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CLEAR

R&R 30 YEARS

Dear R&R Reader:

Well, it is time to put another candle on the old birthday cake. It is hard to believe that **R&R** is celebrating its 30th anniversary! I would like to thank each and every one of you — the newsmakers, our advertisers, our suppliers and, most important, our readers — for helping us reach this very special occasion.

In October 1973 **Radio & Records** published its first issue. It had a grand total of 24 pages; eight staff members listed in the masthead; and music information and charts for Rock, Country & Western and Pop/MOR. A manifesto, of sorts, in that issue declared, "There is a definite need for a sheet that serves all facets of the industry, one that furnishes factual material organized by professionals in a direct, more usable manner that is currently available."

R&R's early mission statement remains intact today. We take pride in providing the radio and record industries with the most up-to-date information in the formats you request. With the weekly **R&R** newspaper averaging a page count of 110, it is now produced by a staff of 80 individuals and delivers music and content information for more than 20 formats, including News/Talk/Sports. Our diverse product line includes weekly and daily deliveries in print, fax, e-mail and online versions. Plus, we continue to stage conventions and seminars each year that allow us the opportunity to meet with you face to face.

As you look back on the last 30 years, you will see many changes and faces, but the one constant throughout this rich history is the strong sense of passion and purpose in everyone. The people in this business had and continue to have tremendous energy and enthusiasm for the radio and record products.

In addition to the year-by-year review, we have also included a special double-CD audio collection written and produced by a wonderful longtime friend of **R&R**, Bob Shannon. It includes everything from a brief history of radio up to the time **R&R** was founded to the introduction of new and emerging formats. You will hear some great moments in radio, including personalities, flashbacks, music and thoughts from some of radio's finest. It is voiced by Kris Erik Stevens, Randy Thomas and Hollywood Hamilton and engineered by Al Casey and Chad Jones.

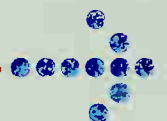
As we enter into the fourth decade of being your No. 1 source for news and information, we will continue to deliver on our promise to you. It has been said that one is known by the company he or she keeps. Well, all I can say is, you are absolutely the best company, and that's what makes our company.

With thanks and admiration,

Erica Farber
Publisher/CEO
Radio & Records



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"There is a definite need for a sheet that serves all facets of the industry, one that furnishes organized factual material compiled by professionals in a direct, more usable manner than is currently available."

— R&R founder Bob Wilson

R&R 30 YEARS

SIGNS OF THE TIMES

- WFAA bows as Dallas' newest FM.
- Chicago's WLS and WCFL will list 20 LPs on surveys in addition to Top 40 singles.
- WRC's "Grease Man" garners big DC audience.
- The Supreme Court refuses to re-examine its 1971 decision barring broadcasters from playing "drug-oriented" records.
- Baltimore's WAYF attempts contact with UFOs.
- KWK-AM/St. Louis goes bankrupt.
- Heffel Broadcasting dismisses Buzz Bennett as National PD.
- Research study shows MOR spots are strongest.
- WNEW-FM refuses to participate in New York drug campaign.
- WBBM/Chicago sets a new FM listenership record: over 700,000.
- KCBQ/San Diego is fined \$10,000 for fraudulent billing.

... year **1973**

A New Era In Trade Pubs

R&R published its first issue on Oct 5, 1973 "out of a desire to serve the industry with unbiased news coverage and honest, understandable charts." Country was called Country & Western, AC was Pop/MOR, and CHR was Rock, but the charts had one thing in common: They were based solely on station airplay.

R&R also shattered other industry conventions, incorporating a Friday (vs. Monday) publishing date, thereby giving subscribers music information in the same week it was reported. Other innovations included the Parallels and Airplay Acceptance graphs.

The 24-page weekly also had editorial covering the latest wild and crazy promotions (a mass wedding at KMET-FM/Los Angeles; jock levitates audience at WSAI/Chicago).

lawyer Jason Shrinky's guide to understanding the FCC (is that really possible?), Nashville goings-on with Biff Collie and upfront interviews with the industry's movers and shakers, including Buzz Bennett, Rick Carroll, Ron Jacobs and John Lennon — all for \$130 a year or \$35 a quarter.

Along for the ride during R&R's inaugural efforts: Publisher Bob Wilson, Managing Editor Martin Cerf, Editor Gene Sculatti, Ad Director Dick Krizman, Asst. Editor (and typesetter) Ken Barnes, production staffers Richard Zumwalt and Roger Zumwalt and Chart Director Nancy (Lecuyer) Hoff. Little did they know that three decades down the road R&R would still be the industry's information leader.



PERSPECTIVES

"I was a music and radio junkie," Bob Wilson says. On the air, Wilson called himself "Your Chunky Leader." "I weighed 290 pounds when I was 19," he says. "I started doing weekends at KAFY/Bakersfield." During the first week of September 1973, after a stint as PD of KDAY/Los Angeles, Wilson was standing in a Sunset Boulevard storefront surrounded by wig boxes. Wilson and a small group of friends that included Dick Krizman and Nancy Hoff were starting a new trade publication, and the details were maddening. *Radio & Records* debuted in October. The entire publication was 24 pages, and the new publisher had managed to sell five ads. The paper was mailed to 4,000 radio stations. It was free for the first month, but within the first two weeks, "we had a 25% return — 1,000 subscriptions," says Wilson. "There were weeks when we had only two ads. If it hadn't been for the subscriptions coming in, we couldn't have made it." Wilson's unique selling proposition was that R&R would be a paper for programmers. "He covered the things that I wanted to cover in *Billboard* but couldn't because of page limitations," says former *Vox Jox* editor Claude Hall. In 1975 R&R threw its first convention. Two hundred and fifty people pre-registered, but 1,250 showed. Wilson knew that the conventions were a good idea — for the industry and for the company. Fast-forward. Since 1973, more than 1,500 copies of R&R have arrived on your desk. Today, Erica Farber is Publisher/CEO.



Bob Wilson

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105.9

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"When people say, 'He's a prick to work for, but everyone works for him,' that's a compliment in radio."

— Jay Thomas

R&R 30 YEARS

SIGNS OF THE TIMES

- Carpool promotions in high gear nationwide.
- Progressive KDAY/Los Angeles switches to R&B with GM Gary Price, PD Ron Samuels.
- FCC fines WBAP/Ft. Worth \$4000 for "conflict of interest among DJs."
- Stereo Rocker WNCR/Cleveland goes Country.
- The FCC wins \$2,000 in a WDXR contest; Paducah, KY station's contest sounds "suspiciously like a lottery."
- WOIC/Columbia, SC becomes the Carolinas' first all-Black AM station.
- Columbia Records puts bounty on tape pirates.
- KRUX/Phoenix files \$1 million lawsuit against KUPD for stealing its morning man, Randall Robert Johnson.
- More minority hiring ordered in Philadelphia, Minneapolis.
- WCFL/Chicago's Larry Lujack files for "Superjock" trademark.
- The Senate approves AM-FM requirement. Radios costing more than \$15 must be able to receive both AM and FM.
- Arbitron: Major AM rockers lose big shares; FM stronger than ever before.
- Wolfman Jack resigns from WNBC/New York.
- Atlantic, Elektra/Asylum Merge; Ahmet Ertegun, David Geffen co-Chairmen. The merger is later postponed.
- Jack Thayer appointed President of NBC Radio.

year 1974

Running On Empty

Often, we think of the old days as being simpler times. Not so in 1974. It was a year marked by an energy crisis, gasoline shortages, Nixon's resignation and a new national pastime — streaking.

Radio continued to do what it does best: capitalize on topical events while keeping listeners informed and entertained. Example: Before Barry Bonds and Sammy Sosa were old enough for Little League, listeners to WSB/Atlanta heard the play-by-play of Hank Aaron breaking Babe Ruth's career home-run record.

Newcomer R&R was on the scene, chronicling everything from the serious to the sublime, from carpool promotions to WPOP/Hartford's "Streaker Sneakers" giveaway to WRC/Washington's "The Devil Made Me Do It" contest, a tie-in with box-office champ *The Exorcist*, complete with a Flip Wilson-voiced liner. *The Trouble With Rock*, a CBS-TV news special, focused on alleged Mafia ties to the record industry and noted that radio stations frequently took money in exchange for airplay.

Because of the energy crisis, the government was considering asking radio stations to conduct voluntary sign-offs as well as decrease power usage. There was a prediction that FM

would zoom in '74 as a result of the crisis. Because more people were staying at home on the weekends, fewer were listening to their car radios, which AM had a lock on in those days.

Whatever the reason, FM came *did* begin to zoom in '74, and the old-line AM operators of the day saw some of their shares move to the other band, which featured such innovations as music sweeps and eight-minute spotloads.

Meanwhile, R&R was busy with a few milestones of its own, introducing the Back Page and Street Talk's predecessor, Radio Rumor

Control, and snaring industry such luminaries as WPEZ/Pittsburgh PD (and future MTV architect) Bob Pittman and Bartell Exec. VP George Wilson to wax philosophic about ratings and other timely issues.



PERSPECTIVES

I feel that women and teens are easier to motivate, easier to get involved. We're a very involved radio station [WMAK/Nashville]. We like to involve ourselves with the community. Our jocks say things. They don't ramble on, but we don't put a strict time limit on them. They can talk when they have something to say.

I require my jocks to prepare in the sense of being aware of what's going on around them. I do my own show, and I read both local papers and an out-of-town paper, I read all the music magazines, I use all the sheets. It's a matter of being aware.

We don't want to be laid back. I encourage my jocks to be entertainers so that listeners out there will look up to them and admire them. I know lots of people are teaching their jocks to be "normal" and sound like the guy next door, but I think people still want to look up to DJs and think, "He's cool." I think gimmicks, wild promotions and showbiz — if done properly — still have a place in radio.

We sit down and say, "How many ways can we involve the audience?" People who don't even listen to us are aware of us as a radio station because we get our call letters around. We have a good relationship with the daily papers and the TV stations here.

The most important thing is that I'm still able to maintain the ability to be a radio listener in addition to a radio programmer. I have to enjoy what I hear. I don't program the station for the radio or the record industries; I program it for the people.



Scott Shannan

Kent Burkhart: He Did It All



Kent Burkhart

In 1974, Kent Burkhart established himself and Lee Abrams as one of radio's first programming consulting firms, Burkhart/Abrams. The two had a profound effect on the radio industry over the next two decades.

The day after their first phone call, Kent Burkhart met Lee Abrams. Abrams was still in his teens, Burkhart wasn't. It began in the early '70s with a handshake. By the end of the decade it was the largest and, some say, most influential radio consultancy in the nation, Burkhart/Abrams.

Bay City, TX is south of Houston. Burkhart was south of 14, and Johnny Long owned a radio station. "I went to him and said, 'Listen, I'd like to play music for 15 minutes a day for all the kids,'" says Burkhart.

"Sure. When do you want to be on?" Long replied. By the time Burkhart graduated high school in 1952, he had his jock chops down.

In 1956 Burkhart was 22, had been in radio for nine years and had already worked for Gordon McLendon. He was about to come face to face with Todd Storz, the other Father of Top 40. There were major discussions in the Storz group about rock 'n' roll.

"Todd wasn't in favor of it," Burkhart says. "How the hell do you ignore Elvis Presley?" They compromised by playing only the softer Elvis, but the cat was out of the bag.

In 1958 Storz sent Burkhart to WQAM/Miami to clean up a payola mess. Then Burkhart bought KXTL/San Angelo, TX and learned how to do everything. Earl Fletcher, GM of KXOL/Ft. Worth, TX needed programming help. It wasn't full-time, it was consulting for \$200 a month, but Fletcher upped the ante by calling in markers with friends who had stations in Little Rock and Lake Charles, LA.

After eight months Burkhart realized he needed a real job. "In the spring of 1961, Barry Sherman, *Esquire* magazine's radio guy, told me *Esquire* was going build a radio group," he says. The first station was WQXI/Atlanta, and it was in trouble.

Burkhart cleaned up 'QXI, and things were on a roll until John Smart, *Esquire's* Chairman of the Board, heard a Preparation H spot on the air. Within 24 hours the station was on the block. New owners came in, fired the GM and gave Burkhart six months to prove he could be a large-market guy. During his tenure, WQXI's ratings doubled. When the company expanded, Burkhart was named President of Pacific and Southern Broadcasting.

Fast-forward. The chairman of the parent company wanted a New York City presence. Burkhart told him the station he'd selected had a lousy nighttime signal. When the station started hemorrhaging red ink, Mr. Chairman blamed Burkhart. "The next day I was jobless," Burkhart says.

Now we're back to the birth of Burkhart/Abrams, and Burkhart gives the impression that that's what he holds most dear. "I couldn't have asked for anything better in my life," he says.

Radio & Records

R&R Year-End Charts Debut

There were three formats in R&R's first year-end recap: Rock (now CHR), Pop (now AC) and Country. Much like the rest of the '70s, 1974's charts were powered by what seemed like an endless list of one-hit wonders — Terry Jacks, Carl Douglas, Blue Swede, Paper Lace and Billy Swan are but a few examples.

But some very successful recording legends also had a big year in 1974. Elton John, for example, reached the top 10 four times. Stevie Wonder, Barry White, John Denver and Olivia Newton-John also had a multiple hits.

Thirty-one songs topped R&R's Country chart in 1974, and Conway Twitty had three of them: "There's a Honky Tonk Angel (Who'll Take Me Back In)," "I'm Not Through Loving You Yet" and "I See the Want To in Your Eyes." Charlie Rich was anything but behind closed doors in '74: He landed six top 15 hits that year.

Classic Rock staples that hit in '74 included "Sweet Home Alabama" by Lynyrd Skynyrd, "I Shot the Sheriff" by Eric Clapton, "You Ain't Seen Nothing Yet" and "Takin' Care of Business" by Bachman-Turner Overdrive, "Can't Get Enough" by Bad Company, "Radar Love" by Golden Earring and Grand Funk's cover of Little Eva's "The Loco-Motion," which was the No. 2 song at Rock.

Another notable entry from '74: "Rock the Boat" by Hues Corporation, which has been credited with starting the disco craze that would dominate much of the mid- to late '70s.

RADIO

Dave Sholin swing man at KFRC/San Francisco ... Al Brady Law Asst. PD at WNBC/New York ... Steve Warren PD at WHN/New York ... Jim Price KGB/San Diego GM ... Paul Kirby PD at WRKO/Boston ... Mel Phillips KQV/Pittsburgh PD ... Chuck Buell PM drive at KFRC/San Francisco ... Bob Shannon KDWB/Minneapolis PD ... Frank Wood GM of WEBN/Cincinnati ... Rick Devlin GM at WXLO (99X)/New York ... Allan Chlowitz KRTH/Los Angeles GM ... Steve Rivers to RKO Radio ... Dennis Constantine to KTLK/Denver ... Steve Dahl mornings at KSFM/Sacramento ... Rick Sklar Dir./Operations ABC O&O AMs ... Scott Shannon Mooney National PD ... Cousin Brucie takes Wolfman's slot at WNBC/New York ... John Lund WNBC/New York PD ... Mark Oriscoll WBBF/Rochester middays ... Steve Rivers, Oan Mason join WZGC (Z93)/Atlanta ... Don Ste. John PD KFRC-FM/San Francisco ... E. Alvin Davis WAXY/Miami PD ... Dan Vallie to all-nights at WSGA/Savannah ... Bobby Rivers KTLK/Denver PD ... Shadoe Stevens PD at KMET/Los Angeles ... Bob Hamilton National PD for Shepard Broadcasting ... Todd Wallace KLIF/Dallas PD ... Lee Abrams joins Kent Burkhart in new syndication venture ... Charley Lake joins Bob Pittman, Dick Booth in consultancy ... Scott Shannon now PD at WQXI/Atlanta; Don Benson is MD ... New KRTH/Los Angeles PD is Dick Bozzi ... Jerry Clifton now Bartell National PD.



Frank Wood



Rick Sklar

RECORDS

Neil Bogart back in business with Casablanca Records ... Harold Childs to A&M VP/Promo ... Gil Beltran new MGM President ... Billy Bass becomes Manager/Nat'l Album Promo at RCA ... Dick Wooley Capricorn VP/Promo ... Marc Nathan Nat'l Promo Dir. for Bearsville Records ... Bill Pfordresher 20th Century Asst. Nat'l Promo Dir. ... Joe Galante Manager/Administration at RCA ... Al Coury Sr. VP/A&R and Promo, Don Zimmermann Sr. VP/Marketing, Bruce Wendell Nat'l Promo Manager at Capitol ... Louie Newman DisCreet Nat'l Promo Dir. ... Clive Davis Bell Records President ... Al Teller to UA President ... Rick Blackburn Exec. VP/GM Monument ... Tom Cozzi RCA Division VP/Promo ... Ray Anderson to UA as VP/Promo ... Don Whittemore Nat'l Promo Manager/Singles at RCA ... Dick Kline Atlantic VP/Promo ... Ron Alexenburg VP/GM Epic ... Vince Faraci Nat'l Pop Promo at Atlantic ... Tony Martell new VP/East Coast Operations at ABC.

IN MEMORIAM

Dick Weber, Asst. Nat'l Promo Dir. for Epic.



Al Teller

ROCK

- 1 TERRY JACKS Seasons In The Sun
- 2 GRAND FUNK The Loco-Motion
- 3 OLIVIA NEWTON-JOHN I Honestly Love You
- 4 ELTON JOHN Bennie And The Jets
- 5 PAPER LACE The Night Chicago Died
- 6 GORDON LIGHTFOOT Sundown
- 7 HUES CORPORATION Rock The Boat
- 8 WINGS Band On The Run
- 9 PAUL ANKA (You're) Having My Baby
- 10 BO DONALDSON & THE HEYWOODS Billy Don't Be A Hero



POP

- 1 MARIA MULDAUR Midnight At The Oasis
- 2 HARRY CHAPIN Cat's In The Cradle
- 3 OLIVIA NEWTON-JOHN I Honestly Love You
- 4 ANNE MURRAY You Won't See Me
- 5 JOHN DENVER Annie's Song
- 6 ROBERTA FLACK Feel Like Makin' Love
- 7 OAVE LOGGINS Please Come To Boston
- 8 PAUL ANKA (You're) Having My Baby
- 9 MARVIN HAMLISCH The Entertainer
- 10 BOBBY VINTON My Melody Of Love



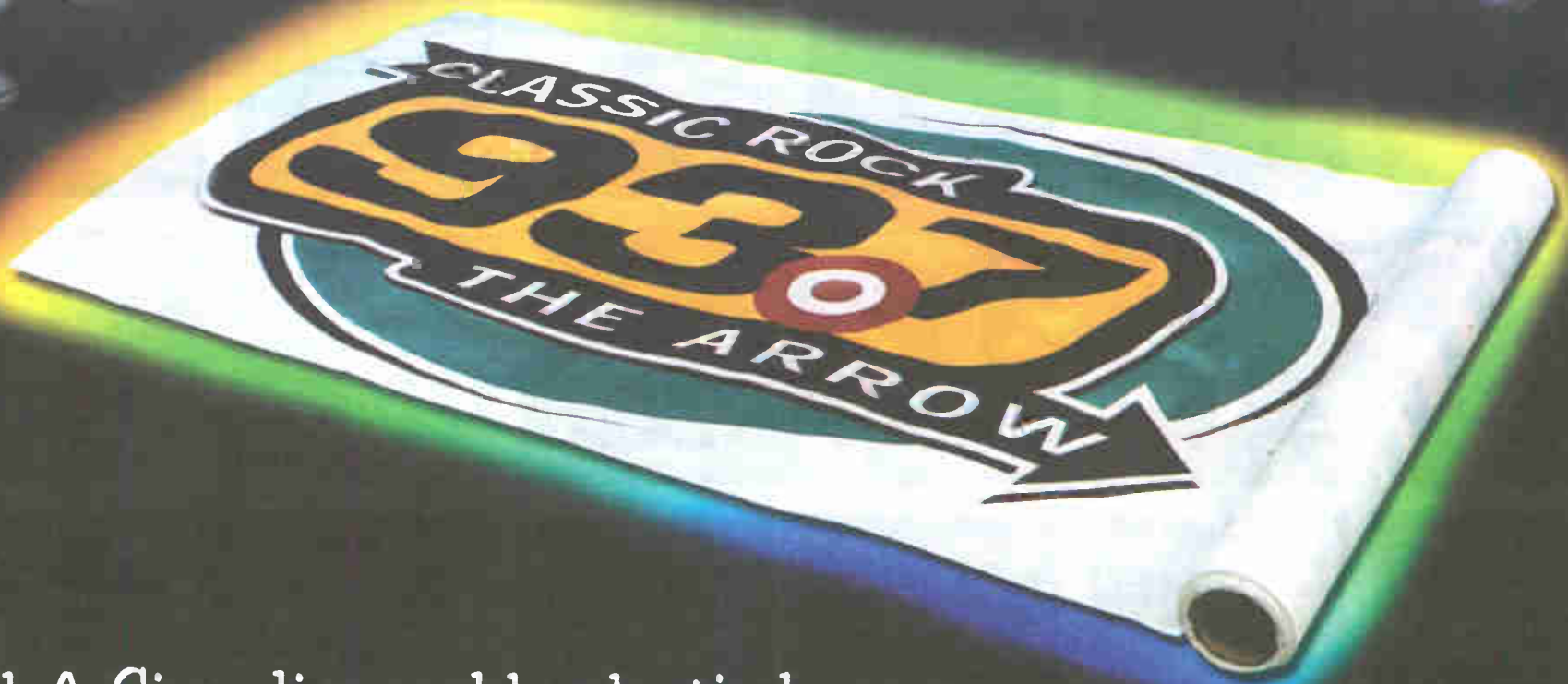
COUNTRY

- 1 CAL SMITH Country Bumpkin
- 2 BILLY "CRASH" CRADDOCK Rub It In
- 3 HANK SNOW Hello Love
- 4 BILLY SWAN I Can Help
- 5 OLIVIA NEWTON-JOHN If You Love Me (Let Me Know)
- 6 CONWAY TWITTY There's A Honky Tonk Angel...
- 7 TANYA TUCKER Would You Lay With Me (In A Field Of Stone)
- 8 MICKEY GILLEY Room Full Of Roses
- 9 CONWAY TWITTY I See The Want To In Your Eyes
- 10 DON WILLIAMS I Wouldn't Want To Live If You Didn't Love Me



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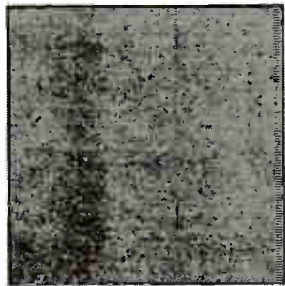
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STORY OF THE THE
YEAR; GOLD ALBUM
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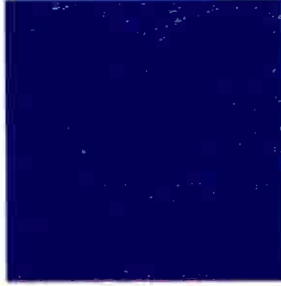
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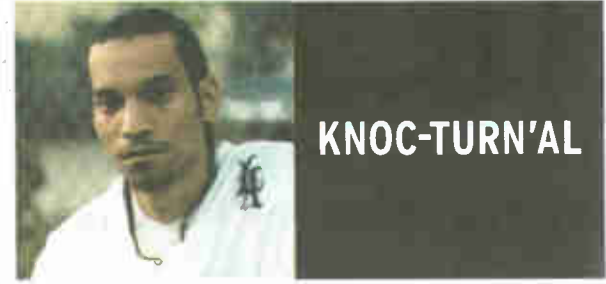
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— Jerry Clifton

R&R 30 YEARS

SIGNS OF THE TIMES

- R&R announces its first convention in Atlanta.
- Star stations lose licenses, including WIFE/Indianapolis.
- The FCC bars future purchases by newspaper owners of radio or TV stations.
- WRC-AM/Washington goes News.
- WKYS/Washington goes Disco.
- WNBC/New York suspends Don Imus.
- Payola indictments begin; Clive Davis indicted for income-tax evasion.
- The FCC proposes new ratings distortion rules.
- Tom Donahue, father of Progressive radio, dies.
- WABC/New York broadcasts to Russia.
- The NAB and RAB join forces for six regional conventions.
- The Country DJ Hall of Fame selects its first nominees, including Connie B. Gay, Bill Anderson and Cliffie Stone.
- Arbitron expands overnight telephone measurement to all markets
- Capital Cities cuts off freebies; WKBW/Buffalo staff not allowed to accept lunches, etc.
- Jacksons sign to Epic Records.
- Stevie Wonder pens \$13 million Motown pact.
- George Wilson-headed group buys WADO/New York for \$5 million.

year 1975

Un-Conventional Wisdom

To commemorate the country's upcoming bicentennial celebration, RKO VP/Programming Paul Drew proposed a coast-to-coast human chain. He asked stations to encourage listeners to link hands across the country and sing "God Bless America" at 3pm ET. Alas, he didn't find much support for the well-intentioned cause, but 11 years later other organizers staged the charity event Hands Across America, which was more successful.

While the in-crowd was seeking fulfillment through EST (Erhart Seminar Training), radio and records cognoscenti were seeking their own brand of fulfillment at the first in a series of infamous R&R Conventions. Just 17 months after its debut, R&R trekked to Atlanta's Royal Coach Motor Hotel for a mix of panel discussions, seminars, keynote speakers (Georgia Lt. Governor Zell Miller did the honors the first time out) and superstar entertainment.

In tow, a who's who of more than 800 people from the converging worlds of radio (Jay Thomas, Scott Shannon, Jerry

Clifton, Lee Abrams, John Rook, Michael Spears, Buzz Bennett, Bill Tanner) and records (Clive Davis, Joe Smith, Neil Bogart, Al Coury, Russ Regan). The entertainment lineup — presented

by the inimitable Thomas — featured The Pointer Sisters, Jim Stafford and Paul Davis ... and a backgammon tournament. Imagine, all that for a mere \$55 registration fee!

But the convention wasn't the only news in 1975. The radio industry witnessed other firsts: KKDJ/Los Angeles adopted a new persona as KIIS; WKYS/Washington — formerly WRC-FM — made history when it debuted as the first major-market Disco station; and more AM Top 40s punched off the dial.

Meanwhile, the FCC was still wrestling with WBAI/New York and George Carlin's "Seven Dirty Words," plus debating the ethics of stations airing phone calls without alerting listeners beforehand.

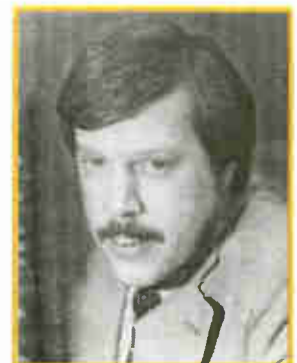
And, sadly, one of radio's guiding lights was dimmed: Progressive Rock pioneer Tom Donahue died at the age of 48.



PERSPECTIVES

I might be lambasted for this statement, but I'd have to fall back on something Chuck Blore said recently to the effect that "All the research in the world is fine, but the best programmer is still the one that does it from his gut."

It may sound like an ego stroke, but I've always been successful in having that intuitive feel about what is right and wrong; I'll know when the station's clicking. I don't want to take anything away from research, but I think in too many instances it's been overrated.



Ted Atkins

30 years of
R&R



Forever Young

RCS
makers of
Selector[®]

Tom Donahue: Rock's Big Daddy

Tom "Big Daddy" Donahue had been a Top 40 star for over 15 years (at WIBG/Philadelphia and KYA/San Francisco) when he abruptly quit in 1966. "He'd had enough of Top 40," says his widow, Rachel. "He knew that it wasn't the kind of music that people were listening to, and it certainly wasn't what he wanted to be playing."



Tom Donahue

In 1967, while at KYA, Donahue started to question why the music he and his friends were playing for each other wasn't being played on the radio. He began making calls to the mostly foreign-language FM stations listed in the San Francisco phone book. Leon Crosby owned KMPX-FM, where Italian and Chinese immigrants bought airtime to run recorded shows, but he wasn't making enough money to see daylight. At 6pm on April 7, 1967, Donahue, his wife and a bunch of friends, including Howard Hesseman (*WKRP in Cincinnati's* Dr. Johnny Fever), took to KMPX's airwaves and started a revolution in San Francisco.

"Picture a kid whose parents were listening to the Voice of China the night before," says Rachel. "He comes home, whips on the radio and hears The Doors singing, 'This is the end, my beautiful friend....'"

Without marketing or promotion, word spread. It was the birth of Progressive underground radio. Donahue played sets of songs. He didn't stop between the records, he didn't talk over the intros, and he declared that KMPX would serve as an open bulletin board for the city's hip community. The station's staff staged a strike when KMPX's owner decided he wanted the station to play music his wife liked and that the employees should adhere to a dress code. Not long afterward Donahue took his team to Metromedia's nearby Classical outlet, and they continued their progressive ways on KSAN.

KSAN always had a liberal music policy. The jocks picked their own music, which was good and bad. "If somebody called up and said, 'You suck,' they pretty much meant that you sucked, because everything we played was our choice," says former PD Bonnie Simmons.

KSAN's stationality always focused on its relationship with its listeners. "We were our audience," Simmons says. "We weren't these rarified disc jockey creatures sitting in

a glass room. The people who listened to KSAN really believed they were part of the family."

Donahue, who passed away in 1975, was inducted into the Rock and Roll Hall of Fame in 1996, joining Alan Freed as the only DJs to be so honored.

The Seeds Of Classic Rock



Back in 1975 R&R's Rock chart featured some not-so-rockin' acts. **Captain & Tennille**, **The Bee Gees**, **Barry Manilow**, **Neil Sedaka** and **KC & The Sunshine Band** all appeared in the Rock 75 of '75! Say what? You see, "Rock" in those days was actually Top 40. Rock as we know it today was called AOR Album Airplay.

Anyway, **Olivia Newton-John** was R&R's Female Vocalist of the Year, with three top 10 hits, including "Have You Never Been Mellow," which peaked at No. 1 in February. AOR Album Airplay for the year featured the biggest artists of the era who would go on to define the Classic Rock format. Tens of millions of albums were sold by mega-acts **Fleetwood Mac**, **The Eagles**, **Elton John**, **Bruce Springsteen** and **Pink Floyd**. **Aerosmith** landed in the top 20 with *Toys in the Attic*, which produced "Sweet Emotion" and "Walk This Way," two of the most-played tracks in the history of Rock radio.

Nashville influenced the pop world, with hits by **B.J. Thomas** and **Glen Campbell** earning top five status on R&R's year-end Pop (AC) chart. Campbell's signature hit "Rhinestone Cowboy" finished No. 2 at Country and No. 4 at Pop.

Pop/Adult radio featured many of the same superstars as Pop and Country, including No. 1 hits from **John Denver**, **America**, **The Eagles**, **Barry Manilow** and **Wings**. And who could forget "The Hustle" by **Van McCoy**? One artist who produced country-flavored rock in the '70s was **Linda Ronstadt**. Two of her biggest hits came in '75, "You're No Good" and "When Will I Be Loved."

Disco was taking shape, with many of the genre's biggest hits charting, including **The Bee Gees'** "Jive Talkin'," "Fly, Robin, Fly" by **Silver Convention**, **Gloria Gaynor's** "Never Can Say Goodbye," "Get Down Tonight" and "That's The Way (I Like It)" by **KC & The Sunshine Band** and **Labelle's** "Lady Marmalade," which also launched **Patti Labelle**, who later became one of the most powerful and best-loved singers in pop history and earned the richly deserved title of diva.

While R&R didn't have an R&B music section in the '70s, the music's impact was clearly being felt. Consider **Barry White's** "You're the First, the Last, My Everything"; "Shining Star" by **Earth, Wind & Fire**; and **The Spinners**, who hit it big with "(They Just Can't Stop It The) Games People Play."

ROCK

- 1 CAPTAIN & TENNILLE Love Will Keep Us Together
- 2 ELTON JOHN Philadelphia Freedom
- 3 OLIVIA NEWTON-JOHN Have You Never Been Mellow
- 4 BEE GEES Jive Talkin'
- 5 BARRY MANILOW Mandy
- 6 K.C. & THE SUNSHINE BAND That's The Way (I Like It)
- 7 ELTON JOHN Island Girl
- 8 NEIL SEDAKA Bad Blood
- 9 K.C. & THE SUNSHINE BAND Get Down Tonight
- 10 DOOBIE BROTHERS Black Water



POP

- 1 CAPTAIN AND TENNILLE Love Will Keep Us Together
- 2 B.J. THOMAS Another Somebody Done Somebody Wrong Song
- 3 MICHAEL MURPHEY Wildfire
- 4 GLEN CAMPBELL Rhinestone Cowboy
- 5 MORRIS ALBERT Feelings
- 6 VAN MCCOY The Hustle
- 7 JOHN DENVER Calypso/I'm Sorry
- 8 FRANKIE VALLI My Eyes Adored You
- 9 ROGER WHITTAKER The Last Farewell
- 10 OLIVIA NEWTON-JOHN Have You Never Been Mellow



COUNTRY

- 1 FREDDY FENDER Before The Next Teardrop Falls
- 2 GLEN CAMPBELL Rhinestone Cowboy
- 3 WILLIE NELSON Blue Eyes Crying In The Rain
- 4 BILLIE JO SPEARS Blanket On The Ground
- 5 JESSIE COLTER I'm Not Lisa
- 6 CONWAY TWITTY Linda On My Mind
- 7 DON WILLIAMS You're My Best Friend
- 8 FREDDY FENDER Wasted Days & Wasted Nights
- 9 LORETTA LYNN & CONWAY TWITTY Feelin's
- 10 RONNIE MILSAP Daydreams About Night Things

AOR Albums

- 1 JEFFERSON STARSHIP *Red Octopus*
- 2 FLEETWOOD MAC *Fleetwood Mac*
- 3 EAGLES *One Of These Nights*
- 4 ELTON JOHN *Captain Fantastic And The Brown Dirt Cowboy*
- 5 LED ZEPPELIN *Physical Graffiti*
- 6 BRUCE SPRINGSTEEN *Born To Run*
- 7 10CC *Original Soundtrack*
- 8 PINK FLOYD *Wish You Were Here*
- 9 ZZ TOP *Fandango*
- 10 BAD COMPANY *Straight Shooter*



RADIO

Buzz Bennett forms Los Angeles consultancy ... Rick Sklar ABC VP/Programming ... Charley Lake WEPZ/Pittsburgh MD ... Rick Shaw KLIF/Dallas Asst. PD ... Charlie Van Dyke KHJ/Los Angeles PD ... Allan

Chlowitz KRTH/Los Angeles VP/GM ... Robert W.

Morgan on KMPC/Los Angeles ... Bruce Johnson SRO

President ... Dwight Case RKO President ... Charlie Tuna KKDJ/Los Angeles PD ... Bob Anthony to KGW/Portland, OR ... Jim Maddox, Walt

"Baby" Love form consultancy ... Dick Whittington KFI/Los Angeles middays ... Todd Wallace KUPD-AM & FM/Phoenix PD ... John Long

WAPE/Jacksonville PD ... Bobby Ocean KHJ/Los

Angeles; Rick Shaw to KFRC/San Francisco ...

Steve Rivers WDRQ/Detroit PD ... Harv Moore

WYSL/Bufalo PD ... Ruth Meyer WMCA/New York

OM ... Ed Salamon WHN/New York Program Manager ... Ron O'Brien

WCFB/Chicago PD ... John Leader KHJ/Los Angeles airstaff ... Alan

Burns WDAI/Chicago afternoons ... Jeff Salgo KZOK-FM (K102 1/2) &

KUUU-AM (KU16)/Seattle OM ... Lee Douglas WXLO/New York PD ...

Don Benson WQXI/Atlanta OM ... Mark Driscoll KSTP/Minneapolis PD

... Tom Birch WNOE/New Orleans MD/Research Dir. ... Bob Hamilton WIF/Philadelphia PD

... Jim Ladd joins KMET/Los Angeles ... Don Kelly WFYR/Chicago PD.



Jim Ladd



Robert W. Morgan



Joe Smith

Walter Yetnikoff Columbia President ... Berry Gordy re-assumes Motown presidency ... Steve Popovich Epic VP/A&R ... Chris Crist WB Los Angeles promotion ... Stan Monteiro Columbia VP/Promotion ... David Geffen heads WCI movie division ... Joe Smith Chairman Elektra/Asylum ... Sal Licata United Artists VP/GM ... Larry Douglas joins Jerry Weintraub's Management III ... Oscar Fields GRC Records VP/GM ... Russ Thyret WB VP ... Jerry Sharell E/A VP/International ... Ray Harris RCA Nat'l R&B Promotion ... Lou

Simon PolyGram Exec. VP/GM.

RECORDS

"If we did what our listeners told us, we would be playing no commercials, and we would never play a hit record, and we would never repeat a record."

— Allen Shaw, former VP/ABC-FM O&Os

R&R 30 YEARS

SIGNS OF THE TIMES

- Arbitron to increase samples in top eight markets.
- ACLU hits Cox Broadcasting for Atlanta "monopoly."
- KYA-FM/San Francisco programs "Superstars" Rock format.
- FCC submits anti-obscenity legislation.
- KROQ/Pasadena-Los Angeles back on the air.
- R&R Convention '77 in Dallas. Registration is \$100.
- AM stereo tests in fall.
- General Tire to spin off RKO to shareholders.
- Arbitron discovers diary tampering in Memphis.
- Neil Bogart, Peter Guber merger leads to Casablanca Record and Filmworks. Peter Benchley bestseller *The Deep* is its first film.
- FCC Commissioner Benjamin Hooks resigns to head the NAACP.
- WKBW/Buffalo deletes edited singles.
- The NAB announces formation of Radio Hall of Fame.
- Casablanca enters 12-inch singles field.
- NBC scraps all-News network format; flagship WNWS/New York changes calls to WYNY, goes Soft Rock.
- ABC buys WMAL-AM & FM/Washington from Washington Star Communications for \$16 million.

year **1976**

FM Becomes Radio's Rock

Although Progressive radio (a la KSAN/San Francisco, WNEW-FM/New York and KMET/Los Angeles) had been a staple for nearly a decade, a commercialized version of this format was winning young male audiences almost everywhere it appeared. The record industry began paying attention to this new breed of FM radio by cranking up the volume of album releases (and creating "corporate rock," according to a lot of cynics).

The U.S. celebrated its 200th birthday while radio marked the return of the soon-to-be-ubiquitous KROQ/Los Angeles following a two-year absence from the airwaves. General Tire & Rubber Co. — in an effort to ward off license challenges stemming from alleged improper payments to foreign governments — opted to spin off its RKO broadcast properties to shareholders. Eight major radio outlets were among the affected holdings. Twelve years later the spinning-off process was still in motion.

Elsewhere, the CB craze was on. Movers and shakers in the political and musical arenas rubbed elbows: Capricorn President Phil Walden was appointed to Jimmy Carter's inaugural committee. The FCC placed innuendo and double entendre under

its indecency microscope (the verdict: neither is patently offensive). FM was becoming increasingly popular with young listeners, prompting a joint FCC-electronics committee to take up the AM stereo cause and begin testing half a dozen systems.

The Rolling Stones raised feminists' ire with a Sunset Strip billboard promoting the group's *Black and Blue* LP. A battered woman in ripped clothes shared space with the following ad copy: "I'm 'Black and Blue' from the Rolling Stones — and I love it!" The ensuing outcry prompted removal of the billboard ahead of schedule.

While monitoring these goings-on, R&R got busy on its own. It added a number of features that became popular staples: Street Talk, Page 1 Playlists, Picture Pages, a weekly Top 40 (now CHR) section under the direction of J.J. Jordan and a Black Radio (now Urban) section. Oh, yeah, we also found time to squeeze in a second convention. Atlanta's Peachtree Plaza Hotel played host to keynoters Joe Smith and Dwight Case, plus entertainers Tony Orlando, Ronnie Milsap, Michael Murphey and The Spinners. Making their confab debut: separate format meetings and hospitality suites.



PERSPECTIVES

Lots of stations had a big sign up in the control room that said "Smile," and everything that came out of your mouth had to sound friendly, upbeat and bright. But I'm sarcastic and cynical, and that got me in trouble in the early days.

Later, after being fired from KFXM/San Bernardino within four months, I said to myself, "I'm married, have one kid and another one the way, and this is not what I can do with the rest of my life." My parents thought radio was stupid. I was going to live happily ever after in the woods as a forest ranger.

I was all set to do it, but then I heard about an opening at KJR/Seattle. It was as big-time as you could possibly get. I told [Kaye-Smith National PD] Pat O'Day my whole sad story, about the U-Haul trailers and getting fired and how I had decided, "Screw it, I'm out of radio." And O'Day said, and this just floored me, "You wanna get back in?"

I was on the air what I was off the air, and listeners can sense that. But I've never liked big cities. Lots of people, too many cars and those damn expressways. I've always loved wide-open spaces, but with the career direction I took, I ended up spending most of my adult life living in places I hated. On my last day at WLS/Chicago I walked out of the station and felt a great weight had been lifted from my shoulders. I was thinking, "This is great. I don't have to do this anymore."

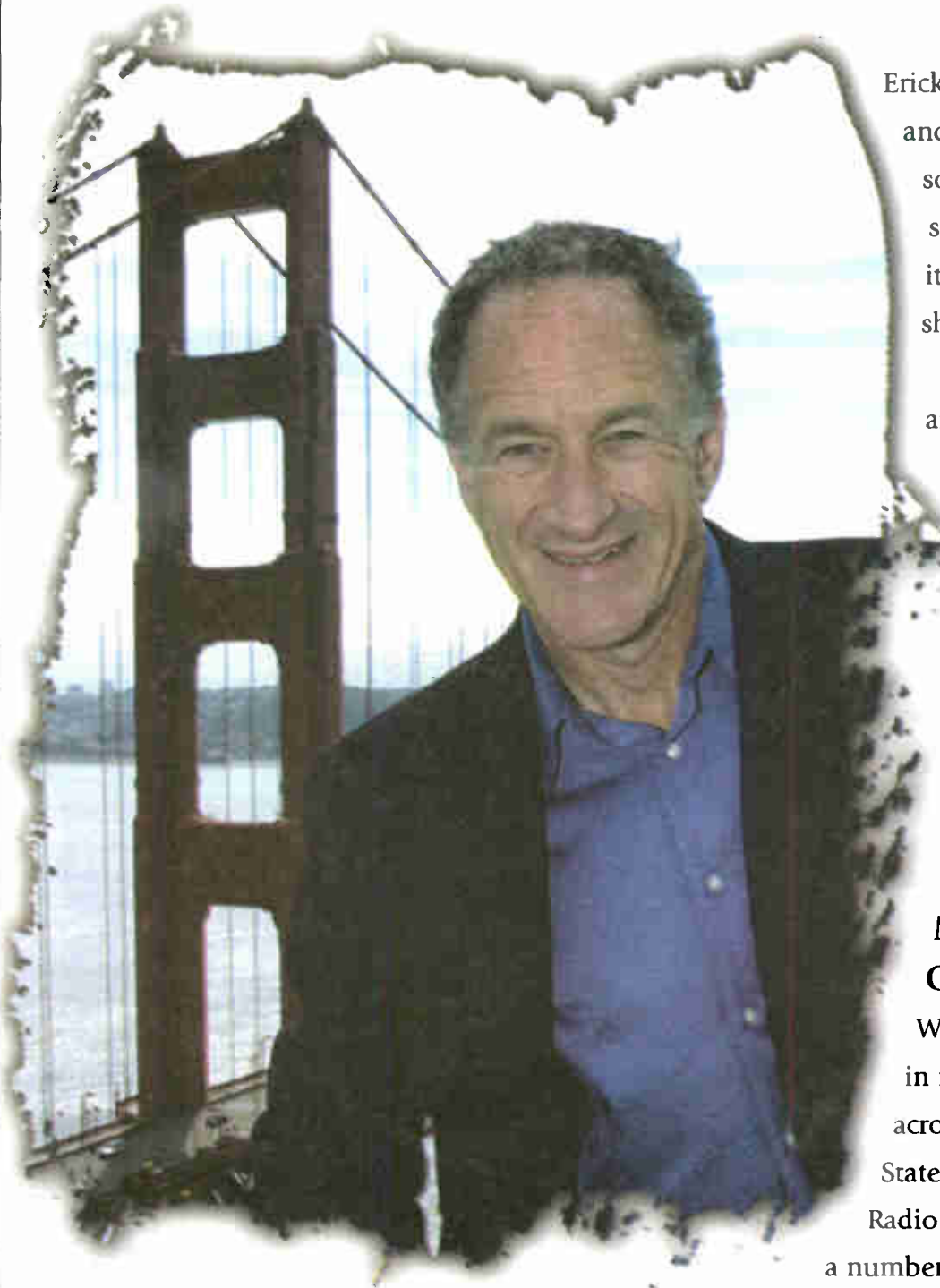
Honest to God, people were in tears about me retiring. By the time I got home, I felt guilty that I had somehow let these people down. But not *that* guilty.



Larry Lujack

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Susquehanna People



Erick Steinberg

Director of Technical Operations
Susquehanna, San Francisco

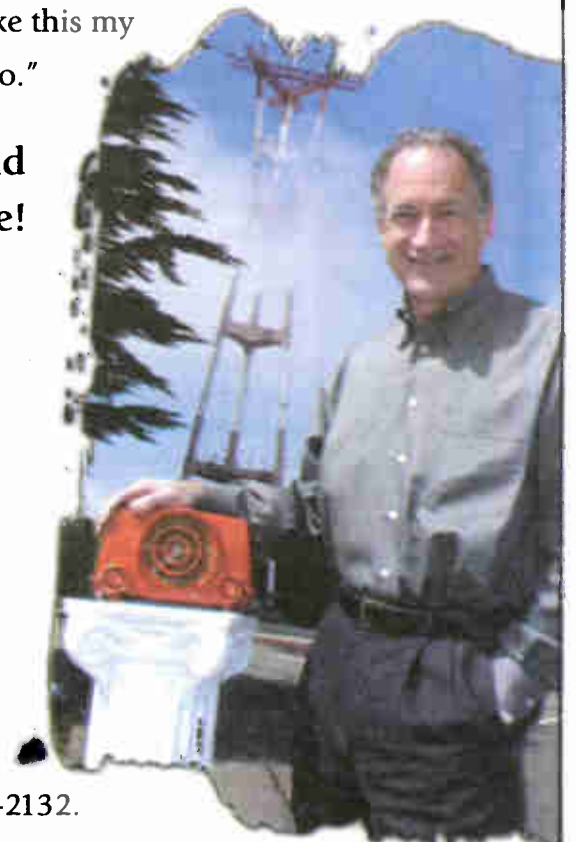
Erick Steinberg's job is challenging, demanding, and requires a very hectic work pace. It's something he describes as "hard fun." "Radio is show biz," he says. "It should be fun!" Of course, it also helps that he's surrounded by people who share his passion for the industry.

"We're all career broadcasters around here, and I enjoy working for a company that is run by broadcasters," Erick says. "Their commitment to technical excellence and training at all levels is unbelievable!"

When he first arrived at Susquehanna Radio, Erick says, "I felt right at home." Now, six years later he adds, "Susquehanna is just the right size. My work friends are here, my work family is here. I intend to make this my last stop in radio."

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Paul Drew: A Suit-And-Tie Guy

In 1976 Paul Drew was National Program Director for RKO, which was among the elite Top 40 radio groups of its day.



Paul Drew

Paul Drew was, unlike many of his programming peers, white-shirt, business-suit serious. "I wanted everybody to understand that radio is a business and that it should be taken seriously," he says.

In December 1966 Drew resigned after six months as WQXI/Atlanta PD to program KYA/San Francisco. But before he headed West, he took an interview with RKO's CKLW/Detroit. "I went to Detroit to meet the GM, Bob Buss, and told him straight out that I'd heard he was a buttinsky," Drew recalls. Still, the two got along, and Buss offered the novice programmer \$25,000 and the autonomy he asked for. Drew accepted on one condition. "I'll do this job for 12 months, and that's it," he told Buss. "Then you'll have to find someone to replace me."

Why? "I didn't have any experience," says Drew. "I mean, who was I trying to fool? I've always told myself that I have to know what I don't know."

A few months later RKO signed Drake-Chenault to advise its stations. Drew was exposed to the architecture of KHJ/Los Angeles and the genius of Ron Jacobs. "Of all the Top 40 or popular music stations I've heard in my lifetime, the best of all, by 50 touchdowns, was Ron's KHJ," Drew says.

At the end of 12 months Drew left CKLW and RKO. He was a winner, but he wouldn't be so lucky the next time. In 1968 he went to WIBG/Philadelphia. "I got my ass kicked by Jim Hilliard at WFIL," he says. "Hilliard had a better signal, was a better programmer, and he had Dr. Don Rose."

Drew returned to CKLW until the Canadian government forced the station's sale, then moved to San Francisco to program RKO's KFRC. In 1972 he was sent to Washington to

flip WGMS from Classical to Top 40; however, public outcry destroyed any chance of WGMS leaving its format. Drew stayed anyway and began consulting.

RKO lured him back, giving him KHJ and, eventually, the VP/Programming stripes held by Bill Drake. As VP/Programming for RKO, Drew was on the road 80% of the time, always working, always listening. It wasn't unusual for him to call a PD late Saturday night and ask for a Sunday-morning meeting.

Not long ago Drew campaigned to become the next CEO of the National Academy of Recording Artists and Sciences. "Michael Greene would have been a tough act to follow," he says. "But then again, in radio I followed Bill Drake."

Radio & Records

Boogie Fever

It was America's bicentennial year, and disco had a significant impact on the Top 40 charts. "Play That Funky Music" by **Wild Cherry**, "Boogie Fever" by **The Sylvers**, "Disco Lady" by **Johnnie Taylor**, "Right Back Where We Started From" by **Maxine Nightingale**, "(Shake, Shake, Shake) Shake Your Booty" by **KC & The Sunshine Band** and "A Fifth of Beethoven" by **Walter Murphy** were some of the biggest hits of 1976. And let's not forget a 26-year-old DJ from Memphis named **Rick Dees**, who took advantage of the craze with his chart-topping hit "Disco Duck."

The year will also be remembered for a handful of legendary albums, including **Peter Frampton's** *Frampton Comes Alive*. The top AOR album of '76 featured "Baby, I Love Your Way," "Show Me the Way," and "Do You Feel Like We Do."

One of the biggest-selling debut albums in rock history came out this year as well, **Boston's** eponymous freshman effort. And Fleetwood Mac's self-titled album spawned "Say You Love Me," "Rhiannon (Will You Ever Win)" and "Over My Head."

The hot trend of CB radios and 18-wheelers led to **C.W. McCall** having a huge Country and Top 40 hit with "Convoy." Three acts who scored four top 15 Country hits in '76 were **Mickey Gilley**, **Willie Nelson** and **Conway Twitty**.

1976 saw the continuation of the mid-'70s trend of novelty songs. Along with the aforementioned "Convoy," you couldn't go anywhere without hearing "Afternoon Delight" by **Starland Vocal Band**, one of the year's biggest hits at Top 40 and Pop/Adult.

Also, the theme songs from two ABC-TV series became hits on the radio. "Welcome Back" by **John Sebastian** from *Welcome Back Kotter* and "Theme From S.W.A.T." by **Rhythm Heritage** both went to No. 1 at Top 40.

TOP-40

- 1 CHICAGO If You Leave Me Now
- 2 ELTON JOHN & KIKI DEE Don't Go Breaking My Heart
- 3 STARLAND VOCAL BAND Afternoon Delight
- 4 WINGS Silly Love Songs
- 5 WILD CHERRY Play That Funky Music
- 6 FOUR SEASONS December 1963 (Oh What A Night)
- 7 RHYTHM HERITAGE Theme From S.W.A.T.
- 8 SYLVERS Boogie Fever
- 9 MANHATTANS Kiss And Say Goodbye
- 10 STEVE MILLER BAND Rock 'N Me



POP ADULT

- 1 STARLAND VOCAL BAND Afternoon Delight
- 2 ENGLAND DAN & JOHN FORD COLEY I'd Really Love To See You Tonight
- 3 CHICAGO If You Leave Me Now
- 4 BELLAMY BROTHERS Let Your Love Flow
- 5 ELTON JOHN & KIKI DEE Don't Go Breaking My Heart
- 6 LOU RAWLS You'll Never Find Another Love Like Mine
- 7 DEVORZON & BOTKIN Nadia's Theme
- 8 STARBUCK Moonlight Feels Right
- 9 FOUR SEASONS December 1963 (Oh What A Night)
- 10 WINGS Silly Love Songs



COUNTRY

- 1 CRYSTAL GAYLE I'll Get Over You
- 2 WAYLON & WILLIE Good Hearted Woman
- 3 JOHNNY CASH One Piece At A Time
- 4 RED SOVINE Teddy Bear
- 5 GEORGE JONES & TAMMY WYNETTE Golden Ring
- 6 DON WILLIAMS Til The Rivers All Run Dry
- 7 JOE STAMPLEY All These Things
- 8 JOHNNY DUNCAN Stranger
- 9 TAMMY WYNETTE You And Me
- 10 MARTY ROBBINS El Paso City



AOR ALBUMS

- 1 PETER FRAMPTON *Comes Alive*
- 2 BOZ SCAGGS *Silk Degrees*
- 3 STEVE MILLER BAND *Fly Like An Eagle*
- 4 HEART *Dreamboat Annie*
- 5 ROD STEWART *A Night On The Town*
- 6 FLEETWOOD MAC *Fleetwood Mac*
- 7 WINGS *At The Speed Of Sound*
- 8 STEELY DAN *The Royal Scam*
- 9 JEFFERSON STARSHIP *Spitfire*
- 10 DOOBIE BROTHERS *Takin' It To The Streets*



RADIO

Lois Gredell WBBM-FM/Chicago GM ... **Gary Stevens** Doubleday Sr. VP ... **Gerry Peterson** new KCBQ/San Diego PD ... **Jo Interrante** KFRC/San Francisco News Director ... **Gary Burbank** joins WHAS/Louisville ... **Jerry Clifton** WMJX-FM/Miami PD ... **Pat Shaughnessy** KIQQ-FM/Los Angeles VP/GM ... **Mason Dixon** joins KCBQ/San Diego for nights ... **Rick Devlin** WOR/New York VP/GM ... **Frank Cody** KBPI/Denver PD ... **Erica Farber** WXLO (99X)/New York GM ... **Jay Thomas** WXLO (99X)/New York mornings ... **Al Brady** programs WHDH/Boston ... **Dwight Douglas** WWDC-FM (DC101)/Washington PD ... **Art Laboe** KRLA/Los Angeles PD ... **Steve Rivers** KROY/Sacramento PD ... **Rick Carroll** KEZY/Anaheim, CA PD ... **John Bayliss** Combined Communications President ... **Tom Birch** KOMA/Oklahoma City PD ... **Cleveland Wheeler** KUPD/Phoenix afternoons ... **Don Benson** WQXI-AM & FM/Atlanta Asst. PD ... **Don Geronimo** WSPT/Stevens Point, WI nights ... **Lee Simonson** WFYR/Chicago LSM ... **Brian Beirne** KRTH/Los Angeles announcer ... **George Klein** WHBQ/Memphis PD ... **Harvey Mednick** RKO VP/Special Projects ... **E. Alvin Davis** WSAI/Cincinnati PD ... **Chuck Knapp** to PD at WISN/Milwaukee ... **John Long** PD, **Rick Dees** mornings at WHBQ/Memphis ... **Jim Davis** KLIF/Dallas PD.



Chuck Knapp



George Klein

RECORDS

Al Coury RSO Records President ... **Artie Mogull** United Artists President ... **Bruce Lundvall** CBS Records President ... **Irving Azoff** forms Morning Sky Records; **Glenn Frey** and **Don Henley** VPs/A&R ... **Steve Wax** Elektra/Asylum Exec. VP ... **Steve Resnik** Nat'l Pop Secondary; **Don Eason** Nat'l R&B at ABC ... **Ken Kragen** Management III VP ... **Bob Sherwood** Columbia Dir./Nat'l Promo ... **Russ Thryet** WB VP/Promo ... **Christy Wright** RKO Music Coordinator ... **Rich Fitzgerald** RSO West Coast A&R ... **Ron Alexenburg** Epic & Associated Labels VP ... **Billy Brill** to handle L.A. promo duties for Polydor/MGM ... **Charlie Minor** ABC VP/Promo ... **Carol Archer** Joyce Records Nat'l Promo ... **Freddy DeMann** E/A Nat'l Promo ... **Carson Schreiber** UA Western Region Country Promo ... **Stan Bly** Arista VP/Promo ... **Dave Glew** Atlantic/ATCO Sr. VP/GM.



Irving Azoff



Artie Mogull

"The only thing that matters in radio is what comes out over the air — your programming. Nothing else is important."

— Gordon McLendon

R&R 30 YEARS

SIGNS OF THE TIMES

- NBC's WNIX/Chicago changes to AOR as WKQX.
- Storer's proposed \$60 million purchase of Viacom nixed.
- Record companies win background music rights.
- The U.S. Court of Appeals strikes down the FCC's cross-ownership rule.
- Motown sues CBS, Epic Records for \$20 million over Jackson 5.
- The U.S. Court of Appeals overturns FCC obscenity ruling.
- Greater Media sues Globe Broadcasting, Amarturo Group for \$2.5 million to protect "Magic" service mark.
- The Temptations leave Motown.
- WCAO-FM/Baltimore flips to Disco as WXYV.
- Arbitron attacks "diary distortion" contests.
- The FCC begins an inquiry on quadrophonic broadcast standards.
- Pay-or-play radio coming: Congressional panel explores radio stations paying royalties to performers.
- WB and Sire sign record pact.
- The NAB asks the FCC for minority broadcast credit.
- Capitol forms EMI America label.
- Frankie Crocker perjury conviction overturned.
- Harte-Hanks buys Southern Broadcasting for \$57 million.

year 1977

Music And The Movies

This was a year shaped by two box-office smashes (*Star Wars* and *Saturday Night Fever*), the TV phenomena *Roots* and *Charlie's Angels* and the death of Elvis Presley.

Stations proved that the Force was with radio as they vied to create listener-grabbing sci-fi promotions ranging from spaceship mini-battles to contests featuring Princess Leia lookalikes.

Then, before the year was out, the nation fell victim to an outbreak of disco fever. That's when The Bee Gees let loose with the platinum-selling iconic soundtrack to the John Travolta flick *Saturday Night Fever*. How deep would disco penetrate the nation's (and the industry's) consciousness? Time would tell.

Station transactions picked up steam, paced by Harte-Hanks' purchase of Southern Broadcasting for \$57 million. Custom label deals also proliferated. Among the bumper crop were EMI America, Prelude and Parachute. Against this backdrop a new DJ on-air record was set (211 hours straight),

KCBS-AM/San Francisco computerized its newsroom, a major blackout hit New York City, and several companies were toying with a laser-beam record player.

By now, the R&R Convention was becoming an annual rite of passage. The '77 edition took place at the Fairmont/Dallas in February, and nothing — not even a two-alarm fire in the hotel kitchen — deterred the 3,000 registrants from the business at hand. They were treated to pointed remarks by industry notables Gordon McLendon, David Geffen (his first appearance at such a gathering) and Neil Bogart, who prophetically touched on the forthcoming video revolution and its marketing potential before disappearing in a cloud of smoke. Tony

Orlando shared MC duties with O.J. Simpson (elected star spokesman of the year by *Advertising Age* in '77). Emmylou Harris and Boz Scaggs performed.

And, that summer, R&R published its first separate special: the full-color, definitive *Top 40 Story*.



PERSPECTIVES

I don't think creativity is available by osmosis. Inspiration is available and might come from someone else, but creativity has to be there from the beginning. When you talk about Robert W. Morgan or me or other guys in that generation bag, we not only sat around and got off on a certain kind of radio as done by personalities in a given town, we also got out and hustled at any early age. When I was 13 it was a big thing for me to go out and get coffee for the morning man at our local station. And it was a bigger deal 10 years later, when I beat his ass in the ratings.

But how many radio station groupies do you see out there nowadays? It's not just the fact that the kids out there listening don't have anything fantastic to listen to; it's the fact that they're not paying their dues. Besides being inspired, you've got to hang out and spend hours doing all that scummy stuff. Even before I came to KHJ/Los Angeles, I saw there weren't too many young guys who were that hung up on radio. The gloss of radio is not as shiny as it was 10 years ago.

Today's air talent have about as much effect on their listeners' psyches as those voices at the airport that say, "United Airlines Flight 54 now departing." The fact that the generation that's 13 to 16 now has absolutely nobody to identify with their music opens the door for someone to come along and blow their minds. The lower the level of excitement, the more passive people get, and the easier it should be for something new to come along and excite them.



Ron Jacobs

Wolfman Jack: Pure Genius

By 1977 *Wolfman Jack* had already made a name for himself as the mysterious DJ in *American Graffiti*. He was also a weekly fixture every Friday night as host of the TV series



Wolfman Jack

Midnight Special.

Wolfman Jack, the radio character Bob Smith created in 1961, was, Smith said, "a happy-go-lucky cat, real hip, who just wanted to make people feel real good, nice, sexy and alive."

Together with his partner, Larry Brandon, Smith — a former Newport News, RI and Shreveport, LA disc jockey — headed for Mexican outlet XERF, a 250kw blowtorch across the border from Del Rio, TX that sold airtime to radio preachers. The details are hazy, but Smith saw an opportunity to take over the whole shebang, make a lot of money and get the Wolfman on the air. And if it involved a machine gun and a couple of shotguns, well, that was the price you paid to play border radio. Once Smith got on the air, money started flowing in from everywhere. The Wolfman sold listeners everything from records to baby chickens.

After eight months the show moved from Mexico to Minneapolis, where Smith and Brandon bought their own station. Smith played radio executive by day and Wolfman Jack by night. By 1966 Smith had moved to Los Angeles, where he set up shop on XERB/Tijuana until 1971, when the Mexican government ruled against evangelical programming. That turned off the cash spigot.

KDAY/Los Angeles PD Bob Wilson, who later founded R&R, came to the rescue. He says, "I sat Wolf down and told him what I thought he needed to do to come into the new generation, and he agreed."

RADIO

Bob Pittman WNBC/New York PD ... Rick Sklar VP/Programming, ABC Radio Division ... Rochelle Staab programs KHS-AM & FM/Los Angeles ... Jim Maddox KLYX (later KMJQ)/Houston VP/GM ... Michael Spears KHJ/Los Angeles OM ... Rick Aurichio Arbitron Radio VP/GM ... John Rook KFI/Los Angeles PD ... Bill Dalton WNEW-AM/New York VP/GM ... Craig Scott Plough VP/Programming ... Ken Curtis WXLO (99X)/New York P ... Charley Lake Bartell Nat'l PD ... Dene Hallam WFEC/Harrisburg PD ... Bill Garcia WXLO/New York PD ... Neil Sargent KRIZ/Phoenix GM ... Glen Morgan WABC/



Bob Pittman

New York Operations Dir. ... Steve Rivers WIFJ/Philadelphia PD ... Bill Hennes to WIBG/Philadelphia ... Beau Matthews KXKS-FM/Denver PD ... Neil Rockoff WHV/New York VP/GM ... Dean Tyler programs WNEW/New York ... Dan Mason WPGC/Washington PD ... Joel Denver WMJX/Miami PD ... Tom Barsanti KCMO/Kansas City PD ... Jhan Hiber joins Arbitron ... Jerry Lyman heads FKO FM division ... Gil Rosenwald WHK & WMMS-FM/Cleveland VP/GM ... Tom Birch WQAM/Miami PD ... Frank Cody KLOS/Los Angeles PD ... Bill Gamble to WIFJ/Philadelphia ... Jon Sinton WIOT/Toledo PD ... Charlie Van Dyke KLIF/Dallas OM ... Gary Stevens Doubleday President ... Dan Halyburton WDGY/Minneapolis PD ... Mike McVay WCHS/Charleston, WV PD ... Lee Simonson WFYR/Chicago GSM ... John Tyler KLIF/Dallas GM.



Charlie Van Dyke

RECORDS



Michael Atkinson

Dick Kline Sr. VP/Promo Atlantic ... Michael Klentner Arista VP/Promo ... Michael Atkinson Dir./Epic A&R, West Coast ... Don Jenner Millennium Nat'l Promo ... Joe Galante RCA Dir./Nashville Ops. ... Bob Garland Arista WC Regional Album Promo ... Stan Bly Polydor VP/Promo ... Richard Palmese Arista VP/National AM Promo ... Ed Gilreath WB Nat'l Album Marketing Dir./Black Music ... Ernie Singleton Fantasy Southern Regional Promo ... Sylvia Rhone Bareback label Promo ... Chuck Thagard Columbia Dir./Nat'l Promo ... Don Wright Dir./Nat'l Pop Adult RCA ... Paul Lambert MCA Nat'l Singles ... Rick Swig EPA Dir./Album Promo ... Rich Fitzgerald RSO/Island VP ... Bill Bennett Columbia Promo ... Eddie Pugh Columbia VP ... Marc Nathan Mushroom National Promo ... Johnny and Dino Barbis ABC National Promo ... Stan Bly MCA VP/Promo ... Jerry Wexler WB Sr. VP ... Suzanne dePasse Motown VP ... Sammy Alfano E/A Promo ... Joe Isgro Motown VP/Promo ... Andrea Ganis Polydor Promo.



Rich Fitzgerald

Wilson put the Wolfman on at night and hired writers to spice up his content. Things turned around. At its height, *The Wolfman Jack Show* was heard on over 100 stations, and Armed Forces Radio played him worldwide. "Wolf became a phenomenon," Wilson says. "From that he got *American Graffiti* and *Midnight Special*, and that eventually led to WNBC/New York."

Wolfman Jack spent less than a year in the Big Apple, but over the next 20 years he appeared in 17 movies and made numerous radio, television and live appearances. Then, on July 1, 1995, his heart gave out.

Bob Smith is gone, but the Wolfman will always be with us — not because the Wolfman was real, but because the character rang so true. "In the history of Rock radio, that whole Wolfman thing was pure genius," says Chicago legend Larry Lujack.

Mac Attack



Top 40, Country, AOR and AC witnessed an explosion of song titles in 1977 due to the widespread appeal of many of the year's chart-topping acts. Fleetwood Mac's *Rumours* had huge airplay on multiple tracks at every R&R format of the day except Country. "Dreams," "Don't Stop," "You Make Lovin' Fun" and "Go Your Own Way" sent the near-decade-old band into the popularity stratosphere.

Music from motion pictures ruled the 1977 charts, including "You Light Up My Life" by Debby Boone, Barbra Streisand's "Theme From a Star Is Born," Bill Conti's "Theme From Rocky," Carly Simon's "Nobody Does It Better" and Rose Royce's "Car Wash." And few would argue the enduring cultural impact of the music from *Saturday Night Fever*, starring John Travolta, released late in the year.

The year's biggest Rock debut was Foreigner's self-titled release, which included the hit tracks "Feels Like the First Time" and "Cold as Ice." Many other Classic Rock staples also showed up on the AOR year-end chart, including The Eagles; Supertramp; Pink Floyd; Jethro Tull; Cat Stevens; The Kinks; Little Feat; Emerson, Lake & Palmer; Ted Nugent; and Marshall Tucker.

RCA/Nashville topped the label derby for 1977 with a total of 15 songs on the year-end Country chart. Many of music's legendary artists from that year called RCA home, including America's beloved Elvis Presley, who died in 1977 at his home in Memphis.

R&R's Pop/Adult chart, the replacement for AC, was ruled by Barry Manilow, who had three hits in the top 10, "Looks Like We Made It," "Weekend in New England" and "Daybreak," with "Made It" going all the way to No. 1.

TOP 40

- 1 DEBBY BOONE You Light Up My Life
- 2 LEO SAYER When I Need You
- 3 ANDY GIBB I Just Want To Be Your Everything
- 4 FLEETWOOD MAC Dreams
- 5 ALAN O'DAY Undercover Angel
- 6 BARBRA STREISAND Love Theme
- 7 From A Star Is Born (Evergreen)
- 8 EAGLES Hotel California
- 9 HALL & OATES Rich Girl
- 10 MECO Star Wars



POP ADULT

- 1 BARBRA STREISAND Love Theme
- 2 From A Star Is Born (Evergreen)
- 3 BARRY MANILOW Looks Like We Made It
- 4 JAMES TAYLOR Handy Man
- 5 GLEN CAMPBELL Southern Nights
- 6 CARLY SIMON Nobody Does It Better
- 7 RITA COOLIDGE (Your Love Has Lifted Me) Higher And Higher
- 8 JENNIFER WARNES Right Time Of The Night
- 9 CRYSTAL GAYLE Don't It Make My Brown Eyes Blue
- 10 DAVID SOUL Don't Give Up On Us



COUNTRY

- 1 RONNIE MILSAP It Was Almost Like A Song
- 2 WAYLON JENNINGS Luckenbach, Texas
- 3 CRYSTAL GAYLE Don't It Make My Brown Eyes Blue
- 4 KENDALLS Heaven's Just A Sin Away
- 5 KENNY ROGERS Lucille
- 6 ELVIS PRESLEY Way Down/Pledging My Love
- 7 CHARLIE RICH Rollin' With The Flow
- 8 GLEN CAMPBELL Southern Nights
- 9 KENNY ROGERS Daytime Friends
- 10 LINDA RONSTADT Blue Bayou



AOR ALBUMS

- 1 FLEETWOOD MAC *Rumours*
- 2 EAGLES *Hotel California*
- 3 FOREIGNER *Foreigner*
- 4 STEVE MILLER BAND *Book Of Dreams*
- 5 CROSBY, STILLS & NASH *Crosby, Stills & Nash*
- 6 ALAN PARSONS PROJECT *I Robot*
- 7 HEART *Little Queen*
- 8 ATLANTA RHYTHM SECTION *Rock & Roll Alternative*
- 9 BOB SEGER & THE SILVER BULLET BAND *Night Moves*
- 10 SUPERTRAMP *Even In The Quietest Moments*



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A dream to work with, cut through voice, I'm planning to hire him again today. - Walter Sabo, Sabo Media New York

Kris Erik Stevens is the embodiment of professionalism. Not only are his vocal talents second to none, he is always eager to please, quick to respond, and one of the nicest people in the business. - Allen Shaw, Vice Chairman and Co-COO, Beasley Broadcast Group

His charismatic personality and extraordinary voice characteristics are heard as the spokesperson for prestigious national brands and clients worldwide. Great talents leave an impression. Kris Erik Stevens leaves an impression! - From "Passing Thru" by John Rook

Kris Erik Stevens has been the voice of Movie Tunes for the past 10 years. He's very professional, highly identifiable, and a pleasure to work with. He's simply one of the best voices in the business. - Robert Kardashian, President, Movie Tunes, Inc.

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"We've endured criticisms from traditionalists about things that happen in country music today, but I remember some of the old-timers were critical of Hank Williams."

