

# THE NETWORK

## FORTY®

CONTEMPORARY RADIO'S MUSIC & NEWS RESOURCE



R H Y T H M



*Country*



& B L U E S



**MARCH 18, 1994** • Spotlight On KFBO Cheyenne • Interview With Rick Stacy • Das Boot



# madonna

*"I'll Remember"*



▶ The new single.

PRODUCED BY MADONNA AND PATRICK LEONARD.  
Management: Freddy DeMann/DeMann Entertainment

The album: Music From The Motion Picture "WITH HONORS"

©1994 Maverick Recording Company



# THE CHARTS

## PLAYS PER WEEK TM

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG/LABEL	TOTAL PLAYS
1	1	1	ACE OF BASE. The Sign (Arista)	9938
2	2	2	MARIAH CAREY. Without You (Columbia)	9006
3	3	3	JANET JACKSON. Because Of Love (Virgin)	8002
9	5	4	ALL-4-ONE. So Much In Love (Blitz/Atlantic/AG)	7066
5	4	5	RICHARD MARX. Now And Forever (Capitol)	6883
6	6	6	MEAT LOAF. Rock And Roll Dreams Come Through (MCA)	6330
4	7	7	CELINE DION. The Power Of Love (550 Music)	6253
7	8	8	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance (MCA)	6093
13	10	9	COUNTING CROWS. Mr. Jones (DGC)	6082
22	15	10	BIG MOUNTAIN. Baby I Love Your Way (RCA)	5790
10	9	11	ETERNAL. Stay (1st Avenue/EMI/ERG)	5573
14	13	12	BRUCE SPRINGSTEEN. Streets Of Philadelphia (Columbia)	5357
11	12	13	TONI BRAXTON. Breathe Again (LaFace/Arista)	4700
—	25	14	PRINCE. The Most Beautiful Girl In The World (N.P.G. Records/Bellmark)	4394
33	22	15	CRASH TEST DUMMIES. MMM MMM MMM MMM (Arista)	4342
20	19	16	SALT-N-PEPA w/EN VOGUE. Whatta Man (Next Plateau/London/PLG)	4092
23	20	17	CECE PENISTON. I'm In The Mood (A&M)	3995
18	17	18	US3. Cantaloop (Flip Fantasia) (Blue Note/Capitol)	3986
12	14	19	GIN BLOSSOMS. Found Out About You (A&M)	3872
8	11	20	COLOR ME BADD. Choose (Giant/Reprise)	3694
24	24	21	MELISSA ETHERIDGE. Come To My Window (Island/PLG)	3453
19	18	22	MR. BIG. Ain't Seen Love Like That (Atlantic/AG)	3434
15	16	23	AEROSMITH. Amazing (Geffen)	3254
37	26	24	BABYFACE. And Our Feelings (Epic)	3199
38	31	25	ZHANÉ. Groove Thang (Motown)	2943
—	32	26	TEVIN CAMPBELL. I'm Ready (Qwest/WB)	2893
—	40	27	BONNIE RAITT. Love Sneakin' Up On You (Capitol)	2730
17	23	28	BRYAN ADAMS/STING/ROD STEWART. All For Love (A&M/Hollywood)	2624
26	27	29	XSCAPE. Understanding (So So Def/Columbia)	2465
16	21	30	PHIL COLLINS. Everyday (Atlantic/AG)	2404
25	28	31	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i> ) (Elektra)	2354
32	34	32	JODECI. Cry For You (Uptown/MCA)	2037
31	39	33	WHITNEY HOUSTON. Queen Of The Night (Arista)	1996
—	36	34	JIMMY CLIFF. I Can See Clearly Now (Chaos)	1985
◆	DEBUT	35	THE CRANBERRIES. Dreams (Island/PLG)	1982
◆	DEBUT	36	JULIET ROBERTS. I Want You (Reprise)	1976
◆	DEBUT	37	MICHAEL BOLTON. Completely (Columbia)	1907
40	38	38	GABRIELLE. Dreams (Go! Discs/London/PLG)	1893
◆	DEBUT	39	NIRVANA. All Apologies (DGC)	1860
21	29	40	HEART. Will You Be There (In The Morning) (Capitol)	1849

