

TOP 40 AIRPLAY Monitor

• We Listen To Radio •

March 29, 1996 \$ 4.95 Volume 4 • No. 14

TOP 40 HIGHLIGHTS

MAINSTREAM

#1

ALANIS MORISSETTE
Ironic (MAVERICK REPRISE)

★★★ AIRPOWER ★★★

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

NEW RELEASES

HOOTIE & THE BLOWFISH • *Old Man & Me* (ATLANTIC)

PULP • *Common People* (ISLAND)

SON VOLT • *Drown* (WARNER BROS.)

RHYTHM-CROSSOVER

#1

MARIAH CAREY
Always Be My Baby (COLUMBIA)

★★★ AIRPOWER ★★★

CELINE DION • *Because You Loved Me* (550 MUSIC)

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

NEW RELEASES

JULIE • *One Last Kiss* (TAZMANIA/METROPOLITAN)

MONICA • *Why I Love You So Much* (ROWDY/ARISTA)

RHYTHMCENTRIC • *You Don't Have To Worry* (TAZMANIA/METROPOLITAN)

ADULT TOP 40

#1

CELINE DION
Because You Loved Me (550 MUSIC)

★★★ AIRPOWER ★★★

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

ADULT CONTEMPORARY

#1

CELINE DION
Because You Loved Me (550 MUSIC)

★★★ AIRPOWER ★★★

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

NEW RELEASES

HOOTIE & THE BLOWFISH • *Old Man & Me* (ATLANTIC)

PDs Say Radio's Next Generation Is MIA Because Pizza Hut Pays More

by Janine McAdams, Kevin Carter, and John Loscalzo

"Where the hell do I find a decent part-timer or intern?" That question is being asked by PDs in all formats these days. They are concerned with a general shortage of upcoming air talent and an overall lack of commitment on the part of prospective part-timers and college interns.

Joe Dawson, PD of top 40 rhythm WKXN (Kix 106) Providence, R.I., sparked debate on this subject recently in an America Online posting. When Dawson programmed KLYV Dubuque, Iowa, he says, there was almost no student interest in part-time work, let alone unpaid internships.

"Through our outreach programs, we tried to recruit students, and their first question was always, 'How much does it pay?'" says Dawson.

That question speaks volumes about a potential candidate. "When your small-market station is paying \$5 an hour, they cease to be interested, because Pizza Hut pays \$7," he adds. "It becomes obvious that the student is just

looking for a job and not the opportunity to build a career."

Now that Dawson is in a top 30 market, he is gratified to have a larger pool of interns. "Although we have four top 40s and a large college population, we still run across those \$7-an-hour people," says Dawson, who adds that while there are "those who tell you they love your station and are willing to do anything," others who claim they're interested will lay down ground rules: They can't work weekends, overnights, or Fridays; they can only work days because they work nights making \$8 an hour; etc.

"Finding good part-timers and interns is the hardest job a PD has to deal with," says KLUC Las Vegas PD Jerry Dean. Like Dawson, he says, "The first question is always, 'How much does it pay?'"

Many colleges offering radio and TV courses usually find students leaning toward the higher-profile TV world, which carries a larger showbiz factor and the promise of a bigger paycheck. "Radio doesn't get the respect

Continued on page 6



The first single from the debut album "Acoustic Soul" Produced by Ali Dee The video "Dance with Me" Directed by Lionel C. Martin



Intrigue "Dance with Me"

JAMIE HYATT PD of KQMQ Honolulu "The record is exploding... #2 in requests, #7 in sales & over 500 units sold this week."

Key Stations:

KJMZ	43x	WJJS	27x	WGTZ	26x
WWKX	19x	WZYP	18x	WWCK	16x
WNVZ	14x	WZJM	13x	KLRZ	13x

UNIVERSAL ARTISTS

LINA SANTIAGO

"Feels So Good" (Show Me Your Love)

The first single and video from the debut LINA SANTIAGO album.

PRODUCED BY DJ JUANITO FOR GROOVE NATION

Top 10 Rhythm-Crossover

Debut 37 Top 40 Mainstream Chart

Major Market Airplay:

KIIS	62x	KPWR	61x
KLUC	58x	KZZU	55x
WPOW	45x	KUBE	42x
WILD 107	31x	WKTU	23x
WBBM	17x	KMEL	13x

Over 100 total stations now playing

Total audience 20.6 million

SoundScan over 11,000 units this week



ALL THE ELEMENTS FOR SUCCESS.

