and recalls that, somewhere in the recesses of his garage, he still has copies of the publication from the

mid-'70s, "when getting a couple of P3s to add a Hamilton, Joe Frank & Reynolds single was considered a successful week and cause for celebration."



Our Famous Fans: R.E.M.

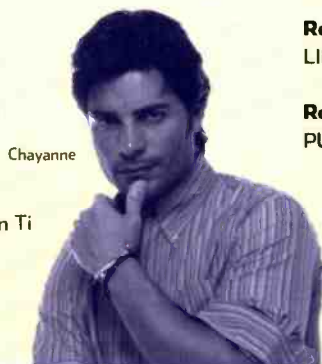
2002 CONTINUED

Spanish Language Contemporary
CHAYANNE Y Tu Te Vas

Spanish Language Rock/Alternative
MANU CHAO Me Gustas Tu

Tejano
JIMMY GONZALEZ Ahora Que Hago Sin Ti

Tropical
GILBERTO SANTA ROSA La Agarro Bajando



Regional Mexican
LIBERACION En La Misma Cama

Rock
PUDDLE OF MUDD Blurry

Smooth Jazz
JOE SAMPLE X Marks The Spot

Triple A
JACK JOHNSON Flake



Urban
USHER U Don't Have To Call

Urban AC
LUTHER VANDROSS I'd Rather

2003

AC
SANTANA FEAT. MICHELLE BRANCH The Game Of Love



CONGRATULATIONS ON 35 GREAT YEARS



ROADRUNNER PROMOTION



FUELED BY RAMEN

ROADRUNNER
RECORDS

LAVA

LEGENDS OF COUNTRY RADIO *The CW Years*

The second installment in R&R's ongoing tribute to the people who helped build the Country format focuses on the years 1958 to 1966. Ted Cramer, George Crump, Ralph Emery, Chris Lane, Mike Oatman, Bill Robinson, and Mike Sanders share their experiences.

In addition, this special expanded section features the results of R&R's 20th annual Country Radio Readers' Poll as well as the Top 50 "Power Gold" titles for the 18-34 and the 25-54 demos.

Begins Page 35

ALTERNATIVE EVOLUTION

The list of panelists for consultant/artist manager Jeff Pollack's New Media & Music Conference 1996 reads like a "Who's Who" of the Alternative format. While stressing his commitment to Rock, Pollack explains the reasons for his deepening involvement with Alternative.

Page 112

PEOPLE IN THE NEWS

- Eddie Haskell now WYCD/Detroit PD
- Abbey Konowitch becomes Exec. VP for MCA label; Jayne Simon named MCA Sr. VP/Mktg. & Sales
- Peter Gardner appointed Ops Mgr.; Amanda Barnett becomes News Dir.; Cameron Fairchild now Exec. Editor as Country KSNN/Dallas flips to News

Page 3

THIS #1 WEEK

CHR/POP

- EVERYTHING BUT THE GIRL Missing (Atlantic)

CHR/RHYTHMIC

- BRANDY Sittin' Up In My Room (Arista)

URBAN

- BRANDY Sittin' Up In My Room (Arista)

URBAN AC

- MARY J. BLIGE Not Gon' Cry (Arista)

COUNTRY

- GARTH BROOKS The Beaches Of Cheyenne (Capitol)

NAC

- SPECIAL EFX Seduction (JVC)

HOT AC

- MARIAH CAREY One Sweet Day (Columbia/CRG)

AC

- ROD STEWART So Far Away (Lava/Atlantic)

ACTIVE ROCK

- EVERCLEAR Santa Monica (Watch...) (Capitol)

ROCK

- COLLECTIVE SOUL The World I Know (Atlantic)

ALTERNATIVE

- ALANIS MORISSETTE Ironic (Maverick/Reprise)

ADULT ALTERNATIVE

- GIN BLOSSOMS Follow You Down (A&M)

NEWSSTAND PRICE \$6.50

R&R

THE INDUSTRY'S NEWSPAPER

MARCH 1, 1996

CBS Dances The 'GM Shuffle'

■ Claus upped to VP/Station Operations; new GMs for Los Angeles, Detroit, Pittsburgh stations

KFWB-AM & KTWV-FM/Los Angeles VP/GM Chris Claus has been elevated to VP/Station Operations for CBS Television & Radio. In this newly created post, Claus will coordinate the news, programming, and marketing among the company's 39 radio and 15 TV stations. Assuming Claus's former post at the all-News/NAC combo is Roger Nadel.

Nadel's previous position — VP/GM at all-News/Oldies WWJ-AM & WYST-FM/Detroit — has been assumed by Shadow Broadcasting Services President/GM Rich Homberg. Concurrently, WBZ/

CBS/See Page 23

First R&R Talk Radio Seminar Attracts Format's Elite

■ Two-day conference draws more than 200 Talk professionals; program to be held again in '97

More than 200 Talk radio professionals converged upon Washington, DC last week for the first annual R&R Talk Radio Seminar. Programmers, managers, syndicators, and hosts assembled for the two-day program to attend workshops, listen to speakers, and chat in the hallways.

The event was so well-received, that R&R Publisher/CEO Erica Farber took to the podium at Saturday night's closing dinner to announce the seminar will be held again in 1997.

Political Insiders

The conference program was studded with appearances by numerous Talk stars and political insiders. White House Press Secretary Mike McCurry attended the opening night cocktail party as compensation for having to bow out of a scheduled speech to the attendees.

Sr. Presidential Advisor George Stephanopoulos, who filled in for McCurry on Friday



Clockwise from top: KABC/L.A.'s Michael Jackson (l), WRKO/Boston's Jerry Williams, and WABC/New York's Bob Grant at "Deans Of Talk Radio" session; White House advisor George Stephanopoulos; syndicated talker Dr. Laura Schlessinger.

morning, stressed that Talk radio is a powerful medium and urged broadcasters to take responsibility for their shows' content.

"You have become America's town hall. Take responsibility for your words. It is not free speech when somebody incites people to violence," Stephanopoulos said, referring to broadcasts by G. Gordon Liddy.

According to Stephanopoulos, President Bill Clinton will not appear on either Rush Limbaugh's or Liddy's shows because those hosts have been excessively personal in their attacks on the President and First Lady Hillary Rodham Clinton.

The same session featured an appearance by Tony Blankley, Press Secretary to House Speaker Newt Gingrich.

Big Voices, Big Personalities

Friday's luncheon was highlighted by the satirical folk music of Warner/Reprise recording art-

SEMINAR/See Page 32

Stern Steers Course For New Network

■ 'King Of All Media' pacts with Infinity to create first air talent web

By CYNDE MAXWELL
R&R ROCK EDITOR

NEW YORK — Life is looking good for Infinity Broadcasting's super-talent Howard Stern. The WXRK morning host is now syndicated in 22 markets (with two more affiliates expected to be announced soon); his books — "Private Parts" and "Miss America" — were both best sellers; he's syndicated on E! Entertainment Television; and preproduction has begun on the film version of "Private Parts."

Now Stern has cemented the foundation for the next step in his career — the Howard Stern Radio Network. On February 22, Stern and Infinity announced they have formed a partnership to create the industry's first network of air talent to be guided and approved by the "King Of All Media" himself. Stern, Infinity President/CEO



Buchwald, Stern, Karmazin

Mel Karmazin, and Stern agent Don Buchwald were all on hand to discuss the viability of such a network as well as the current status of "The Howard Stern Show."

The Name Game

Explaining the origin of the "King Of All Media" title, Stern decided he was the "King Of Pop" and forced MTV to announce him as [such]. I got on the air with Robin [Quivers] and talked about how unbelievable it was. All you have to do in America is give yourself a name or a title; for a while, people will know you came up with the idea, but then they'll forget. The name sounds stupid at first, but eventually it will catch on and years

STERN/See Page 104

Glass Breaks In As Universal President

Daniel Glass has been promoted from Exec. VP/GM to President of Universal Records. "Daniel is an outstanding leader and executive who understands both talent and the business," said Doug Morris, Chairman/CEO of Universal parent MCA Music Entertainment Group. "We are pleased to recognize his abilities with this well-deserved promotion."

Glass told R&R, "I think [this promotion] formalizes my relationship with the company and

GLASS/See Page 23



Glass

Radio Really Reaches Working Women — See Page 19

KIDDKRADDICK

IN THE MORNING



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RADIO & RECORDS

Convention Memory

"I have always admired R&R magazine from my very first time reading it, and my sentiments haven't changed. I do not limit my reading to one particular format in



Smith

R&R; I love to look at a variety of different feature stories reflecting different formats. In addition, I've always enjoyed participating in and attending R&R Conventions. They offer fellowship, unity and knowledge. I remember sitting in the audience of one of the panels and there was a very eloquent moderator, whom I wanted to hire

based on her brilliance, poise and astute knowledge of radio. That individual is Lamonda Williams of Music Choice, who shined at one of the R&R conferences that I attended. Maybe one day before I say goodbye to radio, I will have the opportunity to work with this shining star."

—Elroy Smith, operations director,
Radio One/Philadelphia

Perspectives

The number of amazing record executives who have shaped the industry during the past 35 years are too great to number, but what Dave Matthews and Michael McDonald did with ATO Records is by far the most challenging and adventurous. They created new formulas shaped around their style of music that continue to be an inspiration to independent labels everywhere.

In mainstream, I think what Peter Gabriel has done, as a writer, musician, performer, producer and spokesman, has been incredible. His music for the past 20 years has been ahead of its time, and his multimedia proj-

PIVOTAL EVENT 1997

The Birth Of Voice-Tracking

Jacor began a talent exportation experiment in 1997 that would ultimately alter the way countless radio shows are created. Using the Prophet digital automation system, talent and production elements from AC KCIX/Boise, Idaho, were exported across the state to similarly formatted sister stations in Pocatello and Twin Falls, where, like reconstituted orange juice, they were seamlessly integrated with the stations' music programming. Before long, Jacor was sharing an array of content—production elements, air talent and music planning—across most of its Mix stations. The company also initiated a hub-and-spoke news strategy, whereby news/talk powerhouses like WLW/Cincinnati and WTVN/Columbus, Ohio, originated hourly "local" news reports for smaller-market stations in their region.

Voice-tracking took a quantum leap when KIIIS-FM/Los Angeles afternoon personality Valentine began hosting locally tailored morning shows for CHR/top 40 sisters in Dayton and Lexington, Ky. The Valentine network rapidly grew to include 22 markets.

Widely used by Clear Channel (which acquired Jacor in 1999) and other operators to save money and time, voice-tracking has been derided by the press and media watchdogs for neutering radio localism—and even the FCC has questioned its impact. However, many voice-tracked shows sound virtually indistinguishable from live and local programming, and a 2004 Paragon Media Strategies survey of 400 people between the ages of 15 and 64 found that 54% of respondents said the practice would have no effect on the appeal of stations that used it.—Paul Heine

ects have led the industry in new directions. His work for human rights is unmatched, and he has labored to promote other artists here in the United States and abroad. He's an inspiration to everyone in the industry.

In Christian music, which continues to develop into a stronger, bolder industry, Michael W. Smith has led the way in not only developing newer artists through his Rocketown Records label but has maintained an enormous fan base for the genre as a whole through his work with the Gospel Music Assn. His work with world relief organizations in the past 20 years has produced record-breaking fund-raising, and his work as an artist and a performer continues to be a godsend.

Mainstream radio jocks that come to mind as top dogs (or the longest lasting) are Kidd Kraddick, and in Christian radio, the K-Love network's Jon Rivers.

—Robert Tucker, director of creative services
Media Ministries



Tucker

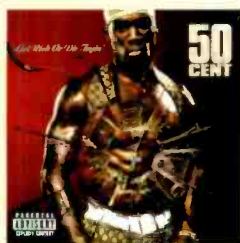
2003 CONTINUED

Active Rock
TRAPT Headstrong

Alternative
TRAPT Headstrong

CHR/Pop
3 DOORS DOWN
When I'm Gone

CHR/Rhythmic
50 CENT In Da Club



Christian AC
MERCYME Word Of God Speak

Christian CHR
NEWSBOYS He Reigns

Inspo
MERCYME Word Of God Speak

Christian Rock
BIG DISMAL Remember
(I.O.U.)



MercyMe

Country
MARK WILLIS 19 Somethin'

Hot AC
MATCHBOX TWENTY Unwell

Latin Contemporary
RICARDO ARJONA El Problema

Tejano
LIMITE Papacito



It's R&R's annual format-by-format review of 1997's chart achievements. As described in the main story on the right, **Atlantic Records** scored a stunning achievement, finishing the year No. 1 or No. 2 in eight of R&R's 12 formats. Here's where you can find the year-end charts for each format:

- **CHR/Pop** Page 40
- **CHR/Rhythmic** Page 40
- **Urban** Page 57
- **Urban AC** Page 57
- **Country** Page 70
- **AC** Page 88
- **Hot AC** Page 88
- **NAC/Smooth Jazz** Page 100
- **Active Rock** Page 110
- **Rock** Page 110
- **Alternative** Page 122
- **Adult Alternative** Page 131

IN THE NEWS

- **Sinclair** shells out \$225 million for Max Media
- **Jed Morey** becomes President of Jarad Broadcasting; **John Caracciolo** named VP
- **Rick Gillette** appointed PD of WKQI/Detroit

Page 3

THIS #1 WEEK

CHR/POP

- **CHUMBAWAMBA** Tubthumping (Repub/c/Universal)

CHR/RHYTHMIC

- **USHER** You Make Me Wanna... (LaFace/Arista)

URBAN

- **DRU HILL** We're Not Making... (LaFace/Arista)

URBAN AC

- **ERYKAH BADU** Tyrone (Kedar/Universal)

COUNTRY

- **GARTH BROOKS** Longneck Bottle (Capitol)

NAC/SMOOTH JAZZ

- **BRIAN CULBERTSON** So Good... (BlueMoon/Atlantic)

HOT AC

- **CHUMBAWAMBA** Tubthumping (Repub/c/Universal)

AC

- **JIM BRICKMAN** The Gift (Windham Hill)

ACTIVE ROCK

- **CREED** My Own Prison (Wind-Up)

ROCK

- **DAYS OF THE NEW** Touch, Peel... (Outpost/Geffen)

ALTERNATIVE

- **EVERCLEAR** Everything To Everyone (Capitol)

ADULT ALTERNATIVE

- **MATCHBOX 20** 3am (Lava/Atlantic)

NEWSSTAND PRICE \$6.50



THE INDUSTRY'S NEWSPAPER

DECEMBER 12, 1997

Arbitron Abandons Monthlies

By RON RODRIGUES
R&R EDITOR-IN-CHIEF

For those of you who find joy each month extrapolating your station's own numbers... the fun will continue! **Arbitron** has abandoned plans to include discrete monthly estimates in the next release of its Arbitrends software.

The consequences of that decision are that programmers will still have to compute their own extrapolated number (you'll find

the formula on Page 30) and salespeople will not be able to hit the streets with a monthly number bearing any kind of Arbitron certification.

The latter concern became a *cause celebre* for RAB President Gary Fries and the Arbitron Advisory Council. Fries — convinced that any kind of Arbitron-generated monthly estimate

ARBITRON/See Page 30

Rewind 1997: The Year In Music

Atlantic Records triumphs as overall Label Of The Year

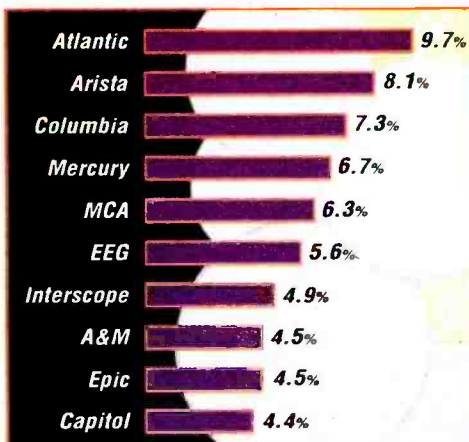
By KEVIN MCCABE
R&R DIRECTOR CHARTS & FORMATS

Behind the strength and diversity of such artists as Jewel, Matchbox 20, Collective Soul, Aaliyah, and Sugar Ray, **Atlantic Records** was the top overall label for 1997 in R&R's annual year-end performance review.

Driving Atlantic's 9.7% overall chart share are first-place rankings in CHR/Pop, Hot AC, Active Rock, and Rock. Additionally, the label lands No. 2 honors in CHR/Rhythmic, NAC/Smooth Jazz, Alternative, and Adult Alternative.

"We are truly proud of our achievements this year," Atlantic Exec. VP/Promotion Andrea Ganis told R&R. "Atlantic is a consummate team led by Val Az-zoli and utilizes all players for every aspect of the business. We intend to keep focused and are confident that with our great artists, strong A&R, and tremendous mutual respect both within the promotion department and Atlantic as a whole, we can continue this fortuitous moment."

For a complete look at the year in music, see Sound Decisions, Page 36.



LABEL PERFORMANCE

ranked by percentage of overall chart share

Sommers Set As ABC/L.A. Pres./GM

Lesourd resigns

By AL PETERSON
R&R NEWS/TALK EDITOR

Bill Sommers has been named President/GM of ABC's Los Angeles trio: Talker **KABC-AM**, Radio Disney affiliate **KTZN-AM**, and Rock **KLOS-FM**. He succeeds **Maureen Lesourd**, who resigned to pursue opportunities outside of L.A.

Sommers will report to ABC Radio Stations Group President John Hare. When asked for comment on the management change, ABC spokesperson Julie Hoover said only, "Mr. Hare prefers to let our press release speak for itself."

Sommers, whose previous career with ABC's Los Angeles stations spanned more than two decades, began as a KLOS salesman

SOMMERS/See Page 30

WB-Reprise/Nash. Creates Two New Sr. VP/GM Posts

By LON HILTON
R&R COUNTRY EDITOR



Mayne

Saporiti

Warner-Reprise/Nashville has created two new senior management positions and promoted a pair of label vets to fill those posts. Sr. VP/Promotion **Bill Mayne** has been promoted to Sr. VP/GM for Reprise/Nashville, and Sr. VP/Marketing **Bob Sa-**

NASHVILLE/See Page 30

A Radio Saga From America's Heartland

Ed Christian discusses upcoming adventures for his company, including Iceland

By MATT SPANGLER
R&R WASHINGTON BUREAU

When R&R recently tracked down Saga Communications President/CEO **Ed Christian** for an interview session, he was holding a managers' meeting in Sarasota, FL — not the first place you'd expect to find an Icelandic radio group owner whose company is based in Grosse Pointe, MI. Prepared for battle with unfamiliar environments in both Iceland and Canada, Christian has given his company a name that very much reflects his cor-

porate philosophy: "To me, my life in this company is an ongoing adventure."

With 37 Midwestern radio stations, a television property, and the recently acquired, 10-affiliate Illinois Radio Network, Saga — which trades on the American Stock Exchange — may seem like a peanut compared to corporate giants like CBS Radio, Capstar, Clear Channel, and Chancellor.