— Bruce Hinton

R&R 30 YEARS

SIGNS OF THE TIMES

- Almost out of nowhere, Disco WKTU/New York debuts with an 11.3 share.
- Arbitron sponsors the radio Advisory Council.
- Plough Broadcasting to syndicate Disco format.
- FCC proposes new taped-call consent rule.
- Arbitron bows extended measurement in two markets.
- Artie Mogull, Jerry Rubinstein purchase United Artists for \$43 million.
- ABC is fined \$7,000 for WDAI-FM/Chicago logging violations.
- Communications Act rewrite unveiled; proposals include indefinite licenses.
- Supreme Court upholds existing cross-ownerships.
- The NAB objects to the new Communications Act.
- The Supreme Court upholds "dirty words" ban.
- Dick Purtan signs a \$1 million deal with CKLW/Detroit.
- The FCC gives the go-ahead to minority tax breaks.
- KIIS-FM brings Burkhardt Disco format to Los Angeles.
- The FCC proposes 120 new AM stations via clear channel restrictions.
- GE to acquire Cox for \$440 million-\$480 million.
- Gannett, Combined propose \$362 million merger.
- Sonderling, Viacom plan \$27.7 million merger.

...year 1978

Deregulation (Part I) Derailed

It was a banner year for radio and records. Disco became a full-fledged epidemic — to the dismay of some — and the radio and record contingents rode high on the momentum.

Record sales and the number of new labels soared. Disco formats beat their way onto radio dials thanks to companies like Plough Broadcasting and Burkhardt/Abrams & Assoc. Then there was *Grease*. At a time when just about everyone thought the movie musical was as dead as 78 rpm lacquer, along came the most successful screen adaptation of a Broadway classic since *West Side Story*.

These heady times saw bigger radio deals (Combined and Gannett agreed to a \$362 million merger), the hatching of mascot maverick the KGB Chicken (a.k.a. Ted Giannoulas), picture discs, brewing controversy over the lyrics to The Rolling Stones' "Some Girls" and, sadly, the death of Keith Moon. Radio and TV joined forces with the premiere of *WKRP in Cincinnati*, a series about the trials and tribulations of a mythical Midwest Rock station, and personality Dick Purtan joined the monied ranks after signing a \$1 million pact with CKLW/Detroit.

On the other r&r (rules and regulations) front, Rep. Lionel Van Deerlin fired an early volley in the deregulation battle, proposing a rewrite of the Communications Act. His reforms included such radical notions as virtually permanent license terms and the abolition of the FCC (to be replaced by the "Communications Regulatory Commission"). But Van Deerlin's revisionist act didn't make it through Congress. The Supreme Court upheld the "Seven Dirty Words" ban and approved existing cross-ownerships, while minority tax breaks got the go-ahead.

R&R traded its Hollywood digs for swankier surroundings in Century City and also opened its Washington Bureau. *The AOR Story* was published, chronicling the format's first decade. Once again, convention fever heated up in Dallas. Media theorist Marshall McLuhan keyed, and the research

concept of "focus groups" was spotlighted. Dolly Parton, Steve "King Tut" Martin and The Nitty Gritty Dirt Band entertained.



PERSPECTIVES

On a day-to-day basis, if my commercials are to be successful, I have to communicate with people on their level — a gut level, if you will. And communication is only possible if you keep totally in tune with people. It is my feeling that you could come up with almost any kind of format that has some general appeal, and if you stick with it and are honest with it, you will eventually attract people who can relate to that and think like that.

If the appeal is broad enough so that maybe 10% of the people can relate to it and react to it, then suddenly you find yourself with a very impressive force in broadcasting. Because that 10%, instead of being dissipated, is at one point on the dial. Suddenly, you have a very impressive rating situation.

It has always amazed me when I go to visit a radio station and a guy says, "Wait just a minute, can you? I've got to record a spot," and he is gone for three minutes and then comes back. I can't believe he had any time to sit down and look at the copy and discover what it's about, to analyze it and say, "Now, what can I do with this? How can I best sell it?"

I feel that if someone tunes us in on the dial, they have done us the most marvelous service we could ask. They've given us their mind and their time, and that's all anyone in radio could ever ask of a listener. When someone gives themselves that totally, it's my feeling that you owe them a lot.

I don't really care what the audience thinks about the radio station; I care much more how they feel about it.



Chuck Blore

rock pop rap latin r&b jazz country gospel hip-hop

rock pop rap latin r&b jazz country gospel hip-hop

rock pop rap latin r&b jazz country gospel hip-hop



hip-hop gospel country jazz r&b latin rap pop rock

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Al Coury's Feverish Year



Al Coury

By the fall of 1978, RSO Records promotion executive Al Coury had wrapped up work on two of the biggest albums of the decade, the soundtrack discs for Saturday Night Fever and Grease. In this Q&A with R&R, Coury described his career, which included years of promotion work and a stint as an A&R executive with Capitol Records.

R&R: Would you have paid \$8 million for Elton John?

AC: I can't say that I would, without knowing the rest of the deal. One thing for sure, MCA had the advantage. MCA had his catalog, so they had the automatic advantage of being able to give him new royalty rates on the old catalog, which still sells.

R&R: There are three stations in Grand Rapids, MI rocking and playing 20 records usually later than the rest of the country. Is it worth your while to even promote in that city?

AC: Let's put it this way: We try to convince those stations that we have hit records. If I ever find out that a station will not put on my record until it's top two in *Billboard* with a bullet, I won't service them. If a secondary comes right out and says, "I'm not going to put Anne Murray or The Righteous Bros. on until it's 20 with a bullet," if that's their standard rule, I won't service them until their attitude changes. I won't waste my time sending a promotion man down there and going to the expense of mailing records to them. As soon as it's top 20, I'll service them. But I have never yet found a radio station that has such a hard-core rule.

RADIO

Mel Karmazin WNEW/New York GM ... John Sebastian KHJ/Los Angeles PD ... John Driscoll KTNQ (10Q)/Los Angeles PD ... E. Alvin Davis Affiliated Nat'l Program Coordinator ... Bill Garcia KNUS/Dallas PD ... Jay Albright KEEN/San Jose Asst. PD ... Carl Brazell KRLD/Dallas VP/GM ... Jimi Fox PD at KCBQ/San Diego ... Bobby Rich WXLO (99X)/New York PD ... Dene Hallam WEEP-AM & FM/Pittsburgh PD ... Dave Sholin RKO National Music Coordinator ... George Taylor Morris WPIX-FM/New York PD ... Jim Davis WXYZ/Detroit PD ... Frank Felix KXXK (96KX)/Denver PD ... Tommy Hedges WCOZ/Boston PD ... Alan Furst WBAX/Wilkes Barre PD ... Neil Rockoff VP/Radio, Ed Salamon National PD at Storer ... Dan Halyburton WGBS/Miami PD ... John Lund KHOW/Denver Programming Manager ... Gerry DeFrancesco WFIL/Philadelphia MD ... Neal Mirsky WQXM/Tampa PD ... Lynn Anderson Metro Radio Sales VP ... Dwight Douglas Burkhardt/Abrams ... Matt Clenott WKTU/New York PD ... Vic Rumore WKDA & WKDF/Nashville GM ... Sis Kaplan SIS Radio GM ... Bob Young KNEW/San Francisco PD ... Barry Mayo PD, Jim Maddox consults WMAK/Nashville ... Wanda Ramos Charres heads Burkhardt/Abrams Disco/Black Division ... Scotty Brink WNBC/New York ... Johnny Kaye KUZZ/Bakersfield ... Bobby Christian WMET/Chicago PD ... Kevin Metheny WXXS/Pittsburgh PD ... Dick Bartley WFYR/Chicago middays.



John Sebastian



E. Alvin Davis



Hugh Suratt

Don Wright Janus Nat'l Promo ... Danny Davis Motown VP ... Larry Harris Sr. VP, Bruce Bird Exec. VP at Casablanca ... Peter Mallica, Steve Resnik UA Nat'l Promo ... Jheryl Busby CBS Regional Promo ... Ron Alexenburg launches Infinity ... Doug Morris heads Atco/Custom labels ... Ken Puvogel WB Regional Promo ... Joe Galante RCA/Nashville VP/Marketing ... Mike Becce Field Director, Margo Knesz Nat'l Singles at RCA ... Larry Douglas Portrait Nat'l Promo ... Lori Holder ABC local ... Fred DiSipio Jr. EMI America Promo ... Al Moinet A&M VP ... Skip Miller Motown Nat'l Promo ... Hugh Suratt A&M Local Promo Manager ... Roy Wunsch CBS/Nashville Marketing ... John Schoenberger Arista Special Projects ... Nick Hunter MCA Nat'l Country Promo ... Harvey Leeds EPA Nat'l LP Promo ... Paris Eley CBS VP/Promo ... Dick Kline Polydor Exec. VP ... John Sykes EPA Chicago rep ... Hank Caldwell Atlantic Nat'l Promo ... Lenny Bronstein A&M Nat'l Promo ... Chuck Thagard RCA Field Promo ... Judy Libow Atlantic Nat'l Pop Album Promo ... Alan Wolmark Atlantic Nat'l Album Promo ... Louie Newman RCA/Nashville Regional ... Jimmy Bowen E/A-Nashville VP/GM ... Ed Rosenblatt, Lenny Waronker WB Sr. VPs.



Lenny Bronstein

IN MEMORIAM

KLOS/Los Angeles GM John Winnaman ... Personality B. Mitchell Reed.

R&R: Can you describe your promotion philosophy?

AC: One key is that we don't hype ourselves. We don't turn ourselves on to bad records. I have conference calls on Sunday night at home, and you know why? My people know that if their leader can take time out on Sunday night to talk to them on a conference call for an hour, if I can take time away from my family and kids on a Sunday night to do that, then they can too.

The advantage I have and why I am able to generate the dedication in them that I do is because I do it. It's not like I sit there and push buttons and ask them to do things that I wouldn't do. We're up earlier than they are, we go to bed later than they do, we're constantly on the telephone, and we're hawking records all the time, dispensing favorable information.

Radio & Records

RSO Is Golden

No doubt about it, RSO Records dominated the charts in 1978. While the soundtrack to *Saturday Night Fever* was actually released in 1977, the two biggest hits of '78 came from the collection: "Night Fever" and "Stayin' Alive" finished 1-2 on the Top 40 year-end chart. Another hit from the soundtrack: "If I Can't Have You" by Yvonne Elliman. The Bee Gees also somehow found time to lend their background vocals to "Emotion" by one-hit wonder Samantha Sang.

RSO had another huge soundtrack in '78 with *Grease*. The movie, which starred John Travolta & Olivia Newton-John, yielded two duet songs performed by the stars, "You're the One That I Want" and "Summer Nights"; Newton-John solo on "Hopelessly Devoted to You"; and, for good measure, the title song of the movie, performed by Frankie Valli.

As if two hit movies with four No. 1 Top 40 songs weren't enough for RSO, Andy Gibb chalked up three top 15 hits and the No. 1 smash "Shadow Dancing." In all, RSO amassed 15 top 15 hits in '78, including Eric Clapton's "Lay Down Saly" and Player's "Baby Come Back."

1978 was another huge year for Barry Manilow. He had three top 10 hits at Top 40 and Pop Adult. The biggest album — outside of *Saturday Night Fever* — was *Some Girls* by The Rolling Stones. The album featured the multiformat hits "Miss You," "Beast of Burden" and "Shattered."

RCA was the year's biggest Country label, with 17 titles on the year-end chart, including the biggest hit of the year at the format, "Mammas Don't Let Your Babies Grow Up to Be Cowboys" by Waylon Jennings & Willie Nelson. Other acts who had big years for RCA included Dolly Parton, Ronnie Milsap and Charley Pride.

TOP-40

- 1 BEE GEES Night Fever
- 2 BEE GEES Stayin' Alive
- 3 EXILE Kiss You All Over
- 4 COMMOODORES Three Times A Lady
- 5 ANDY GIBB Shadow Dancing
- 6 GERRY RAFFERTY Baker Street
- 7 NICK GILDER Hot Child In The City
- 8 WINGS With A Little Luck
- 9 SAMANTHA SANG Emotion
- 10 BARRY MANILOW Can't Smile Without You



POP ADULT

- 1 BARRY MANILOW Can't Smile Without You
- 2 ANNE MURRAY You Needed Me
- 3 BILLY JOEL Just The Way You Are
- 4 LITTLE RIVER BAND Reminiscing
- 5 CHUCK MANGIONE Feels So Good
- 6 DAVID GATES Goodbye Girl
- 7 COMMOODORES Three Times A Lady
- 8 OLIVIA NEWTON-JOHN Hopelessly Devoted To You
- 9 CARLY SIMON You Belong To Me
- 10 ROBERTA FLACK & DONNY HATHAWAY The Closer I Get To You



COUNTRY

- 1 WAYLON & WILLIE Mammas Don't Let Your Babies Grow Up To Be Cowboys
- 2 CRYSTAL GAYLE Talking In Your Sleep
- 3 DOLLY PARTON Heartbreaker
- 4 KENNY ROGERS Love Or Something Like It
- 5 EDDIE RABBITT You Don't Love Me Anymore
- 6 CHARLEY PRIDE Someone Loves You Honey
- 7 KENNY ROGERS & ODDIE WEST Everytime Two Fools Collide
- 8 MARGO SMITH Don't Break The Heart That Loves You
- 9 WILLIE NELSON Georgia On My Mind
- 10 WAYLON JENNINGS I've Always Been Crazy



AOR ALBUMS

- 1 ROLLING STONES *Some Girls*
- 2 BOB SEGER & THE SILVER BULLET BAND *Stranger In Town*
- 3 FOREIGNER *Double Vision*
- 4 JACKSON BROWNE *Running On Empty*
- 5 JEFFERSON STARSHIP *Earth*
- 6 ERIC CLAPTON *Slow Hand*
- 7 JOE WALSH *But Seriously, Folks*
- 8 BILLY JOEL *The Stranger*
- 9 GERRY RAFFERTY *City To City*
- 10 BRUCE SPRINGSTEEN *Darkness On The Edge Of Town*



"Trying to relay to a consumer-oriented publication something to do with the process of choosing music for a radio station is like trying to teach trigonometry to a 3-year-old."

— Tom Owens, KZEW/Dallas PD

R&R 30 YEARS

SIGNS OF THE TIMES

- NBC launches new network: The Source.
- Disco trend gathers momentum as stations switch formats, among them WDAI/Chicago, WXKS/Boston and KTLK/Denver.
- NTIA proposes the addition of 700 AM stations by reducing band spacing from 10 to nine khz.
- Capitol-EMI acquires United Artists.
- MCA absorbs ABC Records, dismisses 300.
- RKO forms radio network.
- Diary announcements hit the air in DC; 21 stations air "educational" diary announcements.
- Mutual to sell black network to Sheridan Broadcasting.
- KGB/San Diego Chicken suspended over outside appearances. He was later fired.
- New Grammy categories set for Rock, Disco, Jazz Fusion.
- WFMT/Chicago becomes the first radio "superstation" cable company, offering a Classical station via satellite.
- Harte-Hanks acquires R&R.
- Bertelsmann buys Arista for \$50 million.
- Shamrock offers \$68 million for SJR Communications.
- Mariner takes WLW-AM & WLWS-FM/Cincinnati for \$17 million.
- Mutual buys Storer's WHN/New York for \$14 million.

year 1979

Disco Ducks

The sky was the limit — literally — in 1979. No sooner had the FCC opened the gateway to satellite transmissions than RKO and NBC (Source) weighed in with national nets, signaling the start of a major industry boom.

Meanwhile, it was "heads up" as the country prepared for Skylab's crash landing. During this and other more serious crises (the Iran hostages, Three Mile Island), radio was right there — informing, allaying fears and providing support.

Mutter Evans became the first African-American woman to own a station (WAAA/Winston-Salem, NC). Jay Thomas moonlighted on TV as a member of the *Mork & Mindy* cast. WDAI/Chicago, WXKS/Boston and KTLK/Denver helped lead the disco charge. But in June WLUP/Chicago morning maven Steve Dahl marshaled his anti-disco forces and blew up 20,000 disco albums between games of a White Sox doubleheader. Some 7,000 K.C. & The Sunshine Band-hating, rock 'n' roll-loving Midwesterners swarmed the field, forcing cancellation of the

second game and generating nationwide publicity. Disco's true death knell sounded when format pioneer WDRQ/Detroit switched to Top 40. John Travolta traded his disco duds for country couture after signing to star in *Urban Cowboy* — another portent of things to come.

Mergers (Portrait and Epic; UA and EMI America), shutdowns (ABC; Infinity) and staff cuts caused turmoil on the record side, compounded by an NBC-TV news segment reporting that the FCC was exploring payola allegations against WDAS/Philadelphia. In the plus column: The first digital-mastering machines hit the scene in readiness for a digital disc revolution.

R&R came home to L.A. for its '79 convention, the largest to date. Rep. Lionel Van Deerlin made a landmark appearance — live, via satellite — from Washington; co-keynoter John Bayliss outlined radio's future in the '80s; and The Blues Brothers rocked the rafters of the Century Plaza with their special brand of music and mayhem. Four months later R&R was sold to Harte-Hanks for \$12.5 million.



PERSPECTIVES

Twentieth Century Fox had a record company that was strictly an outlet for their soundtracks, and they decided that they wanted more than that. They called me and asked if I would be interested in heading a record company for them, and I was.

It was a scary move, but it was a move I had to make. I felt I had gone as far as I could with MCA. It was either sit there comfortably and stifle my creativity or go into another company and take the chance of being able to do it all over again.

We're with all independent distributors here. I'm glad to see this happen, because it will strengthen all of us. They are individual businessmen who are in business for themselves. Our system right now is 50% small independents and 50% in areas that are controlled by major corporations. I don't know what's right.

Barry White came to me about a week after we were in business. He hadn't really been recording, but he had produced Love Unlimited for me at Uni Records. He told me that he felt he was ready to become an artist, and I told him I thought he was ready too.

He went in and made an incredible album and had four gold albums and three gold singles, either as an artist, writer or producer, in his first year. Barry White is a musical genius, and I don't use that term loosely.



Russ Regan



YOU CAN THANK A 4'11" ARMY VET FOR YOUR JOB

1979: NEW YORK CITY.

WYNY FM. It isn't working.

The new format of adult "currents" and rock oldies can't pull listeners from the AM band.

Late Sunday night, a City College Professor starts her new 15 minute show. She answers listener mail about sex.

Over 1000 letters in just a few weeks.

Her show expands to two hours.

She stands up at the end of her shift feeling a tinge in her leg.

A reminder of the bullet wounds from her service in the Israeli army.

She wins: Her weekly show delivers historic high FM audience shares.

Dr. Ruth Westheimer's program is the foundation of success for WYNY's brand new format: Adult Contemporary.

Walter Sabo was the NBC Executive Vice President in charge of WYNY and a co-creator of the Adult Contemporary format.

Your success starts with programming. Claim your legacy

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Ask us what's next.

Jerry Boulding Is Right On

By 1979 Jerry Boulding had had nearly a decade of success programming Urban radio in New York, America's largest market.

Jerry Boulding programmed 16 major-market stations. He put the first Urban format on the bird. He ran the black division (it wasn't called urban yet) of MCA Records. And, after great success at WWRL/New York during the '70s, where he was also National PD of Sonderling Broadcasting, he became a consultant at a time when industry skeptics labeled consultants out-of-work programmers and eventually became VP/Programming for the American Urban Radio Network.



Jerry Boulding

Boulding grew up in Beaver Falls, PA, a steel town about 40 miles northwest of Pittsburgh. "I knew guys who worked in the mills who made a lot of money but hated what they did," he says. "I didn't want to go in the steel mills, and radio seemed like fun."

Boulding recalls that in the early '60s, "I listened to WLAC/Nashville when the skip patterns took over, and I could hear Hoss Man Bill Allen and John R, two white guys playing R&B." Boulding was sucked in by artists like Ruth Brown, Lloyd Price and The Drifters and songs you couldn't hear in western Pennsylvania. "You went to where the music was," he says. "The color of the guy presenting it wasn't important."

After his first job at Pittsburgh daytimer WILY, Boulding earned a bachelor's degree at Duquesne University and served a military stint in Korea. When the Army discharged him in Ft. Riley, KS, Boulding got a job at KJCK/Junction City, KS, where, he says, "I picked up production and formatics that I probably wouldn't have gotten if I'd stayed in Black radio." From there he jumped to airshifts at WHB/Kansas City and WOL/Washington, where he was Jolly Jerry B, one of the original Soul Brothers.

Boulding wanted to program, and he parlayed his success at WOL into PD jobs in Roanoke, VA; Richmond; and Baltimore before WWRL.

By the time Boulding hit New York, black Americans were seeing themselves in a different light. "James Brown had this song out, 'Say It Loud, I'm Black and I'm Proud,' and the whole black thing started to happen," says Boulding. "Martin Luther King, Malcolm and Bobby Kennedy were dead. There was a lot of anger."

He remembers that the phrase "Right on" was magic. While today those words may seem trivial, back then they were an expression of solidarity. WWRL/New York became a force to be reckoned with, and what had been called Soul radio became Black radio.

At WWRL Boulding and his staff created what he called "black Boss Radio." The only difference between WWRL and WABC, he says, was that "we played some songs they didn't — but the formatics were there."

Boulding later took the MCA gig and came back to radio to program WBMX/Chicago before joining AURN. As he looks back at the evolution of Urban radio, Boulding says, "The white guys taught us formatics, but we taught them that hipness was part of what we did and that, beyond the music, it was the hipness that a lot of white folks came to Black radio to hear."



Disco Inferno

If there was any doubt that 1979 was the year disco music ruled Top 40, look no further than **Rod Stewart's** "Da Ya Think I'm Sexy," which hit No. 1 on R&R's Top 40 chart in January and stayed there for six weeks. **Donna Summer** made her mark with five singles that year, including a duet with **Barbra Streisand**, "No More Tears (Enough Is Enough)." In fact, disco was so prevalent that R&R tabulated a Top 79 of '79 year-end chart for Dance Music Radio, driven by the likes of WKTU/New York and KUTE/Los Angeles. Other memorable disco hits included "I Will Survive" by **Gloria Gaynor** and "Ring My Bell" by **Anita Ward**.

A "new wave" of music was about to welcome the new decade, and 1979 bore witness to early hits by **Blondie**, **The Cars**, **Cheap Trick** and **The Knack**.

The '70s biggest and most enduring country superstars saw off the decade with big year-end numbers, particularly **Kenny Rogers**, who landed three songs in the top 10. There were 31 No. 1 hits over the course of the year, and Rogers was at the top four times. RCA, MCA, Columbia, Epic and United Artists (Rogers' label) were the top five labels on Music Row.

TOP 40

- 1 **ROD STEWART** Da Ya Think I'm Sexy
- 2 **OOBIE BROTHERS** What A Fool Believes
- 3 **PEACHES & HERB** Reunited
- 4 **COMMODORES** Sail On
- 5 **LITTLE RIVER BAND** Lonesome Loser
- 6 **EAGLES** Heartache Tonight
- 7 **ROBERT JOHN** Sad Eyes
- 8 **KNACK** My Sharona
- 9 **BLONDIE** Heart Of Glass
- 10 **BEE GEES** Tragedy



POP/ADULT

- 1 **HERB ALPERT** Rise
- 2 **DIONNE WARWICK** I'll Never Love This Way Again
- 3 **ANNE MURRAY** I Just Fall In Love Again
- 4 **KENNY ROGERS** She Believes In Me
- 5 **BARBRA STREISAND** The Main Event/Fight
- 6 **MAXINE NIGHTINGALE** Lead Me On
- 7 **RANDY VANWARMER** Just When I Needed You Most
- 8 **FRANK MILLS** Music Box Dancer
- 9 **PEACHES & HERB** Reunited
- 10 **ROBERT JOHN** Sad Eyes



COUNTRY

- 1 **KENNY ROGERS** She Believes In Me
- 2 **ANNE MURRAY** I Just Fall In Love Again
- 3 **DON WILLIAMS** It Must Be Love
- 4 **WAYLON JENNINGS** Amanda
- 5 **KENNY ROGERS & OOTTIE WEST** All I Ever Need Is You
- 6 **KENNY ROGERS** You Decorated My Life
- 7 **RONNIE MILSAP** Back On My Mind Again
- 8 **ANNE MURRAY** Shadows In The Moonlight
- 9 **DOLLY PARTON** You're The Only One
- 10 **CHARLIE DANIELS BAND** The Devil Went Down To Georgia



AOR ALBUMS

- 1 **SUPERTRAMP** Breakfast In America
- 2 **DOOBIE BROTHERS** Minute By Minute
- 3 **BAD COMPANY** Desolation Angels
- 4 **CARS** Candy-O
- 5 **KNACK** Get The Knack
- 6 **DIRE STRAITS** Dire Straits
- 7 **VAN HALEN** Van Halen II
- 8 **ROD STEWART** Blondes Have More Fun
- 9 **CHEAP TRICK** At Budokan
- 10 **RICKIE LEE JONES** Rickie Lee Jones



RADIO

- Chuck Goldmark** WRKO/Boston GM ... **Bill Watson** Drake-Chenault VP ... **Frankie Crocker** WBLS/New York MD ... **Michael Packer** KABC/Los Angeles PD ... **Chuck Martin** KHJ/Los Angeles PD ... **Allan Hotlen** KSFO/San Francisco PD ... **Trip Reeb** to WYSP/Philadelphia ... **Dan Mason** KTFM & KTSA/San Antonio GM ... **Al Brady** WRQX/Washington PD ... **John Sebastian** KKKQ & KUPD/Phoenix PD ... **Ben Hoberman** ABC Radio President ... **Scott Shannon** WPGC/Washington PD ... **Frank Cody** KBPI/Denver PD ... **George Green** KABC/Los Angeles VP/GM ... **Al Peterson** WQXM/Tampa PD ... **John Young** WZGC (Z93)/Atlanta PD ... **Sunny Joe White** WXKS-FM/Boston PD ... **Lee Michaels** KKSS/St. Louis OM ... **Tom Cuddy** WARA/Attleboro, MA MD ... **Rick Dees** KHJ/Los Angeles mornings ... **Marty Greenberg** ABC-FM President ... **Tony Brooks** KBPI/Denver GM ... **Don Bouloukos** WLS/Chicago GM ... **Charlie Kendall** WIKS/Indianapolis Station Manager ... **Tony Berardini** WBCN/Boston PD ... **Jay Thomas** joins *Mork & Mindy* ... **Lee Logan** KFMY/Houston PD ... **Bob Sherman** WNBC/New York GM ... **Tom Burchill** RKO Radio Net VP/GM ... **Michael Sheehy** KNX-FM/Los Angeles PD ... **Larry Divney** WDAI/Chicago VP/GM ... **Corrine Baldassano** WSAI-FM/Cincinnati PD.



Don Bouloukos



Tony Berardini

RECORDS

- Charley Lake**, **Bert Keane** National Promo at WB ... **Stan Monteiro** EPA VP ... **Ray Harris** RCA VP/Black Music Marketing ... **Roxy Myzal** Atlantic Assoc. Nat'l Disco Promo Director ... **Jim Jeffries** Phonogram/Mercury VP/Promo ... **Quincy McCoy** Fantasy Nat'l Pop Promo Director ... **Michael Papale** Island VP ... **Kenny Ryback** at Jet ... **Danny Buch** Atlantic Local Promo/New York ... **Vince Faraci**, **Tunc Erim** Atlantic VPs ... **Jimi Fox** Phonogram/Mercury Nat'l Promo/West Coast ... **Bill Cataldo** Atlantic Nat'l Pop ... **Don Eason** Nat'l Promo at Atlantic ... **Bob Garland** Columbia Regional Promo ... **Al Cafaro** A&M Philadelphia rep ... **Phil Quartararo** A&M DC rep ... **Michael Pfen** A&M Buffalo rep ... **Don Jenner** Millennium VP/Promo ... **Tommy Mottola** heads New York Int'l ... **John Fagot** Columbia Local Promo ... **John Betancourt**, **Chuck Thagard** RCA VPs ... **Ken Benson** EMI/UA Nat'l Promo Director ... **Richard Palmese** Arista VP/Promo ... **Skip Miller** VP at Motown ... **Jay Boberg** IRS VP/West Coast ... **Tommy LiPuma** WB VP/A&R ... **Oscar Fields** E/A VP ... **Harold Childs** A&M Sr. VP ... **Henry Caldwell** WEA VP ... **John Schoenberger** Arista National Dir./AOR.



Tommy Mottola

"Quite honestly, we're trying to squelch the rumors that WABC is going Talk, because we are not going Talk."

— Jay Clark, WABC/New York PD (The station did switch to Talk two years later.)

R&R 30 YEARS

SIGNS OF THE TIMES

- Rock world shattered: John Lennon assassinated in NYC.
- Burke, RAM fold radio ratings efforts.
- NRBA, R&R team for America's largest radio convention.
- PolyGram discovers counterfeits in returns.
- RKO license troubles costs them three TV licenses, but FCC refuses to let the company spin off its radio group.
- The FCC considers more FM stations.
- Motown wins suit against Jacksons, CBS.
- Karl Eller, Charter Co. team to form Charter Media.
- AM stereo approved; FCC chooses Magnavox (later delayed).
- Geffen forms new label, joins WEA family, signs Elton John.
- The FCC says yes, but Cox says no to GE merger.
- KDIA/Oakland airs A's games (first Black station to originate major-league baseball).
- Arbitron quarterly measurement starts in top five markets.
- The RAB launches "Managing Sales Conference."
- Gulf United buys San Juan Racing for \$67 million.
- KHJ goes "Country-Oriented Rock."
- Infinity buys San Juan's WJIT & WKTU/New York, WYSP/Philadelphia for \$32 million.

year **1980**

**A New Decade,
A Fallen Hero**

A month after Americans ousted Jimmy Carter from the White House, John Lennon was murdered in front of his apartment building, on Dec. 8. Stations across the country paid tribute to Lennon with 10 minutes of silence (12/14) at the request of his widow, Yoko Ono.

The ex-Beatle's death overshadowed an active year for radio and records. Radio deregulation got another push — this time from FCC Chairman Charles Ferris. *Urban Cowboy* corralled a herd of new Country disciples, among them former "Boss Radio" Top 40 giant KHJ/Los Angeles. The commission approved the Magnavox AM stereo system as Arbitron initiated quarterly measurement in five markets. Cox backed out of its merger with GE, and Infinity bought a radio triumvirate (WJIT & WKTU/New York, WYSP/Philadelphia) for \$32 million. And the eruption of Mount St. Helens earned its own share of radio airplay.

The record industry was in full flux: Geffen, Boardwalk and Handshake enlisted in the label wars, while PolyGram consolidated its Polydor, Mercury and Casablanca divisions.

Running the soundtrack derby alongside *Urban Cowboy* were a spate of less-successful entrants: *One Trick Pony*, *Foxes* and *The Idolmaker*. And Stevie Wonder — now owner/operator of KJLH/Los Angeles — pledged his personal support in the crusade to designate Martin Luther King Jr.'s birthday a national holiday.

In response to growing disfavor with the term Top 40 (after all, few contemporary stations were actually playing 40 currents), R&R reviewed a litany of imaging descriptions and found the two most common were "Contemporary" and "Hit." Hence, CHR was born.

We had fully intended to bow out of the convention biz while still on top after 1979's blowout, a la *Seinfeld*, but the National Radio Broadcasters Association coaxed us out of retirement. The joint

venture — dubbed the American Radio Expo — focused on the hot topic of deregulation, with Charter Media's Karl Eller. R&R editors moderated the daily format sessions, and Paul Simon and Barbara Mandrell wowed the crowd at night. But this would be R&R's last convention — at least for the time being.



PERSPECTIVES

While at Orake-Chenault, I had the opportunity to work with eight different formats. This gave me the opportunity to transcend AOR and discover some basic radio truths that apply to all formats. This was the most important experience for me in my overall understanding of radio in general.

The role of a consultant is to offer an objective perspective and advice in those areas of the overall station's performance that the PD and GM feel are their most vulnerable.

For example, a station might be strong in promotion and image but require fine-tuning in its music systems or library selections. On the other hand, a station that is well-structured formatically may need some promotional input. Each client station has a different competitive situation, so it naturally follows that each station has specific needs. That's why it's extremely important that a consultant be flexible and not arrive in a market with a set formula.

The program directors I work with always have the final say in choosing the music. If you're working with good people, you have to be able to trust their judgment and knowledge of the market.

It's hard to say whether playlists will tighten or loosen up in the next year. Currently, AOR is very tight, but I wouldn't be surprised if it swings back to a more liberal playlist. We've gone back and forth several times the past few years.



Jeff Pollack

Randy **Radio &** **Thomas** **Records**

A love affair for 30 years...

**It all began
Back in 1973,
When radio was innocent
And so were we.**

R&R became the voice of the broadcast industry...

Randy Thomas was a young DJ Rocking Detroit Radio.

Today R&R continues to lead the industry with accuracy and credibility...

Randy is now the definitive female voice for many of radio's biggest stations.

Thank you Radio & Records

Congratulations on 30 Amazing years!!

**randythomasvo.com
randy@randythomasvo.com**

Dr. Don Is In The House

In 1980 Dr. Don Rose celebrated his seventh year at KFRC/San Francisco. During most of his career in the Bay Area, he was the market's No. 1 music air personality.



Don Rosenberg

Don Rosenberg — long before he became Dr. Don Rose — was 15 and needed a couple hundred bucks to go to a Boy Scout National Jamboree in Valley Forge, PA. The local newspaper held a contest, and Rosenberg won it: He would report on the Jamboree for the paper. Not to be outdone, the local radio station jumped into the fray. "I was a terrible speller," admits Rose. "So I decided to go for radio. I swear that's the only reason."

In the middle of Rosenberg's junior year, his friend Al Canyon scored a real radio job in Lincoln, NE. Rosenberg auditioned for Canyon's old position at KWBE/Beatrice, NE and got it. "Al had a very unfortunate habit," remembers Rose. "When he came to a word he couldn't pronounce, he'd just jiggle the mike switch." Eventually, KLMN/Lincoln caught on and fired Canyon, and Rosenberg took over for him again.

In 1955 Rosenberg, a few hours short of graduation, got a call from Chick Crabtree at KOIL/Omaha and went for it. Don Burden, owner of KOIL, told Crabtree he was crazy for hiring the kid, and after four weeks they gave Rosenberg the axe. But all was not lost: Crabtree told Rosenberg, "Look, your name is too long. Shorten it to Rose. And, gee, your initials are D.R. We'll call you Dr. Don."



IF ONLY THE RECORD HAD THOSE BULLETS

In 1980 Dreamland Records, distributed by RSO, signed Shandi. Seen here are (l-r) Dreamland exec Mike Chapman, Shandi and Dreamland exec Nicky Chinn.

How Rose got hired by Don Keyes at KTSA/San Antonio is a bit hazy. One month later Gordon McLendon heard Rose on the air and gave Keyes the word: "Fire him." Tail between his legs, Rose headed home to Nebraska. His heart was set on working for Todd Storz in Omaha. Bill Stewart, Storz's right hand, told him he wasn't ready but helped him find work at KRNY/Kearney, NE. Fifteen months later Rose was fired again.

When he got back to radio it was at KWMT/Fort Dodge, IA, where he did the morning show. After a year, still determined to join the Storz organization, he moved to KTUL/Tulsa, hoping it'd be close enough to Oklahoma City and KOMA for someone to take notice. No one did, so, in 1959, he accepted a job at WEBC/Duluth, MN. He was programming, and his biggest challenge was morning drive. "I finally thought, 'If I can't find a morning man, I'll become one myself.'"

Rose stuck it out for three cold years, and then WQXI/Atlanta called. He was hired to do 9am to noon, but while 'QXI's PD was on vacation, GM Kent Burkhardt moved Rose to morning drive. He conquered Atlanta. And then along came WFIL/Philadelphia.

In 1972 Don suffered a heart attack. He was off the air from Oct. 3, 1972 until June of the next year. When he returned, his WFIL show was different. He says, "Instead of the rapid-fire, move-move-move thing, sometimes I'd just stop and say, 'You know, we have to talk about this.'" He brought up his home life and had his family on the air at Christmas. "I started to be more Don Rosenberg on the air and less Dr. Don Rose."

In 1973 *Billboard* named Rose Disc Jockey of the Year. While in Los Angeles, he ran into his old friend, RKO's Paul Drew. Shortly thereafter Rose became the morning man at KFRC/San Francisco. He says, "I don't think it's the zaniness people remember me for; I think it's basically one line: 'If nobody's said it to you, I'd like to be the first: Good morning!'"

RADIO

Tommy Hedges becomes KLOS/Los Angeles PD ... Thom O'Hair KQFM/Portland, OR PD ... Tom Yates KSAN/San Francisco PD ... Jay Clark WABC/New York Operations Dir. ... Jay Cook KCFM/St. Louis VP/Station Manager ... John Sebastian WCOZ/Boston PD ... Donna Halper WRKO/Boston PD ... T.J. Donnelly KLIF & KPLX/Dallas GM ... Jim Carnegie KTYN/Minot, SD Station Manager/PD ... Bobby Hatrik Doubleday Group PD ... Steve Casey KUPD & KKKQ/Phoenix Operation Dir. ... Tom Barsanti WTIC-AM & FM/Hartford OM ... Bob Christy Fairbanks Nat'l PD ... Jeff Pollack forms consultancy ... Bruce Holberg WMET/Chicago GM ... John Long opens consultancy ... Lee Simonson WXLO/New York GM ... Dan Mason KFMK/Houston GM ... Dean Tyler KLIF/Dallas PD ... Charlie Kendall WMMR/Philadelphia PD ... Bruce Marr KVI/Seattle Operations Dir. ... Moon Mullins WDAF/Kansas City PD ... E. Karl Research Group VP/GM ... Tom Cuddy WARA/Attleboro, MA PD ... Dan Halyburton WQAM/Miami PD ... Wally Sherwin KABC/Los Angeles PD ... Norm Gregory KZOK/Seattle GM ... Bill Stevens KUTE/Los Angeles PD ... Al Greenfield President, Bill Figenshu Nat'l PD at Viacom ... Sandy Beach KYUU/San Francisco PD ... Lee Armstrong WVON/Chicago PD ... Al Brady WHDH/Boston PD ... Jay Hoker KAUM/Houston VP/GM ... Pat Holiday CKLW/Detroit PD ... John Hare WRIF/Detroit VP/GM ... John Long KULF/Houston PD ... Don Kelly KLAC/Los Angeles VP/GM ... Jim Kime King VP/Radio ... Neil Rockoff KHJ/Los Angeles VP/GM ... Bob Fish WRKO/Boston GM ... Mike Harvey WPEZ & WWSW/Pittsburgh GM ... Randy Kabrich WZUU-AM & FM/Milwaukee PD ... Gerry Peterson KFRC/San Francisco PD ... John Lund Sunbelt VP ... Pete Salant WYNY/New York PD ... Gary Berkowitz WPRO-AM & FM/Providence OM ... Jim Maddox WBMX/Chicago GM ... Jan Jeffries WBSB/Baltimore PD ... Gil Rosenwald Malrite VP ... Perry Ury 1080 Corp. President ... Jack Taddeo WSNI/Philadelphia PD ... Tom Bigby WFI/Philadelphia Operations Dir. ... Scotty Brink KHOW/Denver PD ... Max Floyd WLUP/Chicago PD ... Tom Owens KTXQ/Dallas PD ... John Driscoll WZUU/Milwaukee PD ... Toney Brooks KBPI/Denver VP/GM ... Charlie Cook KHJ/Los Angeles PD ... Larry Bruce KGB-FM/San Diego PD ... Rob Sisco KIOI/San Francisco PD ... Lee Michaels, Dwight Douglas B/A/M/D Presidents ... Dave Martin WCFL/Chicago PD ... Gary Taylor KREM/Spokane GM ... Redbeard WZXR/Memphis PD ... Steve Edwards KNEW/San Francisco GM ... Dave Sholin joins Gavin ... Mike Elliott KENR/Houston OM ... Jesse Bullet Southwestern PD ... Dick Bartley WFYR/Chicago PD ... Dan Griffin WJR/Detroit Operations Dir. ... John Bayliss Charter President ... Al Brady WYNY/New York GM ... Fred Winston WCFL/Chicago mornings ... Norm Schrott GM, Tom Casey PD at KZLA/Los Angeles ... Bob Hyland VP/CBS FMs ... Frank Cody Sandusky Program Manager ... Nancy Widmann WCBS-FM/New York VP/GM.



Dan Halyburton



Tom Dwens



Nancy Widmann



Neil Bogart

LeBaron Taylor CBS VP ... Nick Hunter E/A-Nashville Dir./Marketing ... Jason Minkler, Michael Dundas RSO Nat'l Promo ... Andrea Ganis Atlantic Dir./Pop Secondary ... Bruce Bird Casablanca President ... Joel Newman Arista Assoc. Nat'l Promo ... Sal Licata Chrysalis President ... Burt Stein heads E/A Promo ... Paul Rappaport Columbia Dir./Nat'l LP Promo ... Bill McGathy Polydor Nat'l Album ... Maurice Warfield CBS Regional Promo ... Doug Morris President, Dave Glew Exec. VP at Atlantic ... Neil Bogart launches Boardwalk ... Les Garland Atlantic GM ... Charlie Minor A&M VP/Promo ... Sylvia Rhone E/A East Coast Regional ... Steve Resnik, Gary Buttice A&M Nat'l Promo ... Ed Rosenblatt Geffen President ... Michael Pien IRS Nat'l Promo ... Bill McGathy RCA Album Promo ... Ray Gmeiner E/A-Denver ... Marc Ratner RSO Assoc. Nat'l Promo, Rich Fitzgerald RSO Sr. VP/GM ... Ray Harris heads RCA black music ... Richard Palmese, Rick Dobbis Arista Sr. VPs ... Billy Bass Chrysalis Sr. VP ... Jheryl Busby, T.J. Lambert Casablanca VPs ... Frank Oileo Epic Nat'l Promo ... Hale Milgrim WB Merchandising ... Jay Lasker Motown President ... Roy Lott Arista Dir./Business Affairs.



Charlie Minor

IN MEMORIAM

Dick Haynes, KLAC/Los Angeles morning vet.

Soft AC Is Born

It was the post-disco era, and Top 40 was in flux. Much like the country's political mood in 1980 — this was the year of the "Reagan Revolution" after all — newly christened CHR was very soft and conservative and had a country flair.

The Australian duo **Air Supply** had the top two Pop/Adult hits of the year with "All out of Love" and the title track from their album *Lost in Love*. The Best New Artist Grammy that year went to **Christopher Cross**, who had three songs go top 10 at CHR and Pop Adult: "Ride Like the Wind," "Sailing" and "Never Be the Same."



Kenny Rogers

Kenny Rogers had the biggest crossover successes of his career. The **Lionel Richie**-penned "Lady"; Rogers' duet with **Kim Carnes**, "Don't Fall in Love With a Dreamer"; "Coward of the County"; and "Love the World Away" all went top 15 at CHR, Country and Pop Adult.

One of rock's legendary two-record sets, *The Wall*, by **Pink Floyd**, impacted in 1980, giving the band its biggest CHR hit ever, "Another Brick in the Wall (Part 2)." Also released in '80 was the one of the greatest heavy-metal albums ever recorded, **AC/DC's** *Back in Black*. Among the tracks that received AOR play were "You Shook Me All Night Long,"

"Shoot to Thrill," "Hell's Bells" and the title track.

AOR — not unlike CHR — had its softer side in 1980. **Dan Fogelberg** went all the way to No. 3 on the chart with his *Phoenix* album.



Electric Light Orchestra

R&R's Country chart was full of movie music. The year's top track, "Drivin' My Life Away," by **Eddie Rabbitt**, came from the movie *Roadie*. And no less than four songs on the year-end chart came from the *Urban Country* soundtrack, which finished the year at No. 18 on the AOR chart. Other movies that spawned country hits in 1980 included *Electric Horseman*, *Honeysuckle Rose* and *Bronco Billy*.

Movie music from 1980 included *Xanadu*, which spawned hits for **Olivia Newton-John** and **Electric Light Orchestra**, and *American Gigolo*, which gave us "Call Me," by **Blondie**.

The year ended in tragedy with the murder of former **Beatles** member **John Lennon**. Lennon had just released *Double Fantasy*, an album he recorded with wife **Yoko Ono**. Lennon's death came as the first single "(Just Like) Starting Over" was heading toward the top of the charts.

CHR

- 1 **BLONDIE** Call Me
- 2 **BILLY JOEL** It's Still Rock And Roll To Me
- 3 **CHRISTOPHER CROSS** Sailing
- 4 **BARBRA STREISAND** Woman In Love
- 5 **PINK FLOYD** Another Brick In The Wall (Part II)
- 6 **AMBROSIA** Biggest Part Of Me
- 7 **OLIVIA NEWTON-JOHN** Magic
- 8 **QUEEN** Crazy Little Thing Called Love
- 9 **DAN FOGELBERG** Longer
- 10 **CHRISTOPHER CROSS** Ride Like The Wind
- 11 **DOOBIE BROTHERS** Real Love
- 12 **AIR SUPPLY** All Out Of Love
- 13 **PAUL SIMON** Late In The Evening
- 14 **AIR SUPPLY** Lost In Love
- 15 **KENNY ROGERS** Lady
- 16 **BETTE MIDLER** The Rose
- 17 **PAUL MCCARTNEY** Coming Up
- 18 **DIANA ROSS** Upside Down
- 19 **ELTON JOHN** Little Jeannie
- 20 **QUEEN** Another One Bites The Dust



POP/ADULT

- 1 **AIR SUPPLY** All Out Of Love
- 2 **AIR SUPPLY** Lost In Love
- 3 **OLIVIA NEWTON-JOHN** Magic
- 4 **CHRISTOPHER CROSS** Sailing
- 5 **BETTE MIDLER** The Rose
- 6 **BARBRA STREISAND** Woman In Love
- 7 **DAN FOGELBERG** Longer
- 8 **ELTON JOHN** Little Jeannie
- 9 **NEIL DIAMOND** September Morn
- 10 **PURE PRAIRIE LEAGUE** Let Me Love You Tonight
- 11 **KENNY ROGERS** Love The World Away
- 12 **KENNY ROGERS & KIM CARNES** Don't Fall In Love With A Dreamer
- 13 **BILLY JOEL** Don't Ask Me Why
- 14 **KIM CARNES** More Love
- 15 **ROBBIE DUPREE** Steal Away
- 16 **BOZ SCAGGS** Look What You've Done To Me
- 17 **EDDIE RABBITT** Drivin' My Life Away
- 18 **RUPERT HOLMES** Him
- 19 **EAGLES** I Can't Tell You Why
- 20 **AMBROSIA** Biggest Part Of Me



COUNTRY

- 1 **EDDIE RABBITT** Drivin' My Life Away
- 2 **DON WILLIAMS** I Believe In You
- 3 **JOHNNY LEE** Lookin' For Love
- 4 **RONNIE MILSAP** Smoky Mountain Rain
- 5 **WILLIE NELSON** On The Road Again
- 6 **GEORGE JONES** He Stopped Loving Her Today
- 7 **KENNY ROGERS w/KIM CARNES** Don't Fall In Love With A Dreamer
- 8 **MICKEY GILLEY** Stand By Me
- 9 **CRYSTAL GAYLE** It's Like We Never Said Goodbye
- 10 **KENNY ROGERS** Coward Of The County
- 11 **DON WILLIAMS** Good Ole Boys Like Me
- 12 **OAK RIDGE BOYS** Trying To Love Two Women
- 13 **WILLIE NELSON** My Heroes Have Always Been Cowboys
- 14 **BARBARA MANDRELL** Years
- 15 **OAK RIDGE BOYS** Leaving Louisiana In The Broad Daylight
- 16 **RONNIE MILSAP** Why Don't You Spend The Night
- 17 **MERLE HAGGARO** The Way I Am
- 18 **BELLAMY BROTHERS** Sugar Daddy
- 19 **JOHN CONLEE** Friday Night Blues
- 20 **EDDIE RABBITT** Gone Too Far



AOR ALBUMS

- 1 **BOB SEGER & SILVER BULLET BAND** *Against The Wind*
- 2 **PINK FLOYD** *The Wall*
- 3 **ROLLING STONES** *Emotional Rescue*
- 4 **PETE TOWNSHEND** *Empty Glass*
- 5 **JACKSON BROWNE** *Hold Out*
- 6 **GENESIS** *Duke*
- 7 **QUEEN** *The Game*
- 8 **BILLY JOEL** *Glass Houses*
- 9 **PRETENDERS** *Pretenders*
- 10 **PAT BENATAR** *Crimes Of Passion*
- 11 **AC/DC** *Back In Black*
- 12 **TOM PETTY & THE HEARTBREAKERS** *Damn The Torpedoes*
- 13 **J. GEILS BAND** *Love Stinks*
- 14 **JOURNEY** *Departure*
- 15 **ROSSINGTON COLLINS BAND** *Anytime, Anyplace, Anywhere*
- 16 **LINDA RONSTADT** *Mad Love*
- 17 **ERIC CLAPTON** *Just One Night*
- 18 **SOUNDTRACK** *Urban Cowboy*
- 19 **HEART** *Bebe Le Strange*
- 20 **VAN HALEN** *Women & Children First*

"Radio is being treated like an adult."

— FCC Chairman Charles Ferris, announcing the elimination of program-log, commercial-limit, community-needs and nonentertainment-programming requirements

R&R 30 YEARS

SIGNS OF THE TIMES

- Reagan names Mark Fowler to head FCC.
- Under new Reagan administration, the FCC approves, and radio welcomes, deregulation (includes elimination of ascertainment requirements). The White House tells the FCC to junk the EEO program.
- ASCAP, BMI win in-store radio play judgments.
- The FCC fines WEZC-FM/Charlotte a record \$20,000 for fraudulent billing.
- The FCC requests indefinite radio licenses, but a seven-year license proposal gets congressional negotiators' OK.
- Outlet Co. merges into Columbia Pictures.
- CBS Radio forms a young adult network.
- ABC launches a live satellite talk network.
- RKO to debut *America Overnight*, a network all-night show.
- The FCC ends its fling with nine kHz spacing.
- Warner Amex's MTV debuts.
- U.S. unveils "Radio Marti."
- Quarterly measurement hits all Arbitron markets.
- Surrey purchases Charter for \$32 million.
- First Media buys General Cinema's WEFM/Chicago for \$9 million.
- Katz acquires Outlet's WDBO-AM & FM/Orlando for \$9.5 million.

year 1981

Reagan Makes His Mark

In the wake of the "Reagan Revolution," radio deregulation won approval. That is, half a dozen key regulations were eliminated or revised. Program logs and 18-minute-per-hour commercial restrictions were abolished. Mark Fowler later took the FCC's leadership reins, championing a slate of additional proposals (i.e., changing multiple-ownership limits).

A network radio explosion also generated headlines. Satellite Music Network, RKO and Transtar offered full-time formats and other services; ABC fired up three nets (Rock, Direction, Talkradio) and nixed its ballyhooed Superadio venture; CBS marched in with RadioRadio; and United Stations was established.

Surrey jumped to the head of the sales line with its \$32 million Charter purchase. Quarterly measurement expanded to all Arbitron markets. A baseball strike forced stations to load their programming bases with creative stand-ins, scoring with such alternatives as "Fantasy Baseball."

Speaking of scoring, industry watchers needed scorecards to keep track of the steady stream of *Urban Cowboy*-influenced Country conversions (WRVR/New York, KZLA/Los Angeles, KSAN/San Francisco, KLIF/Dallas, WWWW/Detroit).

The cry of "I want my MTV!" rocked the country following the groundbreaking cable channel's Aug. 1 debut under the guidance of radio wunderkind Bob Pittman. An estimated 2.1 million households witnessed the beginning of a new era in music marketing, and the term VJ rolled its way into our vocabulary.

In label-related activity, Ariola America folded into Arista, while TK filed Chapter 11. And three pivotal artists passed away: Bob Marley, Harry Chapin and Bill Haley.

R&R welcomed several new editors to the family, redesigned the Back Page to include current AC chart info, debuted the Black Radio (later Urban Contemporary) National Airplay/30 rotation-based chart and raised annual subscriptions to \$195.



PERSPECTIVES

A program director is like a talent. I have never found talent exactly the way I want it. You have to work with it. There are telltale signs that come about in discussions with people. I watch for the words that they use. For example, if I hear someone constantly say "my staff," "my station," "my people," "my...", that turns me off, because I don't believe in it.

I don't believe anyone belongs to me. I don't believe in the "I"-isms: "I do this," "I do that." That's bullshit. Only an egotist would have to reach out and bang the drum loud enough to tell everyone about that. It doesn't make sense to me.

People who use the phrase "I am the boss" are fooling themselves. When we came home from school our fathers and mothers told us, "The boss was a bastard today," so I don't ever want to be boss.

Program directors have to be tremendously aware of other people's feelings. They must be aware that they don't necessarily always have all the ideas. They don't always have all the answers. But, above all, they must be willing to do a lot of listening to a lot of different people.

I am constantly amazed at all the people in the business you talk to who have never had anything but success. They have never at any time ever had a bad book. I haven't been that lucky. I've had some that I didn't understand. There have been talents I thought were great who apparently weren't. There have been PDs I thought were good who weren't. There were PDs whom I thought were lacking who turned into great ones.



John Rook

1981

Ruth Meyer: The First Lady

By 1981 Ruth Meyer was among a select group of women to have been a successful major-market air personality, radio-station PD and network radio programmer.



Ruth Meyer

In the United States during the 1950s, a woman who wanted to program a radio station couldn't get arrested. But there was an exception. Her name was Ruth Meyer.

Meyer lived in Kansas City. She was 18 and wanted to be a newspaper reporter, but newspapers only gave jobs to those with experience. So, in desperation, she started pitching local radio stations for a job. Destiny intervened when KCKN hired Meyer as a continuity writer. She was also allowed to pick music.

Todd Storz was in his 20s then. When he came to Kansas City to run the station he'd just bought, WHB, he heard about Meyer and offered her a job. People (read *men*) who were established in radio laughed at the idea of playing 40 records, but the disciples of Storz and Gordon McLendon knew better. In 1958, at the urging of WMGM/New York talent Peter Tripp, Meyer went to New York. WMGM management didn't get the fundamentals of Top 40, and after three months Meyer accepted a job across town at WMCA.

Her title was Production Director, but she did everything a PD does. "Everyone used to ask, 'Who's really programming the station?'" she says. "I didn't think of myself as a woman program director, but as a programmer." Bob Shannon told her that Chuck Blore,



BIG GUY, BIG HAT, BIG DEAL

Gordon Jump who played Arthur "Big Guy" Carlson on WKRP in Cincinnati, starred in a series of TV spots that promoted the various radio stations owned by Charter Broadcasting, such as KCBQ/San Diego.

the PD at KFVB/Los Angeles, was using a line on the air that she should know about: Blore was calling the KFVB airstaff "The Good Guys."

"I wanted to use the phrase on WMCA, but my boss thought it was a dumb idea," Meyer says. Despite her boss' objections, she started to use The Good Guys on the air and to build a team around the name. Despite their skepticism, the WMCA Good Guys played along and found out that being a team worked.

The team had the same haircuts, dressed alike and showed up everywhere together. Ruth even wrote a song called "We're the Good Guys" that the station played. Did she get any recognition? "None whatsoever," she says. "I got my kicks from watching it all happen."

In 1968 Meyer left WMCA and consulted Radio Luxembourg and Radio Caroline, stations that defined radio for England and Western Europe in the late '60s. In 1973 she took on a new challenge: WMGM/New York had been middle of the road, but the plan was to change the call letters to WHN and change the format. "I didn't like Country," Meyer says. "In fact, when I found out, I quit." But when she overheard someone in the sales department complaining, "Country will never work in New York," she changed her mind and agreed to stay for a year.

As she'd done at WMCA, Meyer stayed behind the scenes and built her team. After WHN she went to WNEW for a short time, where she worked with a sales guy named Mel Karmazin, and then returned to WMCA to lead its new Talk format. That's where she discovered Sally Jessy Raphael. In 1978 Meyer was named VP/Programming at the NBC Radio Network and was instrumental in creating the Source. "We did concerts and news and even created a program called *Sex, Drugs and Rock and Roll*," she says. "That drove NBC management bananas."

Today Meyer lives in Kansas City and has trouble listening to radio. "I always want to fix the problems I hear," she says. "So I listen to Sports radio, because I don't know anything about it."

RADIO

Cullie Tarleton Jefferson-Pilot Sr. VP ... Michael O'Shea KBLE/Seattle GM ... Dean Tyler WFIL/Philadelphia PD ... Al Peterson WQXM/Tampa PD ... Carey Curelop WABX/Detroit PD ... Scott Shannon WRBQ (Q105)/Tampa Operations Director ... John Sebastian launches consultancy ... Rick Balis KSHE/St. Louis PD ... Goff Lebharr WWDC-FM (DC101)/Washington President ... Bob McKay KCBQ/San Diego PD ... Tom Cuddy WARA/Attleboro, MA Station Manager ... Gil Rozzo WMZQ/Washington GM ... Bill Tanner Metroplex VP/Programming ... Rick Candea KILT-FM/Houston PD ... Beau Weaver KILT-AM/Houston PD ... Dave Anthony KZZP/Phoenix PD ... Bill Figenshu Viacom VP/Programming ... George Francis WWWE/Cleveland President ... John Lander WCKX/Tampa GM ... Joel Raab WHK/Cleveland PD ... Jim Teeson KPPL & KLAK/Denver President ... Corinne Baldassano VP ABC Contemporary Net ... Jeff Lucifer KGB/San Diego PD ... Walt Herb McCord Tiburski WMMS/Cleveland VP/GM ... Gary Edens Southern President ... Nick Trigony KIKK/Houston GM ... Dene Hallam WWWW/Detroit PD ... Al Casey Charter VP/Prog. ... Toney Brooks Sandusky President ... Joe Parish WPLJ/New York VP/GM ... George Toulas WLIF/Baltimore GM ... Dwight Case Transtar President ... Jerry Lyman RKO FM President ... Dave Martin WMAQ/Chicago GM ... Kernie Anderson WBMX/Chicago GM ... Tony Berardini WBCN/Boston GM ... Ted Cramer WMAQ/Chicago PD ... Fred Jacobs WRIF/Detroit PD ... Bert Wahlen



Herb McCord



Mel Karmazin

Westinghouse VP/FMs ... Bob Hattrik Doubleday VP/Programming ... Earnest James KDIA/Oakland, CA GM ... J.J. Jeffries WBMX/Chicago PD ... Bernie Moody KSOL/San Mateo, CA OM ... Don Benson KIIS-FM/Los Angeles VP/Operations ... Dave Cooke RKO Nets VP/News ... Jim Davis WVAF/Charleston, SC GM ... Robert Hall SMN AC PD ... Marv Dyson WVON & WGCI/Chicago VP/GM ... John Gehron WLS/Chicago VP ... George Mills KSDO/San Diego President ... Paul Fiddick Multimedia Sr. VP ... George Johns Southwestern VP ... Jim Smith WKQX/Chicago VP/GM ... Jerry Lee KJQY/San Diego VP/GM ... Rick Torcasso WDRQ/Detroit PD ... E. Karl Sunbelt Sr. VP ... Denise

Dliver PD ABC Rock Net ... Bill Stedman WLW/Cincinnati PD ... Jim de Castro WLUP/Chicago VP/GM ... Larry Campbell Research Group VP/GM ... Bob Christy KHOW/Denver PD ... Guy Zapoleon KRQ/Tucson PD ... Mike McVay WABB/Mobile GM ... Chet Redpath WCLR/Chicago President ... Allen Shaw Summit VP ... Dan Halyburton KLIF & KPLX/Dallas OM ... Jim Taszarek KTAR & KBBC/Phoenix VP/GM ... Neil Rogers WNWS/Miami PD ... Randy Bongarten GE VP/Radio ... Herb McCord Greater Media VP/Radio ... Mel Karmazin Infinity President ... Julian Breen Greater Media VP/Prog.; Tom Milweski VP/Legal ... Liz Kiley WFI/Philadelphia PD ... Mike Osterhout WRBQ/Tampa GM ... Dene Hallam WHN/New York PD ... Gary Guthrie KOPA & KXAM/Phoenix GM.



Liz Kiley

RECORDS



Polly Anthony

Larry Douglas E/P/A VP ... Stan Monteiro Columbia VP/Promo ... Jack Craig RCA VP ... Bruce Shindler E/A Assoc. Dir. ... Polly Anthony Epic Pop Adult Promo ... Ernie Singleton PolyGram Black Music ... Jack Forsythe Chrysalis VP/Promo ... Vernon Slaughter CBS VP/Black Music ... Paris Eley E/P/A VP/Black Music ... Johnny Barbis Geffen Promo Dir. ... Bill Cataldo PolyGram VP/Pop ... Vince Pellegrino PolyGram Promo ...

Bonnie Goldner RCA AC Promo ... Dick Asher CBS President ... Al Teller Columbia Sr. VP/GM ... Jack Lameier CBS/Nashville Nat'l Promo ... Jheryl Busby A&M VP/Marketing ... Myron Roth CBS West Coast Sr. VP/GM ... Russ Thyret WB Sr. VP/Marketing ... Howard Rosen, Dave Urso WB VPs ... Vince Pellegrino PolyGram VP ... Rick Bleiweiss PolyGram VP ... Vince Faraci Atlantic Sr. VP/Promo ... Bob Catania RCA Nat'l LP Promo ... Billy Bass Motown VP/Pop ... Bob Sherwood Columbia VP/Marketing ... Bill Cataldo PolyGram Nat'l Promo ... Ray Anderson Columbia VP/Promo ... Don Jenner Millennium Exec. VP ... Jerry Sharell E/A Sr. VP ... Ronnie Jones EMI-A/Liberty Nat'l R&B Promo.



Jerry Sharell

VIRGIN RECORDS

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JAYSON JACKSON

GREG POWELL

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CHERYL WINSTON

JIMMY AVANT

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MAR BROWN

NORJON HEDMAN

HILARY SHREV

STEVE LEEDS

JON KLEIN

RAY GMEINER

AMANI DUNCAN

DANNY COOPER

JASON MC FADEN

KATY MARCHETTI

HOWARD PETRUZZIELLO

JENNIFER SPERANDEO

ANDREA KLINE

AGGIE BAGHARI

BRIEN TERRANOVA

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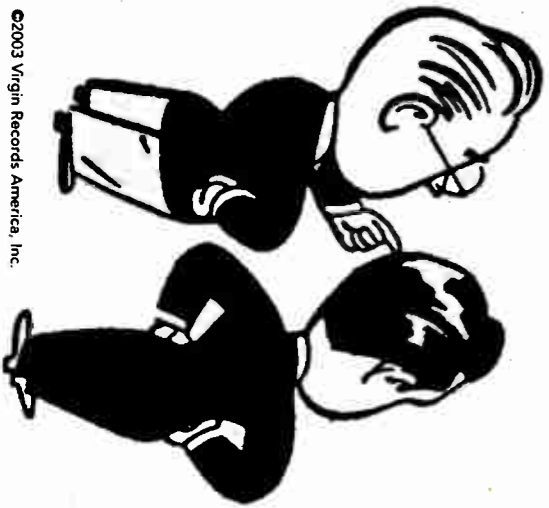
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THE ROLLING STONES
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As we celebrate our 20 years in Rock Radio consulting, we congratulate R&R on hitting the Big 3-0. It's been a nice ride.

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Jazzing It Up!

R&R did not publish a numbered weekly or year-end chart for Black radio in 1981. Instead, an alphabetical chart was utilized with some chart notes to provide perspective. However,



REO Speedwagon

one thing was for sure: Black radio was on the rise, and it was clear that the format would go on to play a pivotal role in the steady growth and popularity of the music. Looking closely at the A-Z chart, it was an era of tempo, driven by such legends as **Earth, Wind & Fire; Gap Band; Chaka Khan; The Commodores; and Aretha Franklin.**

"Bette Davis Eyes" by **Kim Carnes** finished No. 1 for the year at CHR, and while Carnes had subsequent releases, nothing ever came close to matching the success of that smash. Interestingly, a handful of jazz

mainstays headed in a pop direction and had CHR success. Witness **Grover Washington Jr., Al Jarreau and George Benson.** Clearly, though, the biggest influence on the chart was the music exploding from AOR by **REO Speedwagon, Foreigner, The Rolling Stones, The Police, Tom Petty & The Heartbreakers, Pat Benatar and Eric Clapton.**



The Commodores

The music of A/C was as broad as ever, with plenty of crossover from other formats, including Country, CHR and AOR. Soundtracks continued to play a major part in the music of 1981, with no less than five songs from movies hitting the top. "Endless Love" by **Diana Ross & Lionel Richie** finished as the No. 1 A/C hit of the year, but also notable were **Neil Diamond's** trio of top three hits from the *Jazz Singer*. "Hello Again," "America" and "Love on the Rocks." **Christopher Cross'** "Arthur's Theme (Best That You Can Do)" and **Dolly Parton's** "9 to 5" both finished in the top 15.

Country crossovers continued to make their mark on other formats, particularly A/C, where several tunes actually charted higher than they did at Country. **Eddie Rabbitt** landed on top for the second consecutive year as "Step by Step" enjoyed four weeks at No. 1 on Sept. 18, 1981.

CHR

- 1 **KIM CARNES** Bette Davis Eyes
- 2 **DIANA ROSS & LIONEL RICHIE** Endless Love
- 3 **CHRISTOPHER CROSS** Arthur's Theme (Best That You Can Do)
- 4 **AIR SUPPLY** The One That You Love
- 5 **JOURNEY** Who's Crying Now
- 6 **STYX** The Best Of Times
- 7 **JOHN LENNON** Woman
- 8 **DARYL HALL & JOHN OATES** Private Eyes
- 9 **REO SPEEDWAGON** Keep On Loving You
- 10 **POINTER SISTERS** Slow Hand
- 11 **GROVER WASHINGTON JR.** Just The Two Of Us
- 12 **JOEY SCARBURY** Theme From The Greatest American Hero (Believe It Or Not)
- 13 **SMOKEY ROBINSON** Being With You
- 14 **DARYL HALL & JOHN OATES** Kiss On My List
- 15 **GEORGE HARRISON** All Those Years Ago
- 16 **KENNY ROGERS** I Don't Need You
- 17 **SHEENA EASTON** Morning Train (Nine To Five)
- 18 **GINO VANNELLI** Living Inside Myself
- 19 **REO SPEEDWAGON** Take It On The Run
- 20 **DAN FOGELBERG** Hard To Say



A/C

- 1 **DIANA ROSS & LIONEL RICHIE** Endless Love
- 2 **KENNY ROGERS** I Don't Need You
- 3 **DAN FOGELBERG** Hard To Say
- 4 **AIR SUPPLY** The One That You Love
- 5 **JAMES TAYLOR & J.D. SOUTHER** Her Town Too
- 6 **CHRISTOPHER CROSS** Arthur's Theme (Best That You Can Do)
- 7 **DOTTIE WEST** What Are We Doin' In Love
- 8 **RONNIE MILSAP** (There's) No Gettin' Over Me
- 9 **JOHN LENNON** Woman
- 10 **JOEY SCARBURY** Theme From The Greatest American Hero (Believe It Or Not)
- 11 **DOLLY PARTON** 9 To 5
- 12 **JUICE NEWTON** Queen Of Hearts
- 13 **GROVER WASHINGTON JR.** Just The Two Of Us
- 14 **GINO VANNELLI** Living Inside Myself
- 15 **ODON MCLEAN** Crying
- 16 **BARBRA STREISAND & BARRY GIBB** What Kind Of Fool
- 17 **EDDIE RABBITT** Step By Step
- 18 **NEIL DIAMOND** Hello Again
- 19 **NEIL DIAMOND** America
- 20 **GEORGE HARRISON** All Those Years Ago



COUNTRY

- 1 **EDDIE RABBITT** Step By Step
- 2 **T.G. SHEPPARD** Party Time
- 3 **LACY J. DALTON** Takin' It Easy
- 4 **RONNIE MILSAP** (There's) No Gettin' Over Me
- 5 **BARBARA MANDRELL** Wish You Were Here
- 6 **KENNY ROGERS** I Don't Need You
- 7 **OAK RIDGE BOYS** Elvira
- 8 **ALABAMA** Feels So Right
- 9 **MICKEY GILLEY** You Don't Know Me
- 10 **CRYSTAL GAYLE** Too Many Lovers
- 11 **DOLLY PARTON** But You Know I Love You
- 12 **DON WILLIAMS** Falling Again
- 13 **JOHNNY LEE** Prisoner Of Hope
- 14 **CHARLEY PRIDE** Never Been So Loved (In All My Life)
- 15 **DON WILLIAMS** Miracles
- 16 **ROSANNE CASH** Seven Year Ache
- 17 **T.G. SHEPPARD** I Loved 'Em Every One
- 18 **ALABAMA** Old Flame
- 19 **CONWAY TWITTY** Tight-Fittin' Jeans
- 20 **OAK RIDGE BOYS** Fancy Free



AOR ALBUMS

- 1 **ROLLING STONES** Tattoo You
- 2 **FOREIGNER** 4
- 3 **BILLY SQUIER** Don't Say No
- 4 **REO SPEEDWAGON** Hi Infidelity
- 5 **JOURNEY** Escape
- 6 **PHIL COLLINS** Face Value
- 7 **STEVE WINWOOD** Arc Of A Diver
- 8 **STYX** Paradise Theater
- 9 **TOM PETTY & THE HEARTBREAKERS** Hard Promises
- 10 **MOODY BLUES** Long Distance Voyager
- 11 **STEVIE NICKS** Bella Donna
- 12 **.38 SPECIAL** Wild-Eyed Southern Boys
- 13 **PAT BENATAR** Precious Time
- 14 **RUSH** Moving Pictures
- 15 **SANTANA** Zebop!
- 16 **GREG KIHN BAND** Rockinroll
- 17 **WHO** Face Dances
- 18 **APRIL WINE** Nature Of The Beast
- 19 **JOE WALSH** There Goes The Neighborhood
- 20 **JEFFERSON STARSHIP** Modern Times



"If we continue to inbreed and recycle the music and artists of the late '60s and early '70s, eventually we're going to die out."

— Gregg Geller, Epic VP/A&R

SIGNS OF THE TIMES

- CNN Radio to debut.
- ABC acquires Watermark, creator of *American Top 40*, for \$4 million.
- The FCC refuses to award new licenses by lottery.
- NBC's Talknet given green light.
- WABC/New York goes all Talk.
- KROQ/Los Angeles loses license.
- Gap loses radio in-store play case.
- WMAL/Washington settles a \$20 million sexual harassment suit.
- The Supreme Court denies RKO's last chance.
- WBBM-FM/Chicago debuts Hot Hits.
- McGavren Guild creates Interep. MMR, HN&W and Bernard Howard rep firms are linked.
- ABC's Superadio debut delayed "indefinitely."
- KROQ/Los Angeles' Rick Carroll takes the station's format nationwide.
- AM stereo on the air; Delco chooses Motorola.
- Congress prunes the FCC from seven commissioners to five; votes new lottery rules.
- Pay-for-play bill suffers quiet death. The bill had proposed that stations pay artists for aired songs.
- AFTRA loses \$10.5 million antitrust judgment to Tuesday Productions, files Chapter 11.

year 1982

Flying High On 'Hot Hits'

As the '80s began to take hold, the always-shifting winds of popularity drifted from Country back to CHR. The catalyst: Mike Joseph's all-current "Hot Hits" format making a splash on FM. Of course, the music had a lot to do with it as well. IRS Records was having a great time with The Go-Go's and The Police, Australia's Men At Work were hard at work, and Duran Duran led a resurgent British Invasion.