*The Earth,
The Sun,
The Rain*

Early Believers: WKTU, KMEL, WJMN,
WIOQ, WFLZ, KUBE, WNVZ, KKRZ,
Z90, Y100, WZJM, KLRZ, KHOM

"WKTU is in love with this!"

Frankie Blue and Jeff Z., WKTU

"A perfect pop record with
a killer hook."

John Cline, B-94

"I think this song will be
a huge hit."

Michelle Santosuosso, KMEL

COLOR ME BAD

"Could be the wedding
song of the year!"

Dan Bowen, WNCI

"Can't wait to put it in
rotation."

Bob Case and Mike Tierney, KUBE

From The Album

Now & Forever

Produced and Arranged by Narada Michael Walden for Perfection Light Productions
Executive Producers: Royal Bayyan for Spook Production, Inc. and Jeff Aldrich





TOP 40 TOPICS BY SEAN ROSS

Are There Places Where T40 Won't Work?

Jeff McHugh, PD of top 40/adult WKZL (the Eagle) Greensboro, N.C., writes, "On two separate occasions, you have made references to 'the mainstream top 40 hole' in Greensboro. Where and how do you see a hole for mainstream top 40 here? Maybe you see something I've missed, but in four years, I've never seen evidence, past or present, of a *sustained* demand for that format in this market."

"Consider the idea that the limited demand for the format is being filled, by three different specialized stations. WXRA is a fine mainstream alternative for a musically conservative market like this. WJMH does well with the urban-leaning top 40 fans, and I suppose the Eagle has done OK catering to 25- to 34-year-old top 40 fans."

"Each city is different. My theory is that while nearby cities like Raleigh, N.C., and Columbia, S.C., have a history of successful mainstream top 40 radio, cities like Greensboro traditionally see some form of top 40 hybrid or a mix of stations filling a limited demand. If you have hard research that backs up your comments . . . I'd be very interested."

McHugh makes the same case for the Triad that other PDs make about Washington, D.C. (where WRQX, WPGC-FM, and WHFS, according to the theory, add up to one mainstream top 40) or Milwaukee (WLUM, WKKV, and WTKI) or Memphis (WMC-FM, WHRK, and WRXQ). The notion that niche stations in any given market "add up" to top 40 is linked to the other chief contention of mainstream top 40's detractors, which is that there will never be anybody who wishes to hear **Brandy** and the **Goo Goo Dolls** on the same station again. And McHugh is correct to say that in his market (and in the others I've cited), the most recent attempts to do top 40 have provided little evidence to the contrary.

Actually, I don't think it would be easy to walk into Greensboro and do top 40. Under McHugh's stewardship, WKZL is one of the few top 40-to-hot AC converts doing as well or better than it did as a top 40 powerhouse. Then there are three country stations—including WTQR, which regularly pulls double-digit shares—and WKSI and WHSL, which both take a very top 40 approach.

You can also make a case, as McHugh does, that top 40 has traditionally had problems in the Triad, although to say there has been no sustained demand is a different matter. In 1987, there were 13.3 top 40 shares between WKZL and WKSI, the two top 40 stations at the time. As late as 1990, there were 10 shares between them. So it's simultaneously true that there's always been some demand and that there's historically been less demand than in other cities. And it's true that McHugh regularly sees research on his market, and I do not.

But not only should somebody do top 40 in Greensboro/Winston-Salem, S.C., anyway, it ought to be McHugh. And here's why:

1. What McHugh says about Greensboro was true until six months ago about Charleston, S.C. At that time, the market had a very successful R&B station, a hot AC, and an album rocker that somehow managed to do triple duty as the market's album, modern, and top 40 outlet. Charleston's two successful top 40s were long gone. As in Greensboro, one had segued to hot AC, the other to country. And the intervening weak-sister duopoly top 40,

WSSP (Fly 94), only seemed to prove that there was little sustained appetite for the format. Yet WSSX Charleston PD **Calvin Hicks** was correct in his belief that it might be nice for 18-34 females to hear **Joan Osborne** and the **Goo Goo Dolls** without enduring **WAVF**'s other music.

2. Even with WJMH, WKZL, and WXRA, there are still hit records that aren't getting played in the Triad. "Wonderwall" is in recurrent on WXRA, meaning it got 10 plays last week. "Glycerine" got nine. "Be My Lover" isn't played anywhere in town. "Nobody Knows" isn't in any station's 40 most-played records category. When two of last week's top five mainstream records aren't receiving significant airplay, there's a hole.