Christian takes umbrage, however, when one interprets his

See Page 14

4th Quarter's Big Spenders

Fourth-quarter 1996 spending on radio accounted for 28.6% of all '96 spending, according to Competitive Media Reporting. But certain categories of advertisers spend a larger proportion of their ad budgets in the fourth quarter. The top 10 categories ranked in order of their budgets devoted to the fourth quarter:

Nursery Stock*	74.5%
Games/Toys	62.0%
Personal Appliances	58.1%
Luggage	56.9%
Wine	56.3%
Small Appliances	55.9%
Figurines, Collectibles, etc.	51.4%
Jewelry/Watches	51.1%
Organizations	50.4%
Electronic Entertainment	50.2%

*i.e. "Chia Pets"
Source: CMR, Interop Radio Store

Next Week: R&R Reviews The Year In News

Flashback



Hell Freezes Over

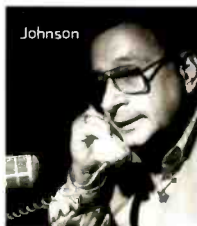
In 1990, Glenn Frey, right, received the T.J. Martell Foundation's first From the Heart Award at the R&R Convention's opening cocktail party. At the closing festivities, Kirstie Alley introduced Don Henley, center. After his solo set, Henley welcomed Frey and Timothy B. Schmidt, left, for a show-stopping extended encore.

Perspectives

I persuaded the management of KTYD/Santa Barbara, Calif., to go progressive in 1973. Each year during my tenure as PD, we would turn the station into a screaming top 40 station every April Fools' Day.

KTYD was on the sixth floor of the Granada Theatre building, the tallest building in Santa Barbara. One April 1, a local sculptor created a giant gorilla's foot that was crafted to look like it was climbing into the K-Tide window on the sixth floor. We spent the day denying it was there. Ultimately, that urban guerrilla, uh, gorilla, won the nuclear reactor we were giving away as the grand prize that day.

—Larry Johnson, senior research consultant
Paragon Media Strategies



PIVOTAL EVENT 1998

Clear Channel Ropes In Jacor For \$4.4 Billion

Among the unprecedented deal-making triggered by passage of the Telecommunications Act of 1996, one merger had the most profound impact on the radio landscape: Clear Channel's Oct. 8, 1998, acquisition of the Sam Zell-backed, Randy Michaels-run Jacor Communications, a Covington, Ky.-based collection of 230 stations and a Cincinnati TV outlet. The \$4.4 billion, tax-free, stock-for-stock deal etched a new landmark in empire-building. Together, the new conglomerate immediately owned, operated or was affiliated with 625 stations worldwide, 19 TV stations and about 220,000 outdoor displays in 25 countries. The combined company ranked second in the United States in number of stations and third in revenue.

At first, Jacor was operated as a separate sub-

sidiary, with Michaels still running the operation from Covington while then-Clear Channel CEO Lowry Mays ran his side of the operation from San Antonio. But Michaels was soon handed the newly minted title of Clear Channel Radio president and given control of a newer, larger broadcasting empire, giving way to the "Jacor-ization" of Clear Channel.

Jacor chairman Zell, who quickly built up Jacor to mammoth size, said consolidation was "a once-in-a-lifetime opportunity" but that, in the end, the sale to Clear Channel was driven by "a fund that had a finite life" and that he had an obligation to shareholders to get the big payoff. The key to consolidation, he added, was to "identify the immediate benefits" and not overestimate the efficiencies created.—Jeffrey Yorke

Flashback



Industry Heavies

It took a special moment to bring this group of luminaries together. Heralding 1982, from left, are the T.J. Martell Foundation's Tony Martell, WNEW/New York's Scott Muni, Epic Records' Don Dempsey, CBS Records' Dick Asher, WNEW's Mike Kakoyiannis and concert promoter Ron Delsner.

RADIO & RECORDS

Convention Memory

"At R&R in Cleveland, I remember the first year Darnella Dunham put together the Battle of the Mixers for the mixshow panel, with Supa Sam, Nappy Wilson and DJ

Triple XXX. This convention will always be remembered. Props out to Darnella for understanding the game."

—DJ Triple XXX, on-air personality/mixer, KQXL/Baton Rouge



2003 CONTINUED

Regional Mexican

PALOMO De Uno Y De Todos Los Modos

Rock

3 DOORS DOWN When I'm Gone

Smooth Jazz

DAVID SANBORN Comin' Home Baby

Triple A

COLDPLAY Clocks

Triple A Indicator

BEN HARPER With My Own Two Hands



Tropical

GILBERTO SANTA ROSA Si Te Dijeron

Urban

MONICA So Gone

Urban AC

HEATHER HEADLEY I Wish I Wasn't

2004

AC

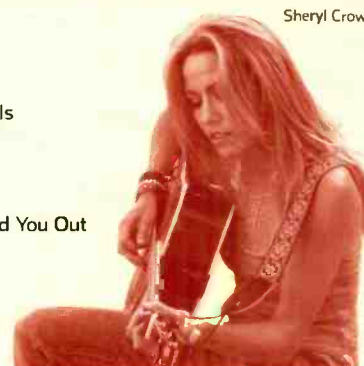
SHERYL CROW The First Cut Is The Deepest

Active Rock

NICKELBACK Figured You Out

Alternative

INCUBUS Megalomaniac



Sheryl Crow

CROW: NEAL PRESTON

INSIDE

R&R's INDUSTRY AWARDS

Tony Martell (pictured) and Mel Karmazin walked off with the first of R&R's Industry Achievement Awards last weekend at R&R Convention '98. Martell was presented with



the first R&R Humanitarian Award for his tireless efforts on behalf of the T.J. Martell foundation — which he founded more than 20 years ago — while Karmazin was voted by R&R subscribers as Group Executive of the Year. Here's where you can find the other 91 winners:

- AC, Hot AC Pages 76, 78
- Adult Alternative Page 113
- Alternative Page 102
- CHR Pages 35-36
- Country Page 64
- GMs of the Year Page 16
- Marketing Page 19
- NAC/Smooth Jazz Page 86
- Rock Pages 92, 95
- Sales Page 18
- Stations of the Year Page 16
- Urban, Urban AC Pages 49-50

IN THE NEWS

- Paul Goldstein appointed PD of KKSJ/San Francisco
- Mark Adams joins KQZJ/San Francisco as PD
- Peter Moore takes Heffel/San Diego GM chair

Page 3

THIS #1 WEEK

CHR/POP

- NATALIE IMBRUGLIA Torn (RCA)

CHR/RHYTHMIC

- BRANDY & MONICA The Boy Is Mine (Atlantic)

URBAN

- BRANDY & MONICA The Boy Is Mine (Atlantic)

URBAN AC

- SPARKLE Be Careful (Rock Land/Interscope)

COUNTRY

- BROOKS & DUNN & REBA If You See Him... (Arista/MCA)

NAC/SMOOTH JAZZ

- RICHARD ELLIOT In The Groove (Metro Blue/Blue Note)

HOT AC

- NATALIE IMBRUGLIA Torn (RCA)

AC

- SHANIA TWAIN You're Still The One (Mercury)

ACTIVE ROCK

- STABBING WESTWARD Save Yourself (Columbia)

ROCK

- AEROSMITH I Don't Want To Miss A Thing (Columbia)

ALTERNATIVE

- GOO GOO DOLLS Iris (Warner Sunset/Reprise)

ADULT ALTERNATIVE

- NATALIE MERCHANT Kind & Generous (Elektra/EEG)

NEWSSTAND PRICE \$6.50



THE INDUSTRY'S NEWSPAPER

JUNE 19, 1998

Capstar's New King Of The SEA

■ Group forms 28-station 'SouthEast Atlantic' div.

By MATT SPANGLER
R&R WASHINGTON BUREAU

Capstar Broadcasting Partners has divided up its empire a little more: R&R has learned the company will form a new regional division entitled "SEA Star" (the SEA stands for "SouthEast Atlantic"), made up of 28 stations in Charlotte:



King

Greensboro-Winston Salem; Indianapolis; Jackson, TN; Nashville; Raleigh-Durham; Richmond; and Statesville, NC. The move follows the closing last month of Capstar's merger with SFX Broadcasting. Most of the SEA Star stations are former SFX properties.

SEA STAR/See Page 28

Industry Elite Gather For R&R Convention '98

■ 2000 registrants see 54 events in 54 hours

R&R's first industry convention in six years offered a comprehensive mix of practical management tools, professional prognostications, superior motivation, and top-flight entertainment.

First and foremost, the bosses who run (or have run) the bulk of major-market stations emphasized radio's superior position among ad-based media these days, and that the industry must capitalize on that position. Former Chancellor Media boss Scott Ginsburg made it clear that now is the time for radio to "improve and increase the price of what we give the advertisers. If we don't do it in the best of times, it'll be impossible to do it in the worst of times."

CONVENTION/See Page 12

From top left: keynoters Richard Branson, Edgar Bronfman Jr., Chris Carter, Rick Pitino; radio group heads Clarke Brown, Scott Ginsburg, Norman Rau, Randy Michaels, and John Cullen; entertainers Trisha Yearwood, Garth Brooks, and Paula Cole; and record execs Ed Rosenblatt, Ray Cooper, Jay Bobberg, and Al Cafaro.



Hayes Fills OM/PD Slot At KABC/L.A.

By AL PETERSON
R&R NEWS/TALK EDITOR



Hayes

Veteran News, Talk, and Sports programmer/manager Drew Hayes has been tapped to fill the OM/PD post at KABC-AM/Los Angeles. The position has been open since the departure of Dave Cooke nearly two months ago.

Hayes, currently GM of the

HAYES/See Page 28

Chancellor Goes On Spending Spree

■ \$25 mil. invested in Z Spanish Media

In yet another industry response to bolster minority ownership, Chancellor Media will invest about \$25 million to obtain a 20% non-voting stake in Sacramento-based Z Spanish Media, owner of 22 Spanish-language radio stations. Amador Bustos will remain President of Z Spanish and keep his majority stake in the company. The deal should close in Q3.

The move comes as part of a concurrent initiative by

Z SPANISH/See Page 28

■ AMFM goes Global; will rep Bob & Tom

Chancellor Media's ever-growing AMFM Radio Networks has expanded again: It has acquired Global Satellite Network's syndicated programming, is now representing WFBQ/Indianapolis syndicated morning hosts Bob Kevoian & Tom Griswold, and is set to launch two new dance-oriented syndicated programs featuring talent associated with Chancellor's WKTU/New York.

By acquiring Global's sta-

AMFM/See Page 28

Power 106/L.A. Puts Maki In VP/GM Post

By TONY NOVA
R&R CHR EDITOR

Emmis Broadcasting has tapped WKQX/Chicago VP/GSM Val Maki as VP/GM of CHR/Rhythmic KPWR (Power 106)/Los Angeles. Maki replaces Marie Kordus, who was recently named Director/Sales for Emmis Television.

"Val has been a superstar in this company for many years," said Emmis Radio President Doyle Rose, to whom Maki reports. "She is truly an exceptional manager. Val has excelled and outperformed on every assignment she's ever been given dur-

MAKI/See Page 10

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Perspectives

Seems like every few years, something comes along to redefine popular music (and popular culture, in many cases). Here's my take on the past 35 years, which has served as my source for delineating music into different categories on numerous occasions.

1972: Peace in Vietnam is a reality. Watergate takes center stage. After six years or so of political consciousness thoroughly permeating popular music, America grows tired of the "deep" content giving rise to such acts as Captain & Tenille, the DeFranco Family and the Bay City Rollers. You could even lump the Eagles and Fleetwood Mac into this category, although their political content was infinitely more subtle than that of artists of prior years. My favorite from this era was Bachman-Turner Overdrive. It was loud and didn't mean anything.

1979: Steve Dahl burns disco records at Comiskey Park. Disco was merely an extension of the "America is tired of political crap" that began in the early '70s. I did mornings at a small-town station in Pennsylvania in February. One day, I played 14 songs between 6 a.m. and 9 a.m. and 12 of them were disco. It was just too damn much.



Daniels

1981: "Wow! There's this new cable channel called MTV." Suddenly, album cover art became irrelevant.

1987: "You mean I can buy a CD player for less than \$100?" Milli Vanilli became a good argument that video style and fashion, which had eclipsed album-cover art in the early '80s, had now eclipsed the music itself.

1991: "Smells Like Teen Spirit." Need I say more? Well, maybe Garth Brooks and Run-DMC. America shed its fascination with self-absorbed hair bands, much like the purge of disco.

1996: Internet access, computerized automation and mass station ownership. Actually, I like two of the three, but then I've never been replaced by voice-tracking.

Sept. 11, 2001: "Whaddaya mean the news guy has gone home for the day? Somebody's got to go on the air and talk about these planes crashing into buildings."

2008: With an unpopular war dragging on, acts like Green Day, John

PIVOTAL EVENT 1999

National Contesting Debuts

Clear Channel started a companywide trend with national contesting in 1999, opening up the option to any station on its roster that wanted to participate. Typically offering a large cash prize or big-ticket item such as a motorcycle, some local station callers were unaware that they were competing with hundreds of thousands of listeners from dozens of cities for the same prize. Ingenious and thrifty as it was, it didn't go unnoticed in 2000 by Florida's attorney general, who investigated the radio behemoth for deceptive or unfair trade practices for failing to properly

inform Florida listeners that some of its radio contests were airing in numerous states, thereby decreasing a contestant's chance of winning.

Clear Channel was subsequently fined \$80,000 and agreed that when it aired interviews with contest winners, stations had to make it clear where the winner was from.

While budgets have tightened and it doesn't conduct as many national contests as it once did, Clear Channel initiated another big money national giveaway on April 7—just in time for the spring ratings survey.—Mike Boyle

Yahoo Buys Broadcast.Com

Before anyone saw the evolution of dance, YouTube's forefather, Broadcast.com, was bought by Yahoo for \$5.7 billion in April 1999, just a year after going public and setting a record for the biggest IPO opening, jumping 250% from its initial offering price of \$18. The site carried some 385 radio station streams, 40 TV networks, sports broadcasts of 420 college and professional teams and more than 19,000 live events annually, plus an entire business services division. President/chairman Mark Cuban says the company knew something special was happening. "There was no question in our mind what was going on. That this was the start of something big."

Cuban says Dell, World Championship

Wrestling and Victoria's Secret were all smart early adapters. "They used Broadcast.com to continuously upload content and refresh their customers' interest," he says. "They were doing user-generated content 10 years before YouTube was invented."



Radio played its role in pioneering the new space. "The PC quickly became the primary media device in corporate America and

consumers wanted their radio stations," Cuban says. "It wasn't unusual for us to have thousands of people listening to a given station during work hours, and, for sporting events, like a Cubs day game, we could have 50,000 simultaneous users—and this was back in 1998."—Mike Stern

Mayer, the Black Eyed Peas, Pearl Jam and even Bruce Springsteen are making noise with protest songs. Young folks are more politically active than they have been in decades. Products marketed as "green" are capturing greater market shares. Hm, this sounds familiar—like the '70s just a few years before Radio & Records burst onto the scene, and when I was a skinny 14-year-old dreaming of a career in the radio biz.

Thanks for the memories. Radio & Records.

—Robin Daniels, MD
WDEF (Sunny 92.3)/Chattanooga, Tenn.

2004 CONTINUED

CHR/Pop
USHER FEAT. LIL JON & LUDACRIS Yeah!

CHR/Rhythmic
USHER FEAT. LIL JON & LUDACRIS Yeah!

Christian AC
MATTHEW WEST
More

Christian AC Indicator
MERCYME Here With Me



Christian CHR
BARLOWGIRL Never Alone

Inspo
CASTING CROWNS Who Am I

Christian Rock
FALLING UP Broken Heart

Country
ALAN JACKSON
Remember When

Alan Jackson



Gospel
KIERRA SHEARD You Don't Know

Hot AC
MAROON 5 This Love

Latin Contemporary
ALEKS SYNTEK FEAT. ANA TORROJA Duele El Amor

Latin Rock/Alternative
JULIETA VENEGAS Lento



JACKSON: RUSS HARRINGTON

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Ever since the 1990 census, Spanish-language radio — indeed, all things Latin — has boomed. Take a look at Los Angeles, where three *different* Spanish-language stations have been in the No. 1 spot. This week Interep's **Ramon Pineda** explores this phenomenon and points out that, with another census due next year, you can expect another boom in the format.

Pages 12-18



INTERNET INNOVATIONS

What's the story behind this artist's conception of a futuristic radio? It happens to be the first stand-alone streaming audio player with built-in web browser, due out in a few months. All you need is an electrical outlet and a phone line.

Page 20

IN THE NEWS

- **Giant/Nashville** forms promotion dept.: John Brown SVP, Fritz Kuhlman Nat'l Dir.
- **FCC** found to be way behind on its collection efforts
- **McCain, Burns** introduce minority tax certificate bill
- **Kathy Brown** OM of Radio One/ Baltimore, **Dion Summers** WERQ/Balt. PD. **Maurice Devoe** WPHI/Philly PD

Page 3

THIS #1 WEEK

CHR/POP

- **LOU BEGA** Mambo No. 5 (A Little Bit Of...) (RCA)

CHR/RHYTHMIC

- **JUVENILE** Back That Thing Up (Cash Money/Universal)

URBAN

- **IDEAL** Get Gone (Noontime/Virgin)

URBAN AC

- **BRIAN MCKNIGHT** Back At One (Motown)

COUNTRY

- **TIM MCGRAW** Something Like That (Curb)

AC

- **PHIL COLLINS** You'll Be In My Heart (Hollywood)

HOT AC

- **TAL BACHMAN** She's So High (Columbia)

NAC/SMOOTH JAZZ

- **NORMAN BROWN** Out 'a Nowhere (Warner Bros.)

ROCK

- **CREED** Higher (Wind-up)

ACTIVE ROCK

- **CREED** Higher (Wind-up)

ALTERNATIVE

- **BUSH** The Chemicals Between Us (Trauma)

ADULT ALTERNATIVE

- **MELISSA ETHERIDGE** Angels Would Fall (Island/IDJMG)

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THE INDUSTRY'S NEWSPAPER

www.ronline.com

OCTOBER 15, 1999

Rather To Keynote TRS 2000

■ R&R's fifth annual event set for Feb. 24-26

By AL PETERSON
R&R NEWS/TALK EDITOR
alpeter@rronline.com

CBS Evening News anchor and Managing Editor **Dan Rather** is set as the keynote speaker for R&R's Talk Radio Seminar 2000 in Washington, DC. Rather's address — exclusively for TRS 2000 attendees on Friday morning, Feb. 25 — will be a major highlight as R&R celebrates the fifth anniversary of the annual TRS, the only industry convention targeted exclusively to leaders and executives of the News/Talk radio business.