## RETAIL SALES

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	ARTIST/SONG	LABEL
◆	DEBUT	1	SOUNDGARDEN. Superunknown	A&M
◆	DEBUT	2	NINE INCH NAILS. The Downward Spiral	Nothing/TVT/Interscope/AG
2	2	3	COUNTING CROWS. August And Everything After	DGC
1	1	4	R KELLY. 12-Play	Jive
4	3	5	TONI BRAXTON. Toni Braxton	LaFace/Arista
5	5	6	ENIGMA. The Cross Of Changes	Charisma/Virgin
7	7	7	ACE OF BASE. The Sign	Arista
23	9	8	REALITY BITES. Soundtrack	RCA
3	4	9	SNOOP DOGGY DOGG. Doggystyle	Death Row/Interscope/AG
—	18	10	BECK. Mellow Gold	Bong Load/DGC
13	11	11	CRASH TEST DUMMIES. God Shuffled His Feet	Arista
8	6	12	CELINE DION. The Colour Of My Love	550 Music
—	23	13	RHYTHM, COUNTRY & BLUES. Rhythm, Country & Blues	MCA
—	15	14	HAMMER. The Funky Headhunter	Giant/Reprise
6	8	15	SALT-N-PEPA. Very Necessary	London/Next Plateau/PLG
12	12	16	MARIAH CAREY. Music Box	Columbia
11	14	17	TOM PETTY & THE HEARTBREAKERS. Greatest Hits	MCA
9	13	18	ALICE IN CHAINS. Jar Of Files	Columbia
◆	DEBUT	19	GANG STARR. Hard To Earn	Chrysalis/ERG
17	20	20	ZHANÉ. Pronounced Jah-Nay	Motown
15	16	21	SMASHING PUMPKINS. Siamese Dream	Virgin
14	10	22	THE BODYGUARD. Soundtrack	Arista
10	17	23	TORI AMOS. Under The Pink	Atlantic/AG
19	24	24	US3. Hand On The Torch	Blue Note/Capitol
16	19	25	JODECI. Diary Of A Mad Band	Uptown/MCA
20	22	26	BRYAN ADAMS. So Far So Good	A&M
◆	DEBUT	27	ELVIS COSTELLO. Brutal Youth	WB
18	21	28	PHILADELPHIA. Soundtrack	Epic Soundtrax
22	25	29	PEARL JAM. Vs.	Epic
24	26	30	JANET JACKSON. janet.	Virgin
21	29	31	ICE CUBE. Lethal Injection	Priority
25	28	32	TEVIN CAMPBELL. I'm Ready	Qwest/WB
◆	DEBUT	33	YANNI. Live At The Acropolis	Private Music
27	27	34	MEAT LOAF. Bat Out Of Hell II: Back Into Hell	MCA
—	35	35	A TRIBUTE TO CURTIS MAYFIELD. A Tribute To Curtis Mayfield	WB
33	32	36	AEROSMITH. Get A Grip	Geffen
28	30	37	JOHN MICHAEL MONTGOMERY. Kickin' It Up	Atlantic/AG
30	33	38	STONE TEMPLE PILOTS. Core	Atlantic/AG
38	36	39	KENNY G. Breathless	Arista
◆	DEBUT	40	CRACKER. Kerosene Hat	Virgin

PPW Regional Breakouts and Additional Retail Information Begin On Page 7



## Radio News: It's PD Musical Chairs Week

*Several Chairs Filled, Others Become Open*

### THE INQUISITION CONT'D.

Rearing its ugly head in Washington state is Senate Bill 6003, which would make exposing minors to allegedly erotic material illegal. Said material would include explicit videos, live performance, CDs and tapes – and the airing of that on the radio. The legislature has already passed it and sent it to Gov. Mike Lowry. The Washington Music Industry Coalition is aggressively lobbying the Gov to veto the bill. The statute's predecessor was deemed unconstitutional by the courts. There's no guarantee that this bill would meet an identical fate.

### COMING & GOING

Ex-KPLZ'er Gerry Dixon was hired to do late-nights at KDWB Minneapolis... Former Power 102 Fresno APD/MD Rene Roberts was named the new night guy at KHTN Modesto, succeeding Mark Anthony, who moved to KWIN Stockton. Also new to KHTN are weekenders Chris Costa, Mike James and Ryan Cota... Leigh Smith was named Promotion Director of WZEE "Z104" Madison...

### BUY! BUY! BUY!

So many stations are being bought and sold, you'd think they're giving away Tupperware with each purchase. To wit: Clear Channel Communications is about to snatch up KBXX Houston to go along with its Urban AC KHYS. They're also pulling off a sales LMA with WENZ Cleveland, so they can sell it in tandem with Classic Rock WNCX, which they purchased along with WERE-AM... Elsewhere, Risher Broadcasting, owner of KOMO-AM and TV Seattle, got the go-ahead from the FCC to acquire KVI/KPLZ for \$11 million.

### PLUM PROMO GIG

There's a choice job opening for quality-of-lifers in the radio biz. KKRZ Portland needs a top-drawer promotion director. About the only downside we see is that the closes sports teams to root for the Trailblazers (who peaked two years ago) and the Seahawks (who are a few years away). That aside, send PD Ken Benson your package to 4949 SW McAdam in Portland, OR 97201... And while we're in Rip City, KKRZ's \$10,000 30-day morning show co-host pitch to skater Tonya Harding is still on the table, awaiting her return from the world skating championships in Tokyo later this month.

It was a particularly busy week in Top 40 radio, especially as it pertains to stations hiring new programmers... and cutting loose old ones. What's more a new Top 40 is set to debut in Knoxville. Here are the particulars:

- WLUM Milwaukee declined to pick up the contract option of Director of Operations/Programming Jamie Hyatt. However, GM Steve Sinicropi told *The Network Forty* that rumors the station is about to dump its current Rhythmic orientation for a Mainstream Top 40 direction are false.



**BILL MITCHELL**

"I don't foresee any dramatic musical changes on this radio station," he bluntly states. "This is a Rhythm-based, hit radio station. It's a challenging position at a heritage radio station in a tough market to program in. We're going to take our time [choosing a successor] to hire the person who'll take us to where we want to be."

- In smaller markets, Bill Mitchell is leaving WIFC Wausau to program WNDU South Bend. "This is a great opportunity for me," he exclaims. "I look forward to making WNDU even bigger success than it already is." Meanwhile, WKDD Akron PD Neil Sullivan is heading for the warmer climes of West Palm Beach, FL, where he'll program WOVV.