3. It's hard for radio stations to lead a double life forever, especially former top 40s. When there's no top 40 in a market, listeners will turn to an R&B station, a modern rocker, or a hot AC to replicate top 40 as best they can. For the first year or so after a top 40 station changes to a niche format, listeners tend to think it's just the nature of popular music changing again. Eventually they realize that what they're hearing is no longer "their music," and they start looking for something else. That's why top 40's insistence on leaning one way or another since the late '80s/early '90s hasn't worked. Besides, a station's real allegiance will always be to its core, not displaced top 40 listeners. WJMH knows it can't play "Be My Lover" and can't ignore **Busta Rhymes**. WXRA knows it can't keep "Glycerine" and "Wonderwall" in heavy rotation indefinitely without offending its core, even if the general public is just discovering those songs.

4. Like WSSX, WKZL has a healthy cume that's amenable to top 40. It has a successful morning show that a new top 40 would spend years building. Since today's hit music most often borders on hot AC, WKZL could daypart heavily, change by only a handful of records, and have a shot at continuing to grow in the 25-54 demo, as WSSX did. Since WKZL has carved out a successful life as a hot AC, however, McHugh will probably decline my generous offer. Top 40 would be harder for somebody else, especially without cume that's predisposed to the format. But if I had the resources that allowed WHSL to blast its way into the market as the third country station, I'd be willing to try it.

There are, believe it or not, markets where I wouldn't be anxious to try mainstream top 40. In the Southwest and West, Hispanic-market rhythmic top 40s—particularly those that break format every few months for the right record—probably have their markets covered. Kevin Carter says that his former home of Fresno, Calif., is littered with the bones of pop-leaning top 40s, and I'm hard-pressed to disagree.

Otherwise, you have to listen to the mainstream top 40s that listeners rejected and ask why. WKZL was well-regarded under **Chuck Holloway**, but it leaned AC even then, effectively limiting its audience. WKSI went through a series of personnel and direction changes before going country. To say that listeners still like top 40 does not mean they love every outlet unconditionally. Even the top 40s in Raleigh and Columbia have had their ups and downs, depending on how they were programmed. Often the problem with top 40 is not in our demographic cells, but in ourselves.

New Jerk City



Chris Rock, center, was the latest in a series of comedians to visit WAEV (Mix 97.3) Savannah, Ga., PD/morning man Burke Allen and co-host Lyn Michaels and be told by the duo's producer, "Now, remember, don't show them up by being too funny."



RADIO ACTIVE BY KEVIN CARTER

Geronimo Guilty; Country Station Goes AC!

The Washington Post reports that D.C.'s syndicated WJFK afternoon co-host **Don Geronimo** has pled guilty to cocaine possession. Geronimo was sentenced to a year's probation March 20 as a first-time offender after being arrested last June.

Longtime country outlet KCIN Seattle flips to "rhythmic AC" as "Kiss 106." No PD named yet. EZ Communications' **Doug McGuire** is overseeing the new format with **Becky Brenner** and **Karen Oboy** from country duopoly partner **KMPS**.

Midday host **Gene Knight** becomes PD/p.m. driver; as KKBB (the Beach) San Diego segues from '70s gold to AC. P.m. driver **Jesse Bullet** goes to mornings. **Doc Bailey** from the late KLIT Los Angeles is now midday host. **Doug Thomas**, from promotions, will do nights. Also, station manager **Wendy Gales** segues to Douglas Broadcasting as comptroller. Knight was PD of crosstown **KFMB-FM** until 1994.

Top 40/rhythm WERQ (92Q) Baltimore hires **Tom Casey** (ex-KJMZ Dallas PD, most recently Jive Records' L.A. regional) as PD.

WIVY Jacksonville, Fla., director of FM programming **Dave Anthony** hires **Brian Taylor** from AC KRAV Tulsa, Okla., for the newly created position of program manager . . . KBGG San Francisco PD **Bob Hamilton** becomes acting PD for country duopoly partner **KSAN**.

WOSC (the Coast) Ocean City, Md., finishes its evolution to modern rock. **Bob Maxwell** remains PD . . . Soft AC WLTA-FM South Bend, Ind., flips to satellite oldies as **WZOC**.