Rather

RATHER/See Page 35

AMFM Appoints 'Cluster VPs' in Five Top-10 Markets

■ KYSR/L.A. VP/GM Christensen adds mgt. duties at KFI, KOST

By ADAM JACOBSON
R&R RADIO EDITOR
jacobson@rronline.com

AMFM Inc. has announced its first Cluster VP appointments, in five of the nation's top 10 markets: **Bob Visotcky** (Los Angeles), **Brian Ongaro** (Dallas-Ft. Worth), **Chester Schofield** (Philadelphia), **Stephen Schram** (Detroit) and **Bennett Zier** (Washington, DC).

Each Cluster VP will report directly to his market's Regional VP/Operations and focus his efforts on top-line growth, ratings performance, expense control and the recruitment of operations and on-air personnel for the company's stations within a given market group.

According to AMFM Radio President/CEO Jim de Castro, "The ability to cluster radio properties is relatively new, but the former Chancellor and Capstar organizations are veterans at exploiting the combined strengths of multiple stations in a marketplace, having already developed some of the industry's most innovative management strategies. Intensifying our cluster focus enhances our ability to continue delivering great programming, a great advertising medium and leading revenue and broadcast cash flow growth."

AMFM/See Page 35



Visotcky

Ongaro

Schofield



Schram

Zier

Complete list of possible spinoffs: Page 35

Clear Channel Could Divest 107 Stations in 34 Mkts., List Shows

By JEREMY SHWEDER
R&R WASHINGTON BUREAU
jshweder@rronline.com

Clear Channel and AMFM stations in Los Angeles, San Francisco, Dallas-Ft. Worth, Houston-Galveston, Phoenix and 29 more markets will likely be sold off to comply with ownership restrictions, according to a list of potential divestitures circulating around the radio industry.

Like a large rock dropped into a calm body of water, last week's \$23.5 billion merger between Clear Channel and AMFM is likely to ripple through the radio industry for months. Clear Channel plans to sell or swap 107 stations, according to the list sent out to prospective buyers, which includes some big-market and big-name stations.

In Los Angeles Clear Channel could be looking to sell its own KACD-FM & KBCD-FM simulcast, as well as KEZY-AM & KXMX-FM in Orange County, plus AMFM's KKBT-FM. In San Francisco Clear Channel might also want to unload KCNL-FM, KFJO-FM & KXJO-FM. Other markets of note: 10 stations could be sold in Houston-Galveston, two in Dallas-Ft.

SPINOFFS/See Page 20

Arista Ups Ridenour To EVP/Black Music

By STEVE WOSNIEWICZ
R&R MUSIC EDITOR
swosn@rronline.com

Arista Records has promoted **Lionel Ridenour** to Exec. VP/Black Music. Based in New York and reporting to Arista President Clive Davis, Ridenour will direct Urban promotion, play a key role in sales and marketing and serve as the liaison with the label's joint venture partners, LaFace Records and Bad Boy Entertainment.

"Lionel has been a major player for Arista during this wonderful period of explosive growth," Davis said. "I know he will continue to provide the nec-

RIDENOUR/See Page 22



Ridenour

Judy Ellis Raises The Bar ... And Wins

■ Emmis Sr. VP uses fear of failure to keep her stations at the top

By MARGO RAVEL
SPECIAL TO R&R

There are three things you need to survive in New York: stamina, perseverance and energy. Emmis Sr. VP/Market Manager for WQHT (Hot 97), WRKS (Kiss) & WQCD **Judy Ellis** truly be-

lieves that. In fact, to go one step further, you need those three qualities to survive in radio. And you'd better be ready to raise the bar and not be willing to settle for less if you work for Ellis.

Ellis hasn't succeeded in radio for 22 years on luck alone. Her no-nonsense style and ability to hire the best in the business have propelled Hot 97 to the top in the Big Apple. Quite simply, she demands the best from herself and those who work for her. A perfect example of why Ellis' style works: The first time Hot 97 hit No. 1, Ellis' reaction was, "This is bad; this is not good. It was always good to be the underdog and to be fighting something, so I had to get the staff focused on fighting ourselves. What we

needed to be to be No. 1 is to be better than we were. We needed to look at ourselves as the enemy."

Let's face it, while everyone is running around trying to figure out how to manage more than one station post-consolidation and wringing their

hands over the extra work, Ellis is just doing it. "I'm not more frantic than when I had one radio station. No. 1. I do it by being incredibly organized. But I really do it by working with a great staff. I don't do it; they do it."

"The truth is, it is your people who do the job. I have really wonderful people who are good at what they do. I have very high standards. Sometimes you have to have them to show people what they are capable of. I would much rather work for people who raise the bar instead of lower it. Most of us are capable of a lot more than what we do. I don't think you do anybody any favors when you settle with them."

ELLIS/See Page 58



Annual CHR special begins on Page 45

The R&R Talk Radio Seminar 2000 website is now open: www.ronline.com/convention

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Randy Bennett

TRIBUTE

WGRV (the Groove)/Melbourne station manager Randy Bennett's dedication is seen through the special treatment he extends to ensure that guests of the station feel welcome.

From his tradition of greeting artists as they arrive at the hotel the night before the show (no matter what time it is) to remembering the subtleties that make their visit special, Bennett will be there to make them feel welcome. It's just his way of doing business. Some may call it Southern hospitality.

From smooth jazz oceanfront concerts to dinner/wine tastings and the first Space Coast Jazz Festival, Bennett has introduced jazz culture to Florida's coastline for fans starving for it. With more and more smooth jazz stations flipping formats recently, he strives to preserve the sound on the air as a medium for artists to promote their talent and connect with their fans.

He encourages musicians to continue to write great music for the smooth jazz format. Because there's so much great music that doesn't get airplay elsewhere, many artists feel welcome at the Groove, a station that helps launch new artists and plants the seeds for the future of smooth jazz music to keep it alive. He is the motivation behind members of the Groove team, who have taken it upon themselves to go the extra mile to preserve this format.

Bennett has a remarkable instinct for programming. He programs WGRV like a CHR station, with heavy spins to get new music out there and get it noticed by listeners. It's with this aggressive programming that he helped artist David Wells shine under the spotlight with the flugelhorn player's version of "Strawberry Letter #23."

It's no wonder that he has a natural ear for music since Bennett's parents named him after a radio DJ, a local friend of theirs, when he was born.

Undoubtedly, there are many reasons why R&R has nominated the Groove the past two years for station of the year (medium market).

Many other people also see these qualities in Bennett. Here are some examples from smooth jazz artists:

"One of the most energetic, refreshing personalities in all of smooth jazz. His commitment to



Bennett

PIVOTAL EVENT 2000

Clear Channel Acquires SFX Entertainment

When Clear Channel Communications announced its purchase of mega concert promoter SFX Entertainment for \$4.4 billion on Feb. 29, 2000, company officials touted the unprecedented cross-promotional opportunities that the merger would bring. However, a number of groups, including other promoters, artist managers and competing radio stations, cried foul, accusing Clear Channel Radio of depriving acts that didn't do business with the newly christened Clear

Channel Entertainment of airplay. Denver independent promoter Nobody in Particular Presents filed a lawsuit against CCE, citing monopolistic business practices, and other smaller promoters piled on.

In one instance, Metropolitan Entertainment Group, which had helped create Clear Channel

CHR/top 40 WHTZ (Z100)/New York's annual Jingle Ball, found itself on the outside looking in when promotion of the show was moved to Clear Channel's recently acquired concert division.

In 2005, CCE was spun off from Clear Channel Communications as a separate company, renamed Live Nation. The Securities and Exchange Commission filing for the creation of Live Nation listed several reasons for pursuing the split, including avoiding regulatory and legal pitfalls faced by Clear Channel.

The Beverly Hills, Calif.-based company has made headlines in recent months by signing first Madonna, then Jay-Z and other high-profile artists to its new music division, Live Nation Artists.—Ken Tucker



the format is unparalleled. From providing the opportunities for new artists—both live shows and airplay—to incredible dedication to his listeners, to highlighting the big names, this guy does it all. The results are proof of his vision and commitment to this format: huge listenership, great turnouts to weekly events, a jazz festival, a smooth jazz cruise. There are no limits with this godsend to the jazz community."—Matt Marshak

"Randy Bennett is a much-needed breath of fresh air in the smooth jazz radio community. His enthusiasm and dedication are the reasons his listeners remain faithfully tuned to WGRV. Randy is not only good to his listeners, but also to the artists that are featured during the Groove's live concert events. I can tell you firsthand that he treats us like we're rock stars."—Jeff Kashiwa

"Randy Bennett is the passion behind one of the best independent stations in the country in any genre. We are blessed that smooth jazz is the music that turns him on. And when we say passion, we mean it. The station is not a job to Randy: It's a big hunk of his life. He supports new artists, listens to his audience, creates events that bring live music to his area and does an outstanding job in programming. His multiple nominations for station of the year bear this out. Randy Bennett is the real deal and smooth jazz is the winner as a result."—Carol Ray and Nick Colionne

The success of WGRV can be attributed to the heartfelt dedication Bennett exemplifies day to day.

—Jan Julian, APD
WGRV (the Groove)/Melbourne

2004 CONTINUED

Regional Mexican
LOS HOROSCOPOS DE DURANGO
Dos Locos

Rock
NICKELBACK Figured You Out

Smooth Jazz
DAVE KOZ All I See Is You

Triple A
NORAH JONES Sunrise



Triple A Indicator
R.E.M. Leaving New York

Tropical
MARC ANTHONY
Valio La Pena

Urban
USHER FEAT. LIL JON & LUDACRIS
Yeah!

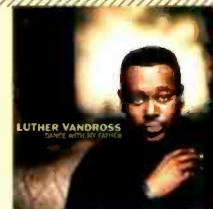


Urban AC
LUTHER VANDROSS Think About You

Canada Rock
HOOBASTANK
The Reason

Canada Country
TERRI CLARK Girls Lie Too

Canada CHR/Pop
HOOBASTANK The Reason



Our intrepid Sales & Marketing Editor, Pam Baker has been on a concert tour of late, checking out radio station shows around the country. This week Eaker lists some of the big spring and summer radio concerts. Next week she talks to major concert promoters about what it takes to host a station concert. Also in this week's Management, Marketing & Sales section: a recap of the R&R Convention 2000 marketing session and a rundown of the Radio-Mercury Award winners.

Pages 10-16

CLEAR CHANNEL'S BOBBY LAWRENCE CALLS IT QUITS

The Exec. VP didn't get the assignment he had hoped for in the new Clear Channel structure, so he's cashing in his chips and heading for new horizons. Get the complete story, along with all the other highs and lows in radio, in this week's Street Talk.

Pages 32-37

IN THE NEWS

- Jan Jeffries becomes President at Stratford Research
- Todd Fisher appointed VP/GM for KSTP/Minneapolis
- Brian Thomas takes OM stripes for KFRC & KYCY/San Francisco
- Todd Shannon named PD at KDMX/Dallas
- Marie Kordus promoted to GM at KLAX/L.A.
- Nicole Sandler rises to PD for KACD & KBCD/L.A.

Page 3

THIS #1 WEEK

CHR/POP

- 'N SYNC It's Gonna Be Me (Jive)

CHR/RHYTHMIC

- EMINEM The Real Slim Shady (Aftermath/Interscope)

URBAN

- JAGGED EDGE Let's Get Married (So So Def/Columbia)

URBAN AC

- CARL THOMAS I Wish (Bad Boy/Arista)

COUNTRY

- CHAD BROCK Yes! (Warner Bros.)

AC

- FAITH HILL Breathe (Warner Bros.)

HOT AC

- VERTICAL HORIZON Everything You Want (RCA)

NAC/SMOOTH JAZZ

- JAMES & BRAUN Grazin' In The Grass (Warner Bros.)

ROCK

- CREED With Arms Wide Open (Wind-up)

ACTIVE ROCK

- METALLICA I Disappear (Hollywood)

ALTERNATIVE

- 3 DOORS DOWN Kryptonite (Republic/Universal)

ADULT ALTERNATIVE

- MATCHBOX TWENTY Bent (Lava/Atlantic)

NEWSSTAND PRICE \$6.50



JUNE 23, 2000

Emmis Gets In On Spins

■ KKFR/Phoenix, KXPK/Denver fetch \$108 million

BY JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF
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Wall Street applauded Emmis last week, after the company confirmed it would buy KKFR/Phoenix and KXPK/Denver from Clear Channel for \$108 million. The stations had previously been set to be sold to Hispanic Broadcasting, but the DOJ rejected that deal (R&R 6/16).

"This is what Wall Street is waiting for — for Emmis to buy more radio," First Union analyst Jim Boyle told Bloomberg. "The more Emmis becomes a pure radio company, the better." Boyle, who rates Emmis as "buy," said he expects Emmis Chairman/CEO Jeff Smulyan to outline his plan to separate Emmis' TV

EMMIS/See Page 25

R&R Convention 2000: Rolling With Radio's Changes

■ Keynoters, group heads help attendees make sense of the industry's ever-evolving issues

For broadcasters dealing with the stresses of consolidation, confusion over changing audience tastes and looming Internet issues, R&R Convention 2000 was the place to be. Many answers were available here — and it was a great place to party to boot!

This year's convention was filled with inspirational speakers, including best-selling author Spencer Johnson, M.D. He began his keynote address on Friday with a

R&R Industry Achievement Award Winners: Page 31

joke: "Do you know how to make God laugh? Tell him about your plans." For the next hour, the writer of *Who Moved My Cheese?* taught the audience how to deal with change, demonstrating simple exercises to apply to every situation. The benefits? Lowering your stress, strategically anticipating change, utilizing the power of visualization, controlling your fear and, finally, enjoying your success.

CONVENTION/See Page 31

Top row, l-r: boxer Oscar De La Hoya; legendary broadcaster Dick Clark; Radio One's Alfred Liggins and Inner City's Pierre Sutton. Middle row, l-r: Sinus' Joe Capobianco, Emmis' Doyle Rose and XM's Lee Abrams. Bottom row, l-r: Lifetime's Gina St. John, Premiere's Leeza Gibbons and songwriter/producer Carole Bayer Sager.



AMFM Promotes Poleman, Smith



Poleman Smith

BY ADAM JACOBSON
R&R RADIO EDITOR
jacobsen@rronline.com

In a move designed to solidify the top programming structure at Clear Channel following its merger with AMFM, AMFM has boosted two of its Sr. VPs/Programmers to regional VP posts. Tom Poleman, who presently serves as AMFM's Sr. VP/

AMFM/See Page 31

Vivendi Acquires Seagram

■ With Canal+, \$30 billion deal makes French company a global entertainment powerhouse

STEVE WONSIEWICZ
R&R MUSIC EDITOR
swonsz@rronline.com

In a transatlantic transaction highlighting the exploding monetary and strategic value of melding music and entertainment with wired and wireless Internet applications, French water/media/telecom conglomerate Vivendi SA said on June 20 that it plans to purchase Canadian media/beverage giant Seagram Co. Ltd. for around \$30 billion in stock. The acquisition comes less than six months after America Online's pro-



Brontman

posed \$100-billion-plus buyout of Time Warner.

Under the terms of the deal, Seagram shareholders will receive 0.8 of a Vivendi share if Vivendi's stock price falls below \$96.69 and 0.622 of a Vivendi share if Vivendi stock trades above \$124.30. The deal was originally valued at \$77.35 a share for Seagram, but a 20%-plus slide in Vivendi's stock after the two companies

See Page 38

Keller To President Of ABC Radio Nets

■ Brown Now EVP/GM



Keller Brown

BY JENNIFER MARKHAM
R&R WASHINGTON BUREAU
jmarkham@rronline.com

ABC Radio Networks has promoted Exec. VP/Advertising Sales & Marketing Traug Keller to President. He succeeds Lyn Andrews, who resigned last month.

ABC/See Page 31

Check out all the R&R 2000 Industry Achievement winners: www.ronline.com

One-On-One With Bill Clinton

In 2001, President Bill Clinton was the keynote speaker at the R&R Convention in Los Angeles. After his speech, R&R publisher Erica Farber joined him onstage for a Q&A with several questions submitted in advance from R&R conference attendees. Here are highlights from that session.

Who was the first radio personality you went out of your way to listen to?
I remember two personalities from my childhood. First, there was a great radio program broadcast out of Chicago set in a little country store in Western Arkansas called Lum & Abner. There's nobody here in the audience old enough to remember this but me, but I listened to that.

And I used to—I don't recommend this for your children—do my homework when I was in grade school listening to baseball games at night by Harry Caray. I have vivid memories of those games, who the players were and what they did, and how he made it come alive for me.

What do you listen to today?

I listen mostly to stations that offer jazz or contemporary music and news programs. NPR and channels in the New York area when I'm traveling have music I like. It's easy to please me, because I like all kinds of music.

I'm sure the Telecommunications Act is on the top of the mind of everyone in this room. How does the reality of today's broadcast industry compare to the vision you had when you signed this bill?

It's facilitated the development of the wireless industry in the whole telephonic area, we were able to have more competition, and it's really worked quite well.

In addition, we got the e-rate, which got discount Internet connections to schools, hospitals and libraries across America. Before the act passed, only about 14% of schools and 3% of classrooms were connected; now, it's over 90% of schools and 65% of classrooms. So in that area, it's done a really good job.

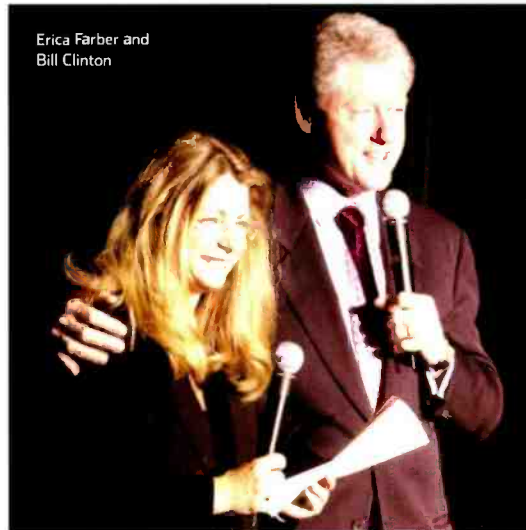
There's no question that when it comes to radio stations, it's facilitated consolidation. We had a big argument about it, and Vice President [Al] Gore and I tried to argue for a more pro-competition provision in the act, and we lost. I did the best I could. I got a lot of changes in the act. But it passed overwhelmingly and I felt it would do more good than harm, so I signed it. But I have not been surprised by the increased consolidation. I have mixed feelings about it.

There's a rumor that you're a big fan of Stevie Nicks and...

And what? [crowd laughs]

No, no.

I've learned the hard way not to leave those dangling "ands" out there. [crowd laughs] What is that? And what? And what?