Meanwhile, Top 40 was out and Talk was in at AM giant WABC/New York. Ironically, consultant Joseph had been hired in 1960 to forge the station's future status as a format icon. Among the talent who worked in its hallowed halls: Herb Oscar Anderson, Jack Carney, Scott Muni, Dan Ingram, Ron Lundy, "Cousin" Bruce Morrow and PD Rick Sklar.

Network expansion was still occurring at a feverish pace. CNN Radio and NBC's Talknet debuted. ABC acquired Watermark for a cool \$4 million (mere pocket change by today's standards). McGavren Guild gave birth to Interep, linking the MMR, HN&W and Bernard Howard

rep firms. The House designated \$17 million to build Radio Marti, a super Florida facility that would beam anti-Castro sentiments to the Cuban populace. The first AM stereo stations signed on in '82, while President Reagan returned to his old radio stomping grounds with a weekly five-minute broadcast.

Two out-of-this-world talents teamed up briefly: Michael Jackson and E.T. And the biggest soundtrack of the year was from that humorous homage to adolescent angst, *Fast Times at Ridgemont High*. The record industry was also training its sights on the home-taping issue. Bills were introduced in both houses of Congress seeking reimbursement: The "millions" in lost revenue were slated to come from the manufacturers and importers of record equipment and blank tapes.

The year also saw the industry mourning the loss of flamboyant label exec Neil Bogart and Big Apple air personality Murray "The K" Kaufman. R&R opened its Nashville bureau and expanded its jazz information to a top 30 chart.



PERSPECTIVES

Someone called me one night and asked, "What's your real name?" I said, "My real name is Steele." She said, "That's funny, I heard they called you Steele because you've got a steel plate in your head!"

Could a station make it with all females in a Progressive Rock format? That would largely depend on the females, and that's the reason it didn't make it last time. There was nothing wrong with the format. What was wrong then is still wrong today: There aren't enough professional girls.

I'm probably much more conversant in rock music than most people today, and that's only because I work harder at it. When I became "The Nightbird" I knew precious little about it, but I was determined to survive in the world of men — not with any animosity, not that I wanted to beat their pants off; I just wanted to hang in there.

And I realized without any rancor that a man is accepted because he is a man and a woman has to rise and fall on her performance. So I was determined to know the music as well as any of the men, if not better, because I felt that I would be called upon to exhibit virtuosity more than the men, I applied myself. I used to take the albums home with me every night and listen. So I feel I know a tremendous amount about that early music — more than most people.

Progressive Rock radio in 1967, when you look back now, you can laugh. I sit in the studio, and behind me on that wall are about 12,000 albums. In 1967 there were maybe 500, if that. The heavies were Harpers Bizarre, The Association, The Turtles, The Righteous Brothers. You know what we played a lot of? Soul music. We played Dionne Warwick, which we don't play now.



Alison Steele

Old-School Promotions

Good record promotion people sometimes resort to unconventional methods to get their records played. In 1982 some prominent Rock promotion pros shared some of their wildest stories with R&R.

Dave Urso: In 1973, when I was at Warner Bros., I did a promotion around a Jesse Colin Young version of "Running Bear," the old Johnny Preston hit. I hired Gentle Ben, the famous TV bear, and his trainer. I also got Wolfman Jack to escort me, and we rented a limousine to drive around Los Angeles to radio stations. We made a number of stops and arrived at KMET. We got into the elevator, got out at the floor, and I did my thing to promote the record. Long story short, the promotion bombed. How did I know? They asked me to leave but let the bear stay."

Sam Kaiser: We did a promotion for AC/DC's "Let There Be Rock." The promotion was with KSHE/St. Louis and the Peaches record chain. We got a real nice Kawasaki motorcycle and put it on display in the store window. The station told people to bring the largest natural rock they could find; paint on it "Let There Be Rock," "KSHE" and "Peaches"; and bring it to the store. I figured there would be a couple of one- or two-ton rocks. Some quarry operator would find a way to do this.

I was at a promotion at another record store on a Saturday when the Peaches manager called me and said, "You'd better get up here. Traffic is backed up for miles in both directions, all three TV stations are here, and my parking lot is caving in." There were 10 or 15 flatbeds there, and the winning rock weighed six tons!



WHERE'S THE RIPPLE?

David Frazell and the KHJ/Los Angeles staff decorated Tracy Brewer's house with a portable bar and neon signs when she won the station's Wino Party contest. KHJ staffers even served as waiters and waitresses for the big blowout. Seen here outside Brewer's home are (l-r) KHJ PD Lon Helton, Brewer, Frazell and Warner/Viva President Don Blocker.

We gave away the bike, and the band's manager liked the promotion so much, they tried it in London. Unfortunately, the rock dropped from the hoist in front of the store there and caved in the whole street.

John Fagot: When I first moved to Texas, it was a real hard market for me to get to know because I'd come in from Atlanta and replaced people who had been fired, people who were friends with a lot of radio folk. We had a new record by Scandal, "Goodbye to You," and I decided to cause a scandal in Texas. I got dressed up in a wig and a dress and went around the state. In Houston this was like taking your life in your hands. We visited all the stations, and I even took pictures of me in bed with Alan Sneed.

RADIO



Lynn Tolliver

Mike Kakoyiannis WNEW-FM/New York GM ... Barry Mardit WWWW/Detroit PD ... Drew Hayes WPLP/Tampa PD ... Marty Greenberg Belo VP/Radio ... Lynn Tolliver WZAK/Cleveland PD ... Charlie Van Dyke KOY/Phoenix PD ... Andy Lockridge KZEW/Dallas PD ... Walter Sabo ABC Radio VP/Network Operations ... Charlie Colombo Christal Exec. VP ... Scott Muni Operations Director, Richard Neer PD at WNEW-FM/New York ... Chuck De Bare President, Don Bouloukos VP/Operations at ABC Radio ... Harry Lyles WBLZ/Cincinnati PD ... Dan Vallie EZ VP ... John Gehron WLS/Chicago VP/GM ... Don Benson WQXI/Atlanta OM ... Trip Reeb WMET/Chicago PD ... Jay Hoker KZEW/Dallas GM ... Garry Wall WMC/Memphis PD ... Gerry DeFrancesco KIIIS/Los Angeles PD ... Donna Brake WSB-FM/Atlanta PD ... Rick Candea KILT/Houston PD ... Jeff Trumper KSRR/Houston GM ... J.D. Spangler KSAN/San Francisco PD ... Steve Weed KMJM/

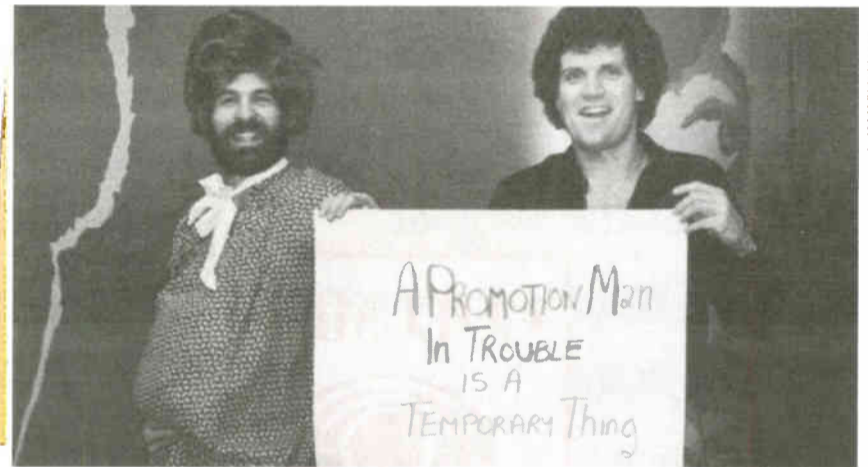


Trip Reeb

St. Louis Operations Director ... Monte Lang Amatore President ... Michael Spears Fairbanks Nat'l PD ... John Bayliss Surrey President ... Bill Ward Golden West President ... Dave Martin WCLR/Chicago PD ... Dwight Douglas BAMD Exec. VP ... Steve Berger Nationwide VP/Radio ... Wally Clark KPRZ & KIIIS/Los Angeles President/GM ... Steve Goldstein WTIC-FM/Hartford PD ... Buddy Scott WBBM-FM/Chicago PD ... Matt Mills KEZK/St. Louis VP/GM ... Dean Thacker WMMS/Cleveland Station Manager ... Dave Hamilton Doubleday Group PD ... Paul Fiddick Multimedia President ... Pete Salant WYNY/New York Operations Director ... Harvey Pearlman WYSP/Philadelphia GM ... Zemira Jones WLYT/Cleveland GM ... Jack Swanson KGO/San Francisco Dir./Programming ... Vic Ives KMJK/Portland GM ... Gary Berkowitz WROR/Boston Program Manager ... John Lander KULF/Houston PD ... Charlie Cook KLAC/Los Angeles PD ... Dan Mason First Media Group PD ... J.B. Stone KJLH/Los Angeles PD ... Bruce Holberg WFIL & WUSL/Philadelphia VP/GM ... Bill Steding Station Manager, John Shomby PD KAAM & KAFM/Dallas ... Tom Bender WFAA/Dallas OM ... Dave Anthony KHOW/Denver Program Manager ... Lon Helton KHJ/Los Angeles PD ... Dennis Constantine KBCO & KADE/Boulder OM ... Eddie Fritts NAB President ... Tom Cuddy WPRO/Providence OM ... Nick Trigony Viacom PD ... Gil Rosenwald Malrite Exec. VP ... Steve Kingston WBZZ/Pittsburgh PD ... Barry Mayo WRKS/New York PD ... Jay Cook WJYW/Tampa President/GM ... James Alexander WJLB/Detroit OM ... Jeff Wyatt WUSL/Philadelphia PD ... Jim De Caro WEAZ/Philadelphia Exec. VP/GM ... Tac Hammer WLOL/Minneapolis PD ... Carl Brazell Metromedia President ... Jhani Kaye KOST/Los Angeles PD ... Kevin Metheny WNBC/New York Dir./Programming ... Steve Dinetz TK Exec. VP ... Jim Haviland WABC/New York GM ... John Mainelli KCNN/San Diego PD.



Eddie Fritts



CROSS-DRESSING CROSS-PROMOTION

Columbia's Alan Orem (l) attempts to get sympathy and airplay from WQXI-FM (94Q)/Atlanta MD Jeff McCartney.



Danny Buch

Pat McCoy E/A AC Promo ... Lou Galliani E/A Nat'l Singles ... Bill Smith West Coast Nat'l Promo, Mike Becce East Coast at RCA ... Frank Dileo, Gordon Anderson E/P/A VPs ... Johnny Musso Scotti Bros. President ... Joe Morrow E/A NSM ... Phil Quartararo RCA Regional Promo ... Joe Casey CBS/Nashville VP ... Margo Knesz Atco GM ... Jack Satter EMI/Liberty Nat'l Pop ... Billy Brill MCA Regional Promo ... Neil Portnow Arista VP ... Michael Abramson Island VP/Promo ... Alan Wolmark Nat'l LP, Danny Buch Nat'l Secondary LP at Atlantic ... Pat Martine Arista LP Promo/West Coast ... Rick Blackburn CBS/Nashville Sr. VP/GM ... Eddie Gilreath Island Exec. VP ... Stu Cohen WB Nat'l Promo Dir. ... Dave Urso E/A VP/Promo ... Paul Lovelace Capitol/EMI-Liberty Country Promo ... Rich Fitzgerald Geffen Nat'l Promo ... Marc Ratner WB Nat'l Singles ... Dscar Fields WB VP/Black Music ... Rick Bisceglia Arista AC ... Joe Galante RCA/Nashville VP ... Lenny Waronker WB President ... Lou Mann Arista VP ... Jim Mazza Capitol President.

RECORDS



Neil Portnow

IN MEMORIAM

Neil Bogart ... Ratings-pioneer Jim Seiler ... Murray The K ... Marty Robbins ... Joe Tex.

CONGRATULATIONS

for 30 years of success!



A Black Perspective

Only three of the year's top 50 songs at CHR featured black artists. Yet 1982 was also the year R&R started its weekly Black Radio charts and had its first year-end numbered chart for the format. Stevie Wonder's "That Girl" was the format's biggest hit, and the followup, "Do I Do," placed sixth.

Several Black Radio-CHR crossovers from 1982 are big-testing gold titles for multiple formats today, including "Forget Me Nots" by Patrice Rushen, "Let It Whip" by Dazz Band and Marvin Gaye's last hit, "Sexual Healing."

In 1982 British rock superstars Steve Howe, Carl Palmer, Geoff Downes and John Wetton



Vangelis

formed Asia. The band's self-titled debut album, which featured the hit tracks "Heat of the Moment" and "Only Time Will Tell," was No. 1 on the AOR chart.

New Wave music (as it was called then) was impacting the AOR and CHR charts thanks to pioneering stations like KROQ/Los Angeles (which in those days reported to R&R's AOR chart). Artists in the genre who had big years at AOR included Men At Work, The Cars and A Flock Of Seagulls. Other



Soft Cell

big New Wave hits from '82 included "Mickey" by Toni Basil, "Tainted Love" by Soft Cell and "867-5309/Jenny" by Tommy Tutone.

Songs from the big screen made their mark too. "Hard to Say I'm Sorry," from the movie *Summer Lovers*, was a comeback hit for Chicago. "Up Where We Belong" by Joe Cocker & Jennifer Warnes, from *An Officer and a Gentleman*; the theme from *Chariots of Fire* by Vangelis; "Somebody's Baby" by Jackson Browne, from *Fast Times at Ridgemont High*; and "Eye of the Tiger" by Survivor, from *Rocky III*, also scored big in '82.

Eagles members Glenn Frey and Don Henley embarked on solo careers, with Frey's "The One You Love" and Henley's memorable "Dirty Laundry" both going top 10.

CHR

- 1 JOURNEY Open Arms
- 2 CHICAGO Hard To Say I'm Sorry
- 3 RICK SPRINGFIELD Don't Talk To Strangers
- 4 TOTO Rosanna
- 5 PAUL MCCARTNEY w/ STEVIE WONDER Ebony And Ivory
- 6 SURVIVOR Eye Of The Tiger
- 7 JOHN COUGAR Jack & Diane
- 8 MICHAEL McDONALD I Keep Forgettin' (Every Time You're Near)
- 9 FLEETWOOD MAC Hold Me
- 10 STEVIE WONDER That Girl
- 11 DARYL HALL & JOHN OATES I Can't Go For That (No Can Do)
- 12 JOHN COUGAR Hurts So Good
- 13 HUMAN LEAGUE Don't You Want Me
- 14 OLIVIA NEWTON-JOHN Make A Move On Me
- 15 STEVE MILLER BAND Abracadabra
- 16 AIR SUPPLY Sweet Dreams
- 17 JACKSON BROWNE Somebody's Baby
- 18 VANGELIS Chariots Of Fire
- 19 ALAN PARSONS PROJECT Eye In The Sky
- 20 JOE COCKER & JENNIFER WARNES Up Where We Belong



A/C

- 1 PAUL MCCARTNEY w/ STEVIE WONDER Ebony And Ivory
- 2 CHICAGO Hard To Say I'm Sorry
- 3 KENNY ROGERS Love Will Turn You Around
- 4 VANGELIS Chariots Of Fire
- 5 AIR SUPPLY Even The Nights Are Better
- 6 CROSBY, STILLS & NASH Wasted On The Way
- 7 WILLIE NELSON Always On My Mind
- 8 BERTIE HIGGINS Key Largo
- 9 RONNIE MILSAP Any Day Now
- 10 GLENN FREY The One You Love
- 11 AMERICA You Can Do Magic
- 12 KENNY ROGERS Through The Years
- 13 JUICE NEWTON Love's Been A Little Bit Hard On Me
- 14 JOE COCKER & JENNIFER WARNES Up Where We Belong
- 15 NEIL DIAMOND Heartlight
- 16 ALAN PARSONS PROJECT Eye In The Sky
- 17 ELTON JOHN Blue Eyes
- 18 DAN FOGELBERG Leader Of The Band
- 19 JOURNEY Open Arms
- 20 ROBERTA FLACK Making Love



COUNTRY

- 1 CONWAY TWITTY The Clown
- 2 KENNY ROGERS Love Will Turn You Around
- 3 CHARLEY PRIDE I Don't Think She's In Love Anymore
- 4 ANNE MURRAY Another Sleepless Night
- 5 MICHAEL MURPHEY What's Forever For
- 6 WAYLON & WILLIE Just To Satisfy You
- 7 BARBARA MANDRELL 'Til You're Gone
- 8 SYLVIA Nobody
- 9 GEORGE JONES Same Ole Me
- 10 MERLE HAGGARD Big City
- 11 CRYSTAL GAYLE You Never Gave Up On Me
- 12 RONNIE MILSAP Any Day Now
- 13 WILLIE NELSON Always On My Mind
- 14 CHARLEY PRIDE Mountain Of Love
- 15 ALABAMA Mountain Music
- 16 RONNIE MILSAP He Got You
- 17 EDDIE RABBITT I Don't Know Where To Start
- 18 CHARLEY PRIDE Mountain Of Love
- 19 ALABAMA Take Me Down
- 20 OAK RIDGE BOYS Bobbie Sue



AOR ALBUMS

- 1 ASIA Asia
- 2 JOHN COUGAR American Fool
- 3 LOVERBOY Get Lucky
- 4 JOAN JETT & THE BLACKHEARTS I Love Rock & Roll
- 5 .38 SPECIAL Special Forces
- 6 ALOO NOVA Aldo Nova
- 7 MEN AT WORK Business As Usual
- 8 SAMMY HAGAR Standing Hampton
- 9 J. GEILS BAND Freeze-Frame
- 10 BILLY SQUIER Emotions In Motion
- 11 POLICE Ghost In The Machine
- 12 FLEETWOOD MAC Mirage
- 13 ROBERT PLANT Pictures At Eleven
- 14 CARS Shake It Up
- 15 A FLOCK OF SEAGULLS A Flock Of Seagulls
- 16 EDDIE MONEY No Control
- 17 SCORPIONS Blackout
- 18 GENESIS Abacab
- 19 DON HENLEY I Can't Stand Still
- 20 WHO It's Hard

BLACK RADIO

- 1 STEVIE WONDER That Girl
- 2 ARETHA FRANKLIN Jump To It
- 3 EVELYN KING Love Come Down
- 4 JEFFREY OSBORNE I Really Don't Need No Light
- 5 GAP BAND Early In The Morning
- 6 STEVIE WONDER Do I Do
- 7 DAZZ BAND Let It Whip
- 8 SMOKEY ROBINSON Tell Me Tomorrow
- 9 OENIECE WILLIAMS It's Gonna Take A Miracle
- 10 PATRICE RUSHEN Forget Me Nots
- 11 JENNIFER HOLLIDAY And I Am Telling You I'm Not Going
- 12 DONNA SUMMER Love Is In Control (Finger On The Trigger)
- 13 ZAPP Dance Floor
- 14 RAY PARKER JR. The Other Woman
- 15 MARVIN GAYE Sexual Healing
- 16 TEMPTATIONS I/ RICK JAMES Standing On The Top
- 17 LUTHER VANDROSS Bad Boy/Having A Party
- 18 SKYY Call Me
- 19 ATLANTIC STARR Circles
- 20 TIME 777-9311



CONGRATULATIONS!

**ERICA AND THE R&R TEAM
ON 30 YEARS OF EXCELLENCE...**

**...HERE'S TO YOUR CONTINUED SUCCESS & ENJOYING MANY
MORE YEARS OF SERVING THE MUSIC INDUSTRY TOGETHER!**



WITH ADMIRATION FROM

THE MOVIE TUNES FAMILY

**ELLEN KARDASHIAN • BOB MARTIN
JOEL NEWMAN • MATT EMERZIAN
DEAN GAVONI • BARBARA STOCKTON
KIM KARDASHIAN • KELLY SHEPPARD**

ROBERT WOULD BE PROUD!

WWW.MOVIE TUNES.US

"If we have another period like 1980-81, with interest rates soaring over 20%, there won't be growth in minority ownership. If interest rates hold, you'll see an increase."

— Ragan Henry, station owner

R&R 30 YEARS

SIGNS OF THE TIMES

- Elektra/Asylum moves headquarters to New York.
- E/A, WB merge in Nashville.
- KKGQ/Los Angeles to become Jazz superstation.
- Sony sets stations up for compact discs.
- RCA buys into Arista.
- Dwight Case named President of R&R Companies.
- Court upholds 1981 deregulation; strikes down log abolition.
- RKO Radio properties draw 149 applications.
- Congress weighs mandatory public affairs for radio.
- Arbitron plans five-year demo cells.
- FBI seizes William. B. Tanner documents; affidavit alleges mail fraud, kickbacks, tax evasion and "hidden inventory" of radio and TV ad time.
- Massive shakeups in distribution. WCI buys 50% of PolyGram; MCA to distribute Motown.
- "Eclectic Oriented Rock" format set by John Sebastian.
- Gaylord Broadcasting buys entire Opryland complex, a \$250 million package.
- The FCC pulls Harris AM stereo off-air for technical changes.
- The FCC seeks comments on revising 7-7-7 ownership limit.

year 1983

CHR's Amazing Comeback

New York has a reputation for electrifying sign-ons going back to the days of early rock 'n' roll. WKTU danced to the top of the Arbitrons in just one rating period. In 1983 Scott Shannon's Z100 (WHTZ) did the same thing just 74 days after its flip. It was good for New York, it was good for the record biz, and it was certainly good for radio.

It was a record year in more ways than one. Distribution was the new industry focus: Chrysalis moved to E/P/A, Arista shifted to RCA, Slash wound its way to WB, and Motown motored to MCA. Warner Communications even proposed to distribute and own half of PolyGram, but the idea was eventually scuttled for lack of governmental blessing.

But distribution wasn't the only issue on the labels' agendas. This was also the year of the CD, with WDHA/Dover, NJ touted as the first station to air the new configuration. Michael Jackson thrilled the masses with *Thriller* and an unforgettable appearance on the Emmy-winning *Motown 25* special, and Reverend Jesse Jackson rallied forces for a fight that's still making news 20 years later: against suggestive song lyrics.

Meanwhile the FCC's Docket 80-90 plan opened the door to 1,000 new FM opportunities — this while formats adopted more customized personas: John Sebastian bowed "Eclectic Oriented Rock"; Rick Carroll's "Rock of the '80s" signed up its share of Alternative followers (including WIFI/Philadelphia and XTRA-FM [91X]/San Diego); and an all-Beatles format made a few waves.

Trivia buffs take note: One Dr. W — a.k.a. Larry Walton, afternoon jock at WKSI/Eldorado, IL — broke the broadcasting record. He clocked in at 378 hours, 59 minutes to beat the previous record of 373 hours, 35 minutes. Radio also lost of several prominent figures: personality B. Mitchell Reed; pioneer Arthur Godfrey; and Nat D. Williams, the first African-American air talent.

As Bob Wilson pursued other projects, R&R welcomed new Publisher Dwight Case, plus editors Lon Helton (Country) and Steve Feinstein

(AOR). The paper also underwent a face lift, adding a blue background to the front-page logo and revamping the Back Page charts to include the AOR Albums/40 and the top 30 AOR Hot Tracks.



PERSPECTIVES

ABC plans on becoming the biggest program supplier to the industry. The satellite offers a way to do 24 hours a day of programming instead of feeding network newscasts and features all day long or pressing discs of specials and mailing them out. We asked how we could make this work and make it local.

We think people use radio differently. They are trying to become more self-reliant. They've lost faith in institutions. There's not as much feeling that the government is going to take care of us — I don't know entirely how to do it, so I need help. Look at the self-help books in the stores; they're everywhere. People are using the medium of radio because it's so personal.

Talk isn't that widespread outside of the top 25-30 markets because of the lack of personalities, skilled personalities, who can do the content as well as the form of Talk programming. You can have a show host taking phone calls, but unless that person is very highly skilled in translating those into entertainment, into material that everyone who's listening can identify with and can vicariously become part of, you don't have anything.

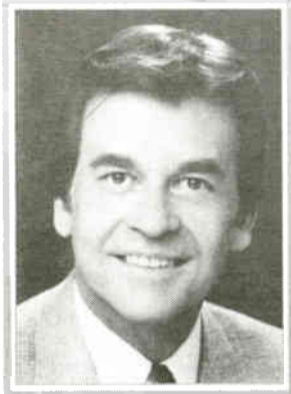
The Executive Producer is KABC/Los Angeles' Wally Sherwin. Since we are originating now almost entirely from KABC and some of the programs are being simulcast, it's vital that there be no negative effect on KABC. He's changing some of the KABC shows so they conform to network programming. In other ways he's keeping certain aspects of the network programming identical to that at KABC.



Rick Sklar

Dick Clark Before Bandstand

By 1983 Dick Clark's radio career was nearing 40 years, and he had also started, with partners Nick Verbitsky and Ed Salamon, United Stations Radio Networks. That year Clark began doing TV endorsement spots for AC KOST/Los Angeles, a concept that has since been syndicated to markets nationwide.



Dick Clark

The career of America's first national pop music DJ started at the tender age of 13. "I saw a radio show done by Garry Moore and Jimmy Durante and decided that's what I wanted to do," explains Dick Clark. In 1946, when Clark was 16, his uncle, who owned a newspaper in their hometown of Utica, NY, sought help from Clark's dad to get a new radio station on the air. Clark's father had been in the cosmetics business, but broadcasting appealed to him, and he remained in radio until his retirement. The younger Clark recalls starting in the station's mailroom, but

he was soon on the air on the FM station, which he says "nobody listened to in those days."

Clark later attended Syracuse University. "I went to study radio, but they didn't have a course in it," he says. So he studied business administration, labeled radio an extracurricular activity and found time to work at 250-watt WOLF. "Prior to the well-known guys, McLendon and Storz, there was a guy named Sherm Marshall, who hired kids from the college at a dollar an hour," Clark recalls. Clark did a country show called *The WOLF Buckaroos* and hosted *The Sandman Serenade*, the all-night Top 40 show.

Not long after, Clark was offered the evening news post back in Utica at WKTU-TV, where he did the 6pm and 11pm newscasts. "I probably did it pretty well, because I started getting job offers," he says. But the GM didn't want to let him go. "He would call the guy offering me a job and say, 'You can't take this kid away,'" Clark says.

So Clark stayed at WKTU-TV but continued to send out tapes. "Like all disc jockeys do, though I was in TV, I said to myself, 'You need to get into a bigger market,'" he explains.

One day his father called the station manager at WFIL-TV/Philadelphia and said, "I've got this kid. Would you have somebody look at him?"

At the audition, Clark says, "They gave me a ream of copy and said, 'OK, we're going to the control room, and we'll call you after you've had a chance to look it over. Just read into the camera.'" In Utica Clark had

discovered a secret: "We recorded the copy onto audiotape and then fed the recording into my ear. That way I could spit it back at the camera verbatim."

They called down from the booth: "Are you ready?"

"Yeah," I said," Clark recalls. "And then I read it back to them absolutely verbatim. They were flabbergasted, because there wasn't a TelePrompTer or cue cards. And that's how I got into television in Philly."

However, WFIL-TV thought he looked too young, so they assigned him a radio show instead and allowed him to do TV fill-in. One of the shows he subbed on was called *Bandstand*.

On Aug. 5, 1957, *Bandstand* went national. "We got a seven-week trial," says Clark. Within four weeks it was the No. 1 daytime TV show in America.



FRANKIE AND JOHNNY
Frankie Valli (l), lead singer of *The Four Seasons* and a solo artist in his own right, joined KRLA/Los Angeles midday host Johnny Hayes for Hayes' daily countdown show.

RADIO

Dave Gariano WLLZ/Detroit PD ... C.C. Matthews WYYS/Cincinnati PD ... Bill Tanner WASH/Washington PD ... Robert Walker WHYI (Y100)/Miami PD ... Gregg Lindahl WSM/Nashville OM ... Alan Sneed WLS/Atlanta PD ... Dave Hamilton KDWB/Minneapolis PD ... John Irwin KOSI/Denver VP/GM ... Dene Hallam WKHK/New York PD ... Andy Beaubien KSRR/Houston PD ... Mark Bolke KPKE/Denver PD ... Dean Tyler WPEN/Philadelphia PD ... John Barger Clear Channel Sr. VP ... Dave Pearlman KODA/Houston VP/GM ... Steve Edwards Malrite VP ... Ron Jones WHK/Cleveland VP/GM ... Tex Meyer WWKX/Nashville VP/GM ... Greg Salk WLUP/Chicago PD ... Denny Nugent WHAS/Louisville PD ... Jerry Boulding WCHB & WJZZ/Detroit OM ... Bill Clark Shamrock Radio President ... Steve Casey WLS/Chicago OM ... Joel Raab WHN/New York PD ... Norm Feuer Viacom President ... Sandy Beach WKBW/ Buffalo PD ... Barry Skidelsky WBOS/Boston



Alan Sneed

Station Manager ... Trip Reeb WCMF/Rochester, NY PD ... Jim Snowden KMJQ/Houston PD ... Bill Stakelin RAB CEO ... Rick Torcasso WYNY/New York PD ... Mike McVay WBBG & WMJI/Cleveland VP ... Bill Stedman WHK/Cleveland PD ... Dave Martin WLW & WSKS/Cincinnati VP/GM ... Jon Sinton BAMD VP ... Tony Gray KMJM/St. Louis PD ... Lorna Ozmon WOMC/Detroit PD ... Merrell Hansen KSD/St. Louis VP/GM ... Chuck Knapp KSTP-FM/Minneapolis Station Manager ... Ric Lippincott KHTZ/Los Angeles PD ... Dean Thacker WHTZ/New York GM ... Randy Bongarten WNBC/New York VP/GM ... Chuck Goldmark WYOR/Miami GM ... Scott Shannon WHTZ/New York PD ... John Tyler SMN Chairman ... Mason Dixon WRBQ (Q105)/Tampa Operations Director ... Bobby Rich WWSH/Philadelphia OM ... Randy Michaels WLW & WSKS/Cincinnati VP/Programming ... Matt Mills WRTH & KEZK/St. Louis President/GM ... Steve Goldstein WHYT/Detroit PD ... Gerry DeFrancesco KIIS/Los Angeles VP/Programming ... Charlie Kendall WNEW/New York PD ... George Harris WMMR/Philadelphia PD ... Mike Harrison KMET/Los Angeles PD ... Dan Griffin WRKO/Boston VP/GM ... Jay Hoker Belo VP/Radio ... Marty Greenberg Duffy President ... Dennis Patrick appointed to the FCC ... Rick Cummings Emmis Nat'l PD ... Richard Harker Coleman VP ... Randy Kabrich WAVA/Washington PD ... Frank Osborn Price Sr. VP/Radio ... Ted Shaker Chairman, Diane Sutter WWSW & WTKN/Pittsburgh VP/GM ... Dan Mason First Media Exec. VP.



Lorna Ozmon



Steve Goldstein



Richard Palmese

Bob Krasnow Chairman, **Bruce Lundvall** President at E/A ... **Jimmy Bowen** WB/Nashville Sr. VP ... **Ed Eckstine** Qwest Exec. VP/GM ... **Jack Craig** Chrysalis President ... **Jerry Sharell** MCA Sr. VP ... **Jose Menendez** RCA Exec. VP ... **Mike Bone** E/A VP/Promo ... **Steve Meyer** MCA VP/Promo ... **Irving Azoff** MCA President ... **John Schoenberger** MCA Nat'l Album Promo ... **Walter Winnick**, **Bill Bennett**, **Polly Anthony**, **Jon Kirksey** E/P/A Nat'l Promo ... **Russ Thyret** WB Sr. VP/Promo ... **Ewell Roussel** WB/Nashville VP/GM ... **Jack Forsythe** Boardwalk VP ... **Daniel Glass** Chrysalis/New Music ... **Vicki Leben** Motown Nat'l Pop Promo ... **Charlie Minor** A&M Sr. VP ... **Nick Hunter** WB/Nashville VP/Promo ... **Marko Babineau** Geffen Nat'l AOR ... **Roy Lott** Arista VP ... **Don Jenner** Arista VP/Promo ... **Sandi Lifson** MCA Nat'l AC Promo ... **Richard Palmese** MCA Exec. VP ... **Rick Bisceglia** Arista Nat'l Singles ... **Ruben Rodriguez** heads Island/Black Music ... **Howard Rosen** Motown Nat'l Promo ... **Tony Anderson** Motown Nat'l R&B ... **Michael Kidd** RCA VP/Black Promo ... **Harold Childs** PolyGram Sr. VP/Urban ... **J.B. Brenner** A&M Nat'l Album Promo ... **Michael Plen** IRS VP/Promo ... **Rich Fitzgerald**, **George Gerrity**, **Mark Maitland** WB VPs/Nat'l Promo ... **Jheryl Busby** MCA VP/Black Music.

RECORDS



Daniel Glass

IN MEMORIAM

Personality **B. Mitchell Reed** ... Radio pioneer **Arthur Godfrey** ... Music programmer **Laverne Drake** ... PolyGram Sr. VP **Bill Haywood** ... Rep pioneer **John Blair** ... Inner City co-founder **Oliver Sutton** ... KSSK/Honolulu morning legend **Aku (Hal Lewis)** ... WDIA/Memphis (and the nation's first African-American) personality **Nat Williams** ... KSFO/San Francisco personality **Don Sherwood**.

Thriller Joins Culture Club

Few artists in rock history can claim to have changed the culture. Elvis did it in the '50s, the Beatles in the '60s. **Michael Jackson** did it when he released *Thriller*. The album's first single, "Billie Jean," wrapped up 1983 at No. 1 on the year-end Black Radio chart. It had near-equal success on CHR.



Spandau Ballet

It was hard not to notice the influence of rock guitars in black music, particularly those found in "Stay With Me Tonight" by **Jeffrey Osborne**, "Dead Giveaway" by **Shalamar** and "Beat It" by **Michael Jackson**.

The New Wave boom continued, as evidenced by an onslaught of breakthrough acts, including **Eurythmics**, **Spandau Ballet**, **Fixx**, **Madness**, **Men Without Hats**, **After The Fire**, **Thomas Dolby** and **Naked Eyes**. But no act was more flamboyant than **Culture Club**. Led by cross-dressing **Boy George (O'Dowd)**, the group finished the year with four top 10 hits.

R&R produced its first Hot Tracks chart for AOR. *Pyromania* by **Def Leppard** was the most cue-burned album of 1983, with two tracks landing in the top five.

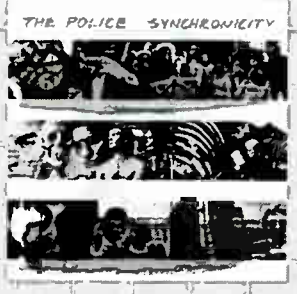


Dolly Parton and Kenny Rogers

Kenny Rogers and **Dolly Parton** teamed up on 1983's Bee Gees-penned top Country song, "Islands in the Stream," the only song to remain at No. 1 for three consecutive weeks. Taking Rogers and Parton's lead were other Nashville pairs that found success by recording together, including **Willie Nelson** and **Merle Haggard**, **Mickey Gilley** and **Charlie McClain**, and **T.G. Sheppard** and **Karen Brooks**.

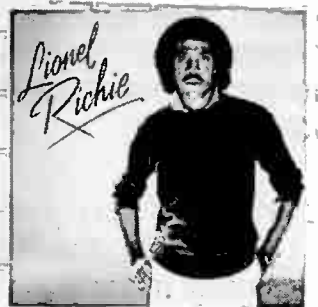
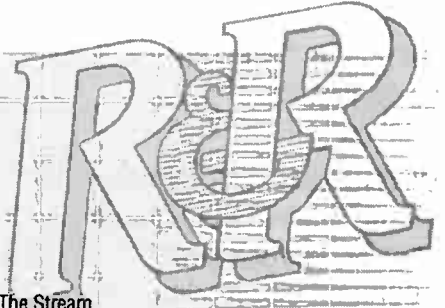
CHR

- 1 POLICE Every Breath You Take
- 2 IRENE CARA Flashdance ... What A Feeling
- 3 BONNIE TYLER Total Eclipse Of The Heart
- 4 MICHAEL JACKSON Billie Jean
- 5 MICHAEL SEMBELLO Maniac
- 6 GREG KIHN BAND Jeopardy
- 7 MICHAEL JACKSON Beat It
- 8 LIONEL RICHIE You Are
- 9 MEN AT WORK Overkill
- 10 MEN AT WORK Down Under
- 11 CULTURE CLUB Do You Really Want To Hurt Me
- 12 JOURNEY Separate Ways (Worlds Apart)
- 13 POLICE King Of Pain
- 14 BILLY JOEL Tell Her About It
- 15 LIONEL RICHIE All Night Long (All Night)
- 16 EURYTHMICS Sweet Dreams (Are Made Of This)
- 17 BOB SEGER & THE SILVER BULLET BAND Shame On The Moon
- 18 DAVID BOWIE Let's Dance
- 19 DEXY'S MIDNIGHT RUNNERS Come On Eileen
- 20 DARYL HALL & JOHN OATES One On One



A/C

- 1 SERGIO MENDES Never Gonna Let You Go
- 2 LIONEL RICHIE You Are
- 3 STEPHEN BISHOP It Might Be You
- 4 SPANDAU BALLET True
- 5 LIONEL RICHIE My Love
- 6 POLICE Every Breath You Take
- 7 KENNY ROGERS w/DOLLY PARTON Islands In The Stream
- 8 DAN FOGELBERG Make Love Stay
- 9 TOTO I Won't Hold You Back
- 10 LIONEL RICHIE All Night Long (All Night)
- 11 RITA COOLIDGE All Time High
- 12 LAURA BRANIGAN How Am I Supposed To Live Without You
- 13 DARYL HALL & JOHN OATES One On One
- 14 PAUL ANKA Hold Me 'Till The Mornin' Comes
- 15 DEBARGE All This Love
- 16 BILLY JOEL Tell Her About It
- 17 JARREAU Mornin'
- 18 KENNY ROGERS & SHEENA EASTON We've Got Tonight
- 19 IRENE CARA Flashdance ... What A Feeling
- 20 AIR SUPPLY Making Love Out Of Nothing At All



COUNTRY

- 1 KENNY ROGERS & DOLLY PARTON Islands In The Stream
- 2 JANIE FRICKE He's A Heartache (Looking For A Place To Happen)
- 3 ALABAMA Dixieland Delight
- 4 JOHNNY LEE Hey Bartender
- 5 WILLIE NELSON & MERLE HAGGARD Pancho And Lefty
- 6 JOHN CONLEE Common Man
- 7 CONWAY TWITTY Lost In The Feeling
- 8 CHARLEY PRIDE Night Games
- 9 CRYSTAL GAYLE Our Love Is On The Faultline
- 10 MICKEY GILLEY Fool For Your Love
- 11 BELLAMY BROTHERS When I'm Away From You
- 12 EDDIE RABBITT You Can't Run From Love
- 13 RONNIE MILSAP Don't You Know How Much I Love You
- 14 CHARLY MCCLAIN & MICKEY GILLEY Paradise Tonight
- 15 RICKY SKAGGS You've Got A Lover
- 16 EARL THOMAS CONLEY Your Love's On The Line
- 17 RONNIE MCDOWELL You're Gonna Ruin My Bad Reputation
- 18 OAK RIDGE BOYS American Made
- 19 BARBARA MANDRELL One Of A Kind Pair Of Fools
- 20 GEORGE STRAIT A Fire I Can't Put Out



AOR HOT TRACKS

- 1 POLICE King Of Pain
- 2 DEF LEPPARD Photograph
- 3 FIXX One Thing Leads To Another
- 4 DEF LEPPARD Rock Of Ages
- 5 TUBES She's A Beauty
- 6 POLICE Every Breath You Take
- 7 INXS The One Thing
- 8 TALKING HEADS Burning Down The House
- 9 POLICE Synchronicity II
- 10 ZZ TOP Gimme All Your Lovin'
- 11 JOURNEY Separate Ways (Worlds Apart)
- 12 U2 New Year's Day
- 13 FIXX Saved By Zero
- 14 GREG KIHN BAND Jeopardy
- 15 ROBERT PLANT Eig Log
- 16 ROBERT PLANT Other Arms
- 17 TRIUMPH A World Of Fantasy
- 18 POLICE Wrapped Around Your Finger
- 19 HEART How Can I Refuse
- 20 LOVERBOY Hot Girls In Love

BLACK RADIO

- 1 MICHAEL JACKSON Billie Jean
- 2 GLADYS KNIGHT & THE PIPS Save The Overtime For Me
- 3 LIONEL RICHIE All Night Long (All Night)
- 4 S.O.S. BAND Just Be Good To Me
- 5 RICK JAMES Cold Blooded
- 6 GEORGE BENSON Inside Love (So Personal)
- 7 JEFFREY OSBORNE Don't You Get So Mad
- 8 RUFUS & CHAKA KHAN Ain't Nobody
- 9 KASHIF I Just Gotta Have You (Lover Turn Me On)
- 10 EARTH, WIND & FIRE Fall In Love With Me
- 11 GEORGE CLINTON Atomic Dog
- 12 HERBIE HANCOCK Rockit
- 13 ARETHA FRANKLIN Get It Right
- 14 MTUME Juicy Fruit
- 15 DONNA SUMMER She Works Hard For The Money
- 16 ANGELA BOFILL Too Tough
- 17 MAZE I/FRANKIE BEVERLY Love Is The Key
- 18 CHAMPAIGN Try Again
- 19 DENIECE WILLIAMS Do What You Feel
- 20 GAP BAND Party Train

KENNY ROGERS



"I don't worry about offending anyone; I assume I'm going to offend everyone at one point or another."

— Howard Stern, WNBC/New York afternoon personality

R&R 30 YEARS

SIGNS OF THE TIMES

- Both Arbitron and Birch make it official: WHTZ (Z100)/New York is the new No. 1 in the Big Apple.
- Transtar launches its fourth 24-hour satellite format: Format 41 is named after its median target demo.
- Frank Dileo, Epic VP/Nat'l Promo, becomes Michael Jackson's personal manager.
- Columbia releases "Do They Know It's Christmas" by Band Aid.
- VH1 signs Don Imus as its first VJ.
- WHYI-FM/Ft. Lauderdale-Miami license in jeopardy over EEO policies and treatment of a former employee who complained of sex discrimination.
- Tichenor Spanish Media Group, made up of the company's four Spanish-formatted Texas properties, is formed.
- The FCC votes to replace the 31-year-old 7-7-7 multiple ownership rule with a 12-12-12 ceiling.
- WTRR-FM/Westminster-Baltimore switches to consultant John Sebastian's EOR (Eclectic-Oriented Radio) format. New call letters: WGRX.
- Out of the 242 CHR reporters, only 18 are AM.
- WKHK/New York discontinues Country for "Lite" AC hits under new calls WLTW.
- WXTU/Philadelphia switches from Urban to Country.

year 1984

CHR Fever Sweeps The Nation

There were plenty of Big Brother jokes in 1984. After all, this was the year George Orwell hung his hat on. But the world survived just fine, and, heck, there weren't even any traffic jams during the Los Angeles Olympics!

Speaking of L.A., ever since KHJ had begun to fade in the mid-'70s, CHR radio in that city was a mishmash of oddball sounds. Enter KIIS. By 1984 the market was so hungry for a straight-ahead CHR sound and an entertaining morning show, it anointed KIIS (and Rick Dees) with No. 1 status with double-digit numbers. (The station used Mike Joseph's "Hot Hits" slogan, but Joseph was not an on-site consultant.) KIIS's success, combined with that of WHTZ (Z100)/New York, made for the first CHR double winners since the WABC/KHJ days of the '60s and '70s.

This was also the year stereo broadcasting was to save radio's AM band. Oh, really? After years of wrangling, AM stereo receivers were finally available. But they were expensive, the consumer had to choose between two systems, and there weren't a lot of

music stations left on AM. What AM stereo couldn't do, Rush Limbaugh managed almost singlehandedly. But that's for another year.

A shudder went through the entire Talk radio industry in 1984, after Alan Berg, the brash and outspoken KOA/Denver

host, was gunned down in front of his home with large-caliber ammunition. Berg was a popular personality in Denver — he had a style that many future hosts would emulate — and he had been recently profiled on *60 Minutes*. Authorities would later find the alleged murder weapon at the home of a white supremacist.

CDs were becoming more common in both radio stations and consumers' homes, but a Warner Bros. ad in *R&R* exemplified the issue of the day: At the end of an ad promoting John Fogerty's *Centerfield* album, a disclaimer warned that the CD could

not be released day-and-date with the vinyl because "the time required by foreign CD pressing plants makes simultaneous releases impossible."



PERSPECTIVES

Respected radio-station owner and Combined Communications President John Bayliss died in an auto accident in 1984. Soon after, his friends and family formed a scholarship foundation that has awarded hundreds of thousands of dollars to college students who aspire to a career in radio. Bayliss discussed his management philosophies in an *R&R* interview.

The whole company functions on an extension of management freedom, and I had to educate myself on what that freedom was. I had run small groups before; Combined was a much bigger ballgame. The general philosophy is to lay out the confines of general policy as far as the company is concerned, to arrive at common goals that are reachable and achievable and then to give them the keys to the operation and say, "Now, go and do it!"

A good manager — a good, strong, aggressive manager — doesn't necessarily have to be terribly well-versed in a particular program format; he just has to be of a mind to know that he has to surround himself with the talent to do that kind of format.

I don't believe in the rating-point incentive plan. I've never seen that work. I can't see a program manager's compensation tied to that. If it's an accurate book, and the book is up, he deserves additional compensation for outstanding performance. If he has performed well and everything else has been done properly and it's one of those books where the diaries fell into the wrong hands, that's not fair.

We don't come in every year and say, "OK, we have looked into our magic Ouija board, and next year you are going to produce X, and your sales are going to be marvelous, and your profits are going to be fantastic." That's a bunch of nonsense.



John Bayliss

Fun-loving radio network seeks
30-year-old partner to share
good times. Tastes run to all sorts
of music and news and sports
and talk radio. Love comedy too.
Media clout a must. Good looks and
good research important, but good
friends are on top of the charts.
Hmmm, sounds like R&R...

...and it turns out we've had a relationship for years!

Thanks, Erica and the staff at R&R
for years of working together for the
common goal of making our industry great.
Happy 30th to an industry leader!

**Your Friends,
Nick, Charlie, Dick, Andy, Jim, Dr. Dave and everyone
at United Stations and Launch Radio Networks.**



1984

Lee Abrams, Superstar

In 1984, Lee Abrams ranked among the top radio consultants in America. His Superstars format was largely responsible for the migration of young listeners from AM to FM.



Lee Abrams

By the time he was 12, Chicago-born-and-bred Lee Abrams knew that FM was going to be big. "The first time I heard it, I knew rock 'n' roll would sound incredible on it," he says.

But in 1963, AM was still king, and Abrams was a fan. "I thought the entire staff at WLS/Chicago was fabulous," he says. At night he dialed for faraway signals — KFI/Los Angeles, WABC/New York and everything in between.

His interest was radio, but he was into the music, too, and by high school he was compiling playlists for the great FM Rock station that he heard in his head. "By then I knew it wasn't a pipe dream," he says. He had no radio connections, but he became a gofer at WLS and snagged a job at WQAM/Miami one summer.

In 1966, while still a teenager, Abrams started his own publication, *Radio Promotion Concepts*, and wrote about how music was changing. "By 1968 we got our first taste of underground music, and I got totally into it," he says. But Abrams still loved Top 40. "In 1968 my friends would get pissed off because, instead of listening to The Doors on 8-track, I'd be trying to pick up WABC," he says.

RADIO

Alan Goodman becomes WAVA-FM/Washington VP/GM ... WBBG & WMJI/Cleveland VP/Station Manager Mike McVay resigns to devote full attention to his McVay Media consultancy ... John Gorman rises to OM of WMMS/Cleveland ... Dick Springfield Research Group VP ...



Mike McVay

At WLS/Chicago, Larry Lujack signs 12-year contract ... Sky Daniels joins KFOG/San Francisco for 6-10pm shift ... WQBK/Albany, NY PD/morning host Tom Leykis accepts WNWS/Miami evening shift ... Kevin Metheny leaves WNBC/New York for MTV ... Gary Berkowitz is named PD for WHYT/Detroit ... Steve Kingston takes the programming post at WBSB-FM/Baltimore ... Mark Driscoll PD at WZPL/Indianapolis ... Ed Salamon and Frank Murphy Executive VPs at United Stations ... KFRC/San Francisco



Steve Kingston

PD Gerry Cagle exits ... RKO Radio Division Exec. VP Bill Hogan promoted to RKO Radio Networks President ... Guy Zapoleon PD for WBZZ/Pittsburgh ... KIOI/San Francisco PD Mike Philips crosses the street to KFRC ... Alan Mason KGW/Portland, OR VP/GM ... KMPC/Los Angeles' Robert W. Morgan moves to crosstown KMGG for mornings ... Ric Lippincott PD at KYUU/San Francisco ... Gary Bryan PD for KKRZ/Portland, OR ... Steve Perun KWK/St. Louis PD ... Cox Exec. VP Jim Wesley assumes presidency of DKM Broadcasting ...



Steve Perun

Charlie Cook joins McVay Media as VP/Country ... WAVA/Washington PD Randy Kabrich resigns to form consultancy ... Tom Owens WEBN/Cincinnati as PD ... Charlie Ochs VP/Programming Broadcast Group ... Jay Clark OM of KHTZ/Los Angeles ... Liz Kiley KFI/Los Angeles PD ... Bobby Rich returns to KFMB-FM/San Diego as PD ... Randy Bongarten President NBC Radio ... John Landecker takes morning slot at WAGO/Chicago ... Michael Ellis WAPP/New York PD ... Smokey Rivers WAVA/Washington PD ... Bill Gamble WMAQ/Chicago PD ... Bob Bolinger joins KJQY/San Diego as VP/GM, succeeding Jerry Lee ... Charlie Quinn Dir./Programming at WHTT/Boston ... Al Brady Law WHDH & WZOU/Boston VP/GM ... Doyle Rose now VP/Regional Manager for Emmis ... Mark Driscoll elevated to Heftel Group PD ... Jerry Lyman RKO Radio Division President ... Bob Zuroweste KUDL/Kansas City GM ... WAPP/New York chooses Gerry Cagle as its OM ... Guy Zapoleon rejoins Western Cities as KZZP/Phoenix PD ... Steve Goldstein VP/Group PD for Josephson Communications ... Denise Oliver WYNY/New York PD ... Rick Torcasso is named PD at WMJI/Cleveland ... Paul Drew Director/Radio Marti for Voice of America ... KQEO & KZZX/Albuquerque VP/GM Gary Fries promoted to Sunbelt Communications Sr. VP ... Tom Chiusano VP/GM at Infinity's WKTU/New York ... Tom Bresnahan Sconnix VP/GM.

R&R 30 YEARS



COOKIN' WITH GREASE

The Greaseman arrives at WWDC-AM & FM (DC101)/Washington to do mornings and sets his sights on higher office.

Top 40 jocks screamed, underground types breathed. To steal a line from *The KGB Recycle*: Radio was either too hip or too hype. Abrams agreed. He thought underground radio "sounded like a bunch of freaks doing whatever they wanted."

By 1970 he was committing his thoughts to paper and sending them to anyone who'd read them. Abrams identified a group of people he called vulnerable Top 40 listeners. "They hated Gary Puckett and Herb Alpert but would stick around for The Moody Blues," he says.

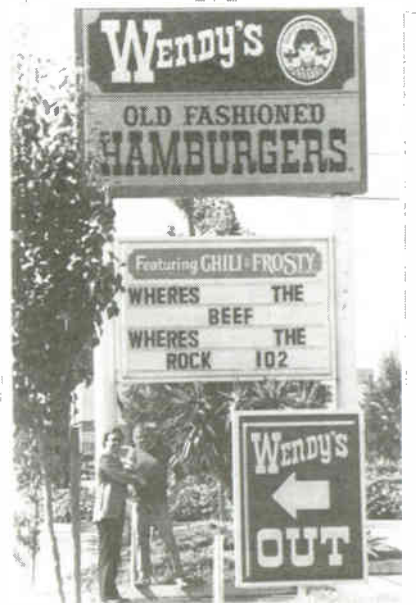
His guess was that, until FM programmers figured it out, most listeners would stick to AM. "One song out of three that you loved was better than one out of 10 that you recognized," he explains.

His ideas were noticed by then-Bartell programming chief Buzz Bennett, which led to Abrams getting the MD post at WQAM/Miami and, then, new FM Rocker WMYQ/Miami. Just 18, Abrams was next named PD at ABC's WRIF/Detroit, where he began consulting WPTF/Raleigh on the side. He flipped its calls to WQDR and helped it become No. 1 in its first book.

Forced to make a decision to either focus on WRIF or move on, Abrams chose to hang out his shingle as Lee Abrams Consulting. Soon thereafter he partnered with Kent Burkhardt to form Burkhardt/Abrams and market the Superstars format, which changed the fortunes of FM stations across the land.

In 1988, after 15 years with Burkhardt, Abrams took on nonradio projects: *Rolling Stone* magazine, Swatch Watches and even The Moody Blues and Yes. "I was an American culture interpreter," he says.

Next, he joined SMN as an in-house consultant and launched the format he called "Z Rock." Today, Abrams is Sr. VP/Programming for XM Satellite Radio. "It's time to rethink everything," he insists. "Nothing is sacred."



YOU WANT FRIES WITH THAT?

KFIV-FM/Modesto, CA capitalized on 1984's Wendy's "Where's the beef?" hoopla with a smart version of the cash-call contest: Callers selected by random-digit dialing were asked two questions: "Where's the beef?" and "Where's the rock?" Those who answered both questions correctly ("Wendy's" and "1-0-2") won \$1,000. Impressively, of approximately 80 calls made over four weeks, 10 people copped the cash. Wendy's beefed up the promotion with signage, as illustrated by the marquee behind Wendy's Promotion/Marketing Manager Mike Hogan (l) and KFIV PD C.J. Stone.



Bob Catania

Miles Copeland Chairman, Jay Boberg President of IRS ... Phil Quartararo Island VP/Promo slot ... Polly Anthony Dir./Nat'l AC Promo for Epic/Portrait/Associated ... Dino Barbis Nat'l Promo Dir. for WB ... Jimmy Bowen President MCA/Nashville ... Bob Catania Nat'l Album Director for Island ... Peter Napoliello Nat'l AOR Promo Director for Motown/Morocco ... RCA promotes Ed Mascolo to Division VP/Contemporary Promo ... Tom Zutaut and Howard Thompson VPs/A&R at Elektra/Asylum.

IN MEMORIAM

John Bayliss ... Marvin Gaye ... KMOX/St. Louis daytime personality Jack Carney ... B/A/M/D partner Lee Michaels.

RECORDS

Madonna Mania

Lots of big movie music this year: **Phil Collins**, with the title track from *Against All Odds*; **Kenny Loggins'** title theme from *Footloose*; and two **Prince** tracks from *Purple Rain*



Madonna

landed in slots 2-5 on the year-end CHR chart. For good measure, **Ray Parker Jr.**'s "Ghostbusters" and another track from *Footloose*, "Let's Hear It for the Boy," were also in the top 10.

1984 will be remembered as a year of albums with multiple hit singles. Who could forget *She's So Unusual* by **Cyndi Lauper**, which yielded the hits "Girls Just Want to Have Fun," "Time After Time," "All Through the Night"

and "She Bop"? **Van Halen** were so excited about 1984 that they named their album after the year. The final Van Halen collection with **David Lee Roth** on lead vocals featured "Jump," "Panama," "I'll Wait" and "Hot for Teacher," among others.

Bruce Springsteen's landmark album *Born in the U.S.A.* was released in the spring and



Bruce Springsteen & The E Street Band

produced "Dancing in the Dark" and "Cover Me" that year. It would eventually yield seven top 10 hits.

And then there was lady **Madonna**. She racked up three top 15 hits from her self-titled debut album plus the title track from her sophomore release, *Like a Virgin*.

Over at Black/Urban radio, the bunny had big success with **Chaka Khan**, whose hit "I Feel for You" topped that chart for six weeks, and Prince's "When Doves Cry," which logged seven weeks at the top. A song that was big at Black/Urban and CHR was "Somebody's Watching Me" by **Rockwell**, who had his then-brother-in-law **Michael Jackson** sing on the hook to the song. The format also saw the breakthrough hit from the Boston teen group **New Edition**, "Cool It Now," which went to No. 1 in November.

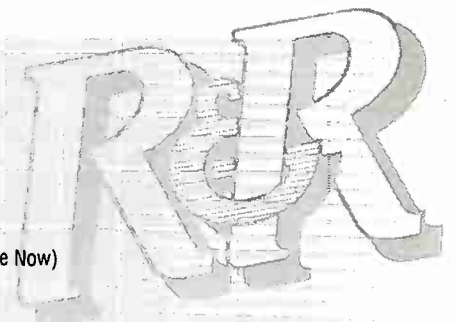
CHR

- 1 VAN HALEN Jump
- 2 PHIL COLLINS Against All Odds (Take A Look At Me Now)
- 3 KENNY LOGGINS Footloose
- 4 PRINCE & THE REVOLUTION When Doves Cry
- 5 PRINCE & THE REVOLUTION Let's Go Crazy
- 6 JOHN WAITE Missing You
- 7 LIONEL RICHIE Hello
- 8 CYNDI LAUPER Time After Time
- 9 RAY PARKER JR. Ghostbusters
- 10 DENIECE WILLIAMS Let's Hear It For The Boy
- 11 CHICAGO Hard Habit To Break
- 12 TINA TURNER What's Love Got To Do With It
- 13 STEVIE WONDER I Just Called To Say I Love You
- 14 CULTURE CLUB Karma Chameleon
- 15 BRUCE SPRINGSTEEN Dancing In The Dark
- 16 DURAN DURAN The Reflex
- 17 LIONEL RICHIE Stuck On You
- 18 STEVE PERRY Oh Sherrie
- 19 THOMPSON TWINS Hold Me Now
- 20 YES Owner Of A Lonely Heart



A/C

- 1 LIONEL RICHIE Hello
- 2 LIONEL RICHIE Stuck On You
- 3 STEVIE WONDER I Just Called To Say I Love You
- 4 PEABO BRYSON If Ever You're In My Arms Again
- 5 CYNDI LAUPER Time After Time
- 6 PHIL COLLINS Against All Odds (Take A Look At Me Now)
- 7 CARS Drive
- 8 ELTON JOHN Sad Songs (Say So Much)
- 9 BILLY JOEL Leave A Tender Moment Alone
- 10 BILLY JOEL The Longest Time
- 11 CHRISTINE MCVIE Got A Hold On Me
- 12 CHICAGO Hard Habit To Break
- 13 KENNY ROGERS This Woman
- 14 LIONEL RICHIE Penny Lover
- 15 KENNY ROGERS w/KIM CARNES & JAMES INGRAM What About Me?
- 16 MIKE RENO & ANN WILSON Almost Paradise
- 17 KOOL & THE GANG Joanna
- 18 DAN FOGELBERG Believe In Me
- 19 JULIO IGLESIAS & DIANA ROSS All Of You
- 20 ELTON JOHN I Guess That's Why They Call It The Blues



COUNTRY

- 1 ALABAMA Roll On (Eighteen Wheeler)
- 2 ALABAMA When We Make Love
- 3 DDN WILLIAMS That's The Thing About Love
- 4 CONWAY TWITTY I Don't Know A Thing About Love (The Moon Song)
- 5 JOHN SCHNEIDER I've Been Around Enough To Know
- 6 CONWAY TWITTY Somebody's Needin' Somebody
- 7 T.G. SHEPPARD Somewhere Down The Line
- 8 WILLIE NELSON City Of New Orleans
- 9 NITTY GRITTY DIRT BAND Long Hard Road (The Sharecropper's Dream)
- 10 JIM GLASER You're Gettin' To Me Again
- 11 OAK RIDGE BOYS I Guess It Never Hurts To Hurt Sometimes
- 12 DOLLY PARTON Tennessee Homesick Blues
- 13 EXILE Give Me One More Chance
- 14 JOHNNY LEE You Could've Heard A Heart Break
- 15 EARL THOMAS CONLEY Chance Of Lovin' You
- 16 RONNIE MILSAP Still Losing You
- 17 JULIO IGLESIAS & WILLIE NELSON To All The Girls I've Loved Before
- 18 ANNE MURRAY Just Another Woman In Love
- 19 BARBARA MANDRELL & LEE GREENWOOD To Me
- 20 OAK RIDGE BOYS Everyday



BLACK/URBAN RADIO

- 1 PRINCE & THE REVOLUTION When Doves Cry
- 2 CHAKA KHAN I Feel For You
- 3 CAMEO She's Strange
- 4 ROCKWELL Somebody's Watching Me
- 5 PATTI LABELLE If Only You Knew
- 6 LIONEL RICHIE Hello
- 7 NEW EDITION Cool It Now
- 8 DENIECE WILLIAMS Let's Hear It For The Boy
- 9 TINA TURNER What's Love Got To Do With It
- 10 BILLY OCEAN Caribbean Queen (No More Love On The Run)
- 11 MTUME You, Me And He
- 12 STEVIE WONDER I Just Called To Say I Love You
- 13 JOYCE KENNEDY & JEFFREY OSBORNE The Last Time I Made Love
- 14 PATRICE RUSHEN Feels So Real (Won't Let Go)
- 15 DENNIS EDWARDS Don't Look Any Further
- 16 O'BRYAN Lovelite
- 17 S.O.S. BAND Just The Way You Like It
- 18 CHERYL LYNN Encore
- 19 JERMAINE JACKSON Tell Me I'm Not Dreaming
- 20 BOBBY WOMACK & PATTI LABELLE Love Has Finally Come At Last

AOR TRACKS

- 1 BRUCE SPRINGSTEEN Cover Me
- 2 VAN HALEN Panama
- 3 CARS Magic
- 4 VAN HALEN I'll Wait
- 5 CARS Drive
- 6 JOHN WAITE Missing You
- 7 RATT Round And Round
- 8 BRUCE SPRINGSTEEN Dancing In The Dark
- 9 SCANDAL /PATTY SMYTH The Warrior
- 10 SCORPIONS Rock You Like A Hurricane
- 11 VAN HALEN Jump
- 12 U2 Pride (In The Name Of Love)
- 13 CARS You Might Think
- 14 .38 SPECIAL Back Where You Belong
- 15 BILLY SQUIER Rock Me Tonight
- 16 MANFRED MANN'S EARTH BAND Runner
- 17 SAMMY HAGAR I Can't Drive 55
- 18 ZZ TOP Legs
- 19 JEFFERSON STARSHIP No Way Out
- 20 DAVID BOWIE Blue Jean



THIS IS BIGGER THAN A HALLMARK MOMENT.

November 2003

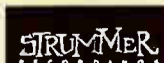
Dear R&R,

Congratulations
from the Universal/Motown family
on 30 great years.

UNIVERSAL
RECORDS



UNIVERSAL
RECORDS



"At least we're not sitting on our asses waiting for radio to fix itself."

— KFRC/San Francisco VP/GM Pat Norman explaining why his station is dropping music during middays for game-show programming

R&R 30 YEARS

SIGNS OF THE TIMES

- "We Are the World," featuring 45 superstars, and Northern Lights' "Tears Are Not Enough," including Canadian superstars Bryan Adams and Anne Murray, are released.
- Live Aid is held simultaneously at London's Wembley Stadium and Philadelphia's JFK Stadium.
- The Parents Music Resource Center, led by Tipper Gore, launches a media blitz against "sexually explicit" songs, including Sheena Easton's "Sugar Walls."
- FM continues to surge ahead of AM, commanding 71% of all radio listening.
- KFRC/San Francisco strips itself of music and becomes "The Game Zone," constructed by PD Mike Philips and RKO consultant Walter Sabo.
- WWTC/Minneapolis becomes "Weatheradio," featuring weather updates, traffic and other travel information — including airline arrivals and departures.
- General Electric buys RCA and NBC for \$6.3 billion.
- Capital Cities purchases ABC for \$3.5 billion.
- The FCC proposes to end AM-FM simulcast limitations.
- Transtar's "Format 41" debuts on WDRQ/Detroit and KIQQ/Los Angeles.
- WMMS/Cleveland segues from AOR to CHR.
- WKTU/New York flips to AOR as WXRK (K-Rock) with live coverage of the Live Aid concert.

year 1985

A Stern Reception On The FM Dial

WKTU/New York, the station that in 1978 exploded in the nation's No. 1 market with an 11 share, went away with a whimper this year. (Of course, there's a Chapter 2 to the WKTU story ... jump to 1996).

Mel Karmazin made WKTU the flagship of his Infinity radio chain, flipped call letters to WXRK (K-Rock) and put it nose-to-nose with WNEW-FM, the enduring Rock station where Karmazin had earned his first set of GM stripes a decade earlier. Over at Rockefeller Center, Howard Stern and Robin Quivers fell through the thin ice at the WNBC programming rink. Precious nanoseconds later, Karmazin had Stern, Quivers and crew signed for wakeups at K-Rock. And the rest, they say, is history.

Elsewhere in the radio world, charity events were in vogue. It seemed almost everyone played "We Are the World" at least once during its run early in the year, and there was one moment when thousands of stations played it simultaneously. Needless to say, the famine in Ethiopia was an unknown issue no more. The song set the stage for a

slew of similar charity songs and concerts later that year and in the future, including the transoceanic Live Aid.

Arbitron expanded its measurement activities once again by announcing that 75 markets would be measured continuously.

Those events showcased harmonious moments between radio, records and the public. Such was clearly not the case when it came to song lyrics. The Parents Music Resource Center, led by Sen. Al Gore's wife, Tipper, lobbied a skeptical record industry for warning stickers on albums with questionable lyrics. Politicians bellowed and musicians howled, but radio stood on the sidelines, because most of the stuff in question wasn't airworthy anyway. Another hot-button issue in the industry: paper adds. A yearlong R&R

campaign highlighted the damage that paper adds could do to a record company's marketing and retailing efforts.

By the way, we all thought radio was big business in 1985. And it was, raking in about \$6.5 billion in ad revenue. Who could have predicted that it would triple in 15 years?



PERSPECTIVES

It seems like every five or six years there's this renewed interest in jazz. Basically, it's when the record business gets cold and they realize they make huge profits off jazz. Then there's a lot of talk that jazz is back.

The "Quiet Storm" format has been the backbone of this whole shift. I think it came out of WHUR/Washington playing adult records for adult blacks. And there's the shift in the country to instrumental music. Windham Hill started that. Consumers who are in their 40s and natural record buyers who were in the rock and R&B phases of their lives are now going to jazz because they want to hear a softer sound, a more melodic sound.

There's also a very conservative trend. I don't think you're getting the rush to go out to the disco and get crazy because of all the social diseases. People are closing in more and using music to quiet themselves down.

I must get five to 10 letters a week from radio stations around the country that are starting to program jazz. AC stations are starting to play more jazz in their programming, and that's a real indication that the market is shifting.

There seems to be a tendency that the middle-market stations — the Norfolks, Kansas Cities and Jacksonvilles — are starting to add jazz. I think they'll be the swing markets in creating this format, the ones to turn the tide.



Harold Childs

The Art of Commuting, Tom Joyner-Style

In 1985 R&R Urban Editor Walt Love accompanied air personality Tom Joyner one of his daily commutes between Dallas, where he did mornings, and Chicago, where he held an afternoon airshift.



Tom Joyner

Tom Joyner pulled off his first day of dual-city airshifts with style, wit, energy and class at the most appropriate times, even though he was overwhelmed by the amount of attention and media coverage given to this precedent-setting event. It was 3:50am when I got to Tom and wife Dora's house that morning. Tom opened the door and said, "I'm ready. Are you?"

Tom drove like a maniac on his way to KKDA-FM (K104)/Dallas and picked up the *Dallas Morning News* and the *Dallas Times Herald* near the station. As soon as we got there, he immediately went off by himself to read the paper, make some notes and mark a few things that caught his eye.

At 5:20am it seemed as if everyone in the building came alive with his prompting. Tom hit the airwaves at 5:30, and the next 3 1/2 hours were hilarious. Two traffic helicopter pilots from other stations landed their choppers in a field next to the KKDA-AM & FM offices and, after doing short bits with Tom, gave him a big hug, wished him luck and took off.



A GOOD IDEA FOR TWO BAD BOYS

WNBC/New York held a contest in which the listeners designed a billboard promoting afternoon host Howard Stern and morning man Don Imus. Shown here with the winning entry are (l-r) WNBC Advertising & Promotion Coordinator Lori Guidice; Gianettino & Meredith VP George Cowan; and WNBC AE Tony Murray, Advertising & Promotion Manager Janice Penino and VP/GM John Hayes.

Tom's morning team does an outstanding job. The crew includes News Director Norman Hall, co-anchor Sandra Willard, Kyle Gibson, producer Cynthia Barker and Sports Director Chris Arnold. *Dallas Times Herald* sports columnist Skip Balis is also involved, as is Channel 33 meteorologist Dave Iser.

At 9am Tom got off the air and, like a Texas twister, we were out the door on our way to the airport to make our 9:40 American flight to Chicago. At the Chicago terminal Joyner was strapped onto a hospital gurney by a paramedic team and wheeled through the airport to an ambulance parked outside. After getting out of the airport congestion, Tom got out of the ambulance and jumped into a limo for the rest of the trip to WGCI-FM.

At 2pm Joyner hit the air with TV cameras rolling and onlookers staring in awe. Because of the commercial-free arrangement that'd been put in place for Tom's first day, he didn't get the opportunity to do a lot of the bits he might have otherwise tried and concentrated mostly on music and money giveaways.

When the clock struck 6pm Tom headed for the production studio to do a station promo that was to start that same day. We made it back to the airport only 10 minutes before our 7:10pm flight.

After getting out of the airport parking lot in Dallas I asked Tom how he felt ... honestly.

"I feel great," he said. "It wasn't really that bad. But I have to say I really didn't expect the turnout I got from the news media."

I wondered if he actually thought he could keep up this pace on a daily basis. "I've got to," he said, "because I'm committed to winning in both cities."



A REAL LICORICE PIZZA

Yes, that's former Monty Python star Michael Palin in a TV spot for WXRT/Chicago. Palin shows how playing a "tremendous variety of rock" keeps WXRT's records shiny and new, compared to what repeated playing of the same song does to other stations' records. What it does, according to Palin, is turn them into pizza. As proof, he's holding up what used to be "Stairway to Heaven."