WHTS (All Hit 98.9) Davenport, Iowa, is now part of the eight-station megapoly that also includes country **WLLR**, hot AC **KMXG** (Mix 96), and oldies **KUUL**. **WLLR GM Larry Rosmilso** is overseeing all eight.

Former **KUTQ/KZHT** Salt Lake City OM **Brian deGeus** crosses the street for nights at Simmons' soft AC **KSFI**. Expect him to move in a few weeks to AC sister **KQMB** (Star 102.7) as PD . . . Satellite country **WNDR** Syracuse, N.Y., is simulcasting top 40 sister **WNTQ** (93Q), for now.

American Radio Systems is merging with Henry Broadcasting, owners of **KCTC/KYMX** Sacramento, Calif., **KMJ/KSKS/KKD** Fresno, Calif., **KFAB/KGOR** Omaha, Neb., and **KUFO/KBBT** Portland, Ore. The total deal is worth about \$115 million. Buckley is reportedly keeping **KRQC/KDON** Salinas, Calif.

KPWR (Power 106) Los Angeles names **Dave Presher** GSM, replacing **Marie Kordus**. He was GM of **KGGI** Riverside, Calif.

Following the departure of **Dick Purtan**, top 40/adult **WKQI** (Q95.5) Detroit inks **WLUP**

Chicago p.m. driver **Danny Bonaduce**, who will do the flyover shuffle between the two cities: mornings in Detroit, afternoons in Chicago. The show includes local comic **John Heffron** and the previously announced **Rebecca Marshall** from **KBEE** Salt Lake City.

Hosting the **WKTU** New York morning show this week: **RuPaul** and former Seduction temptress **Michelle Visage**.

KJMN (Jammin 92.1) Denver overnighter **George Martinez** moves to nights.

At **KYSR** (Star 98.7) Los Angeles: **Mark Goodman** (ex-MTV) and **Shirley the Stuntgirl** (from **KIOI** San Francisco) are now official in mornings; former morning-show fill-in **Gary Thompson** moves to middays, replacing **Paul Freeman**. **KIOI** morning jock **Don Bleu** will launch an on-air talent search for Shirley's replacement April 26.

KFRC-FM San Francisco's **Gary Bryan** exits mornings, but remains on board for the duration of his contract. A new morning show—rumored to be **Dean Goss** and **Erin Garrett**—will be announced next week.

KJMZ Dallas' **Georgia Foy** joins **WPGC-FM** Washington, D.C., as morning co-host.

KWIN Stockton, Calif., MD/nights **Mark Medina** is new to mornings at nearby **KHTN** (Hot 105) Modesto, Calif., replacing **Jeff Davis**. **KWIN** overnighter **C.K.** is now filling nights.

WJMH Greensboro, N.C., MD **Tony "Horse" Raney** exits. Co-MD **Mary K** and PD **Brian Douglas** are handling the music.

At **WMC-FM** (FM100) Memphis, late-nighter **Carmen Conners** moves to middays, as **Kelly Cruise** leaves radio. **P/T Millie Mills** goes to late nights. **Argo** from crosstown modern rock **WRXQ** is the new overnighter.

WNND-FM (U93) South Bend, Ind., hires **WHZZ** Lansing, Mich., morning host/MD **Casey Daniels** for middays, replacing **Taylor Richards**, now morning co-host. **WHZZ** late-nighter **Woody Houston** is now MD.

WNCI Columbus, Ohio, ups **Tim Stevens** from P/T to overnights, replacing **Dave Sharp**.

Former **WTFC** Saginaw, Mich., PD **Steve Williams** is working P/T at **WAEV** (Mix 97.3) Savannah, Ga., while searching for a full-time gig. Call 912-354-4532.

After last week's flip from top 40 to AC, **KBIU** Lake Charles, La., sees PD/p.m. driver **Ron Begnaud** move to mornings, replacing **Mark Roberts**. MD/midday host **Robert Perry** moves to afternoons, as **Lee Hudson** from crosstown **KHLA** joins for middays/APD. Overnighter **Doogie** is now "Dylan Dupree."

AC **KYMX** Sacramento, Calif., hires **Freddie Bueno** from **KYKY** St. Louis for afternoons, replacing **Mike Brunswick**, who exits.

Star 94 Is Kinda Fonda Mrs. Turner



Actress/activist/video exercise guru Jane Fonda forms the filling in a love sandwich with WSTR (Star 94) Atlanta morning team members Vikki Locke and Steve McCoy. Fonda stopped by to promote the premiere of the movie "Twister" and to buy the radio station for husband Ted Turner's birthday.