Erica Farber and Bill Clinton

PIVOTAL EVENT 2001

Launch Of The iPod

It's a day that forever changed the way the world listens to music. On Oct. 23, 2001, Apple—known for computer hardware—launched its iPod portable digital media player, featuring a 5 GB hard drive and storage for 1,000 songs. Obviously, the iPod turned the entertainment industry on its ear, as the ever-more portable device evolved from a jukebox to a photo album, video player, game device, calendar and now a wholly interactive mobile phone. The iTunes online store, which launched in 2003, only made the device more ubiquitous and is now the second-most-popular music retailer, behind Wal-Mart. The

latest iPod offers a 160 GB hard drive that holds up to 40,000 songs, 25,000 pics or 200 hours of video. Apple says it has sold 140 million iPods as of January.



Arbitron and Edison Media Research estimate that 30% of Americans 12+ owned an MP3 player in 2007, up from 22% in 2006 and 14% in 2005. For radio, the good news is that fewer than 10% surveyed by Arbitron/Edison report that they spend less time with AM/FM because of their iPod. All the same, broadcasters

know a good thing when they see it and continue efforts to hitch terrestrial radio to future iPod generations.—Chuck Taylor

I'm speechless on that one. Is there a story on how you were first exposed to Stevie Nicks? How did you become such a big fan? [Crowd laughs.] All right, all right. This is a tough crowd.

No, no. [laughs] She still doesn't know what she said!

I do know what I said!

I have never been exposed to Stevie.

I'll tell you a story. Nearly everybody my age was a big Fleetwood Mac fan and therefore loved her. I was in Los Angeles in 1991. I had not decided to run for president at the time, but I was looking at it. A young man volunteered to drive me around to the events I was attending. It was a beautiful sunny day like this, and back then we still had tape decks in cars. So we're driving down the road, [there's] a modest traffic jam, and this young guy who's 20 years old looks at me, and says, "You know, Governor, I think you're going to run for president next year, and if you do, this should be your theme song." He puts the tape in and starts playing "Don't Stop Thinking About Tomorrow." True story.

The young man later did graduate studies in theology, went to Central Europe, married a woman from Central Europe and I've kept in touch with him all these years. His name is Sean Landress. He went to Columbia University. He made a single contribution to my political career by giving me a song which perfectly captured what I was trying to say to the American people in 1992 and by bringing me in touch with Fleetwood Mac.

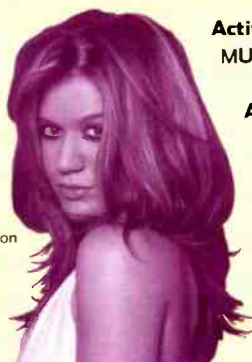
2004 CONTINUED

Canada Hot AC
HOOBASTANK The Reason

Canada AC
FIVE FOR FIGHTING
100 Years

2005 AC
KELLY CLARKSON
Breakaway

Kelly Clarkson



Active Rock
MUDVAYNE Happy?

Alternative
NINE INCH NAILS The Hand That Feeds

CHR/Pop
KELLY CLARKSON Since U Been Gone

CHR/Rhythmic
MARIAH CAREY We Belong Together



Christian AC
JEREMY CAMP Take You Back

Christian CHR
JEREMY CAMP
Take You Back

Inspo
CHRIS TOMLIN Holy Is The Lord

Christian Rock
DISCIPLE The Wait Is Over



R&R's beloved Sales & Marketing Editor Pam Baker performs a variety of functions here at the shop. For the last few weeks she coordinated PR for R&R Convention 2001, and now that things are over, she can share some of the great stories she heard from people who attempted to get into the functions without paying. If you've ever worked in a similar capacity, we're sure you'll relate to this column. Pam has some convention snaps to share with you as well. This week's MMS section also contains a reminder from regular contributor John Lund that summer is upon us, and fall (as in the fall book) isn't far behind! Clear Channel's Greg Ryan is in this week's GM Spotlight.

Pages 12-18

CONVENTION SCRAPBOOK

Here's a piece of trivia: This year marks the first R&R convention where all the pictures were taken with digital cameras. R&R's official convention photographers, Lester Cohen and Elon Schoenholz, certainly did their jobs — they snapped 4,000 pictures over the three days. We've chosen the best 150 for this issue, which we hope will serve as a great memento of Convention 2001.

Throughout this issue

IN THE NEWS

- LPFM filing window nets hundreds of applications
- WEJM/Philly flips to Hot AC
- WRKO/Boston names Jay Clark PD

Page 3

THIS #1 WEEK

CHR/POP

- AGUILERA/LIL' KIM/MYA/PINK Lady ... (Interscope)

CHR/RHYTHMIC

- 112 Peaches & Cream (Bad Boy/Arista)

URBAN

- 112 Peaches & Cream (Bad Boy/Arista)

URBAN AC

- LUTHER VANDROSS Take You Out (J)

COUNTRY

- LONESTAR I'm Already There (BNA)

AC

- DIDO Thankyou (Arista)

HOT AC

- LIFEHOUSE Hanging By A Moment (DreamWorks)

SMOOTH JAZZ

- CHUCK DDEB North, South, East And Wes (Shanachie)

ROCK

- STAINO It's Been Awhile (Flip/Elektra/EEG)

ACTIVE ROCK

- STAINO It's Been Awhile (Flip/Elektra/EEG)

ALTERNATIVE

- STAINO It's Been Awhile (Flip/Elektra/EEG)

TRIPLE A

- R.E.M. Imitation Of Life (Warner Bros.)

NEWSSTAND PRICE \$6.50

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THE INDUSTRY'S NEWSPAPER

www.ronline.com

Radio's Music Influence Slipping

Radio appears to be losing its competitive edge over other media when it comes to exposing and promoting new music, according to a benchmark survey of 16-40-year-olds conducted by Edison Media Research and unveiled at R&R Convention 2001.

The report concludes that radio remains the top dog when it comes to exposing new music to consumers but drops precipitously when it comes to influencing recent consumer purchases.

Because young consumers aren't listening to the radio as much as they used to, record companies are encouraged to expand their marketing efforts to 16-to-24-year-olds.

Details and breakouts of this survey can be found on Page 40.

R&R Convention 2001 Pulls Out All The Stops!

BY RON RODRIGUES
R&R EDITOR-IN-CHIEF
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Neither the challenges of consolidation nor an uncertain economy were enough to deter more than 2,000 radio and record professionals from gathering in Los Angeles last week to see a former President, a couple of comeback superstar rockers and a host of other marquee celebrities at R&R Convention 2001.

The convention's agenda served as a unique bridge between the generations of professionals who showed up. Witness The Guess Who — originators of Lenny Kravitz's biggest hit,

Convention Performances: Page 26

"American Woman" — sounding as if it were 1970 all over again when they performed at an opening-night showcase. And there was Rick Dees — the CHR morning fixture who began his KHS/Los Angeles tenure two decades ago.

But the star attraction was the 42nd President of the United States. The Century Plaza ballroom was packed with an SRO crowd of 1,800 to hear Bill Clinton thank the radio industry for entertaining him as a youth and helping him win presidential elections.

Clinton's wide-ranging address included remarks about the

CONVENTION/See Page 32



Top row: Stevie Nicks headlines a Friday-morning showcase while The Doobie Brothers jam at an AC session. Middle: Christina Aguilera performs before helping hand out Industry Achievement Awards for CHR/Pop and CHR/Rhythmic; Access Hollywood's Pat O'Brien and Nancy O'Dell give out National Industry Achievement Awards; Shelby Lynne makes an impression. Bottom: KROQ/Los Angeles' Kevin Weatherly accepts LIFEbeat honor; Larry King and Rick Dees go live; and The Guess Who's Randy Bachman and Burton Cummings belt out "American Woman."



'Radio Is A Community Institution'

■ Former President Clinton brings convention crowd to its feet

BY JOE HOWARD
R&R WASHINGTON BUREAU
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A raucous standing ovation greeted former President William Jefferson Clinton as he strode onstage to deliver the keynote address at R&R Convention 2001, proving that interest in him hasn't waned since he left the White House. Clinton lived up to the enthusiastic reception by touching on subjects important to the crowd, delivering a speech that included stories of how radio played a vital role in his life from childhood

through his political career, including his presidency.

Once the initial reception quieted, a voice from the audience cried out to Clinton. "We miss you," leading to laughter and yet another ovation. Early in his address, Clinton reached out to the crowd by describing how his life has changed since his presidency ended. "I don't get my news from top-secret CIA briefings anymore," he said. "I have to

Look for a full transcript of Clinton's address in next week's issue of R&R.

CLINTON/See Page 26

R&R's VIP subscription package includes a daily fax and e-mail updates! Call 310-788-1625.

This letter to R&R was originally published Sept. 6, 1974.

'KNBR's Ron Fell Takes Issue With RKO Decision'

(Space limitations prevent us from printing all of the many comments we've received regarding the recent RKO decision not to play singles that are more than 3:30 in length. Of those who disagree with the decision, the following letter is perhaps the most representative.)

Dear R&R:

On the subject of shorter new music for some of the nation's top 20 stations, it must be remembered that it was the RKO stations back in the mid-'60s that first gave contemporary radio a vasectomy. But what bothers me more than the actions of their program consultant is that the RKO stations are faithfully imitated by the lemmings of top 20 radio all around the country.

The challenge is now at the doorstep of the record companies and their artists. We will quickly find out who the whores are and if there are any artists left.

Both radio and music have a greater obligation to the public than to monitor the length of their music. Imagine Picasso worrying about a museum not hanging his work because he painted on too large a canvas.

—Ron Fell
KNBR/San Francisco

Tom 'Grover' Biery

TRIBUTE

A master of idea generation is Warner Bros. Music's Tom "Grover" Biery. In a sea of unanswered ideas and concepts never seen through to completion, Grover has created a career philosophy based on a stringent belief in the creative process. He has spent more than a decade at Warner Music. His colleagues often refer to his undeniable passion for music and unrelenting willingness to transform obscure ideas into impactful, dynamic promotions for his artists.

Grover's uncanny ability to take an idea in its infancy, then produce, execute and develop out-of-the-box efforts across a multitude of platforms (radio chief among them) has set him apart from his peers and secured his place among an elite group of executives. Grover has made it his life's mission to positively affect the business of his love: music.

—Anonymous



Biery

PIVOTAL EVENT 2002

August 2002: iBiquity Coins 'HD Radio' Moniker

HD radio became the new trademarked moniker for iBiquity Digital's in-band, on-channel digital radio technology. The name change went into effect after focus groups responded favorably to the HD radio handle. After the announcement, iBiquity CEO Bob Struble told Reuters, "The aim is really to have HD be sort of like the 'Intel Inside' that you see at the end of every PC commercial."

Texas Instruments helped make the technology available to consumers. The company installed baseband chips, which allowed radio

manufacturers to incorporate HD radio's new digital-reception capabilities into home and car receivers. In 2003, Kenwood introduced after-market HD radio receivers for cars.

To date, nearly 1,750 AM/FM stations covering 83% of the United States are broadcasting digitally while another 800 offer original formats and content on HD multicast signals, according to iBiquity. Consumers bought about 300,000 HD radios in the States last year, with a total of about 1 million expected to be sold this year.—Darnella Dunham & Chuck Taylor

RADIO & RECORDS

Convention Memory

"So many great times, but the last time the R&R Convention was in Los Angeles, I brought my wife, who had never been to L.A. before, and we had a ball. Meeting up with Gloria Estefan at the cocktail party poolside was definitely a highlight for both of us."

—Danny Ocean, VP/director of operations,
Radio Direct Response/RDR Promotions



Ocean

Our Famous Fans: Tina Turner



2005 CONTINUED

Country

CRAIG MORGAN That's What I Love About Sunday

Gospel

DONNIE MCCLURKIN I Call You Faithful

Hot AC

GREEN DAY Boulevard Of Broken Dreams

Spanish Contemporary

JUANES La Camisa Negra



Regional Mexican

CONJUNTO PRIMAVERA Hoy Como Ayer

Rock

GREEN DAY Boulevard Of Broken Dreams

Smooth Jazz

NILS Pacific Coast Highway

Triple A

JACK JOHNSON Sitting, Waiting, Wishing

Green Day



Triple A Indicator

COLDPLAY Speed Of Sound

Tropical

SHAKIRA FEAT. ALEJANDRO SANZ La Tortura

Urban

MARIAH CAREY We Belong Together

INTERSCOPE



RECORDS



GEFFEN



CONGRATULATES

R&R

RADIO & RECORDS

ON ITS 35TH ANNIVERSARY

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The second part of John Parikh's "Four Pillars of Radio Success" focuses on the customer — the most important person to any business. Are the radio and record industries satisfying their customers these days? John makes a case that they're not. But he has some suggestions on how they can turn that trend around. Our Management, Marketing & Sales section this week also features essays from consultants Ed Shane and Dave Van Dyke. And a popular radio executive is in our GM spotlight — Infinity/Phoenix Market Manager Clancy Woods.

Pages 8-14

CONVENTION MEMORIES!

Assuming you didn't kill too many brain cells at previous R&R Conventions, you've no doubt racked up quite a few great memories of striking up new friendships, attending inspiring sessions and listening to great music. Carol Archer asks friends in the Smooth Jazz community for their favorite convention memories, and Jim Kerr consulted his archives to present you with a year-by-year retrospective of the Alterna-action at recent meetings.

Pages 80, 94

IN THE NEWS

- **Michael Powell** predicts ownership-limit review will be done by 2003
- **XM** execs confronted by protesters over content diversity
- **Pete Rosenblum** named Elektra VP/Alternative Promotion
- **Earl Jones** becomes GM of WJLB & WMXD/Detroit

Page 3

THIS #1 WEEK

CHR/POP

- **VANESSA CARLTON** A Thousand Miles (A&M/Interscope)

CHR/RHYTHMIC

- **NELLY** Hot In Herse (Fo' Reel/Universal)

URBAN

- **CAM'RON** Oh Boy (Roc-A-Fella/IDJMG)

URBAN AC

- **JAHEIM** Anything (Divine Mill/WB)

COUNTRY

- **GEORGE STRAIT** Living And Living Well (MCA)

AC

- **CELINE DION** A New Day Has Come (Epic)

HOT AC

- **SHERYL CROW** Soak Up The Sun (A&M/Interscope)

SMOOTH JAZZ

- **JEFF GOLUB** Cut The Cake (GRP/VMG)

ROCK

- **KROEGER & SCOTT** Hero (Roadrunner/Columbia/IDJMG)

ACTIVE ROCK

- **GOOSMACK** I Stand Alone (Republic/Universal)

ALTERNATIVE

- **KROEGER & SCOTT** Hero (Roadrunner/Columbia/IDJMG)

TRIPLE A

- **JACK JOHNSON** Flake (Enjoy/Universal)



EXCLUSIVE

Teens Say Downloading Music For Free Not Morally Wrong

■ Edison/R&R study uncovers disturbing trend, but industry can still work to change behavior

By FRANK CORREIA
R&R MUSIC EDITOR
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LOS ANGELES — Recent first-week sales booms from such artists as Eminem and Ashanti may have brightened the skies for some industry executives, but a recent study by Edison Media Research for R&R shows that clouds continue to loom both overhead and on the horizon for the recording industry overall.

According to the results of the national survey, revealed here at R&R Convention 2002, 74% of 12-17-year-olds answered no when asked if there is anything morally wrong about downloading music for free off the Internet.

Another statistic unearthed in Edison's "Ultimate Record Buyer Study II": 10% of 12-17s who actively download music from the Internet and previously purchased music have not purchased a single CD or cassette in the past 12 months. And, when it comes to copying, the percentage goes much higher: 53% of the same age group have burned someone else's copy of a CD rather than purchasing the CD themselves.

Such findings point to a disturbing trend among younger music fans and suggest that record labels haven't framed the downloading issue in a manner that can change

EDISON/See Page 28

"People pay millions to have artists endorse their products. The recording industry needs to use that power."
— Larry Rosin



Bortnick

Bortnick Becomes Westwood One COO

Chuck Bortnick has been appointed COO of Westwood One, effective July 1. Bortnick will continue as President/COO of Westwood One subsidiary Metro Networks/Shadow Broadcast Services, a post he was given in 1999 following Metro's merger with Shadow.

"Chuck has done a tremendous job of building the Metro Networks business and integrating Metro and Shadow," said Westwood One President/CEO Joel Hollander, to whom Bortnick reports. "He's a talented executive, and I look forward to his continued contributions

BORTNICK/See Page 22

Radio Is Forever!

■ Clarke Brown looks ahead

TONY NOVIA
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In these days when much of the attention is on the big companies like Clear Channel and Infinity, Jefferson-Pilot Radio Division President **Clarke Brown**, who also happens to be a former employer of this editor, is quite proud that he knows the names of all his GMs, their wives and their kids. "We don't need 'Hello, my name is' badges at our meetings," he says, proudly.

Brown is also proud that his little company continues to do quite well. The radio division represents about

10% of the parent company, Jefferson-Pilot Financial, an insurance and financial services company that has total assets of more than \$26 billion.

Jefferson-Pilot bought its first radio station in 1922 and now owns 17, all in top 50 markets. Brown, who oversees all of these stations, began his radio career 37 years ago

as an account executive at WQXI-AM & FM/Atlanta. With a law degree in hand, Brown, widely respected for his Southern hospitality, charming personality and business savvy, rose through

See Page 40



Brown

JUNE 14, 2002

Univision Makes Play For HBC

■ TV giant gets radio company for \$3.5 billion

By ADAM JACOBSON
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A Spanish-language television giant has agreed to a marriage with a giant of Spanish-language radio. As of R&R's Tuesday-evening deadline, **Univision Communications** — owner of the Univision, Telefutura and Galavision television networks and the Univision Music Group — was expected to



Jacobson

agree to a \$3.5-billion merger with **Hispanic Broadcasting**.

News of a probable deal between the two companies was first announced by the *Wall Street Journal* and the *Miami Herald*, both of which cited sources close to the negotiations. R&R additionally confirmed that a deal was

UNIVISION/See Page 22

BMG To Acquire Zomba For \$3 Billion

■ Deal includes Jive's 'N Sync, Britney Spears

By RON RODRIGUES
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Zomba Music Group, the high-flying music organization that includes the Jive Records label, is selling out to **BMG** for nearly \$3 billion. When the deal closes, BMG will have in its stable such artists as 'N Sync, The Backstreet Boys and Britney Spears to go with the likes of Whitney Houston, Pink and The Dave Matthews Band.

Until now BMG has owned 25% of Zomba's publishing business and 20% of its label operations. When those deals were consummated, 12 years ago, Zomba head and founder Clive Calder agreed to a "put" option to sell the remainder of his company to BMG in 2002. With the option expiring at the end of this year, Calder has exercised the option, triggering the sale to BMG.

ZOMBA/See Page 22

Citadel Files For \$575 Million IPO

■ Company plans to trade on NYSE as 'CDL'

By JOE HOWARD
R&R WASHINGTON BUREAU
jhoward@radioandrecords.com

Less than a year after being acquired by Forstmann Little for \$2.1 billion and going private, Citadel has announced that it is returning to the public sector. The company filed to raise \$575 million in an initial public offering on the New York Stock Exchange.