John Lander Exec. VP for newly formed Mainstream Communications ... **WASH/Washington** returns to AC from CHR under new PD **Tom Durney** ... **Carey Davis** WMCA/New York Station Manager ... **Bill Tanner** joins WEZI/Miami as PD, flips it to Dance "Hot 105" WHQT ... **Dave Robbins** KHTR/St. Louis Dir./Program Operations ... **Clarke Brown** named VP/GM at KSON/San Diego ... **Ed Christian** upped to Josephson Communications President ... **Dan Halyburton** is VP of KLIF & KPLX/Dallas ... **Jay Albright** takes PD duties at KMPS/Seattle ... **Dick Rakovan** tapped as VP/GM at WFYR/Chicago ... **Ron Rodrigues** departs R&R to be OM at Emmis' KMGG-FM/Los Angeles ... **Ken Stevens** is GM at WYSP/Philadelphia ... **Richard Sands** becomes PD at KITS/San Francisco ... Interep Marketing Systems becomes the umbrella organization for Interep, led by VP/GM **Erica Farber** ... **Mike**



Richard Sands



Randy Kabrich

Kinosian now Dir./Syndicated Services at Drake-Chenault ... **Randy Lane** takes WRQX/Washington's PD chair ... **Randy Kabrich** joins WRBQ-AM & FM/Tampa as PD ... **Bob Reich** rises to EZ Corporate VP/GM ... On 10/14, KKDA-FM/Dallas morning host **Tom Joyner** adds afternoon duties at WGCI-FM/Chicago, becoming America's first "Fly Jock" ... **Charlie Cook** to WMXJ/Miami as PD ... **Greg Reed** becomes VP/GM at Beasley's newly acquired WCJX/Miami ...

Howard Stern exits his 3-7pm airshift at WNBC/New York over "a conceptual difference" with management. He and **Robin Quivers** eventually join crosstown WXRK/New York for afternoons ... **Bob Neil** accepts OM duties at WYAY/Atlanta ... At the Research Group, **Bill Moyes** becomes Chairman, **Larry Campbell** President ... **Gerry House** inks morning deal at WSM/Nashville ... **Bob McNeil** accepts OM duties at WMZQ-AM & FM/Washington ... **Don Kidwell** now Exec. VP/Radio at Cox ... **Pat Norman** named VP/GM at KRTH/Los Angeles ... **Marty Bender** takes PD duties at WSKS/Cincinnati ... **Mark Driscoll** accepts VP/Programming duties at Statewide.



Marty Bender



Tom Gorman

Tom Gorman Nat'l Promo at Capitol ... **Jheryl Busby** Sr. VP/Black Music at MCA ... **Abbey Konowitch** Arista VP/Video & Artist Development ... **Gary Gersh** Geffen A&R team ... **Don Jenner** Arista VP/Promo ... **Bob Catania** Island Nat'l Promo ... **Bonnie Goldner** RCA Promo & Trade Relations ... **Sylvia Rhone** Atlantic Black Promo ... **Jeffrey Naumann** Nat'l Album Promo at RCA ... **Al Teller** Columbia Records President ... **Dick Asher** President of PolyGram ... **Al Coury** Promo and Marketing at Geffen.

IN MEMORIAM

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



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WCKG FM CHICAGO	355,200
KLSX FM LOS ANGELES	750,700
WTTK FM BOSTON	473,700

Source: Arbitron, P12+, TSA Cumes, Spring '03.

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USA For Africa Sets The World On Its Ear



The "We Are The World" recording session.

In response to the famine in Africa, a group of legendary artists and newcomers banded together under the direction of superproducer Quincy Jones to lay down "We Are The World." A rainbow of talent, from Michael Jackson to Bob Dylan, Dionne Warwick to Cyndi Lauper, participated in the project. The song blanketed radio in multiple formats.

With six CHR hits landing in the Top 85 of '85, Madonna ruled the roost. Who will forget her controversial performance of "Like a Virgin" while wearing a wedding dress on the MTV Video Music Awards. She quickly earned a reputation for being able to reinvent herself year after year, exciting her fans and shocking their parents.

Clive Davis' Arista exposed the talents of Whitney Houston, and her first two singles, "Saving All My Love for You" and "You Give Good Love," finished at Nos. 2 and 3, respectively, at Black/Urban.

At Country, RCA/Nashville's Alabama were big winners in '85, placing three singles in the year-end top 10. RCA held seven of the top 10 positions, with songs by Ronnie Milsap, "Real Love" by Dolly Parton and Kenny Rogers and "Love Is Alive" by The Judds all contributing to the label's dominance.

Bryan Adams' *Reckless* topped the AOR Albums chart, and '85 is remembered as a year of blockbuster rock releases. Other multiplatinum superstars found on the year-end album chart include Dire Straits, Phil Collins, Sting, Bruce Springsteen and Tom Petty.

R&R maintained its Jazz chart throughout 1985, and it clearly served as an overview of the traditional side of the genre. Stanley Jordan, Dizzy Gillespie, Wynton Marsalis and Pat Metheny all placed in the top 15.

Whitney Houston, Aretha Franklin and Freddie Jackson ruled Black/Urban, each placing two songs in the top 10. The year-end No. 1, however, was "Part-Time Lover" by Stevie Wonder, who held at No. 1 on the R&R Black/Urban chart for four weeks.

CHR

- 1 MADONNA Crazy For You
- 2 RED SPEEDWAGON Can't Fight This Feeling
- 3 HUEY LEWIS & THE NEWS The Power Of Love
- 4 A-HA Take On Me
- 5 JOHN PARR St. Elmo's Fire (Man In Motion)
- 6 DIRE STRAITS Money For Nothing
- 7 WHAM! Careless Whisper
- 8 PAUL YOUNG Everytime You Go Away
- 9 FOREIGNER I Want To Know What Love Is
- 10 TEARS FOR FEARS Everybody Wants To Rule The World
- 11 SIMPLE MINDS Don't You (Forget About Me)
- 12 STEVIE WONDER Part-Time Lover
- 13 WHAM! Everything She Wants
- 14 PHIL COLLINS Sussudio
- 15 PRINCE Raspberry Beret
- 16 BRYAN ADAMS Heaven
- 17 TEARS FOR FEARS Shout
- 18 DURAN DURAN A View To A Kill
- 19 PHIL COLLINS One More Night
- 20 USA FOR AFRICA We Are The World



A/C

- 1 KOOL & THE GANG Cherish
- 2 WHAM! Careless Whisper
- 3 PAUL YOUNG Everytime You Go Away
- 4 PHIL COLLINS One More Night
- 5 SURVIVOR The Search Is Over
- 6 BILLY OCEAN Suddenly
- 7 STEVIE WONDER Part-Time Lover
- 8 MADONNA Crazy For You
- 9 WHITNEY HOUSTON Saving All My Love For You
- 10 DEBARGE Who's Holding Donna Now
- 11 DEBARGE Rhythm Of The Night
- 12 JULIAN LENNON Too Late For Goodbyes
- 13 CHICAGO You're The Inspiration
- 14 COMMODORES Nightshift
- 15 SADE Smooth Operator
- 16 RED SPEEDWAGON Can't Fight This Feeling
- 17 HAROLD FALTERMEYER Axel F
- 18 BILLY JOEL You're Only Human (Second Wind)
- 19 FOREIGNER I Want To Know What Love Is
- 20 DIANA ROSS Missing You



AOR TRACKS

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

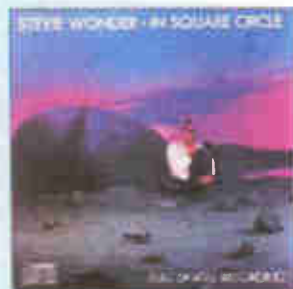


COUNTRY

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

BLACK/URBAN RADIO

- 1 STEVIE WONDER Part-Time Lover
- 2 WHITNEY HOUSTON Saving All My Love For You
- 3 WHITNEY HOUSTON You Give Good Love
- 4 ARETHA FRANKLIN Freeway Of Love
- 5 FREDDIE JACKSON Rock Me Tonight (For Old Times' Sake)
- 6 FREDDIE JACKSON You Are My Lady
- 7 DIANA ROSS Missing You
- 8 DEBARGE Rhythm Of The Night
- 9 ARETHA FRANKLIN Who's Zoomin' Who
- 10 NEW EDITION Mr. Telephone Man
- 11 COMMODORES Nightshift
- 12 MARY JANE GIRLS In My House
- 13 LOOSE ENDS Hangin' On A String (Contemplating)
- 14 LUTHER VANDROSS 'Til My Baby Comes Home
- 15 JESSE JOHNSON'S REVUE Be Your Man
- 16 READY FOR THE WORLD Oh Sheila
- 17 KOOL & THE GANG Cherish
- 18 MARVIN GAYE Sanctified Lady
- 19 PRINCE Raspberry Beret
- 20 DEBARGE Who's Holding Donna Now?



"It's quite clear that the new payola is alive and well and worse than ever. It should be stamped out, and the object of this investigation is to do just that."

— Sen. Albert Gore

SIGNS OF THE TIMES

- Metromedia sells its nine stations to Carl Brazell Jr. for \$285 million.
- FCC abolishes rules preventing competing stations from joining sales forces or setting combination advertising rates.
- Heritage AMs abandon the hits: CKGM/Montreal shifts from CHR to AC, "Car Radio" KHJ/Los Angeles becomes "Smokin' Oldies," KFRC/San Francisco flips to "Classic MOR," and CHUM/Toronto goes AC. In Dallas, KLIF drops Country — its final music format — for Talk.
- Dance-leaning CHRs surge: WCJX/Miami flips to WPOW as "Power 96," Emmis switches AC KMGG/Los Angeles to KPWR as "Power 106," and WAPP/New York becomes WQHT as "Hot 103."
- "Classic" trends: WPKX/Washington drops Country for Classic Rock as WCXR, KOPA drops CHR for Classic Hits as KSLX, WMXJ/Miami flips from CHR to Classic Hits, and Greater Media's KBZT/Los Angeles becomes Classic Rock KLSX.
- KHYI (Y95)/Dallas launches the "Gladiator" format, a "New Age, 1980s version of CHR," with such liners as "Lock it in and jerk your knob off."
- Payola rears its head again: Following two *NBC Nightly News* reports that claim independent radio promotion — and, by implication, radio — is rife with payola and that several independent record promoters are associated with organized crime, Capitol, MCA, Warner Bros., Geffen, Arista and RCA halt the use of indies.

... year **1986**

Radio Extends Hands Across America

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

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

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

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

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

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



PERSPECTIVES

When I hear comments about other shock jocks like, "These guys just get on the air and be themselves," I think that's bullshit.

In a couple of cases, I know these guys are definitely not that way off the air; in fact, they're quite the opposite. A lot of it is contrived. I go further now than I ever have in my life, but I do it with a little more sophistication.

I do swear on the air — "goddamn, son of a bitch, bastard." There are things I satirize now that I wouldn't have tried years ago simply because I would've been fired.

When the corporations that own these radio stations discover they can't sell these guys, it'll probably turn out to be a fad. It's simply saying things to provoke people — and, in some cases, offend them. I think Howard Stern is funny sometimes; I like him. But I know more about Howard's penis than I do about my own.

I'm at a disadvantage, because I haven't heard most of these guys. But if they think they originated this kind of radio, well, they didn't. *I did.*

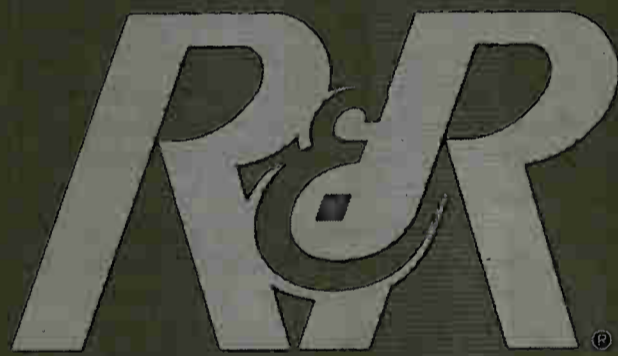


Don Imus

We proudly salute R&R on its
30th year anniversary.

Hats off to Publisher/CEO Erica Farber
and her wonderful team.

They are the connection between
Radio and Records.



The Jesus Garber Company

Alan Freed: Mr. Rock And Roll

In 1951 The Dominos, with Clyde McPhatter singing lead, recorded "Sixty Minute Man," and, according to rock mythology, it was in the song's somewhat suggestive lyrics that Alan Freed first heard the term "rock and roll."



Alan Freed

Radio wasn't Freed's first love, or even an early attraction. He wanted to be a bandleader. But just as Bill Drake's dream of being a basketball star was sidelined by a knee injury, Freed's bandleader aspirations were shattered by an ear infection. Ironic, huh?

Freed got the radio bug toward the end of his teens, and by 1946 he'd already worked at WKST/New Castle, PA and WAKR/Akron as an announcer. He left Akron for Cleveland and a television job at WXEL. He was 28, had nine years' experience under his belt and had been hired to do a "disc jockey" show on TV. "Records are dead ducks on TV," Freed told a Cleveland paper. "I'd like to do away with them and depend entirely on live acts."

In 1951 Freed returned to radio when he landed a late-night job playing classical music at WJW/Cleveland. Leo Mintz owned a record store, and he convinced Freed that something new was happening. Together, they convinced WJW management — by dangling the promise of Mintz's advertising budget — to give Freed a show featuring this new music.

On July 11, 1951 it hit, and the response was almost immediate. Freed called his new program *Moondog's Rock and Roll Party*, and he quickly became "The Moondog." In

this role he sided with the kids, professed his love for the music and began to lead a revolution.

By 1952 Freed wanted to reward his loyal listeners, so he organized what was probably the first live rock 'n' roll show, the Moondog Coronation Ball. He booked the top black acts in the country into the Cleveland Arena — a facility that held 10,000 people — and



AN EXTRA SET OF EARS

Jeff Jeffreys of WXBQ/Johnson City, TN shows how he manages to have an ear or two to spare.

sold tickets for under two bucks. Then he held his breath. Twenty-five thousand kids — black and white — showed up to party.

In September 1954 Freed debuted in New York City on WINS, and within months his show rocketed to No. 1. WINS paid him the princely sum of \$75,000 a year, and he added to that by throwing live concerts at the Brooklyn Paramount.

By 1955 Hollywood had caught on, and Freed appeared in a series of low-budget rock 'n' roll movies. In 1957 ABC Television gave Freed his own national show, but when young Frankie Lyman was seen dancing with a white girl, ABC affiliates in the South went crazy, and the show was canceled.

The next year WINS opted not to renew Freed's contract. He crossed the street and joined WABC, but when he refused to sign a letter stipulating that he'd never accepted payola — he said it was a matter of principle — he was fired. Interestingly, payola wasn't made illegal until 1960.

Freed was singled out when a New York grand jury was convened in 1960 to look into irregularities in the record business. He left New York and, for a brief time, worked for KDAY/Los Angeles, then moved on to WQAM/Miami.



STACKS AND STACKS OF WAX

WNEW-FM/New York OM/afternoon Scott Muni goes through the station's record library to find a few gems to play.

In the face of a racially divided society, Freed chose to play and champion rhythm and blues records and helped to usher in the dawn of the first rock age. For his contributions, in 1986 he was inducted into the Rock and Roll Hall of Fame in Cleveland.

RADIO

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



Howard Stern

Joey Reynolds takes Howard Stern's former afternoon shift at WNBC/New York ... **Frank Wood** becomes President/COO of Jacor following the sale of his WEBN/Cincinnati to the company for \$12.3 million ... **KFYI/Phoenix** taps **Tom Leykis** as PD ... **Tony Gray** grabs the PD post at WRKS/New York ... **Tony Quartarone** PD at WUSL/Philadelphia ... **Bill Campbell** accepts GM duties at WSNE/Providence ... **Mickey Luckoff** now President/GM of KGO/San Francisco ... **Ed Christian** moves to Saga as President ...

John Madison leaves the record industry to become WXKS/Boston VP/GM ... **Charlie Van Dyke** "retires from microphone," now Corporate VP/Programming for the Broadcast Group ... **WHYI/Miami** ups **Tony Novia** to OM ... **KKGO-FM/Los Angeles** morning host **Gary Owens** joins crosstown KFI for similar duties ... **Gary Fries** President at Transtar ... **Gerry DeFrancesco** Gannett VP ... **Gerry Peterson** WHLY/Orlando VP/Operations ... **Bill Tanner** departs WHQT/Miami for crosstown WPOW as PD ... **Bob Reich** VP/GM at WIOD & WAIA/Miami ... **Paul Fiddick** Heritage Media President ... **Frank Cody** KMET/Los Angeles PD ... **Erica Farber** and **Mark Guild** Exec. VPs at Interep ... **WYSP/Philadelphia** shifts to Classic Rock, begins simulcasting **Howard Stern's** morning show from New York ... **Kid Leo** WMMS/Cleveland OM ... **Al Brady Law** VP/GM at KTKS/Dallas ... **Kevin Metheny** replaces **Chuck Morgan** as KTKS/Dallas PD. **Morgan** takes the PD post at WRQX/Washington ... **Jay Thomas** leaves the Big Apple for mornings at KPWR/Los Angeles ... **Mary Catherine Sneed** VP/Operations for DKM Broadcasting ... **John Gorman** VP/OM chair at WNCX/Cleveland ... **Norm Feuer** Noble Broadcast Group VP/COO ... **Bob Kardashian** leads radio syndication effort at MCA ... **David Gingold** new Barnstable VP/Radio ... **Dene Hallam** takes PD duties at KCPW/Kansas City.



Kid Leo



Dene Hallam



John Fagot

Don Ienner Arista Sr. VP/Marketing & Promo

... **Phil Costello** to IRS as Midwest Retail & Promotion Director ... **BMG** purchases RCA

Records from GE ... **Danny Buch** Atlantic Dir./

Album Promo ... **John Fagot** Columbia VP/Promo

... **Jerry Blair** New England Regional Promo for CBS ... **Bob**

Catania Island VP/Promo ... **Sylvia Rhone** VP/GM Black Music

at Atlantic ... **Joe Galante** RCA/Nashville VP/GM ... **Joe**

Riccitelli National College Promo for PolyGram ... **Phil**

Quartararo VP/Singles Promo, **Rick Bisceglia** Sr. Dir./Singles Promo at Arista ...

Harvey Leeds E/P/A VP/Album Promo ... **Andrea Ganis** Atlantic National Singles

... **Michael Plen** picked as VP/Field Promotion at Virgin.

IN MEMORIAM

Consultant **Bob Hattrik** is murdered ... America's first full-time DJ, **Harold Arlin** ...

KFI & KOST/Los Angeles VP/GM and Cox VP/Sales, Radio **Don Dalton** ... Top 40

pioneer **Gordon McLendon** ... WNBC/New York traffic reporter **Jane Dornacker**

dies in a helicopter crash.

RECORDS

CHR's New Frontier

When Emmis debuted KPWR (Power 106)/Los Angeles and WQHT (Hot 103)/New York, it was the beginning of a new division of the CHR format. Artists like The Jets, Regina, Stacey Q and Nu Shooz began to pop up on stations coast to coast.

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

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

Madonna moved to the height of popularity with her *True Blue* album, which featured the title track along with "Live to Tell" and "Papa Don't Preach." Steve Winwood released the biggest album of his career, *Back in the High Life*, which produced the multiformat smash "Higher Love." Who could forget the Latin-flavored pop of The Miami Sound Machine with lead singer Gloria Estefan? The group invaded the airwaves in '86 with "Conga," "Bad Boy" and "Words Get in the Way."

Peter Cetera left Chicago for a solo career and topped the CHR and AC charts with "Glory of Love."

ZZ Top followed their multiplatinum album *Eliminator* with the huge AOR release *Afterburner*. Among the hits were "Stages," "Rough Boy" and "Sleeping Bag." John Cougar Mellencamp's *Scarecrow* spawned the hit tracks "Small Town," "Rumbleseat" and "R.O.C.K. in the U.S.A."



The Jets

1986 produced multiple No. 1 Country hits for Alabama, The Bellamy Brothers, The Judds, Ronnie Milsap, Dan Seals, Steve Wariner and Don Williams.

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

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

CHR

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



HUEY LEWIS & THE NEWS

FORE! AC

- 1 MOODY BLUES Your Wildest Dreams
- 2 PETER CETERA Glory Of Love
- 3 BILLY OCEAN There'll Be Sad Songs (To Make You Cry)
- 4 HUEY LEWIS & THE NEWS Stuck With You
- 5 MIAMI SOUND MACHINE Words Get In The Way
- 6 ANITA BAKER Sweet Love
- 7 HOWARD JONES No One Is To Blame
- 8 HEART These Dreams
- 9 STARSHIP Sara
- 10 TOTO I'll Be Over You
- 11 PATTI LABELLE & MICHAEL McDONALD On My Own
- 12 WHITNEY HOUSTON How Will I Know
- 13 ELTON JOHN Nikita
- 14 CARL ANDERSON & GLORIA LORING Friends And Lovers
- 15 GENESIS Throwing It All Away
- 16 ATLANTIC STARR Secret Lovers
- 17 SIMPLY RED Holding Back The Years
- 18 SADE The Sweetest Taboo
- 19 WHITNEY HOUSTON The Greatest Love Of All
- 20 MADONNA Live To Tell

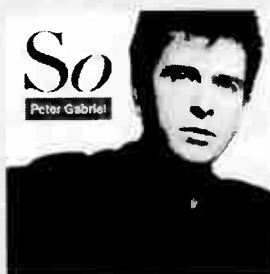
AC FULL-SERVICE

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



AOR TRACKS

- 1 PETER GABRIEL In Your Eyes
- 2 VAN HALEN Love Walks In
- 3 GENESIS Throwing It All Away
- 4 ZZ TOP Rough Boy
- 5 GENESIS Land Of Confusion
- 6 PETER GABRIEL Sledgehammer
- 7 ROLLING STONES One Hit (To The Body)
- 8 VAN HALEN Dreams
- 9 STEVE WINWOOD Higher Love
- 10 ZZ TOP Stages
- 11 FIXX Secret Separation
- 12 INXS What You Need
- 13 EDDIE MONEY Take Me Home Tonight
- 14 HONEYMOON SUITE Feel It Again
- 15 STEVE WINWOOD Split Decision
- 16 ROBERT PALMER Addicted To Love
- 17 MOODY BLUES Your Wildest Dreams
- 18 BRUCE HORNSBY & THE RANGE The Way It Is
- 19 MIKE & THE MECHANICS All I Need Is A Miracle
- 20 FABULOUS THUNDERBIRDS Tuff Enuff



So
Peter Gabriel

COUNTRY

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



URBAN

- 1 PRINCE Kiss
- 2 PATTI LABELLE & MICHAEL McDONALD On My Own
- 3 JANET JACKSON What Have You Done For Me Lately
- 4 NU SHOOZ I Can't Wait
- 5 TIMEX SOCIAL CLUB Rumors
- 6 MELI'SA MORGAN Do Me Baby
- 7 CAMEO Word Up
- 8 STEPHANIE MILLS I've Learned To Respect The Power Of Love
- 9 BILLY OCEAN There'll Be Sad Songs (To Make You Cry)
- 10 S.O.S. BAND The Finest
- 11 JANET JACKSON Nasty
- 12 ANITA BAKER Sweet Love
- 13 GWEN GUTHRIE Ain't Nothin' Goin' On But The Rent
- 14 FREDDIE JACKSON Tasty Love
- 15 JEFFREY OSBORNE You Should Be Mine (The Woo Woo Song)
- 16 RENE & ANGELA Your Smile
- 17 MELBA MOORE w/ FREDDIE JACKSON A Little Bit More
- 18 MIDNIGHT STAR Headlines
- 19 CHERRELLE & ALEXANDER O'NEAL Saturday Love
- 20 JANET JACKSON When I Think Of You

"Because we believe it will serve the public interest, we seek to extend to the electronic press the same First Amendment guarantees that the print media have enjoyed since our country's inception."

— FCC Commissioner Dennis Patrick on the repeal of the Fairness Doctrine

R&R 30 YEARS

SIGNS OF THE TIMES

- After 19 years as AOR, KMET/Los Angeles becomes KTWV (The Wave). The format features musical interludes and vignettes (without DJs or IDs) to break song blocks.
- More stations adopt the "Wave" format, including WNUA/Chicago, KOAI/Dallas and KKSF/San Francisco. SMN starts a 24-hour network based on the concept. R&R calls this new format NAC (for New Adult Contemporary).
- RCA closes its Indianapolis vinyl pressing plant, placing 700 on the unemployment line. The label states that vinyl records account for less than 25% of its business.
- Radio stations are lukewarm in their response to the U.S. Surgeon General's call for broadcasters to air advertising for condoms as a preventive measure against AIDS.
- WHN/New York drops Country for all-Sports as WFAN. Ten days later WYNY drops AC in favor of Country.
- Heftel merges with Statewide to become H&G Communications.
- Sumner Redstone wins a bitter takeover fight for control of Viacom, including eight major-market radio stations and MTV Networks.
- Infinity buys KVIL/Dallas for \$82 million.
- Taft sold in \$230 million deal.
- Westwood One acquires NBC Radio Networks.
- Cassette singles debut as the successor to the 45rpm record and 12-inch single. Arista is the first company to launch the medium.

year 1987

Radio Rides A California Wave

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

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

R&R called that format New Adult Contemporary, or NAC. And it wasn't the only format to blossom in '87. Stations around the country began to emulate the overnight success of Emmis' KPWR (Power 106)/Los Angeles, which put a decided ethnic slant on traditional CHR. As if to prove this format was about the music and not about the ethnicity of the audience, the CHR/

Rhythmic format, as it would eventually be labeled, penetrated such nonethnic markets as Seattle.

Broadcasting's Fairness Doctrine, which had been at the center of bitter debate ever since it was invoked, was finally struck down by a Reagan-appointed FCC. Station operators complained that the doctrine, which had required broadcasters to present both sides of any controversial issue, was unfair, considering that other unregulated media were not subject to such rules. This action paved the way for more focused and entertaining Talk radio, among other things. Rush Limbaugh, are you here yet?

In 1987 the NAB reported the average PD salary as \$25,162, while the average GSM salary was \$44,097 (11 years later those figures would rise to \$82,589 and \$126,640, respectively).

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



PERSPECTIVES

We want to project an image of being very loose and irreverent where it's appropriate. People in general have an image of radio as loose and freewheeling. Why should we defy that expectation? This is show biz, yet our business is starting to sound as dry as the *Wall Street Journal*.

But the entertainment image we project has nothing to do with the financial side. We're talking about properties worth zillions of dollars that are laden with zillions of dollars' worth of debt to giant financial institutions. There's a very serious side to the company that isn't relevant to the listeners and the programming side. The listeners don't give a shit about our stock price or our debt load. We shouldn't let the gravity of that situation creep into the entertainment aspect of the stations.

As the value of franchises gets higher and higher, it leads to a growing conservatism in what people do with them — particularly in the major markets. A big company may be willing to take risks with a \$10 million radio station that it won't take with an \$80 million station. So you end up with very safe approaches to promotion and programming. The bigger the city, the more likely this is to happen, with the exception of a few radio-only companies like Infinity.

This creates great opportunities for enlightened operators. Because most of the stations in a market are gray, anything in Technicolor is going to stand out even more. Jacor's stations aren't content with a nice safe two share and a niche-player percentage of the budget. Coming in second in a format would be intolerable to us, no matter how profitable. We'd consider ourselves failures until we were winning it.



Frank Wood

After

30

great

YEARS

we all still need more

R&R



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Ed Salamon: Ahead Of The Game

In 1987 Ed Salamon was head of programming for United Stations Radio Network, the programming service started by him, Nick Verbitsky and Dick Clark. Among the network's many early offerings is one that is still on the air, *The Weekly Country Music Countdown*.



Ed Salamon

Even though he had a teenage fascination for his hometown KQV/Pittsburgh, Ed Salamon didn't have a clue about how to get into radio or even what kind of jobs might exist there. When he graduated from the University of Pittsburgh in 1969, however, he got lucky with a gig at the city's legendary KDKA as Director/Marketing Research.

While there, Salamon offered to organize the station's music for free, and in 1972 he introduced the idea of music callout to test particular songs. He started sharing his findings with other early research pioneers, such as Bob Pittman at WDRQ/Detroit, John Sebastian and Todd Wallace.

By 1973 KDKA was paying Salamon \$13,000 a year, a figure he was told was the most he could expect. An off-the-cuff remark to Country WEEP/Pittsburgh's GM led to Salamon's first PD job. "The biggest thing I did — at least in the beginning — was demand that they say the call letters," Salamon says.

He did more than that. WEEP became the first Country station to adopt a tight playlist. "It's not good enough to be a good Country station; we have to be a good radio station," he told *R&R* at the time. By the time Salamon was approached by WHN/New York in 1975, WEEP was a solid No. 2 in Pittsburgh.

WHN had been Country for two years but was floundering. The challenge was to make Country acceptable to New Yorkers. "One of the smart things we did was put listeners on the air," says Salamon. One of those listeners happened to be Tommy Lasorda, and his love of country was a home run for WHN. Artists read commercials, did traffic reports and performed on live broadcasts. By 1976, WHN had soared to No. 2 in New York. It is still the most listened-to Country station in history.

Storer Broadcasting named Salamon National PD, and between 1978-1980 his attention was focused on New York and Storer's other major markets. Then, in 1981, Storer sold WHN to Mutual Broadcasting.



CLIPPING PENALTY

Bob Cole, morning man on KKMJ/Austin, sacrifices his hair after making an on-air bet that Texas would defeat Oklahoma in football.

"I'd produced *Live From the Lone Star Café* and started doing specials for Mutual," says Salamon. "Dick Clark, Nick Verbitsky and I thought that entertainment programming was a growth area." But Mutual wasn't interested. In 1981, with financial support from Clark, the trio formed United Stations. "Our first product was *The Weekly Country Music Countdown*," says Salamon.

During the '80s Salamon spearheaded programming for United Stations. When the company merged with the Transtar Radio Network in 1989 to become Uni-star, he was named President/Programming and continued to innovate with live national radio events. He also continued to build up what is widely regarded as one of the best personal record collections anywhere.

After serving as President/Programming for Westwood One from 1994 to 2001, Salamon is now Exec. Director of the Country Radio Broadcasters in Nashville, the organization for which he served a remarkable seven terms as President.

"We're all reading the same book," says Westwood One's Charlie Cook, "but Ed's always been a few pages ahead of everyone else."



SPEEDING UP THE SWITCH TO CD
WMMR/Philadelphia Morning Zoo meister John DeBella samples the latest album by *The Church*.

RADIO

Bill Figenshu becomes Viacom Radio President ... David Ross Exec. VP at Metroplex ... KQKS/Denver debuts with AC format ... Stu Dids Katz Radio President ... Ken Kohl KFI/Los Angeles Program Manager ... Bill Stedman OM at KNEW & KSAN/San Francisco ... Dave Crowl VP/GM at WBCS-AM & FM/Milwaukee, which flips formats to AOR "Lazer 103" WLZR ... Garrison Keillor to close *A Prairie Home Companion* after 13 years ... Harvey Kojan KLOL/Houston MD ... Tom Tradup OM for KRLD/Dallas ... Steve Kingston WHTZ/New York OM ... Fleetwood Groover PD at WQXI-AM & FM/Atlanta ... Scott Shannon upped to VP/Programming & Operations at WHTZ/New York ... Charlie Quinn WEGX (Eagle 106)/Philadelphia PD ... John Lander KKQB/Houston VP/Programming ... Buzz Brindle PD of WGY/Albany, NY ... Don Bouloukos, Norm Schruft Group Presidents at Cap Cities/ABC ... Joel Folger KJYO/Oklahoma City PD ... Greg Strassell (a.k.a. Eddie Ashton) PD at WROK/Rockford, IL ... Paulette Williams KMEL/San Francisco VP/GM ... John Gehron WMRQ/Boston VP/GM ... Steve Feinstein KKSF/San Francisco PD ... Norman Rau President of Sandusky Radio ... Sam Bellamy KMPC-FM/Los Angeles PD ... Lee Logan KNEW & KSAN/San Francisco OM ... Steve Perun WHYI/Miami PD ... Mike Kakoyiannis Exec. VP of Metropolitan Broadcasting ... Wayne Vriesman VP of Tribune Broadcasting radio group ... Tony Novia WHYI/Miami VP/Operations ... Allan Chlowitz named VP/GM at KTWW/Los Angeles ... Trip Reeb becomes PD at XTRA-FM (91X)/San Diego.



Ken Kohl



Steve Feinstein



Tony Novia



Jeffrey Naumann

Jeffrey Naumann Virgin Nat'l Dir./Album Promo ... Ed Mascolo RCA Sr. VP ... Bruce Tenenbaum Atco Dir./Nat'l Singles Promo ... Butch Waugh VP/Nat'l Promo at RCA ... John Fagot Capitol VP/Promo ... Tom Gorman Capitol VP/Pop Promo ... Bruce Lundvall President at EMI-Manhattan ... Monte Lipman Arista New York local ... Scott Borchetta MTM Nat'l Album Rock Promo ... Al Cafaro elevated to VP/Promo at A&M ... Peter Napoliello Geffen CHR ... Sony acquires CBS Records ... Berry Gordy cancels Motown sale to MCA at last minute.



Ed Mascolo

RECORDS

IN MEMORIAM

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

CONGRATULATIONS!

**Thanks for your many years of assistance
with the polling process for the
AMERICAN MUSIC AWARDS**

Dance Music Hits Zenith



Whitney Houston

Whitney Houston led the 1987 dance era at CHR as "I Wanna Dance With Somebody (Who Loves Me)" finished No. 1 at the format for the year. Also helping to drive the beat: Madonna, who landed four songs on the year-end chart. Lisa Lisa, Expose and The Jets each had two songs in the Top 87 of '87.

A good balance of rock also appeared in the year-end chart, as five of the top 10 were crossovers from R&R's AOR Tracks. The heavy-duty corporate rock sounds of Bon Jovi, Ann and Nancy Wilson's reinvented Heart and Starship all landed in the top five.

U2 dominated the year at AOR. *The Joshua Tree* had the top two positions on the AOR Tracks breakout. *The Joshua Tree* held the No. 1 Album position for 14 weeks during 1987. Plenty of classic rock artists were recording and found big success, including Fleetwood Mac, Eric Clapton, Gregg Allman, The Grateful Dead, David Bowie and Boston. Interestingly, "Midnight Blue" by Lou Gramm, the former lead singer of Foreigner, spent the same amount of time at No. 1 on AOR Tracks as "With or Without You" by U2.



Grateful Dead

"Forever & Ever, Amen" by Randy Travis was the No. 1 Country song of '87, fueled by four weeks at the top. Four weeks was far and away the longest run at No. 1 in the format: There were 43 No. 1 hits during the R&R chart year.

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

CHR

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



AC

- 1 CHICAGO Will You Still Love Me?
- 2 BRUCE HORNSBY & THE RANGE Mandolin Rain
- 3 OAN HILL /VONDA SHEPARO Can't We Try?
- 4 SMOKEY ROBINSON Just To See Her
- 5 WHITNEY HOUSTON I Wanna Dance With Somebody (Who Loves Me)
- 6 WHITNEY HOUSTON Didn't We Almost Have It All
- 7 STARSHIP Nothing's Gonna Stop Us Now
- 8 JETS You Got It All
- 9 LIONEL RICHIE Ballerina Girl
- 10 STEVE WINWOOD Back In The High Life Again
- 11 JOURNEY I'll Be Alright Without You
- 12 STEVE WINWOOD The Finer Things
- 13 KENNY LOGGINS Meet Me Half Way
- 14 DIONNE WARWICK & JEFFREY OSBORNE Love Power
- 15 KENNY G Songbird
- 16 ATLANTIC STARR Always
- 17 CUTTING CREW I've Been In Love Before
- 18 FLEETWOOD MAC Little Lies
- 19 DAN FOGELBERG Lonely In Love
- 20 HEART Alone



COUNTRY

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



URBAN

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



AOR Tracks

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



"Nobody wants to admit this is the way album radio is. The guys who are winning aren't playing new music. That's not what the 25-34 audience wants to hear."

— WGTB/Miami PD Bill Wise

R&R 30 YEARS

SIGNS OF THE TIMES

- NBC exits radio; sells Emmis its O&Os for \$122 million.
- After 66 years of broadcasting, WNBC-AM/New York signs off the air, becoming the new home for Sports WFAN.
- Casey Kasem departs ABC for Westwood One after failing to agree on a new contract for *American Top 40*. ABC counters by selecting Shadoe Stevens to host *AT40* from more than 1,000 applicants.
- RKO sells all but KFRC/San Francisco for \$230 million.
- Albimar buys WKYS/Washington for \$50 million.
- Metropolitan Broadcasting merges with Sillerman Acquisition Corp. in \$300 million transaction.
- Westwood One buys WYNY/New York for \$39 million.
- Noble to purchase KMJQ/Houston for \$65 million, the highest price ever paid for an FM standalone.
- SBS swaps WFAN's 1050 kHz signal with heritage Ethnic WEVD-FM, placing a full-time Spanish-language FM in New York for the first time, while WSKQ bows as "La Primera."
- WIYY (98 Rock)/Baltimore morning man Bob Rivers agrees to remain on the air until the hapless Orioles win one baseball game. The seemingly endless ordeal stretches a grand total of 258 hours — a painful 21 consecutive losses.
- KFI/Los Angeles shifts to all-Talk with the slogan "Talking Southern California like it's never been talked before."

year 1988

R&R Gets Conventional (Again)

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

Knowing the toll conventions took on our staff, Publisher Bob Wilson decided to schedule them every other year when he revived them in 1988. The convention that year took place at the massive and impressive Loews Anatole Hotel in Dallas. Aside from hosting a full slate of learning and inspiration, the hotel's Texas-sized rooms allowed for plenty of entertainment, such as the huge casino operated by Columbia Records and the blockbuster performance by John Mellencamp in the main ballroom. A good time was had by all.

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

The already crowded lineup of syndicated Top 40 countdown

shows became downright stifling in 1988, after Westwood One announced that it had picked up Casey Kasem's services from ABC/Watermark. ABC then tapped Shadoe Stevens to assume Kasem's position as host of *American Top 40*. Additional countdowns were hosted by Rick Dees, Scott Shannon and Dave Sholin.

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

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

Consumer studies showed the vinyl LP to be alive and well, but RIAA statistics pointed in a different direction. For the first time since their introduction four years earlier, sales of CDs surpassed those of LPs. Both formats trailed cassette sales by a large margin.



PERSPECTIVES

MCA has seen that country music is a very profitable part of the record business. The country division has been a big part of MCA's profit picture, and now it has the opportunity to get an even bigger piece of the pie. You expand where you're making money. Universal is a joint venture between MCA and myself. I was going to do my label somewhere, and it makes me feel good that MCA would want me to stay and do this.

Contrary to rumor, I don't insist that I produce the acts on my label. I only work with artists with whom I feel the combination is right. Why would a producer want to do anything other than that? You can't go back to one time when I've broken up an artist/producer situation that was working. Any act has the right to fire me and hire somebody else. Nobody should tell an artist who to use.

First of all, you have to realize there's no similarity between the radio and the record businesses. They're just two different businesses that need each other. We wish radio would be more aggressive, but if it was and failed, we'd lose the audience it reaches. So you don't want them to go crazy. Radio probably wishes we would be a little more conservative and not try so many things, but the situation regulates itself.

It'll be tougher to get new artists on the radio due to Country radio's 35%-40% current music stance. I think we can raise that percentage over the next few years by giving it more good music.



Jimmy Bowen

Frank Cody's Odyssey

In 1988 consultant Frank Cody presided over the explosive growth of the Smooth Jazz format, begun a year earlier at KTWV/Los Angeles.



Frank Cody

Frank Cody's first job was at KLOS. Not Los Angeles. Albuquerque. KLOS was part-time Spanish-language, sometimes Top 40, and Jazz at night. By 1970 Cody had done Albuquerque: KLOS, KDEF, nights on KOB, then back to KDEF, where he jumped into programming. Then he did the typical early '70s thing: Europe.

When he returned, he applied at KFML, Denver's hit progressive station, but no go. He then interviewed for a programming job at a station in Colorado Springs and got the job. Cody

was next hired by Frank Felix at KBPI/Denver, but he had an itch to work for ABC in the majors. "I had a run at KLOS/Los Angeles," Cody says, but then it was back to KBPI. Not for long, though, because KLOS called again.

Some of the ABC corporate guys couldn't understand why KLOS — an album station — wouldn't play *Saturday Night Fever*. Cody was caught between a rock and corporate politics. "In my heart I knew they were two different cultures, but I caved," he says. "I wanted to keep my job, but it was a terrible mistake to add The Bee Gees."

It was back again to KBPI, and this time the station clicked. "When the station was No. 1 12+, it was a mix of the best music we could find at that moment in time," Cody says. "We realized there was a huge bulge in the demographics, and we went after it."

A group of NBC execs in New York saw the same opportunity. NBC pitched Cody on the idea of a network that would provide news relevant to the demo and also produce specials and concerts. They called the new network The Source. Cody joined its advisory board.

"I badgered them — 'Do a health feature,' 'Do concerts,'" Cody says. Eventually, in



TIRED IN TEXAS

The end of the 1988 R&R Convention in Dallas found various staffers and friends gathered in celebration of a job well done before having to pack everything up and come back home.

the early '80s, The Source offered him a job. The Source changed the way network programming was created and delivered. One show idea suggested at a celebratory lunch pointed Cody in a new direction: *The Jazz Show* with David Sanborn.

By the beginning of 1987 KMET/Los Angeles was DOA. Cody was hired to revive it. It was too late. Instead, they came up with "The Malibu Suite," the working name for the station that became KTWV (The Wave).

In 1989 Cody left Los Angeles to join Owen Leach in forming Broadcast Architecture, where he was CEO until last year, when he stepped down to become a partner at Rendezvous Entertainment.



SHADOE SIGNS

Shadoe Stevens signs a contract with ABC Radio making him the new host of America Top 40. Seen here at the historic moment are (l-r) ABC Radio Network President Aaron Daniels, Stevens and ABC VP/Entertainment Tom Cuddy.

RADIO

Al Brady Law KKQB/Houston VP/GM ... Gene Romano WDVE/Pittsburgh PD ... Paul Goldstein VP/Dir. Program Operations for Wave Network ... Rick Torcasso WMJI/Cleveland OM/PD ... Dan Mason Cook Inlet Radio President ... Bill Gamble Program Manager at WKQX/Chicago ... David Gingold Barnstable President ... WRKO/Boston VP/GM Dan Griffin adds WROR ... Dave Robbins WNCI/Columbus, OH PD ... Dick Rakovan H&D Broadcast Group Exec. VP ... Gerry Peterson WHTQ/Orlando PD ... Steven Dinetz resigns from TK Communications to pursue station ownership ... Drew Hayes PD of WKRC/Cincinnati ... John Mairfelli WABC/New York Operations Director ... EZ Communications VP/Programming Dan Vallie resigns to form a consultancy ... Bobby O'Jay OM at WDIA & WHRK/Memphis ... Bill



Guy Zapoleon

Tanner WPOW/Miami VP/Asst. GM ... Mel Karmazin Infinity President ... Bob Lawrence and Randy Michaels Jacor Exec. VPs ... Val Maki Emmis Dir./Corporate Sales Development ... Sky

Daniels named KISW/Seattle PD ... Mike Kakoyiannis Westwood One Exec. VP/Radio ... Tony Novia GM at WXDJ-FM/Miami ... Lee Hansen OM of SMN's "Wave" format ... Todd Pettengill WPTR-AM & WFLY-FM/Albany, NY OM ... John Sebastian KTWV/Los Angeles PD ... Phil Newmark, Alan Goodman and Jeff Wyatt upped to VPs at Emmis ... KMEL/San Francisco MD Kevin Weatherly joins KIIS-AM & FM/Los Angeles for similar duties ... Randy Bongarten VP at Emmis ...

Kevin Metheny GM of WAEV & WSOK/Savannah, GA ... Guy Zapoleon National PD at Nationwide ... Judy Ellis WQHT/New York Station Manager ... Steve Rivers PD at KIIS-AM & FM/Los Angeles.



Randy Bongarten



Judy Ellis



Sylvia Rhone

Steve Schnur Elektra Nat'l Dir./Video Marketing ... Jerry Greenberg Atco President ... Rick Bisceglia Arista VP/Pop Promo ... Jerry Blair Chrysalis Dir./West Coast Promo ... Andrea Ganis Atlantic VP/Promo ... Bruce Lundvall Capitol East Coast GM ... Sylvia Rhone Atlantic Sr. VP ... Don Ienner Arista Exec. VP/GM ... Danny Buch Atlantic VP/Album Promo ... Tommy Mottola CBS Record Division President ... Phil Quartararo Sr. VP at Virgin ... Al Teller MCA

IN MEMORIAM

Onetime MCA Records and Warner Bros. Records President Mike Maitland.

RECORDS



Jheryl Busby

REMEMBER TO WISH
 HER A HAPPY
 30TH BIRTHDAY!



VIEW

AL GREEN

I Can't Stop



AL GREEN

I Can't Stop

The world needs a little love and happiness right now, so the soul dynamic answered the call! Al returned to the legendary Royal Studios in Memphis, reuniting with legendary producer Willie Mitchell and much of the old supporting cast for the first time in over two decades. The result is 12 of the tastiest slabs of soul food to come off the griddle in forever. Dig it, baby!

VAN MORRISON

WHAT'S WRONG WITH THIS PICTURE?



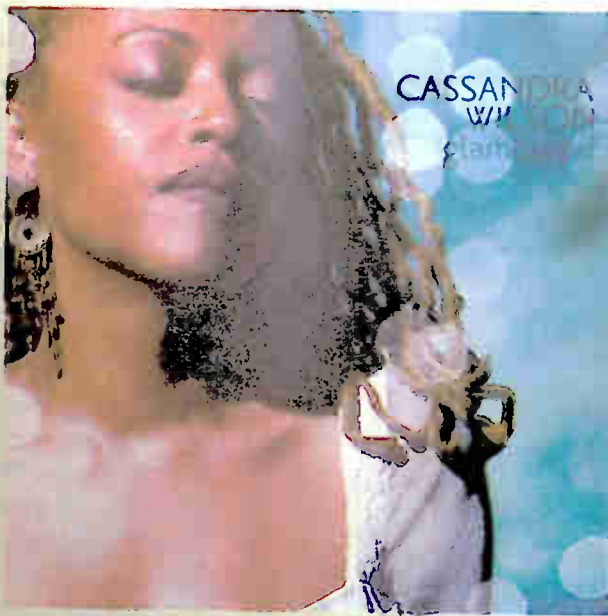
VAN MORRISON

WHAT'S WRONG WITH THIS PICTURE?

Unmistakable. Incomparable. Peerless. These words only begin to describe Van Morrison's status among musicians, critics and fans alike. His Blue Note debut features 11 NEW Van originals which, like his career, deftly incorporate blues, jazz and soul around the philosopher-poet mystique of a master songwriter.

Cassandra Wilson

GLAMOURED



The Grammy-winning vocalist returns to her distinctive intersection of jazz, blues, soul and folk. The album features a slew of powerful originals plus a collection of her trademark interpretations of diverse tunes from the likes of Abbey Lincoln, Muddy Waters, Willie Nelson and Bob Dylan.

ALBO REAL GOOD



NORAH JONES
 COME AWAY WITH ME



DIANNE REEVES
 A LITTLE NOCTURNE

Monday - get some good
 LA - good! ☺
 Tuesday - blue note
 CO - album
 Wednesday - clean heart
 Friday - concert party

REMEMBER TO
 GET SOME
 GOOD NEW MUSIC!

Notes

BLUE NOTE RECORDS: REAL, GOOD, MUSIC. II

To listen to tunes, get more information and check tour dates on these and other great Blue Note artists, visit us at www.bluenote.com



Big Hair Ignites Rock

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

The hard-edged rock hair-band craze dominated in 1988. **Def Leppard's** *Hysteria*, the long-awaited followup to 1983's *Pyromania*, spawned the hits "Love Bites," "Pour Some Sugar on Me" and the title track. **Poison** rocked their way to a multiplatinum album thanks to

the hits "Nothin' but a Good Time," "Fallen Angel" and "Every Rose Has Its Thorn." The Los Angeles band **Guns N' Roses** hit it big with "Sweet Child o' Mine" and "Welcome to the Jungle," and, from the female side, we had **Lita Ford's** "Kiss Me Deadly."

There was also an abundance of teen-targeted pop released in '88 from the likes of **Tiffany**, **Rick Astley** and Long Island's **Debbie Gibson**, who, by age 18, had already posted four top 10 hits. **Michael Jackson's** *Bad* album, the followup to *Thriller*, produced four No. 1 hits at Urban and three at CHR. Dance pop singer **Taylor Dayne** exploded onto the scene with her hits "Tell It to My Heart," "Prove Your Love" and the ballad "I'll Always Love You."



Debbie Gibson



Def Leppard

It was a great year for artists going solo. **George Michael's** (Wham!) debut album, *Faith*, produced the four No. 1 hits that spent a total of 14 weeks atop the CHR chart. **Belinda Carlisle** (Go Go's) had three top 10 hits from her second solo release, and **Bobby Brown** (New Edition) went out on his own.

Country radio saw 38 different No. 1 songs in '88, with no song topping the chart for more than two weeks. **Randy Travis** and **Tanya Tucker** each made it to No. 1 three times.

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

CHR

- 1 **BILLY OCEAN** Get Outta My Dreams, Get Into My Car
- 2 **STEVE WINWOOD** Roll With It
- 3 **GEORGE MICHAEL** One More Try
- 4 **MICHAEL JACKSON** Man In The Mirror
- 5 **CHEAP TRICK** The Flame
- 6 **GEORGE MICHAEL** Father Figure
- 7 **GLORIA ESTEFAN & MIAMI SOUND MACHINE** Anything For You TIE
- 7 **TIFFANY** Could've Been
- 9 **RICK ASTLEY** Never Gonna Give You Up TIE
- 9 **DEBBIE GIBSON** Foolish Beat
- 11 **EXPOSE** Seasons Change
- 12 **BREATHE** Hands To Heaven
- 13 **TERENCE TRENT D'ARBY** Wishing Well
- 14 **GUNS N' ROSES** Sweet Child O' Mine
- 15 **GEORGE MICHAEL** Monkey
- 16 **WHITNEY HOUSTON** Where Do Broken Hearts Go
- 17 **ESCAPE CLUB** Wild, Wild West
- 18 **DEF LEPPARD** Love Bites
- 19 **DEF LEPPARD** Pour Some Sugar On Me
- 20 **INXS** Need You Tonight

AC

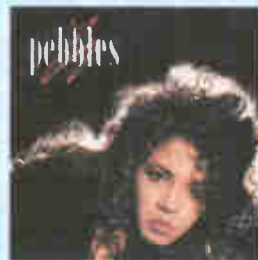
- 1 **TAYLOR DAYNE** I'll Always Love You
- 2 **ELTON JOHN** I Don't Wanna Go On With You Like That
- 3 **BEACH BOYS** Kokomo
- 4 **JETS** Make It Real
- 5 **BREATHE** Hands To Heaven
- 6 **RICHARD MARX** Endless Summer Nights
- 7 **STEVE WINWOOD** Don't You Know What The Night Can Do
- 8 **GLORIA ESTEFAN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

AOR TRACKS

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

COUNTRY

- 1 **KEITH WHITLEY** Don't Close Your Eyes
- 2 **ROSANNE CASH** If You Change Your Mind
- 3 **RESTLESS HEART** Bluest Eyes In Texas
- 4 **SOUTHERN PACIFIC** New Shade Of Blue
- 5 **ALABAMA** Fallin' Again
- 6 **T. GRAHAM BROWN** Darlene
- 7 **TANYA TUCKER** Strong Enough To Bend
- 8 **RANDY TRAVIS** Too Gone Too Long
- 9 **GEORGE STRAIT** Baby Blue
- 10 **EDDY RAVEN** Joe Knows How To Live
- 11 **ALABAMA** Face To Face
- 12 **RANDY TRAVIS** Honky Tonk Moon
- 13 **EARL THOMAS CONLEY & EMMYLOU HARRIS** We Believe In Happy
- 14 **ROSANNE CASH** Runaway Train
- 15 **HIGHWAY 101** (Do You Love Me) Just Say Yes
- 16 **DAN SEALS** Addicted
- 17 **DESERT ROSE BAND** Summer Wind
- 18 **TANYA TUCKER** If It Don't Come Easy
- 19 **EDDY RAVEN** I'm Gonna Get You
- 20 **EDDIE RABBITT** The Wanderer



URBAN

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

NAC ALBUMS

- 1 **SADE** Stronger Than Pride
- 2 **DAVID SANBORN** Close-Up
- 3 **PATRICK O'HEARN** River's Gonna Rise
- 4 **ACOUSTIC ALCHEMY** Natural Elements
- 5 **RIPPINGTONS** Kilimanjaro
- 6 **ALPHONSE MOUZON** Early Spring
- 7 **DAN SIEGEL** Northern Nights
- 8 **TOM GRANT** The Night Charade
- 9 **MANHATTAN TRANSFER** Brasil
- 10 **DAVID BENOIT** Every Step Of The Way
- 11 **SHADOWFAX** Folk Songs For A Nuclear Village
- 12 **SPYRO GYRA** Rites Of Summer
- 13 **LATITUDE 40** Degrees North
- 14 **SUZANNE CIANI** Neverland
- 15 **TRACY CHAPMAN** Tracy Chapman
- 16 **JOAN ARMATRADING** The Shouting Stage
- 17 **MAX LASSER'S ARK** Earthwalk
- 18 **ROB MULLINS** 5th Gear
- 19 **TUCK AND PATTI** Tears Of Joy
- 20 **TOM SCOTT** Streamlines



"We used to be able to develop acts in stages. Now you have to have a superstar, or you can't afford the costs."

— RCA/Nashville Sr. VP/GM Joe Galante

SIGNS OF THE TIMES

- Scott Shannon signs on Westwood One's KQLZ-FM (Pirate Radio)/Los Angeles with a hair-band-flavored Rock-CHR format.
- A Rock 40 vs. AOR debate erupts, thanks to the success of such Rock 40 stations as WXGT/Columbus, OH; WROQ/Charlotte; and WZZU/Raleigh-Durham.
- Jacor Oldies WFLZ/Tampa flips to CHR as "Power 93, The Power Pig," featuring such on-air liners as "Power 93, The Power Pig, Eat Me." It topples heritage CHR WRBQ in one book.
- Classical KFAC-FM/Los Angeles is sold to Evergreen Media for \$55 million. The station becomes "Rock With a Beat" KKBT.
- Longtime Beautiful Music outlet KJOI-FM/Los Angeles attempts to lure younger listeners as "The Touch 98.7" with progressive AC and light jazz.
- The FCC grants Cap Cities/ABC a permanent waiver on the one-to-a-market rule, allowing it to retain ownership of radio and TV stations in New York, Los Angeles, Chicago and San Francisco.
- Cap Cities/ABC acquires Satellite Music Network for \$55 million.
- Hot format flips: WZGC-FM/Atlanta drops CHR for Classic Rock ... WIOQ/Philadelphia drops Oldies for dance-leaning CHR ... WQXI-FM/Atlanta shifts from CHR to Hot AC as WSTR-FM (Star 94).
- The FCC slaps broadcasters with 24-hour ban on "indecent" programs, begins crackdown with fines.

year 1989

Elevator Music Gets The Shaft

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

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

Lots of other activity in Los Angeles that year as well: Scott Shannon, who in 1989 was enjoying the fruits of six years of success at WHYZ (Z100)/New York, moved west for a high-profile programming gig at Westwood One's first radio acquisition, KQLZ (Pirate Radio). The station made

quite a splash, and all of a sudden radio observers wondered if so-called "Rock 40" was a format waiting to blossom (it never did). At the same time, Rhythmic CHRs were thriving, creating a chasm between the two forms of CHR. In 1988 none of the records that charted achieved 100% acceptance at our reporting stations.

Also in L.A., Evergreen Media made its first foray on the West Coast with the big-bucks purchase of Classical KFAC. A format that could best be described as Hot AC failed to move the needle, so the station eventually became L.A.'s first full-market Urban signal, and it hasn't looked back since. Payola investigations, which began in 1986, following an NBC-TV investigative news report, peaked this year with the indictments of independent record promoter Joe Isgro and an associate and former Columbia Records executive Ray Anderson. Their trial would be held in 1990.

The industry mourned the death of pioneering radio programmer Rick Carroll, who adapted the freewheeling style of college radio into a successful "New Rock" format at KROQ/Los Angeles.



PERSPECTIVES

The Birth Of Broadcasting Partners

Lee Simonson: Barry Mayo and I hooked up in 1981 at WRKS/New York. He was Asst. PD and I was VP/GM, and we developed a very strong affinity both personally and professionally. About a year and a half ago, once it became clear that WRKS owner RKO was going to get out of the business, we decided to go out on our own and develop contacts in the financial world. The two of us will jointly run the company. Barry will handle the programming decisions, I'll handle sales.

Barry Mayo: Eventually, we met a financier who has since become an investor in BPI. He introduced us to a number of people in the financial community who backed us. Within a month a group we had been interviewing with brought us word of an opportunity to purchase Dorton Broadcasting.

Simonson: The banks want you to put your money where your mouth is, so I will say that we are putting in a substantial amount of money. It's mostly going to be our sweat. Barry and I have been very fortunate. A lot of this is luck, timing and being in the right place at the right time.

Mayo: Unlike some of the other companies that rush to become among the biggest players in the industry, our plan is to get these stations on more solid footing. There are companies that are known for rapping radio stations and running them as cheaply as possible to get the highest cash flows possible. That's not where we're coming from.



Barry Mayo and Lee Simonson

30 R&R YEARS

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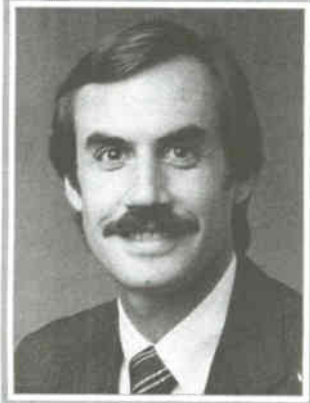
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Gehron Looks At All Sides

By 1989 John Gehron had established himself as a premier programmer and station manager in Chicago and Boston. This interview with him was conducted before WLS-AM & FM/Chicago flipped to Talk in 1989



John Gehron

When WLS/Chicago began to slip in the ratings in 1972, it was time for drastic action. ABC had a secret in its back pocket: John Gehron.

"Marty Greenberg was my manager when I joined the station in 1973," says Gehron. "Joining WLS was a real thrill, but because I wasn't from Chicago, I wasn't intimidated by the competitive situation. When I finally saw the city, the station and the talent I had to work with, it was pretty tough. No one had ever heard of me other than JJ [Jeffrey], and he knew me only as a management trainee at WFIL/Philadelphia."

So how did Gehron regain control of the Top 40 ears in Chicago? He did it the old-fashioned way: He got out the pom-poms and danced as hard as he could. Gehron put on a dog-and-pony show until the momentum picked up. "I simply motivated the jocks," he says. "We won with the same jocks that weren't doing too well a few books before. To beat WCFL, it was obvious that our promotional posture had to be more upfront.

"WCFL and WLS always sounded different. In my mind we always had more personality but carried a more sophisticated approach. You have to be out on the streets with the listeners, because their tastes and trends change right before your eyes."



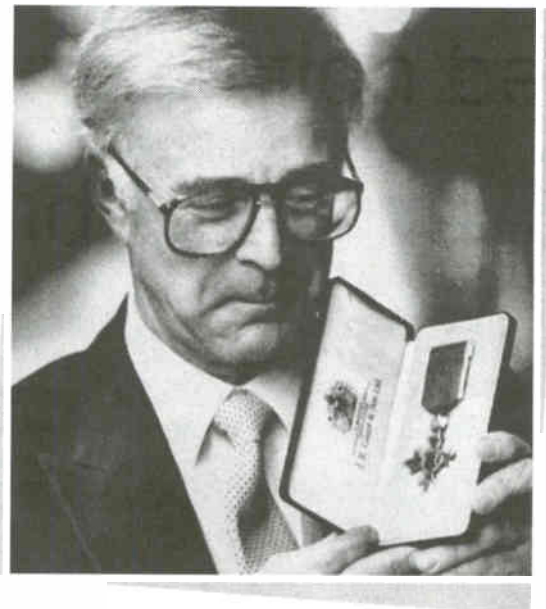
NOT QUITE LOONEY TUNES

KDKA/Pittsburgh morning man John Cigna welcomes Roger Rabbit and Mickey Mouse to his show.

"Going where no PD has gone before" seemed to be Gehron's game plan. "Over the years there hasn't been a thing that we haven't tried or given away," he says. "I would say WLS has probably given away somewhere between \$5 million and \$10 million in cash and prizes since I've been here."

Gehron eventually worked his way into management, first as Station Manager, then as VP/GM. "My years as VP/GM were very tough times for the station," he says. "My return to programming has been a challenge, but I've really enjoyed it.

"It's no secret that there are few successful CHR's left on AM. I see no reason why WLS can't continue successfully as a viable CHR."



A CROWNING ACHIEVEMENT

KABC/Los Angeles talk host Michael Jackson receives the Most Excellent Order of the British Empire from Queen Elizabeth II.

RADIO

Dean Thacker Malrite President/Radio Division; Gary Fisher VP/GM at flagship WHTZ/New York ... Joel Salkowitz Emmis Regional VP/Programming; Steve Ellis PD at WQHT/New York; Kevin McCabe MD ... Steve Candullo WRKS/New York VP/GM ... Larry Berger KIOI/San Francisco PD ... Randy Kabrich KIQQ-FM/Los Angeles OM ... Gary Berkowitz VP/Programming for WCZY-FM/Detroit ... Gary Bryan WPLJ/New York PD ... Ted Utz Legacy Broadcasting Regional PD ... Mike Phillips WCLR/Chicago PD ... Steve Kingston WHTZ/New York VP ... Matt Farber PD, Don Geronimo Programming Coordinator at WAVA/Washington ... Randy Bongarten Emmis Sr. VP/Operations ... Kerner Anderson acquires WDAS-AM & FM/Philadelphia GM duties ... Greg Gillispie Exec. VP/Product Development at B/D&A ...



Steve Ellis

Chris Brodie KTWW/Los Angeles PD ... Jim de Castro Exec. VP of Evergreen Media ... Don Benson B/D&A Exec. VP/Operations ... Elvis Duran WIOQ/Philadelphia PD ... John DeBella OM at WMMR/Philadelphia ... Shirley Maldonado



Don Benson



Jim de Castro

WXDJ/Miami PD ... Frank Cody Pyramid Broadcasting programming ... Dan Griffin WHDH/Boston President/GM ... Paul "Boom Boom" Cannon WKSE/Buffalo PD ... Tom Tradup WLS/Chicago President/GM ... Charles Warfield WRKS/New York as VP/GM ... Trip Reeb KROQ/Los Angeles GM ... Dr. Dave Ferguson WPGC-FM/Washington PD ... Bobby Rich VP/GM at KIXI & KMGJ/Seattle ... Bobby Reich TK Communications President ... John Gehron WNUA/Chicago GM ... Drew Hayes WLS/Chicago PD ... Liz Kiley KFAC/Los Angeles operations ... Clarke Brown Sr. VP/GM at WQXI/Atlanta ... Lee Hansen WNUA/Chicago PD ... Andy Schuon KROQ/Los Angeles PD ... Mike Crusham WWSW/Pittsburgh PD ... Jack Evans OM of WYHY/Nashville, Louis Kaplan PD ... Charlie Quinn KHYI/Dallas PD ... Steve Kingston Malrite Regional VP/Programming ... Bill Gamble Emmis Regional VP/Programming ... Clarke Ingram WBZZ/Pittsburgh PD ... Steve Rivers WZOU/Boston PD ... Steve Perun to program WBSB/Baltimore ... Mike Glickenhous XTRA-FM (91X)/San Diego Station Manager ... Steve Ellis KLSX/Los Angeles PD ... Judy Ellis WQHT/New York VP/GM ... George Toulas Regional VP American Media ... Vinny Brown WRKS/New York PD.



Don Ienner

Kid Leo Columbia VP/Artist Development ... Al Coury Geffen GM ... Bruce Tenenbaum Atco Nat'l Promo ... Tony Martell Sr. VP/GM at CBS Associated ... Don Ienner President Columbia Records ... Al Cafaro A&M VP/GM ... Tom Gorman to Chrysalis as VP/Promo ... Daniel Glass newly formed SBK Sr. VP/Promo ... Matt Pollack Nat'l Album Promo at Atco ... Ray Gmeiner VP/Album Promo at Elektra ... Ed Mascolo PolyGram/Nashville VP/Nat'l Promo ... Steve Schnur Chrysalis AOR & Video Promo ... Lisa Velasquez Island Nat'l Singles ... Chris Blackwell sells Island Records to PolyGram ... Sky Daniels Epic Sr. Dir./Album Promo ... Doug Morris Atlantic President/COO ... Irving Azoff resigns at MCA, Al Teller assumes Azoff's position ... Jeffrey Naumann Virgin Rock 40 ... Val DeLong Atco Nat'l Singles ... Michael Pien Virgin VP/Promo ... Disney goes "Hollywood" with new label.

RECORDS



Ray Gmeiner



Hank Williams Jr.



Jo Dee Messina



Steve Holy



Blue County



Tim McGraw



Wynonna



Rodney Atkins



LeAnn Rimes



Kimberley Locke



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The Osmonds



The Four Seasons



The Judds



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Maureen McGovern



Sammy Davis Jr.



The Mike Curb Congregation



Exile



Righteous Bros.



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Shaun Cassidy



Desert Rose Band



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Curb Records Salutes the 30th Anniversary of R&R and thanks Radio for over 150 No. 1 Records

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

All My Rowdy Friends Are
Coming Over Tonight *
Hank Williams Jr.

All These Years *
Sawyer Brown

Angry All The Time *
Tim McGraw

Are You On The Road To
Lovin' Me Again
Debbi Boone

Big Deal
LeAnn Rimes

Blue
LeAnn Rimes

Born To Boogie
Hank Williams Jr.

Bring On The Rain
Jo Dee Messina

Burn
Jo Dee Messina

Burning Bridges
The Mike Curb Congregation

Bye, Bye *
Jo Dee Messina

Candy Man
Sammy Davis Jr. & The
Mike Curb Congregation

Can't Be Really Gone *
Tim McGraw

Can't Fight The Moonlight
LeAnn Rimes

Change Of Heart *
Judds

Country State Of Mind
Hank Williams Jr.

Cowboy In Me *
Tim McGraw

Coyote Ugly
Soundtrack

Crazy From The Heart *
Bellamy Brothers

Cry Myself To Sleep *
Judds

Da Doo Ron Ron *
Shaun Cassidy

Dancin' Cowboys
Bellamy Brothers

Devil In The Bottle
T.G. Sheppard

Different Worlds
Maureen McGovern

Dirt Road *
Sawyer Brown

Dixie On My Mind
Hank Williams Jr.

Do You Love As Good
As You Look *
Bellamy Brothers

Do You Want To Go To Heaven *
T.G. Sheppard

Don't Take The Girl *
Tim McGraw

Everywhere *
Tim McGraw

Faking Love *
T.G. Sheppard &
Karen Brooks

Feelin' That Feelin' *
Bellamy Brothers

Finally *
T.G. Sheppard

For All The Wrong Reasons
Bellamy Brothers

Girls Night Out *
Judds

Go Away Little Girl
Donny Osmond

God Bless The USA
Lee Greenwood

Good Morning Beautiful *
Steve Holy

Grandpa *
Judds

Grown Men Don't Cry *
Tim McGraw

Have Mercy
Judds

Healing Hands
Jonathan Pierce

He's Back And I'm Blue *
Desert Rose Band

Honky Tonkin'
Hank Williams Jr.

How Do I Live *
LeAnn Rimes

I Believe In Christ
Jonathan Pierce

I Can Only Imagine * (IMO/Curb)
MercyMe

I Cannot Turn Away *
Jamie Slocum

I Desire
Natalie Grant

I Feel Like Loving You Again *
T.G. Sheppard

I Know Where I'm Goin' *
Judds

I Like It I Love It *
Tim McGraw

I Loved Them Every One *
T.G. Sheppard

I Need More Of You
Bellamy Brothers

I Need You
LeAnn Rimes

I Saw The Light
Wynonna

I Still Believe In You
Desert Rose Band

If I Never Stopped Loving You
David Kersh

If I Said You Had A Beautiful
Body Would You Hold It
Against Me *
Bellamy Brothers

I'll Be Coming Back For More *
T.G. Sheppard

I'm Alright *
Jo Dee Messina

I'm For Love *
Hank Williams Jr.

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

Inside
Whiteheart

It's Your Love *
Tim McGraw w/Faith Hill

Just To See You Smile *
Tim McGraw

Kids Of The Baby Boom *
Bellamy Brothers

Kiss You All Over
Exile

Last Cheater's Waltz *
T.G. Sheppard

Let Me Tell You About Love *
Judds

Let Your Love Flow *
Bellamy Brothers

Lie To You For Your Love *
Bellamy Brothers

Long Haired Lover
From Liverpool
Jimmy Osmond & The
Mike Curb Congregation

Love Is Alive *
Judds

Love Me For A Reason
Osmonds

Mama He's Crazy
Judds

Maybe Your Baby's Got
The Blues *
Judds

Meet Me In Montana
Marie Osmond & Dan Seals

Mind Your Own Business
Hank Williams Jr.

Misbehavin'
Hank Williams Jr.

Morning Side Of The Mountain
Donny & Marie Osmond

My Best Friend *
Tim McGraw

My Next Thirty Years *
Tim McGraw

My Strongest Weakness *
Wynonna

No One Else On Earth *
Wynonna

Not A Moment Too Soon *
Tim McGraw

Not On Your Love *
Jeff Carson

Oh What A Night *
Four Seasons

Old Hippie
Bellamy Brothers

One Bad Apple *
Osmonds

One Of These Days *
Tim McGraw

One Step Forward *
Desert Rose Band

One Way Ticket *
LeAnn Rimes

Only Love *
Wynonna

Only One You *
T.G. Sheppard

Paper Roses *
Marie Osmond

Party Time *
T.G. Sheppard

Please Remember Me *
Tim McGraw

Press On
Selah

Puppy Love
Donny Osmond

Real Good Man *
Tim McGraw

Redneck Girl
Bellamy Brothers

Rockin' With The Rhythm
Of The Rain *
Judds

She's My Kind Of Rain *
Tim McGraw

She Is His Only Need *
Wynonna

She Never Lets It Go
To Her Heart *
Tim McGraw

Slow Burn *
T.G. Sheppard

Small Town Saturday Night *
Hal Ketchum

Some Girls Do *
Sawyer Brown

Something Like That *
Tim McGraw

Somewhere Down The Line *
T.G. Sheppard

Stand Beside Me *
Jo Dee Messina

Step That Step
Sawyer Brown

Strong Heart
T.G. Sheppard

Sugar Daddy *
Bellamy Brothers

Summer Wind *
Desert Rose Band

Tell Me Why
Wynonna

Texas Women *
Hank Williams Jr.