- Late word out of Knoxville has it that WKNF is about to flip its AC format for Top 40 under new PD Jonathan Pirkle. The station plans on changing its call letters to WTNZ with the handle "Z94." More on this station will be forthcoming.

### INSIDE THIS ISSUE...

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VP/GM Gerry Cagle blows away the common myth that radio's audiences are niched to the point where they can't accept different genres of music. ...page 8.

#### CONFERENCE CALL

Several influential PDs explain why they turned to PPW reporting when it started here two years ago...page 14.

#### RICK STACY INTERVIEW

KKFR Phoenix Program Director Rick Stacy provides insight on the strategies that has made him a success in Orlando and Atlanta, as he tackles his current challenge in the Arizona desert. ...page 18.

#### MOST REQUESTED

The hottest new reaction records from around the country – from both Mainstream and Crossover stations. ...page 24.

#### SHOW PREP

"Play It, Say It" – bio liners on Beck, Juliet Roberts and the MCA *Country, Rhythm & Blues* project – and "Rimshots," wise-crackin' one-liners, formerly "Etcetera." ...page 47.

#### REGIONAL PPW BREAKOUTS

The latest detailed information on who's really getting played in six different regions of the country. ...page 49.

## VH-1 Veers To Adult Alternative

*... While MTV Scotches Spin-Off Channels*

MTV Networks has seriously revised the direction of both its VH-1 and MTV Networks. With John Sykes returning to the fold to replace Ed Bennett as VH-1's President, the older-boomer channel plans to rejuvenate its programming with more current and Alternative clips. Meanwhile, MTV's plan on adding two niche music channels has been put on indefinite hold.

The appointment of Sykes, who worked at MTV from its inception to 1986, is the key to revamping VH-1. After Bennett helped make MTV's older sister profitable by increasing its subscriber base, Sykes will be in charge of spiking its programming with more music and current video clips. To attract more

active music buyers, Sykes plans on adding more Alternative artists who retain an Adult appeal, such as Counting Crows, Crash Test Dummies and Smashing Pumpkins.

The timetable for the transition is set for next month, when the catalog product and non-music shows will slowly be replaced by more music programming. Furthermore, VH-1 has also lined up a regular news segment and will christen its own annual awards show in June.

Meanwhile, MTV officials have laid to rest its ambitious plans to split into three separate music channels – one Mainstream, one Urban/Rap-oriented and one Alternative/Hard Rock. MTV Networks Chairman Tom Freston publicly at-

tributes the change in plans to restrictive cable reregulation and a shrinking channel capacity. Apparently, the highly touted "500-channel universe" is still a long way from becoming a reality.

At the same time, MTV has altered its programming to successfully reflect and program the various niches. A quick perusal through its playlist reflects that variety. Everything from Snoop Doggy Dogg and Brand New Heavies to Counting Crows, Motley Crue, Deep Forest and even Tony Bennett is getting substantial exposure. Juggling all these niches successfully, as well as the prohibitive cost of creating ancillary channels, have made the split unnecessary and illogical.

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▶	DEBUT	39	NIRVANA. All Apologies (DGC)	1860
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▶	DEBUT	19	GANG STARR. Hard To Earn	Chrysalis/ERG
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22	25	29	PEARL JAM. Vs.	Epic
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25	28	32	TEVIN CAMPBELL. I'm Ready	Qwest/WB
▶	DEBUT	33	YANNI. Live At The Acropolis	Private Music
27	27	34	MEAT LOAF. Bat Out Of Hell II: Back Into Hell	MCA
—	35	35	A TRIBUTE TO CURTIS MAYFIELD. A Tribute To Curtis Mayfield	WB
33	32	36	AEROSMITH. Get A Grip	Geffen
28	30	37	JOHN MICHAEL MONTGOMERY. Kickin' It Up	Atlantic/AG
30	33	38	STONE TEMPLE PILOTS. Core	Atlantic/AG
38	36	39	KENNY G. Breathless	Arista
▶	DEBUT	40	CRACKER. Kerosene Hat	Virgin

