

FROM RECORDS TO RADIO

Danny Goldberg was recently named CEO of Air America. In this week's Publisher's Profile he tells how he segued from the music business to Talk radio.

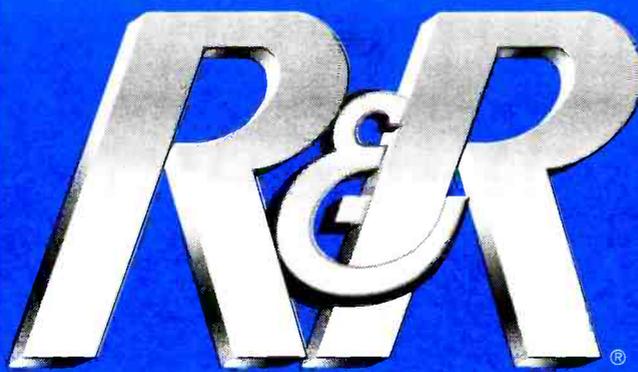


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'LESS IS MORE' FROM THE INSIDE

Last fall Clear Channel shocked radio with its "Less Is More" initiative and formed a new department to help create better spots and station imaging. Here's a behind-the-scenes look at the company's progress.

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THE INDUSTRY'S NEWSPAPER
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WHO'S NEXT TO POP?

New artists are the lifeblood of CHR/Pop, and, starting on Page 26, **Kevin Carter** offers interviews with some who are primed to reach that always-hoped-for position of "the next level." Natalie, Howie Day and Courtney Jaye are on tap.

No. 1 Rockers discuss winning: Page 59

Bush Selects Martin As Next Chairman Of FCC

Appointment leaves open commissioner post

By Joe Howard
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Just days before outgoing Chairman Michael Powell was set to leave, President Bush tapped Commissioner **Kevin Martin** as the next Chairman of the FCC. The appointment of Martin, a former White House staffer, was widely expected.

"I am deeply honored to have been designated as the next Chairman of the FCC, and I thank President Bush for this distinct privilege," Martin said. "I look forward to working with the administration, Congress, my colleagues and the FCC's talented staff to ensure that American consumers continue to enjoy the benefits of

the best communications system in the world."

Because Martin is already a commissioner, his appointment won't require Senate confirmation.



Martin

Saying Martin will have "a front seat at the technology revolution," Powell praised and congratulated his successor.

"His wide knowledge of telecommunication policy issues and insight into the rapidly changing nature of communications technology will serve the agency well," said Powell. "Ultimately, everything the FCC does must serve the public interest and benefit consumers,

MARTIN See Page 19

Stations Shuffle Playlists To 'Anything'

Infinity/Los Angeles fires 'Arrow,' hires 'Jack-FM'

By Adam Jacobson
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After 11 1/2 years as a Classic Rocker, Infinity's KCBS-FM (Arrow 93.1)/Los Angeles on



March 17 moved to an eclectic Adult Hits presentation as "93.1 Jack-FM."

The change in direction gives the Canada-born "Jack" presentation its biggest U.S. market to date. KCBS-FM also becomes Infinity's second station to adopt the "Jack" philosophy of promising to "play what we

JACK See Page 12

Greater Media brings 'Ben' to WMWX/Philly

Greater Media's WMWX/Philadelphia on Monday ditched its Hot AC "Mix 95.7" format to take on the ever-growing "playing anything we feel like" presentation by becoming "95.7 Ben FM." New call letters are pending.

The new no-format format, says Greater Media, is inspired by stations across North America that have enjoyed enormous success by breaking the radio rules — namely, the "Jack FM" stations that have topped the ratings in Vancouver and Calgary. KCBS-FM/Los Angeles flipped to "Jack FM" last week (see story, left).