Thank God For You *
Sawyer Brown

That's The Way *
Jo Dee Messina

The Proud One
Osmonds

There's Just No Stopping
Your Heart
Marie Osmond

This Time *
Sawyer Brown

Three Wooden Crosses *
Randy Travis

To Be Loved By You *
Wynonna

Too Much Is Not Enough *
Bellamy Brothers &
Forrester Sisters

Treat Her Right *
Sawyer Brown

Tryin' To Beat The
Morning Home
T.G. Sheppard

Turn It Loose *
Judds

Twelfth Of Never
Donny Osmond

Unbroken
Tim McGraw

Unchained Melody *
Righteous Brothers

Unchained Melody
LeAnn Rimes

War Is Hell *
T.G. Sheppard

What The World Needs
Wynonna

When I'm Away From You *
Bellamy Brothers

Where The Green
Grass Grows *
Tim McGraw

Where Were You When I Was
Falling In Love
Lobo

Whiskey Bent And Hell Bound *
Hank Williams Jr.

Why Not Me *
Judds

Written In The Stars *
Elton John & LeAnn Rimes

You Light Up My Life *
Debbi Boone

You Light Up My Life
LeAnn Rimes

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

Young Country
Hank Williams, Jr.

Young Love
Judds

Young Love
Donny Osmond



MercyMe



umb



Fernando Ortega



Selah



Natalie Grant



Jamie Slocum



Jonathan Pierce



Nate Sallee



Debbi Boone



Michael English

(R&R)

CURB
RECORDS
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The Garth-Man Cometh



Clint Black

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

"Miss You Much" by **Janet Jackson** closed out the fun-filled '80s at No. 1 on the year-end CHR chart. "Much" stayed at the top for three weeks, but it was Jackson's former choreographer and former L.A. Laker cheerleader **Paula Abdul** who ruled CHR in 1989. With three hits in the top 10, Abdul spent five weeks at No. 1 with "Cold Hearted," "Forever Your Girl" and "Straight

Up." An earlier release, "The Way That You Love Me," was later rescheduled and made it to No. 2.

Tom Petty grabbed the top two positions at AOR Tracks with "Runnin' Down a Dream"



The Rolling Stones

and "Free Fallin'," which put his album *Full Moon Fever* at No. 1 for the year. Although *Steel Wheels* by **The Rolling Stones** lasted 12 weeks in the top album spot, the two Petty tracks were bigger in airplay and endured longer both in the short and long term.

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

1989 was also a big year for AC superstar **Michael Bolton**, who went to No. 1 with "Soul Provider" and No. 2 with his rendition of **Laura Branigan's** "How Am I Supposed to Live Without You."

Over at Urban, **Babyface** broke through as a solo artist with his No. 1 hit "It's No Crime," a song that topped the chart for three weeks.

CHR

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

AC

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

URBAN

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

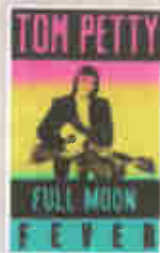
COUNTRY

- 1 CLINT BLACK Better Man
- 2 CLINT BLACK Killin' Time
- 3 RODNEY CROWELL Above And Beyond
- 4 GEORGE STRAIT What's Going On In Your World TIE
- 4 RICKY VAN SHELTON Living Proof
- 6 KEITH WHITLEY I'm No Stranger To The Rain
- 7 REBA MCENTIRE Cathy's Clown
- 8 RICKY SKAGGS Lovin' Only Me
- 9 EARL THOMAS CONLEY Love Out Loud
- 10 JUDDS Let Me Tell You About Love
- 11 ALABAMA If I Had You
- 12 HOLLY DUNN Are You Ever Gonna Love Me
- 13 GEORGE STRAIT Baby's Gotten Good At Goodbye
- 14 STEVE WARINER I Got Dreams
- 15 RODNEY CROWELL After All This Time
- 16 STEVE WARINER Where Did I Go Wrong
- 17 ROSANNE CASH I Don't Want To Spoil The Party
- 18 PATTY LOVELESS Timber I'm Falling In Love
- 19 EDDY RAVEN In A Letter To You
- 20 SHENANDOAH Sunday In The South



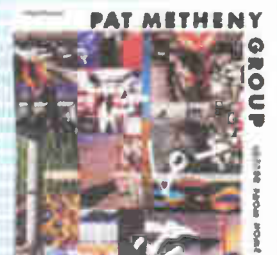
AOR TRACKS

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



NAC ALBUMS

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



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

— Jacor chief Randy Michaels

R&R 30 YEARS

SIGNS OF THE TIMES

- Florida's governor asks the state prosecutor to consider whether the state's obscenity and racketeering laws have been violated by 2 Live Crew's *As Nasty as They Wanna Be*. The record was removed from Lee County stores after authorities deemed it possibly obscene.
- Ted Field and Jimmy Iovine form Interscope Records; WEA to distribute.
- Maryland investigators determine that WHFS/Annapolis announcer Damian Einstein, who suffers from halting speech as a result of a 1975 traffic accident, was discriminated against when he was removed from the air. He is reinstated.
- R&R Convention 1990 returns to Century Plaza Hotel in Los Angeles after an 11-year absence. Among the notable events: the reunion of Don Henley, Glenn Frey, Joe Walsh and Timothy B. Schmit as The Eagles perform a seven-song set.
- Infinity President Mel Karmazin vows to fight a \$6,000 indecency fine and force the FCC to explain exactly why *The Howard Stern Show* was fined. At issue: a bit in which Stern discussed "the guy who plays the piano with his penis" and a "big black lesbian who is out of her mind with lust."
- Big Flips: WCAU/Philadelphia signs off the air after 68 years, simulcasting Oldies WOGL ... WOMC/Detroit from AC to Oldies ... XHTZ/San Diego from Rock 40 to CHR/Rhythmic ... NAC KKCY-FM/Portland, OR to AOR with new calls KUFO ... Soft AC KQLH/Riverside-San Bernardino becomes Country KFRG (K-Frog).

year 1990

Indecent Exposure

Ever since Howard Stern had joined WXRK/New York four years earlier, the station and its affiliates had been in constant scrapes with the FCC over indecency issues.

In what seemed to be the final straw for Infinity President Mel Karmazin, the commission fined the show \$6,000 for "dwelling on sexual matters." Karmazin promised to fight the fines and force the FCC to be explicit in its definition of indecency.

The federal government's payola investigations came to a crashing halt in 1990, when a Los Angeles judge suddenly dismissed payola charges against record promoters Joe Isgro and Ray Anderson. The judge accused prosecutors of gross misconduct by hiding evidence that could have been helpful to Isgro's and Anderson's defense.

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

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

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

The last time the R&R Convention had played Los Angeles, Jimmy Carter was President, The Blues Brothers headlined the Superstar Show, and the learning quotient was as intense as usual. So would R&R pull off a repeat performance?

You bet! After 11 years away from L.A.'s famous Century Plaza Hotel, R&R Convention '90 featured a session agenda designed to prepare radio and record professionals for the tumultuous decade ahead of them. On closing night another institution that had been away for 11 years reunited: The Eagles! After performing several

numbers from his recent solo albums, Don Henley was joined onstage by Glenn Frey, Joe Walsh and Timothy B. Schmit. Together, they performed their most memorable numbers, including "Desperado," "Life in the Fast Lane" and "Hotel California." The show was said to have provided the foundation for the group's formal reunion several years later.



PERSPECTIVES

I've been a Democrat all my life and will probably remain one, but we need to explain to the Democratic party that the spirit of deregulation is not a political issue. The idea of the public interest standard, which came out of the New Deal, is no longer relevant. This is a position that makes me appear like a Reagan Republican, but I'm not one. The goals of the Communications Act can be better served in other ways.

FCC Chairman Dennis Patrick and his predecessor, Mark Fowler, were right when they said we're in a business that, by definition, serves the public. The public interest must be defined by the public. The broadcasters who do the best are those who have their finger on the pulse of public needs.

Ask the average congressman what the public interest is, and he may tell you it's educational, informational and cultural programming, but the consumer might say it's *Gilligan's Island* or 12 consecutive Bee Gees records.

Emmis maintains employee loyalty by making the work experience fun and challenging and by making it psychologically and economically rewarding. We initiated a stock option and stock bonus plan. Beyond that, we try to give people a say in the game plan. I'm proud of it, and I think they feel pretty good about it.

The future of radio is very good. If we can get people to focus on how important radio is in their lives, it will elevate the pride of those who work in the industry and get people on the outside to recognize that this medium has importance.



Jeff Smulyan

Fun With Cousin Brucie

In the 1960s Bruce Morrow had made a name for himself at the mike as a top-rated air personality. By 1990 he was enjoying his second career as a wildly successful owner of radio stations



Cousin Brucie

Bruce Meyerowitz's girlfriend's mom told him he needed a stage name. He told her that it had to begin with an "M." She opened the Manhattan phone book, closed her eyes and pointed. "Morrow," she said. "That's it."

Today, Morrow laughs. "I could have been Bruce McNulty," he says. His first job was in Bermuda. He brought rock 'n' roll to the island on "Z" FM. The audience called him The Hammer because he talked so fast.

Morrow's father knew someone at WINS/New York, and it turned into an entry-level job. AFTRA went on strike, and everybody who was nobody went on the air, including Staff Producer Bruce Morrow. One night security let an old woman in to see him. "Mr. Morrow,"

she asked, "do you believe we're all related?"

Here we go, he thought. "Yes, ma'am, I do."

"I'm broke and can't get home. Cousin, can you lend me 50 cents?"

Morrow remembers giving the woman money and that she had beautiful eyes. Driving home that night through the Brooklyn Battery Tunnel, it hit him like a northbound train. "I knew I had something very special," he says. "I knew I had my handle."

Mel Leeds programmed WINS. He was tough. The next morning Morrow took a deep breath and walked into Leeds' office. "Mr. Leeds, can I call myself Cousin Brucie on the air?" he asked.

Leeds frowned. "That's the stupidest thing I've ever heard," he said. "This is New York City, kid, not Cheesecake, and that is so corny it'll never work here."

Morrow stood up to him. "I'm a Brooklyn boy, and nobody's cornier than New York kids." That night Morrow cousin-ed New York till the cows came home.

The station was flooded with telegrams and phone calls wanting more Cousin Brucie. Morrow was on top of the world and would have stayed there if it wasn't for one Murray Kaufman — Murray The K — who wanted Morrow's time slot.

One day you're King of the World, the next you're exiled. Morrow wound up in Miami at WINZ. The battle raged between WINZ, WQAM and WMBM, but it wasn't New York. A year into Morrow's two-year deal at WINZ, Hal Neal called from WABC. "I had to break a promise," Morrow says, clearly embarrassed. WINZ released him, and he returned to New York and began to build his legacy.

"We were a friend on the radio," says Morrow. "The kids listened to us more than they did their own parents." WABC was everywhere. W-A-Beatles-C, the dedications, the jingles, the excitement and the fun — you just couldn't stop listening.

In 1974 WABC management offered the jocks a new deal: If the ratings went up, they'd get an incremental raise. If they went down, salaries would go down too. "I put my life into that station, and they were going to throw us to the wolves," Morrow says.

"I made a deal with WNBC and then called Rick Sklar back and told him I'd accept the WABC terms if they'd tear up my contract and start fresh." WABC bit, and, no longer contractually obligated, Cousin Brucie walked.

When Morrow left WNBC, he and Bob Sillerman formed Sillerman-Morrow Broadcasting, the company that would become SFX. When SFX was sold, Morrow says, "It made your Cousin Brucie a very happy man."



BEFORE SHE WAS EVEN NEW & ACTIVE
At the 1990 R&R Convention, Columbia Records chief Don Ienner and VP Bob Garland introduced the newly signed Mariah Carey to KKLQ-FM (Q106)/San Diego PD Garry Wall. Seen here are (l-r) Ienner, Wall, Carey and Garland.

RADIO

Randy Kabrich KHYI/Dallas Station Manager ... **John Madison** Sr. VP at Pyramid Broadcasting ... **Cathy Meloy** WGMS/Washington GM ... **Valerie Geller** WABC/New York PD ... **Liz Kiley** OM at KKBT/Los Angeles ... **Steve Smith** Broadcast Group VP/Programming, KKFR/Phoenix PD ... **Mitch Dolan** WPLJ/New York President/GM ... **Tom Calderone** WHFS/Washington ... **Guy Zapoleon** KNRJ/Houston programming ... **Tom Milewski** Exec. VP at Greater Media ... **Doug Sorensen** KATT/Oklahoma City PD ... **Frank Wood** resigns as Jacor Communications President/COO ... **Les Garland** VP/Programming at Video Jukebox Network ... **Tom Cuddy** WPLJ/New York VP/Programming ... **Jim de Castro** COO for Evergreen Media ...



Bill Richards

James Thomas WEDR/Miami PD ... **Dean Thacker** Legacy Broadcasting Exec. VP ...

Randy Lane WMC-AM & FM/Memphis OM ... **Steve Candullo** WKQI/Detroit President/GM ... **Kevin Weatherly** PD at KKLO-FM/San Diego, **Garry Wall** VP of parent Edens Broadcasting ...

G. Michael Donovan now VP/GM of KTAC-AM & KBRD-FM/Seattle ... **Larry Berger** KOFY-FM/San Francisco PD ... **Fleetwood Gruver** WFLC/Miami PD ... **Tony Novia** OM of WQXI-AM & WSTR-FM/Atlanta ... **Todd Pettingill** Albany Broadcasting Corp. VP/Programming & Operations ... **Michael Luczak** WMMS/Cleveland PD ... **Stu Olds** Katz Radio Group Exec. VP ...



Jack Evans

Mason Dixon WKXX/Birmingham VP/Programming, **Brian Christopher** PD ... **Bob Callahan Jr.** ABC Radio Nets President ... **Rod Calarco** to head CBS's FM stations ... **Gerry DeFrancesco** VP/OM at WSN/Philadelphia ... **Shirley Maldonado** WQCD/New York OM ... **Steve Godofsky** assumes Metroplex presidency ... **Charlie Ochs** WMZQ/Washington VP/GM ... **Marty Bender** WFBQ/Indianapolis PD ... **Bill Richards** KIIS/Los Angeles PD ... **Dene Hallam** PD at KKQB/Houston ... **Corinne Baldassano** VP/Programming for ABC Radio Nets ... **Dave Beasing** WLTI/Detroit PD ... **Drew Hayes** WLS/Chicago OM ... **Tom Rivers** WQYK/Tampa PD ... **Frankie Crocker** VP/Entertainment & Programming of Inner City Broadcasting ... **Jack Evans** KRFX/Denver OM ... **Louis Kaplan** WYHY/Nashville OM ... **Charles Banta** Greater Media Group VP/Radio ... **John Mainelli** WABC/New York Operations Director/PD ... **Richard Sands** upped to OM at KITS/San Francisco ... **Mike Phillips** KRTH/Los Angeles PD ... **Stef Rybak** KZZP/Phoenix PD ... **Pat Fant** VP/GM at KLOL/Houston.



Steve Smith



Lisa Velasquez

Polly Anthony Sr. VP at Epic Records ... **Mark Benesch** Columbia Sr. VP/Promo ... **Phil Costello** Nat'l Promo for Virgin ... **Kid Leo** Columbia Alternative, Dance, Jazz and Metal ... **Ken Lane** SBK Nat'l Singles Promo ... **Ron Urban** EMI Exec. VP/GM ... **Phil Quartararo** Charisma President ... **Jack Satter** EMI Sr. VP/Promo ... **Bob Catania** Charisma VP/Promo, "Heavy" **Lenny Bronstein** Nat'l/Album Promo, **Al Moinet** Nat'l Pop Promo ... **Rick Bisceglia** Sr. VP/Promo at Arista ... **Lisa Velasquez** Island VP/Promo ... **Greg Thompson** Nat'l Pop Promo, **Steve Schnur** AOR/Video Promo at Chrysalis ... **Burt Baumgartner** upped to VP/Promo at Columbia ... **Richard Palmese** RCA President ... **Hilare Brosario** upped to Director/Rock Promo at Arista ... **Lou Maglia** BMG-associated President ... **Al Cafaro** A&M Sr. VP/GM ... **Mel Lewinter** Atlantic CFO/Sr. VP ... **Steve Zap**, **Irene Vargas** Nat'l AC Promo at WB ...

RECORDS



Burt Baumgartner

Tommy LiPuma Elektra Sr. VP/A&R ... **Skip Bishop** RCA Creative Development/Pop Promo ... **Alain Levy** upped to PolyGram President/CEO ... **Dawn Hood** Charisma Nat'l Alternative Promo ... **Suzanne Berg** Elektra VP/AC Promo ... **Roy Wunsch** President of CBS/Nashville ... **Tom Gorman** Chrysalis Sr. VP ... **Andrea Ganis** Atlantic ... **Ernie Singleton** MCA President ... **Steve Schnur** Chrysalis VP/Album, Alternative & Video Promo ... **Matt Farber** Arista Planning, Special Projects ... **Joe Galante** RCA President ... **Sylvia Rhone** President/CEO at EastWest America ... **Mark DiDia** Def American VP/GM ... **Al Cafaro** A&M President ... **Ed Mascolo** RCA/Nashville VP/Promo.

IN MEMORIAM

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

Are you ready for a breakout performance?

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HARRIS

U Can't Touch This!

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

Specifically, 1990 was a huge year for **Garth Brooks**, who chalked up five top 10 hits and three No. 1 songs, including "The Dance," the year's biggest hit. **Clint Black** and **Alan Jackson** matched Brooks with three No. 1 songs of their own.



Garth Brooks

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

R&R's New Rock Albums chart debuted in 1990. **Depeche Mode's** *Violator* led the way and featured the hit tracks "Personal Jesus," "Enjoy the Silence" and "Policy of Truth." The year brought short-lived success for **Sinead O'Connor**, who topped the chart with the **Prince**-penned "Nothing Compares 2 U." Controversy would do O'Connor in a short time later, leaving that as her only hit.

Wilson Phillips consisted of **Carnie** and **Wendy Wilson** (daughter of **The Beach Boys'** Brian) and **Chynna Phillips** (daughter of John and Michelle Phillips of **The Mamas And The Papas**). Their debut album

produced three top five hits: "Hold On," "Release Me" and "Impulsive."

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

It was a good year for current and former members of **New Edition**. **Johnny Gill** captured three No. 1 hits at Urban radio, while **Ricky Bell**, **Michael Bivins** and **Ronnie DeVoe** (better known as **Bell Biv DeVoe**) posted three top 10 hits at the format. Also, **Ralph Tresvant** scored with his solo hit "Sensitivity."

Rock supergroup **Damn Yankees** — which featured **Tommy Shaw** and **Ted Nugent**, along with **Night Ranger's** **Jack Blades** and drummer **Michael Cartellone** — created three of the year's top 25 AOR tracks: "Coming of Age," "Come Again" and "High Enough."

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

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



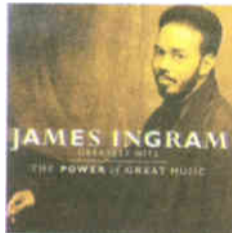
M.C. Hammer

CHR

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

AC

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



AOR TRACKS

- 1 **AEROSMITH** What It Takes
- 2 **BLACK CROWES** Jealous Again
- 3 **ERIC JOHNSON** Cliffs Of Dover
- 4 **JUDE COLE** Baby It's Tonight
- 5 **ALANNAH MYLES** Black Velvet
- 6 **DAMN YANKEES** Coming Of Age
- 7 **AEROSMITH** The Other Side
- 8 **BILLY IDOL** Cradle Of Love
- 9 **ERIC CLAPTON** Bad Love
- 10 **BAD COMPANY** Holy Water
- 11 **ALLMAN BROTHERS BAND** Good Clean Fun
- 12 **ROBERT PLANT** The Hurting Kind
- 13 **ZZ TOP** Doubleback
- 14 **ERIC CLAPTON** No Alibis
- 15 **DAMN YANKEES** Come Again
- 16 **DON HENLEY** The Heart Of The Matter
- 17 **WINGER** Can't Get Enough
- 18 **JOHNNY VAN ZANT** Brickyard Road
- 19 **DAMN YANKEES** High Enough
- 20 **BRUCE HORNSBY** Across The River

COUNTRY

- 1 **GARTH BROOKS** The Dance
- 2 **CLINT BLACK** Walkin' Away
- 3 **JOE DIFFIE** Home
- 4 **ALAN JACKSON** Here In The Real World
- 5 **GARTH BROOKS** Not Counting You
- 6 **RANDY TRAVIS** He Walked On Water
- 7 **LEE GREENWOOD** Holdin' A Good Hand
- 8 **GEORGE STRAIT** Love Without End, Amen
- 9 **DAN SEALS** Love On Arrival
- 10 **VINCE GILL** When I Call Your Name
- 11 **TRAVIS TRITT** Help Me Hold On
- 12 **ALAN JACKSON** Wanted
- 13 **KEITH WHITLEY** I'm Over You
- 14 **CLINT BLACK** Nothing's News
- 15 **T. GRAHAM BROWN** If You Could Only See Me Now
- 16 **RONNIE MILSAP** Stranger Things Have Happened
- 17 **RANDY TRAVIS** Hard Rock Bottom Of Your Heart
- 18 **GARTH BROOKS** Friends In Low Places
- 19 **ALABAMA** Jukebox In My Mind
- 20 **RICKY VAN SHELTON** I've Cried My Last Tear For You

URBAN

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

NEW ROCK ALBUMS

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



NAC ALBUMS

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



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

— KRBE/Houston PD Tom Poleman

SIGNS OF THE TIMES

- Gulf War! Listeners flock to News/Talk radio for information.
- Indecency complaints down 26% from 1989 to 1990.
- AC rated leading format in top 30 markets, followed by CHR.
- The NAB board is asked to endorse Digital Audio Broadcasting.
- Interep's Ralph Guild creates "Radio 2000" to increase radio's revenue share from 7% to 9% by the year 2000.
- The FCC considers boosting ownership limits.
- Spectrum auction bill introduced.
- Broadcast programming acquires Drake-Chenault.
- Janet Jackson signs worldwide deal with Virgin.
- Kohlberg Kravis Roberts & Co. formalizes \$50 million partnership with Herb McCord to buy stations.
- Thorn EMI buys SBK Records for \$400 million.
- Motown files multimillion-dollar misconduct suit against MCA; MCA countersues over "malicious actions."
- KSHE/St. Louis draws \$25,000 FCC fine for airing mock nuclear-attack warning.
- The FCC threatens to implement a formal rule to prohibit on-air radio hoaxes.
- Activists protest Howard Stern's addition to KLSX/Los Angeles' lineup.

year 1991

Suffering Economic Blues

Let's face it, 1991 was a pretty crummy year for the economic side of the radio business. Not only that, our troops were called to the Middle East.

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

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

Back to the Gulf War for a second: Although much of the conflict was broadcast on live TV, radio certainly had its share of audience. News/Talk's numbers boomed during this period,

and the format has held on to those listeners. Also, a prodigious number of stations have flipped to News/Talk since.

Station trading was affected by the economy, but Mel Karmazin decided to take Infinity Broadcasting public once again (the company had been publicly traded earlier in its life, but Karmazin conducted a leveraged buyout, taking it private). He used a portion of the proceeds to buy WFAN/New York from Emmis Broadcasting for \$70 million, a record price for a standalone AM. The investment firm of Kohlberg Kravis Roberts & Co. partnered with Herb McCord to the tune of \$50 million to buy radio stations. Five years later McCord would sell those stations to Infinity for about nine times what he paid for them.

Deregulation was still a few years away, but LMAs were coming into vogue. The concept of controlling the programming and sales for a non-owned station never took hold, however, probably because the FCC was about to make a major decision. Stay tuned!



PERSPECTIVES

Ranking The Formats ... Then And Now

In 1991, R&R began tabulating national ratings ranked by format. You'll notice that while the chart bears some resemblance to the current rankings, many formats have faded into obscurity. Here's how the rankings looked in 1991 and how they look today:

Format	'91 Share	'03 Share	Format	'91 Share	'03 Share
AC	17.3	14.7	Full-Service	3.3	0.0
News/Talk	14.5	14.0	Latin Formats	2.5	8.4
Country	12.6	8.2	New Rock	2.0	4.2
AOR	9.7	4.2	Classical	1.9	1.5
CHR	9.7	12.1	NAC/Jazz	1.9	3.1
Urban	7.2	9.1	B/EZ	0.9	0.0
Gold	6.1	7.7	Sports	1.1	2.5
Classic Rock	4.9	4.5	Religion	0.9	2.7
Big Band	3.5	2.2	Triple A	0.0	0.8

Some formats, such as Full-Service and Beautiful Music/Easy Listening have largely disappeared. Others changed appellations, such as New Rock to Alternative and NAC to Smooth Jazz. Thanks to demographic and ethnic trends, a few formats (Country, Rock) fell precipitously over the last decade, while others (Urban, Latin formats, Alternative) have been greatly enhanced.

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of the **Sony Music Nashville** family wish
R&R the absolute best wishes
on it's 30th Anniversary.

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We'll meet you there...

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KCMX-FM

KCMX-AM

KAKT-FM

KTMT-FM

KTMT-AM

MERCED

KBRE-FM

KABX-FM

KLOQ-FM

KIBG-FM

KYOS-AM

KVYV-AM

SAN LUIS OBISPO

KOTR-FM

KXTZ-FM

KXDZ-FM

KYNS-AM

SANTA MARIA - LOMPOC

KWSZ-FM

KUHL-AM

KTME-AM

The Talented Mr. Rounds

By 1991 Tom Rounds, who helped create American Top 40, was traveling the world selling American radio programs and products to overseas markets through his new company, Radio Express.



Tom Rounds

In 1959 Tom Rounds was a novice newsman at WINS/New York. Peter Trip, a jock at crosstown WMGM, was engaged in a feat of endurance, a Wake-a-Thon to benefit the March of Dimes. Rounds and Rick Sklar, the anti-promotion squad, decided enough was enough.

"We sent him bean-and-bacon soup laced with Seconal," says Rounds

Jock Fearnhead was GM of WINS. As the '50s ended, the stress of New York was beginning to take a toll on him. When he had had enough, he bought a station in Hawaii and took Rounds with him. Rounds did news there but also pulled a few weekend jock shifts. KPOI/Honolulu PD Ron Jacobs liked what he

heard. "You ought to be one of the guys," he said. "And to introduce you, I'll dream up a promotion." He came up with ... a Wake-a-Thon. Rounds surpassed Trip's record, staying awake for 203 hours.

In 1962 Jacobs left for the mainland and Rounds was named PD of KPOI, where he stayed until 1966. By then Jacobs was at KHJ/Los Angeles. When the PD job opened at KFRC/San Francisco, he told RKO consultant Bill Drake to call Rounds.

In the spring of 1967 Rounds was preparing to do something that had never been done before: a pop festival. Six months of planning went into it. The idea was to make it a KFRC promotion, have great music, do it outside, do it for charity and involve the whole community. They sold 20,000 tickets at two bucks a head, but somehow 40,000 people showed up. June of 1967. Mark it as the beginning of the Summer of Love. Four months later Jann Wenner published the first issue of *Rolling Stone*. On the cover was John Lennon, and alongside him were the words "Rounds Quits KFRC." It was that big a deal.



PRESIDENTIAL PERK

Whether you're a former commander-in-chief or the current president of the United States, there's nothing like a free T-shirt. On the left, Jimmy Carter shows off the KOAQ (Q103)/Denver T-shirt, while on the right George Bush gets a Mix 96.5 jogging shirt from KHM-FM/Houston DJ John Paul West.

1968 found Rounds in Los Angeles running a new video-production company, Charlatan Productions. "Charlatan was very busy, but we also got back into the concert business and entered a joint venture with Drake-Chenault to produce concerts in all their markets," says Rounds.

The first step was the Miami Pop Festival. Talent was lined up, contracts were signed. Then, at the 11th hour, Drake-Chenault pulled out. Enter strawberry mogul Tom Driscoll. "Miami didn't make money," says Rounds. "But it didn't lose any." Rounds, Jacobs and Driscoll made plans for more outdoor concerts, including Woodstock.

"I remember going in a limo from New York City with Bill Graham and Michael Lang to look at sites," Rounds says. "We decided to drop out because we thought there was no way they could draw half a million people." Woodstock changed the way concerts were done. "It pretty much ended it for everybody," Rounds says.

By the beginning of 1970 Jacobs and Rounds had built recording studios in Los Angeles and had a music-publishing and management company. Jacobs brought a project called *A Child's Garden of Grass* to the table. Next, he thought up the *Cruisin'* series, which was a new way of packaging oldies compilations. They called the venture Watermark. "And then Casey Kasem came to us with the idea to do a countdown show," Rounds says. *American Top 40* launched on July 4, 1970, with only seven affiliates.

By 1982, the year Watermark was sold to ABC, the company was producing more than a dozen weekly shows.

RADIO

Jane Bartsch WHLI & WKJY/Long Island, NY VP/GM ... Steve Rivers to program WXKS/Boston ... Andy Bloom KLSX/Los Angeles PD ... Robert Benjamin WHFS/Annapolis, MD PD ... Bob Moore Exec. VP/WW1 Stations Group ... B.J. Harris WFLZ/Tampa PD; Marc Chase Director/FM Operations. ... Dave Van Dyke VP/GM at KODJ/Los Angeles; Bennett Zier replaces Van Dyke at WODS/Boston ... Frank Miniaci KHYI/Dallas PD ... John Lander WEGX/Philadelphia OM/morning man; Brian Philips PD ... Phil Boyce WJR/Detroit PD ... Carey Curelop PD KQLZ/Los Angeles ... Greg Solk VP/Programming, Evergreen Media ... Kurt Johnson to program WLTW/New York ... Larry Wexler WKSZ/Philadelphia Exec. VP/GM ... Rick Balis WLUP/Chicago PD ... Don Nelson WYNY/New York VP/GM ... Gregg Cassidy named PD at WYTZ/



Marc Chase

Chicago ... B.K. Kirkland WHUR/Washington PD/afternoon drive ... Doug Clifton KBCO/Denver PD ... Dan Kieley WLUM/Milwaukee PD ... Ron O'Brien KGB/San Diego PD ... Sunny Joe White WZOU/Boston PD ... Brian Thomas WEZB/New Orleans PD ... John Clay KHM/Houston OM ... Ken Stevens WLIF/Baltimore VP/GM ... Tom Bigby WIP/Philadelphia Station Manager ...



Gerry DeFrancesco

William Blackwell Jefferson-Pilot President, Clarke Brown J-P Radio President ... Gene Knight KFMB/San Diego OM ... Don Trout KKBQ/Houston Exec. VP/Radio ... Ken Beck named PD at KFWB/Los Angeles ... Pat Duffy VP/GM at KRTH/Los Angeles ... Larry Snider KRQR/San Francisco PD ... Kris McClendon WMXD/Detroit OM ... John Hart WXTU/Philadelphia PD ... Mike Love WBLS/New York PD ... Gerry DeFrancesco KIIS/Los Angeles President/GM ... Rick Torcasso Alliance Broadcasting Sr. VP/Operations ... Don Bouloukos WABC/New York President/GM ... Jerry Bobo President/GM of KODZ/Dallas.



Bennett Zier



Mike Bone

Barry Weiss Jive/Silvertone Sr. VP/GM ... Craig Lambert Atco Sr. VP ... Ed Eckstine, Mike Bone co-Presidents at Mercury ... Lisa Velasquez Atlantic VP/Pop ... Steve Schnur Elektra VP/Album Promo ... Andy Allen Island Sr. VP/GM ... Al Moinet-Charisma VP/Pop Promo ... Davitt Sigerson Polydor/U.S. President ... Val Azzoli Atlantic VP ... Roy Lott Arista Exec. VP/GM ... Mel Lewinter Atlantic Vice Chairman ... Jack Rovner Arista Sr. VP ... James Stroud Giant/Nashville

President ... Michael Plen rises to Virgin Sr. VP/Promo ... John Barbis PLG Sr. VP ... Rick Stone A&M Sr. VP/Promo ... Charlie Minor Giant President ... John Fagot Capitol Sr. VP/Promo ... Burt Baumgartner Columbia Sr. VP/Promo ... Rich Fitzgerald Reprise Sr. VP/Promo ... Kevin Carroll Chrysalis VP/CHR Promo, Dave Ross Nat'l AOR ... Bill Pfordresher Curb VP/CHR ... Butch Waugh, Randy Goodman RCA Sr. VP/Promo, Sr. VP/Marketing ... Sky Daniels PLG VP/Promo ... Bill Bennett DGC Promo ... Greg Thompson SBK Sr. VP/Promo ... Jerry Blair VP/Top 40, Lisa Wolfe Nat'l Singles at Columbia ... Harry Palmer Atco President ... Ritch Bloom Capitol VP/Promo ... Martha Thomas-Frye MCA VP/Promo, Black Music ... At Columbia: Paul Rappaport VP/Artist Development, Kid Leo VP/AOR, Jim Delbalzo VP/Album Promo, Pam Edwards West Coast Promo ... Arista/Nashville: Tim DuBois Sr. VP/GM, Allen Butler VP/Promo, Mike Dungan to Sr. Dir. ... Joe Riccitelli PLG Nat'l Promo.



James Stroud

RECORDS

IN MEMORIAM

Bill Graham dies in a helicopter crash.

Flashes In The Pan



Color Me Badd

Many of the artists who hit big in 1991 have been unable to match the success they achieved in that year. For example, there's **Color Me Badd**, who landed three top 10 hits: "I Wanna Sex You Up," "All 4 Love" and "I Adore Mi Amor." Then there's **Amy Grant**, who charted with "Baby Baby," "Every Heartbeat" and "That's What Love Is For."

C&C Music Factory recorded the dance anthem "Gonna Make You Sweat (Everybody Dance Now)" along with "Things That Make You Go Hmmm..." and "Here We Go, Let's Rock and Roll" — all top 10 CHR hits. 1991 saw three top 10 CHR hits for **Cathy Dennis**, including the No. 1 "Touch Me (All Night Long)." And

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

Paula Abdul also had three big hits in '91. The dancer-singer would never see such success again on the radio, but a decade later she made a grand comeback as the gentle judge on *American Idol*.

1991 had its share of huge hits by artists with staying power as well. The No. 1 song at CHR and AC was **Bryan Adams'** "Everything I Do (I Do It For You)" from the movie *Robin Hood: Prince of Thieves*.

One of **R.E.M.**'s most enduring albums was 1991's *Out Of Time*, which featured the band's biggest hit ever, "Losing My Religion," along with "Shiny Happy People."

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

Over at Rock radio, **Nirvana** charted for the first time, and **Garth Brooks** had five No. 1 Country hits (a feat he would accomplish again later in the decade). **Alabama** had a strong year, with four No. 1s of their own.



R.E.M.

CHR

- 1 BRYAN ADAMS (Everything I Do) I Do It For You
- 2 PAULA ABDUL Rush Rush
- 3 AMY GRANT Baby, Baby
- 4 MARIAH CAREY Someday
- 5 KARYN WHITE Romantic
- 6 COLOR ME BADD I Adore Mi Amor
- 7 MARIAH CAREY Don't Wanna Cry
- 8 EXTREME More Than Words
- 9 CATHY DENNIS Touch Me (All Night Long)
- 10 AMY GRANT Every Heartbeat
- 11 COLOR ME BADD I Wanna Sex You Up
- 12 MARIAH CAREY Emotions
- 13 TARA KEMP Hold You Tight
- 14 EMF Unbelievable
- 15 LONDONBEAT I've Been Thinking About You
- 16 GLORIA ESTEFAN Coming Out Of The Dark
- 17 WILSON PHILLIPS You're In Love
- 18 WHITNEY HOUSTON All The Man That I Need
- 19 PAULA ABDUL The Promise Of A New Day
- 20 SURFACE The First Time



AC

- 1 BRYAN ADAMS (Everything I Do) I Do It For You
- 2 GLORIA ESTEFAN Coming Out Of The Dark
- 3 RICK ASTLEY Cry For Help
- 4 WHITNEY HOUSTON All The Man That I Need
- 5 AMY GRANT Baby, Baby
- 6 PAULA ABDUL Rush Rush
- 7 WILSON PHILLIPS You're In Love
- 8 MARIAH CAREY I Don't Wanna Cry
- 9 MICHAEL BOLTON Love Is A Wonderful Thing
- 10 GLORIA ESTEFAN Can't Forget You
- 11 CATHY DENNIS Too Many Walls
- 12 ROD STEWART The Motown Song
- 13 AARON NEVILLE Everybody Plays The Fool
- 14 ROD STEWART Rhythm Of My Heart
- 15 STYX Show Me The Way
- 16 AMY GRANT Every Heartbeat
- 17 LUTHER VANDROSS Power Of Love (Love Power)
- 18 MICHAEL W. SMITH Place In This World
- 19 BONNIE RAITT Something To Talk About
- 20 CELINE DION Where Does My Heart Beat Now?

COUNTRY

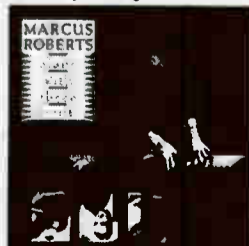
- 1 HAL KETCHUM Small Town Saturday Night
- 2 REBA MCENTIRE Fallin' Out Of Love
- 3 LORRIE MORGAN We Both Walk
- 4 DIAMOND RIO Mirror, Mirror
- 5 RICKY VAN SHELTON I Am A Simple Man
- 6 TANYA TUCKER Down To My Last Teardrop
- 7 BROOKS & DUNN Brand New Man
- 8 SAWYER BROWN The Walk
- 9 DIAMOND RIO Meet In The Middle
- 10 BILLY DEAN Somewhere In My Broken Heart
- 11 GARTH BROOKS The Thunder Rolls
- 12 ALAN JACKSON Someday
- 13 ALAN JACKSON Don't Rock The Jukebox
- 14 TRAVIS TRITT Drift Off To Dream
- 15 JOE DIFFIE New Way (To Light Up An Old Flame)
- 16 LIONEL CARTWRIGHT Leap Of Faith
- 17 DOUG STONE In A Different Light
- 18 GEORGE STRAIT You Know Me Better Than That
- 19 JOE DIFFIE If The Devil Danced
- 20 MARY-CHAPIN CARPENTER Down At The Twist And Shout

URBAN

- 1 TRACIE SPENCER Tender Kisses
- 2 PEABO BRYSON Can You Stop The Rain
- 3 RUDE BOYS Written All Over Your Face
- 4 WHITNEY HOUSTON Miracle
- 5 GLADYS KNIGHT Men
- 6 JOHNNY GILL Wrap My Body Tight
- 7 HI-FIVE I Can't Wait Another Minute
- 8 LISA FISCHER How Can I Ease The Pain
- 9 FREDDIE JACKSON Do Me Again
- 10 BEBE & CECE WINANS Addictive Love
- 11 LEVERT Baby I'm Ready
- 12 JODECI Forever My Lady
- 13 VESTA Special
- 14 DAMIAN DAME Right Down To It
- 15 EN VOGUE Don't Go
- 16 BOYZ II MEN Motownphilly
- 17 MARIAH CAREY Emotions
- 18 LUTHER VANDROSS Power Of Love/Love Power
- 19 LUTHER VANDROSS Don't Want To Be A Fool
- 20 HI-FIVE I Like The Way (The Kissing Game)

CONTEMPORARY JAZZ ALBUMS

- 1 MARCUS ROBERTS *Alone With Three Giants*
- 2 NATALIE COLE *Unforgettable*
- 3 WYNTON MARSALIS *Standard Time/Vol. 2 Intimacy Calling*
- 4 DIANNE REEVES *I Remember*
- 5 ROY HARGROVE *Public Eye*
- 6 JOEY DEFRANCESCO *Part III*
- 7 DIANE SCHUUR *Pure Schuur*
- 8 DAVID SANBORN *Another Hand*
- 9 FRANK MORGAN *A Lovesome Thing*
- 10 BENNY GREEN TRIO *Greens*
- 11 JOE SAMPLE *Ashes To Ashes*
- 12 SHIRLEY HORN *You Won't Forget Me*
- 13 MARK WHITFIELD *Patrice*
- 14 CARMEN MCRAE *Sarah — Dedicated To You*
- 15 WYNTON MARSALIS *Tune In Tomorrow*
- 16 HERB ELLIS *Roll Call*
- 17 RENEE ROSNES *For The Moment*
- 18 ANTONIO HART *For The First Time*
- 19 TUCK & PATTI *Dream*
- 20 MARLON JORDAN QUINTET *Learson's Return*



NEW ROCK ALBUMS

- 1 R.E.M. *Out Of Time*
- 2 EMF *Schubert Dip*
- 3 JESUS JONES *Doubt*
- 4 BIG AUDIO DYNAMITE II *The Globe*
- 5 ELECTRONIC *Electronic*
- 6 SIOUXSIE & THE BANSHEES *Superstition*
- 7 CROWDED HOUSE *Woodface*
- 8 PSYCHEDELIC FURS *World Outside*
- 9 LA'S *La's*
- 10 ROBYN HITCHCOCK & THE EGYPTIANS *Perspex Island*
- 11 SISTERS OF MERCY *Vision Thing*
- 12 HAPPY MONDAYS *Pills 'N' Thrills And Bellyaches*
- 13 SIMPLE MINDS *Real Life*
- 14 MATERIAL ISSUE *International Pop Overthrow*
- 15 STING *The Soul Cages*
- 16 RED HOT CHILI PEPPERS *Blood Sugar Sex Magik*
- 17 MORRISSEY *Kill Uncle*
- 18 ERASURE *Chorus*
- 19 REPLACEMENTS *All Shook Down*
- 20 DIVINYLS *Divinyls*



NAC ALBUMS

- 1 EARL KLUGH *Midnight In San Juan*
- 2 DAVE KOZ *Dave Koz*
- 3 SPECIAL FX *Peace Of The World*
- 4 ACOUSTIC ALCHEMY *Back On The Case*
- 5 DOTSERO *Jubilee*
- 6 RIPPINGTONS *Curves Ahead*
- 7 DAN SIEGEL *Going Home*
- 8 BILLY JOE WALKER JR. *The Walk*
- 9 GRANT GEISSMAN *Flying Colors*
- 10 JOE SAMPLE *Ashes To Ashes*
- 11 KILAUEA *Antigua Blue*
- 12 CANDY DULFER *Saxuality*
- 13 OTTMAR LIEBERT *Borrasca*
- 14 SAM RINEY *Playing With Fire*
- 15 MICHAEL TOMLINSON *Living Things*
- 16 SHAKATAK *Perfect Smile*
- 17 CRUSADERS *Healing The Wounds*
- 18 MANHATTAN TRANSFER *The Offbeat Of Avenues*
- 19 MARK SLONIKER *Perfectly Human*
- 20 TOM SCOTT *Keep This Love Alive*

"Rappers brought back R&B. They're helping us remember that we sang the blues and other things besides love songs one after another."

— Def Jam Chairman/Founder Russell Simmons

R&R 30 YEARS

SIGNS OF THE TIMES

- Recession blues: Radio suffers its first-ever year-to-year decline in ad revenue.
- Birch shuts the doors of its ratings service after 13 years.
- KMPC/Los Angeles flips to Sports.
- At the RAB Managing Sales Conference, attendance is up 65%.
- Thorn-EMI buys Virgin Music.
- Premiere Network goes public for \$7.5 million.
- Madonna, Time-Warner and Freddy DeMann form Maverick Entertainment.
- Saga Communications files a \$28 million stock offering.
- Evergreen buys Century's KMEL/San Francisco for \$44 million.
- Kurt Hanson debuts AccuRatings.
- FCC Commissioner Andrew Barrett warns that broadcast deregulation may hurt career opportunities.
- Tough times in the network radio business: CBS Radio Network lays off 15% of its staff, blaming the recession and the price of sports rights.
- Howard Stern's shares soar on both coasts.
- The FCC mulls step-increase ownership plan.
- The FCC relaxes ownership limits. "Duopolies" are now permitted. Station-trading blitz begins.
- Infinity buys Cook-Inlet for \$100 million.

year 1992

Bleak Economy Takes Its Toll

Arbitron always had competitors, and none more serious than Birch Research, which had a national telephone-based system that earned respect from its customers. Birch could no longer bear the weight of a sagging economy, though, and shut its doors in 1992, after 13 years in business. That meant Arbitron was alone in the radio ratings business, and that left managers uneasy over their prospects at contract renewal time.

Kurt Hanson, head of Strategic Media Research, jumped in to fill the void left by Birch's demise with AccuRatings. That effort eventually died for the same reason that Arbitron's previous competitors went away: The radio industry won't support two ratings services.

The FCC took its first steps toward massive deregulation when it relaxed its duopoly rules. Companies were now allowed to own two AMs and two FMs in a market, and companies immediately

began to seize the opportunities. Despite this being the first time that year-to-year industry revenues had declined since the birth of radio advertising, radio stations were valuable. Jacor Communications fell into the Zell/Chillmark fund. Premiere Radio Networks went public, as did Saga Communications. And Infinity Broadcasting shelled out \$100 million for the Cook-Inlet radio properties.

Nor was all quiet on the record-industry front. Richard Branson sold his Virgin Music Group for nearly a half-billion dollars to Thorn-EMI. Madonna and her manager, Freddy DeMann, created Maverick and cemented ties with Time-

Warner.

Digital radio continued its development in 1992. Although the NAB had previously endorsed the Eureka-147 system, which operated on a band different from AM and FM, it switched gears and stood behind in-band, on-channel technology, which, if it worked, would theoretically allow broadcasters to go digital without giving up their current spectrum.

And, believe it or not, 1992 was the year Arbitron took the wraps off its "People Meter." The company said the device, when worn by a survey respondent, would monitor radio-listening habits. At the time Arbitron

figured it could get the technology to market by 1994. Here we are, nearly a decade later, and the radio industry is debating whether it even wants to be measured by the device.

Alas, 1992 was to be R&R's last year in the convention business for a while. Garth Brooks and ZZ Top headlined an explosive superstar show, while General H. Norman Schwartzkopf delivered a rousing keynote address.



PERSPECTIVES

Feds Get Stern With Indecency Rules

The FCC imposed a record \$105,000 indecency fine on Greater Media's KLSX/Los Angeles for segments of *The Howard Stern Show* that dealt with such topics as masturbation, rectal bleeding and penis size.

"We believe that the subject excerpts from *The Howard Stern Show* are indecent in that they contain language that describes sexual and excretory activities and organs in patently offensive terms," stated the commission's notice of apparent liability to Greater Media.

Responding to speculation that the fine was designed to discourage stations from carrying Stern, who was heard then in 10 markets, Greater Media Exec. VP Tom Milewski said, "We plan to keep airing *The Howard Stern Show*."

The fine was based on two detailed complaints filed by Al Wescott, a former Los Angeles-area resident. Those filings include transcripts of 47 particularly graphic snippets of the Stern show.

Among the quotes:

- "The closest I came to making love with a black woman was I, uh, masturbated to a picture of Aunt Jemima on a pancake box. I did it right on her kerchief."
- "First I want to just strip and rape [KLOS/Los Angeles morning hosts] Mark and Brian. I want my two bitches laying there in the cold, naked. I want them bleeding from the buttocks."
- "I'll wipe my ass with Jay Thomas' star on the Hollywood Walk of Fame."

Robert W. Morgan: One Of The Best

The man former Boss Jock Scotty Brink called "the best disc jockey I ever heard" grew up in Galion, OH, a small Midwestern town a world away from the big time but close enough for him to pull in KYW/Cleveland at night and be bitten by the radio bug.



Robert W. Morgan

In 1955, at age 18, Robert W. Morgan ventured east to Wooster College — not too far from home — and there, according to Reel Radio's Bossography, for a buck an hour he became "The Rooster From Wooster" on WSST/Wooster, OH.

But Morgan's future was in California. It began with nights on KACY/Oxnard, originating live from the Wagon Wheel Bowl with *Kegler's Spare Time With Bob Morgan*. After an Army stint, Morgan worked at Classical KTEE/Carmel and did mornings at KMBY/Monterey. Then it was on to KMAK/Fresno (where he became Robert W.), KROY/Sacramento and KEWB/San Francisco. It was there that he met The Real Don Steele.

By 1965 both Morgan and Steele had been signed by their former Fresno competitor, Bill Drake, and were headed for Los Angeles to work for RKO's perennial loser, KHJ. Ron Jacobs, who had helped get Morgan hired at KMAK, became PD at KHJ. In Morgan's prime at the station, he had a 20 share.

Former *Billboard* Radio Editor Claude Hall says the success might have had something to do with how much fun Morgan seemed to be having. *KBIG/Los Angeles'* Charlie Tuna says, "One of my most vivid memories is what happened one morning when he was coming out of his house carrying a hair dryer. The police were going by, and they thought



JAWS 5, OEDIPUS 1

WBCN/Boston PD/air talent Oedipus adds underwater talent to his job title as he swims with sharks in a live remote from the New England Aquarium. While he wasn't bitten, the shark did nip Oedipus for a pair of Phish concert tickets.

the hair dryer was a gun. They stopped Robert and did a whole pat down. Robert was incensed. He got on the air and went on for three hours about the LAPD."

Tuna says that was one of the funniest shows he's ever heard on the radio. "Robert could take the simplest thing and turn it into something you wouldn't believe," he says.

For aspiring Boss Jocks, KHJ may have looked like heaven, but to Morgan the Promised Land was KMPC/Los Angeles and, more specifically, Dick Whittinghill's morning slot.

"Robert and I were in awe of KMPC in those days," recalls Tuna. "Sure, we were on a hot station, but KMPC had a traffic watch and newscpeople all over, and it was the station of the stars."

It was also the home of Whittinghill's rumored \$100,000 salary — compared to the \$35,000 KHJ was paying Morgan. After stops at WIND/Chicago and KIQQ/Los Angeles, syndicated programming and *Solid Gold* television voicework, Morgan finally made it to KMPC, doing weekends and fill-in. Eventually, however, he took over mornings and earned KMPC's highest ratings.

In 1982 Morgan left KMPC for KMGG/Los Angeles. In '86 he returned to KMPC, and in '92 he reunited with Don Steele across town at KRTH. On his first day he mentioned that he'd signed a 10-year deal. But it wasn't to be. Morgan died on May 22, 1998. For both broadcasters and listeners, radio hasn't been the same since.

RADIO

Norm Schrott WKHX/Atlanta President/GM ... John McConnell KGO/San Francisco Operations Director ... Alan Goodman WGAY & WWRC/Washington GM ... Bob Visotcky KHIH/Denver VP/GM ... Roy Sampson WCAO-AM & WXYV/Baltimore OM ... Elroy Smith WGCI-FM/Chicago PD ... Doug Sorenson KRVK/Kansas City PD ... Kevin Smith WNEW/New York VP/GM ... Dave Lange WCKG/Chicago PD ... Greg Tantum Exec. Editor KFWB/Los Angeles ... Gerry DeFrancesco President/Gannett Radio Division ... Jay Cook WDAE & WUSA/Tampa President/GM ... Marc Kaye KIIS/Los Angeles President/GM ... Craig Wilbraham KKBT/Los Angeles GM ... Rod Zimmerman KMOX/St. Louis VP/GM ... Steve Goldstein WTEM/Washington part-owner/GM ... Joel



Elroy Smith

Hollander WFAN/New York GM ... Kevin Weatherly joins KROQ/Los Angeles as PD ... Tracy Johnson KKLQ/San Diego PD ... Robert Neil Cox Exec. VP/Radio ... Bob Hamilton Director/Programming KFRC/San Francisco ... Kevin Metheny KQQL/Minneapolis PD ... Chris Claus KTWW/Los Angeles VP/GM ... Bill Bungeoth WPNT/Chicago GM ... Pat St. John WNEW-FM/New York PD ... Richard Penn WRKO/Boston VP/GM ... Dan Griffin VP/GM WCBS/New York ... Capstar ups John Cullen to Sr. VP, John King to WSIX/Nashville VP/GM ... Lloyd Roach WKSZ/Philadelphia VP/GM ... Mike Glickenhau XTRA/San Diego Exec. VP/GM ... John Fullam WKQI/Detroit President/GM ... Lee Logan Malrite Regional PD ... Alan Goodman WHTZ/New York VP/GM ... Michael Disney WCKG/Chicago VP/GM ... Dave Logan WLUP/Chicago PD ... Steve Rivers Pyramid Broadcasting VP/Programming ... Jeff Wyatt KIIS/Los Angeles PD ... Dave Robbins and Bob Moody Nationwide Group Program Managers ... Steve Goldstein Colfax Communications President ... David Kantor, Bart Catalane Exec. VPs ABC Radio Nets ... Greg Batusic WW1 Network Radio Division President ... Tom McKinley WASH & WTOP/Washington Exec. VP/GM ... Stephen Morris Arbitron President ... Dave Van Stone KHMV/Houston PD ... Bill Pasha Paxson Corporate PD ... Randy Bongarten WNCN/New York President/GM.



Dave Robbins



Doug Sorenson



Skip Bishop

Skip Bishop RCA VP/Pop Promo ... Bruce Tenenbaum MCA Sr. VP/Promo ... Jeffrey Naumann Virgin VP/Radio Promo ... Kyle Lehning Asylum/Nashville Exec. VP/GM ... Mark Golick MCA VP/Promo ... Steve Tipp VP/Contemporary Promo at Warner/Reprise ... Danny Goldberg Sr. VP Atlantic ... Benny Medina WB Black Music Division Sr. VP/GM ... Jerry Lembo Columbia VP/AC Promo ... Jack Satter Jive Sr. VP/Pop Promo ... Danny Buch Atlantic VP/Promo ... Dave Ross PLG Nat'l AOR ... Elaine Locatelli Columbia Nat'l AC ... Phil Quartararo Virgin President ... Michele Santosuosso RCA Dance Promo ... Jeffrey Bialock Capitol Pop Promo ... Scott Borchetta MCA Nashville VP/Field Promo ... Abbey Konowitch Maverick VP ... Hale Milgrim Capitol President/CEO ... Phil Costello Def American VP/Promo ... Nick Hunter joins Giant/Nashville as GM; Bill Mayne VP/Promo ... Geffen, DGC merge promo staffs; Bill Bennett GM ... Jean Riggins Capitol VP/GM, Black Music ... Bob Catania Elektra VP/Pop Promo ... Jim Elliott Arista VP/Top 40 Promo ... Bryan Switzer Atlantic/Nashville VP/Promo.

RECORDS



Bruce Tenenbaum

IN MEMORIAM

WAPW/Atlanta VP/GM Bill Phippen ... WMAL/Washington morning co-host Jackson Weaver ... Ddell Charles White, former All-Pro Broadcasting Corporate VP ... Roger Miller ... Country music legend Roy Acuff.

what if

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TRANS CONTINENTAL RECORDS, INC.

Ballads Blow Up

A quick scan of the 1992 CHR chart shows a lot of ballads at the top. "End of the Road" by Boyz II Men, "Save the Best for Last" by Vanessa Williams, "Sometimes Love Just Ain't



Celine Dion

Enough" by Patty Smyth & Don Henley and "I'll Be There" by Mariah Carey were the top four songs of the year.

Hair bands were pushed off the Rock charts this year, courtesy of Seattle-based Nirvana, who landed three top 10 tracks at AOR. Another band from the great Northwest was Pearl Jam, whose album *Ten* produced the hits "Even Flow" and "Jeremy," among others.

U2's *Achtung Baby* topped the New Rock album chart, but the biggest rock group in '92

were The Black Crowes, who had four No. 1 tracks at AOR.

Celine Dion led the ballad glut of 1992. The Canadian-born singer had three chart-topping AC hits with "If You Asked Me To," "Nothing Broken but My Heart" and the theme from the movie *Beauty and the Beast* — a duet with Peabo Bryson.

And who could forget Eric Clapton's powerful "Tears in Heaven," a song recorded in memory of his son, who died tragically after falling out of a high-rise window? The song was a hit at CHR, AOR and AC.

On the Urban side, '92 was the debut year for Chicago-born R. Kelly, who, with his group Public Announcement, topped the chart twice, once with the year's biggest hit, "Honey Love," and again with "Slow Dance (Hey Mr. DJ)." TLC came on the scene in '92, too, with their debut album, *Oohh... On the TLC Tip*. Hits from that album included "Ain't 2 Proud 2 Beg," "Baby-Baby-Baby" and "What About Your Friends."

Over at Country, Brooks & Dunn, Tracy Lawrence and Wynonna each had three No. 1 hits at the format in a year that saw a lot of chart activity, as 44 different songs reached the top spot.



The Black Crowes

CHR

- 1 BOYZ II MEN End Of The Road
- 2 VANESSA WILLIAMS Save The Best For Last
- 3 PATTY SMYTH w/DON HENLEY Sometimes Love Just Ain't Enough
- 4 MARIAH CAREY I'll Be There
- 5 TLC Baby, Baby, Baby
- 6 EN VOGUE My Lovin' (You're Never Gonna Get It)
- 7 RED HOT CHILI PEPPERS Under The Bridge
- 8 JON SECADA Just Another Day
- 9 CELINE DION If You Asked Me To
- 10 MICHAEL JACKSON Remember The Time
- 11 SHANICE I Love Your Smile
- 12 ELTON JOHN The One
- 13 MARIAH CAREY Make It Happen
- 14 PM DAWN I'd Die Without You
- 15 TOM COCHRANE Life Is A Highway
- 16 BOBBY BROWN Humpin' Around
- 17 ERIC CLAPTON Tears In Heaven
- 18 ATLANTIC STARR Masterpiece
- 19 PRINCE & THE NEW POWER GENERATION Diamonds And Pearls
- 20 MADONNA This Used To Be My Playground



AC

- 1 ELTON JOHN The One
- 2 PETER CETERA Restless Heart
- 3 VANESSA WILLIAMS Save The Best For Last
- 4 PATTY SMYTH w/DON HENLEY Sometimes Love Just Ain't Enough
- 5 GENESIS Hold On My Heart
- 6 JON SECADA Just Another Day
- 7 CELINE DION If You Asked Me To
- 8 ERIC CLAPTON Tears In Heaven
- 9 RICHARD MARX Hazard (The River)
- 10 K.D. LANG Constant Craving
- 11 ATLANTIC STARR Masterpiece
- 12 CELINE DION Nothing Broken But My Heart
- 13 RICHARD MARX Take This Heart
- 14 AMY GRANT I Will Remember You
- 15 MICHAEL BOLTON Missing You Now
- 16 KENNY LOGGINS The Real Thing
- 17 PAUL YOUNG What Becomes Of The Brokenhearted
- 18 CELINE DION & PEABO BRYSON Beauty And The Beast
- 19 MARIAH CAREY I'll Be There
- 20 VANESSA WILLIAMS Just For Tonight



AOR TRACKS

- 1 NIRVANA Come As You Are
- 2 PEARL JAM Even Flow
- 3 BLACK CROWES Thorn In My Pride
- 4 SPIN DOCTORS Little Miss Can't Be Wrong
- 5 OZZY OSBOURNE Mama, I'm Coming Home
- 6 RED HOT CHILI PEPPERS Under The Bridge
- 7 TOM COCHRANE Life Is A Highway
- 8 U2 One
- 9 ARC ANGELS Living In A Dream
- 10 TESLA What You Give
- 11 BLACK CROWES Remedy
- 12 BAD COMPANY How About That
- 13 BLACK CROWES Sting Me
- 14 MEN Church Of Logic, Sin & Love
- 15 OZZY OSBOURNE Road To Nowhere
- 16 PEARL JAM Jeremy
- 17 GENESIS I Can't Dance
- 18 SAIGON KICK Love Is On The Way
- 19 GUNS N' ROSES November Rain
- 20 METALLICA Nothing Else Matters

NEW ROCK ALBUMS

- 1 U2 *Achtung Baby*
- 2 CURE *Wish*
- 3 MORRISSEY *Your Arsenal*
- 4 INXS *Welcome To Wherever You Are*
- 5 B-52'S *Good Stuff*
- 6 SOCIAL DISTORTION *Somewhere Between Heaven And Hell*
- 7 CHARLATANS U.K. *Between 10th And 11th*
- 8 CRACKER *Cracker*
- 9 NIRVANA *Nevermind*
- 10 SOUP DRAGONS *Hotwired*
- 11 SUGARCUBES *Stick Around For Joy*
- 12 TEENAGE FANCLUB *Bandwagonesque*
- 13 RED HOT CHILI PEPPERS *Blood Sugar Sex Magik*
- 14 CONCRETE BLONDE *Walking In London*
- 15 XTC *Nonsuch*
- 16 PETER GABRIEL *Us*
- 17 R.E.M. *Automatic For The People*
- 18 JESUS & MARY CHAIN *Honey's Dead*
- 19 FAITH NO MORE *Angel Dust*
- 20 IN MCCULLOCH *Mysterio*



COUNTRY

- 1 DIAMOND RIO Norma Jean Riley
- 2 JOE DIFFIE Ships That Don't Come In
- 3 MCBRIDE & THE RIOE Sacred Ground
- 4 TRISHA YEARWOOD The Woman Before Me
- 5 SHENANDOAH Rock My Baby
- 6 JOHN ANDERSON When It Comes To You
- 7 VINCE GILL Take Your Memory With You
- 8 BROOKS & DUNN Neon Moon
- 9 REBA MCENTIRE Is There Life Out There
- 10 ALAN JACKSON Dallas
- 11 BILLY DEAN If There Hadn't Been You
- 12 TRACY LAWRENCE Today's Lonely Fool
- 13 LEE ROY PARNELL What Kind Of Fool Do You Think I Am
- 14 RANDY TRAVIS If I Didn't Have You
- 15 MARK CHESNUTT I'll Think Of Something
- 16 SAWYER BROWN Some Girls Do
- 17 VINCE GILL I Still Believe In You
- 18 BROOKS & DUNN Boot Scootin' Boogie
- 19 GEORGE STRAIT So Much Like My Dad
- 20 OUG STONE Warning Labels

CONTEMPORARY JAZZ ALBUMS

- 1 GRP ALL-STAR BIG BAND *GRP All-Star Big Band*
- 2 CHARLES FAMBROUGH *The Proper Angle*
- 3 ELLIS MARSALIS *Heart Of Gold*
- 4 JOEY DEFRANCESCO *Reboppin'*
- 5 BOBBY WATSON *Present Tense*
- 6 EDDIE DANIELS & GARY BURTON *Benny Rides Again*
- 7 BENNY GREEN TRIO *Testifyin' — Live At The Village Vanguard*
- 8 JIMMY SCOTT *All The Way*
- 9 PAT METHENY *Secret Story*
- 10 DAVID SANBORN *Upfront*
- 11 GERALD ALBRIGHT *Live At Birdland West*
- 12 VANESSA RUBIN *Soul Eyes*
- 13 KEVIN EUBANKS *Turning Point*
- 14 KENNY GARRETT *Black Hope*
- 15 GERRY MULLIGAN *Re-Birth Of The Cool*
- 16 ROY HARGROVE *The Vibe*
- 17 ABBEY LINCOLN *You Gotta Pay The Band*
- 18 BRANFORD MARSALIS *I Heard You Twice The First Time*
- 19 CHARLIE HADEN-QUARTET WEST *Haunted Heart*
- 20 CLAYTON BROTHERS *The Music*

NAC ALBUMS

- 1 PAT METHENY *Secret Story*
- 2 PETER WHITE *Excusez-Moi*
- 3 ENYA *Shepherd Moore*
- 4 AL JARREAU *Heaven And Earth*
- 5 RIPPINGTONS *Weekend In Monaco*
- 6 SAM RINEY *Talk To Me*
- 7 BOBBY CALDWELL *Stuck On You*
- 8 TOM GRANT *In My Wildest Dreams*
- 9 GROVER WASHINGTON JR. *Next Exit*
- 10 RANDY CRAWFORD *Through The Eyes Of Love*
- 11 NAJEE *Just An Illusion*
- 12 KILAUEA *Tropical Pleasures*
- 13 BONEY JAMES *Trust*
- 14 DAVID SANBORN *Upfront*
- 15 EVERETTE HARP *Everette Harp*
- 16 OTTMAR LIEBERT & LUNA NEGRA *Solo Para Ti*
- 17 JULIA FORDHAM *Sweet*
- 18 SPECIAL EFX *Global Village*
- 19 GRANT GEISSMAN *Time Will Tell*
- 20 BOB JAMES & EARL KLUGH *Cool*

URBAN

- 1 R. KELLY & PUBLIC ANNOUNCEMENT Honey Love
- 2 PATTI LABELLE Somebody Loves You Baby
- 3 TRACIE SPENCER Love Me
- 4 GLENN JONES Here I Go Again
- 5 MICHAEL JACKSON Remember The Time
- 6 TROOP Sweet November
- 7 TEVIN CAMPBELL Goodbye
- 8 KEITH SWEAT w/LL COOL J Why Me Baby
- 9 CHUCKII BOOKER Games
- 10 MIKI HOWARD Ain't Nobody Like You
- 11 JODECI Come & Talk To Me
- 12 HI-FIVE She's Playing Hard To Get
- 13 TLC Baby, Baby, Baby
- 14 AL B. SURE Right Now
- 15 AARON HALL Don't Be Afraid
- 16 EN VOGUE My Lovin' (You're Never Gonna Get It)
- 17 TEVIN CAMPBELL Alone With You
- 18 VANESSA WILLIAMS Save The Best For Last
- 19 JOE PUBLIC Live And Learn
- 20 MARY J. BLIGE You Remind Me



"It's certainly possible that my good numbers are a wobble and that Howard's down book is a wobble, but I think people are curious about evil, and I think he's evil."

— KHS/Los Angeles morning man Rick Dees

R&R 30 YEARS

SIGNS OF THE TIMES

- KLAX skyrockets 21st to first; first Spanish-language station to lead in Los Angeles.
- Mel Karmazin is in control at Unistar.
- Some radio stations are reportedly editing *The Howard Stern Show*.
- Evergreen Media files a \$64 million stock offering
- IBM and Blockbuster to develop "instant" CDs.
- KSOL/San Francisco morning man Mancow Muller is suspended over a stunt that jammed traffic at the Bay Bridge toll plaza.
- Thomas Mottola and Mariah Carey wed.
- Terry Jacobs exits Jacor chair in management shakeup.
- EMRC discredits Atlanta Arbitron.
- Station trading brisk again, but financing still scarce.
- PolyGram purchases Motown for \$325 million.
- Hirsch launches OmniAmerica with \$100 million-plus bankroll.
- Westwood One acquires Unistar; Infinity buys a portion of WW1.
- A \$45 million suit is filed over Howard Stern's cancellation on WLUP/Chicago.
- Survey says ... boomers switch stations most.
- Sony Music takes the wraps off 550 Music; Polly Anthony to serve as GM.

year 1993

The Scent Of Deregulation

Bill Clinton was sworn into the Oval Office in 1993. How could those in the radio business have predicted that this Democrat and the FCC commissioners he appointed would

be the driving force behind the deregulation that would revolutionize the industry?

Mel Karmazin could have. In 1993 R&R reported that Karmazin was already sowing the seeds of deregulation in meetings with key members of Congress and the FCC. The relaxation of duopoly rules in '92 was a nice start, but Karmazin and many of his contemporaries felt that radio could only be on equal footing with other media if it were drastically deregulated. In the meantime, the Clinton administration (mainly at the behest of VPAI Gore) had its own agenda for telecommunication reform. Thus, the wheels were in motion.

Meanwhile, Karmazin wasn't waiting for the government to give the green light to expand. He assumed control of Unistar, invested in Westwood One and merged the two operations. Clear Channel, meanwhile, acquired Metroplex Communications, but

it had to divest some of its stations in order to stay under the FCC limit. It attempted to spin off 11 stations to Jim Snowden, one of its African-American owners, but the FCC didn't take

kindly to the deal, considering that Clear Channel planned to finance it. The proposal was eventually dropped.

R&R's Alternative department — it was called New Rock in 1993 — exploded. No fewer than 18 stations signed on, including key outlets in Phoenix, St. Louis, Cincinnati, Atlanta and Cleveland.

News/Talk also continued its stunning success. Rush Limbaugh might have supported George Bush in the '92 election, but he couldn't have been happier that Clinton won. He now had someone to rail against during the midterm elections. Meanwhile, his second-largest affiliate, KFI/Los Angeles,

surpassed heritage Talker KABC for the first time. Another affiliate, WWDB/Philadelphia, had a stellar year, thanks, in part, to Limbaugh. It held on to six shares throughout the year.



PERSPECTIVES

The Long Saga Of The Arbitron People Meter

As 1992 gave way to 1993, Arbitron announced a new way to measure broadcast usage. The company expected the new People Meter technology to be in place in two years. A decade later, as we all know, the meter is still not in use, and there is little expectation that it will be in commercial use in the near future. Here is a story from 10 years ago announcing the People Meter.

There's probably no better way to symbolize the end of the Cold War than with Arbitron's announcement that it intends to refashion anti-submarine warfare technology of the '80s into broadcasting's measurement tool of the '90s.

The ratings company's long-rumored development of a passive audience device takes the form of a "Pocket People Meter," a pager-sized accessory that will track an individual's radio and TV choices.

Arbitron officials stress that development is still in the hardware stage, that user testing has not begun and that there are many more questions about the system than there are answers. They expect the first markets to begin measurement in two years.

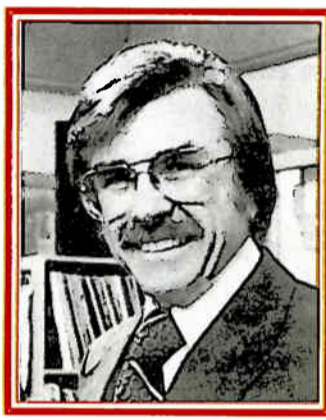
"This is a dramatic advance in the state of the art," remarked Arbitron President Stephen Morris. "It should have huge benefits for broadcasters, agency people and advertisers, and we should be able to do this at an affordable cost."

Stations will air an inaudible stream of digital data that's transmitted acoustically and picked up by a microphone in the meter. The consumer then sets the unit in a cradle and sends the data to Arbitron's computer, where it's processed and turned into books, online data and CD-ROMs.

It's A Bird, It's A Plane, It's Gary Owens!

In 1993 Los Angeles radio legend Gary Owens was holding down mornings at KJQY/Los Angeles following a 20-year career at crosstown KMPC.

Plankton, SD, Gary Owens' hometown, is 25 miles west of Mitchell, which is 75 miles west of Sioux Falls, a hop, skip and a jump north of the Iowa state line. "We told my folks we were going to Iowa for the weekend," says Owens.



Gary Owens

Instead, he and his best friend, both 15, crossed the Rockies and drove to California. "I said to myself, 'This is where I've got to be.'" Owens recalls. "I didn't know whether I was going to be a cartoonist or go into radio and television."

A year or so after the trip to California, the radio bug bit. Owens didn't give up cartoons though. They would become a big part of his life, but not in the way he imagined.

At 16, with a voice that had changed from a prepubescent squeak to an announcer's mellifluous tones, he joined KORN/Mitchell as a "hyphenated teenaged newsman-dance band remote announcer," he says. "The only way you could hear yourself on

those remotes was to put your hand up to your ear."