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# THE CHARTS

## THE next 40

COMPUTER GENERATED AIRPLAY REPORTS

RANK	ARTIST/SONG/LABEL	TOTAL PLAYS
41	LITTLE TEXAS. What Might Have (WB)	1802
42	BRYAN ADAMS. Please Forgive Me (A&M)	1716
43	ENIGMA. Return To Innocence (Charisma/Virgin)	1703
44	BECK. Loser (Bong Load/DGC)	1662
45	ACE OF BASE. All That She Wants (Arista)	1596
46	MARIAH CAREY. Hero (Columbia)	1577
47	TERENCE TRENT D'ARBY. Let Her Down Easy (Columbia)	1559
48	SALT-N-PEPA. Shoop (Next Plateau/London/PLG)	1542
49	LENNY KRAVITZ. Heaven Help (Virgin)	1494
50	ROD STEWART. Having A Party (WB)	1490
51	R. KELLY. Bump N' Grind (Jive)	1479
52	THE BRAND NEW HEAVIES. Dream On Dreamer (Delicious Vinyl/EastWest)	1407
53	HADDAWAY. Life (Everybody Needs Somebody To Love) (Coconut/Arista)	1384
54	THE CRANBERRIES. Linger (Island/PLG)	1380
55	TONY TONI TONÉ. (Lay Your Head On My) Pillow (Wing/Mercury)	1380
56	MICHAEL BOLTON. Said I Loved You...But I Lied (Columbia)	1373
57	BABYFACE. Never Keeping Secrets (Epic)	1294
58	JOSHUA KADISON. Jessie (SBK/ERG)	1280
59	TEVIN CAMPBELL. Can We Talk (Qwest/WB)	1241
60	ROSCO MARTINEZ. Neon Moonlight (Zoo)	1202
61	DEEP FOREST. Sweet Lullaby (550 Music)	1192
62	A LIGHTER SHADE OF BROWN. Hey DJ (Mercury)	1172
63	JAMES. Laid (Fontana/Mercury)	1167
64	BILLY JOEL. Lullabye (Goodnight, My Angel) (Columbia)	1111
65	SNOOP DOGGY DOGG. Gin And Juice (Death Row/Interscope/AG)	1066
66	SMASHING PUMPKINS. Disarm (Virgin)	996
67	THE BREEDERS. Cannonball (4AD/Elektra)	930
68	JANET JACKSON. Again (Virgin)	927
69	ELTON JOHN & RUPAUL. Don't Go Breaking My Heart (MCA)	907
70	MINT CONDITION. U Send Me Swingin' (Perspective/A&M)	898
71	POSSUM DIXON. Watch The Girl Destroy Me (Surf Detective/Interscope/AG)	892
72	DEF LEPPARD. Miss You In A Heartbeat (Mercury)	892
73	GUNS N' ROSES. Since I Don't Have You (Geffen)	823
74	PET SHOP BOYS. I Wouldn't Normally Do This Kind Of Thing (EMI/ERG)	799
75	TO BE CONTINUED. One On One (EastWest)	786
76	CULTURE BEAT. Mr. Vain (550 Music)	780
77	COLLAGE. I'll Be Loving You (Metropolitan)	725
78	BILLY JOEL. The River Of Dreams (Columbia)	718
79	ZHANÉ. Hey Mr. D.J. (Motown)	665
80	BJÖRK. Big Time Sensuality Elektra	642
81	LISETTE MELENDEZ. Goody Goody (Fever/ral/Chaos)	642

## MOST ADDED

RANK	ARTIST/SONG/LABEL	TOTAL ADDS
1.	GENERAL PUBLIC. I'll Take You There (Epic)	60
2.	ROSCO MARTINEZ. Neon Moonlight (Zoo)	41
3.	ENIGMA. Return To Innocence (Charisma/Virgin)	38
4.	ALICE IN CHAINS. No Excuses (Columbia)	33
5.	THE BRAND NEW HEAVIES. Dream On Dreamer (Delicious Vinyl/EastWest)	28
6.	JULIET ROBERTS. I Want You (Reprise)	27
7.	BONNIE RAITT. Love Sneakin' Up On You (Capitol)	22
8.	BECK. Loser (Bong Load/DGC)	18
8.	PRINCE. The Most Beautiful Girl In The World (N.P.G. Records/Bellmark)	18
8.	TEARS FOR FEARS. Elemental (Fontana/Mercury)	18
11.	THE CRANBERRIES. Dreams (Island/PLG)	16
12.	MICHAEL BOLTON. Completely (Columbia)	14
12.	TEVIN CAMPBELL. I'm Ready (Qwest/WB)	14
14.	BILLY JOEL. Lullabye (Goodnight, My Angel) (Columbia)	13
15.	JOSHUA KADISON. Beautiful In My Eyes (SBK/ERG)	13

## MOST REQUESTED

RANK	ARTIST/SONG	LABEL
1.	SALT-N-PEPA w/EN VOGUE. Whatta Man	Next Plateau/London/PLG
2.	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
3.	ACE OF BASE. The Sign	Arista
4.	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
5.	BECK. Loser	Bong Load/DGC
6.	COUNTING CROWS. Mr. Jones	DGC
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8.	US3. Cantalooop (Flip Fantasia)	Blue Note/Capitol
9.	XSCAPE. Understanding	So So Def/Columbia
10.	SALT-N-PEPA. Shoop	Next Plateau/London/PLG

FAX YOUR PPWS BY 5 PM TUESDAY (PACIFIC TIME) TO (818) 846-9E70



## Network Forty Sharpens Its Cutting Edge

*More Information Presented In More Cohesive Fashion*

In a continuing effort to provide its readers with the most pertinent information about the radio and record industries in a simplified, easy-to-read manner, *The Network Forty* has made several additions and modifications in its presentation. The latest revisions, which began last week, include:

- Last week, *The Network Forty* revamped its Charts page to offer Plays Per Week and Retail Sales of albums. "Those two charts are the most relevant – and factual – listings of information available to the radio programmer," states VP/GM Gerry Cagle. "Both charts are free of the third-party influence that distorts information needed to make viable and legitimate music decisions."

- New this week is a special two-page pull-out spread, featuring The Charts page with the Next 40 (listing the 41st through 80th most-played singles on Top 40), the Most Added records and the 10 Most Requested songs. "With this one pull-out, programmers will be able to glean the most-played sin-

gles, the hottest new releases and the biggest reaction records almost simultaneously," Cagle asserts.

- Now in its second week, "Bin Burners" spotlights the five albums that have shown the biggest sales increases over the past two weeks. Using sales reports compiled by *Album Network's* Retail Research Department, "Bin Burners" points out where sales are the strongest and what media outlets are fueling interest in each record.