In a June 5 SEC filing Citadel, which previously used the ticker symbol "CITC," proposed use of the ticker symbol "CDL" for its next life as a publicly

CITADEL/See Page 28



Suleman

Logan Set As OM Of WUSN/Chicago

By LON HILTON
R&R COUNTRY EDITOR
lhilton@radioandrecords.com

Eric Logan has been named to the newly created OM position at Infinity's Country **WUSN/Chicago**. Logan, who is also Infinity's Country Format Captain and who currently works in Tampa as OM of the company's Sports WQYK-AM, Country combo WQYK-FM & WYUU and Buccaneers Radio Network, is expected to take on his new duties by early July.

"Leaving behind my friends in Tampa, who are really more like



Logan

LOGAN/See Page 22

A full-page photograph of Whitney Duncan, a blonde woman with long, wavy hair, smiling and looking off-camera. She is wearing a blue and white plaid button-down shirt over a dark top, and blue jeans. She is holding a bright blue electric guitar with a white pickguard. The background is dark and out of focus.

WHITNEY DUNCAN

WHEN I SAID I WOULD

"I knew from the first day of writing with her that she was a real artist. Both Mark Bright and I knew she was the kind of singer/writer that we were looking for. She is a dream to work with. She brings a passion to her work that makes me realize why I make records."

-John Shanks, Co-producer

"Whitney Duncan has the 'It' factor! Whitney's new song 'When I Said I Would' is a riveting sonic harmonic that has me glued to my radio!!!"

-Scott Mahalick- PD-KBWF/San Francisco

CHECK OUT "WHIT'S WHIT!"

She's more than just powerful pipes and a pretty face! Whitney Duncan is also pretty darn funny. The rising country star presents an ongoing series of humorous videos you can see on [AOL's theboot.com](http://AOL.s.theboot.com)!

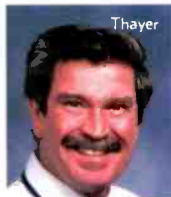
FOR IMMEDIATE AIRPLAY

Perspectives

Broadcasters who made the biggest difference: Larry Lujack, WLS/Chicago; Dan Ingram, WABC/New York; Jackson Armstrong, WKBW/Buffalo.

Chuck Buell on WLS one Sunday night played 89 songs in a row. On March 16, I played my 500,000th song in a row. Just 2.75 more years to make the goal of 1 million songs in a row.

Promotions: Twice, I did a 100-hour on-air marathon (1973, WFLB for Humane Society; 1979, WRNO for MDA). I kissed 3,225 ladies in 89 hours for a world record in 1978 during an LSU football marathon. WLCS broadcast the proceedings. Mud wrestling (with ladies) was fun in the early '80s.



—Dr. "Doc" Thayer, owner
WZPH/Zephyrhills, Fla.

Mo Ostin

TRIBUTE

Oddly, the man that I consider to be the biggest influence on my professional life is someone I have never met or even spoken to. The first time I ever heard the name "Mo Ostin," I was a 16-year-old kid, working in the hippest record store in Cincinnati. Growing up in "Leave It to Beaver" land, I don't think I'd ever heard the name "Mo" before, but this guy ran the company that gave us Jimi Hendrix, James Taylor, Neil Young, the Grateful Dead and Joni Mitchell—so he must be cool.

But it was years later, as my passion for music twisted and turned into a career, that I began to understand that this man was truly a giant. His major accomplishments are well-documented and the success that Warner Bros. Records experienced under his leadership is, of course, unparalleled.

But the real story of the greatness of Mo Ostin can be heard in "smaller" conversations with the artists who recorded for him and the many successful people who worked "for" him, either directly or from a point somewhere in the culture that he built and protected.

Ask the artists: This is a man who knew and understood the sometimes overwhelming internal creative need to reinvent, to move forward, with unique artistic integrity, combined and complicated by the often cold realities of the commercial box.

Ask the staff: This is a man who hired the right people, trusted them to perform their duties and treated them with love and respect, knowing at all times that this was not just a "nice" way to run the company, it was the "smart" way to realize the full potential out of everyone in the "family."

This is a man who made tough decisions by the minute but who refused to refer to the music as "product" and refused to let go of the notion that no matter what the task at hand, those involved should feel like they are playing on a

PIVOTAL EVENT 2003

Dixie Chicks Radio Ban Makes Senate Panel Hit List

Just days before the U.S.-led invasion of Iraq in March 2003, Dixie Chicks lead vocalist Natalie Maines uttered remarks during a London concert that would dramatically transform the multiplatinum band's career: "They didn't want this war, this violence, and we're ashamed the President of the United States is from Texas." Four months later, Maines may have been thousands of miles away but she and her bandmates were stars of a Senate Commerce Committee hearing on the effects of consolidation on the radio industry.

Cumulus chairman/CEO Lew Dickey faced intense questioning as committee chairman John McCain lambasted him for a company decision to ban the superstars' music on all 50 of its country stations following Maines' comments. In fact, McCain told Dickey the decision stood in the way of the Chicks' First Amendment rights.

"I was more offended, or as offended as anyone by the statement," McCain told Dickey. "But to restrain their trade because they exercised their rights of free speech, to me, is remarkable. It's a strong argument about [what] media concentration has the possibility of doing."

Although Dickey insisted the decision was made in response to a "groundswell of negative reaction" from listeners and after several meetings with station programmers, McCain said he was greatly disturbed that the decision came from corporate headquarters. Conceding that it emanated from the corporate level, Dickey said the decision was made only after local managers said listeners had objected to hearing the group's music. After 30 days PDs were invited to decide for themselves whether to resume playing the Dixie Chicks.—Erica Farber

RADIO & RECORDS

Convention Memory

"I remember when Erica Farber introduced me, Jim Bohannon and a few others at the 10th Talk Radio Seminar as having been at all the conventions without missing one, and in fact—Jimbo and I figured out I am now the only person alive who has been to every one of R&R's events. Don't know what it's worth, but there it is."

—Doug Stephan, "boss," Stephan Multimedia



Stephan



Ostin

winning team and that the experience overall must be fun and rewarding.

This is what I know of a man for whom the closest I have ever been was to stand and stare as he walked past me at the Grammy Awards. Is Mo Ostin everything that his quiet legend says he is? I don't know. But for the better part of the last 38 years, I have watched and studied, questioned and marveled. I hope that in my career I have conducted myself with half the level of professionalism, integrity and humanity that I have seen from a distance in Mo Ostin.

—Mike Dungan, president/CEO
Capitol Nashville

2005 CONTINUED

Urban AC

KEM I Can't Stop Loving You

Canada Rock

GREEN DAY Boulevard Of Broken Dreams

Canada Country

JO DEE MESSINA My Give A Damn's Busted

Canada CHR

USHER Caught Up



Canada Hot AC

LIFHOUSE
You And Me

Canada AC

MICHAEL BUBLÉ
Home

2006

All Format

MARY J. BLIGE Be Without You



AC

JAMES BLUNT You're Beautiful

Active Rock

THREE DAYS GRACE Animal I Have Become

Alternative

RED HOT CHILI PEPPERS Dani California



Americana Albums

ROSANNE CASH Black Cadillac

ARE YOU YOUR JOB?

At a time when many are questioning their career decisions, consultant **John Parikhal** tells you in this week's Management/Marketing/Sales section how to evaluate your career identity and tackle anxiety about where you stand and your future. Consultant **Dave Van Dyke** outlines how to become a master delegator — skills that are sure to improve your time management and executive efficiency. **Dan O'Day** and **Jeffrey Hedquist** give important copywriting lessons, while sales maven **Irwin Pollack** helps AEs reinforce radio's strengths vs. cable TV.

Pages 6-8

LESSONS LEARNED AT R&R TRS

Last month News/Talk/Sports movers and shakers converged on Southern California for the R&R Talk Radio Seminar. This week **Al Peterson** asks, "What did you learn at TRS?" Read the responses of **WABC/N.Y.'s Phil Boyce**, **KFI/L.A.'s Robin Bertolucci**, **KSTP/Minneapolis' Joe O'Brien** and more.

Page 13

R&R NUMBER ONES

CHR/POP

• 50 CENT In Da Club (Shady/Aftermath/Interscope)

CHR/POP

• 50 CENT In Da Club (Shady/Aftermath/Interscope)

URBAN

• SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)

URBAN AC

• TYRESE How You Gonna Act Like That (L)

COUNTRY

• DARRYL WORLEY Have You Forgotten (DreamWorks)

AC

• CHRISTINA AGUILERA Beautiful (RCA)

HOT AC

• AVRIL LAVIGNE I'm With You (Arista)

SMOOTH JAZZ

• MINDI ABRAJ Lucy's (GRP/VMG)

ROCK

• AUDIOSLAVE Like A Stone (Interscope/Epic)

ACTIVE ROCK

• LINKIN PARK Somewhere I Belong (Warner Bros.)

ALTERNATIVE

• LINKIN PARK Somewhere I Belong (Warner Bros.)

TRIPLE A

• JASON MRAZ The Remedy (I Won't...) (Elektra/EEG)

CHRISTIAN AC

• NEWSBOYS He Reigns (Sparrow)

CHRISTIAN CHR

• SWITCHFOOT More Than Fine (Sparrow)

CHRISTIAN ROCK

• SEVENTH DAY SLUMBER I Know (Crown)

CHRISTIAN INSPO

• AVALON Everything To Me (Sparrow)

SPANISH CONTEMPORARY

• RICKY MARTIN Tal Vez (Sony Discos)

TEJANO

• KUMBIA KINGS... No Tengo Dinero (EMI Latin)

REGIONAL MEXICAN

• TIGRES DEL NORTE Mi Soldado (Fonovisa)

TROPICAL

• GILBERTO S. ROSA Si Te Digeron (Sony Discos)

ISSUE NUMBER 1500



THE INDUSTRY'S NEWSPAPER
www.radioandrecords.com

1,500TH ISSUE

R&R Reaches Milestone: 1,500th Issue Published

First edition of R&R was dated Oct. 5, 1973

By Erica Farber

Publisher/CEO
efarber@radioandrecords.com

In an era of consolidation combined with a challenging business environment, this week marks the 1,500th issue of R&R, the industry's newspaper. Issue No. 1 was published on Oct. 5, 1973, and for 30 years R&R has continued to serve the radio and music industries with unbiased news coverage, accurate and credible charts, and key information and feature stories designed to help executives perform their jobs more effectively.

In an average week R&R publishes approximately 1,500 words per page, which, multiplied by 1,500 issues, equals 2.25 million words. Multiply that by the

number of pages published each week, and that figure moves way into the hundreds of millions.

R&R publishes 51 weeks a year, suspending one week during the December holidays. The short hiatus was established to enable the music industry to take a much-needed break. In the company's 30-year history we've missed publishing only one week, due to the terrorist activity of Sept. 11, 2001.

The very first issue of R&R consisted of 24 total pages and included headlines heralding format flip in Seattle, the announcement that Dallas had a new live-programmed FM station,

MILESTONE ▶ See Page 10

Radio Revenue Advances 7% In February

By Jeff Green

R&R Executive Editor
jgreen@radioandrecords.com

Registering their 12th consecutive month of revenue gains, radio sales increased 7% in February compared to the same month in 2002, thanks to an 8% jump in local dollars and a 5% boost in national sales. Year-to-date, radio is up 7% overall so far, with local business 6% ahead of 2002 and national up 11%.

The figures are particularly encouraging in light of the advertiser edginess that was expected with the then-impending war in Iraq. That concern is reflected in the growth slowdown of national revenue, with February's 5% speed bump representing the weakest year-to-year improvement since

REVENUE ▶ See Page 3

Infinity Makes N.Y. 'Blink'

By Kevin Carter

R&R AC Editor
kcarter@radioandrecords.com

On the heels of April 10's gala launch party in New York, Infinity finally debuted the long-awaited new identity of WNEW/New York: "102.7 Blink." The station's female-targeted format, as described by Infinity President/Programming Andy Schuon, is an "innovative, highly entertaining and absorbing format of Top 40 music and insider Hollywood news and gossip designed to become the Zeitgeist of entertainment and pop culture for New York radio listeners."

Once the station launched, however, the music mix — while decidedly Hot AC at its core — also leaned heavily on late '70s and '80s

gold, along with many currents shared by crosstown CHR/Pop WHTZ, Hot AC WPLJ and Dance-oriented WKTU.

As many had predicted for months, WNEW will take advantage of its in-house ties to such Viacom brands as

Entertainment Tonight, VH1 and MTV — as well as content partners AOL Broadband and US Magazine — in providing listeners with features. Additionally,

WNEW has brought on three full-time reporters — two of whom will be based in Los Angeles — to cover the entertainment scene.

Steve Kingston, PD of Alternative sister WXRK/New York, adds OM duties

BLINK ▶ See Page 3

Blink
102.7FM

APRIL 18, 2003

Ienner Appointed To Sony Music U.S. President Post

Longtime CRG exec oversees all domestic labels

By Frank Correla

R&R Music Editor
fcorrela@radioandrecords.com

Don Ienner has been named to the newly created post of President, Sony Music U.S. Based in New York and reporting to Sony Music Entertainment Chairman/CEO Andrew Lack, Ienner will oversee the operation of all Sony Music labels in the U.S., including Columbia Records Group, Epic Records, Sony Classical, Sony Music Nashville, Sony Music Sound-



Ienner

trax, Sony Wonder and Legacy Recordings.

He will also work closely with the company's senior management team in developing and implementing strategic initiatives related to a wide array of areas, including sales and distribution.

"During his tenure with the company Don Ienner has built Columbia Records into one of the most

IENNER ▶ See Page 15

CC Severs Ties With Indies

'Format Liaison Team' to handle label relations

By Adam Jacobson

R&R Radio Editor
ajacobson@radioandrecords.com

On April 9 Clear Channel took a major step toward improving its image on Capitol Hill by announcing that it will sever its ties with the independent promoters it currently does business with following the expiration of those contracts.

The decision by the company to end its involvement with indies could have a ripple effect across the radio industry. Clear Channel's agreements are set to expire in June and July, and while the independent-promotion business has come under scrutiny for allegedly influencing what gets placed



Hogan

on playlists at client stations, Clear Channel emphasized that the indies the company has been working with don't influence what songs end up on the air on its radio stations.

Nevertheless, Clear Channel President Mark Mays explained his company's decision by saying, "We have zero tolerance for 'pay for play' but want to avoid even the suggestion that such a practice takes place within our company." More important, Clear Channel said it agreed to cut its ties with its indies because of pressure from

CLEAR CHANNEL ▶ See Page 10

Emmis Narrows Its Q4 Losses As Radio Sees Gains

By Joe Howard

R&R Washington Bureau
jhoward@radioandrecords.com

Emmis Chairman/CEO Jeff Smulyan tackled everything from his company's debt load to questions about Emmis' possible acquisition of more TV assets and a minority interest in the Los Angeles Dodgers when the company hosted its fiscal Q4 and 2003 earnings conference call on Tuesday.

While some companies will soon be releasing their Q1 2003 earnings, Emmis — thanks to its March-February fiscal calendar — is just getting to its year-end results. But that gives investors and Wall Street watchers a sneak peek at what to expect once the Q1 earnings season hits its stride.

Emmis' Q4 net loss declined

EMMIS ▶ See Page 15

Register for R&R Convention 2003, June 19-21: Page 25

Perspectives

I've been reading R&R for 30 of its 35 years. During my career, I've programmed many stations, launched several formats and did a top-rated morning show for 18 years before leaving to start my own consulting business last November. As you can imagine, I've had the opportunity to work with a lot of people during my 30-year career.

Among the best programmers who come to mind: Guy Zapoleon, Mike McVay, Jimmy Steal, Dave Lange, Steve Rivers, Chris Kampmeier, Kevin Weatherly.

Air talent: Howard Stern, Rick Dees, Jonathon Brandmeier, Mark & Brian, Jimmy Roach, Clarke Ingram, Kevin & Bean



Elliott

GMs: Of all the owners and GMs I've worked for, Miles Sexton, Joe Schwartz, Marilyn Woods and Tom Mosher I would go to war with, because they not only understood programming and sales, but had tremendous people skills and are successful because they trusted those they hired to do their jobs and were extremely supportive.

Station owners: Rick Buckley, John Hearn

Record executives, in alphabetical order: Michelle Babbitt, Artie Gentile, Wendy Goodman, Joanne Grande, Diane Monk-Harrison, Bobby Houck-Jacobs, Dara Kravitz, Mark Rizzo, Megan Youngblood. These get my vote because they've been consistent, had longevity and went about their jobs in the most professional and respectful way.

Promotions: The world famous Black Box promotion, Spin & Win a Car, the Million Dollar Cash Cow

Innovations in technology: Digital equipment, satellite delivery services, FTP sites.

—Mark Elliott, president
Z1 Creative

RADIO & RECORDS

Convention Memory

"When I won local promotion person of the year, President Clinton spoke, and it was just a great time."

—Bebop Hobel, promotion and marketing director, COS Music



Hobel

PIVOTAL EVENTS 2004

FCC Cracks Down On Indecency

A picture is said to be worth a thousand words, but when it came to CBS-TV showing a split-second frame of Janet Jackson's bare breast to millions of unsuspecting Super Bowl halftime show viewers on Feb. 1, 2004, it was worth at least a \$550,000 fine from the FCC. That record fine broke down to a \$27,500 charge—the highest fine allowable at the time—to each of the 20 CBS-owned TV stations broadcasting the game.

Applauded by scores of family advocacy groups and even promoted by then-FCC chairman Michael Powell, the fine set a precedent for how the FCC would police indecency with broadcasters in the future.

The moment sparked an FCC campaign to clean

up America's airwaves. The FCC, already reviewing a listener complaint about a February 2003 program by shock jock Howard Stern, hit Infinity Broadcasting with a \$27,500 fine in March 2004,



Powell

then the next month slammed Clear Channel with a whopping \$495,000 fine for an April 2003 Stern show. Broadcasters responded with "zero tolerance" indecency policies, and Clear Channel ejected Stern from its stations. In early October that year, Stern announced he was headed to Sirius Satellite Radio. Others, including Bubba the Love Sponge and the Regular Guys, also soon

succumbed to the pressures of the FCC's indecency crackdown and looked for alternate platforms to practice their craft.—Jeffrey Yorke

Eliot Spitzer Takes On Payola

By mid-2005, Eliot Spitzer had become a tsunami in the entertainment business, ultimately forcing all four major-label groups to "stop making payments and providing expensive gifts to radio stations and their employees" in return for radio airplay. Then-New York Attorney General Spitzer, whose wide-sweeping investigation began in August 2004 and quickly led to subpoenas through the record and radio industries, began with Sony BMG.

After being mired in the investigation, Sony signed a consent agreement July 25, 2005, to halt "pervasive 'pay-for-play'" behavior in the industry, agreeing to make a \$10 million payment to the Rockefeller Philanthropy Advisors to New York state not-for-profit entities, funding programs aimed at music education and appreciation.