Owens arrived at KOIL/Omaha in '57 — as a newsman, not a jock. He was teamed with a morning man with a head full of steam. One morning the jock exploded, shot an expletive at owner Don Burden and walked off the air. The phone rang: "Gary, you've got to take over." Owens couldn't run a board and spent half the show apologizing for his mistakes, but he got better. In fact, he was a natural.

Todd Storz and Bill Stewart, across town at KOWH, conspired to get him out of Omaha. He moved to KIMN/Denver. Radio in the morning and a kids' TV show in the



ROCKIN' THE OUTDOORS

When you're going to use a billboard to promote the station, you want an image that stays in the mind, such as these by KISW-FM/Seattle (top) and WKLQ-FM/Grand Rapids.

afternoon, immediately followed by a local newscast. For the kiddie show, he wore a bad chicken suit and had only a few minutes to shuck it before the news.

One day he ran into a friend and lost track of the time. The stage manager panicked. Time for a quick change, but the zipper broke. "So, I'm doing a newscast with a beak over my head," Owens says. He kissed news anchoring goodbye but kept the kids' show. Shortly thereafter the McLendon boys called.

Don Keyes was Gordon McLendon's National PD. Keyes called about KILT/Houston. "I was a troubleshooter for McLendon," says Owens. "We'd get the ratings up, and I'd go somewhere else. McLendon had it down to a science."

In 1958 Owens left McLendon for WIL/St. Louis. In 1959 Chuck Blore called with an offer to go to KFWB/San Francisco. "You're probably making more in St. Louis," said Blore. Owens was tempted. He still dreamed of California. That night a tornado hit St. Louis. Owens accepted the job and headed west.

From there it was a short trip to Los Angeles and KFWB. Owens hit his stride on KFWB, but he wanted more. Despite the risk, in 1962 he left his No. 1 morning show and moved over to KMPC. It was different there: no rock 'n' roll. KMPC was about Sinatra and Ella, but the real deal was that it had the ears of Hollywood's movers and shakers.

Step back and look at Owens' career: Top 40 pioneer; voice of television networks; thousands of commercials; tons of cartoon work; movies; and, no, we'll never forget *Laugh-In* and beautiful downtown Burbank.

RADIO

- J.D. Freeman VP/GM at KLAC & KZLA/Los Angeles ... Eddie Esserman VP/GM at KABL, KNEW & KSAN/San Francisco ... Dave Shakes KMEL/San Francisco PD ... Todd Cavanaugh WBBM/Chicago PD ... Mary Catherine Sneed Summit Communications Exec. VP/Radio ... Frank Cody CEO, Brian Stone COO at Broadcast Architecture ... Paul Marszalek KFOG/San Francisco PD ... Steve Smith WQHT/New York PD ... Clancy Woods WFOX/Atlanta GM ...



J.D. Freeman



Bruce Reese

- Scott Herman VP/GM of WINS/New York ... Greg Solk WLUP-AM/Chicago VP/Programming ... Andy Bloom Greater Media VP/Programming ... Robert Hall Sr. VP/Programming at ABC Radio Nets ... Bruce Reese Bonneville International President ... Charlie Seraphin KRLD/Dallas VP/GM ... Allan Hotlen KOIT/San Francisco PD ... Kevin Stapleford VP/Programming at XTRA-FM/San Diego; Mike Halloran PD/MD ... Mark Chernoff WFAN/New York PD ... Garrett Michaels WPLY/Philadelphia PD ... Ricky Tatum President/GM, Mary White VP/Sales, Lawrence Tanter VP/PD,

as KQBR/Sacramento goes NAC ... Ted Utz WIBF/Philadelphia VP/GM ... Mike Summers KXRK/Salt Lake City VP/Operations & Programming ... Brian Philips WNNX (99X)/Atlanta PD ... Tom Joyner joins ABC Radio Nets. ... KMEL/San Francisco ups Dick Kelley to VP/GM ... Keith Naftaly now Evergreen VP/Programming ... Gregg Steele OM at KRXX & KMZZ/Minneapolis ... Dave Ervin KBIG/Los Angeles PD ... Greg Stevens KKLQ/San Diego PD ... Dan Mason Group W Radio President ... Dave Beasing KXEZ/Los Angeles PD ... Steve Streit WASH/Washington PD ... WLTW/New York promotes Rona Landy to VP/GM ... Dan Seeman KFAN/Minneapolis Station Manager ... Al Peterson VP/Operations, PAR Broadcasting ... Tom Poleman PD at KRBE/Houston.



Mike Halloran



Tony Brown

- Jon Leshay Elektra Sr. VP/Promo ... Ralph Simon Capitol Exec. VP ... Fred Davis Exec. VP, Ken Lane Sr. VP/Promo at EMI ... Bob Catania Geffen/DGC promo ... Ron Gregory VP/Pop Promo at Elektra ... Shelia Shipley Decca Sr. VP/GM ... Rick Blackburn Atlantic/Nashville President ... Phil Costello, Bruce Reiner Capitol VP/Promo, Nat'l Pop Promo, respectively ... Ron Urban Sony Sr. VP ... Atlanta sets jazz division; Michelle Taylor Sr.

RECORDS



Joe Riccitelli

- Dir. ... Bill Pfordresher Zoo VP/Promo ... Harvey Leeds, Barbara Seltzer Epic VPs/Promo ... John Barbis PLG Exec. VP ... Bruce Hinton Chairman, Tony Brown President at MCA/Nashville ... Arif Marden Atlantic Sr. VP ... Vicki Leben, Joe Riccitelli PLG VPs/CHR ... Kyle Lehning Asylum President ... Dave Loncao RCA VP/Album Rock Promo ... Clarence Avant Motown Chairman ... Phil Quarataro President/CEO of Virgin Records America ... Val Azzoli Atlantic Exec. VP/GM ... Thomas Mottola President/COO Sony Music Entertainment ... Jerry Greenberg MJJ President ... Gary Gersh Capitol President/CEO ... Tim DuBois Arista/Nashville President.

Call Out The Bodyguard!

Whitney Houston dominated box-office figures as well as the music charts in '93. Her vehicle: the smash motion picture *The Bodyguard*. The biggest song from the soundtrack was "I Will Always Love You," and its other hits included "I Have Nothing" and Houston's cover of Chaka Khan's smash "I'm Every Woman."

Houston's Arista labelmate Kenny G's *Breathless* album featured the CHR, AC and NAC hits "Forever Love" and "By the Time This Night Is Over."

Janet Jackson moved over to Virgin after a long run at A&M, and her winning streak continued. Janet featured the hits "That's the Way Love Goes" — which spent six weeks atop the CHR chart and two weeks atop Urban — "If" and "Again."

1993 was the comeback year for Duran Duran. The band topped the CHR chart with "Ordinary World" and peaked at No. 2 with "Come Undone." Speaking of comebacks, Meat Loaf landed his first hit in 15 years with "I'd Do Anything for Love (But I Won't Do That)" from his *Bat Out of Hell II* album.

While Toni Braxton first charted in '92, her self-titled debut album was released in 1993, which signaled the start of a career that is still going strong today. '93 was the year Braxton had the multiformat hits "Another Sad Love Song" and "Breathe Again."

The year's biggest AOR album was Soul Asylum's *Grave Dancers Union*. Aerosmith came in second with their *Get a Grip* album. Two of the decade's biggest rock and alternative songs were released in '93. Most Active Rock and Alternative stations will find Stone Temple Pilots' "Plush" and "Are You Gonna Go My Way" by Lenny Kravitz in their power gold category.

On the Country chart, Alan Jackson, Reba McEntire, Alabama and George Strait each had three No. 1 hits. But nobody had a bigger year than Garth Brooks, who topped the Country chart five separate times with tracks from his *That Summer* and *In Pieces* albums.



Toni Braxton

CHR

- MARIAH CAREY Dreamlover
- JANET JACKSON That's The Way Love Goes
- UB40 Can't Help Falling In Love
- SWV Weak
- PM DAWN Looking Through Patient Eyes
- VANESSA WILLIAMS & BRIAN MCKNIGHT Love Is
- WHITNEY HOUSTON I Have Nothing
- SPIN DOCTORS Two Princes
- TONY TONI TONE If I Had No Loot
- JANET JACKSON If
- SHAI Baby I'm Yours
- SILK Freak Me
- TONI BRAXTON Another Sad Love Song
- DURAN DURAN Come Undone
- DURAN DURAN Ordinary World
- WHITNEY HOUSTON I Will Always Love You
- JADE Don't Walk Away
- SWV Right Here/Human Nature
- ROD STEWART Have I Told You Lately
- BILLY JOEL The River Of Dreams



AC

- VANESSA WILLIAMS & BRIAN MCKNIGHT Love Is
- RESTLESS HEART /WARREN HILL Tell Me What You Dream
- KENNY G Forever In Love
- BILLY JOEL The River Of Dreams
- PEABO BRYSON & REGINA BELLE A Whole New World
- KENNY G /PEABO BRYSON By The Time This Night Is Over
- AARON NEVILLE Don't Take Away My Heaven
- ROD STEWART Reason To Believe
- EXPOSE I'll Never Get Over You (Getting Over Me)
- RICK ASTLEY Hopelessly
- ROD STEWART Have I Told You Lately
- TINA TURNER I Don't Wanna Fight
- STING Fields Of Gold
- ELTON JOHN Simple Life
- CELINE DION & CLIVE GRIFFIN When I Fall In Love
- JON SECADA Angel
- JON SECADA I'm Free
- WHITNEY HOUSTON I Have Nothing
- PETER CETERA Even A Fool Can See
- MARIAH CAREY Dreamlover



NEW ROCK ALBUMS

- DEPECHE MODE *Songs Of Faith And Devotion*
- U2 *Zooropa*
- NEW ORDER *Republic*
- MIDNIGHT OIL *Earth And Sun And Moon*
- BELLY *Star*
- CRANBERRIES *Everybody Else Is Doing It, So Why Can't We?*
- TEARS FOR FEARS *Elemental*
- PORNO FOR PYROS *Porno For Pyros*
- B.E.M. *Automatic For The People*
- STING *Ten Summoner's Tales*
- LENNY KRAVITZ *Are You Gonna Go My Way*
- THE THE *Dusk*
- SMASHING PUMPKINS *Siamese Dream*
- SOUL ASYLUM *Grave Dancers Union*
- JESUS JONES *Perverse*
- BLIND MELON *Blind Melon*
- 10,000 MANIACS *Our Time In Eden*
- WORLD PARTY *Bang!*
- DURAN DURAN *Duran Duran*
- RADIOHEAD *Pablo Honey*

COUNTRY

- VINCE GILL No Future In The Past
- TRACY LAWRENCE Can't Break It To My Heart
- CLAY WALKER What's It To You
- DWIGHT YOAKAM Ain't That Lonely Yet
- COLLIN RAYE That Was A River
- LITTLE TEXAS What Might Have Been
- PATTY LOVELESS Blame It On Your Heart
- ALAN JACKSON Tonight I Climbed The Wall
- BILLY RAY CYRUS In The Heart Of A Woman
- TOBY KEITH Should've Been A Cowboy
- JOHN MICHAEL MONTGOMERY I Love The Way You Love Me
- DOUG SUPERNAW Reno
- MARK CHESNUTT It Sure Is Monday
- GEORGE STRAIT Easy Come, Easy Go
- ALABAMA Reckless
- ALAN JACKSON Chattahoochee
- HAL KETCHUM Hearts Are Gonna Roll
- DOUG STONE Made For Lovin' You
- TRACY BYRD Holdin' Heaven
- BROOKS & DUNN We'll Burn That Bridge

AOR TRACKS

- STONE TEMPLE PILOTS Plush
- BROTHER CANE Got No Shame
- LENNY KRAVITZ Are You Gonna Go My Way
- AEROSMITH Cryin'
- BLIND MELON No Rain
- CRY OF LOVE Peace Pipe
- GIN BLOSSOMS Hey Jealousy
- SPIN DOCTORS Two Princes
- SOUL ASYLUM Runaway Train
- PEARL JAM Black
- AEROSMITH Livin' On The Edge
- ROBERT PLANT 29 Palms
- AC/DC Big Gun
- STING If I Ever Lose My Faith In You
- JOHN MELLENCAMP Human Wheels
- COVERDALE/PAGE Pride And Joy
- SOUL ASYLUM Black Gold
- URGE OVERKILL Sister Havana
- BIG HEAD TODD & THE MONSTERS Broken Hearted Savior
- AEROSMITH Eat The Rich



URBAN

- MEN AT LARGE So Alone
- U.M.V. Something's Goin' On
- TONI BRAXTON Another Sad Love Song
- SILK Girl U For Me
- VERTICAL HOLD Seems You're Much Too Busy
- BRIAN MCKNIGHT One Last Cry
- BELL BIV DEVOE Something In Your Eyes
- LEVERT Good Ol' Days
- SADE Kiss Of Life
- JADE One Woman
- JOEY DEFRANCESCO Lately
- BIG BUB Tellin' Me Stories
- CHANTÉ MOORE It's Alright
- JANET JACKSON That's The Way Love Goes
- REGINA BELLE If I Could
- II D EXTREME Cry No More
- JADE Don't Walk Away
- TONY TONI TONE If I Had No Loot
- R. KELLY & PUBLIC ANNOUNCEMENT Dedicated
- JANET JACKSON If



CONTEMPORARY JAZZ ALBUMS

- NATALIE COLE *Take A Look*
- HORACE SILVER *It's Got To Be Funky*
- CHARLES FAMBROUGH *The Charmer*
- JOSHUA REDMAN *Joshua Redman*
- MULGREW MILLER *Hand In Hand*
- JOE HENDERSON *So Near, So Far (Musings For Miles)*
- BILLY TAYLOR *Dr. T.*
- LOU RAWLS *Portrait Of The Blues*
- MILT JACKSON *Reverence And Compassion*
- LEE RITENOUR *Wes Bound*
- AL GREY *Fab*
- DON PULLEN *Ode To Life*
- MICHEL CAMILO *Rendezvous*
- ROY HARGROVE *Of Kindred Souls*
- MILES DAVIS & QUINCY JONES *Live At Montreux*
- BENNY GREEN TRIO *That's Right*
- JOEY DEFRANCESCO *Live At The Five Spot*
- BILLY CHILDS *Portrait Of A Player*
- KEVIN MAHOGANY *Double Rainbow*
- NNENNA FREELON *Heritage*



"Broadcasters and reporters have a right to be wrong. They have a right to criticize and ridicule government officials. They have a right to be insufferable smartasses. They don't have a right to violate established rules on indecency. And that's where Stern gets in trouble."

— FCC Commissioner James Quello

R&R 30 YEARS

SIGNS OF THE TIMES

- Infinity and the FCC go nose-to-nose on indecency fines, but the commission approves the company's acquisitions of KRTH/Los Angeles and WPGC/Washington anyway.
- 1993 music sales: \$10 billion.
- Liberty to buy Beck-Ross Communications.
- FCC staffers to recommend new ownership rule changes.
- Sony and Warner band together for a radio network.
- Radio and fans mourn Nirvana's Kurt Cobain.
- Pearl Jam take to radio to bypass traditional ticketing.
- Howard Stern wins nomination as the Libertarian Party's candidate for New York governor.
- Whopper of a spectrum fee proposed by the White House.
- FCC nominees Ness and Chong earn Senate committee nods.
- The NAB turns up the heat on the spectrum royalty.
- FCC Chairman Reed Hundt promises tough female, minority employment policies.
- Radio revenues surpass \$1 billion in May.
- \$13 billion in radio business predicted by the end of the decade.
- Auto lease bill could net radio \$50 million.
- Stu Olds is the new President of Katz Group.
- Mo Ostin leaves WB "with a blaze." Larry Waronker reverses course and declines WB CEO position.

year 1994

At The Edge Of Their Seats

Radio deregulation became an openly debated topic in 1994, spurring industry veterans to ponder their place in the new order.

The Clinton administration was on a march to reorganize America's telecommunications priorities — you know, all that "information superhighway" stuff that VP Al Gore invented.

Most radio broadcasters didn't anticipate the extent to which their industry was to be affected by all this, but some did: Heftel Broadcasting went public; Bud Paxson built a Florida empire by merging with publicly traded American Network Group and creating Paxson Communications; and Mel Karmazin ended months of speculation by affiliating all of his Infinity stations with Interep, which created a division called Infinity Radio Sales.

Business turned out to be great for radio: The economy was roaring back, and it was the industry's first \$10 billion year, putting it in the same ranks as the recording and movie theater industries.

Relationships between the radio industry and the government weren't good, however. FCC Chairman Reed

Hundt frequently hinted at stronger regulation of broadcasters by way of EEO and indecency rules, and he floated the possibility of imposing spectrum fees. The FCC and Infinity had been nose-to-nose with each other for years, thanks to Howard Stern fines (he racked up a million dollars' worth in '93 alone), but the commission approved the sale of KRTH/Los Angeles and WPGC/Washington anyway.

The record industry proved to be in a tumultuous state in 1994. Warner Bros. Records President Mo Ostin left the label with just about everyone speculating that he would join the new Spielberg-Katzenberg-Geffen movie-music venture. Ostin's heir apparent, Larry Waronker, agreed, then declined to succeed Ostin. Meanwhile, two companies known for their formidable record labels and not their radio-industry experience, Sony and Time

Warner, banded together to form SW Networks.

There was big news at R&R too: Fifteen-year editor Joel Denver left the company and was replaced by Tony Novia, and Kevin McCabe signed on as Director/Charts & Formats.



PERSPECTIVES

In 1994, just two years prior to the radio industry's full-blown deregulation, R&R reported that Mel Karmazin was lobbying Congress for a relaxation of industry regulations. As you will read, many industry observers underestimated Karmazin's deregulatory vision.

Infinity Broadcasting President Mel Karmazin's recently unveiled effort to win further relaxation of radio ownership limits is being received with skepticism by Washington's communications policy community, which sees little political support for such action.

Karmazin has retained the law firm of Patton, Boggs & Blow to "pursue a legislative agenda that includes relaxing the ownership rules, which currently allow a single licensee to own 18 AM and 18 FM stations and will rise to 20/20 soon."

"It's in the interest of the American people to have more large radio groups like Infinity Broadcasting," Karmazin said. "In the age of mergers between cable television companies and telephone companies, what sense does it make to limit a licensee to 20 stations?"

A central piece of Karmazin's argument for easing the rules is his contention that the ownership limits are outmoded in an era when telecommunications giants like cable television operator TCI and the Bell Atlantic telephone company are being allowed to merge.

Media Access Project Exec. Director Andrew Schwartzman believes that Karmazin's argument is flawed because key members of Congress have expressed reservations about the TCI-Bell Atlantic deal.

A key House staffer echoed that opinion, adding that several members of Congress, including powerful House Energy and Commerce Committee Chairman John Dingell, hold deep-seated beliefs about the need for radio ownership limits.



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Gary Stevens: The 5-Billion-Dollar Man

After air personality, station manager and group head Gary Stevens exited radio, he embarked on a career as a station broker. By 1994 he had transacted some \$5 billion worth of radio stations.

The early '60s. Gary Stevens, already a major-market jock at WIL/St. Louis, set his sights on the Big Apple. "New York was like the Holy Grail," he says.

By 1964, the year he went to WKNR/Detroit, Stevens was still sending out tapes and working the phones. "Ruthie Meyer at WMCA was receptive to my contact, but I wasn't interested in an all-night show," he says. Even then, his game plan was to find a place where he thought he could grow.



Gary Stevens

WKNR's signal was poor, but Stevens says that didn't get in the way. "There were three Rockers, and we knocked 'em all off," he recalls. WKNR was just supposed to be a place for him to hang his hat until something better came along. "We never fully unpacked, then the station did really well, and we all took to the market and stayed," he says.

Long enough to earn a vacation. "My wife and I went to Europe," Stevens says. "For a schmooze, I sent Ruthie Meyer a postcard from Paris." He got a telegram from WMCA asking if he wanted to audition again. "I told Ruth, 'If you wanna hear me, you gotta hear me in my natural habitat,'" Stevens says. In other words, come to Detroit. Meyer snuck into town a day early. Not knowing this, Stevens threw out the format. The next day Meyer called.

"I was here yesterday, and you broke every format rule in the book — and it was great," said Meyer.

What Stevens remembers most is the lights of Manhattan. In the spring of 1965 he replaced B. Mitchell Reed on WMCA.

Reg Calvert, owner of one of England's pirate radio stations, was murdered. Parliament responded by passing the Marine Offenses Act, which made it illegal to provision the pirates. The pirate age was over, but not before Stevens got to play. He still did nights at WMCA, but during the day he recorded an hourlong show for Swing-ing Radio England.

In November of 1966 Radio England signed off. Stevens, still with WMCA, signed on for another year. By then he was becoming disenchanted with jocking.

Stevens moved to Europe. By 1970 he wanted to come home. Doubleday Broadcasting, KRIZ/Phoenix: Halfway through the interview, Stevens was offered the job. He went from KRIZ to KDWB/Minneapolis.

The research systems that John Sebastian and Steve Casey set up at KDWB opened doors at other Doubleday O&O's. "Their systems became a power base for me, and I was named Sr. VP of Research," says Stevens. On Dec. 7, 1977, Stevens was made President of Doubleday Broadcasting.

When the first round of deregulation began, he realized that asset-based investment bankers didn't understand the radio business. He knew that he had to market himself to the industry. "And the notion of Stevens going to Wall Street — well, I kinda liked that," he says.



WHICH ONE'S THE DUMMY?
KGGI-FM/Riverside morning man Hollywood Hamilton dangles from the light pole of a billboard promoting his show.

RADIO

Jan Jeffries Burkhardt/Douglas VP/Operations ... **Judy Ellis** WRKS & WQHT/New York Sr. VP ... **Stu Olds** Katz Group President ... **Elroy Smith** WGCI/Chicago OM ... **Michael Weiss** Infinity Radio Sales President ... **Bob Hamilton** KYLD & KYLZ/San Francisco-San Jose PD ... **Larry Wert** Evergreen Media/Chicago President; **Mike Fowler** VP/GM, **Dave Richards** PD at WWBZ/Chicago ... **John Gehron** ARS co-COO, Boston trombo manager ... **Don Benson** Jefferson-Pilot radio division Corporate VP ... **Michael Fisher** SW "Smooth FM" PD ... **Marty Loughman** to CEO of Shamrock Radio Group ... **Michelle Mercer** KPWR/Los Angeles PD ... **Weezie Kramer** WMAQ/Chicago VP/GM ... **Bob Visotcky** KYLD/San Francisco GM ... **Tom Calderone** joins Jacobs Media ... **Dave Shakes** Evergreen/San Francisco OM; **Michelle Santosuosso** KMEL PD ... **Charlie Seraphin** KJQY & KYXY/San Diego VP/GM ... **John Sebastian** KSLX/Phoenix PD ... **Tom Olson** Katz Corp. President ... **Gary Fisher** SW Network VP/Sales; **Paul Goldstein** joins as Exec. Producer ... **Matt Mills** WXKS/Boston Sr. VP/GM ... **Bev Tilden** WEEI/Boston Station Manager ... **Michael Packer** WXYT/Detroit VP/GM ... **Tom Owens** Jacor VP/Programming ... **Ted Edwards** WNEW/New York PD ... **Marc Kaye** President/GM at WDAE-AM & WUSA-FM/Tampa; **Roy Laughlin** VP/Station Manager at KIIS-AM & FM/Los Angeles ... **Bob McNeill** WW1 Format VP/Programming ... **Frankie Blue** The Box Dir./Programming ... **Steve Perun** KIIS/Los Angeles PD ... **Lee Chesnut** VH1 VP/Music Programming ... **Judy McGrath** MTV President ... **Sam Benrubi** WW1 Exec. VP/Dir. Sales ... **Dick Clark**, **Nick Verbitsky** revive United Stations Networks.



Frankie Blue



Jan Jeffries



Judy McGrath

RECORDS



Steve Becker



John Barbis

Don Ienner Columbia Records Group Chairman; **Dave Glew** Epic Records Group Chair; **Mel Ilberman** Sony Music Int'l Chairman; **Michele Anthony** Sony Music Entertainment Exec. VP; **Richard Griffiths** Epic President ... **Herb Alpert**, **Jerry Moss** return to record business with Almo Sounds ... **Doug Morris** President/COO Warner-U.S.; **Bob Krasnow** exits ... **Mel Lewinter** Warner Music Group Exec. ... **Russ Thyret**, **David Altschul** WB Vice Chairmen ... **Bill Mayne** WB/Nashville Sr. VP/Promo ... **Davitt Sigerson** EMI President/CEO ... **Joe Galante** RCA/Nashville Chairman ... **Strauss Zelnick** to oversee BMG North American Music ... **Sky Daniels** Sr. VP/Promotion at Island ... **Seymour Stein** President of Elektra ... **Ray Gmeiner** Zoo VP/Rock Promo ... **Stu Cohen** WB Sr. VP/Promo ... **Peter Napoliello** EMI Sr. VP/Promo ... **Tommy LiPuma** GRP President ... **Steve Leeds** VP/Alternative Promo at PLG ... **Al Teller** MCA Exec. VP ... **Doug Morris** Chairman/CEO of Warner Music; **Danny Goldberg** Chairman/CEO of WB label; **Val Azzoli** Atlantic President; **Mel Lewinter** President/COO (Goldberg later moved to Atlantic) ... **Harold Shedd** President, **Steve Miller** VP/GM, **Buddy Cannon** VP/A&R at revived Polydor/Nashville ... RCA establishes rock department ... **Nancy Levin** Priority Sr. VP/Promo ... **Rick Bisceglia** Arista Sr. VP ... **Steve Backer** GM at Giant ... **Tony Anderson** Columbia Sr. VP/Black Music ... **John Barbis** President at Island ... **Bryan Switzer** Atlantic Nashville VP/GM ... **Larry Stesse** EMI Sr. VP/GM ... **Bob Pfeifer** to Exec. VP Hollywood ... **Sylvia Rhone** Elektra/EastWest Chairman ... **Jean Riggins** Arista Sr. VP/Black Music ... **Greg Thompson** EastWest Sr. VP/Promo ... **Scott Borchetta** MCA/Nashville VP/Nat'l Promo ... **Randy Goodman** RLG Sr. VP/GM ... **Polly Anthony** now 550 Music President, Sr. VP Epic ... **Randy Miller** MCA Exec. VP/Marketing ... **Dale Turner** RCA/Nashville VP/Country ... **Missy Worth** Sr. VP Columbia ... **Oscar Fields** Motown Exec. VP/GM.

Putting On A New LaFace



Boyz II Men

The early '90s success of producers Kenneth "Babyface" Edmonds and Antonio "L.A." Reid led to the formation of the LaFace label. Among the first acts the duo signed: Toni Braxton, whose self-titled debut album included the multiformat hits "Breathe Again" and "You Mean the World to Me."

Newcomers Ace Of Base had four top 10 hits this year, but the big winner was "I'll Make Love to You" by Boyz II

Men, which set what was then a record by topping the CHR chart for 12 weeks. For that reason, only nine titles made it to No. 1 in '94.

John Michael Montgomery had the year's biggest Country hit with "I Swear." Then the pop vocal group All-4-One spent nine weeks atop the CHR chart with their version of the same song.

Arista Nashville had a huge year, thanks to the success of Alan Jackson (who had three No. 1 songs), BlackHawk and Brooks & Dunn, to name a few.

Stone Temple Pilots scored big on the newly named R&R Rock (formerly AOR) and Alternative (formerly New Rock) charts. The band had three top 10 hits at Alternative and four at Rock. Collective Soul were No. 1 for nine weeks with their freshman effort, "Shine." Counting Crows debuted strong with the likes of "Mr. Jones," "Round Here" and "Rain King."

At Urban radio, Janet Jackson's debut album for Virgin Records, *Janet*, yielded three No. 1 songs and four top 10 hits. Teen Tevin Campbell — who was discovered by Quincy Jones — managed to match Jackson's top 10 total.

Speaking of teen discoveries, 1994 was the year R. Kelly found a young lady named Aaliyah, and she impacted Urban radio with "Back & Forth" and "At Your Best (You Are Love)."

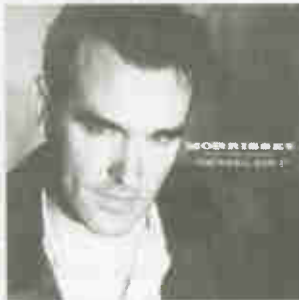
CHR

- 1 BOYZ II MEN I'll Make Love To You
- 2 ACE OF BASE The Sign
- 3 ALL-4-ONE I Swear
- 4 ACE OF BASE Don't Turn Around
- 5 PRINCE The Most Beautiful Girl In The World
- 6 LISA LOEB & NINE STORIES Stay (I Missed You)
- 7 COUNTING CROWS Mr. Jones
- 8 TONI BRAXTON You Mean The World To Me
- 9 BIG MOUNTAIN Baby, I Love Your Way
- 10 BABYFACE When Can I See You
- 11 MADONNA I'll Remember
- 12 COLLECTIVE SOUL Shine
- 13 JANET JACKSON Any Time, Any Place
- 14 JOHN MELLENCAMP Wild Night
- 15 CELINE DION The Power Of Love
- 16 JON SECADA If You Go
- 17 MARIAH CAREY Without You
- 18 AALIYAH Back & Forth
- 19 SALT-N-PEPA I/EN VOGUE Whatta Man
- 20 TEVIN CAMPBELL I'm Ready



AC

- 1 RICHARD MARX Now And Forever
- 2 TONI BRAXTON You Mean The World To Me
- 3 PHIL COLLINS Everyday
- 4 JON SECADA If You Go
- 5 ELTON JOHN Can You Feel The Love Tonight
- 6 CELINE DION The Power Of Love
- 7 JOSHUA KADISON Beautiful In My Eyes
- 8 TONI BRAXTON Breathe Again
- 9 MADONNA I'll Remember
- 10 MARIAH CAREY Without You
- 11 MARIAH CAREY Anytime You Need A Friend
- 12 AMY GRANT Lucky One
- 13 MICHAEL BOLTON Completely
- 14 ELTON JOHN Circle Of Life
- 15 WET WET WET Love Is All Around
- 16 BRUCE SPRINGSTEEN Streets Of Philadelphia
- 17 BONNIE RAITT You
- 18 ALL-4-ONE I Swear
- 19 JOHN MELLENCAMP Wild Night
- 20 MICHAEL BOLTON Said I Loved You ... But I Lied



COUNTRY

- 1 JOHN MICHAEL MONTGOMERY I Swear
- 2 VINCE GILL Tryin' To Get Over You
- 3 LEE ROY PARNELL I'm Holding My Own
- 4 BLACKHAWK Every Once In A While
- 5 TRAVIS TRITT Foolish Pride
- 6 SAMMY KERSHAW I Can't Reach Her Anymore
- 7 COLLIN RAYE Little Rock
- 8 MARY CHAPIN CARPENTER He Thinks He'll Keep Her
- 9 JOHN BERRY Your Love Amazes Me
- 10 NEAL MCCOY Wink
- 11 VINCE GILL Whenever You Come Around
- 12 BROOKS & DUNN She's Not The Cheatin' Kind
- 13 ALAN JACKSON Livin' On Love
- 14 TIM MCGRAW Don't Take The Girl
- 15 JOHN MICHAEL MONTGOMERY Be My Baby Tonight
- 16 BROOKS & DUNN That Ain't No Way To Go
- 17 ALAN JACKSON Summertime Blues
- 18 BOY HOWDY They Don't Make 'Em Like They Used To
- 19 NEAL MCCOY No Doubt About It
- 20 MARY CHAPIN CARPENTER Shut Up And Kiss Me

ROCK TRACKS

- 1 STONE TEMPLE PILOTS Interstate Love Song
- 2 COLLECTIVE SOUL Shine
- 3 PINK FLOYD Keep Talking
- 4 SOUNDGARDEN Black Hole Sun
- 5 ALICE IN CHAINS No Excuses
- 6 STONE TEMPLE PILOTS Vasoline
- 7 MEAT PUPPETS Backwater
- 8 CANDLEBOX Far Behind
- 9 STONE TEMPLE PILOTS Big Empty
- 10 PEARL JAM Dissident
- 11 SOUNDGARDEN Spoonman
- 12 LIVE Selling The Drama
- 13 CRACKER Low
- 14 PINK FLOYD Take It Back
- 15 TOAD THE WET SPOCKET Fall Down
- 16 NIRVANA All Apologies
- 17 ALICE IN CHAINS I Stay Away
- 18 HOOTIE & THE BLOWFISH Hold My Hand
- 19 COUNTING CROWS Rain King
- 20 AEROSMITH Deuces Are Wild



ALTERNATIVE

- 1 LIVE Selling The Drama
- 2 PEARL JAM Daughter
- 3 MORRISSEY The More You Ignore Me...
- 4 TOAD THE WET SPOCKET Fall Down
- 5 GREEN DAY Basket Case
- 6 CRASH TEST DUMMIES Mmm Mmm Mmm Mmm
- 7 SOUNDGARDEN Black Hole Sun
- 8 GREEN DAY Longview
- 9 R.E.M. What's The Frequency, Kenneth?
- 10 CRANBERRIES Zombie
- 11 COUNTING CROWS Einstein On The Beach
- 12 ALICE IN CHAINS No Excuses
- 13 COUNTING CROWS Mr. Jones
- 14 SEAL Prayer For The Dying
- 15 OFFSPRING Come Out And Play
- 16 STONE TEMPLE PILOTS Interstate Love Song
- 17 OFFSPRING Self Esteem
- 18 SMASHING PUMPKINS Disarm
- 19 BECK Loser
- 20 SHERYL CROW All I Wanna Do

URBAN

- 1 BOYZ II MEN I'll Make Love To You
- 2 R. KELLY Your Body's Callin'
- 3 AARON HALL I Miss You
- 4 TEVIN CAMPBELL I'm Ready
- 5 TONI BRAXTON You Mean The World To Me
- 6 TEVIN CAMPBELL Always In My Heart
- 7 JANET JACKSON Any Time, Any Place
- 8 AALIYAH Back & Forth
- 9 ZHANE' Sending My Love
- 10 AALIYAH At Your Best (You Are Love)
- 11 SWV I/WU-TANG CLAN Anything
- 12 ARETHA FRANKLIN Willing To Forgive
- 13 JODECI Feenin'
- 14 CHANGING FACES Stroke You Up
- 15 BABYFACE When Can I See You
- 16 ANITA BAKER Body & Soul
- 17 HEAVY D & THE BOYZ Got Me Waiting
- 18 ANGELA WINBUSH Treat U Rite
- 19 PRINCE The Most Beautiful Girl In The World
- 20 CECE PENISTON I'm Not Over You



NAC ALBUMS

- 1 EARL KLUGH Move
- 2 BOBBY CALDWELL Where Is Love
- 3 PAUL HARDCASTLE Hardcastle
- 4 BONEY JAMES Backbone
- 5 BOB JAMES Restless
- 6 TOM SCOTT Reed My Lips
- 7 NORMAN BROWN After The Storm
- 8 BASIA The Sweetest Illusion
- 9 DAVID BENOIT/RUSS FREEMAN Benoit/Freeman Project
- 10 PATTI AUSTIN That Secret Place
- 11 RANDY CRAWFORD Don't Say It's Over
- 12 GERALD ALBRIGHT Smooth
- 13 RONNY JORDAN The Quiet Revolution
- 14 PETER WHITE Reflections
- 15 RICK BRAUN Night Walk
- 16 BRIAN CULBERTSON Long Night Out
- 17 RUSS FREEMAN & RIPPINGTONS Sahara
- 18 FOURPLAY Between The Sheets
- 19 ANITA BAKER Rhythm Of Love
- 20 ARTIE TRAUM Letters From Joubee

"Women don't like listening to women DJs' was an excuse made up by male managers for not putting women on the air."

— KLOL/Houston PD Andy Beaubien

SIGNS OF THE TIMES

- Radio investment advisor Sonny Bloch pleads not guilty to fraud charges, then flees the country.
- EMI's Jimmy Bowen cites health problems, retires.
- The House of Representatives lifts the national ownership ceiling. Still in debate: local owner caps.
- Group W signals a desire to expand its radio holdings.
- Medium-market duopolies grow big-time.
- The industry is in shock over the fatal shooting of veteran record promoter Charlie Minor.
- Seagram buys 80% of MCA.
- Hispanic groups have Howard Stern's advertisers in their sights.
- The Talk Show Association award to G. Gordon Liddy sparks controversy.
- Capitol/Nashville is reborn, as Liberty and Patriot merge.
- Small radio coalition comes out against radio deregulation.
- Cash-rich DreamWorks/SKG labels sign with Geffen.
- Doug Morris sues Warner Music Group for \$50 million.
- Infinity Broadcasting is inducted into the New York Stock Exchange.
- Heritage Rocker WNEW becomes "New York's Rock Alternative."
- Evergreen Media becomes supergroup with the purchase of Pyramid Broadcasting.

year 1995
Radio Resets The Table

Negotiations over the Telecommunications bill left little doubt that the radio industry was about to be changed forever. The only question: To what degree would that change occur? Lawmakers in Washington dickered all year over the issue. The most libertarian of them wanted practically all ownership restrictions lifted, while the regulation-oriented wanted little change. A small group of renegade broadcasters rallied to keep current ownership limits.

But the pendulum was clearly swinging toward massive change, and operators weren't waiting for Congress to act: Group W and CBS completed their merger, creating a potent radio group led by former programmer Dan Mason. Later in the year the Walt Disney Company purchased Cap Cities/ABC for a cool \$19 billion, Evergreen Media bought Pyramid Broadcasting, and Citicasters and OmniAmerica merged.

As things turned out, both houses of Congress ended up passing versions of the Telecom Bill, but a breakdown in negotiations over the differing versions kept the legislation from

being voted on and signed into law until the following year.

Events in the record industry were certainly tumultuous. Changes in management at the media conglomerates and the creation of new key labels kept the corner offices at many of the major labels busy. Mo Ostin and Lenny Waronker, who had left Warner Bros. the previous year, landed at DreamWorks SKG. An entirely new management team was installed at the Warner labels. Doug Morris, who left his position at Warner Music in unceremonious fashion, sued his former employer before landing as head of Rising Tide Entertainment. He was later named to head MCA's Music Entertainment Group as MCA was being acquired by Seagram.

But nothing in the record industry made as many waves as the shocking death of veteran record promoter Charlie Minor, who was gunned down by a female acquaintance at his Malibu home one sunny Sunday afternoon. The former A&M Records executive was eulogized by hundreds of radio and record-industry figures at his Hollywood funeral.



PERSPECTIVES

Dreaming Up DreamWorks Records: David Geffen, Mo Ostin, Lenny Waronker

DG: Mo and I have been friends and have done business together for years. When I founded Geffen Records it was marketed and distributed through Warner Bros. After competing with each other for 15 years it'll be fun to be on the same side. We have the ultimate affection and regard for each other.

MO: We set up the artist as the highest priority. The primary driving force and emphasis will be the creative driving force, the music and the artist. We will not be affected as much by marketing, business, finance or lawyers.

LW: We'd like to think of ourselves as a creative environment not only in terms of the artist roster, but in terms of employees. The people we've gone into business with are clearly about that, and that's one of the things that attracted us to DreamWorks.

MO: We had to compete very hard at Warner Bros., and we'll continue to have to compete very hard. But we've been flattered by all of the interest from artists and executives who want to be with us, and I think there will be enough in both of those categories for us to do the job properly.

Lenny and I have built an incredibly successful relationship since 1966, when I hired him as a staff producer. We built what we feel was a great company and a tremendous artist roster. Lenny and I both have strengths that complement one another, and we actually work toward our strengths as people. I don't know that we've ever had a cross word.



David Geffen

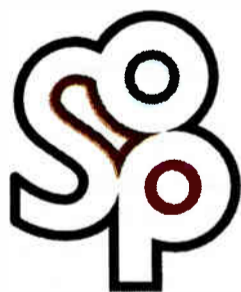
Mo Ostin

Lenny Waronker

We've put the ink on your paper for 11 years...

CONGRATULATIONS, R&R!

...We're happy to print your pages every week.



SOUTHWEST OFFSET PRINTING

13650 Gramercy Place Gardena, CA 90249-2465

Dick Purtan: Motor City Madman

In 1995 Dick Purtan celebrated his third decade in Detroit radio and owned the FM airwaves in mornings at the Motor City's WKQI.

Spiro Agnew was governor of Maryland before he became vice president. In the spring of 1968 he called WBAL/Baltimore GM Al Burke to complain about WBAL's new morning man, Dick Purtan.



Dick Purtan

"Fire that son of a bitch!" demanded Agnew. "He made fun of me."

Purtan had always done parodies of social and political types, and in Detroit his targets got the joke — but not Agnew. When Burke fired Purtan, he'd only been at WBAL for five weeks.

Purtan's career began at WOLF/Syracuse, where he joined a long line of jocks who'd been the Buckaroo Sandman, including Dick Clark. From there Purtan moved up to his hometown of Buffalo, where, in 1958, he became "Guy King" on WWOL for \$50 a week.

A chance meeting with lecturer David Susskind while in college at Syracuse University led Purtan

to a Top 40 gig in Jacksonville two years later. It was a lousy gig, but not long after that he earned his first big shot, at WSAI/Cincinnati, which commanded a 42 share in the Pulse.

His success at WSAI led to mornings in 1965 at WKNR/Detroit, which was in a pitched battle with Top 40 competitor CKLW. When the Drake format came to CKLW in 1967, Purtan's morning numbers were strong, but the rest of the day went up in flames. The fireman called to the rescue was consultant Mike Joseph. "Joseph told everyone, including me, to shut up and do 10-second intros," Purtan says. He refused. "You can't just play music in the mornings," he explains.

Joseph threatened action, but Purtan didn't budge. Following a "come to Jesus" meeting with the GM, Purtan got his way, but Joseph got the rest of the day.

In 1968 ABC's WXYZ/Detroit offered Purtan afternoon drive, but he was a morning man now and turned down the \$40,000 offer. Instead, he went to WBAL, and although his shares increased by 10 points while there, by the time the book was released he'd been Spiro-ed and was already doing afternoons for WXYZ for \$25k.

"Purtan had just arrived when Martin & Howard, the old-style MOR morning guys, went on vacation," recalls Bob Henabery, then ABC's Program Development Manager. "Chuck Fritz moved Purtan to mornings to do an audition and asked me to listen in from New York. I laughed and laughed."

Later that day Henabery told Fritz, "If you don't keep Purtan on in mornings, you're out of your mind."

"Poor Martin & Howard. They went on vacation and never came back," says Henabery. Purtan stayed for 10 years.

On Valentines Day 1996 Mel Karmazin flew to Detroit to offer Purtan mornings on WOMC. Purtan accepted, but it almost didn't happen. J.P. McCarthy owned the town. When he died, speculation was that Purtan would replace him on WJR. He was offered the job, but when ABC put WJR on the block, Karmazin swooped in at the last minute. Today Purtan is still on WOMC, his fifth station in Detroit, a market where he's been beloved for 39 years.



GENERAL ASSEMBLY

Warner Bros. Sr. Dir./Promotion & Marketing Chris Jonz (l) was all smiles upon being introduced to General Colin Powell by Project Plus CEO Janice Lythcott. The threesome are seen here at the Congressional Black Caucus Foundation's 25th annual Legislative Conference in Washington, DC.

RADIO

Dan Mason CBS Radio Group President ... Benjamin Hill to oversee CBS Detroit, Chicago, Atlanta, Houston ... Dave Beasing KXEZ/Los Angeles PD ... Jim McGuinn WDRE Network OM ... Sam Weaver Carter Broadcast Group Operations Dir. ... Phil Manning WNRQ/Pittsburgh PD ... Steve Hicks SFX CEO ... David Bernstein WOR/New York PD ... Steve Hegwood Radio One VP/Programming, Contemporary Stations ... Frankie Crocker WBLS/New York PD ... Roy Laughlin to KIIS/Los Angeles President/GM; Steve Perun Gannett Nat'l PD ... Clancy Woods WHTZ/New York GM ... Sally Beamer WFOX/Atlanta GM ... WMTX/Tampa's Mason Dixon adds VP/Operations ... Zemra Jones WLS-AM/Chicago President/GM ... Ken Christensen KXEZ & KYSR/Los Angeles VP/GM ... Larry Pareigis KHTK, KNCI & KRAK/Sacramento PD ... Bruce Blevins at KABL, KNEW, KBGG & KSAN/San Francisco GM ... Bob Hamilton KSOL, KYLD & KYLZ/San Francisco OM; Michael Martin PD/MD at KYLD (Wild 107) ... Shirley Maldonado KLJZ/New Orleans PD ... Pierre Bouvard GM at Arbitron ... Greg Lindahl WLS-FM/Chicago President/GM ... Bob Turner Shamrock Radio Sales President ... Owen Weber KILT & KIKK/Houston VP/GM ... Ron Valeri WAXQ/New York PD ... Kevin O'Neal WXTU/Philadelphia PD ... Phil Boyce WABC/New York PD ... Rick Caffey WAOK & WVEE/Atlanta GM ... Neil Sargent TM Century President/CEO ... Jeff Lawenda WW1 News and Formats President ... Nationwide changes: Dan Morris, Clancy Woods VPs/Radio; Dave Robbins WNCI/Columbus GM ... Allan Chlowitz GM of KNEW & KSAN/San Francisco ... Norm Feuer launches Triathlon Broadcasting ... Jim McGuinn adds WVRV/St. Louis OM duties ... Ted Stecker WLS-FM/Chicago Operations Dir./PD ... Eric Logan KYCY/San Francisco PD ... Bob Hamilton KABL & KBGG/San Francisco PD. 30-year WJR/Detroit morning personality J.P. McCarthy ... Nationwide VP/Radio Mickey Franko.



Steve Hicks



Michael Martin



Jim McGuinn



Scott Borchetta

RECORDS

Lenny Waronker, Mo Ostin, Michael Ostin form DreamWorks SKG Music team ... Mel Lewinter MCA Music Entertainment Group Vice Chairman, Zach Horowitz President, Jay Boberg MCA Records President ... Russ Thyret WB Chairman/CEO ... Steven Baker, Howie Klein WB, Reprise Presidents, respectively ... Doug Morris heads Rising Tide ... Ed Rosenblatt Geffen Chairman/CEO ... Ron Shapiro Atlantic Sr. VP/GM ... David Ross Capitol VP/Rock Promo ... Alan Voss Elektra Exec. VP/GM ... Bill Pfordresher Elektra VP/Promo ... Ken Levitan Rising Tide/Nashville President ... Larry Pareigis Almo Sounds/Nashville promo ... Lou Mann Capitol Sr. VP/GM; Phil Costello Sr. VP/Promo ... John Fagot Hollywood Sr. VP/Promo ... Dave Darus Polydor/Atlas VP/Promo & Artist Development ... Scott Borchetta MCA/Nashville Sr. VP/Promo ... Scott Hendricks Liberty President/CEO ... Manny Bella Capitol VP/Urban Promo & Marketing ... Burt Baumgartner Work Group Sr. VP/Promo ... Jerry Blair Columbia Sr. VP/Promo ... MCA, Jacobs form Way Cool Music ... Jack Lameier Epic/Nashville Sr. VP/Nat'l Country Promo ... Craig Kallman TAG President, Atlantic Sr. VP ... Bob Pfeifer to Hollywood President; Richard Leher Exec. VP ... Andre Harrell Motown President/CEO ... Robert Jamieson RCA President ... Greg Peck Sr. VP/Marketing & Promo for WB Black Division ... Joe Riccitelli Island Sr. VP ... Doug Morris MCA Music Entertainment Group Chairman/CEO ... Daniel Glass Rising Tide Executive VP ... Richard Nash Elektra Sr. VP/Black Music Division ... Jeff Gold Exec. VP/GM at WB, Rich Fitzgerald same title at Reprise ... Mark Gorlick to MCA Sr. VP/Promo ... David Leach Exec. VP at Mercury, Danny Goldberg President/CEO.



Richard Nash

IN MEMORIAM

Former NBC Chief Jack Thayer ... ACM Exec. Director Bill Boyd ... Legendary record man Denny Cordell ... Wolfman Jack ... Charlie Rich ... Jerry Garcia ...

Divide And Conquer

1995 was an important year in R&R's history, as three formats split into subformats — CHR into CHR/Pop and CHR/Rhythmic; Urban into Urban and Urban AC; and Rock into Rock and Active Rock — and the Adult Alternative (now Triple A) section debuted.

"December" by Collective Soul, a hit at both Rock formats, landed at No. 1 for the year. Atlantic Records took top label honors behind the strength of **Collective Soul**, **Stone Temple Pilots** and **Seven Mary Three** at Active stations, and **Hootie & The Blowfish** were big with mainstream reporters.

Although **Alanis Morissette's** first release, "You Oughta Know," finished at No. 6 on the 1995 year-end Alternative chart, this was really just the beginning for the Canadian-born artist in the United States. Just about every song on *Jagged Little Pill* got played at Alternative radio and spread quickly to CHR/Pop and Hot AC. In fact, the Pop/Alternative boom that started in Southern California at KYSR/Los Angeles and KFMB-FM/San Diego was fueled by

the Alanis phenomenon and her tremendous appeal to young adult females.

1995 was the year of the long-awaited **Eagles** reunion and live album, *Hell Freezes Over*. One of the studio tracks from the album, "Love Will Keep Us Alive," was the biggest hit of the year at AC.

R&R's newly created Adult Alternative chart was the starting point for many artists who would achieve multiformat success, including **The Dave Matthews Band** and **Joan Osborne**.

Alternative radio had a strong year, as the number of sign-ons came at a rapid pace, thanks largely to a strong group of core artists such as **Better Than Ezra**, **Live** and **Oasis** and the first album from **The Foo Fighters**.



Hootie & The Blowfish

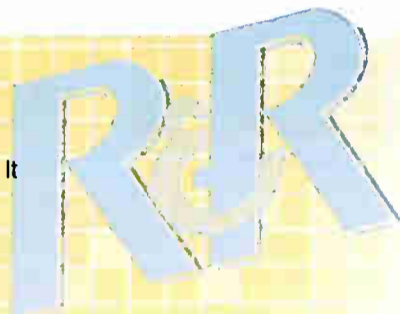
CHR/POP

- 1 **DIONNE FARRIS** I Know
- 2 **BLUES TRAVELER** Run-Around
- 3 **SEAL** Kiss From A Rose
- 4 **BLESSID UNION OF SOULS** I Believe
- 5 **BOYZ II MEN** Water Runs Dry
- 6 **HOOTIE & THE BLOWFISH** Let Her Cry
- 7 **GREEN DAY** When I Come Around
- 8 **REMBRANDTS** I'll Be There For You
- 9 **TLC** Waterfalls
- 10 **MADONNA** Take A Bow



CHR/RHYTHMIC

- 1 **TLC** Waterfalls
- 2 **MONTELL JORDAN** This Is How We Do It
- 3 **BOYZ II MEN** Water Runs Dry
- 4 **ADINA HOWARD** Freak Like Me
- 5 **MONICA** Don't Take It Personal...
- 6 **SOUL FOR REAL** Candy Rain
- 7 **TLC** Red Light Special
- 8 **TLC** Creep
- 9 **SOUL FOR REAL** Every Little Thing I Do
- 10 **MOKENSTEF** He's Mine



AC

- 1 **EAGLES** Love Will Keep us Alive
- 2 **ELTON JOHN** Believe
- 3 **MADONNA** Take A Bow
- 4 **BRYAN ADAMS** Have You Ever Really Loved A Woman?
- 5 **MARTIN PAGE** In The House Of Stone And Light
- 6 **VANESSA WILLIAMS** Colors Of The Wind
- 7 **ALL-4-ONE** I Can Love You Like That
- 8 **SEAL** Kiss From A Rose
- 9 **SOPHIE B. HAWKINS** As I Lay Me Down
- 10 **BOYZ II MEN** Water Runs Dry

HOT AC

- 1 **MARTIN PAGE** In The House Of Stone And Light
- 2 **DIONNE FARRIS** I Know
- 3 **SEAL** Kiss From A Rose
- 4 **BRYAN ADAMS** Have You Ever Really Loved A Woman?
- 5 **REMBRANDTS** I'll Be There For You
- 6 **HOOTIE & THE BLOWFISH** Hold My Hand
- 7 **MADONNA** Take A Bow
- 8 **DES'REE** You Gotta Be
- 9 **SOPHIE B. HAWKINS** As I Lay Me Down
- 10 **EAGLES** Love Will Keep Us Alive

COUNTRY

- 1 **DAVID LEE MURPHY** Party Crowd
- 2 **JEFF CARSON** Not On Your Love
- 3 **TRISHA YEARWOOD** Thinkin' About You
- 4 **BRYAN WHITE** Someone Else's Star
- 5 **TY HERNDON** What Mattered Most
- 6 **TRAVIS TRITT** Tell Me I Was Dreaming
- 7 **PAM TILLIS** In Between Dances
- 8 **CLAY WALKER** This Woman And This Man
- 9 **JOHN MICHAEL MONTGOMERY** I Can Love You Like That
- 10 **RHETT AKINS** That Ain't My Truck

ROCK

- 1 **COLLECTIVE SOUL** December
- 2 **LIVE** Lightning Crashes
- 3 **PEARL JAM** Better Man
- 4 **BROTHER CANE** And Fools Shine On
- 5 **TOM PETTY** You Wreck Me
- 6 **VAN HALEN** Can't Stop Lovin' You
- 7 **GREEN DAY** When I Come Around
- 8 **BETTER THAN EZRA** Good
- 9 **COLLECTIVE SOUL** Gel
- 10 **SILVERCHAIR** Tomorrow



Silverchair



frogstomp

ALTERNATIVE

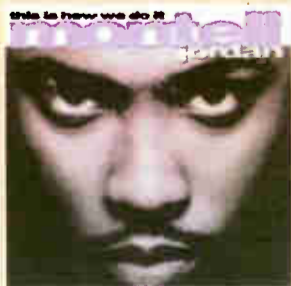
- 1 **SILVERCHAIR** Tomorrow
- 2 **GOO GOO DOLLS** Name
- 3 **BETTER THAN EZRA** Good
- 4 **BUSH** Comedown
- 5 **ALANIS MORISSETTE** You Oughta Know
- 6 **PRESIDENTS OF THE UNITED STATES OF AMERICA** Lump
- 7 **LIVE** Lightning Crashes
- 8 **COLLECTIVE SOUL** December
- 9 **LIVE** All Over You
- 10 **SPONGE** Molly

ADULT ALTERNATIVE ALBUMS

- 1 **DAVE MATTHEWS BAND** Under The Table And Dreaming
- 2 **HOOTIE & THE BLOWFISH** Cracked Rear View
- 3 **TOM PETTY** Wildflowers
- 4 **NATALIE MERCHANT** Tigerlily
- 5 **CHRIS ISAAK** Forever Blue
- 6 **JOAN OSBORNE** Relish
- 7 **DEL AMITRI** Twisted
- 8 **JAYHAWKS** Tomorrow The Green Grass
- 9 **SOUNDTRACK** Empire Records
- 10 **BRUCE SPRINGSTEEN** Greatest Hits

URBAN

- 1 **MONTELL JORDAN** This Is How We Do It
- 2 **MONICA** Don't Take It Personal...
- 3 **RAPHAEL SAADIQ** Ask Of You
- 4 **TLC** Waterfalls
- 5 **MOKENSTEF** He's Mine
- 6 **SOUL FOR REAL** Candy Rain
- 7 **BRANDY** Best Friend
- 8 **ADINA HOWARD** Freak Like Me
- 9 **BRANDY** Baby
- 10 **BROWNSTONE** Grapevine

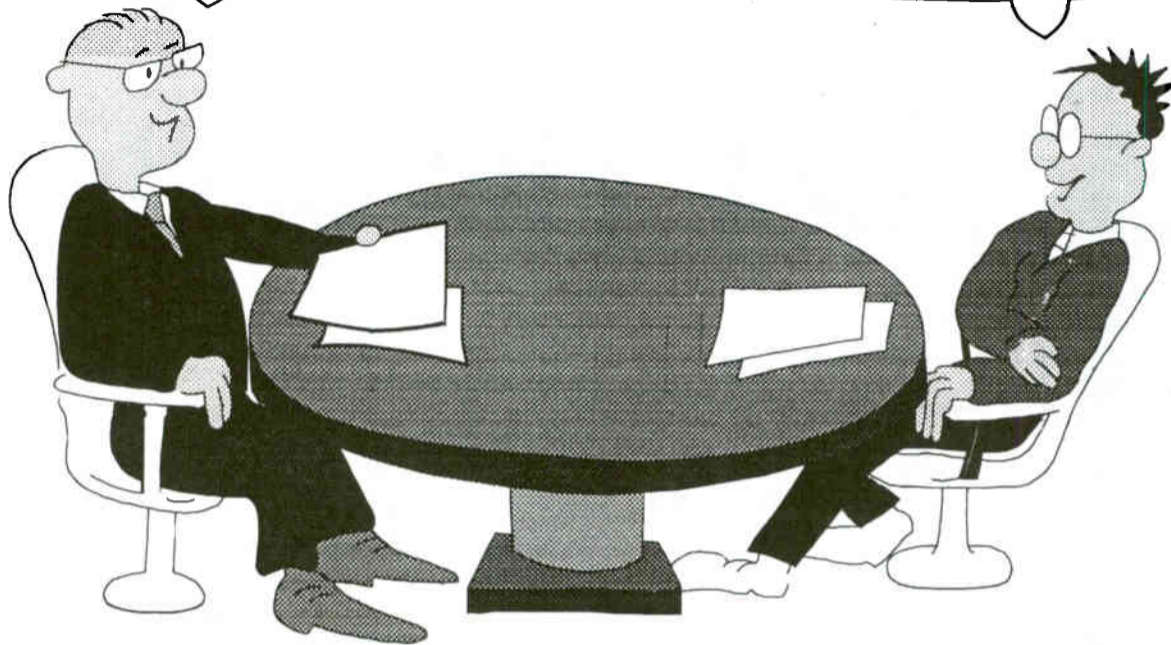


NAC TRACKS

- 1 **JAZZMASTERS** Walkin' To Freedom
- 2 **COUNT BASIC** M.L. In The Sunshine
- 3 **INCOGNITO** After The Fall
- 4 **PAUL TAYLOR** Exotica
- 5 **CHRIS BOTTI** Worlds Outside
- 6 **PAT METHENY** Here To Stay
- 7 **DAVID SANBORN** This Masquerade
- 8 **HEAVY SHIFT** 90 Degrees In The Shade
- 9 **SPYRO GYRA** Ariana
- 10 **NELSON RANGELL** Grace

"I can't believe they're still private."

"They must like it that way."



WOR

New York

WOR Radio Network

New York

WDRC AM/FM

Hartford, CT

WSNG

Torrington, CT

WWCO

Waterbury, CT

WMMW

Meriden, CT

WSEN AM/FM/WFBL

Syracuse, NY

KWAV/KIDD

Monterey-Salinas-Santa Cruz, CA

KUBB/KHTN

Merced-Modesto, CA

KLLY/KNZR/KKBB/KSMJ

Bakersfield, CA

KSEQ/KIOO

Visalia-Fresno, CA

"Up to now, we've been regulating in a Star Trek era saddled with Gunsmoke-style regulations."
— FCC Commissioner Rachelle Chong

R&R 30 YEARS

SIGNS OF THE TIMES

- New York gets its first full-market Alternative: WXRK abandons Classic Rock.
- Los Angeles GMs cause stir over Arbitron's Hispanic measurement.
- Interep forms a rep firm for Clear Channel stations.
- An old New York favorite returns: Evergreen flips WYNY to Dance WKTU.
- Infinity buys Granum in \$410 million megadeal.
- SFX, Multi-Market merge.
- Sinclair buys River City for \$1.2 billion.
- Tom and Steve Hicks relaunch Capstar Broadcasting.
- Cox buys NewCity for \$250 million.
- Clear Channel makes a significant investment in Heftel Broadcasting.
- Westinghouse-Infinity transaction creates all-time radio superpower.
- Heftel, Tichenor combine for Spanish supergroup.
- ARS continues acquisition spree with takeover of EZ Communications.
- AAAA wants the FCC to lower the radio ownership ceiling.
- Industry consolidation means stronger GMs but fewer jobs.
- Jacor gets Gannett's KIIS.
- SFX buys its first concert promoter.
- Stern warnings issued over hard-liquor ads on radio.

year 1996

Let The Deals Begin!

What was destined to be a historic vote on the telecommunications bill was delayed for the first eight weeks of the year, thanks to a budget impasse that shut down the government. But as soon as things got back to normal, the bill quickly became the Telecommunications Act of 1996, and an R&R headline said it all: "Let the Deals Begin!" And begin they did.

Infinity Broadcasting wasted no time in purchasing Granum Communications for \$410 million ... Cox took NewCity for \$250 million ... Clear Channel bought into a sizable portion of Heftel Broadcasting ... ARS swallowed EZ Communications.

But that wasn't enough. Heftel then merged with Tichenor to create a Hispanic supergroup of stations. And, in the mother of all deals, Infinity's Mel Karmazin engineered the \$4.9 billion merger of his company with CBS (which, only a year earlier, merged with Group W). The new CBS would be assured of massive reach in the top 10 markets, including dominance in the News/Talk and Oldies formats.

All this acquisition activity, however, attracted the attention of the Department of Justice and the Federal Trade Commission.

These agencies, neophytes in the ways of the broadcast industry, stepped in and required divestitures from Jacor and ARS. Frantic group owners — whose stock prices tumbled 30% during this period — scrambled to convince the DOJ that a radio station's revenues should be compared to all advertising and not just that in the radio industry. The DOJ relented, and consolidation went rather smoothly after that.

The fortunes of News/Talk stations continued to rise, thanks in part to the O.J. Simpson trial. N/T executives also welcomed the first industry convention designed just for them. The R&R Talk Radio Seminar was a coming out of sorts for Dr. Laura Schlessinger. The incredibly popular radio personality addressed her first industry audience at the event.

And if groups couldn't be bought, they would be started. Tom Hicks, who owned a sizable portion of Chancellor Broadcasting, went into partnership with his brother Steve to seed Capstar Broadcasting. The company would spend \$1 billion in medium and small markets, which had largely been ignored by the major groups.



PERSPECTIVES

We have several strategies for taking Jacor into the next millennium, none of which I'm about to blurt out in the trade papers. Let me just say that when everyone is running to the right, we're going to look hard for the opportunity toward the left. We're going to have to find creative ways to get the deals we want and still create a return for our shareholders.

Our view is that our industry has a lousy record of adapting to fundamental change. When television came in a lot of people thought radio was dead. It took people forever to realize that FM was a much better transmission medium than AM. Broadcasters aren't necessarily the most aware when the rules have changed. Well, the rules have fundamentally changed. The Telecom Bill has so dramatically changed our world. It's created such a fantastic opportunity for radio to move itself up the food chain and for radio companies to be serious companies.

The attitude of having fun, of being radio stations that are larger than life — this is a business where you can take risks. You can put product on that's compelling even if some groups don't like it. If it's powerful and creates a bond with other groups, you've built something sustainable.

I'm sick to death of the "10 in a row light rock with less talent" stations that are completely interchangeable. They say brand loyalty is declining; brand loyalty is *not* declining when a radio station is colorful and three-dimensional, takes some risks and puts on some foreground programming that makes people want to listen."



Randy Michaels

Casey Kasem: Reaching For The Stars



Casey Kasem

In 1996 Casey Kasem celebrated 25 years of counting down the hits on national radio. Since 1988 he has used the R&R charts as the basis for his CHR and AC shows.

He had already done character voices on ABC Radio's *The Lone Ranger*, acted as Krogo The Clown on WJBK-TV/Detroit and become a very successful disc jockey in the Motor City and Cleveland. But it was in a trash can by the door of KEWB/Oakland-San Francisco in 1962 where Casey Kasem found something that changed his life.

KEWB GM John McRae had been talking with Kasem about going beyond the wild-tracking elements he brought to his show. "Casey did wild tracks better

than anyone," says McRae. "But I did suggest that he do what some of us had done in the good old days: talk about the background of the artists and their music."

Kasem remembers, "There was a big trash barrel wedged in the door that was piled high with reams of news copy. On top of it all was a magazine, *Who's Who in Pop Music in 1962*."

The magazine was full of thumbnail sketches, birthdays, first hits — you get the drift. Kasem knew he was on his way. "I'd always teased upcoming records," he says. But this

was different: people, lives, feelings — storytelling.

"Coming up, the man who's had more No. 1 records than anyone else since the beginning of the rock 'n' roll era."

Sound familiar?

"Ten seconds later, and janitor Farley McLuth might have moved that trash can," says Kasem. "But it was supposed to be there for me to see."

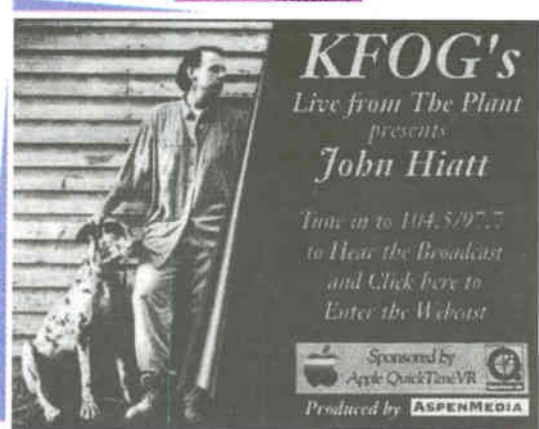
In May 1963 Kasem moved to KRLA/Los Angeles, where within three months he became the No. 1 Top 40 jock in the battle against KFVB. By the spring of 1964 KRLA had

embraced The Beatles and the British Invasion; competitor KFVB missed them. "That was all she wrote for KFVB," says Kasem.

Kasem did middays at KRLA, but his real goal was to use the station as a launching pad for voiceovers, TV, even movies. In late '63 he did a music show produced by KRLA and a local TV station. Several weeks later Kasem was invited to host a new Dick Clark-produced music show, *Shebang*. Although it was never syndicated nationally, *Shebang* ran for 650 episodes in the L.A. market.

In 1967, at the insistence of his friend record mogul Mike Curb, Kasem tried doing voiceovers. His first hit was as the voice of Robin in the *Batman and Robin* cartoon. Kasem recalls, "Eventually I did several other features, including *Josie and the Pussycats* and letters and numbers on *Sesame Street*." Then, came *Scooby-Doo*, in 1968. That gig lasted for 23 years. In 1976 Kasem became the voice of NBC Television for five years, handling 25,000 promos.

But still, and always, there's *American Top 40*. In early 1970 Kasem and his partner, Don Bustany, approached Tom Rounds and Ron Jacobs at Watermark Productions about doing a countdown show. It became a national institution. According to Jacobs, *AT40* is the most-listened-to program in the history of radio. "I can't imagine it having been so without Casey's energy and creative contributions," he says.



WHAT'S THE BANDWIDTH, KENNETH?

As the computer revolution boomed in the '90s, more and more radio stations, such as KFFG & KFOG/San Francisco, not only established websites, but also began to webcast to listeners beyond the reach of their radio signals.

RADIO

Jim Meltzer WFLN/Philadelphia GM ... Tom Cuddy Cap Cities/ABC VP/Music Programming ... Tim Closson Chancellor VP/Country Programming ... George Toulas Chancellor Sr. Exec. VP ... Lee Hansen KKSJ/San Francisco OM ... Charlie Cook WWI VP Programming/Formats ... Lorna Gladstone WMAQ/Chicago OM ... John Cook KHIS-AM & FM/Los Angeles PD ... Gene Bryan GM at WXLX-AM, WPAT-FM & WSKQ-FM/New York ...



Tom Cuddy



Jim Ryan

Greg Solk VP/Programming at WLUP-FM/Chicago ... Jim Ryan WLTW/New York PD ... Dennis Begley WPEN & WMGK/Philadelphia VP/GM ... Ronna Wouff Paxson Miami President ... Bruce Raven-Stark VP/GM at KLAC-AM & KZLA-FM/Los Angeles ... Dave Cooke OM/PD at ABC/Los Angeles Talkers ... Mike Elder WLS-AM/Chicago OM ... Don Bouloukos ARS co-COO ... Tim Pohman KTWW/Los Angeles VP/GM ... Kent Phillips KPLZ/Seattle PD ... Allan Hotlen Bonneville/DC GM ... John Fullam WKTU/New York VP/GM ... Gabe Hobbs Jacor/Tampa Dir./Programming ... Mason Dixon WUSA/Tampa PD ... Tom Sly VP/GM at WWNK/Cincinnati ... Kevin Peterson WSTR/Atlanta PD ... Marie Kordus GM at KPWR/Los Angeles ... David Kantor ABC Radio Nets President ... Bob Callahan Cap Cities/ABC Radio Division President ... Mark Mason WINS/New York Exec. Editor ... Ed Goldman CBS VP/AM Stations ... Kevin Weatherly VP/Programming at KROQ/Los Angeles ... Harold Austin KKBT/Los Angeles PD ... Dave Juris VP/GM at KEZW-AM, KOSI-FM & KVOD-FM/Denver ... Steve Young PD at WNEW/New York ... Steve Kingston WXRK/New York PD ... Tom Poleman WHTZ/New York PD ... Sil Scaglione WJZZ/Philadelphia as VP/GM ... Ted Jordan VP/GM at WBZ-AM/Boston ... Tim Dukes XTRA-FM/San Diego OM ... Steve Swenson VP/GM at WTOP-AM/Washington ... Mark Krieger WSHE/Miami VP/GM ... Michael Fischer KOAI/Dallas PD ... Janet "Jake" Karger VP/GM at WXKS/Boston ... John Sebastian KLAC & KZLA/Los Angeles PD ... Garrett Michaels PD at WHYT/Detroit ... Dave Stewart WSHE/Miami as PD ... Frankie Blue PD for WKTU/New York ... Jon Zellner KMXV/Kansas City PD ... Chris Claus CBS VP/Station Operation; Roger Nadel VP/GM post at KFVB-AM & KTWW-FM/Los Angeles ... Kenneth D'Keefe Evergreen Exec. VP/Operations ... Paul Goldstein WNUA/Chicago OM ... John Peake appointed PD at KRBE/Houston ... Mary June Rose WGN/Chicago PD ... Chris Mays Station Manager at KMTT/Seattle ... Bruce Reese President/CEO Bonneville/International ... Chuck Tisa PD at WPLY/Philadelphia ... Marc Chase Dir./Cincinnati Programming Operations for Jacor ... Kid Curry WPOW/Miami PD.