"Ben-FM will feature music that spans 30 years, ranging from No Doubt to Men At

BEN See Page 12

R&R NUMBER 1s



CHR/POP
KELLY CLARKSON
Since U Been Gone (RCA/RMG)

CHR/RHYTHMIC

50 CENT Candy Shop (Shady/Aftermath/Interscope)

URBAN

50 CENT Candy Shop (Shady/Aftermath/Interscope)

URBAN AC

FANTASIA Truth Is (J/RMG)

GOSPEL

SMOKIE MORFAL Understand (EMI Gospel)

COUNTRY

CRAIG MORGAN That's What I Love About Sunday (BBR)

AC

KELLY CLARKSON Breakaway (Hollywood)

HOT AC

GREEN DAY Boulevard Of Broken Dreams (Reprise)

SMOOTH JAZZ

DAVE KOZ Let It Free (Capitol)

ROCK

GREEN DAY Boulevard Of Broken Dreams (Reprise)

ACTIVE ROCK

BREAKING BENJAMIN Sooner Or Later (Hollywood)

ALTERNATIVE

AUOIOSLAVE Be Yourself (Interscope/Epic)

TRIPLE A

JACK JOHNSON Sitting, Waiting... (Brushfire/Universal)

CHRISTIAN AC

JEREMY CAMP Take You Back (BEC/Tooth & Nail)

CHRISTIAN CHR

SUPERCHICK Pure (Inpop)

CHRISTIAN ROCK

SEVENTH DAY SLUMBER Caroline (BEC/Tooth & Nail)

CHRISTIAN INSPO

MERCYME Homesick (INO/Curb)

SPANISH CONTEMPORARY

JUANES La Camisa Negra (Universal)

REGIONAL MEXICAN

INTOCABLE Aire (EMI Latin)

TROPICAL

MARC ANTHONY Se Estuma Tu Amor (Sony BMG)

CD Shipments Up In '04, RIAA Says

By Keith Berman
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Data released earlier this week shows that the number of domestically shipped CDs increased in 2004. According to the RIAA, CDs shipped from record companies to retail rose 5.3% in 2004, signifying a 2.7% year-over-year increase from 2003.

SoundScan reported that 6.5 million more units of the top 100 albums were sold in 2004 compared to 2003 — 153.3 million in 2004 vs. 146.8 million in 2003. Given that the top 100 albums are the ones most often pirated, the RIAA believes this is a positive sign.

Unfortunately, when compared to the 194.9 million units sold in 1999, the numbers show a marked decline over the past five years. Also, when

SHIPMENTS See Page 19

Randy Michaels Speaks

Is radio dead ... again?

By Al Peterson
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At the recent 10th annual R&R Talk Radio Seminar in Los Angeles, broadcasting veteran **Randy Michaels** was honored with the 2005 R&R News/Talk Radio Lifetime Achievement Award. The trophy is given by R&R to an individual who has made significant contributions to the success of the broadcast industry overall and, specifically, News/Talk.



Michaels

Michaels' acceptance speech at TRS 2005 marked the former Clear Channel Radio CEO's first appearance before an industry crowd in nearly three years. Now President of his own new venture, Radio-

active, Michaels remains a passionate broadcaster who believes in the future of radio.

His love of the business and the people who work in it was on full display at this year's TRS awards luncheon.

But if the standing-room-only crowd that gathered to hear his remarks expected Michaels to

bask in the glow of being recognized for his 40-year career in radio — something that would certainly have been appropriate and understandable — they were in for a surprise. A man

MICHAELS See Page 16

Davis Climbs To Salem EVP/COO

By Kevin Peterson
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Joe Davis has been promoted from Exec. VP/Radio to Exec. VP/COO of Salem Communications. His new duties will include overseeing day-to-day operation for all of Salem's lines of business, including radio broadcasting, news, music and talk programming, network syndication and non-broadcast activities that include Salem Publishing and Salem Web Network. Davis will continue to report directly to Salem President/CEO Edward Atsinger III.



Davis

Atsinger said, "Joe has successfully championed our

DAVIS See Page 12