- New this week is Show Prep, which combines two of *The Network Forty's* more popular features for on-air talent: "Play It, Say It" offers bite-sized biographical references about popular Top 40 artists, while "Rimshots" (previously called "Etcetera") contains off-the-cuff and frequently off-the-wall wisecracks geared for the morning show.

- *The Network Forty's* exclusive Most Requested listings have been combined. Now, the most popular nighttime requests of both Mainstream and Crossover stations can be found in one easy-to-find place.

More innovations and informa-

tion will debut in the coming weeks. "We will continue to respond to the needs and requests of our readers," Cagle states. "This magazine is committed to being the primary resource for whatever news and information they want and believe would be useful to advance their profession and our industry as a whole."

### *This Just In...* **Sony Buys Relativity**

Sony Music has just purchased the remaining 50% interest in Relativity Entertainment Distribution (R.E.D.), the largest independent in the U.S., as well as the Relativity Records label. Sony already had 50% interest in the company. R.E.D. founder Barry Kobrin will exit the company to pursue other interests.

"Barry Kobrin founded and built R.E.D. and the Relativity label into a powerhouse independent label and the most successful independent distribution network in the music business today," states Sony Music Entertainment Pres./COO Thomas D. Mottola. "We look forward to building on both companies' achievements."

## Full House At The FCC

*Ness Joins Chong To Fill Vacancies*

President Bill Clinton will finally have a full-staffed Federal Communications Commission if the Senate approves his two latest nominations; Republican appointee Rachele Chong and most recently, Democratic appointee Susan Ness. The two women fill vacancies that have plagued the Commission since Clinton was inaugurated.

Chong, 34, would become the first Asian-American ever to sit on the Commission. Her specialty has been telecommunications law, which she has practiced while at the Bay area law firm of Graham and James. "I'm confident that her experience and commitment in the area of telecommunications will prove invaluable (at the FCC),"

Clinton says.

Chong naturally called it a "great honor" to be chosen for the Commission "at this historic time when the administration, Congress and the telecommunications industry are poised to radically restructure outdated laws and build an exciting new national information highway."

Ness, a 45-year-old Democrat, is a longtime friend of the Clintons and a media investment banker who's a member of the Federal Communications Bar Association. "As a former communications lender, Susan Ness brings to the FCC valuable perspective," Clinton said in a prepared statement. "Her extensive experience covers many

communications industry sectors, including telecommunications, radio, TV, cable TV, programming and publishing."

NAB President Eddie Fritts hailed Ness, calling her "an able attorney who is well-qualified for the post. She knows the media business and the issues and will be asset to the Commission."

Two questions that remain unanswered about both Ness and Chong are their perspectives on protected speech on the radio. They could either take the wind out of Commissioner James Quello's sails by refusing to join in his campaign against Howard Stern or reaffirm the FCC's fines of \$1.6 million for indecent programming.

## RECORDS

### ARISTA

Yvonne Lung was named Director, Human Resources... Catrin Walz was appointed Director, Office Services...

### ATLANTIC

Lea Pisacane was named Dir. of Nat. Album Promotion... Mark Fischer was appointed Assoc. Dir. of Nat. Album Promotion... Bonnie Slikin was named Nat. Mgr., Progressive/Rock Promotion... Jon Nardachone was appointed Nat. Mgr., Hard Rock Promotion.

### COLUMBIA

Benjie Gordon was promoted to West Coast A&R Director... Kim Burse and Pablo Mathiason were appointed A&R Managers.

### ERG

Michael J. Schnapp was appointed VP, Rock Music.

### MCA

Tom Rowland was promoted to Director, Film and TV Licensing, Special Markets and Products... Robin Kaye was named Manager, Film and TV Licensing, Special Markets and Products.

### PLG

Jeanne Mattiussi was named VP Video & Media Development.

### RTA

Peter Lubin was named VP, A&R... David Isreal was named Director, Research and Analysis... Lisa Worden was appointed Manager, National Alternative Promotion, West Coast... Thomas Westfall was promoted to Director, National Alternative Promotion.

### SONY

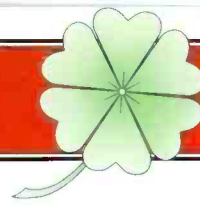
Michael Schwerdtman was appointed VP and Controller for Sony Music... Don Cook was named Sr. VP of Sony Tree Music.

### WARNER BROS.

Liz Goodman was named Int'l. Marketing Manager... Congrats to VP Product Mgmt. Steven Baker and his wife, Laura, who are the proud parents of a baby girl, Lucie Rae.

### UNI

Vaughn Thomas was named Sr. Director, Product Development/Black Music for UNI Distribution.



## New Yawk

The Big Apple is ripe with rumors this week, most of them swirling around Z100 PD Steve Kingston. Depending on who you talk to, Kingston is (a) working without a contract, (b) going to WXKS Boston as GM, (c) going to VH-1 as head of programming, (d) leaving for the new Alternative-formatted WAXQ "Q104," (e) auditioning to become the new "Little Stevie" in Bruce Springsteen's band, or (f) running away to join the circus.