Janet Karger



Stu Bergen

Stu Bergen Epic VP/Alternative ... Richard Palmese Arista Sr. VP/Promo ... Skip Bishop Sr. VP/Promo at MCA ... Val Azzoli Atlantic co-Chairman/co-CEO ... Bob Catania Geffen head/promo ... Warren Christensen Geffen rock promo ... Bonnie Goldner RCA VP/Nat'l Promo ... Dwight Dibbs Noo Trybe/Virgin VP/Promo ... David Massey Epic Sr. VP ... Nancy Levin Red Ant Sr. VP ... Richard Branson forms V2 label ... Monte Lipman Universal VP/Promo ... Jeffrey Naumann Virgin VP/Field Promo ... Charles Warfield and Lewis Tucker Sr. VP/GM and VP, respectively, at Uptown ... A.D. Washington WB Black Music Sr. VP/Marketing & Promo ... John Boulos Epic Sr. VP/Promo ... Lea Pisacane VP/Rock Promo Atlantic ... Al Moinet VP/Promo; Dawn Hood VP/Alternative Promo; Scott Douglas Sr. Dir./Promo, Albums at Virgin ... Dave Rosas EMI Sr. VP/R&B Promo ... Andrea Ganis Atlantic Exec. VP/Promo ... Craig Lambert Epic Sr. VP ... Joe Mansfield co-President/CEO at Asylum ... Ritch Bloom Capitol VP/Promo ... Lionel Ridenour Arista VP/R&B Promo ... Steve Tipp Sr. VP/Promo at Reprise ... Bill Bennett Geffen/DGC President ... Al Cafaro A&M Chairman/CEO ... John Lytle VP/Nat'l Promo at Decca ... Danny Buch Sr. VP/Promo at Atlantic ... Mike Bernardo Mercury VP/Urban Promo ... Marc Benesch Interscope Sr. VP/Promo & Marketing ... Ray Harris Epic Sr. VP/Black Music ... Daniel Glass Exec. VP/GM Universal ... Abbey Konowitch Exec. VP at MCA.



Ritch Bloom

RECORDS

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if you don't.

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American folksinger and songwriter

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us informed for
30 years.*



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Multiformat Smashes

Arista Records took top label honors in 1996, thanks in part to superstars **Whitney Houston** and **Toni Braxton**, the soundtrack to *Waiting to Exhale* and **Brooks & Dunn** — who's version of "My Maria" topped R&R's year-end Country chart.

Mariah Carey had a huge year in '96. "Always Be My Baby" finished in the year-end top 15 at no fewer than six R&R formats. Carey's powerful duet with **Boyz II Men**, "One Sweet Day," finished in the top 20 at five formats. The song spent seven weeks at No. 1 at CHR/Pop, eight weeks at No. 1 at CHR/Rhythmic, and nine weeks atop both the AC and Hot AC charts.

Plays per week and the increase in research available to radio slowed down many of the R&R charts. Hence, AC saw two songs with remarkable staying power at the top of the chart. "Because You Loved Me" by **Celine Dion** and "Change the World" by **Eric Clapton** (a song produced by **Babyface**) topped the chart for 17 and 13 weeks, respectively.

At Urban radio, **R. Kelly** had three No. 1 songs, and another peaked at No. 2. **Keith Sweat**, **SWV**, **Monica**, **Whitney Houston** and **New Edition** each had a pair of chart-toppers.

Atlantic Records was the runner-up label of '96, led by "Missing" from **Everything But The Girl**. Atlantic also had a huge year at Rock-based formats with **Stone Temple Pilots** and **Seven Mary Three**.

Country's revolving door of No. 1 songs continued in '94, with 42 different songs scaling the heights. Only one song, **Strait's** "Carried Away," spent three weeks at No. 1, with all the others peaking for one or two.

1996 was the year **Bob Dylan's** son **Jacob** and his band **The Wallflowers** burst onto radios. "6th Avenue Heartache" and "One Headlight" started at Adult Alternative radio and spread to the other formats. **Hootie & The Blowfish** broke out of regional success to become a national smash.



Brooks & Dunn



CHR/POP

- 1 **EVERYTHING BUT THE GIRL** Missing
- 2 **TONY RICH PROJECT** Nobody Knows
- 3 **DONNA LEWIS** I Love You Always Forever
- 4 **ALANIS MORISSETTE** Ironic
- 5 **TRACY CHAPMAN** Give Me One Reason
- 6 **CELINE DION** Because You Loved Me
- 7 **ALANIS MORISSETTE** You Learn
- 8 **MARIAH CAREY** Always Be My Baby
- 9 **GOO GOO DOLLS** Name
- 10 **FUGEES** Killing Me Softly

CHR/RHYTHMIC

- 1 **MARIAH CAREY** Always Be My Baby
- 2 **KEITH SWEAT** Twisted
- 3 **FUGEES** Killing Me Softly
- 4 **BRANDY** Sittin' Up In My Room
- 5 **TONI BRAXTON** You're Makin' Me High
- 6 **BONE THUGS-N-HARMONY** Tha Crossroads
- 7 **GHOST TOWN DJ'S** My Boo
- 8 **TONY RICH PROJECT** Nobody Knows
- 9 **QUAD CITY DJ'S** C'mon 'N Ride It (The Train)
- 10 **R. KELLY** I Can't Sleep Baby (If I)

AC

- 1 **CELINE DION** Because You Loved Me
- 2 **TONY RICH PROJECT** Nobody Knows
- 3 **ERIC CLAPTON** Change The World
- 4 **MARIAH CAREY & BOYZ II MEN** One Sweet Day
- 5 **ROD STEWART** So Far Away
- 6 **JANN ARDEN** Insensitive
- 7 **SEAL** Don't Cry
- 8 **MARIAH CAREY** Always Be My Baby
- 9 **GLORIA ESTEFAN** Reach
- 10 **MARIAH CAREY** Forever



ROCK

- 1 **DISHWALLA** Counting Blue Cars
- 2 **SPACEHOG** In The Meantime
- 3 **EVERCLEAR** Santa Monica (Watch The World Die)
- 4 **COLLECTIVE SOUL** The World I Know
- 5 **SEVEN MARY THREE** Cumbersome
- 6 **METALLICA** Until It Sleeps
- 7 **STONE TEMPLE PILOTS** Trippin' On A Hole In A Paper Heart
- 8 **WALLFLOWERS** 6th Avenue Heartache
- 9 **TONIC** Open Up Your Eyes
- 10 **SMASHING PUMPKINS** 1979

HOT AC

- 1 **TRACY CHAPMAN** Give Me One Reason
- 2 **CELINE DION** Because You Loved Me
- 3 **ERIC CLAPTON** Change The World
- 4 **JANN ARDEN** Insensitive
- 5 **NATALIE MERCHANT** Wonder
- 6 **DONNA LEWIS** I Love You Always Forever
- 7 **GOO GOO DOLLS** Name
- 8 **GIN BLOSSOMS** Follow You Down
- 9 **TONY RICH PROJECT** Nobody Knows
- 10 **EVERYTHING BUT THE GIRL** Missing



COUNTRY

- 1 **BROOKS & DUNN** My Maria
- 2 **GEORGE STRAIT** Blue Clear Sky
- 3 **SAWYER BROWN** Treat Her Right
- 4 **TOBY KEITH** Does That Blue Moon Ever Shine On You
- 5 **TRACY LAWRENCE** Time Marches On
- 6 **BILLY DEAN** It's What I Do
- 7 **JAMES BONAMY** I Don't Think I Will
- 8 **CLAY WALKER** Hypnotize The Moon
- 9 **COLLIN RAYE** I Think About You
- 10 **GEORGE STRAIT** Carried Away

ADULT ALTERNATIVE

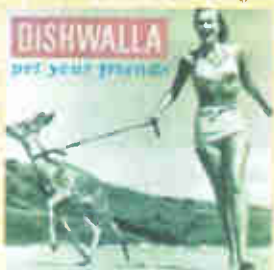
- 1 **WALLFLOWERS** 6th Avenue Heartache
- 2 **DUNCAN SHEIK** Barely Breathing
- 3 **TRACY CHAPMAN** Give Me One Reason
- 4 **DAVE MATTHEWS BAND** So Much To Say
- 5 **DOG'S EYE VIEW** Everything Falls Apart
- 6 **JARS OF CLAY** Flood
- 7 **GIN BLOSSOMS** Follow You Down
- 8 **JOHN MELLENCAMP** Key West Intermezzo (I Saw You First)
- 9 **HOOTIE & THE BLOWFISH** Old Man & Me
- 10 **COWBOY JUNKIES** A Common Disaster

ALTERNATIVE

- 1 **DISHWALLA** Counting Blue Cars
- 2 **BUTTHOLE SURFERS** Pepper
- 3 **STONE TEMPLE PILOTS** Trippin' On A Hole In A Paper Heart
- 4 **NO DOUBT** Spiderwebs
- 5 **BUSH** Machinehead
- 6 **311** Down
- 7 **SPACEHOG** In The Meantime
- 8 **GARBAGE** Stupid Girl
- 9 **EVERCLEAR** Santa Monica (Watch The World Die)
- 10 **PRIMITIVE RADIO GODS** Standing Outside A Broken Phone Booth...

ACTIVE ROCK

- 1 **STONE TEMPLE PILOTS** Trippin' On A Hole In A Paper Heart
- 2 **EVERCLEAR** Santa Monica (Watch The World Die)
- 3 **DISHWALLA** Counting Blue Cars
- 4 **SPACEHOG** In The Meantime
- 5 **BUSH** Machinehead
- 6 **SOUNDGARDEN** Burden In My Hand
- 7 **TONIC** Open up Your Eyes
- 8 **METALLICA** Until It Sleeps
- 9 **NIXONS** Sister
- 10 **ALICE IN CHAINS** Heaven Beside You



NAC TRACKS

- 1 **HERBIE HANCOCK** Thieves In The Temple
- 2 **COUNT BASIC** Joy And Pain
- 3 **NORMAN BROWN** Better Days Ahead
- 4 **PETER WHITE** Caravan Of Dreams
- 5 **DOC POWELL** Sunday Mornin'
- 6 **JOE SAMPLE** Hippies On A Corner
- 7 **DAVE KOZ** Let Me Count The Ways
- 8 **DOC POWELL** Laid Back
- 9 **RIPPING TONS** Hideaway
- 10 **ED HAMILTON** Gray Day



URBAN

- 1 **R. KELLY** Down Low (Nobody Has To Know)
- 2 **JOE** All The Things (Your Man Won't Do)
- 3 **BRANDY** Sittin' Up In My Room
- 4 **D'ANGELO** Lady
- 5 **MONICA** Why I Love You So Much
- 6 **R. KELLY** I Can't Sleep Baby (If I)
- 7 **CASE I/FOXY BROWN** Touch Me Tease Me
- 8 **TONI BRAXTON** You're Makin' Me High
- 9 **KEITH SWEAT** Twisted
- 10 **112** Only You

URBAN AC

- 1 **JOE** All The Things (Your Man Won't Do)
- 2 **TONI BRAXTON** You're Makin' Me High
- 3 **MAXWELL** Ascension (Don't Ever Wonder)
- 4 **R. KELLY** I Can't Sleep Baby (If I)
- 5 **WHITNEY HOUSTON & CECE WINANS** Count On Me
- 6 **LUTHER VANDROSS** Your Secret Love
- 7 **D'ANGELO** Lady
- 8 **R. KELLY** Down Low (Nobody Has To Know)
- 9 **ANN NESBY** I'll Do Anything For You
- 10 **BRANDY, TAMIA, GLADYS KNIGHT, CHAKA KHAN** Missing You

"Consolidation has created enormous opportunity, and I think the radio business is going to reap the benefits."

— Capstar CEO Steve Dietz

R&R 30 YEARS

SIGNS OF THE TIMES

- The FCC clears the Westinghouse-Infinity merger.
- The DOJ investigates the Citadel-Triathlon joint sales deal.
- ESPN strikes a five-year pact with Major League Baseball.
- The National Radio Hall of Fame enshrines Murray The K and Lynn Harvey.
- Reed Hundt resigns as FCC Chairman.
- CBS contests a \$6,000 fine against WXRK-FM/New York for allegedly indecent *Howard Stern Show* broadcasts.
- Congress set to hold hearings on alcohol ads.
- KSCA/Los Angeles flips to Regional Mexican.
- Gene Autry leaves the radio biz.
- The FCC clears the way for digital radio auctions.
- Free political airtime to be applied to radio.
- Jacor acquires EFM Media.
- Westwood One, CBS Radio Network merge.
- CD Radio and AMRC get DAR licenses via auction.
- Capstar and Gulfstar combine into superstar conglomerate.
- ABC Radio Networks to debut Radio Disney nationally.
- Paxson sells stations to Clear Channel.
- Evergreen/Chancellor to buy Katz Media.

year 1997

Wheeling And Dealing

Consolidation frenzy hit a fever pitch in 1997, and radio stations weren't the only real estate changing hands. Merger mania swept through related industry sectors, such as towers, billboard companies, networks, concert promoters and TV stations as major groups bid for a piece of the action.

The year's biggest deal was forged when Mel Karmazin surprised NAB conventioners with news that CBS would purchase ARS's 98 stations for \$2.6 billion. This capped what had been an action-packed year for Karmazin, who, a few months earlier, had taken the management reins at CBS. SFX, in the meantime, opted to spin off its stations and focus strictly on concert promotion.

Tower sites took on new luster as such prospectors as Clear Channel; ARS; and Hicks, Muse surveyed the payback potential. Clear Channel also upped its outdoor-display quotient while Hicks, Muse embraced television in a major way with its proposed purchase of the LIN chain.

Jacor jumped into the hot commodity of networks, paying nearly \$300 million for Premiere Radio, EFM Media (home

of Rush Limbaugh and Dr. Dean Edell) and the services of talk host Dr. Laura Schlessinger. Not to be upstaged, Chancellor Media created its own network — AMFM — and enticed Casey Kasem to come aboard.

In other industry activity: Howard Stern invaded Canada, consolidation ushered in the concept of virtual radio, and the FCC made history by swearing in its first African-American Chairman, William Kennard.

The record-executive shuffle continued, with several key players making headlines. Among them: Ken Berry, head of EMI's North America operations; Johnny Barbis, A&M Associated President; Polly Anthony, Epic/550 President; Danny Goldberg, Mercury Group Chairman; and Phil Quartararo at the Warner Bros. helm.

R&R staged its second annual Talk Radio Seminar in Washington, DC, which attracted the likes of Larry King, MADD National President Katherine Prescott, former White House Press Secretary Mike McCurry and political consultant Dick Morris.



PERSPECTIVES

The Radio Landscape, 1997-Style

Following CBS's announcement that it would acquire American Radio Systems' 98-station stable for \$2.6 billion, BIA Research released its list of the top radio groups based on estimated 1996 gross revenues. CBS had a 42% lead with almost \$1.4 billion, followed by Hicks, Muse, Tate & Furst's Chancellor Media and Capstar Broadcasting Partners. However, if Chancellor and Capstar were listed as combined holdings, their revenues would have exceeded CBS's by about 1%.

Rank	Owner	Est '96 Revenues*	Stations
1.	CBS Corporation	\$1,394.1	173
2.	Chancellor Media	816.2	99
3.	Capstar Broadcasting	585.7	324
4.	Jacor Communications	451.0	163
5.	Clear Channel Communications	408.9	171
6.	ABC Radio	306.3	27
7.	Cox Radio	216.5	49
8.	Emmis Communications	140.3	14
9.	Hefel Broadcasting	137.7	37
10.	Sinclair Communications	123.9	56

*in millions



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1997

R&R 30 YEARS

Ed McLaughlin's Winning Ways

In 1997 Jacor Communications acquired EFM Media in a multimillion-dollar transaction. EFM stood for its founder, Edward F. McLaughlin, the longtime ABC Radio executive and mentor to Talk radio icon Rush Limbaugh.

In 1962 a young Ed McLaughlin landed a sales job with Storer Broadcasting's KGBS/Los Angeles, which led him back home to San Francisco, where he had gone to college, to the GSM post at KGO. He and then-fledgling GM Don Curran made the historically unprofitable station a major success with provocative air talent and by exploiting KGO's 50kw signal. That led McLaughlin to the GM chair and, in 1972, the post of President of ABC Radio Networks. McLaughlin's experience in selling Talk radio proved valuable at the network level. Soon after settling into his office in New York, he opened a drawer and came across a rate card

for personality Paul Harvey. It was blank. He called in his sales manager and quizzed him on exactly what the network was charging for Harvey.

Harvey's show was on some 365 stations in those days, and McLaughlin expected his sales manager to quote a sizeable figure. He was shocked to hear that the network was only getting about \$850 per spot. At KGO he had charged nearly as much for a single station.

McLaughlin fired off a memo to the network sales staff and announced that he was immediately raising Paul Harvey's rate to \$4,000 and that the first salesperson to sell a \$4,000 spot would be awarded a \$4,000 bonus. He is proud to note that Harvey's program commands north of \$40,000 a spot these days.

McLaughlin started a network-distributed Talk format on ABC, but in the late '80s it was closed down in a cost-cutting move. After nearly three decades with the network, McLaughlin made a fateful decision to start a new company involving Dr. Dean Edell, the radio medical advisor, as a 50/50 partner. As Edell recalls the conversation, McLaughlin said, "Dean, I've got good news and bad news. The bad news is, tomorrow you're going to be fired. The good news is, I'm going to quit ABC, and you and I are going into business together. We're going to prove that syndicated Talk radio can work."

In almost no time Edell's show was in 350 markets. Seeking to expand with more programming, McLaughlin and his wife, Pat, worked the phones to gain affiliates for a new talk show host from Sacramento.

The Rush Limbaugh Show began with 50-odd stations but quickly blossomed into the most successful network program in radio since the dawn of television. More than a few radio executives will tell you that the show revitalized AM radio and was the spark that made News/Talk the most popular format in the land.

McLaughlin sold the company and now enjoys the spoils of retirement. But he's not inactive, as he participates in several charitable organizations, most notably as President of the Broadcasters Foundation, an organization that provides financial assistance to broadcasting professionals in need.

"I miss the business," McLaughlin says. He commands those who remain in it to "be proud of this business, and remember the old cliché: 'Nothing happens until somebody sells something.'"



Ed McLaughlin

RADIO

Tom Hicks Chairman, Scott Ginsburg President/CEO, Steve Dinetz & Jim de Castro co-COOs at Evergreen/Chancellor ... Jonathon Brandmeier leaves Chicago radio ... Mike

D'Ambrose Sr. VP WW1 ... Bill Sommers returns to Los Angeles as President/GM of KABC,

KTZN & KLOS ... David Kantor, Marty Raab exit ABC Radio Networks to helm new AMFM Radio Networks ... Lynn Andrews new President of ABC Radio Network ... Gary McCartie OM/PD

at WXTU/Philadelphia ... WVAZ/Chicago PD Maxx Myrick now OM ... Dave Richards

assumes Station Manager duties at WRCX/Chicago ... Helen Little upped to WUSL/Philadelphia Operations Director ... Jim McGuinn named WPLY/Philadelphia PD ... Darryl Trent VP/GM at WDRE/Philadelphia ... Bruce Masterson CEO/President of Strategic Media Research ...

Doug Sterne named VP/GM at KKSJ/San Francisco ... John Gorman PD at WYST/Detroit ... Brian Philips upped to WNNX/

Atlanta; Leslie Fram now PD ... John Duncan PD at KLOS/Los Angeles ... Chuck Fee named WPHT/Philadelphia PD ... B.J. Harris becomes Dir./CHR Programming

at Jacor ... Gene Romano now Jacor Nat'l Dir./Programming ... Ben Hill adds GM duties at WCAO & WXYV/Baltimore ... Jacquie Haselrig PD at WGCI-AM/Chicago

... Michael Hughes PD at KLOL/Houston ... Bill Gamble now PD at newly flipped Country WKXK/Chicago ... Toya Beasley PD at WRKS/New York ... Michelle

Campbell PD at WBLS/New York ... Paul Goldstein now VP/Programming at WNUA/Chicago ... Mel Karmazin now Chairman/CEO of CBS TV & Radio ... Kerner

Anderson WBLS/New York VP/GM; Lee Michaels PD ... Alan Furst VP/Programming at GulfStar ... Dan Kielely now KIIS-FM/Los Angeles PD ... Drew

Horowitz Bonneville President/Chicago Radio Division; Chuck Williams VP/GM WPNT; Cristina Wilson-Dhr VP/GM WLUP ... Gerry Boehme Sr. VP/Information

Services & Strategic Support at Katz Media Group ... Mike Edwards PD at KOYT/San Francisco ... John Cook now SFX/Houston OM, KKPN PD

... Alex Luke now PD at WKQX/Chicago ... Joe Bayliss GM of Chancellor/San Francisco; Bob Hamilton PD at KABL, KNEW & KIOI ... Tim Roberts PD at WWWW/Detroit ... Rob Morris

named PD at KDWB/Minneapolis ... Lee Hansen now KKSJ/San Francisco VP/OM ... Jimmy Steal named PD at KDMX/Dallas ... Ed Krampf GM at KIBB/Los Angeles ... Kathy

Stinehour named VP/GM at WAXQ-FM/New York ... Jeff Dinetz VP at Connoisseur Communications ... Jaye Albright Dir./

Country Programming at Jacor ... Rob Roberts adds PD duties at WPLL/Miami ... Dave Martin GM for KHVN, KOAI & KRBV/Dallas ... John Hook

returns to KHKS/Dallas as OM ... Eric Neumann Sr. VP at Capstar ... Bill Weston WAXQ/New York PD ... Steve Kosbau adds WRQX/Washington OM/PD duties ...

Mike Marino KKPN/Houston PD ... Bennett Zier VP/GM at WNSR/New York ... Bob Visotcky GM, Harold Austin PD at KIBB/Los Angeles; Michelle Santosuosso PD at KKBT/Los Angeles ... Jeff Kapugi KSLZ/St. Louis PD ... Cruze PD at WFNX/Boston

... Jeff Laird GM at WGRX/Baltimore ... Larry Wert Sr. VP/Regional Operations, Chicago/Detroit for Chancellor ... Vincent Fruge named VP/GM for WTLC-AM & FM/Indianapolis ... Rick Peters President/CEO Southern Star Communications ...

Vern Anderson PD at WGAY-FM/Washington ... Amy Doyle PD at WQRS/Detroit ... Mark Edwards VP/Programming at WLIT/Chicago ... Tim Dukes Dir./FM

Programming for Jacor/San Diego.



Leslie Fram



Gene Romano



Bill Gamble



Desiree Schuan

Bob Merlis now Sr. VP/Worldwide Corporate Communications at WB ... Johnny Barbis now President of A&M Associated labels ...

Rick Bisceglia President of new label Crave

... Allen Butler upped to President of Sony/

Nashville ... Desiree Schuan now VP/Pop Promo 550 Music ...

Heavy D upped to Universal Music Group Sr. VP ... Hilary

Shaev Sr. VP/Promo at 550 Music ... Ron Geslin now RCA Sr.

VP ... Butch Waugh Sr. VP/GM RCA Label Group/Nashville ...

Ken Berry to head EMI North American operations ... Pat

Quigley now Exec. VP/GM Capitol/Nashville ... Bonnie Goldner VP/Nat'l Promo at

MCA ... Doug Johnson named President/partner at Giant/Nashville ... Hollywood

launches Nashville label; Randy Goodman President ... Craig Kallman Exec. VP/

Office of the Chairman at Atlantic ... Bruce Tennebaum senior exec at

DreamWorks ... Disney buys Mammoth Records ... Carson Schreiber Sr. VP/

Promo & Product Development at Disney/Nashville ... Mark Gorlick head of

promo at DreamWorks ... Nancy Levin named Sr. VP at MCA ... Dave Rosas

appointed Sr. VP/Urban Promo at A&M ... Danny Goldberg Chairman of Mercury

Group ... Polly Anthony President Epic/550; David Massey Exec. VP/GM; Kaz

Utsonomiya Sr. VP/A&R at Epic ... Nancy Berry Vice Chairman

Virgin Records America & Virgin Music Group Worldwide ...

Phil Quartararo President of WB ... Peter Napoliello Sr. VP/

Promo at A&M ... Ron Shapiro Exec. VP/GM Atlanta ... Michael

Mauldin President/Black Music Columbia ... Val DeLong VP at

Universal ... Denny Mosesman Giant head of promo ... George

Jackson President/CEO Motown ... Pat Quigley President/CEO

Capitol ... Seymour Stein President/CEO Sire Records Group;

Randy Miller Exec. VP/GM ... Ray Carlton VP/Top 40 Promo at

RCA ... Liz Heller, Charles Goldstuck Capitol Exec. VPs ... Bill

Mayne Sr. VP/GM Reprise/Nashville; Bob Saporiti Sr. VP/GM WB/Nashville ...

Ray Gmeiner VP/Promo at Virgin ... Scott Douglas VP/Rock Promo Epic ... Scott

Borchetta to head promo at DreamWorks/Nashville.

RECORDS



Ron Geslin

Daring Debuts



Jewel

Jewel, Spice Girls, Hanson, Matchbox 20, Dru Hill, Deana Carter and Third Eye Blind ruled the R&R year-end airplay charts, but perhaps more impressive was the fact that each act reached platinum status with a debut album.

"You Were Meant for Me" by Jewel (Atlantic) was just one of a number of songs topping several R&R year-end charts, a trend throughout the year. "Meant" finished top five at CHR/Pop, AC and Hot AC, and Jewel helped give Atlantic Records a first-place finish overall for 1997. Executive VP/Promotion Andrea Ganis and

her team powered Atlantic into the No. 1 spot in CHR/Pop, Hot AC, Active Rock and Rock.

Also contributing to Atlantic's success was the Florida-based rock group Matchbox 20. Their breakthrough hit "Push" finished top 10 for the year at Active Rock, Rock, Alternative and Adult Alternative and top 25 at CHR/Pop and Hot AC.

Jewel and Matchbox 20 were among the benefactors of the rise of Pop/Alternative as an emerging format. Realizing a need for a separate breakout of this type of station, R&R

debuted a Pop/Alternative subchart on May 9, 1997. Other artists riding the Pop/Alternative wave included Elektra's Third Eye Blind, Columbia's Shawn Colvin (who won a Grammy for "Sunny Came Home"), Interscope's Wallflowers, Arista's Sarah McLachlan and Imago/Warner Bros. recording artist Paula Cole. Atlantic's Duncan Sheik was more than noticed, charting the entire year at Hot AC with "Barely Breathing."

Christopher "The Notorious B.I.G." Wallace (Bad Boy/Arista) was the biggest artist in hip-hop music upon the release of a dual-disc set, *Life After Death*, which debuted at No. 1 in national album sales only weeks after he was murdered in Los Angeles. "Mo Money Mo Problems" became the hip-hop anthem of 1997 at CHR/Rhythmic and Urban. It seemed that "I'm Coming Out" by Diana Ross was the last disco hit to be sampled in a hip-hop record, and it worked magic for "Money," which is now destined for classic status.



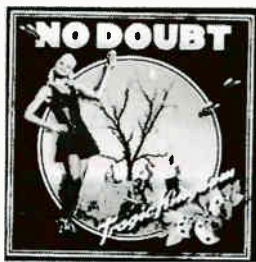
The Notorious B.I.G.

George Strait continued to prove his Country superstar status with two consecutive No. 1 hits that finished at Nos. 2 and 3 for the year. "Carrying Your Love With Me" and "One Step at a Time" were both co-produced by Strait and MCA/Nashville President Tony Brown.

Although Adult Alternative remained at the low end of the spectrum in terms of total number of stations reporting to R&R, the format continued to demonstrate its powerful ability to break new artists into the mainstream. A sample of acts that emerged from the format included Sister Hazel, Fiona Apple, Abra Moore, Tonic, Jonny Lang and Duncan Sheik.

CHR/POP

- 1 JEWEL You Were Meant For Me
- 2 CARDIGANS Lovefool
- 3 NO DOUBT Don't Speak
- 4 WALLFLOWERS One Headlight
- 5 THIRD EYE BLIND Semi-Charmed Life
- 6 SAVAGE GARDEN I Want You
- 7 OMC How Bizarre
- 8 BACKSTREET BOYS Quit Playing Games (With My Heart)
- 9 EN VOGUE Don't Let Go (Love)
- 10 SHAWN COLVIN Sunny Came Home



CHR/RHYTHMIC

- 1 MARK MORRISON Return Of The Mack
- 2 BLACKSTREET Don't Leave Me
- 3 PUFF DADDY & FAITH EVANS I'll Be Missing You
- 4 NOTORIOUS B.I.G. Mo Money Mo Problems
- 5 ROME I Belong To You (Every Time I See Your Face)
- 6 WILL SMITH Men In Black
- 7 USHER You Make Me Wanna...
- 8 KEITH SWEAT Nobody
- 9 MONICA For You I Will
- 10 EN VOGUE Don't Let Go (Love)

AC

- 1 TONI BRAXTON Un-Break My Heart
- 2 KENNY LOGGINS For The First Time
- 3 JEWEL You Were Meant For Me
- 4 SHAWN COLVIN Sunny Came Home
- 5 BRYAN ADAMS I'll Always Be Right There
- 6 LEANN RIMES How Do I Live
- 7 CHICAGO Here In My Heart
- 8 JIM BRICKMAN / MARTINA MCBRIDE Valentine
- 9 MICHAEL BOLTON Go The Distance
- 10 R. KELLY I Believe I Can Fly

ROCK

- 1 TONIC If You Could Only See
- 2 WALLFLOWERS One Headlight
- 3 MATCHBOX 20 Push
- 4 COLLECTIVE SOUL Precious Declaration
- 5 AEROSMITH Falling In Love (Is Hard On The Knees)
- 6 WALLFLOWERS The Difference
- 7 COLLECTIVE SOUL Listen
- 8 JONNY LANG Lie To Me
- 9 AEROSMITH Pink
- 10 OFFSPRING Gone Away

HOT AC

- 1 DUNCAN SHEIK Barely Breathing
- 2 SISTER HAZEL All For You
- 3 WALLFLOWERS One Headlight
- 4 SHAWN COLVIN Sunny Came Home
- 5 JEWEL You Were Meant For Me
- 6 NO DOUBT Don't Speak
- 7 THIRD EYE BLIND Semi-Charmed Life
- 8 JEWEL Foolish Games
- 9 SAVAGE GARDEN I Want You
- 10 PAULA COLE Where Have All The Cowboys Gone?

COUNTRY

- 1 TIM MCGRAW / FAITH HILL It's Your Love
- 2 GEORGE STRAIT Carrying Your Love With Me
- 3 GEORGE STRAIT One Night At A Time
- 4 KENNY CHESNEY She's Got It All
- 5 KEVIN SHARP She's Sure Taking It Well
- 6 DIAMOND RIO How Your Love Makes Me Feel
- 7 TY HERNDON Loved Too Much
- 8 DEANA CARTER Count Me In
- 9 PAM TILLIS All The Good Ones Are Gone
- 10 LONESTAR Come Cryin' To Me

URBAN

- 1 DRU HILL In My Bed
- 2 ROME I Belong To You (Every Time I See Your Face)
- 3 112 Cupid
- 4 CHANGING FACES G.H.E.T.T.O.U.T.
- 5 USHER You Make Me Wanna...
- 6 REFUGEE CAMP ALL-STARS The Sweetest Thing
- 7 ERYKAH BADU Next Lifetime
- 8 BLACKSTREET Don't Leave Me
- 9 SOMETHIN' FOR THE PEOPLE My Love Is The Shhh!
- 10 GOD'S PROPERTY Stomp



ALTERNATIVE

- 1 THIRD EYE BLIND Semi-Charmed Life
- 2 MIGHTY MIGHTY BOSSTONES The Impression That I Get
- 3 TONIC If You Could Only See
- 4 SMASH MOUTH Walkin' On The Sun
- 5 SUGAR RAY Fly
- 6 MATCHBOX 20 Push
- 7 VERVE PIPE The Freshmen
- 8 WALLFLOWERS One Headlight
- 9 SUBLIME Santeria
- 10 FOO FIGHTERS Everlong



ACTIVE ROCK

- 1 OFFSPRING Gone Away
- 2 TONIC If You Could Only See
- 3 DAYS OF THE NEW Touch, Peel And Stand
- 4 LIVE Lakini's Juice
- 5 MATCHBOX 20 Push
- 6 COLLECTIVE SOUL Precious Declaration
- 7 METALLICA King Nothing
- 8 WALLFLOWERS One Headlight
- 9 VERUCA SALT Volcano Girls
- 10 BUSH Greedy Fly

URBAN AC

- 1 KENNY LATTIMORE For You
- 2 BABYFACE Every Time I Close My Eyes
- 3 DIONNE FARRIS Hopeless
- 4 LUTHER VANDROSS I Can Make It Better
- 5 TONY TONI TONE Thinking Of You
- 6 ERYKAH BADU Next Lifetime
- 7 MONICA For You I Will
- 8 PATTI LABELLE When You Talk About Love
- 9 BLACKSTREET Don't Leave Me
- 10 DRU HILL In My Bed

NAC TRACKS

- 1 RICK BRAUN Notorious
- 2 GATO BARBIERI Straight Into The Sunrise
- 3 SPECIAL EFX Since You've Been Away
- 4 LEE RITENDUR Water To Drink
- 5 PAUL TAYLOR Pleasure Seeker
- 6 BONEY JAMES Nothin' But Love
- 7 ERIC MARIENTHAL Easy Street
- 8 DANCING FANTASY When Dreams Come True
- 9 3RD FORCE In The Full Moonlight
- 10 GOTA European Comfort



SIGNS OF THE TIMES

- Radio One buys into Detroit.
- Entercom acquires seven Sinclair stations for \$127 million.
- Jacor buys Art Bell's show for \$9 million.
- Rush Limbaugh receives the R&R Lifetime Achievement Award at the Talk Radio Seminar.
- Chancellor gets 11 SFX stations in a major-market swap.
- Chancellor buys a DC combo for \$72 million, reaches its limit there.
- Casey Kasem is reunited with *American Top 40*.
- The McCain/Feingold bill dies.
- Tapscan's new measurement technology captures FM listening in passing vehicles.
- Chancellor's Scott Ginsburg resigns.
- An Arbitron glitch forces the recall of winter '98 reports.
- ABC Radio Nets buys *Radio Today*.
- Arbitron buys Tapscan.
- Puerto Rico is now a regular Arbitron market.
- Amcast/Katz memo reeks of racial bias; Olds apologizes.
- Seagram buys PolyGram for \$10.6 billion.
- AMFM acquires Global Satellite Net programs.

year **1998**

A Brand-New Industry

If, by chance, you slept through the last two years, let us be the first to inform you that the radio and record industries you knew are dead.

Thanks to the Telecommunications Act of 1996, radio found itself on the same playing field as every other industrial conglomerate. The reasons we do things are different now. And, sadly for some, the reasons that drew us to this business may now be gone. But for the few who remain, the challenges of keeping this industry thriving and relevant resemble those of 50 years ago, when television appeared. Radio has survived just fine, and its revenues rival those of the recording or motion-picture exhibition businesses, only now it faces new competitors, including the Internet, video games, satellite radio and myriad other entertainment and information options.

Those challenges exist in the music business too. Just about every major label has undergone significant ownership or upper-management changes several times over the R&R era — many in just the last couple of years.

A few of 1998's big headlines: Capstar was publicly traded for only a few months before sister company Chancellor

announced that it would absorb the company. Clear Channel won the derby for Jacor Communications. SFX morphed from a radio company into the premier concert promotion concern, having consolidated the vast majority of major concert companies (and quite a few venues) around the country.

Sadly, radio lost one of its old guard in 1998. Robert W. Morgan, who woke up Angelenos for more than 30 years, lost his battle with cancer. He died just a year after his afternoon partner from KHJ and KRTH, The Real Don Steele, lost a similar fight. Morgan was posthumously honored by R&R readers a few months later: He was given R&R's Industry Achievement Award for Personality of the Year in the Oldies category.

After a six-year absence, R&R reentered the convention business with a meeting described by many as our most successful ever. We felt good about it too. Virgin's Richard Branson opened the proceedings, arriving on stage by way of hot air balloon. Garth Brooks, Tricia Yearwood and Paula Cole closed the show. Wait! Was that Olivia Newton-John we saw in the audience?



PERSPECTIVES

Sometimes it's only possible to judge the viability or long-term credibility of music in retrospect. Rap, for example, has been around for a long time, and even recently most people thought it was a passing phase. It's only now that they've come to realize that rap has a permanent, solid place in the overall pop music market.

This has been the case throughout most of rock 'n' roll's history. When something first burst onto the scene, it was given six months to a year at most by the then-prevailing pundits of Tin Pan Alley.

I can remember as a kid attending the Alan Freed Christmas and Easter shows at the Brooklyn Fox and Brooklyn Paramount theaters and hearing Freed rub it in the noses of the critics as rock 'n' roll continued to survive year after year.

It's somewhat unfair to cite certain times as breakthrough periods, since most of the long-lasting musical trends didn't just explode out of the blue but actually took years to develop before gaining momentum and credibility.

Radio, with few exceptions, plays it very safe. But considering the great deal of restraint exercised by our own industry, it would be hypocritical of me to attack radio for its lack of courage in breaking away from old formats and playing a greater variety of music. All I can say is, "Alan Freed, Tom Donahue, where are you now that we need you?"



Seymour Stein

What A Difference O'Day Made

In 1998 Seattle legend Pat O'Day celebrated the 40th anniversary of his entering radio in the Northwest market.

Pat O'Day's father was a radio preacher in Tacoma, WA, and from the time O'Day was 7 or 8 he knew he wanted to follow in his footsteps. "Not as a minister," O'Day says, "but as an announcer, a newsman or a play-by-play man."

In 1956 Neil Sargent, PD of KVAS/Astoria, OR, gave O'Day his first full-time job. Lester Smith bought KJR in 1953. In 1958 he sold the station to Essex Productions. KJR had a brief fling with rock 'n' roll in the mid-'50s, but in 1958 the payola scandals were brewing, music itself was struggling, and Smith was convinced by his manager that rock 'n' roll had no future.



Pat O'Day

Nevertheless, the station re-entered rock 'n' roll, and the new decade began. O'Day was hired to do afternoon drive. "Rock 'n' roll was in its infancy, and we were deciding on an hourly basis what a great radio station should sound like," O'Day says.

On national music calls O'Day would proclaim, "You gotta play this record," but all he'd get in response was, "That isn't going to happen here, Pat. Your area's different." That's how he decided to play The Wailers' version of "Louie, Louie."

"I believed local artists could be as important as national acts," he says. KJR broke "Louie, Louie," and it was a Seattle hit twice. It didn't become a national hit until a Portland, OR group, The Kingsmen, copied The Wailers' version and their label slyly implied that the group was from the East Coast.

James Marshall Hendrix was a Seattle boy. By 1968 the concert business was changing, and O'Day was smack dab in the middle of it. "I got to thinking, 'Rock 'n' roll's getting so complicated,'" O'Day says. "I said to Jimi, 'Why don't we handle your performance everywhere we go? We'll bankroll the tour and arrange the advertising. At the end we'll sit down, pay the expenses and split the rest.'"

They called it Concerts West, and it changed the way live performances were done. O'Day stayed with KJR until the mid '70s, and even as GM kept his hand on the programming wheel.

In 1976 he bought KORL/Honolulu and commuted between the islands and the mainland. In 1977 he took over KYYX/Seattle. "It was the FM that finally beat my alma mater," he says.

It's a different world today, but O'Day still has the lay of the land. He says, "Here's a great line: 'Hey, we're having another fun weekend with good-time oldies!' What kind of horse shit is that? Those aren't even real words."



Dave Kerr WKQI/Detroit VP/GM ... Joel Folger KKZN/Dallas PD ... Duane Doherty KDGE/Dallas PD ... Adam Goodman WNSR/New York PD ... James T OM, Cedric Hollywood PD/MD at WEDR/Miami ... Lisa Decker KMPS & KZOK/Seattle GM ... Mike Halloran XHRM/San Diego PD ... Scott Herman WNEW-FM/New York VP/GM ... Catherine Meloy WBIG/Washington Sr. VP ... Rick Mack WGAY/Washington VP/GM ... Charlie Ochs WWRC/Washington VP/GM ... Mark Hannon WBMX/Boston VP/GM ... Bruce St. James KKFR/Phoenix PD ... Neal Mirsky WYSP/Philadelphia PD ... Harvey Nagler CBS News, Radio VP ... Gary Bryan PD/mornings at KJR/Seattle ... Dave Numme KBBT, KUFO/Portland, OR OM ... Joey Arbagey KMEL/San Francisco PD ... Steve Williams KSSJ/Sacramento PD ... Rich Homberg WXYT/Detroit GM ... Phil Locascio WARW/Washington PD ... Casey Keating KVI/Seattle PD ... Steve Carver WGN/Chicago GM ... Chris Claus WPHT/Philadelphia VP/GM ... Eric Powers KUBE/Seattle PD ... Judy McNutt KMCG/San Diego PD ... Skip Schmidt Clear Channel/Tampa Manager ... Shirley Maldonado WSJZ/Boston PD ... Steve Oshin KBSG/Seattle VP/GM ... Drew Hahbaum WISF, WYUU/Tampa, VP/GM ... Don Parker KCMG/Los Angeles OM ... Tom Calococci Radio One/Baltimore OM ... Brian Phillips Susquehanna Atlanta/Dallas, KPLX Dir./Programming ... Rod Zimmerman WBBM-AM/Chicago VP/GM ... Luis Diaz-Albertini SBS Regional GM, Mario Paez WLEY/Chicago GM ... Carey Curelop KZOK/Seattle PD ... Karen Carroll KMOX/St. Louis VP/GM ... Judy McNutt KXGL/San Diego PD ... Alex Tear WDRQ/Detroit PD ... Tom Clendening KSFO/San Francisco PD ... Dan Savadove WIOQ/Philadelphia VP/GM ... Jay Meyers Jacor Sr. VP/Radio ... Stephen Sinicropi WKRK/Detroit VP/GM ... Joe Wade Formicola WWBR/Detroit PD ... Tracy Johnson KFMB-AM & FM/San Diego VP/GM ... Paul Goldstein KKSF/San Francisco PD ... Mark Adams KZQZ/San Francisco PD ... Kevin Metheny WTAM/Cleveland OM ... Val Maki KPWR/Los Angeles VP/GM ... John King Capstar SEA Star CEO ... Drew Hayes KABC/Los Angeles PD ... Mancow moves to WKQX/Chicago, Bob & Tom to WRCX ... Michael Freedman CBS News Radio GM ... Gary Krantz AMFM VP/Programming, Music & Entertainment ... Kim Guthrie KBGG, WBAB, WBLI, WHFM VP/GM ... Eric Hauenstein Jones Radio Network VP/Programming, Phil Barry VP/Programming, Jim Murphy Dir./Operations ... Steve Smith Emmis/New York VP/Programming, Tracy Cloherty WQHT (Hot 97)/New York PD ... Geoffrey Armstrong Capstar COO ... Vinny Brown WBLS/New York PD ... Eric Logan WQYK/Tampa PD ... Steve Smith Emmis VP/Programming ... Michelle Engel KBBT/Portland, OR PD ... Dave Logan AMRC VP/Programming ... Zemira Jones WTAQ & WTAU/Chicago GM ... Bill Fink KZLA/Los Angeles PD ... Jim Casale WWDB/Philadelphia PD ... Mike Stern WKRK/Detroit PD ... Tom O'Brie WKQI/Detroit PD ... Dave Robbins CBS/Columbus FM VP/GM ... Gabe Hobbs Jacor Nat'l News/Talk Director ... Mike Thompson KXTA/Los Angeles OM ... Bob Kaake WNUA/Chicago PD ... Haz Montana KSSE/Los Angeles PD ... Zemira Jones WMVP/Chicago GM ... Dick Williams SEASat/Nashville VP/GM ... Charley Lake WAZU & WLWQ/Columbus, OH PD ... Matthew Ross WALR & WJZF/Atlanta GM ... Jimmy Steal Jacor/Dallas Dir./Programming ... John Burkavage WTMI/Miami VP/GM ... Bruce Mittman WEGQ/Boston VP/GM ... Casey Keating KPLZ/Seattle PD ... John Fullam Chancellor Sr. VP ... Lorrin Palagi joins Zapoleon ... Clifford Brown Jr. KDIA & KDYA/San Francisco OM/PD ... Brian Bieler KTXQ/Dallas VP/GM ... Tripp Eldredge DMR Exec. VP ... Joel Hollander WWI President/CEO ... Steve Swenson WCBS-AM/New York VP/GM ... Joel Salkowitz KTXQ/Dallas PD ... Keri Littlefield KAAM, WPAP, KSCS/Dallas President/GM ... Randy James KHMV/Houston PD ... Peter Berk KCEO, KSPA & KFSD/San Diego VP/GM ... Lee Davis WFAN/New York GM.



Tracy Johnson



Mancow



Bob Kaake



Will Botwin Columbia Records GM ... Brad Howell WB/Nashville VP/Promo ... Jack Purcell Reprise/Nashville VP/Promo ... Bob Cavallo Disney Music Group Chairman ... Ted Volk Mammoth Sr. VP ... Michael Steele A&M VP/Pop Promo ... Susanne White, Eulis Cathey, Mike Stone, Scott Jordan, Jordan Zucker join N2K in promo posts ... Barry Pilac, Sherri Trahan Sire VPs/Promo ... Benny Pough MCA VP/R&B Promo ... Mike Rittberg WB VP/Rock Promo ... Jacqueline Saturn VP/Alternative Promo at Epic ... Margaret Locicero Red Ant VP/Pop Promo ... Ted Wagner Columbia/Nashville VP/Nat'l Country Promo ... Bruce Shindler DreamWorks/Nash Head/Promo ... Mike Kelly Elektra VP/Urban Promo ... Matt Smith DreamWorks Head/Alternative Promo ... Mike Bone Capricorn Exec. VP/GM ... Steve Kline Geffen Head/Top 40 ... Rick Rubin's American Recordings joins Columbia Records Group ... Dave Darus Restless Sr. VP/Promo ... Don Coddigton N2K Sr. VP/Promo ... Stu Bergen Epic VP/Promo ... Vicki Leben Reprise VP/Top 40 promo ... Evelyn Shriver Asylum President ... Roy Lott EMI Recorded Music NA Deputy President ... Joe Hecht Elektra VP/Crossover Promo ... Jheryl Busby DreamWorks Head/Urban Music ... Mark DiDia Hollywood Sr. VP/GM ... Dan Hubbert Hollywood Sr. VP/Promo ... Laura Curtin DreamWorks Head/Rock Promo ... Ross Zapin Geffen Head/Modern Rock Promo ... Phil Costello Capitol Sr. VP/Promo & Marketing ... Tommy LiPuma Chairman, Ron Goldstein President at GRP ... Thomas Mottola President/CEO Sony Music ... Steve Ellis Mercury Sr. VP/Promo ... Greg Sax Atlantic/Nashville VP/Nat'l Promo ... Bruce McDonald (Alternative), Drew Murray (Rock) VPs/Promo at Restless ... Tom Maffei Arista VP/Crossover Promo ... Eric Brooks to run Virgin's urban dept. ... Larry Jacobson Revolution/Giant GM ... Barry Lyons VP/Rock Promo at Island ... Doug Morris Chairman/CEO PolyGram-Universal Music ... Roy Lott Capitol President ... Paula Tuggey to DreamWorks Pop Promo ... Demmette Guidry Columbia Sr. VP/Black Music ... Larry Khan Jive Sr. VP/R&B Promo & Marketing ... Monte Lipman Universal Sr. VP ... Dwight Bibbs Warner Bros. Sr VP/Promo.



Phil Costello



Dwight Bibbs

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SPILLANE**

Business Litigation Solutions

The Luck Of The 'Iris'



The Goo Goo Dolls

If you were "Torn" between your favorite songs of the year, you're in good company. **Natalie Imbruglia's** smash was the No. 1 Hot AC hit of the year (and No. 2 at CHR), while **Creed's** own "Torn" was Active Rock's leading song for 1998 and helped give the band an even bigger year than it had in 1997. But arguably the biggest record of the year was "Iris" by **The Goo Goo Dolls**, which finished 1998 as the No. 1

addition to having Active Rock success.

Who had the most top 15s? **Garth Brooks** (six at Country), followed by **Metallica** (five at Active Rock) and **Luther Vandross** (five at Urban AC). The song with the most chart longevity was the multiformat **Savage Garden** smash "Truly Madly Deeply," which was AC's No. 1 song of the year. It not only stayed on the AC chart for 48 weeks, it would remain there for another 13 weeks in 1999.



Next

Noteworthy achievers included **Next**, whose "Too Close" was the No. 1 song of the year at both CHR/Rhythmic and Urban and was the only other act besides **The Goo Goo Dolls** to triumph on two year-end charts. **Tim McGraw** led all artists with four No. 1s, including a duet with wife **Faith Hill**, whose "This Kiss" was 1998's biggest Country hit.

Country led all formats with 40 No. 1 records, while Urban offered 122 songs and 103 artists reaching top 15, well ahead of all others. By comparison, AC contributed a modest 60 top 15 songs. Hot AC delivered only eight No. 1 hits and 48 acts, although it was the first and only format in 1998 to take **Sarah McLachlan's** "Angel" to top 15. The song would become a multiformat blockbuster in 1999.

CHR and Adult Alternative hit, No. 3 of Hot AC, No. 8 at Alternative and No. 13 at Rock, in

CHR/POP

- 1 GOD-GOO DOLLS Iris
- 2 NATALIE IMBRUGLIA Torn
- 3 SAVAGE GARDEN Truly Madly Deeply
- 4 MATCHBOX 20 3am
- 5 K-CI & JOJO All My Life
- 6 AEROSMITH I Don't Want To Miss A Thing
- 7 MATCHBOX 20 Real World
- 8 BACKSTREET BOYS As Long As You Love Me
- 9 SHANIA TWAIN You're Still The One
- 10 JENNIFER PAIGE Crush

CHR/RHYTHMIC

- 1 NEXT Too Close
- 2 K-CI & JOJO All My Life
- 3 BRIAN MCKNIGHT Anytime
- 4 AALIYAH Are You That Somebody?
- 5 BRANDY & MONICA The Boy Is Mine
- 6 USHER Nice & Slow
- 7 USHER My Way
- 8 BIG PUNISHER /JOE Still Not A Player
- 9 PRAS MICHEL /ODDB & MYA Ghetto Superstar
- 10 DESTINY'S CHILD No, No, No

COUNTRY

- 1 FAITH HILL This Kiss
- 2 MARK WILLIS I Do (Cheerish You)
- 3 JO DEE MESSINA Bye Bye
- 4 KENNY CHESNEY That's Why I'm Here
- 5 GEORGE STRAIT I Just Want To Dance With You
- 6 DIXIE CHICKS There's Your Trouble
- 7 STEVE WARINER Holes In The Floor Of Heaven
- 8 TRISHA YEARWOOD There Goes My Baby
- 9 TRACY BYRD I'm From The Country
- 10 SHANIA TWAIN You're Still The One

AC

- 1 SAVAGE GARDEN Truly Madly Deeply
- 2 SHANIA TWAIN You're Still The One
- 3 ERIC CLAPTON My Father's Eyes
- 4 CELINE DION To Love You More
- 5 CELINE DION My Heart Will Go On
- 6 BACKSTREET BOYS As Long As You Love Me
- 7 JOHN TESH /JAMES INGRAM Give Me Forever (I Do)
- 8 PAULA COLE I Don't Want To Wait
- 9 NATALIE IMBRUGLIA Torn
- 10 ELTON JOHN Something About The Way You Look Tonight



HOT AC

- 1 NATALIE IMBRUGLIA Torn
- 2 MATCHBOX 20 3am
- 3 GOO GOO DOLLS Iris
- 4 FASTBALL The Way
- 5 SAVAGE GARDEN Truly Madly Deeply
- 6 EDWIN MCCAIN I'll Be
- 7 MATCHBOX 20 Real World
- 8 SMASH MOUTH Walkin' On The Sun
- 9 NATALIE MERCHANT Kind & Generous
- 10 ALANIS MORISSETTE Uninvited



ROCK

- 1 KENNY WAYNE SHEPHERD Blue On Black
- 2 DAYS OF THE NEW The Down Town
- 3 CREED What's This Life For
- 4 CREED My Own Prison
- 5 AEROSMITH I Don't Want To Miss A Thing
- 6 KENNY WAYNE SHEPHERD Somehow, Somewhere, Someway
- 7 BROTHER CANE I Lie In The Bed I Make
- 8 MATCHBOX 20 3am
- 9 DAYS OF THE NEW Touch, Peel And Stand
- 10 MARCY PLAYGROUND Sex And Candy



ACTIVEROCK

- 1 CREED Torn
- 2 STABBING WESTWARD Save Yourself
- 3 DAYS OF THE NEW Shelf In The Room
- 4 MONSTER MAGNET Space Lord
- 5 CREED What's This Life For
- 6 CREED My Own Prison
- 7 DAYS OF THE NEW The Down Town
- 8 KENNY WAYNE SHEPHERD Blue On Black
- 9 FOO FIGHTERS My Hero
- 10 MARCY PLAYGROUD Sex And Candy

ALTERNATIVE

- 1 FUEL Shimmer
- 2 EVE 6 Inside Out
- 3 MARCY PLAYGROUND Sex And Candy
- 4 SEMISONIC Closing Time
- 5 HARVEY DANGER Flagpole Sitta
- 6 FASTBALL The Way
- 7 GREEN DAY Time Of Your Life
- 8 GOO GOO DOLLS Iris
- 9 EVERCLEAR I Will Buy You A New Life
- 10 CREED My Own Prison



URBAN AC

- 1 BRIAN MCKNIGHT Anytime
- 2 BRIAN MCKNIGHT The Only One For Me
- 3 K-CI & JOJO All My Life
- 4 ARETHA FRANKLIN A Rose Is Still A Rose
- 5 JON B They Don't Know
- 6 JANET I Get Lonely
- 7 BOYZ II MEN A Song For Mama
- 8 MARY J. BLIGE Seven Days
- 9 TEMPTATIONS Stay
- 10 GERALD LEVERT Thinkin' Bout It

ADULT ALTERNATIVE

- 1 GOO GOO DOLLS Iris
- 2 FASTBALL The Way
- 3 NATALIE MERCHANT Kind & Generous
- 4 DAVE MATTHEWS BAND Stay (Wasting Time)
- 5 BONNIE RAITT One Belief Away
- 6 MATCHBOX 20 3am
- 7 SEMISONIC Closing Time
- 8 EAGLE-EYE CHERRY Save Tonight
- 9 BARENAKED LADIES One Week
- 10 VERVE Bitter Sweet Symphony

URBAN

- 1 NEXT Too Close
- 2 JON B They Don't Know
- 3 K-CI & JOJO All My Life
- 4 KELLY PRICE Friend Of Mine
- 5 AALIYAH Are You That Somebody?
- 6 MONTELL JORDAN Let's Ride
- 7 BRIAN MCKNIGHT Anytime
- 8 DESTINY'S CHILD No, No, No
- 9 BRIAN MCKNIGHT The Only One For Me
- 10 NEXT I Still Love You

NAC TRACKS

- 1 KIM WATERS Nightfall
- 2 MARC ANTOINE Sunland
- 3 KENNY G Baby G
- 4 RICHARD ELLIOT In The Grove
- 5 LEE RITENOUR Ooh-Yeah
- 6 STEVE COLE When I Think Of You
- 7 FOUR 80 EAST Eastside
- 8 JONATHAN BUTLER Dancing On The Shore
- 9 SOUL BALLET Big Girl
- 10 GEORGE BENSON Fly By Night

"It was not an easy deal, because each company thought it was worth more than the other one."

— Clear Channel founder/CEO Lowry Mays on negotiations to buy the AMFM group, which made Clear Channel by far the largest radio group

R&R 30 YEARS

SIGNS OF THE TIMES

- A judge overturns the \$20 million Children's Broadcasting verdict against ABC.
- Chancellor looks to sell all or part of the company; Infinity, Clear Channel in the hunt.
- Universal Music Group lays off 500.
- Entercom CEO gets 37% bonus at IPO.
- Karmazin, Mays and the NAB join to create Minority Ownership Fund.
- Infinity fires the Greaseman over a racial remark.
- Jeffrey Marcus is ousted as AMFM CEO; Tom Hicks becomes CEO, Jim de Castro, Steve Hicks Vice-Chairmen.
- February RAB figures soar 18%.
- CBS Radio Net cuts news staff.
- Broadcasters ask the FCC for guidance on radio-record promotion deals.
- Radio One goes public, soars on "strong buy" rating.
- McCain and Lieberman propose law to require labeling of violent records and other media.
- WW1 to acquire Metro Nets.
- Clear Channel invests in XM Radio.
- Yahoo! buys Broadcast.com for \$5.7 billion.
- CD Radio announces a deal with Ford.

year 1999

Stock Markets, Radio Heat Up

Over the better part of the 1980s and 1990s, Infinity Radio went through so many IPOs, LBOs, mergers, takeovers and acquisitions that its bankers, brokers and employees wondered if the cycle would ever end. As a standalone entity, Infinity was privately owned three times and publicly owned on two occasions before it was acquired by publicly-owned CBS Corp.

But the big whammy occurred in 1999: Media giant Viacom swept CBS (and Infinity) off its feet with an \$80 billion takeover plan. The deal didn't make Infinity a bigger radio group, but it did put it under the same umbrella with MTV Companies and other valuable assets and set the tone for the kind of media consolidation that made stockholders smile but some consumer groups frown.

Other segments of the radio business were experiencing growing pains. Chancellor Media, an amalgamation of Evergreen Media, Pyramid Broadcasting and other groups, landed its third CEO in as many years thanks to the ouster of Jeffrey Marcus, the cable TV executive who was installed following Scott Ginsburg's departure. Radio may not be brain surgery, but it sure helps to have radio-station experience

when running a radio group, particularly in this day and age, when the whole concept behind consolidation is to raise radio's profile in the media landscape.

This was particularly true in 1999, when the Internet threatened to cast a shadow over just about everything related to media and commerce. If you believed some of the day's pundits, Internet radio would render traditional radio dead within five years.

Ironically, the explosive growth of Internet startups had a positive effect on radio: These cash-flush startups spent millions on radio advertising. Ask any general manager in a major market, and he or she will tell you the wild stories of drunken-sailor-style spending on airtime.

This was particularly true in the Internet-centric markets of San Francisco, Austin, New York and

Washington. Many stations in these markets saw revenue increases far and away greater than what was budgeted (can you say "big year-end bonuses"?).

Wall Street took notice of this phenomenon and directed more of its investors to radio stocks. The industry soared, and it used its newfound wealth to acquire, acquire, acquire.



PERSPECTIVES

We did not seek a web presence just because everybody else was doing it. We wanted to wait and develop a business plan and analyze how we could do it without losing a whole lot of money upfront. There was nothing that said that if we didn't do it, somehow the radio show would suffer. Conversely, there was also nothing that said that if we did do it, the radio program would benefit tremendously.

I'm in one of those frames of mind at the moment where I actually wish we had done it a lot sooner, given what it has become. It has now become a daily archive of what happens on my program. If this site had been up five or six years ago, there would have been a lot less opportunity for me to have been misquoted, mischaracterized and misdefined by those who consider themselves to be my enemies. Certainly, that can still go on, but now we have immediate recourse, and we can back up what I've said not only with text, but with actual audio from the show too.

One of the reasons we spent a lot of time planning this is because a website can also offer some potential downsides. We do not want the website to ever dilute the radio program. The radio show remains the focus, the foundation and the key to everything we do. I don't want anything on the website to take away from the radio show.



Rush Limbaugh



THANK YOU FOR MY JOB. -WALTER SABO

Jerry Lyman	John Dziuba	Mel Karmazin	David Pearlman
Nancy Abramson	Mike Ewing	Mike Kasabo	Dick Penn
Arthur Adler	Erica Farber	Casey Kasem	Don Peterson
Bob Alden	Mike Ferrel	Karen Kay	Al Peterson
Walter Anderson	David Field	Traug Keller	Pete Peterson
John Axten	Doug Finck	Joe Kelly	Mike Phillips
David Bach	John Ford	David Kennedy	George Pyne
Katy Bachman	Gary Fries	Sandy Kenyon	Mary Quass
Corinne Baldassano	Eddie Fritts	Kraig Kitchin	Dick Rakovan
Charlie Banta	Rod Fritz	John Kobylt	Eleanor Ranft
Blair Bartrem	John Frost	Steve Kowch	Frank Rash
Perry Bascom	Neil Gallagher	John Kramer	Bruce Reese
Sandy Beach	Jim Gearhart	Art Kriemelman	Brian Rhea
Peggy Beldon	John Gehron	Mark Lass	Eric Rhoads
Paul Bell	George Gilbert	Willard Lochridge	Jenny Sue Rhoads
Bob Biernacki	Ed Goldman	Jodie Long	Ron Rodrigues
Tom Bigby	Steve Goldstein	Bob Longwell	Marc Rowan
Leon Black	George Green	John Lund	Al Russo
Steve Blatter	Jeff Green	Bob McAllan	Katie Sabo
Don Bogue	Scott Greenstein	Kelvin MacKenzie	Dorothy Rose Sabo
Don Bouloukos	Dan Griffin	Brian Maloney	Pete Salant
Pierre Bouvard	Jack Griffin	Alan Mason	Andy Santoro
Frank Boyle	Marc Guild	Dan Mason	Reese Schonfeld
Al Brady	Ralph Guild	Mark Mason	Randy Seigel
Rob Braide	Phil Hall	Lee Masters	Edward Seisedos
Chris Brodie	David Hall	Al Mayers	Allen Shaw
Peter Brown	John Hare	Barry Mayo	Fred Silverman
Darryl Brown	Mike Harrison	Mark Mays	Perry Simon
Bob Bruno	Gordon Hastings	Dick McCauley	Lee Simonson
Lionel Cassin	John Hayes	John McConnell	Donnie Simpson
Ken Chiampou	Regan Henry	Joe McCoy	Paul Ski
Jay Clark	Scott Herman	Susanne McDonald	Gary Slight
Chris Clause	Ed Hersh	Ed McLaughlin	Jim Smith
Joe Clayton	Gabe Hobbs	John McMullen	Peter Smyth
Jeremy Coleman	Ben Hoberman	Randy Michaels	Aaron Stone
Dan Daniel	John Hogan	Bob Moore	Kevin Straley
Terry Danner	Pat Holiday	Ginny Morris	Tom Taylor
John David	Joel Hollander	Karen Morrison	Jack Trout
Marshall Davidson	Rich Homberg	Bruce Morrow	Harry Valentine
Nick DeRienzo	Drew Horowitz	Brad Murray	Bart Walsh
Doug Donaho	Blaise Howard	Frank Murtagh	Steven Westfall
David Donahoe	Eric Johnson	Denise Oliver	Brian Whittemore
Jim Donahoe	Kurt Johnson	Shane O'Neil	Ronna Woulfe
Peter Doyle	Mike Kakoyiannis	Lorna Ozmon	Ira Yoffe
Chuck DuCoty	Mark Kanak	Lowell Bud Paxson	Ray Yorke

I love my work and I thank each of you for the privilege of serving you as best as our team possibly can.

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Larry Daniels: The King Of Country

Larry Daniels' first job in radio was as a teenager at KGEN/Tulare, CA, an AM daytimer where he worked for free in return for being taught about radio. Before too long he became PD of the variety-formatted outlet. When KGEN decided to switch to Country in 1961, Daniels almost took a job at a competitor playing the rock 'n' roll he liked, but, as he

recalls, "As we got closer to the format change, they started bringing in the records, and my upbringing took over. I started thinking, 'I know all these artists. I know who they are. I can't leave.'"

Buck Owens, who had enjoyed a few hits by then and was on a TV show on a Bakersfield station down Highway 99, called up one day and asked if he could come by the station. The two became good friends.

Soon thereafter, Daniels left Tulare for KUZZ/Bakersfield (a station Owens would buy in 1965), where he also befriended Merle Haggard, fresh from a prison term at San Quentin. Daniels, who, on the side, also sang in his own country band at a dance hall Owens owned, even opened a show for Haggard one time in Paso Robles, CA.

In 1970, after an 18-month stint at KMAK/Fresno, Daniels' friendship with Owens led him to a PD job at AM daytimer KTUF/Phoenix (later KNIX-AM), working for Owens Broadcasting. The company also owned FM outlet KNIX-FM/Phoenix, which programmed Rock. Facing competitors in KHAT and KRDS, Daniels pulled the GM aside and said, "You know, our only chance is to look to the FM for our future."

Talk about planting roots: Daniels' stint in Phoenix lasted 28 1/2 years. Then, in 1999, a few months after the combo was sold to Clear Channel, he left ("on wonderful terms") and shortly thereafter announced the formation of a consultancy, Daniels Country Radio Resources, a move friends had been encouraging him to make for years.

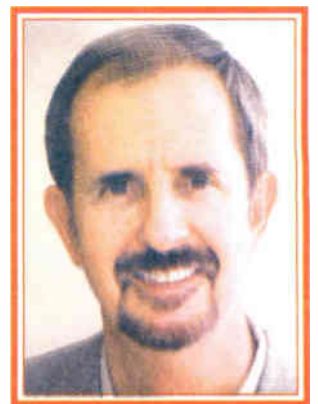
Under his stewardship, KNIX, in 1989, became the first station to win the NAB's Marconi award in two categories: Major Market Station and Country Station of the Year. It was also the CMA's Radio Station of the Year five times and enjoyed close to 20 years of No. 1 12+ books.

Owens maintains that Daniels is the most thorough guy he's ever met. "There's no one better or more diligent than Larry," he says. "You'd have thought the station belonged to him, not me."

KZLA/Los Angeles PD RJ Curtis regards Daniels as one of a kind. "He's a master strategist, a determined and fierce competitor and an incredible manager," he says. "And he's been a mentor to a ton of guys in this business, including me."

Consultant Rusty Walker says, "I've worked with just about everybody in Country radio, but I've never worked with anyone more considerate, more open to new ideas, more caring about those around him and with a more gentle spirit than Larry Daniels."

That just about says it all.



Larry Daniels



Jim Ryan WLTW/New York OM ... Michael Saunders KKBT/Los Angeles PD ... Weezie Kramer WJMK/Chicago VP/GM, Rod Zimmerman WMAQ/Chicago VP/GM ... Bennett Zier WTEM & WWRC/Washington GM ... Jim Farley VP/News & Prog. for WTOP/Washington ... Rita Wilde KLOS/Los Angeles PD ... Dave Richards WKQX/Chicago PD ... Gerry DeFrancesco WIOQ/Philadelphia VP/GM ... Harvey Pearlman WLLD & WYUU/Tampa VP/GM ... Scott Elberg WKTU/ New York VP/GM ... Dave Allan WUSL/Philadelphia VP/GM ...



Michael Saunders



Pat McMahon

Rick Feinblatt Sr. VP/GM WPEN, WMGK, WMMR & WXXM/Philadelphia ... Dave Presher KRBV/Dallas GM ... Michael Young KDKA/Pittsburgh VP/GM ... Frank Raphael WCBS-AM/New York Dir./News & Programming ... Pat McMahon KTXQ/Dallas PD ... Clancy Woods Chancellor/Phoenix Market Manager ... Bob Callahan ABC Broadcasting President ... Dennis Begley WWDB/Philadelphia GM ... Peter Smyth Greater Media Group VP ... Ken Berry PD, Greg Tantum News Director at KGO/San Francisco ... Brian Bridgman WIOQ/Philadelphia PD ... Mark Kanov WSTR/Atlanta Sr. VP/GM ... Dan Savadove Root Communications CEO ... Erik Hellum Chancellor Regional VP ... Matthew Ross WAXQ/ New York VP/GM ... Steve Smith Chancellor Sr. VP/Programming

... Rich Hawkins Capstar Western Region VP/Programming ... Jason Kane Capstar Star System President ... Carmy Ferreri KRBV/Dallas PD ... Michele Williams Radio One/Washington Station Manager ... Charlie Cook WW1 GM/Valencia Operations ... Mike Tierney KPWR/Los Angeles PD ... Derrick Brown WHQT/Miami PD ... Chris Shebel WXXY & WYXX/Chicago PD ... Wayne Vriesman retires from Tribune ... Peter Connolly WMXD/Detroit GM ... Pat Paxton OM, Ron Valeri PD at WEGQ/ Boston ... Tim McCarthy WABC & WQEW/New York Station Manager ... Steve Kosbau WJZW & WRQX/Washington Dir./Operations ... Bennett Zier VP/GM at WGAY/Washington ... Chris McMurray KODA/Houston GM, Brian Purdy KKRW/ Houston GM ... Steve Rivers, David Lebow lead Chancellor Office of Product & Strategy ... Frankie Blue WKTU/New York VP/Operations & Programming ... Frank Kelly VP/GM, Don Kelley Dir./Programming at Greater Media/Boston ... Sil Scaglione WIOQ & WYXR/Philadelphia GM ... Dave Allan WJZJ/Philadelphia GM ... Kid Kelly WHTZ/New York OM ... Dick Kelley Chancellor Sr. VP/Regional Operations ... Jeff Wyatt WGAY/Washington PD ... Terry Lieberman WKRK/Detroit PD ... Shellie Hart KUBE/Seattle OM ... Phil Hall ABC Radio Networks VP/Programming ... Tom Calococci East Coast Dir./Programming for Radio One ... Gerry DeFrancesco WXXM/Philadelphia Managing Director ... Tom Owens Clear Channel Radio Sr. VP/ Programming ... Jimmy Steal KPWR/Los Angeles PD ... Kirk Stirland WOR Radio



Jeff Hillery

Network President ... Georgeann Herbert WBBM & WMAQ/ Chicago OM ... Mark O'Brien WWDC/Washington VP/GM ... Carl Hamilton KDMX, KKTU, KTBZ/Houston GM ... Rick Mack WFOX/ Atlanta VP/GM ... Tim Dukes WKLS/Atlanta PD ... Al Mayers WRKO/Boston PD ... Marc Morgan Cox VP/co-CEO ... Jim Ryan WLIT/Chicago PD ... Alan Sledge Clear Channel Regional Dir./ Country Programming, KNIX/Phoenix PD ... Tom Baker Entercom/Boston Market Manager ... Tony Coles KRWM/Seattle PD ... Steve McKay WXXM/Philadelphia PD ... Jeff Hillery WWDB/Philadelphia PD ... Randy James KDMX/Dallas Dir./ Programming & Operations ... Steve Stewart WJR/Detroit OM ... L.J. Smith Dir./ Programming, Ken Moultrie Dir./BP Consulting at Broadcast Programming ... Andy Friedman WBBM-AM/Chicago News Director ... Lee Jamison KYCY/San Francisco Station Manager ... Jim Richards President, Mike Donovan Partner, Harv Blain consultant at Vallie-Richards ... Bob Hamilton WMXJ/Miami PD ... Justin Case WUSN/Chicago PD ... Paula O'Connor PD at WSJZ/Boston ... Steve Oshin Entercom/Seattle VP/Market Manager ... Johnny Chiang KOST/Los Angeles PD ... Oene Hallam KYCY/San Francisco PD



Mark Snider

Mark Snider V2 Head/Promo ... Matt Pierson WB Records Jazz Exec. VP/GM ... Jack Lameier Sony Music/Nashville Sr. VP/Country Promo ... Felicia Swerling WB VP/Pop Promo ... Burt Baumgartner Capitol Sr. VP/Promo ... Byron Pitts Head/Urban Promo at V2 ... John Brown Sr. VP/ Promo, Eva Wood VP/Field Promo for Curb ... A.J. Savage VP/ Urban Promo at WB ... Rick Baumgartner Atlantic/Nashville VP/ Promo ... Jean Riggins Exec. VP/GM at Universal Records ... Van Fletcher Virgin/Nashville Exec. VP/GM ... Jeff Davis Restless VP/ Promo ... Lewis Tucker VP/Promo Black Music at Universal ... Hank Caldwell Platinum Entertainment VP/GM Urban Music ... Marc Benesch TVT Sr. VP ... Byron Phillips, Michael Traylor Hollywood Sr. VP/GMs ... Joe Riccitelli Jive Sr. VP/Promo ... Craig Lambert MCA Sr. VP/Promo ... Carson James VP/Promo & Media Strategy at Curb ... Unice Rice Capitol VP/R&B Promo ... Lori Holder-Anderson Wind-up VP/ Promo ... Ronnie Johnson Sr. VP/Urban Promo at Atlantic ... Phil Costello Reprise Sr. VP/Promo ... Gary Spivack Capitol VP/Alternative & Rock promo ... Paul Rappaport VP/Broadcasting & Event Marketing at Columbia ... Virgin Urban: Tom Bracamontes Sr. VP/Promo, Mark Boyd VP/Promo ... Red Ant: Eddie George VP/Urban Promo, George Silva VP/Top 40 ... Bill Bennett Maverick President ... Joey Carvello Priority VP/Top 40 promo ... Morace Landy VP/Urban Promo at Atlantic ... Ross Zapin heads DreamWorks modern rock radio/video promo ... Roger Ames Chairman/CEC at Warner Music Group ... Jann Hendry Head/Rock Promo for Giant ... Larry Davis Qwest VP/GM ... Greg Thompson Elektra Exec. VP/GM ... Liz Montalbano Priority VP/Crossover Promo ... John Brown Giant Sr. VP/Promo ... Desiree Schuon Elektra VP/Top 40 Promo ... Eric Murphy RCA VP/Pop Promo ... John McL. Doelp Crescent Moon President ... George Howard head of Rykodisc ... Lionel Ridenour Arista Exec. VP/Black Music ... John Brown Sr. VP/ Promo for Giant/Nashville.