Before his investigation was over, Spitzer had dozens of e-mails that detailed payola plans. He

used them to bring shame—and obtain consent decrees plus multimillion-dollar settlements—from such giants as Warner Music Group, CBS Radio, Citadel, Clear Channel and Entercom. In all, the radio companies made a \$12.5 million "contribution" to the U.S. Treasury and agreed to implement a series of business reforms and compliance measures, such as prohibiting stations and employees from exchanging airtime for cash or items of value; limiting gifts, concert tickets and other valuable items from labels to stations or employees; appointing compliance officers responsible for monitoring and reporting company performance; and training for programming personnel.

Spitzer's enforcement helped propel him into the New York governor's office. But he left in disgrace March 18, 2008, after acknowledging involvement in a call-girl ring.—Jeffrey Yorke



Spitzer

2006 CONTINUED



CHR/Top 40
NELLY FURTADO FEAT.
TIMBALAND Promiscuous

Christian AC
AARON SHUST My Savior, My God

Christian CHR
BARLOWGIRL I Need You To Love Me

Christian Inspo
MARK HARRIS Find Your Wings



Christian Rock
KUTLESS Shut Me Out

Country
RODNEY ATKINS
If You're Going Through
Hell (Before The Devil
Even Knows)

Gospel
DONALD LAWRENCE PRESENTS THE TRI-
CITY SINGERS The Blessing Of Abraham

Heritage Rock
SHINEDOWN Save Me

Hot AC
THE FRAY Over My Head
(Cable Car)

Latin Pop
MANÁ Labios Compartidos

Latin Rhythm
RAKIM & KEN-Y Down



Maná

ON A WING AND ... ANOTHER WING

How many nonmusical NTR events do you know of that draw 20,000 fans? This week's Management/Marketing/Sales section offers a look at the lunacy behind one of radio's great entertainment spectacles: WIP/Philadelphia's annual Wing Bowl. Also: Irwin Pollack's 40 sales-meeting idea-starters, Craig Zimmerman on the kinds of e-mail messages to send your database, John Lund's 40-Point Sales Promotion Checklist, Jeffrey Hedquist on new ways to write creatively, Bayliss Scholarship Spotlight recipient David Black and more

Pages 8-10

KANE'S BEATLE MEMOIRS

In 1964, legendary Philadelphia TV news anchor Larry Kane went on the road with The Beatles for one full month — originally against his own instincts. He reminisces about the experience as part of R&R's salute to the Fab Four's 40th anniversary.

Starts on Page 3

R&R NUMBER ONES

CHR/POP

- OUTKAST The Way You Move (Arista)

CHR/RHYTHMIC

- TWISTA... Slow Jamz (Atlantic)

URBAN

- TWISTA... Slow Jamz (Atlantic)

URBAN AC

- ALICIA KEYS You Don't Know My Name (J)

COUNTRY

- TOBY KEITH American Soldier (DreamWorks)

AC

- SHANIA TWAIN Forever And For Always (Mercury/IDJMG)

HOT AC

- 3 DOORS DOWN Here Without You (Republic/Universal)

SMOOTH JAZZ

- CHRIS BOTTI Indian Summer (Columbia)

ROCK

- NICKELBACK Figured You Out (Roadrunner/IDJMG)

ACTIVE ROCK

- NICKELBACK Figured You Out (Roadrunner/IDJMG)

ALTERNATIVE

- INCUBUS Megalomania (Epic)

TRIPLE A

- NORAH JONES Sunrise (Blue Note/EMC)

CHRISTIAN AC

- MATTHEW WEST More (Sparrow/Universal South)

CHRISTIAN CHR

- JEREMY CAMP Right Here (BEC)

CHRISTIAN ROCK

- SANCTUS REAL Beautiful Day (Sparrow)

CHRISTIAN INSP

- STEVEN C. CHAPMAN Moment Made For... (Sparrow)

SPANISH CONTEMPORARY

- MARCO A. SOLIS Mas Que Tu Amigo (Fonovisa)

TEJANO

- INTOCABLE Soy Un Novato (EMI Latin)

REGIONAL MEXICAN

- MONTEZ DE OURANGO Lagrimas De Cristal (Disa)

TROPICAL

- VICTOR MANUELLE Tango Ganas (Sony Discos)

ISSUE NUMBER 1543



Congress Ponders Prevention Of Indecency In Broadcasting

By Adam Jacobson
R&R Radio Editor
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Capitol Hill last week devoted a day to discussing ways to keep indecent material off the airwaves. While the now-infamous "wardrobe malfunction" by entertainer Janet Jackson during the Super Bowl XXXVIII half-time show was the main reason the Senate Commerce Committee and House Telecommunications Subcommittee held concurrent hearings, radio's role in airing indecent material was also addressed by legislators in both houses of Congress.

In the second of two hearings scheduled on Feb. 11, the House Telecommunications Subcommittee played

host to Viacom President/COO Mel Karmazin, NFL Commissioner Paul Tagliabue and all five FCC commissioners at a daylong hearing that at times turned into a grilling session. During his time in front of the subcommittee

"What we need is a road map. It is not clear what exactly is meant by indecency."
Mel Karmazin

members, Karmazin was peppered with questions from such House members as Mike Bilirakis and Ed Markey.

Right off the bat, Bilirakis asked Karmazin if indecency on radio far surpasses that on TV. Karmazin's reply: "Yes." Bilirakis then asked if it would be realistic to have someone at a radio station on call 24 hours a day to "bleep out" anything that could be ruled indecent. Karmazin explained

INDECENCY • See Page 6

Brown Becomes WCBS-FM/New York's VP/GM

Chad Brown has added VP/GM duties at Infinity's flagship Oldies station, WCBS-FM/New York, effective Feb. 23. A veteran Infinity sales executive, Brown will continue to serve as Director/Sales for Infinity's entire New York cluster but will relinquish GSM duties for the cluster's News WCBS-AM.

Brown's appointment follows an August 2003 regional restructuring at Infinity that saw WFAN/New York VP/GM Lee Davis add those duties at WCBS-FM. Davis will now focus solely on WFAN.

"It's incredibly exciting for me to be going to 'CBS-FM,'" Brown told R&R. "I've been representing this property for a long time, almost 15 years, and I'm just as excited as anybody to be taking over this station."

Brown's experience includes

BROWN • See Page 12

FEBRUARY 20, 2004

Seacrest Takes Mornings At KIIS

On-Air will replace legendary Dees in wakeups

By Keith Berman

R&R Associate Radio Editor
kberman@radioandrecords.com

Former KYSR/Los Angeles afternoon host Ryan Seacrest has been named morning host at Clear Channel CHR/Pop sister KIIS/Los Angeles. Though an official start date has not been announced, Seacrest will replace Rick Dees, the radio icon who last week departed KIIS after 22 years in wakeups.

The new morning show will have the same name as Seacrest's Fox-syndicated TV program, *On-Air With Ryan Seacrest*, and will broadcast from the studios specially built for that show in Hollywood, CA.

Interestingly, the announcement of Seacrest's new morning job was made on his TV show when, during an appearance by Britney Spears, the recording artist said, "Hey, I want to congratulate you on being the new morning jock on KIIS-FM." Seacrest responded, "Yeah, that's right. I'm going to be on 102.7 KIIS-FM here in Los Angeles. You can come on any time you want."

Clear Channel/Los Angeles VP/Programming and KIIS PD John Ivey said, "We couldn't be more excited about the future of KIIS-FM with Ryan Seacrest."

SEACREST • See Page 12



Seacrest

LATEST EARNINGS

Cumulus Recovers From Losses, Falls Short Of Analyst Estimates

By Joe Howard

R&R Washington Bureau
jhoward@radioandrecords.com

Cumulus Media late Tuesday reported Q4 2003 earnings that fell short of Wall Street expectations but that helped the company recover from year-ago losses. The company's earnings of 7 cents per share fell 4 cents shy of Thomson First Call's consensus estimate of 11 cents, although Cumulus' Q4 net earnings rebounded from a loss of \$1.9 million (3 cents) in Q4 2002 to a gain of \$4.9 million.

Cumulus' Q4 net revenue grew 6%, to \$74.9 million,

while station operating income rose 2%, to \$27.3 million. On a pro forma basis, net revenue was flat at \$74.2 million and station operating income slipped 3%, to \$27.1 million. On a same-station basis, net revenue grew 2% and station operating income was flat.

For full-year 2003 Cumulus' net revenue increased 12%, to \$282 million, while station operating income rose 10%, to \$102.4 million. Net income rebounded from a loss of \$92.8 million in 2002 to a profit of \$5 million in 2003, but the 2002

EARNINGS • See Page 25

25 Years Of Hip-Hop

P.R.O.P.S. (Programmers Reminisce Over Past and Present Successes)

By Dana Hall

R&R Urban Editor
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In 1979 Sugar Hill Records released the single "Rapper's Delight" by a little-known New York rap trio, The Sugar Hill Gang. It was not the first rap record ever made, but it was the first to experience commercial success on both the Urban and Pop charts. It is in recognition of this milestone that we celebrate 25 years of hip-hop in this week's Urban and Rhythmic sections of R&R.

Rap started long before that, in the basements of Brooklyn row houses, in the projects of Queens and in the streets of the "Boogie Down" Bronx. When it finally hit radio in 1979, it was already a growing cultural movement

among African-American youth.

During hip-hop's 25-year history the genre has had phenomenal success artistically and financially, but it has also faced many challenges and barriers at radio and with the public.



In celebration of hip-hop's 25 years on the radio, R&R asked radio and record-industry professionals to share their memories and observations of how the music has evolved and grown over the years, as well as how it has changed our industry. Here's what they had to say.

See Page 38

McClendon Now Arista SVP/Urban

By Frank Correia

R&R Music Editor
fcorreia@radioandrecords.com

Cecilia "C.C." McClendon has been elevated to Sr. VP/Urban Promotion at Arista Records. Overseeing the daily operations of the urban promotion department, she serves as a liaison between her area and the marketing and sales departments and heads national radio launches for all Urban and Urban AC single and album releases. Based in New York, McClendon reports to Exec. VP/Promo Steve Bartels.

"C.C. has done a phenomenal job in turning around urban promotion at Arista," Bartels said. "She has incredible spirit, drive, purpose and leadership



McClendon

MCCLENDON • See Page 12

Coming next week: R&R News/Talk All-Star Players!

Perspectives

I've been doing radio for 30 of Radio & Records' 35 years. I've seen the record, tape, cart and CD disappear. I remember when the radio station got its first fax machine. We all watched to see the fax coming through like a baby being born. I remember DJs fighting to drive the station van just to use the new mobile bag phone. Now I can control my station from a cell phone sitting at church—and talk to my afternoon guy who lives on the West Coast. One thing that has stayed the same: Radio equals chaos.



—Rod Kittleman, PD
KADI (99 HIT FM)/Springfield, Mo.

Our Famous Fans: Peter Frampton



Bob Wilson, Wolfman Jack, Jim Croce

TRIBUTE

It was a few months before the first Radio & Records was published. I was new to the music industry, working at ABC/Dunhill Records. I had met Bob Wilson a year before when he was PD of KDAY/Los Angeles. I called him one day in late 1972 and asked if he'd be interested in having me bring a new artist to his station. So I brought Jim Croce to KDAY 1580. Jim spent one hour on the air together with Bob's night jock, Wolfman Jack. I wish I had that aircheck today.

A year later Bob was leaving KDAY. He came over to ABC and made a presentation to the promotion staff, which included Marvin Deane, Pat McCoy, Sammy Alfano, Larry Saul, Jon Scott, myself and our boss, Dennis Lavinthal. Bob asked us to consider supporting his new publication, R&R.

PIVOTAL EVENT 2005

The Proliferation Of Jack FM

An explosion of adult hits stations reached the airwaves in 2005 as the format replaced oldies outlets in the nation's biggest markets. In March 2005, the Canadian-born Jack FM took a big leap into the United States on Infinity's KCBS-FM/Los Angeles, ending 11 years of classic rock as Arrow 93.1. KCBS' format change came right after a surprise move to Jack FM for Susquehanna's oldies WGLD/Indianapolis.

The adult hits bandwagon rolled into Philadelphia as AC WMWX shifted to the "play anything" presentation as 95.7 Ben FM. Then ABC Radio's WDRQ/Detroit abandoned CHR/top 40 as 93.1 Doug-FM. Jack FM debuted in San Diego on hot AC KFMB-FM. Smooth jazz WSSM/St. Louis was next as it

became WARH (106.5 the Arch)—the top-rated music station in the summer Arbitron that year.

WQSX/Boston dropped rhythmic AC to become Mike FM, followed by WXPT/Minneapolis going Jack. Oldies KKSN/Portland, Ore., flipped to Charlie FM, while alternative KRQI/Seattle became another Jack outlet.

By May, three more oldies outlets had joined the adult hits boon: WQSR/Baltimore, WMAK/Nashville and WBUF/Buffalo. June 3 was the day that Infinity shocked the nation by flipping famed oldies WCBS-FM/New York and WJMK/Chicago to Jack outlets.

Meanwhile, Jack FM officially went national as ABC Radio Networks inked an exclusive deal to develop and market a 24/7 Jack format to affiliates across the United States.—Cyndee Maxwell

RADIO & RECORDS

Convention Memory

"I was taken by Fred Thompson's appearance to tout his role as Paul Harvey's backup before he managed to find an even less permanent line of work than radio: presidential candidate. Next, perhaps, he should consider parliamentarian for the Anarchists' Society."

—Jim Bohannon, talk show host, Westwood One



which was about to start up. After he left, one of the comments in the room was, "How in the world can we support a new tip sheet?" At that time there was the Gavin Report, the Bob Hamilton Radio Report, the Kal Rudman sheet, the Confidential, Mickey Turntable and the Bobby Poe Report. (Dennis also co-founded Hits in 1986.) Then someone else commented that Bob's idea of publishing on Tuesday night instead of the then-current system of Friday would never work. So much for our opinion at that time.

—Steve Resnik
R&R Street Talk Daily account rep

2006 CONTINUED

Rap

LIL JON FEAT. E-40 & SEAN PAUL OF THE YOUNGBLOODZ Snap Yo Fingers

Regional Mexican

MARIANO BARBA Aliado Del Tiempo

Rhythmic

CASSIE Me & U

Smooth Jazz

PAUL BROWN Winelite



Smooth Jazz Indicator

EUGE GROOVE Chillaxin

Triple A

JACK JOHNSON Upside Down

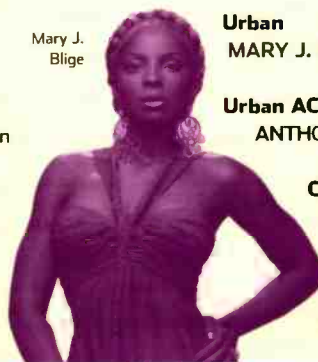
Triple A Indicator

KT TUNSTALL Suddenly I See

Tropical

MARC ANTHONY
Que Precio Tiene El Cielo

Mary J. Blige



Urban

MARY J. BLIGE Be Without You

Urban AC

ANTHONY HAMILTON Can't Let Go

Canada Rock

RED HOT CHILI PEPPERS Dani California

Canada Country

BON JOVI DUET WITH JENNIFER NETTLES
Who Says You Can't Go Home



R&R

Congratulations on 35 Years

**Radio & Records means
the Radio Industry
working together with
the Record Industry =
winning results for both!**

**Just remember,
its all about
Working Together!**

The Jesus Garber Company

EXCEPTIONAL WOMEN

That's the name of a public-affairs program on WMJX (Magic 106.7)/Boston — a program that's won a remarkable 19 awards. The show is celebrating 12 years of candid conversations in a way that is unique and intimate.

See Page 45

THE SCHOOL OF ROCK

Rock Editor Ken Anthony offers a nuts-and-bolts checklist to effectively program music — one of the most important keys to success for your radio station.

See Page 55

R&R NUMBER 1s



CHR/POP GAVIN DEGRAW
I Don't Want To Be (J/RMG)

CHR/RHYTHMIC

MARIO Let Me Love You (J/RMG)

URBAN

MARIO Let Me Love You (J/RMG)

URBAN AC

ALICIA KEYS (TOMY, TONI, TONE) Diary (J/RMG)

GOSPEL

J MOSS We Must Praise (Gospeo Centric)

COUNTRY

DARRYL WORLEY Awful, Beautiful Life (DreamWorks)

AC

LOS LONELY BOYS Heaven (OR Music/Epic)

HOT AC

600 GOO DOLLS Give A Little Bit (Warner Bros.)

SMOOTH JAZZ

RICHARD ELLIOT Your Secret Love (GRP/VMG)

ROCK

GREEN DAY Boulevard Of Broken Dreams (Reprise)

ACTIVE ROCK

GREEN DAY Boulevard Of Broken Dreams (Reprise)

ALTERNATIVE

GREEN DAY Boulevard Of Broken Dreams (Reprise)

TRIPLE A

GREEN DAY Boulevard Of Broken Dreams (Reprise)

CHRISTIAN AC

CASTING CROWNS Voices Of... (Beach Street/Reunion/PLG)

CHRISTIAN CHR

SWITCHFOOT This Is Your Life (Sparrow/EMI CMG)

CHRISTIAN ROCK

RELIENT K Be My Escape (Gotee)

CHRISTIAN INSPO

CASTING CROWNS Voices Of... (Beach Street/Reunion/PLG)

SPANISH CONTEMPORARY

JUANES Nada Valgo Sin Tu Amor (Universal)

REGIONAL MEXICAN

LOS TUCANES DE TULUANA El Vnus Del Amor (Universal)

TROPICAL

MONCHY & ALEXANDRA Perdidos (J&N)

ISSUE NUMBER 1589



THE INDUSTRY'S NEWSPAPER
www.radioandrecords.com

Alternative checks in on 'Less Is More': Page 59

Nationwide Ad Campaign Promotes Power Of Radio

Blitz designed to counter focus on satellite, iPods

Thousands of radio stations all over the United States have embarked on an ambitious promotion campaign designed to remind lis-

teners of how much radio is part of their lives. Fifteen radio groups were on board for Monday's launch, each contributing a bank of 30-second promotional spots. The spots will have a combined value over six weeks of more than \$28 million.



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CAMPAIGN See Page 11

WNEW/New York Makes Martini PD

By Julie Kertes
R&R AC/Hot AC Editor
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Infinity Broadcasting has named Rick Martini PD of Rhythmic AC WNEW (Mix 102.7)/New York. He replaces Frankie Blue, who resigned last week.

"Rick is an experienced broadcaster and a veteran of the New York market," said WNEW VP/GM Maire Mason. "He has a passion for the format, and his leadership qualities are exemplary. We are very fortunate to have Rick on the Mix team."