The Chrome Karnak predicts: (b) Kingston *won't* be going to Boston; (c) VH-1, though enticing, isn't *quite* the right fit; (d) Q104 can't come up with the bucks and (e) Kingston can't quite master the slide guitar. The truth is that Steve is (a) working currently without a contract, but that is *his* decision. GM Allan "I Can Still Play Shortstop" Goodman and Shamrock are working to put a package together that will keep him in place. After 7 years at the New York Top 40 station, it's understandable that Kingston might look at other opportunities. Although he's always wanted to be in the circus, look for him to sign for another couple of years *if* the company allows him to put a trapeze in his office and continue feeding the monkeys in the Zoo.

Meanwhile, Q104 shops for a programmer. They've talked to a lot of folks, including Kingston and former Hor 97 PD Joel Salkowitz. They aren't close to naming a PD... yet.

Changes in one NY-based record company are happening even as you read this. Give it a week or two for the dust to settle and the real players will emerge.

Will the next president of a growing record company come from outside the recording industry? *The Gavin's* Dave Sholin is being wooed and the talks are heating up.

## Tune-Ins, Tune-Outs

After just over a year at the helm, WLUM Milwaukee PD Jamie Hyatt is out. Speculation that consultant Jerry Clifton is leaving doesn't seem to pan out, since Clifton is interviewing for Jamie's replacement.

As reported here last week, it's now offi-

cial that former WKDD Akron PD Neil Sullivan takes over the programming duties at WOVV West Palm.

The winner of the WNDU AM&FM sweepstakes is Bill Mitchell from WIFC Wausau. Bill starts March 21. The next question: Who's the next APD/MD at WIFC? Only PD Duff Damos and The Chrome Lizard knows for sure.

Former WKSE Buffalo OM Mike Edwards is back in the Top 40 loop, as he's elevated to OM for the Susquehanna trombo of WARM, WMGS and WBHT "Hot 97" Wilkes-Barre/Scranton, PA.

It wasn't a great week for General Managers with tenure. San Diego icon Paul Palmer leaves B100, with more station changes expected within a week. And after more than 20 years at KILT Houston, Dickie Rosenfeld says good-bye.

## Call U-Haul

Ralph Carroll is leaving Giant in Los Angeles and heading to Nashville for PLG's Country label.

Also at Giant, Jean Johnson's assistant, Matt Sullivan, moves to do Local Promotion in Denver.

## I Bet It's A Smash!

EMI's Billy Brill is so sure that Joshua Kadison's next single will be a hit, that he's putting his butt on the line. He bet a major NW PD that, if added out-of-the-box, the record will go Top 5. If it doesn't, Billy tattoos the station's call letters on his cheek. Indelibly.

## Denver Deal Done?

KS104 PD Chris Davis moves to Research Director when a new PD is named. Another rag has KDON's Michael Newman moving in, but at presstime, according to very inside sources, no firm offer has been rendered. Stay tuned.

## Sold... Finally... Maybe

After over a year on the block, *Radio & Records* announces that Westinghouse Credit Corporation, its current owner, has reached an agreement to sell the former industry trade leader to the Pery Corporation, a New York-based arbitrage company. Although insiders insist that *Re&R* Publisher Bob Wilson and Executive

VP's Erica Farber and Dick Krizman will remain in place and possibly have an equity position in the new structure, speculation is rampant about the future of other staffers.

## Trouble In Paradise?

What National Director of Promotion, based in Los Angeles, is being scrutinized by his company and may be on very shaky ground? Is the company already shopping his job to others? The Chrome Lizard says yes.

## Shift Changes

WGRD Grand Rapids morning host Kevin Gossett is off to WASH Washington, D.C. PD Woody Harrison will land a new face soon.

Allan Kabel is out at nights at B96 Chicago. Anyone needing a high-energy talent should snap him up fast.

KJMZ Dallas APD/MD Helen Little heads to WBLS New York for middays. Additional responsibilities will be announced soon.

## Trendage

Congrats to Corporate PD J.J. Cook and PD Rick Burgess of WQEN Gadsden. The station flipped from AC to Top 40 and increased from 3.4 to 8.0 in the latest trends!

## We're Doing What?

What's up at KFRX Lincoln? Is the format safe? Market insiders have the station looking to a more Adult posture.

And is WKSF Asheville looking at a Country alternative?

## Almost April Fools

As April Fools' Day approaches, *The Network Forty* feels it only appropriate to feature song titles to fit the day. Look for "Oh Wow" on page 53.

## Rumors

Will Billy Bass be joining ERG in the near future?

Is Q105 Oxnard going Mainstream?

What new indie is headed for Indy?

Does Steve Wall know the way back to Monterey?

## You're Special

WXKB Ft. Meyers PD Randy Sherwyn, mentioned last week as charging record promoters who attended his wedding \$40, was quick to point out that not *all* promoters were charged — only Columbia's Jerry Blair and Charlie Walk. Unfortunately for the bride's family, they decided to go anyway.

## Morning Line

It's now 8-to-5 that former indie Stevie Rocker will be at Interscope by the end of the month.

## Easy As Sunday Morning

*The Network Forty* is the only trade magazine to feature complete National and Regional Plays Per Week Charts, National Retail Sales Charts and National Most Requested Charts. To make it easier for you to use this information, you'll find a special pull-out section this week. There's also a new feature called Show Prep on page 47. Need anything else? Just ask.