Tracy & Jack 'R' Makin' Monie



Jive recording artist R. Kelly made himself at home in the hallway of WHQT (Hot 97) New York recently. Pictured, from left, are recording artist/Hot 97 DJ Monie Love, R. Kelly, Hot 97 MD Tracy Cloherty, and Jive/Silvertone senior VP/promotion Jack Satter.

Standing In The Lobby Of Love



WXXL (XL106.7) Orlando, Fla., welcomes Atlantic recording act Collective Soul to town for a sold-out show. Pictured in the hermetically sealed XL106.7 lobby, from left, are Collective Soul's Ross Childress, a clearly terrified WXXL PD Adam Cook, Collective Soul's Dean Roland, and Atlantic's Rick Brown.

Don't Be Left Out!
Rush your fab promo pix to:
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Los Angeles, CA 90036

Take A Picture—It'll Last Longer



Pictured backstage at the Grammy Awards, shortly before being busted for stuffing their pockets with free shrimp, from left, are Shawn Stockman of Boyz II Men, KMEL San Francisco MD Joey Arbagey, Arista's Lance Walden, recording artist Tony Rich, and KMEL PD Michelle Santosuoso.

Blessid Union Waves Buh-Bye



EMI recording act Blessid Union Of Souls hung with the folks at WAYV Atlantic City, N.J., recently. Pictured before heading out to the \$2.99 prime-rib dinner at Trump Tower, from left, are Tony of Blessid Union, WAYV APD Bobby D., Elliott of Blessid Union, WAYV afternoon jock Kevin Fox, WAYV PD Tommy Frank, Jeff of Blessid Union, and WAYV MD Paul Kelly. Kneeling is Eddie of Blessid Union Of Souls.

Hey, Who Shot The Drapes?

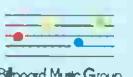


WKSE Buffalo, N.Y., threw a big party recently to celebrate the installation of brand-new, wood-like paneling in its spacious lobby. Pictured at the bash, from left, are Danny of the Rembrandts, WKSE MD Dave Universal, Phil of the Rembrandts, Phil's jacket, Elektra Records promo guy Tom Kent, and Tom's sweater.

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old man & me (when I get to heaven)

the new single from the double grammy-winning,
13-million selling, record breaking

Hootie & the Blowfish

off their new album

Fairweather Johnson

produced, engineered & mixed by don gehman for rhapsody productions, inc.
management: rusty harmon for fishco management

IMPACTING
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PDs Say Radio's Next Generation Is MIA

Continued from page 1

in college that TV does," says Dean. "If you want to be a performer on local TV, your options are limited to anchorperson, weather, or sports. I feel radio offers many more creative outlets than TV."

SUPPORT STAFF SPARKLES MORE?

Being in a college town helps R&B adult WILD Boston find interns, but APD/MD Dana Hall agrees that young people don't have the desire to commit to radio. "We get a few really good interns, but most of them lose interest. They don't have the commitment," says Hall. "We get lots of people from Boston University and Northeastern. Then there's Northeast Broadcast school. But those people want to do production and promotion, not on-air. I haven't had an intern in music programming for about a year."

That may surprise PDs who remember when many aspiring broadcasters wanted to work only on-air. Now, Chris Baker, OM/PD of album rock

'A lot of potential interns are looking for glamour and don't want to pay their dues'

—Ken Benson

KATT Oklahoma City, sees more interns interested in nonmusic areas. "I'm surprised by the number of them who want to go into sales or a different part of the job, not programming."

THE GLAMOUR BOYS

Top 40 KKRZ (Z100) Portland, Ore., PD Ken Benson says, "The trick is finding talented, committed people with a good work ethic. I see a lot of potential interns who are looking for glamour and don't want to put in the time to pay their dues."

"What I've found . . . is that interns don't seem to be as serious as they used to be," confirms Monica Starr, PD of hip-hop WEJM (106 Jams) Chicago. "You get a good candidate and find out all they want to do is hang out with the stars."

Doug Clifton, PD of adult modern KXPK (the Peak) Denver, agrees with Benson and Starr that getting warm bodies isn't the problem. "Once they get here, they find the job could be a little mundane," he says. "It sounds pretty glamorous to be an intern at a radio station, but if there's not a true interest in getting into broadcasting, you find that after their internship, they're pretty bored and aren't showing up much."