Martini was Asst. PD/MD of WNEW from 2003-04 and was instrumental in its launch as Mix 102.7. He left the station last July to become Asst. PD for clustrmate WCBQ-FM.

"I'm very exciting about returning to Mix 102.7," Martini told R&R. "In the past year the

MARTINI See Page 11

Randy Goodman's Magic Kingdom

A banner year for Disney's Lyric Street

By Lon Melton and Chuck Aly
R&R Nashville Bureau

Lyric Street President Randy Goodman has music in his blood. While at Nashville's David Lipscomb University, he was the drummer in a band that included Kim Richey and Bill Lloyd, but his future was in the business side of the industry, and in 1981 he joined RCA/Nashville, where he did it all.

Starting on the lowest rung of the publicity department, he later moved into artist development and

merchandising. He became VP/Product Development in 1988 and in June 1990 was named VP/Promotion & Product Development. That was two months before he and RCA & BNA/Nashville Chairman Joe Galante moved to New York, with Goodman serving as RCA's Sr. VP/Marketing.

The pair returned to Nashville in 1994, with Goodman as Sr. VP/GM of the RCA Label Group/Nashville, which included the RCA and BNA imprints.

See Page 38

JANUARY 14, 2005



The 2005 Consumer Electronics Show was held in Las Vegas Jan. 5-9, and technology is the theme of this week's R&R Focus. Get the scoop on panels, keynotes, announcements and the tempting gadgets to be found on the show floor in R&R's Technology column, Page 10, and look for other tech-related features in this week's issue.

Bonneville Appoints Nat'l Programmers

Solk oversees music outlets; Farley works with N/T

Bonneville's 37 radio stations will receive additional corporate programming support as a result of two new appointments. Greg Solk as National Programming Director/Music and Jim Farley as National Programming Director for News/Talk.

Bonneville President/CEO Bruce Reese said Solk and Farley will work with Bonneville's senior management at the corporate and market levels to create and implement programming strategies and



Solk Farley

BONNEVILLE See Page 22

Radio To The Rescue

The true meaning of localism is felt coast to coast

By Roger Nadel
R&R Exec. Editor
nadel@radioandrecords.com

For months now, terrestrial radio broadcasters have been looking for ways to differentiate their products from what's being offered on satellite and the Internet. Who knew that an event half a world away would bring home that difference? Because of the earthquake and

tsunami that devastated southern Asia two weeks ago, people are once again realizing why their relationship with radio is so personal.

All over the United States and Canada people are heeding the pleas of their favorite jocks, talk show hosts and newscasters to dig in to their pockets to

See Page 8

Sledge Gets New VP/Country Post At Clear Channel

Clear Channel has elevated Regional VP/Southwest Alan Sledge to the newly created position of VP/Clear Channel Country. Sledge will retain his

duties as Director/Programming Operations for Clear Channel's Phoenix cluster and will now be called on to assist local Country programmers throughout the company in developing content.

"Alan has clearly earned this opportunity," said Clear Channel Sr. VP/Programming Tom Owens. "This promotion recognizes Alan's contributions to the success of many



Sledge

SLEDGE See Page 12

DOES YOUR STATION HAVE A WINNING TEAM?

ACADEMY of COUNTRY MUSIC[®]

Submissions for the Academy of Country Music's radio station and on-air personality of the year awards will be accepted beginning **Monday, November 10, 2008**. Look for details and submissions guidelines soon at acmcountry.com or email Brooke Primero at brooke@acmcountry.com for more information!

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This letter to R&R was originally published March 18, 1977.

'Hire An Ex-Telephone Operator'

Dear R&R:

I just read Mike Harrison's article ("Radio Is a Business"). I laughed and read it again. Then I cried. Well-put, Mike. Radio is just a dial-punch away from one master program tape with interchangeable call letters and slogans. For a really good (as in loyal) announcer, I suggest hiring an ex-telephone operator. There are so many ways we make our job in radio an easy one. For instance, it takes time and talent for a music director to listen to music. It's always easier to "watch" the song and see what it does. It takes thought to produce a slogan that builds or supports a strong radio image. It's so much easier to borrow ideas from the "big" stations getting all the ink in the trades.

Let's face it, GMs and PDs are not talent agents. If anything, programmers are geared to marketing music, not personalities. So most of radio's potential talents are without agents to properly market or represent them.

Radio needs more agents for the "egotistical stars" who eventually move into the other fields of entertainment where they are more welcome to succeed.

As a programming consultant, I hope to meet and hire as many stars (or potential stars) as I have openings to fill. If talents need room to grow into giants, I prefer they do it on my stations. The "risk" of a talent leaving is no risk at all. It's an inevitable fact. I'd rather have a good man leave than a really inferior one stay and not be able to get rid of him.

—Ron Stevens
Programming consultant



Our Famous Fans:
George Harrison

PIVOTAL EVENT 2006

Howard Stern Abdicates Terrestrial Throne For Satellite Radio

Shortly after 7 a.m. on Jan. 9, 2006, Robin Quivers asked Howard Stern, "How do you feel?" But she answered her own question, saying, "I feel like we're talking to four people," to which Stern retorted, "This just in, we have two people from Montana listening."

And so began the King of All Media's highly vaunted satellite radio debut. Stern dumbfounded the industry 14 months earlier when he announced plans to abandon terrestrial broadcasting, after 25 years of rewriting the radio playbook, for a \$500 million five-year deal at Sirius Satellite Radio.

Around 8:30 that morning, Stern launched into one of his trademark on-air press conferences. The media turnout in the sleek, blue-lit 4,100-square-foot studio—the largest built at Sirius—was befitting any A-list

Hollywood celebrity: CNN, Fox, MSNBC, "Access Hollywood," "Inside Edition," print journalists and a cadre of reporters from Howard 100 News. Calling terrestrial radio "boring, old-fashioned [and] overcommercialized," Stern termed his Sirius debut "a culmination for all broadcasters" and promised "all kinds of content" delivered through multiple platforms.

After generating unprecedented ratings—and record-setting indecency fines—for previous employer Infinity Broadcasting, Stern said the FCC took "all sorts of topics" off the table for

on-air personalities and that his two Sirius channels would go to "new places" while focusing on the Howard Stern listener. "We don't have to worry about pleasing 10 billion people," he said. —Paul Heine



Stern

RADIO & RECORDS

Convention Memory

"It would have to be doing R&R senior director of digital initiatives John Fagot's 'pick the hits' panel in 2006 in Dallas. I tied with [artist manager] Jamie Kitman to take the trophy. Jamie actually took the trophy home with him though. We were supposed to share."

"'American Idol' judge Randy Jackson and now-Capitol Music Group head of promotion Greg Thompson were also on the panel with us, and it was some of the most fun I've ever had on a panel."

—Helen Little, midday personality,
WLTW/New York



Little

2006 CONTINUED

Canada
CHR/Top 40
SHAKIRA FEAT.
WYCLEF JEAN
Hips Don't Lie

Canada Hot AC
ROB THOMAS
Ever The Same

Canada AC
JAMES BLUNT You're Beautiful

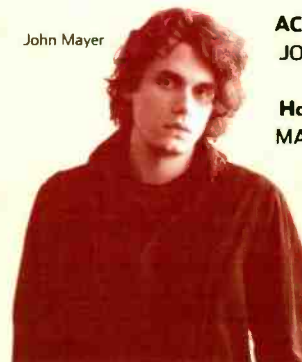


2007
All Format
BEYONCÉ Irreplaceable

CHR/Top 40
FERGIE Big Girls Don't Cry

Rhythmic
T-PAIN FEAT. YUNG
JOC Buy U A Drank
(Shawty Snappin')

John Mayer



AC
JOHN MAYER Waiting On The World To Change

Hot AC
MAROON 5 Makes Me Wonder

Alternative
LINKIN PARK
What I've Done

Active Rock
FINGER ELEVEN Paralyzer



WHAT WOMEN WANT

News/Talk/Sports Editor **Al Peterson** reviews a session from the recent Talk Radio Seminar where the subject was talk targeted to women. Knowledge Network's Maura Clancy says such programming could bring 50% more women to Talk radio than are currently listening to it.

See Page 8

LIVE AND LOUD

Have you ever left a concert and wished that you could hear the show all over again? Well, thanks to Instant Live and SRS Labs, you can now buy a surround-sound CD of the performance on your way out of the venue.

See Page 15

R&R NUMBER 1s



TROPICAL
ANDY MONTAÑEZ
Se Le Ve (SGZ/Univision)

CHR/POP

SEAN PAUL Temperature (VP/Atlantic)

CHR/RHYTHMIC

CHAMILLIONAIRE I/KRAYZIE BONE Ridin' (Universal)

URBAN

T.I. What You Know (Grand Hustle/Atlantic)

URBAN AC

A. HAMILTON Can't Let Go (So So Def/Zomba Label Group)

GO/PEL

DONALD LAWRENCE The Blessing Of... (EMI Gospel)

COUNTRY

BON JOVI w/J. NETTLES Who Says... (Mercury/10JMG)

SMOOTH JAZZ

PAUL BROWN Winelight (GRP/VMG)

AC

JAMES BLUNT You're Beautiful (Custard/Atlantic)

HOT AC

DANIEL POWTER Bad Day (Warner Bros.)

ROCK

RED HOT CHILI PEPPERS Dani California (Warner Bros.)

ACTIVE ROCK

GODSMACK Speak (Universal Republic)

ALTERNATIVE

RED HOT CHILI PEPPERS Dani California (Warner Bros.)

TRIPLE A

JACK JOHNSON Upside... (Brushfire/Universal Republic)

CHRISTIAN CHR

BARLOWGIRL I Need You... (Fervent/Curb/Warner Bros.)

CHRISTIAN AC

AARON SHUST My Savior My God (Brash)

CHRISTIAN ROCK

ELEVENTYSEVEN More Than... (Flicker/PLG)

CHRISTIAN IN/PO

CASTING CROWNS Praise... (Beach Street/Reunion/PLG)

REGIONAL MEXICAN

LOS TIGRES DEL NORTE Señor Locutor (Fonovisa)

SPANISH CONTEMPORARY

ALEJANDRA GUZMAN Volveré A Amar (Sony BMG)

LATIN URBAN

DADDY YANKEE Rompe (El Cartel/Interscope)

ISSUE NUMBER 1655



THE INDUSTRY'S NEWSPAPER

www.radioandrecords.com

Your next PD job: Page 43

APRIL 28, 2006

HAS ADVERTISING KILLED ITSELF?

This week guest columnist and marketing and management expert **Tom Asacker** (pictured) examines what he sees as the sorry state of radio advertising. He says, "Advertising is in the business of soliciting advertising. It is not in the business of helping businesses make deeper connections with their customers. This had better change, and change fast." Page 12.



Rehr Sets New Tone For Radio: 'Embrace Change'

'Immediate Future' was the theme at NAB2006

By Jeffrey York

R&R Washington Bureau Chief
jyork@radioandrecords.com

LAS VEGAS — Newly minted NAB President/CEO David Rehr on Monday told a standing-room-only crowd of several thousand NAB2006 attendees, "I believe that the NAB must move from an organization that is perceived as being on the defensive to one that is on offense. We cannot afford to be an organization that is perceived as protecting the status quo, but rather one that embraces change."

The words set a tone that was repeated throughout the

NAB See Page 11



When WOMC/Detroit morning host **Dick Purtan** (second from r) was inducted into the NAB Hall of Fame, he took time to pose with (l-r) Entercom President/CEO and NAB Radio Board Chairman **David Field**, NAB President/CEO **David Rehr** and Bonneville President/CEO and NAB Joint Board Chairman **Bruce Reese**.

Sony BMG Combines Nashville Labels

By Lon Heiton

R&R Country Editor
lheiton@radioandrecords.com

An April 19 internal memo from CEO **Rolf Schmidt-Holtz** to Sony BMG employees announced that the company is "combining the resources of its two Nashville operations in order to create a single powerhouse entity, which will be known as Sony BMG Nashville."

RCA Label Group Chairman **Joe Galante** has been named Chairman of the combined entity, with Sony/Nashville President **John Grady** exiting. R&R has also learned that Sony/Nashville VP/Finance **Jeff Allen** will be leaving the company after a six-to-eight-week transition period.



Galante

SONY BMG NASHVILLE See Page 7

Opie & Anthony Return To CBS Radio

By Keith Berman

R&R Associate Radio Editor
kberman@radioandrecords.com

CBS Radio has named **Opie & Anthony**, who are currently heard on XM Satellite Radio, to replace **David Lee Roth** in all seven markets where Roth had aired. The deal is unprecedented because the duo will air simultaneously on terrestrial and satellite radio.

Rumors of Roth's impending demise as morning jock on several CBS Radio stations finally became reality on April 21, when the company confirmed his departure and Roth said goodbye to his listeners.

O&A See Page 7



Opie & Anthony

Hammer Named KNBR/S.F. PD

By Al Peterson

R&R News/Talk/Sports Editor
apeterson@radioandrecords.com

Bay Area radio veteran **Lee Hammer** has been named PD of **Susquehanna Sports outlets KNBR & KTCT**/San Francisco, which are marketed under the single moniker "KNBR 680 and 1050."



Hammer

Hammer has been interim PD of KNBR for the past eight months following the exit of **Bob Agnew**, who now programs Clear Channel's crosstown Talk outlets **KNEW & KQKE**.

Hammer will continue to report directly to **Susquehanna**/San Francisco Sr. VP/Market

HAMMER See Page 7

A Very Deep Pocket Of Programming Excellence

How technology is essential for radio's future

By Dan Mason

Special to R&R

Dan Mason is a familiar figure to PDs. He came from the programming side of the business, working at great radio stations such as **WZGC (Z93)**/Atlanta and **WPGC-FM**/Washington.

Mason consults several companies in the U.S., and he and his partner, **Walter Sabo**, recently formed an international consulting business that allows them to see examples of how stations around the world use technology.

This week Mason shares with



Mason

R&R readers what he considers a great find.

For more than two years **Walter Sabo** and I have traveled the globe meeting radio programmers, particularly at European stations.

For the most part, it is fair to say that American radio stations are much more advanced than those in Europe. We are more advanced technically, programming-wise and in sales. Recently, however, we came across a deep pocket of

See Page 14

Denver Elevated To Clear Channel RVPP/S. Florida

Clear Channel has promoted **Dave Denver** from OM of its West Palm Beach cluster to Regional VP/Programming of its 27 stations in the Miami-South Florida Trading Area and OM of the Miami cluster. He replaces **Rob Roberts**, who exited last month.



Denver

"Dave's performance in West Palm Beach and his performance during his six-week interim status as RVPP proved to me that he is the person for the job," said Clear Channel Regional VP **Mike Crusham**.

DENVER See Page 11

This letter to R&R was originally published March 10, 1978.

'Female Jocks Defended'

Dear R&R:

I am compelled to address a remark by E. Alvin Davis in his recent R&R interview. Responding to a question on the public's reaction to a female doing top 40, he replies, "My experience has been that it has been quite bad . . . I've heard very few ladies do it well." The reason for this is that women have been allowed too few opportunities in top 40 for many to have developed the skills. Not too long ago, this was said about all women on the air.

The sad thing is smaller-market programmers will read Davis' wisdom and compound this deplorable situation, rather than hiring a promising female talent to develop (as they would with a man), while if they took the chance, they would probably get the same favorable reaction as WSAI [Cincinnati] does with Susan Kennedy.

I can't think of an air personality who can look back on his beginning in the business without wincing. Women will fare no better their first show, first month or first job.

It's not magic, gentlemen, it takes experience.

—Denise Oliver, PD

WIIY (98 Rock)/Baltimore

Our Famous Fans: FCC Commissioner Deborah Taylor Tate



PIVOTAL EVENT 2007

The Launch Of The PPM

After years of research, field tests and industry review that began in 1992, Arbitron's new electronic radio audience measurement system—the Portable People Meter—became currency in Philadelphia in March 2007, following a two-month pre-currency period. Houston became the second PPM market in June 2007, while eight more markets—New York, Nassau-Suffolk, Middlesex, Los Angeles, Riverside, Chicago, San Francisco and San Jose—are scheduled to join the revolution in September.

Earlier in 2008, the Media Rating Council denied accreditation to Arbitron's PPM service in Philadelphia and New York, but the company said in its Feb. 28 Form 10-K filing that it had begun re-auditing both cities, where recruitment

is telephone-based as opposed to address-based recruitment in MRC-accredited Houston.

The Philadelphia PPM service has been dogged by samples with poor demo cell balance and DDI levels in the 18-34 demo, but, during its April conference call on PPM progress, Arbitron said it was "making slow and steady progress" in those areas. VP of sales Carol Hanley added, "We continue to exceed the total sample benchmark and the 18-54 guarantee; we are meeting

or exceeding 91% of the 18-34 age cell benchmarks across eight markets; and there is continued progress in April with 25-34 and 18-34." Current plans call for PPM to be deployed in the top 50 radio markets by 2010, replacing the decades-old diary service. —Mike Boyle



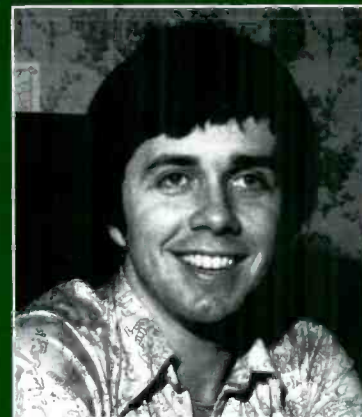
RADIO & RECORDS Convention Memory

"When the R&R Conventions were restarted, the Eagles made an appearance that I'll not forget soon. And watching the unflappable Erica Farber stumble while interviewing Bill Clinton was priceless."

—Ed Mann, president, MannGroup Radio



Flashback



Living the Dream

A lifelong career with RCA Music Group keeps Joe Galante looking young. Who knew in 1977 that he'd be the King of Country? Here's looking at you, Joe.

TATE: JASON MICCOLO, JOHNSON

2007 CONTINUED

Americana Albums

LUCINDA WILLIAMS West

Rock

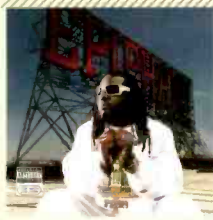
OZZY OSBOURNE I Don't Wanna Stop

Triple A

GOMEZ See The World

Triple A Indicator

JOHN BUTLER TRIO Better Than



Urban

T-PAIN FEAT. YUNG JOC Buy U A Drank (Shawty Snappin')

Urban AC

ROBIN THICKE Lost Without U

Rap

PLIES FEAT. T-PAIN Shawty

Country

RODNEY ATKINS Watching You

Rodney Atkins



Latin Pop

LA 5A ESTACION Me Muero

Regional Mexican

LOS RIELEROS DEL NORTE Dime Quien Es

Tropical

AVENTURA Mi Corazoncito

Latin Rhythm

HECTOR "EL FATHER" Sola



NewsFocus

MOVER

Doyle Upped To Entercom/Rochester Market Manager

After seven years as Entercom/Rochester, N.Y., market manager, Michael Doyle is promoted to regional VP. He will oversee eight of the company's markets: Buffalo; Gainesville; Greensboro; Greenville-Spartanburg, S.C.; Memphis; Rochester, N.Y.; Wichita; and Wilkes-Barre/Scranton, Pa. Doyle succeeds former regional VP Steve Godofsky, who shifted into a senior VP role in July to help the company begin transitioning in advance of his retirement.