## Buzz

Monte Lipman... Peter Lopez... Mason Dixon... Rob Stone... Joey G... Howard Rosen... Sean Phillips...



The Silicon Valleys.

# *Rhythm* COUNTRY *and Blues*

*featuring*

VINCE GILL &  
GLADYS KNIGHT

AL GREEN &  
LYLE LOVETT

AARON NEVILLE &  
TRISHA YEARWOOD

LITTLE RICHARD &  
TANYA TUCKER

PATTI LABELLE &  
TRAVIS TRITT

SAM MOORE &  
CONWAY TWITTY



CLINT BLACK &  
POINTER SISTERS

NATALIE COLE &  
REBA McENTIRE

CHET ATKINS &  
ALLEN TOUSSAINT

THE STAPLE  
SINGERS &  
MARTY STUART

GEORGE JONES &  
B.B. KING

**MCA**

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# MISSING THE BOAT

Commentary by  
Gerry Cagle

**W**hat to play? When to play it? When to stop? These questions have faced programmers since radio began playing records. As formats split and become niched to super-serve specific slices of the audience, these questions have become even more prominent. The niche formats, coupled with the concurrent microscopic focus on narrow demographic and psychographic groups, have made the answers almost indefinable. Reams of research are printed out and studied weekly as programmers seek positive definitions.

Record promoters used to ask, "Why won't you play my record?" The answers were usually one of three: "I don't like it," "I'm not sure it's a hit," or "I don't see any sales." That gave record companies the opportunity to get the song played on other stations to prove it was a hit, to stimulate sales with a marketing campaign and to hopefully change the program director's personal feelings by playing the song for him again.

Today, the question is still the same. But the answers are very different. The two heard most often: "It doesn't fit my format" and "It would confuse my core." They're hard to argue. Since formats are defined by programmers, record promoters are suspect if they say their record fits. It's the programmer's format; what does a record promoter know about radio? And since many programmers don't even understand the tastes of their core, how is a record promoter supposed to argue?

Radio seems to be coming up with more reasons for *not* playing a record rather than searching for records that their audiences might love to hear. Today's audience is evolving into a group that wants more and more to hear what's new... not what's old. In the '90s market, where the audience has many more avenues that ever before to be exposed to new product, it is imperative that radio move to the cutting edge of the locomotive rather than continue to hunker in the caboose. Too many programmers pay lip service to the term "cutting edge" rather than apply that definition to their station. Cutting edge is a lifestyle practiced by a segment of the audience that grows larger by the minute. We need to do more than acknowledge it. We must find ways to cater to it.

Mainstream Top 40 flourished in "the good old days" because those radio stations provided their audience with a window into the hip world of the future. What's happening in the city? Where to go? Who's coming in concert? What are the latest sounds? Those questions are now being answered by others on the mass communications super highway. Radio is now providing less information and certainly less *hip* information. New music? Not much.

It's a mistake.

It will be a bigger mistake if radio doesn't acknowledge outside factors and begin to make changes before the audience leaves in larger droves.

We in radio are quick to make decisions on what our audience likes and doesn't like. Several weeks ago, I wrote an Editorial about a research project

*"Maybe your audience isn't as niched as you believe."*

*The Network Forty* commissioned that questioned what many believed to be the basis of niche formats. As programmers, we like to believe that we know our audience. Too often, we reason accurately to inaccurate conclusions. These refrains have been in a power rotation too long: "Our audience doesn't like to hear Rock songs next to Dance songs;" "Our ethnic audience will be confused by non-ethnic songs;" "We can't cross formats - that's a Country sound, not an R&B sound."

Bullshit.

A perfect example of this failure to recognize the taste of our audience is illustrated on this week's cover. MCA has destroyed the logic many of us cling to with the release of *Rhythm Country And Blues*, a CD featuring duets by seemingly divergent artists like Vince Gill and Gladys Knight, Al Green and

Lyle Lovett, Aaron Neville and Trisha Yearwood, Little Richard and Tanya Tucker, Patti LaBelle and Travis Tritt and George Jones with B.B. King, just to mention a few. Vince Gill singing "Ain't Nothing Like The Real Thing," Al Green on "Ain't It Funny How Time Slips Away," Clint Black wailing "Chain Of Fools" or Marty Stuart moaning "The Weight" would never fly with our audience, would it?

The CD debuted last week at #2 on the R&B chart, #10 on the Country chart and #21 on the Pop chart. It's the first time in history that has happened. Probably because it's the first time an album of this nature has been produced.

It sure as hell points out that our *core* audience might not be as confused as we are.

So, why is Mainstream Top 40 virtually ignoring this offering? I don't have an adequate answer.

Here's a record that crosses all boundaries, a record that virtually *every* segment of the audience likes. They even care enough to take the time, get in their car, brave the crowds at record stores, take out their money and make the purchase. What is happening with this CD proves, beyond a shadow of a doubt, that people's tastes are not as far apart as the perceptions of most in our industries believe. Yet with few exceptions, Mainstream Top 40 has so far ignored it.

What's wrong with this picture? The fish are in the trees again.

MCA has not released a single. Who cares? How many times have we accused a record company of releasing the wrong cut off a CD? Here's an opportunity to pick one that makes the most sense for what you *perceive* to be the taste of your audience. How can you lose? If you dare to believe that a consumer must *like* a record to buy it (and if you don't believe that, you aren't reading this Editorial anyhow), then your research is already done.