Early in his career, KKRZ's Benson worked summers at album rock WBAB Long Island, N.Y., which had an extensive internship program. He estimates that WBAB had about 25 applicants for intern positions at any time, giving the station the luxury of a large talent pool and a rigorous prescreening and selection process.

KKRZ carries no interns in the programming department but places them in promotions for college credit. Compared to his days at WBAB, Benson says, "It's amazing how many stations have to be proactive and actually go to the schools and beat the bushes for interns."

INTERNS WHO HATE YOUR FORMAT

WILD's Hall often speaks to students at her alma mater, Emerson College, and finds attitudes toward commercial radio discouraging. "The kids want to come out and change everything and be about what they're doing," she says. "I tell them [they] can't go out there and say, 'Commercial radio sucks!' You've got to get in the door and learn from these people. It's very different from college radio—different goals, different arena. Honestly, I don't know where the next generation of radio people is going to come from."

The good news for frustrated programmers is that "for every 10 interns . . . there might be one who has a true interest in broadcasting and will devote time to help in any area that they can," says KXPK's Clifton. And that one good intern can be like the Energizer Bunny, says Vycki Buchanan, PD of R&B WTLC Indianapolis. "They stay and stay," she says, noting that a former intern worked her way up to be WTLC MD.

At mainstream rocker KISW Seattle, PD Steve Young says, "One [former intern] is doing overnights and another is producing the morning show." At KATT, where interns are rotated through all departments, OM/PD Baker says the promotion director was an intern three years ago.

According to Randy Scovil, PD of album rock WXRA Greensboro, N.C., candidates who say, "I really like radio, but I'm not sure [in what area]," are the best, as they're willing to try any task.

CARE AND FEEDING OF INTERNS

The key to having good interns is motivating them, say most PDs. "Once you find someone who has potential, it's important to make them feel a part of the station," KLUC's Dean says. "Invite them to staff and promotion meetings, station events and parties, [and] get 'em the same station clothing the full-timers have."

KATT's Baker says, "I have my own requirements. I make sure [their credit] hours are spent inside the station. I make them put a paper together for me at the end of the semester telling me what they've learned [and their] likes and dislikes of the job. It helps me, too."

Most stations express a preference for college interns who are working for credit. KISW's Young sees a steady stream of interns through arrangements with several local colleges. Because "they get graded on it," interns usually give the station a "pretty good effort," says Young.

The best interns are those with a love for radio. "A couple of guys interning for us now . . . have the bug and the desire [for radio]," says Baker. "Those are the guys who are here not only during their hours, but late at night, hanging out in the production room or coming to promotions and being active and involved in the station."

CARE AND FEEDING OF PART-TIMERS

When hiring part-time help, KLUC's Dean advises, one should ideally try to find someone good enough to be a full-timer. But, says WTLC's Buchanan, most experienced jocks who may be out of work won't relocate for two shifts a week. And the lower pay and inexperienced people keep the pool of good part-timers small, say PDs.

"Part-time—it's hard," says Buchanan. "Everybody wants to get in radio, yet they have no experience. It's hard for your club jocks to get the mentality, because it's not 'Hey! Ho! Throw your hands up in the air!' It's serious, and you have to be a serious communicator. Often you need a part-timer real quick, so you have to train someone, and who has the time?"

The faster pace of life for today's duopolized PD might be a factor in the failure to cultivate talent. "A lot of us are too pressed for time to develop an adequate talent program," Dean says. "We have to remember that we got help along the way in our careers, and it's more important than ever for us to make time for the next generation."

WHEN I WAS YOUR AGE . . .

At the risk of sounding like his parents, Benson offers up an old radio war story: "When I started out, I did anything it took, worked any shift, commuted any distance. I was afraid to screw up, because I wanted to succeed."

When Benson attended college in Plattsburgh, N.Y., he took the ferry across Lake Champlain to Burlington, Vt., to work part-time at WXXX. "If I missed the ferry, it was a two-hour drive around the lake," he says.

"Maybe people are brought up differently today," says KLUC's Dean, whose first unpaid on-air job was at the University of Iowa's KICR. "Even though it was minus 20 degrees outside, and the shift was 4 to 6 a.m., I jumped at the chance," he says.