—Alexandra Cahill

SHAKER

Houston's 'The Game' Adds Brazier

Gow Communications sports KCOW (1560 the Game)/Houston names Debbie Brazier VP of programming. Brazier has been with the station since April in a consulting role, working on developing and implementing design, programming, equipment, operating systems and FCC compliance. The station was previously known as KILE and aired a multicultural language format, which has moved to crosstown KBRZ (1460). Brazier has been a fixture in Houston radio since 1980 when she came to then-Infinity Broadcasting-owned (now CBS Radio's) KILT. Previous to Houston, she worked at WLUP/Chicago. —Mike Boyle



Brazier

DEALMAKER

Ford Offering HD Radio Across Product Lines

Ford Motor on Sept. 26 became the first automaker to offer HD radio across multiple product lines. The dealer-installed option is already available on most 2008 model year Ford, Lincoln and Mercury vehicles. Additionally, the company has the ability to install HD on earlier models from 2005 to 2007. The initiative will benefit from a multimillion-dollar, 13-week, on-air radio campaign in partnership with the HD Digital Radio Alliance. Spots will air in 100 markets on 700 stations. —Mike Boyle

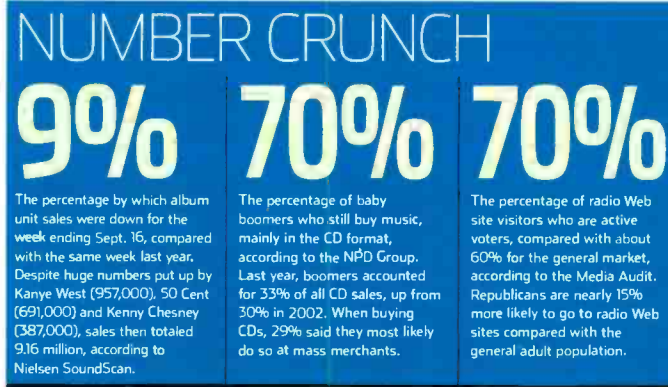
Radio Industry Descends On Charlotte

New-media strategies for radio and the challenges of transitioning to electronic audience measurement are among key topics expected to receive extensive floor time at the R&R Convention and the NAB Radio Show, Sept. 26-28 in Charlotte.

In multiple sessions slated for both conventions, Arbitron's Portable People Meter will come under the industry microscope from programming, marketing, research and sales angles. Broadcasters from the baptism-by-fire PPM markets of Philadelphia and Houston are scheduled to participate.

A number of sessions are also dedicated to new media and technology, from HD radio, Internet and radio synergies to monetizing new-media investments. Pressing regulatory issues on the convention agenda include music industry efforts to impose a performance royalty on terrestrial radio, the proposed satellite radio merger and higher online streaming fees.

"The Bedroom Project: Radio Uncovered," commissioned by Arbitron and conducted by Jacobs Media in February, is set to be unveiled in two separate sessions. The goal of the study is to discover how young Americans consume and interact with technology and gain insights into media habits and usage. In addition to format-specific sessions devoted to programming trends, the R&R Convention has added a track of nearly one dozen sessions on challenges and issues shared by stations in every format. R&R's 27-member news team is reporting on both conventions. Visit radioandrecords.com for continuous coverage. A multipage special report will appear in next week's issue. —Paul Heine



Mixed Reaction To CCR/Houston's Stopset Reduction

Since Clear Channel Radio/Houston's FM properties trimmed the number of commercial stopsets per hour from three to two as part of a developing Portable People Meter strategy, industry reaction has been mixed. "It's not revolutionary; [CCR] hasn't reinvented the clock," J.L. Media director of broadcast Rich Russo says. "People have done that for years. It's never good to have that many ads in a row. The PPM numbers will show people tuning out when you get past the third or fourth commercial."

Universal McCann senior VP/associate director of local broadcast Lowery Ferguson is "intrigued" by what CCR has done in Houston. "As a listener, I prefer it. It actually seems like less clutter."

In an e-mail sent to clients, CCR/Houston made these points about the new stopset policy: "It's only one more minute per break (now five minutes max); typically the stopset won't make it to five minutes, closer to 4.5; reducing station promos to one minute per hour, meaning one more minute of content added to all dayparts."

—Mike Boyle and Katy Bachman, Mediaweek

ON THE WEB

McVay Media Hires WBEB's Conley; Ups Anstandig

McVay Media has hired outgoing AC WBEB/Philadelphia PD Chris Conley as VP of adult contemporary.

The company also promotes current VP of adult formats Daniel Anstandig to president of McVay New Media. Joining him are new-media experts Rockie Thomas and Sean



Conley

Lozensky. Jerry King is elevated to VP of operations, as well as adding oldies to the formats he consults.

McVay Media is headquartered in Cleveland, with consultants located coast to coast and internationally. —Chuck Taylor

Clear Channel Buyout Wins 73% Shareholder Approval

A solid majority of Clear Channel shareholders voted Sept. 25 to accept the sweetened \$39.20 per share buyout offer proposed by a group led by Thomas H. Lee Partners and Bain Capital Partners. The \$19.5 billion deal likely will take the San Antonio operation private by year's end. Some 73% of Clear Channel's total shares were represented in the special vote, with 98% of those shares cast in favor of the offer, easily capturing the 66% margin necessary to seal the bid. —Jeffrey Yorke

Underage Audience Still Exposed To Alcohol Ads

Even though alcohol advertising on radio decreased by 38% between 2001 and 2006, more than one-third of alcohol radio ads were still more likely to be heard by underage listeners than adults on a per capita basis, according to a study conducted by Virtual Media Resources for the Center on Alcohol Marketing and Youth. Last year, one in 12 alcohol radio ads were placed where the underage audience was greater than 30%, the voluntary threshold adopted in 2003 by trade groups for beer and distilled companies. —Katy Bachman, Mediaweek

NEWS UPDATES AROUND THE CLOCK:
www.RadioandRecords.com

RADIO & RECORDS

Convention Memory

Most of my R&R Convention memories are slightly, er, blurry. They were the only common get-togethers for the entire industry, where all formats in radio and records collided, and boy, we had some wonderful collisions.

Many of my fondest recollections involved third parties, most notably the Los Angeles Police Department hostage negotiation as Marc Cohn played a late-night suite lounge while L.A.'s finest tried diligently to shut it down. (Cohn had three songs to play, and I was able to drag the negotiations out for 15 minutes so he could finish his set.) Another convention had the fire marshals headline as they replaced the Subdudes onstage to a booing crowd—and yes, the hotel had issues with furniture (from my room) in swimming pools followed by security locking me out. I told them I went to bed early, but oddly they still do not allow me back to this hotel.

Late-night jam sessions with the legendary Radio & Record bands, featuring Joe Bevilacqua, Tim Richards, Louis Kaplan, Clark Brown, Matt Duffy, John Butler, Erick Anderson, Rick Cooper, Norm Winer, Edie Lundeen, Jenn Sewell, Jim McGuinn, Paul Colbert and many more . . . Then-unknown acts like the Nevilles, Hootie & the Blowfish, Melissa Etheridge playing with us (look what we did for their careers) . . . Months before every convention a call would go out: "We're putting the band back together." Inevitably we would break up after every R&R confab due to philosophical differences. But we left a legacy playing under names like Consolidation, Non Traditional Revenue, Insignificant Action—"the KarmaAzings" had huge potential but got voted down during rehearsals. And consistently competing against us was our DJ'ing, crowd-stealing nemesis Aaron Axelsen, who spun turntables as he stole attendees, claiming his turntable shit was better than "live" (and look where Aaron is now).

Fantastic speakers, panels and discussions that challenged your brain. Fantastic alcohol, late nights and sleep deprivation that challenged your brain. Every label dueling to outdo their counterparts. The Atlantic hospitality suite was legendary: One year the Atlantic promotion team wore tuxedos as Super Soaker water pistol-toting hostesses shot entrants into our suite with kamikaze shots. (We mixed in a bathtub.) Videogames ruled. Basketball pop-a-shot games physically swallowing Jeff Z as he tried slam-dunk moves. The Black Crowes' Chris Robinson urinating in our potted plants. Testing the limits of buoyancy via terrace furniture tosses to the swimming pool below. And then there was the LAPD.

—Danny Buch, senior VP of promotion and artist development
Sony BMG RED



PIVOTAL EVENT 2008

Clear Channel Goes Private

Following a tumultuous 21-month journey down Wall Street that included a myriad of lawsuits filed in New York and Texas, Clear Channel on July 30, 2008, completed its privatization deal valued at \$24 billion with the group led by Bain Capital Partners and Thomas H. Lee Partners.

Clear Channel shareholders overwhelmingly approved the merger just days before on July 24. In the end, the shareholders were entitled to receive either \$36 in cash, without interest, or one share of Clear Channel Media Class A common stock for each share of Clear Channel common stock held. As a result of going private, Clear Channel's common stock ceased

trading on the New York Stock Exchange.

The settlement wraps up a staggering media financing odyssey that twisted through a series of courtroom appearances, resulting in numerous deal tweaks after six banks that agreed to fund the plan at \$39.20 per share withdrew and had to be reeled back in at a lower rate. Clear Channel, which once boasted 1,200 radio stations, slimmed down to less than 900 by closing.

In a note to employees following the closing, Clear Channel CEO Mark Mays tried to set the tone for the future by saying, "Today marks the beginning of a new future for Clear Channel—and for all of us at the company." —Mike Boyle & Jeffrey Yorke

This letter to R&R was originally published Oct. 12, 1979.

WB's Thyret: Strong Stand Against Advance LP Leaks

Dear R&R:

To say that I am frustrated over the callousness of any one person feeling that they have the right to disrupt the three-year effort of the members and families of Fleetwood Mac and their organization, and the plans and efforts of an entire record company and distribution organization, especially during an unstable period in the record industry, would be a gross understatement.

It is unfortunate when people who find themselves in positions of leadership within an industry choose to, by example, foster mistrust and disharmony.

It was very heartening to hear from several PDs and MDs who called to offer their sympathy rather than their rage, and to reassure us that they knew that the leak of the "Tusk" album was not engineered by a Warner Bros. promotion person to gain favor anywhere.

I also became aware of some other major-market PDs and MDs who had copies of this illegal tape and chose not to air them out of courtesy to Fleetwood Mac and Warner Bros. Records.

Warner Bros. Records has taken steps to question under oath the people who illegally played this record, in an effort to find the source of the leak. When found, I intend to prosecute this source to the fullest extent of the law.

We are truly grateful to all of you in radio who trust and believe that this in no way was a deliberate act on our part.

—Russ Thyret, VP/director of promotion
Warner Bros. Records

2007 CONTINUED

Christian AC
RUSH OF FOOLS Undo



Smooth Jazz
PAUL BROWN The Rhythm Method

Christian Rock
EVERYDAY SUNDAY Wake Up! Wake Up!

Smooth Jazz Indicator
NORMAN BROWN Let's Take A Ride

Christian CHR
SKILLET The Last Night

Gospel
DONALD LAWRENCE PRESENTS THE TRI-CITY SINGERS Encourage Yourself

Christian Inspo
MERCYME Bring The Rain

Canada Rock
FINGER ELEVEN Paralyzer

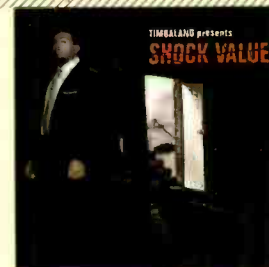


Canada Country
EMERSON DRIVE Moments

Canada CHR/Top 40
TIMBALAND FEAT. KERI HILSON
The Way I Are

Canada Hot AC
MAROON 5 Makes Me Wonder

Canada AC
JOHN MAYER Waiting On The World To Change



Congratulations

R&R

on 35 years of providing
information for our industry



THE RECORDING ACADEMY®

R&R NewsFocus

**April 29:
Localism Deadline**

Broadcasters must file comments with the FCC by April 29 on proposed new localism regulations governing playlists, creating ascertainment panels, re-enacting main studio rules and more. Reference MB Docket No. 04-233.

Scarborough Expands Into Small Markets

After completing a pilot project in 15 small markets, Scarborough is positioning to extend its qualitative research service to additional markets. The expansion beyond 81 markets in the company's Top Tier service grew out of a small-market operators' caucus chaired by former RAB CEO Gary Fries and commissioned by Arbitron, which operates Scarborough in a joint venture with R&R parent Nielsen.



Bourdard

"One of the clear messages from the caucus meetings is that small-market operators need better local retail selling tools," Arbitron president of sales and marketing Pierre Bourdard says.

Scarborough's new Mid Tier service promises research on the products consumers buy, where they shop and the media they use in small markets, where the majority of radio business is local direct.—Mike Boyle and Paul Heine

CBS Stations Roll Out To Last.fm

As expected, Last.fm and its owner CBS Radio announced a strategic partnership to expand their audience reach. Beginning this spring, online streams of CBS Radio's 140 stations will be available on the music and social networking site. Online listeners of any CBS station can shift seamlessly to Last.fm, where they can also play individual songs free.

The deal between the companies is part of the radio group's strategy to distribute station content across as many channels as possible. In March, CBS Radio, which has about 1 million weekly online listeners, agreed to combine online forces with AOL Radio's online streams, making CBS Radio's content available to an additional 1.36 million listeners.—Katy Bachman

Legal Pingpong Begins In Clear Channel Privatization

Suits and countersuits have begun bounding into courts in Texas and New York. Bain Capital and Thomas H. Lee Partners filed lawsuits in both states March 26 to force six New York banks to the settlement table in an effort to close the \$19.5 billion privatization of Clear Channel. The broadcaster joined the private equity groups in their Texas suit, adding well-known lawyer Joe Jamail to its legal team. Within hours of the filing, presiding District Court Judge John D. Gabriel of Bexar County, Texas, granted a temporary restraining order directing the banks to not "interfere with or thwart consummation of the merger agreement" by refusing to fund it, to act in good faith in the drafting of definitive loan documents, and not to insist on terms inconsistent with the commitment letter.

The banks responded March 31, asking the New York State Supreme Court to hear their request to dismiss the claims. "Plaintiffs have presented no basis for litigation, much less proceeding in an expedited manner," the banks claimed, with a spokesman adding that there is "sufficient time" for Bain and THL to return to the negotiating table to work toward an agreement on final documentation.

In a March 31 e-mail to employees, Clear Channel CEO Mark Mays expressed disappointment that the deal had not yet closed, adding, "It is my expectation that the merger will close."—Jeffrey Yorke



Mays

NUMBER CRUNCH

6

The number of banks Clear Channel and equity partners Thomas H. Lee and Bain Capital are suing for allegedly failing to fund a takeover as promised. The banks include Citigroup, Morgan Stanley, Credit Suisse, the Royal Bank of Scotland, Deutsche Bank and Wachovia.

\$2.7

The amount in billions of dollars that the banks stand to lose if the \$39.20-per-share, \$19.5 billion buyout deal goes through as currently written. Clear Channel stock has traded for less than \$30 in recent weeks.

82

The age of attorney Joe Jamail, whom Clear Channel hired to represent it in the suit against the banks. Known as the "King of Torts," Jamail represented Pennzoil in a lawsuit against Texaco in 1985. When Pennzoil won, Jamail got a reported \$400 million payout.

New HD Marketing Message Targets Consumer Conversion

The HD Digital Radio Alliance, the joint radio broadcaster initiative formed to accelerate consumer adoption of HD radio, has rolled out the next stage of its marketing and broadcaster-support efforts, shifting focus to consumer conversion. The refocused marketing includes a new messaging campaign, logos and radio ads in 100 markets on more than 700 stations. The campaign's new tagline is "HD Radio: It's Time to Upgrade." Says HD Digital Radio Alliance president/CEO Peter Ferrara, "This year will see unparalleled numbers of receivers in cars and at retail, totally new data applications and new investments in HD2 and HD3 programming from broadcasters.



Ferrara

Now is the time to convert consumer awareness into purchasing action."

Meanwhile, according to a report by venturebeat.com, HD radio developer iBiquity Digital is in its fourth round of raising venture capital and hopes to raise \$15 million. iBiquity raised \$115 million in the three previous rounds of fund-raising. Consumer adoption of HD radio has generally been slow. While 1,500 HD radio stations are on the air and about \$900 million is spent annually on after-market systems, the HD audience remains small. iBiquity's latest campaign hopes to reinvigorate interest in the service.—Mike Boyle and Jeffrey Yorke

ON THE WEB

Tierney PD For New York's K-Rock

CBS Radio rocker WXRK (K-Rock)/New York APD/MD Mike Tierney, who has been overseeing the station's programming since Tracy Ciochery was zapped in a company-wide downsizing in February, has officially received the title of PD; he will retain MD duties. Tierney joined the relaunched K-Rock in August 2007 from the PD post at sister rocker KUFO/Portland, Ore., and was previously PD at KUOE/Seattle and MD at KPLZ/Seattle. He also ran his own artist management company, served as label manager for ATO Records, senior VP of Epic Records and VP of music programming for VH1.—Mike Boyle

Radio One/Detroit Names PDs

Radio One/Detroit has realigned programming duties at urban WHTD (Hot 102.7) and urban AC WDMK (105.9 Kiss FM). OM Al Payne, who retains his role as PD at gospel/talk WCHB, fills the PD opening at WHTD created by the December departure of Spudd. After being promoted to WHTD MD in December, late night personality Ms. Smiley has been elevated to APD of WHTD and PD of WDMK. She has assisted Payne with WDMK programming since January. Smiley will continue to handle all previously assigned duties at WHTD.—Daniella Dunham

RAB Establishes New Biz Units

The RAB has made a structural change to its marketing division, breaking it into two separate groups: a business development unit dedicated to advertiser focus and a marketing/communications department led by senior VP of marketing and communications Leah Kanton. In her new position, Kanton will also be involved with the Radio 2020 initiative, a collaborative undertaking from the RAB, NAB and HD Digital Radio Alliance. As part of the restructuring, 12-year RAB veteran Mary Bennett, most recently executive VP of national marketing, exits.—Mike Boyle

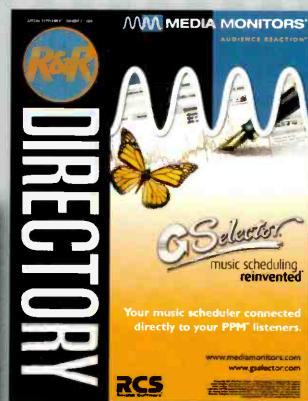
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Here's to the next 35!

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