Felicia Swerling

Pop Goes The Radio

1999 was a breakout year for popsters **Christina Aguilera**, **Jennifer Lopez**, **Ricky Martin**, **Britney Spears**, **Sugar Ray** and **TLC**, and radio partied like it was 1999.

Scoring three top 15s at CHR/Pop, Hot AC and Rock, **The Goo Goo Dolls** continued their multiformat success. "Slide," Hot AC's top record of '99, joined **Shania Twain's** "From This Moment On" (at AC) as the year's longest-charting singles at 49 consecutive weeks. Shania also had the most top 15 hits, scoring five at AC.

Def Leppard reappeared on the scene, but the comeback story was **Santana**, whose "Smooth," featuring **Rob Thomas**, was a longtime No. 1 at CHR/Pop, Hot AC and Adult Alternative, where

it became the No. 1 song of the year. Absent since 1996, **The Red Hot Chili Peppers** enjoyed a 16-week Alternative No. 1 with "Scar Tissue"; it also was a huge No. 1 for Active Rock. Other successful rebounds were achieved by **Case** and **Jesse Powell**, who scored Urban AC's song of the year.

While **Collective Soul** had a strong 1999 at Rock, Alternative newcomer **Lit** exploded with "My Own Worst Enemy" — the format's biggest hit. Chalk up 1999 as a breakout Active Rock year for **Godsmack** and **Oleander**, while **Creed** delivered their fourth and fifth straight No. 1 hits. **Metallica** again had the most top 15 tracks.

A profound slowdown at occurred at Country, with only 18 No. 1 songs (compared to 40 in 1998), led by **Lonestar's** nine-week crossover chart-topper "Amazed." At AC, **Phil Collins** dominated No. 1 for 19 weeks with "You'll Be in My Heart."

Train got its first hits rolling this year, as did **Sixpence None The Richer** and **Eminem**. And who can forget CHR/Pop's biggest one-hit wonder of recent times: **Lou Bega's** "Mambo No. 5," which stayed at No. 1 for, appropriately, five weeks.



Lou Bega



Sugar Ray

CHR/POP

- 1 SUGAR RAY Every Morning
- 2 GOO GOO DOLLS Slide
- 3 SIXPENCE NONE THE RICHER Kiss Me
- 4 BRITNEY SPEARS ...Baby One More Time
- 5 TLC No Scrubs
- 6 SMASH MOUTH All Star
- 7 CHRISTINA AGUILERA Genie In A Bottle
- 8 BACKSTREET BOYS I Want It That Way
- 9 RICKY MARTIN Livin' La Vida Loca
- 10 CHER Believe



CHR/RHYTHMIC

- 1 TLC No Scrubs
- 2 702 Where My Girls At?
- 3 112 Anywhere
- 4 JAY-Z f/AMIL AND JA... Can I Get A...
- 5 TYRESE Sweet Lady
- 6 CHRISTINA AGUILERA Genie In A Bottle
- 7 BLAQUE 808
- 8 JUVENILE Back That Thang Up
- 9 DESTINY'S CHILD Bills, Bills, Bills
- 10 WHITNEY HOUSTON Heartbreak Hotel

COUNTRY

- 1 LONESTAR Amazed
- 2 KENNY CHESNEY How Forever Feels
- 3 GEORGE STRAIT Write This Down
- 4 DIXIE CHICKS You Were Mine
- 5 TIM MCGRAW Please Remember Me
- 6 JO DEE MESSINA Lesson In Love
- 7 ANDY GRIGGS You Won't Ever Be Lonely
- 8 MARK CHESNUTT I Don't Want To Miss A Thing
- 9 JO OEE MESSINA Stand Beside Me
- 10 MARK WILLS Wish You Were Here

AC

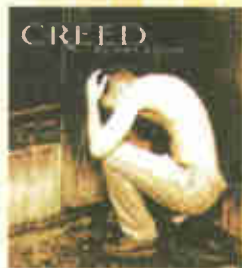
- 1 PHIL COLLINS You'll Be In My Heart
- 2 SARAH MCLACHLAN Angel
- 3 'N SYNC (God...) A Little More Time
- 4 SHANIA TWAIN From This Moment On
- 5 BACKSTREET BOYS I Want It That Way
- 6 SIXPENCE NONE THE RICHER Kiss Me
- 7 R. KELLY & CELINE DION I'm Your Angel
- 8 CHER Believe
- 9 ELTON JOHN & LEANN RIMES Written In The Stars
- 10 PHIL COLLINS True Colors

HOT AC

- 1 GOO GOO DOLLS Slide
- 2 SIXPENCE NONE THE RICHER Kiss Me
- 3 SUGAR RAY Every Morning
- 4 MATCHBOX 20 Back 2 Good
- 5 EAGLE-EYE CHERRY Save Tonight
- 6 SARAH MCLACHLAN Angel
- 7 SHAWN MULLINS Lullaby
- 8 SMASH MOUTH All Star
- 9 TAL BACHMAN She's So High
- 10 FASTBALL Out Of My Head

ROCK

- 1 COLLECTIVE SOUL Heavy
- 2 CREED One
- 3 LENNY KRAVITZ Fly Away
- 4 METALLICA Whiskey In The Jar
- 5 RED HOT CHILI PEPPERS Scar Tissue
- 6 SAMMY HAGAR Mas Tequila
- 7 EVERLAST What It's Like
- 8 OLEANOER Why I'm Here
- 9 BUCKCHERRY Lit Up
- 10 DEF LEPPARD Promises



ACTIVE ROCK

- 1 CREED One
- 2 GODSMACK Whatever
- 3 COLLECTIVE SOUL Heavy
- 4 DLEANOER Why I'm Here
- 5 ROB ZOMBIE Living Dead Girl
- 6 EVERLAST What It's Like
- 7 BUCKCHERRY Lit Up
- 8 METALLICA Whiskey In The Jar
- 9 GODSMACK Keep Away
- 10 KORN Freak On A Leash

URBAN AC

- 1 JESSE POWELL You
- 2 MAXWELL Fortunate
- 3 TEMPTATIONS This Is My Promise
- 4 DEBORAH CDX Nobody's Supposed To Be Here
- 5 R. KELLY When A Woman's Fed Up
- 6 TYRESE Sweet Lady
- 7 WHITNEY HOUSTON Heartbreak Hotel
- 8 ERIC BENET Spend My Life With You
- 9 LAURYN HILL Ex-Factor
- 10 CHANTÉ MOORE Chanté's Got A Man

ADULT ALTERNATIVE

- 1 SANTANA f/ROB THOMAS Smooth
- 2 COLLECTIVE SOUL Run
- 3 NEW RADICALS You Get What You Give
- 4 SHERYL CROW Anything But Down
- 5 JOHN MELLENCAMP I'm Not Running Anymore
- 6 VAN MORRISON Precious Time
- 7 PRETENDERS Human
- 8 RED HOT CHILI PEPPERS Scar Tissue
- 9 GOO GOO DOLLS Slide
- 10 SUGAR RAY Every Morning

URBAN

- 1 CASE Happily Ever After
- 2 JESSE POWELL You
- 3 112 Anywhere
- 4 TYRESE Sweet Lady
- 5 MAXWELL Fortunate
- 6 TLC No Scrubs
- 7 SILK If You (Lovin' Me)
- 8 LAURYN HILL Ex-Factor
- 9 WHITNEY HOUSTON Heartbreak Hotel
- 10 ERIC BENET Spend My Life With You



NAC/SMOOTH JAZZ

- 1 GDTA In The City Life
- 2 BONEY JAMES Into The Blue
- 3 KIM WATERS Easy Going
- 4 GEORGE BENSON Cruise Control
- 5 3RD FORCE f/TAYLOR & HUGHES Revelation Of The Heart
- 6 NAJEE Room To Breathe
- 7 ROGER SMITH Off The Hook
- 8 PETER WHITE Autumn Day
- 9 TOM SCOTT & THE L.A. EXPRESS Smokin' Section
- 10 LEE RITENOUR This Is Love

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"I honestly cannot understand introducing more interference on the FM dial."

—NAB Chairman/CEO Eddie Fritts, on LPFM

R&R 30 YEARS

SIGNS OF THE TIMES

- Owing to technical glitches, Arbitron delays the release of fall '99 market reports by 21 days.
- AOL, Time Warner announce a blockbuster merger.
- The FCC to issue 10-watt and 100-watt LPFM licenses. The NAB will pursue court action.
- Time Warner and EMI announce a merger.
- The FCC approves a new EEO plan.
- DaimlerChrysler invests \$100 million in Sirius. The company stock target is raised to \$100.
- Classical WTMI/Miami fetches \$100 million from Cox.
- XM and Sirius to develop a unified standard.
- Clear Channel buys SFX Entertainment for \$4.4 billion.
- To satisfy regulators, Clear Channel spins more than 100 stations in 27 markets — many go to minority-owned groups — to secure acquisition of AMFM.
- Cumulus restates its earnings. Lew Dickey becomes President as Bill Bungeroth is ousted. Class action suits are filed.
- Art Bell announces his retirement.
- The Radio Preservation Act passes the House.
- Entravision buys Z-Spanish for \$615 million.
- Cumulus stock crashes as PriceWaterhouse resigns as its accounting firm.

year 2000

Early Signs Of Something Amiss

Federal Reserve Bank Chairman Alan Greenspan called it "irrational exuberance." The frenetic 10-year stock market run-up that made millionaires out of your garden-variety computer geeks came to an abrupt halt in 2000. The Dow Industrials lost value for the first time in more than a decade, an ominous sign that the nation's economy was losing its footing.

Things were even worse for the radio industry. Thanks in part to the dot-com cool-down, major-market stations began to see their ad rates erode. Wall Street took notice, and radio-industry stocks took a 35% nosedive during the year.

Nevertheless, after a year of preparation the merger between Clear Channel and AMFM was consummated in August. Clear Channel now owned 900 radio stations after disposing of more than 100 stations worth billions of dollars in order to satisfy federal regulators. Infinity Radio was the biggest beneficiary of the Clear Channel spins: It shelled out \$1.4 billion for 18 prime properties in San Diego, Phoenix, Denver, Cleveland and other markets.

Radio One was next in line: It spent \$1.3 billion for a dozen stations, including KKBT/Los Angeles. Although the African-American-led company had been taken seriously for years, these

acquisitions put it in the top tier of radio groups. Radio One CEO Alfred Liggins called the deal a "transforming event."

Among other major media mergers this year: AOL swallowed Time Warner in a \$113 billion deal, and entrepreneur

Robert Johnson sold his Black Entertainment Television to Viacom for \$2.9 billion.

By year's-end, much of the available radio-station inventory had been picked over, so the volume of transactions cooled. The shopping spree was over, and it was now time for the mega-groups to begin operating their stations.

While the big got bigger, the government threw a few crumbs to fledgling broadcasters. Congress finally approved a scaled-back low-power FM initiative that afforded noncommercial broadcasters 10- and 100-watt licenses. Because lawmakers tossed in eleventh-hour third-adjacent-channel protection

against established radio stations, very few of these LPFM allocations made it into the major markets.

Finally, let's all be thankful that with the onset of 2000 the calendars on our computers rolled over just fine, airliners remained aloft, and our lights stayed lit. Too bad the Florida election system didn't fare as well.



PERSPECTIVES

My sons are as or more important than I am when it comes to making deals these days. We have business-development people in the radio, entertainment and outdoor sectors domestically and internationally, so there are lots of people looking at reinvestment of our free cash flow. It's not like when we had 10 or 20 stations.

Regarding the AMFM acquisition, we were lucky because AMFM was owned by a financial buyer and we were an operating company. We knew we'd be around 20 years from now and that they'd eventually come on the market. It fit so well, they decided to do it somewhat earlier than they would have under their normal plan.

It didn't happen all of a sudden; we'd been working on it for several years. The integration of the two companies was very large, and you don't put two companies of that size together without some integration issues. The most significant challenge was selecting the best management and incentivizing them and letting the others go by the wayside.

We've never had a goal of a specific number of stations. The only thing we have been interested in is reinvesting our money at rates of return that will enhance our stockholder value. I doubt seriously that we will appreciably increase the number of stations that we own in the U.S., but it certainly is our goal to increase the earnings of the company and to try to double them over the next four to five years.



Lowry Mays

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Ron Chapman: A Dallas Legend

In 1959, after six years at WHAV-AM/Haverhill, MA, Ron Chapman got the nod from station owner Gordon McLendon. He packed up his car and drove cross-country toward his destiny: Dallas and KLIF, McLendon's flagship station.

When Chapman hit town, he turned on the radio and heard KLIF promos proclaiming the arrival of a new disc jockey named Irving Harrigan. Chapman wondered who Harrigan was; he also wondered why he wasn't hearing promos about himself. When he reported to work, Chapman found the answer: *He was Harrigan.*

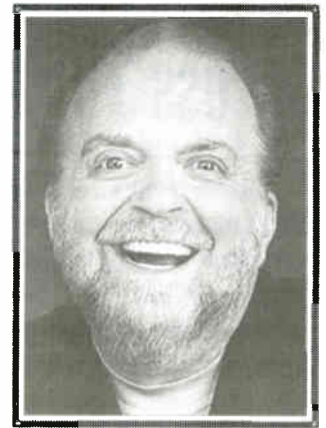
Irving Harrigan, née Ron Chapman, was KLIF's new overnight man, and his show, *Milkman's Matinee*, so impressed KLIF management that they paired him with Tom Murphy on the morning show. The show didn't work out, says Chapman, because Tom had trouble

showing up on time. So Jack Wood (a.k.a. Charlie Brown) was brought in to replace Murphy, and *The Charlie and Harrigan Morning Show* was born.

"Ron was the spark that drove the engine," says KLIF alumnus Chuck Dunaway. "What comes to mind is his intensity in preparing for the show."

According to consultant Ken Dowe, a McLendon protégé, "Ron was extremely involved in all the success KLIF had — not just on the air, but from a programming point of view too."

In 1965, still calling himself Irving Harrigan, Chapman left KLIF to do television and became the Dick Clark of Dallas — but not without a glitch: Word came from KLIF that the name Harrigan belonged to them. It wasn't long before the papers wrote, "Irving Harrigan becomes Ron Chapman."



Ron Chapman

Chapman joined KVIL/Dallas for mornings in 1969. By 1976 the station was No. 1 in town and remained so through much of the '80s. Chapman stayed for over 31 years, and his promotions were legendary. He once challenged afternoon drive jock Mike Selden to a race around the world, with each calling in from different ports of call. Chapman won. Once he decided it would be fun to parachute out of an airplane during his show, so he made the arrangements and then — live on the air — made the jump. More seriously, he once, during an airshift, stopped a woman from taking her own life.

Perhaps his most impressive stunt took place one morning in 1988. Chapman asked each of his listeners to send him \$20. He didn't say why he wanted it, and they didn't ask. Within three days over \$240,000 had arrived in the mail. Chapman eventually gave the money to various local charities and even offered to return contributions to listeners who didn't like his choices. It illustrated the power he had with his loyal listeners.

Chapman finally segued from KVIL after Labor Day 2000 to morning drive at Infinity Oldies sister station KLUV, where he has maintained impressive numbers. Chapman's KVIL legacy might have been described best by former KVIL PD Michael Hedges, now a radio consultant in Switzerland. Said Hedges when Chapman left the station, "If Mel Karmazin were righteous, he'd retire the call letters."

RADIO

Bob Michaels VP/Program Services at Arbitron ... **Doc Wynter** Dir./Urban Programming, Clear Channel ... **Dan Michaels** OM/PD WMGK/Philadelphia ... **RJ Curtis** KZLA/Los Angeles OM/PD ... **Mike Fowler** WJMK/Chicago VP/GM ... **Bob McKay** PD.WXTU/Philadelphia ... **Maxine Todd** KOAI/Dallas PD ... **Fran Epstein** KMIC/Houston GM ... **Larry Sharp** KSAN/San Francisco PD ... **Terry Hardin** WLIT/Chicago VP/GM ... **Casey Keating** KZQZ/San Francisco PD ... **Kipper McGee** KTRS-AM/St. Louis PD ... **Jeff Dinetz** NextMedia Exec. VP/co-COO ... **Pio Ferro** WRTO/Miami PD ... **Michael Hughes** WZGC/Atlanta GM ... **Ray De La Garza** Premiere Sr. VP/Programming ... **Charlie Ochs** WLLD, WSJT & WYUU/Tampa VP/GM ... **Tom Langmyer** KMOX/St. Louis Operations Director ... **Dave Benson** KFOG/San Francisco PD ... **Shirley Maldonado** WBOS/Boston PD ... **Bill Wise** WKIS/Miami PD ... **Dennis Winslow** KKBQ/Houston OM/PD ... **Jeremy Coleman** WNEW-FM/New York PD ... **Bruce Gilbert** Susquehanna Dallas AM PD ... **Robert Williams** AMFM Exec. VP/Philadelphia ... **Anne Gress** WJJZ/Philadelphia OM ... **Alan Sledge** CC/Phoenix Dir./Programming Operations ... **Harold Austin** Hispanic Broadcasting OM ... **Mark Edwards** WEJM/Philadelphia PD ... **Luis Alvarez** WKDM/New York VP/GM ... **Brian Ongaro** AMFM/Clear Channel/Dallas Exec. VP/Market Manager ... **Dene Hallam** WKHX & WYAY/Atlanta OM ... **Brian Thomas** KFRC & KYCY/San Francisco OM ... **Todd Shannon** KDMX/Dallas PD ... **Michael Martin** KMEL & KYLD/San Francisco Dir./Programming ... **Val Maki** Emmis/Los Angeles Sr. VP/Market Manager ... **John Mullen** WQCD & WRKS/New York OM ... **Pat Paxton** Entercom VP/Programming ... **Max Dugan** KKRW & KLOL/Houston OM ... **Robert Garcia** CNN Radio VP ... **Don Parker** NextMedia VP/Programming ... **Larry Bear** WYNY/New York PD ... **Phil Zachary** WARW/Washington GM ... **Dave Ervin** Bonneville/St. Louis President ... **John Gehron** to head Infinity programming ... **Julie Kahn** WAAF & WQXS/Boston VP/GM ... **Fernando Jaramillo** KLAX & KMJR/Los Angeles PD ... **Jimmy Steal** Emmis Regional VP/Programming ... **Ken Beck** Entercom Dir. of News/Talk Programming ... **Andy Lockridge** Hispanic/Dallas Dir./Operations ... **Laura Morris** KIKK & KILT/Houston GM ... **Joe Conway** KFYI & KGME/Phoenix GM ... **Tim Rohrer** Dickey VP/GM ... **Ed Krampf** KOST/Los Angeles GM ... **George Toulas** Salem Sr. VP, **Joe Davis** Sr. VP/Operations ... **Steve DiNardo** KITS/San Francisco GM ... **Carl Hamilton** Clear Channel Houston VP/Market Manager; **Brian Purdy**, **Marc McCoy** VPs/GM; **Tom Schurr** Dallas VP/Market Manager ... **John Peroyea** KLTY/Dallas GM, **Donna Fadal** KDGE GM ... **Michael Cruise** KKBQ/Houston PD ... **David Israel** WFLC/Miami PD ... **Jim Trapp** Clear Channel/Houston Dir./Programming ... **Constance Lloyd** CBS Radio News GM ... **Stephanie McNamara** WADO & WCAA/New York GM ... **Darren Davis** Infinity/Houston Group PD ... **Cadillac Jack McCartney** WJMN/Boston Station Manager ... **Darryl Huckaby** WKYS/Washington PD ... **Ken Christensen**, **Roy Laughlin**, **Ed Krampf** lead Clear Channel/Los Angeles stations, **David Hall** Dir./Operations, AMs ... **Peter Smyth** Greater Media President/COO ... **Marjorie Abagnalo** WQCD/New York GM ... **John Cook** KRBV/Dallas OM ... **Pat McMahon** KDMX/Dallas PD ... **Darrell Johnson** KBBF/Dallas PD ... **Georgeann Herbert** WWJ & WXYT/Detroit OM ... **Jhani Kaye** re-adds KOST/Los Angeles PD duties ... **Crys Quimby** KFNB/Los Angeles Dir./News & Programming ... **Elroy Smith** WGCI, WVAZ/Chicago Operations Director ... **Pio Ferro** SBS Nat'l PD ... **Timothy McCarthy** WABC & WQEW/New York President/GM ... **Dave Dillon** KABL & KIOI/San Francisco PD ... **Kathy Brown** Radio One Regional VP ... **Jonathon Pinch** Cumulus Exec. VP/COO ... **Tim Kelly** Exec. VP/GM, **Roby Weiner** Exec. VP/Marketing at Premiere ... **Drew Hayes** WBBM-AM/Chicago PD ... **Johnny Chiang** KHPT/Houston PD.



Doc Wynter



Pio Ferro



Roy Laughlin



Ken Lane

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Justin Fontaine

Across The Great Crossover Divide

Several of today's top names broadened their CHR/Pop appeal in 2000, including **Eminem** and **3 Doors Down**. 3 Doors Down had Alternative and Active Rock's top song with "Kryptonite" and dominated Rock's top slot for 23 weeks.

Additional significant crossovers this year included **Creed** and **Blink-182** breaking big at CHR/Pop, **Matchbox Twenty** at Hot AC, and Urban/Urban AC No. 1 Joe going big at CHR/Rhythmic. Creed were the only act to score three No. 1 hits (at Active Rock), while **Metallica** had their fifth consecutive multi-hit year at the Rock and Active Rock formats.

It was also a year for firmly establishing stars. **'N Sync** and **Destiny's Child** exploded at CHR/Pop, while **Brian Culbertson** and **Boney James** hit on all cylinders at Smooth Jazz. Artists as diverse as **David Gray**, **Ben Harper**, **Limp Bizkit**, **Nelly**, **Brad Paisley**, **Papa Roach** and **Pink** all enjoyed breakout years.

But it was a newcomer who stole the show at CHR/Pop, as **Vertical Horizon** scored the year's biggest hit, not to mention spending 13 weeks at No. 1 at Hot AC.

Country's hit slowdown from 1999 continued and spread to AC in 2000, which had a

record-low five No. 1's and the fewest top 15 and hit artists ever. **Savage Garden's** "I Knew I Loved You" topped the chart for four months, as did **Santana's** "Smooth" at Hot AC.

Urban's chart also slowed dramatically, but no debut was stronger than that by **Carl Thomas**, who delivered three top 15s to Urban AC and was No. 1 for 10 weeks. Also rising in the new century's dawn were **Macy Gray**, **Pink** and **Kid Rock**, as well as **Sisqo**, whose "Thong Song" captured everyone's imagination and spent 10 weeks at No. 1.

Returning to the limelight with several hits were **Counting Crows**, **Rage Against The Machine**, **The Red Hot Chili Peppers**, **Sting** and **Toni Braxton**.



Eminem

CHR/POP

- 1 VERTICAL HORIZON Everything You Want
- 2 'N SYNC Bye Bye Bye
- 3 CREED Higher
- 4 MATCHBOX 20 Bent
- 5 MACY GRAY I Try
- 6 3 DOORS DOWN Kryptonite
- 7 CHRISTINA AGUILERA What A Girl Wants
- 8 SANTANA I/ROB THOMAS Smooth
- 9 SAVAGE GARDEN I Knew I Loved You
- 10 PINK There You Go



CHR/RHYTHMIC

- 1 SISQO Thong Song
- 2 JOE I Wanna Know
- 3 AALIYAH Try Again
- 4 DESTINY'S CHILD Say My Name
- 5 DESTINY'S CHILD Jumpin' Jumpin'
- 6 NELLY Country Grammar
- 7 JAY-Z Big Pimpin'
- 8 DR. DRE I/EMINEM Forget About Dre
- 9 PINK There You Go
- 10 DMX Party Up (Up In Here)



AC

- 1 SAVAGE GARDEN I Knew I Loved You
- 2 LONESTAR Amazed
- 3 FAITH HILL Breathe
- 4 CELINE DION That's The Way It Is
- 5 MARC ANTHONY You Sang To Me
- 6 BACKSTREET BOYS Show Me The Meaning Of Love
- 7 BRIAN MCKNIGHT Back At One
- 8 LEANN RIMES I Need You
- 9 DON HENLEY Taking You
- 10 PHIL COLLINS You'll Be In My Heart

COUNTRY

- 1 TOBY KEITH How Do You Like Me Now?
- 2 GEORGE STRAIT The Best Day
- 3 DIXIE CHICKS Cowboy Take Me Away
- 4 TIM MCGRAW My Best Friend
- 5 FAITH HILL The Way You Love Me
- 6 CHAD BROCK Yes!
- 7 FAITH HILL Breathe
- 8 LEE ANN WOMACK I Hope You Dance
- 9 LONESTAR What About Now
- 10 ANDY GRIGGS She's More

HOT AC

- 1 VERTICAL HORIZON Everything You Want
- 2 SANTANA I/ROB THOMAS Smooth
- 3 SMASH MOUTH Then The Morning Comes
- 4 MATCHBOX 20 Bent
- 5 THIRD EYE BLIND Never Let You Go
- 6 MACY GRAY I Try
- 7 TRAIN Meet Virginia
- 8 FAITH HILL Breathe
- 9 STING Desert Rose
- 10 GOO GOO DOLLS Black Balloon

ROCK

- 1 3 DOORS DOWN Kryptonite
- 2 CREED With Arms Wide Open
- 3 RED HOT CHILI PEPPERS Otherside
- 4 METALLICA I Disappear
- 5 METALLICA No Leaf Clover
- 6 CREED Higher
- 7 3 DOORS DOWN Loser
- 8 AC/DC Stiff Upper Lip
- 9 FOO FIGHTERS Learn To Fly
- 10 STONE TEMPLE PILOTS Sour Girl



ALTERNATIVE

- 1 3 DOORS DOWN Kryptonite
- 2 RED HOT CHILI PEPPERS Otherside
- 3 INCUBUS Pardon Me
- 4 PAPA ROACH Last Resort
- 5 BLINK-182 Adam's Song
- 6 BLINK-182 All The Small Things
- 7 LIT Miserable
- 8 LIMP BIZKIT Re-Arranged
- 9 CREED With Arms Wide Open
- 10 A PERFECT CIRCLE Judith



ACTIVE ROCK

- 1 3 DOORS DOWN Kryptonite
- 2 PAPA ROACH Last Resort
- 3 A PERFECT CIRCLE Judith
- 4 GODSMACK Voodoo
- 5 METALLICA No Leaf Clover
- 6 METALLICA I Disappear
- 7 INCUBUS Pardon Me
- 8 RED HOT CHILI PEPPERS Otherside
- 9 CREED What If
- 10 3 DOORS DOWN Loser

URBAN

- 1 JOE I Wanna Know
- 2 JAGGED EDGE Let's Get Married
- 3 AVANT Separated
- 4 SISQO Thong Song
- 5 DONNELL JONES Where I Wanna Be
- 6 CARL THOMAS I Wish
- 7 SISQO Incomplete
- 8 AALIYAH Try Again
- 9 NEXT Wifey
- 10 AALIYAH I Don't Wanna

URBAN AC

- 1 JOE I Wanna Know
- 2 YOLANDA ADAMS Open My Heart
- 3 CARL THOMAS I Wish
- 4 ANGIE STONE No More Rain (In This Cloud)
- 5 DONNELL JONES Where I Wanna Be
- 6 TONI BRAXTON Just Be A Man About It
- 7 KEVON EDMONDS 24/7
- 8 D'ANGELO Untitled... (How Does It Feel)
- 9 KEVON EDMONDS No Love (I'm Not Used To)
- 10 GERALD LEVERT Mr. Too Damn Good

ADULT ALTERNATIVE

- 1 STING Desert Rose
- 2 TRACY CHAPMAN Telling Stories (There Is...)
- 3 VERTICAL HORIZON Everything You Want
- 4 MATCHBOX 20 Bent
- 5 BEN HARPER Steal My Kisses
- 6 DAVID GRAY Babylon
- 7 THIRD EYE BLIND Never Let You Go
- 8 PHISH Heavy Things
- 9 COUNTING CROWS Mrs. Potter's Lullaby
- 10 COUNTING CROWS Hanginaround

NAC/SMOOTH JAZZ TRACKS

- 1 LARRY CARLTON Fingerprints
- 2 BONEY JAMES & RICK BRAUN Grazin' In The Grass
- 3 MARC ANTOINE Palm Strings
- 4 BRIAN CULBERTSON Do You Really Love Me
- 5 URBAN KNIGHTS Sweet Home Chicago
- 6 DAVE KOZ Can't Let You Go
- 7 DOWN TO THE BONE The Zodiac
- 8 BOB JAMES Raise The Roof
- 9 JEFF GOLUB I/PETER WHITE No Two Ways About It
- 10 PAUL TAYLOR Avenue

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Congratulations
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FROM ALL
THE ARTISTS AND
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RECORDS

"I have to go now."

— ABC Radio News reporter Ann Compton, who, on Sept. 11, 2001, was the pool reporter aboard Air Force One. Compton was filing a live report from a Bush stopover in Florida when the World Trade Center/Pentagon attacks occurred, and she was ordered to immediately board the presidential airliner.

R&R 30 YEARS

SIGNS OF THE TIMES

- Wall Street analysts predict a slowdown.
- The launch of XM's first satellite is delayed.
- Strategic Media files for Chapter 11 and vets back buyout offer.
- Forstmann Little buys Citadel for \$2 billion.
- Napster offers \$1 billion to labels in an effort to stay alive.
- Viacom closes on Infinity, Farid Suleman becomes Infinity President/CEO.
- S.F. tops five-year revenue growth.
- Clear Channel and American General Media battle over the "Kiss" slogan in Bakersfield.
- Stations cut streaming due to AFTRA dispute.
- Mancow is fined \$14,000 for indecency.
- Mel Karmazin calls for more radio deregulation.
- Millenium buys eight stations for \$200 million.
- Bill Kennard resigns as FCC Chairman.
- FCC Chairman Michael Powell wants new EEO rules.
- Rush Limbaugh re-ups with Premiere in a \$285 million deal.
- The first domestic PPM results are released.
- *Inside Radio* sues Clear Channel for \$115 million.
- John Hogan rises to Clear Channel President/COO.
- Paul Harvey returns after voice scare.
- 232 LPFMs go on the air.
- Media stocks plunge as market reopens after 9/11.
- XM launches service.

year 2001

9/11 Changed Everything

On Sept. 10, 2001, the most pressing concern in the radio and record industries was declining business. On the radio side, the Internet bubble had burst, and the fallout had general managers in major markets everywhere refiguring their budgets monthly. The NAB Convention had just concluded in New Orleans, and attendees wondered if consolidation was affecting attendance at the annual confab. Over on the record side, industry executives debated whether file-sharing was slowing record sales.

Within a day, none of that mattered. Just seconds after the first plane crashed into the World Trade Center, radio flipped into a crisis mode that left the airwaves without music (and commercials) for at least a day. The medium assumed an informative yet calming stance.

Music stations became Talk stations and allowed listeners to vent their fears and frustrations. Talk stations became information machines, affording listeners the opportunity to remain informed as they made their way home following the attacks. This was particularly true in the New York metro, where TV stations were knocked off the air because of their World Trade Center transmitter locations. Arbitron later calculated that all-News WINS/New

York captured nearly 80% of all radio listening during the morning of 9/11.

Radio stations nationwide mobilized to collect funds for the American Red Cross and other charities. The efforts were effective: In Bloomington, IN, for example, three Citadel radio stations took in \$800,000, which equated to \$6 per resident in that market.

Music artists contributed with benefit concerts and special versions of their hit songs. Radio stations of all formats reprised Lee Greenwood's "God Bless the U.S.A.," making it the No. 1 most played song in the week following 9/11.

Despite all this, the attacks devastated the radio and record industries. On the record side, business essentially froze. Artists no longer had an interest in releasing product, and consumers avoided the record stores. Things were bleak at radio too. Practically no business was written in the balance of September, costing the

radio industry nearly a billion dollars.

Radio finished the year with a year-to-year revenue decline — the first time that had occurred in the history of revenue record-keeping. The record industry has yet to recover from the economic blow it received.



PERSPECTIVES

The most poignant quotes regarding Sept. 11, 2001, came from those who lived or worked close to Ground Zero.

"We watched the towers of the World Trade Center come down from my window. The World Trade Center! God, even in those movies of the future, after the big wars, they are still there. I have also learned a new word this past week. That word is 'hero.' I don't think I ever knew the word before. I look at the NYFD and NYPD and all the rescue workers, and they have defined that word for me." — Mark Abramson, Roadrunner Records

"My pilot yelled, 'What the hell is this, an attack?' I never thought about terrorism until that moment. As I was on the air describing the second blast, my clipboard started to shake in my hands, and my right leg, clamped down on the footswitch that keyed my broadcast radio, shook uncontrollably." — Tom Kaminsky, helicopter reporter, WCBS/New York

"I live about 10 blocks from Ground Zero, so my experience with these acts of terror and their immediate repercussions are felt on a daily, if not momentary, basis. This tragedy has given me a new perspective on those who put themselves in harm's way to protect us." — Marty Diamond, agent-artist manager

"We felt nothing whatsoever. We didn't wait to find out what was happening. There was a picture image, and we described the hole on the side of the first tower to our listeners. We rolled into 'Everybody Hurts' by R.E.M., but we realized there was trouble during our second break, when we confirmed that a plane had crashed into the

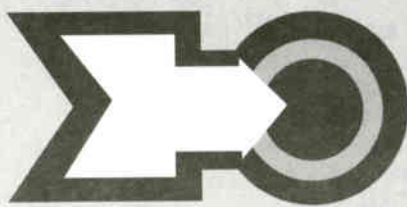
Continued on Page 120

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"Investors ought not to be investing in a company because of one individual."

— Viacom President/COO Mel Karmazin, responding to rumors that he would leave the company at the end of his contract term.

R&R 30 YEARS

SIGNS OF THE TIMES

- Entercom buys Tribune/Denver stations for \$180 million.
- Rep. John Conyers plans payola hearings.
- In an attempt to appease the FCC, ABC will voluntarily aircheck its shows.
- In conflicting stories, Mel Karmazin battles with Sumner Redstone.
- Rush Limbaugh's cochlear implant is a success.
- Rep. Howard Berman wants radio groups investigated.
- Infinity holds back on renewal of its Arbitron deal.
- Sirius launches service.
- The NAB accuses satellite broadcasters of local broadcasting motivation.
- Bubba The Love Sponge is cleared in an animal cruelty case.
- John Sykes becomes Chairman/CEO of Infinity Radio.
- Larry Wilson exits as Chairman of Citadel. Infinity's Farid Suleman exits to become Citadel CEO. The company is rumored to be going public again.
- Emmis is fined \$21,000 for Mancow.
- Jim de Castro is named AOL Interactive Services President.
- Infinity airs liquor ads and partners with WW1 through 2009.

year 2002

Healing The Wounds

The Sept. 11, 2001 attacks left gaping wounds — tangible and otherwise — all over the country and in all segments of society, the radio industry included.

Businesses everywhere cut back on advertising after 9/11, and there was no sign radio would grow in 2002.

The industry contracted, and it's safe to say that thousands in radio lost their jobs in the months following the attacks. With radio in a consolidation mode anyway, just about nobody expected these jobs to ever be filled again.

Radio's pace of acquisition had slowed in 2001 and was at a crawl in 2002. Probably the biggest move was Entercom's acquisition of several Denver stations to make it a mile-high player. Nonetheless, many observers — including some in Congress — shook

their heads over the shadow cast by the consolidated broadcasters.

Congressman Howard Berman promised hearings over the power wielded by Clear Channel Entertainment and its affiliated radio group, Rep. John Conyers promised to look into the

connection between independent promotion and payola (memo to Conyers: There isn't a connection — at least according to the payola law on the books), and the FCC promised a review of media-ownership laws.

But lest anti-consolidation advocates got their hopes up, the Republican-controlled FCC launched the review with an eye toward further deregulation, not a rollback of the rules.

Some high-level changes reverberated throughout the industry in 2002. Infinity President (and longtime CFO) Farid Suleman left the company to take over the top spot at Citadel Communications from founder Larry Wilson. Back at Infinity, John Sykes, a longtime executive at MTV and VH1, was appointed to lead that company.

One of Sykes' first challenges was to quell an avalanche of anger brought on by a stunt staged by WNEW-FM morning hosts Opie & Anthony. A couple obliged the hosts by simulating having sex inside a New York City church. Not only were Opie & Anthony let go from the station, so were its GM and PD.



PERSPECTIVES

I always had a great affinity for radio, but I thought I was going to be an investment banker for life. As much as I loved investment banking, it became clear to me that I wanted to work for Entercom. I made that decision in the mid-'80s.

When we went public, one of the questions we were asked was, "How will this affect the way you run the company?" The answer is that it hasn't affected the way we run the company at all. If you execute properly, you can be good corporate citizens, and you can be successful on Wall Street, on Main Street, with your listeners and with your employees all at the same time. It's a question of balance. It's about having outstanding people who execute smart strategies that enable you to succeed with each of these constituencies.

We have never and will never resort to adding units beyond a reasonable, sustainable level. That's penny-wise and dollar-foolish, and it leaves you vulnerable. It undermines your brand and unquestionably hurts your station and the medium in the long run. For us, it's been about finding better ways to generate new business with aggressive new-business-development programs.

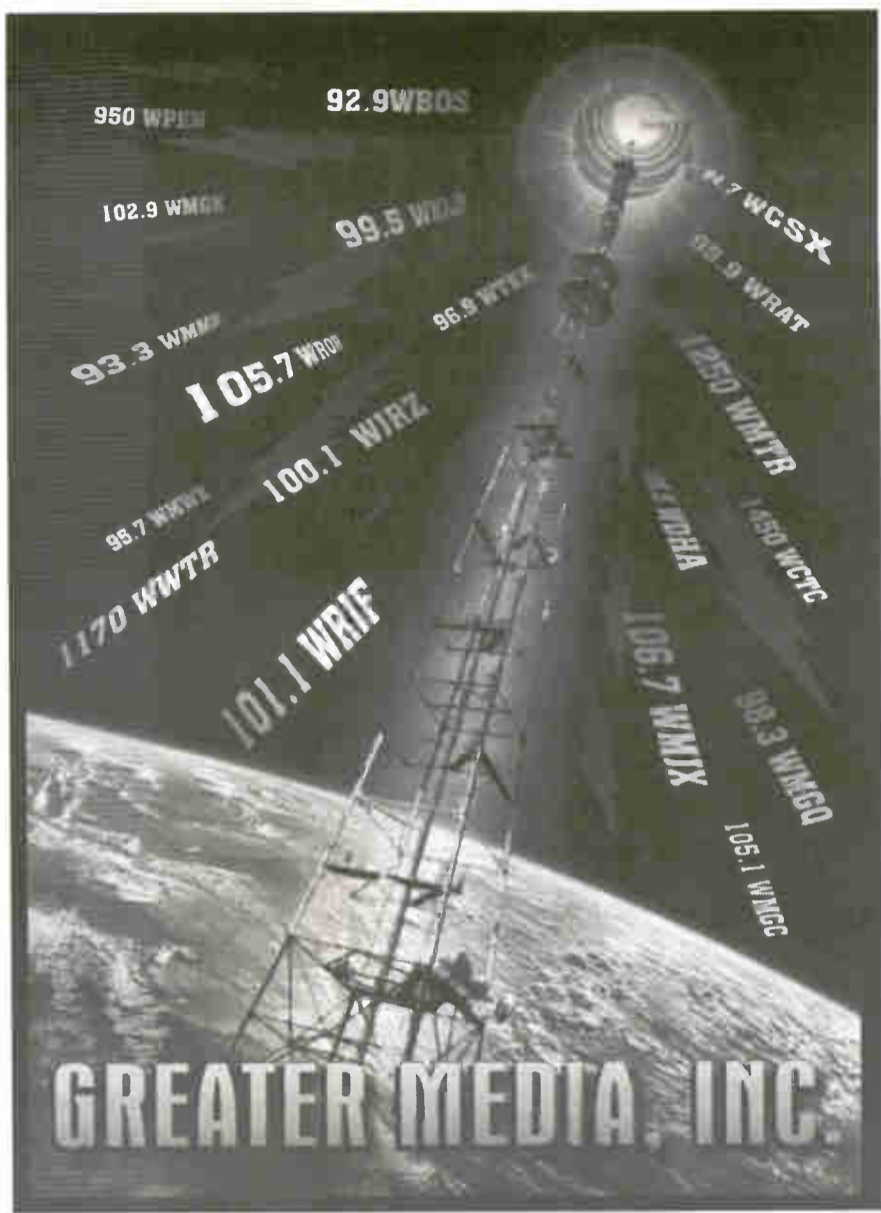
I've been quoted as articulating our desire to emerge as the clear No. 3 consolidator in the industry. Right now we are in fifth place, but we're very close to Cox and ABC. In the long haul we'd like to be able to grow our platform into a greater presence.



David Field

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Happy 30th Anniversary



Mike Joseph: A Top 40 Pioneer

More Top 40 program directors cite Mike Joseph as their inspiration than any other consultant. In 2002 Joseph celebrated his 50th year as a full-time radio professional.

Mike Joseph grew up in Youngstown, OH. During the week, following classes at St. Brendan's Elementary School, 9-year-old Joseph would tend bar at his father's tavern. "I would pick the songs on the jukebox," Joseph recalls. "Between that and my ability to entertain all these guys, I was destined for a career in radio."

Joseph's dad wanted him to study medicine, but after a year of pre-med studies, Joseph decided to switch to pre-law. Broadcasting programs didn't exist in those days, but Mike made up for it by taking courses in drama, speech and music history.

During college, besides acting and announcing part-time, Joseph was a radio groupie. His advisor was Chaplain Paul Holliman, a priest who later became the first Archbishop of

Atlanta. As Joseph's college years came to a close, he had to make a decision: broadcasting or acting. Holliman suggested radio, but finding a job in Joseph's hometown was difficult. Youngstown stations demanded that he have no less than three years' experience.

Joseph migrated to WJEF/Grand Rapids in 1952. It featured the likes of Arthur Godfrey, Edward Murrow and other radio stars of the day. The station also had a once-a-week countdown of the biggest *Billboard* hits. By 1955 Joseph had seen the future. Rock 'n' roll dominated the sales charts and teens flocked to record stores to buy the new music, but the radio industry largely ignored the genre.

Joseph knew it was time to find a station that would play rock music. He came across a four-station chain called Founders. One of the stations was WDAC/Flint, MI, a directionless, underperforming outlet. After convincing Founders to make the switch to Rock, Joseph practically lived at record stores. He relentlessly grilled store managers on what was selling and who was buying.

He then began to recruit an airstaff; then he had to build a format. He remembered the lessons he'd learned while directing radio dramas: Keep the action moving, don't leave a second of dead air, use jingles, and limit the talk segments to 10 seconds.

In the first Hooper ratings, WDAC jolted the entire industry with a breathtaking 85 share. Joseph was appointed PD for the entire Founders group and immediately dispatched to Honolulu to ready KPOA for a similar format.

In 1958 Joseph was sent to the company's New Orleans stations, where he came face to face with the two godfathers of Top 40 radio. WTIJ was a Todd Storz station, while WNOE belonged to Gordon McClendon. The stations were beating each others' brains out, as Top 40 competitors did in those days, and Founders decided to initiate a three-way battle.

Joseph sat himself in a hotel room for about a month and a half and kept meticulous program logs of both stations. He decided the best offense would be to hit the competitors "where they ain't." All stations had enormous news commitments in those days. Joseph decided to play music when his competitors were in talk segments. If a station had a five-minute newscast, he would counterprogram a countdown of the top two songs.

Joseph also instituted dayparting, which allowed him to soften the station's sound while students were in class and assume a harder edge when they got out. The results were the same as before: No. 1 in one book.

Joseph subscribes to one basic tenet that informs all his other rules: "Give the listeners what they want, and the ratings will follow."



Mike Joseph



James Kennedy Cox Radio Chairman ... Paul Williams KPLX/Dallas PD ... Dom "Domino" Theodore WKQI/Detroit PD ... KRPW/Houston signs on as Urban, Maurice Devoe PD ... WTMI/Miami flips to CHR/Rhythmic, Phil Michaels PD ... John Gehron Clear Channel/Regional VP & Chicago Market Manager ... David Hall Premiere Sr. VP/Programming; Robin Bertolucci Clear Channel/Los Angeles Dir./AM Programming ... John King Citadel Regional President ... Michael Martin Clear Channel/San Francisco Bay Area Dir./Programming & Operations ... Sam Rogers Infinity/Washington, DC Market Captain; Melissa Huston WARW/Washington VP/GM ... Steve Candullo Metro/Shadow Exec. VP ... David Lebow Emmis Sr. VP/Operations ... Tracy Austin KRBE/Houston PD ... Gregory Noack Premiere Exec. VP/Talk Programs ... Buzz Knight WMGK/Philadelphia PD ... Mac Daniels WYCD/Detroit PD ... Tim McCoy Hispanic/Houston Market Station Manager ... Chuck Finney KLTJ/Dallas Dir./Programming ... Marko Radlovic SBS/Los Angeles VP/GM ... Jay Coffey KRTH/Los Angeles PD ... John



Tracy Austin



Tom Calococci

Ryan KMPC/Los Angeles GM ... Tim Sabeau WCKG/Chicago PD ... Johnny Chiang KTHT/Houston PD ... Tom Gjerdrum KALC/Denver PD ... Jim Smith WJMK/Chicago PD ... Mary Ellen Kachinske WTMX/Chicago Program Manager ... J.D. Gonzalez, Arnulfo Ramirez Hispanic Regional PDs ... Michael Saunders WTJM/New York PD ... Rob Roberts Clear Channel/Miami OM ... Jeff Scott WQSX/Boston PD ... Brian Purdy Clear Channel/Dallas Regional VP ... KNX/Los Angeles News Director Bob Sims retires, replaced by Ed Pyle ... Beau Raines WZLX/Boston PD ... Ken Fearnow Waitt Radio President, Mark Todd VP/Programming ... Carl Hamilton Radio One VP/Regional Manager ... Jim Donahoe Millennium CEO ... Sean Demery KITS/San Francisco PD ... Jerry McKenna Entercom/Denver VP/GM ... Tom Calococci KBXX/Houston PD ... Kevin Robinson WZFS/Chicago PD ... Troy Hanson Clear Channel/Miami Dir./Rock Programming ... Tamara Knechtel Radio One VP/Operations ... Mark Hannon Infinity/Boston Market Captain ... Maurice Tunick WOR/New York VP/Programming ... Maria Elena KLVE/Los Angeles PD; Harold Austin KSCA/Los Angeles PD ... John Candelaria KBFB & KTXQ/Dallas OM/PD ... Eric Logan WUSN/Chicago OM ... Chuck Bortnick WW1 COO ... Earl Jones WLJB & WMXD/Detroit GM ... Charlie Rahilly CC Sr. VP/West Coast ... Tyler Cox KRLD/Dallas OM ... Ed Salamon Dir./Country Radio Broadcasters ... Max Dugan KEGL/Dallas PD ... Steve Kosbau WDRQ & WDVD/Detroit President/GM ... Keith Hastings WAAF/Boston PD ... Andy Schuon Infinity President/Programming ... Sam Weaver KRNB/Dallas OM ... Kenny King WJZW & WRQX/Washington OM ... Rick Strauss WMGK/Philadelphia PD ... Carl Anderson WJZW/Washington PD ... Buzz Knight WROR/Boston PD ... Steve Stiles WNUA/Chicago PD ... Ted Stecker KSCS/Dallas OM ... Jaye Albright joins Michael O'Malley for new consultancy ... Christie Banks WARW/Washington PD ... L.J. Smith Regional Dir./Programming Clear Channel/Southwest ... Brian Bridgman WIOQ & WSNi/Philadelphia ... Vince Richards KTBZ/Houston PD ... Steve Williams KKSF/San Francisco PD ... Brian Bridgman KHKS/Dallas ... Paul Fiddick Emmis Int'l President ... Todd Shannon WIOQ/Philadelphia PD ... Paul Agase WKSC/Chicago Station Manager ... Darren Davis Clear Channel/Detroit OM ... Martin Raab, Lark Hadley, Eileen Thorgusen Exec. VPs at Premiere ... Neil Portnow NARAS President ... Mary Quass, Tammy Gilmore, Lindsay Wood Davis form NewRadio, buy 22 stations from Marathon.



Rob Roberts



Kevin Liles

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Mike Curb

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A Year Of Surprises

Who would have predicted the arrival of 23-year-old **Norah Jones**, whose "Don't Know Why" had Smooth Jazz and Triple A airplay success? The song launched a career that spawned millions of album sales. And who would have anticipated the success of TV's *American Idol*, which launched the career of **Kelly Clarkson**?

After one top 15 hit in 2000, **Eminem** parlayed his starring role in *8 Mile* into two No. 1 hits. Additional surprises included **Ruff Endz**, whose modest 2001 debut led to "Someone to Love You" holding at No. 1 at Urban AC for 11 weeks. Then there was **Enrique Iglesias**, who, after some initial success at AC in 1999, saw "Hero" stay at No. 1 at the format for 15 weeks.

Would you guess that men would dominate Country with 16 of the format's 17 No. 1 songs? Or that **The Calling** would stay at No. 1 longer than any band on any chart as "Wherever You Will Go" topped Hot AC for 20 weeks?

In addition to **Norah Jones**, several other important new faces broke through in '02, including **Ashanti**, **Michelle Branch**, **Vanessa Carlton**, **Avril Lavigne** and **Shakira**. On the male side, there was **Cam'ron** at Urban, as well as **Josh Groban**, **Jack Johnson** and **Joe Nichols**, who reached No. 1 with their first singles at AC, Triple A and Country, respectively.

After years of solid songwriting and airplay success, **Toby Keith** had three No. 1 singles at Country, more than any act in one format. It was a major breakout year at Rock and Alternative for **Default**, **Hoobastank**, **Jimmy Eat World**, **P.O.D.**, **Puddle Of Mudd** and **System Of A Down**.

Meanwhile, 2002 welcomed back Smooth Jazz's **Peter White** and Urban's **LL Cool J**, as well as Urban AC's **Luther Vandross**, whose three top 15 hits were led by the Urban AC Song of the Year, "I'd Rather."

CHR/POP

- 1 NICKELBACK How You Remind Me
- 2 LINKIN PARK In The End
- 3 AVRIL LAVIGNE Complicated
- 4 CALLING Wherever You Will Go
- 5 VANESSA CARLTON A Thousand Miles
- 6 JENNIFER LOPEZ Ain't It Funny
- 7 PINK Don't Let Me Get Me
- 8 MICHELLE BRANCH All You Wanted
- 9 PUDDLE OF MUDD Blurry
- 10 NELLY Hot In Herre



CHR/RHYTHMIC

- 1 ASHANTI Foolish
- 2 FAT JOE f/ASHANTI What's Luv?
- 3 NELLY Hot In Herre
- 4 NELLY f/KELLY ROWLAND Dilemma
- 5 JA RULE f/ASHANTI Always On Time
- 6 JENNIFER LOPEZ Ain't It Funny
- 7 P. DIDDY f/ USHER & LOON I Need A Girl (Part One)
- 8 USHER U Don't Have To Call
- 9 P. DIDDY f/GINUWINE I Need A Girl (Part Two)
- 10 BIG TYMERS Still Fly

URBAN

- 1 USHER U Don't Have To Call
- 2 ASHANTI Foolish
- 3 MUSIQ Halfcrazy
- 4 JAHEIM Anything
- 5 NELLY Hot In Herre
- 6 TWEET Oops (Oh My)
- 7 NELLY f/KELLY ROWLAND Dilemma
- 8 CAM'RON Oh Boy
- 9 MR. CHEEKS Lights, Camera, Action
- 10 JA RULE f/ASHANTI Always On Time



URBAN AC

- 1 LUTHER VANDROSS I'd Rather
- 2 MAXWELL Lifetime
- 3 JAHEIM Anything
- 4 RUFF ENDZ Someone To Love You
- 5 JOE What If A Woman
- 6 MUSIQ Halfcrazy
- 7 MICHAEL JACKSON Butterflies
- 8 GLENN LEWIS Don't You Forget It
- 9 ANGIE STONE Wish I Didn't Miss You
- 10 ALICIA KEYS A Woman's Worth

COUNTRY

- 1 TOBY KEITH My List
- 2 ALAN JACKSON Drive (For Daddy Gene)
- 3 STEVE HOLY Good Morning Beautiful
- 4 GEORGE STRAIT Living And Living Well
- 5 STEVE AZAR I Don't Have To Be (Till...)
- 6 MARTINA MCBRIDE Blessed
- 7 KENNY CHESNEY The Good Stuff
- 8 TOMMY SHANE STEINER What If She's An Angel
- 9 TIM MCGRAW The Cowboy In Me
- 10 KENNY CHESNEY Young

AC

- 1 ENRIQUE IGLESIAS Hero
- 2 FIVE FOR FIGHTING Superman (It's Not Easy)
- 3 CELINE DION A New Day Has Come
- 4 LONESTAR I'm Already There
- 5 MATCHBOX TWENTY If You're Gone
- 6 ENYA Only Time
- 7 LEE ANN WOMACK I Hope You Dance
- 8 DIDO Thankyou
- 9 MARC ANTHONY I Need You
- 10 JOSH GROBAN To Where You Are

TRIPLE A

- 1 JACK JOHNSON Flake
- 2 SHERYL CROW Soak Up The Sun
- 3 DAVE MATTHEWS BAND Everyday
- 4 JOHN MAYER No Such Thing
- 5 DAVE MATTHEWS BAND Where Are You Going
- 6 PETE YORN Strange Condition
- 7 JIMMY EAT WORLD The Middle
- 8 CHRIS ISAAK Let Me Down Easy
- 9 U2 In A Little While
- 10 GOO GOO DOLLS Here Is Gone

HOT AC

- 1 CALLING Whenever You Will Go
- 2 NICKELBACK How You Remind Me
- 3 SHERYL CROW Soak Up The Sun
- 4 VANESSA CARLTON A Thousand Miles
- 5 AVRIL LAVIGNE Complicated
- 6 JIMMY EAT WORLD The Middle
- 7 JOHN MAYER No Such Thing
- 8 TRAIN Drops Of Jupiter (Tell Me)
- 9 JEWEL Standing Still
- 10 FIVE FOR FIGHTING Superman (It's Not Easy)

SMOOTH JAZZ

- 1 JOE SAMPLE X Marks The Spot
- 2 GREGG KARUKAS Night Shift
- 3 KIM WATERS In The House
- 4 DAVID BENOIT Snap!
- 5 SPECIAL EFX Cruise Control
- 6 LARRY CARLTON Morning Magic
- 7 JEFF GOLUB Cut The Cake
- 8 MARC ANTOINE On The Strip
- 9 JIMMY SOMMERS Lowdown
- 10 CHUCK LOEB Pocket Change

ROCK

- 1 PUDDLE OF MUDD Blurry
- 2 NICKELBACK How You Remind Me
- 3 DEFAULT Wasting My Time
- 4 CREED My Sacrifice
- 5 NICKELBACK Too Bad
- 6 STAIN'D For You
- 7 LINKIN PARK In The End
- 8 GODSMACK I Stand Alone
- 9 PUDDLE OF MUDD Drift & Die
- 10 RED HOT CHILI PEPPERS By The Way

SPANISH CONTEMPORARY

- 1 CHAYANNE Y Tú Te Vas
- 2 SIN BANDERA Entra En Mi Vida
- 3 PILAR MONTENEGRO Quitame Ese Hombre
- 4 ALEXANDRE PIRES Usted Se Me Llevó Le Vida
- 5 SHAKIRA Suerte
- 6 CRISTIAN Yo Quería
- 7 JUANES A Dios Le Pido
- 8 ALEJANDRO FERNANDEZ Tantita Pena
- 9 RICARDO MONTANER Yo Puedo Hacer
- 10 CHARLIE ZAA Flor Sin Retoño

ACTIVE ROCK

- 1 GODSMACK I Stand Alone
- 2 STAIN'D For You
- 3 LINKIN PARK In The End
- 4 PUDDLE OF MUDD Blurry
- 5 NICKELBACK Too Bad
- 6 PUDDLE OF MUDD Drift & Die
- 7 DEFAULT Wasting My Time
- 8 P.O.D. Youth Of The Nation
- 9 HOOBASTANK Crawling In The Dark
- 10 SYSTEM OF A DOWN Aerials



ALTERNATIVE

- 1 PUDDLE OF MUDD Blurry
- 2 HOOBASTANK Crawling In The Dark
- 3 JIMMY EAT WORLD The Middle
- 4 LINKIN PARK In The End
- 5 STAIN'D For You
- 6 P.O.D. Youth Of The Nation
- 7 DEFAULT Wasting My Time
- 8 RED HOT CHILI PEPPERS By The Way
- 9 HOOBASTANK Running Away
- 10 INCUBUS I Wish You Were Here

CHRISTIAN/AC

- 1 STEVEN CURTIS CHAPMAN Magnificent Obsession
- 2 MARK SCHULTZ Back In His Arms Again
- 3 AUDIO ADRENALINE Ocean Floor
- 4 NEWSBOYS Million Pieces
- 5 THIRD DAY It's Alright
- 6 NEWSBOYS It Is You
- 7 FFH Fly Away
- 8 AVALON Undeniably You
- 9 MERCY ME I Can Only Imagine
- 10 AVALON I Don't Want To Go

SPANISH ROCK/ALTERNATIVE

- 1 MANU CHAO Me Gustas Tú
- 2 ZURDOCK Estático
- 3 JAGUARES Come Tú
- 4 LA LEY Mentira
- 5 ATERCIOPELADOS El Alburn
- 6 JUANES Nada
- 7 SOL DE MENTA Calle Luna, Calle Sol
- 8 SHAKIRA Suerte
- 9 ATERCIOPELADOS Luz Azul
- 10 SANTOS INOCENTES Rock Star

CHRISTIAN/CHR

- 1 NEWSBOYS It Is You
- 2 PAUL COLMAN TRIO Turn
- 3 THIRD DAY It's Alright
- 4 NEWSBOYS Million Pieces
- 5 JARS OF CLAY Fly
- 6 GINNY OWENS I Am
- 7 DAILY PLANET Flying Blind
- 8 JARS OF CLAY I Need You
- 9 AUDIO ADRENALINE Rejoice
- 10 JEFF DEYO Let It Flow

CHRISTIAN/ROCK

- 1 PILLAR Fireproof
- 2 PAX217 Tonight
- 3 P.O.D. Boom
- 4 KUTLESS Your Touch
- 5 P.O.D. Youth Of The Nation
- 6 38TH PARALLEL Horizon
- 7 12 STONES Broken
- 8 THIRD DAY Get On
- 9 FIVE IRON FRENZY Spartan
- 10 RELIENT K Those Words Are Not Enough

CHRISTIAN/RHYTHMIC

- 1 GRITS Here We Go
- 2 JOHN REUBEN Hindsight
- 3 ILL HARMONICS Take Two
- 4 TOBYMAC Irene
- 5 DJ MAJ f/DJ FORM 7 Factors
- 6 OUT OF EDEN Different Now
- 7 TRIN-I-TEE 5:7 Holla
- 8 WOOPY ROCK Believer
- 9 T-BONE Turn This Up
- 10 NATALIE LARUE, T-BONE & DJ MAJ King Of My Life

TROPICAL

- 1 GILBERTO S. ROSA La Agarro Bajando
- 2 MONCHY & ALEXANDRA Te Quiero Igual Que Ayer
- 3 MARC ANTHONY Viviendo
- 4 MARC ANTHONY Celos
- 5 BRENDA K. STARR Por Ese Hombre
- 6 JUANES A Dios Le Pido
- 7 ELVIS CRESPO Bandida
- 8 JERRY RIVERA Vuela Muy Alto
- 9 CELIA CRUZ La Negra Tiene Tumbao
- 10 MARC ANTHONY Hasta Que Vuelvas Conmigo

REGIONAL MEXICAN

- 1 LIBERACION En La Misma Cama
- 2 PILAR MONTENEGRO Quitame Ese Hombre
- 3 LOS TEMERARIOS Una Lágrima No Basta
- 4 CONJUNTO PRIMAVERA Perdóname Mi Amor
- 5 BANDA EL RECODO Cómo Pudiste
- 6 RAMON AYALA Del Otro Lado Del Portón
- 7 BANDA EL RECODO No Me Sé Rajar
- 8 LUPILLO RIVERA Sufriendo A Solas
- 9 INTOCABLE El Poder De Tus Manos
- 10 GERMAN LIZARRAGA Every Sufriendo



"Any changes the FCC makes to its media-ownership rules could massively and irreversibly change the media landscape."

— Jonathan Adelstein, FCC Commissioner, urging caution regarding ownership limit reviews.

R&R 30 YEARS

SIGNS OF THE TIMES

- Big City sells off stations.
- Many Clear Channel stations stop streaming.
- Pop music icon Maurice Gibb dies.
- Thomas Mottola steps down as head of Sony Music Entertainment.
- Jay Boberg exits as MCA President.
- Infinity resets Market Manager positions.
- Hispanic Broadcasting enters Puerto Rico.
- Arbitron response rates plunge again.
- Arbitron and Nielsen agree on an expanded PPM agreement.
- Cumulus bans The Dixie Chicks for an anti-Bush statement.
- War breaks out in Iraq but has a minimal effect on sales.
- Rudy Giuliani keynotes R&R Convention 2003.
- Don Ienner named President of Sony Music U.S.
- WNEW/New York relaunches as "102.7 Blink."
- Clear Channel cuts ties with independent promoters.
- PPM results, KYW/Philadelphia beat cable come on the first day of war.
- John Fullam resigns as Infinity President/COO.
- All Comedy Radio launched by Michael O'Shea.

year **2003**

**Taking Stock:
30 Years of R&R**

If anything is certain, radio knows change. Pundits wrote obituaries for the medium when television was born, but radio didn't die. It discovered rock 'n' roll, it invented call-in talk programming, and it exploited the car radio. The business survived ... in fact, it boomed.

Flash forward to 1996, and the industry was again turned inside out, this time by the Telecom Act. Gone were trademarks that you had seen in the pages of R&R for years: Gannett, Jacor, Chancellor, EZ Communications and many other familiar names.

Things on the record-industry side have been no less volatile. Just like in the radio industry, the players are fewer, and the rules of the game have changed. Unlike the radio industry, however, the record business is profit-starved and looking to draw young people back into record stores.

To that end, the RIAA initiated lawsuits against consumers who shared their mp3s over the Internet. The move came after longtime RIAA President Hilary Rosen — who spent years on the losing end of a battle with file-sharing technologies — resigned her position.

Despite howls of protest from some lawmakers and consumer groups, the Republican-controlled FCC pushed ahead with relaxed TV ownership rules and somewhat tighter radio rules. The new regulations seemed to make just about nobody happy.

Lawmakers are threatening to rescind the FCC's decision, and some radio operators expressed bitter disappointment that the commission did not further deregulate their industry as it did with TV.

Suffice it to say, both the radio and record industries face significant challenges over the next few years. The record industry will seek ways to profit from music downloading while the radio business fends off challenges from emerging and established media such as satellite radio, the Internet and iPod-like devices.

Whatever direction things go, you can count on R&R to chronicle the events. Whether by fax, e-mail, Internet or the tried-and-true tabloid newspaper, we'll be there for the next 30 years and beyond.



PERSPECTIVES

The overall sound of KROQ/Los Angeles and the whole package are definitely what's in my head, so the overall vision that I have for the station comes through. But the thing that keeps KROQ always sounding interesting is not really knowing what to expect, and that includes me. Part of the overall vision is also ensuring that there's that sense of danger and the knowledge that anything could happen at any time. This all goes back to our personalities and allowing them to create and be entertaining.

Some of the vision or sound that I have for KROQ is the same as it was five years ago, but some of it is not. The station has evolved, and I think that for the station to continue to thrive and be relevant and have an impact on the market, it has to evolve, whether that means freshening up the production or doing different promotions or tightening up or loosening the reins on the jocks. Those are the things that can keep the station sounding fresh.

And it's not just having that vision. You also have to share that vision with the people who make it happen. I can have this vision, but without the talent and the right people to pull it off, it won't mean anything. When I sit down with Jed The Fish or Stryker or Kevin & Bean, I'm the first to tell them, "There's a reason you're on the air and I'm not. I'm not going to pretend to tell you what to do and how to do it." They're the talent. They're the ones who go on the air and do the things that make people come to the radio.



Kevin Weatherly

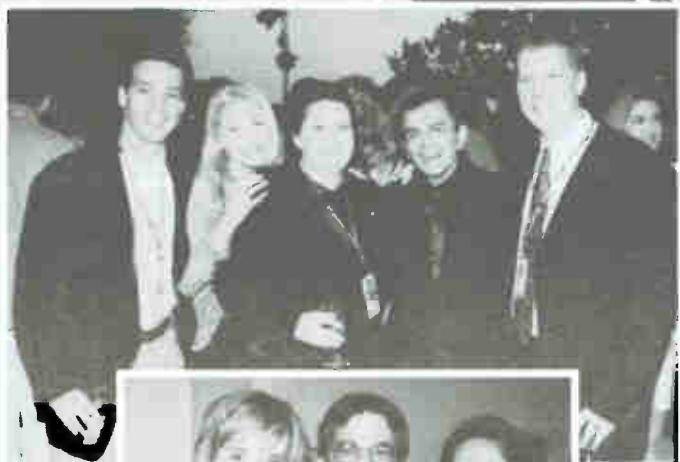
R&R June Conventions

In 1998, R&R's silver anniversary year, we relaunched our famed June conference in Los Angeles and have not looked back. Each year since 1998 R&R has staged a major convention, the last two years at Merv Griffin's Beverly Hilton Hotel in Beverly Hills. Here are some of the more memorable moments as captured by the roaming R&R photographers.

1998



1999



R&R June Conventions

2000



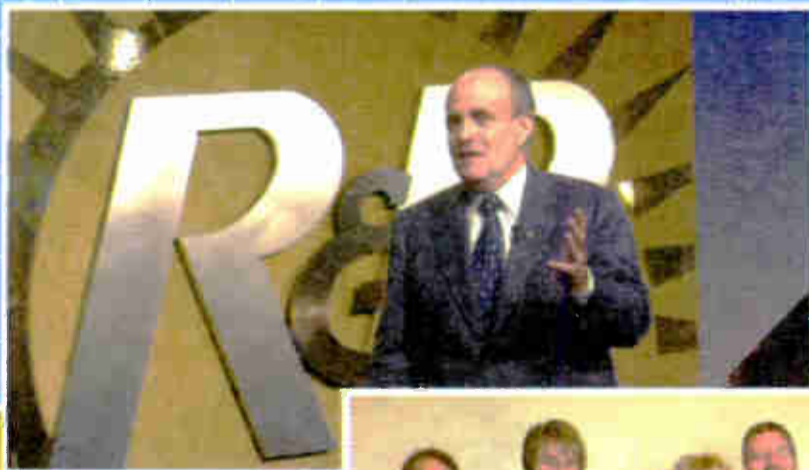
2002



2001



2003



R&R STAFF



- | | | |
|------------------|-------------------|---------------------|
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| Anthony Acampora | Jessica Harren | Puneet Parashar |
| Rob Agnoletti | Carrie Hayward | Maria Parker |
| Jennifer Allen | Hurricane Heeran | Susanna Pedraza |
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Extra copies of R&R's 30-year retrospective can be purchased for \$50 each by e-mailing moreinfo@radioandrecords.com

R&R 30 YEARS
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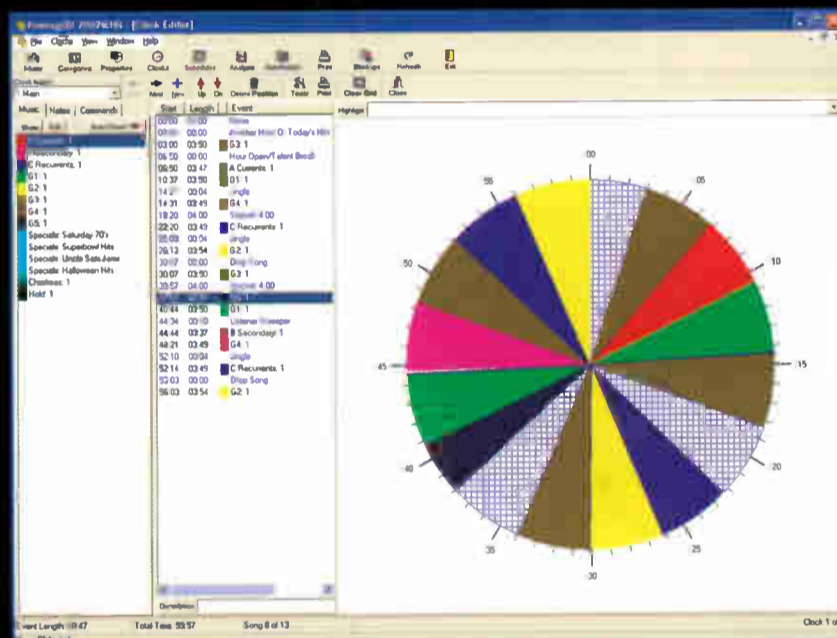
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