MONITOR PROFILE

Martin Rises Through The Ranks To Fight A "Wild" Bay Area Battle

The last thing I ever wanted to be was a PD," says KYLD (Wild 107.7) San Francisco PD Michael Martin, whose credentials bear that out. Martin got into radio via the brat-pack entrance—as an L.A. club jock. "From my perspective, music was always above everything else," he says. Consultant Jerry Clifton brought Martin nearly three years ago from KIIS-FM Los Angeles, where he had risen from research assistant to mixer to MD.

Martin was promoted from APD/MD to PD six months ago by OM Bob Hamilton, who has since crossed the street to KBGG. Martin campaigned for the job by doing it. "Bob Hamilton convinced GM Bob Visotcky that I could handle it. Bob brought a lot of structure to a station that badly needed it," says Martin, who admits there was an overabundance of unchanneled energy floating through the KYLD hallways. "He was a good administrator who helped create synergy between the departments," Martin recalls. "He put me in charge of the music, the jocks, the street vibe, the promos, and the contests, with his input."

Martin quickly found that being a big-time



To be a successful PD today, you have to be a businessman'

Michael Martin
Program Director
KYLD San Francisco

and Snoop Doggy Dogg, "Gin & Juice."

Like crosstown rival KMEL, Wild 107 has capitalized on the demise of KHQT (Hot 97.7) in nearby San Jose, Calif. The station is careful to weigh its promotional attack evenly between the two cities, since an estimated third of its metro-diary returns come from San Jose, as well as nearly half of its P1 returns.

KYLD simulcasts on the 99.1 frequency in Salinas, Calif., two hours south, where it does battle with KDON. As an additional revenue stream, the station recently installed a computer-operated splitter on the network that triggers separate stopsets and promos on each of the two frequencies, custom-targeting each market. Martin reports that in the first month the splitter was in use, the station made an additional \$40,000.

Wild 107 hired former Hot 97.7 morning show, "The Dog House," with Elvis and J.V. when KHQT went under. "They have a great South Bay base, which is building here in the city," says Martin. The duo generates those all-important complaint calls, but they are capable of a softer side. When a girl with a rare blood disease recently needed \$2,000 for treatment, J.V. collected listener pledges in 40 minutes by promising to swim from Alcatraz to the mainland. The next day, he donned a wetsuit and did it in two hours.

The morning show includes producer Hollywood, Big Joe the street guy, and Verinder, a local gas-station attendant who speaks little English. Borrowing a page from the Letterman book, the guys utilize him for wacky stunts.

Midday personality Renee Taylor is another Hot 97.7 vet. "She has a great personality, does tons of audience-relatable stuff, and everyone knows her," says Martin. Afternoon jock Geoff St. John comes from KPWR (Power 106) Los Angeles, is the station voice/production director, and does two weekly mix shows: the deep-house show, "Nocturnal Transmission," and a Latin-house show, "St. John's Playhouse."

Night jock Jojo Wright is on his second tour of duty. "He's the '90210'-type kid that all the girls love," says Martin. Xavier, "The X-man," does the late-night "Turn Off The Lights" slogan show.

Martin conducts aircheck sessions but doesn't believe in picking apart every break. "That's like stopping a movie after every scene and critiquing it," he says. "After the tape, we'll talk about it as a whole. Besides, I don't want DJs. I want some kid who lives, eats, and breathes my audience; knows the hot malls, the hot clubs; knows that San Jose State is going to the NCAA [basketball finals] for the first time in 12 years."

Tha Flava Boyz, DJ Mein, and Double Barrel Darryl do the weekend mix shows. "After their shows, the studio is a complete disaster," says Martin. "The place is littered with pizza boxes, empty cans, and other trash, but it's worth it every week."

"I've learned a lot from everyone I've worked with," says Martin, "including [former KIIS PDs] Bill Richards and Steve Rivers. When I was at [KQ102 (Pirate Radio) Los Angeles], Scott Shannon taught me the art of passion. How does something feel? If it's raining, use the mood, throw the clocks out the window." Jerry Clifton taught him to reach outside the box. "Our motto is, 'Wouldn't it be cool if . . . ?'" says Martin. "It's the basis for everything we do."

As the battle with KMEL heats up, Martin tries to put a positive spin on it. "The tension should always be there, especially on yourself," he says. "Like I tell my mixers, the second you think you're all that [special], remember, there's a 13-year-old kid in a garage somewhere who uses three turntables and mixes with his toes."

KEVIN CARTER

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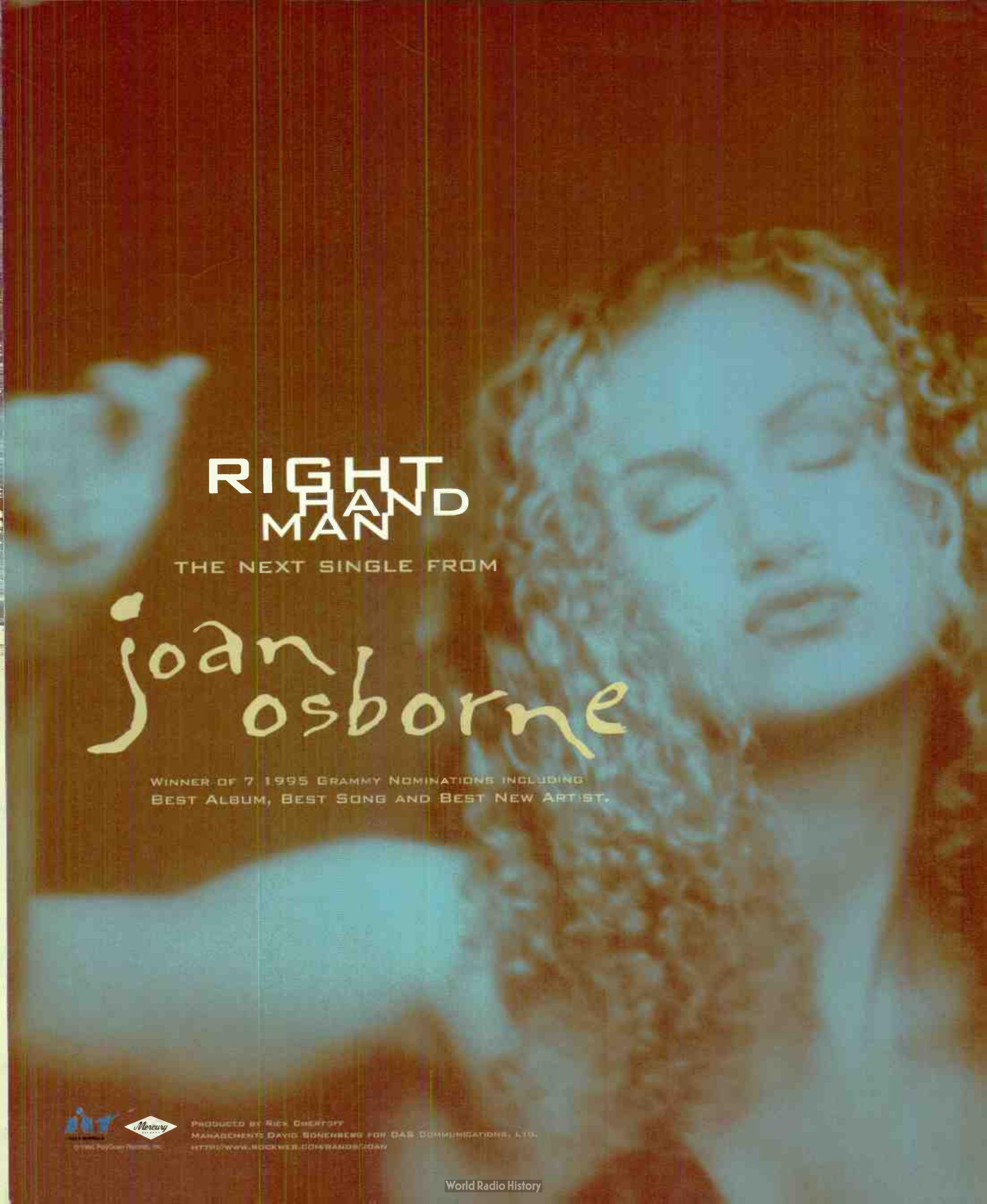
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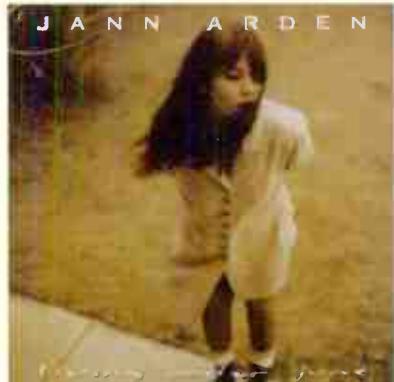
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