We're always looking for the one record that will bridge the gap across the formats. This one's a no-brainer.

And don't simply pass this off as an anomaly. Maybe your audience isn't as niched as you believe. Maybe your station is narrowcast because of your beliefs, not because of the tastes of your audience. Consider challenging your audience by challenging yourself. Consider that you may possibly *increase* your audience by subtle expansion and experimentation rather than lose peripherally by squeezing even more. Consider all these factors.

Then have the guts to make a move. ■

# TREAT Urite

The premiere single and video from  
the album  
Angela Winbush.

ANGELA  
WINBUSH

Produced by: Chuckii Booker  
Executive Producers: Ronald Isley & Bob Krasnow  
Management: Ron Weisner Entertainment



THE  
BIG TIME  
SINGLE  
AND VIDEO  
FROM  
DEBUT.

**New Airplay At:**

KC101	WHHY
CK105	WDJX
WKFR	KZIO
WWKZ	KDUK

# big time sensuality



*Ujörk*

PRODUCED BY NELLE HOOPER  
MANAGEMENT: BILL DIGGINS/DMA ENTERTAINMENT

**On Over 50 Top 40's Including:**

<b>KRBE 10 Plays!</b>	<b>Hot 97.7</b>	<b>WKBQ</b>	
KHTT 23 Plays!	KZFM 18 Plays!	WPST 10 Plays!	WAPE 6 Plays!
WQGN	WBBO	WA1A	KCHX
KMCK	KISR	WZOQ	KWTO
WCIL	KLYV	WTWR	KYYY
KFBQ	KQIX	KFFM	KTMT
KFTZ	KZFN	KMOK	WZPK

**Sales Over 450,000!**

**Billboard #1 Dance Record For 2 Weeks!**



ON ELEKTRA COMPACT DISCS AND **Compact** CASSETTES

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# PROMOTIONS

## "CAMP-OUT IN TOON TOWN WITH KEVIN & BEAN"

KROQ, Los Angeles.

Stacy Seifert

One hundred lucky KROQ listeners (chosen on-air by morning stars Kevin & Bean) were able to spend the night at Disneyland (from 10 pm-10 am). All the rides were free; they also could eat for free and had cots to nap on if they didn't want to party all night. The next morning, Kevin & Bean did their show from the park.

**COST:** DISNEYLAND PROVIDED EVERYTHING FOR MUCHO ON-AIR MENTIONS AND LIVE REMOTE.

**RETURN:** HUGE APPEAL TO ACTIVE AUDIENCE, SINCE THIS WAS THE FIRST TIME DISNEYLAND STAYED OPEN ALL NIGHT FOR ANYONE.

## "KISS' \$5,000 MONEY MATCH GAME"

WXKS-FM, Boston

Beverly Tilden

Callers who correctly ID a song win \$50 with the chance of gambling it to win \$250 - if they can match one of the four last numbers on their credit card with a number chosen by Kiss 108. If so, they move up to \$250 and gamble it (by having two of the last four numbers off their credit card) to go to \$500... then \$1,000 (for three)... then \$5,000 (for all four). Those without credit cards can play using "Kiss Club Cards." Winners must go to studio to show their credit card as evidence.

**COST:** TAKEN FROM STATION'S PROMO BUDGET.

**RETURN:** HUGE CUME/TSL BUILDER WITH AN EXCITING EDGE OF RISK - PERFECTLY GEARED FOR OLDER "PLASTIC POWER" CONSUMERS.

## "SIX PACK OF HAWAII"

KTMT, Medford

R. Charles Snyder

KTMT will give away one trip for two to Hawaii every week for six weeks. Listeners sign up at one of eight client store locations. If they hear their names read on the

## SPOTLIGHT

### "SKI MADNESS"

KIIS-FM, Los Angeles

Karen Tobin

To win one of a galaxy of prizes including a new Chevy truck, new skis and lift passes to a local ski resort, listeners register at a local Chevrolet dealer and Oshman's (a ski equipment) stores. At the ski resort remote, night guy Domino gives away the prizes. To avoid clutter, the promotion is plugged in

the spots of the participating clients - who all bought ad schedules. Local NBC affiliate also promoted it for two weeks before the event.

**COST:** EVERYTHING COVERED BY CLIENTS.

**RETURN:** HUGE CUME BUILDER FOR ACTIVE AUDIENCE GENERATES SEVERAL MAJOR AD SCHEDULES.

air, they have nine minutes and 30 seconds to call in to win a "Power Pack" of CDs, cassettes and T-shirts as well as qualify for the weekly drawing for the trip.

**COST:** TRIPS TRADED OUT/CO-OPTED WITH LOCAL TRAVEL AGENCY.

**RETURN:** CLIENTS PAY TO BE SIGN-UP POINTS FOR PROMOTION. GREAT CUME AND TSL BUILDER.

### "ST. PANTIES' DAY"

WGTV, Dayton

Allyson Berry

Starting at 7 am, morning show host Jeff Wicker does a remote at a busy intersection in the business district of downtown Dayton with a midget dressed as a leprechaun. After the leprechaun recites a weird poem, Wicker offers to pay for women passersby's panties. He starts at \$10 and goes up until the woman accepts the offer. She quickly slips off her panties (in public, no less) and walks off with the cash. (For the record, Wicker keeps the clothing.)

**COST:** LAST YEAR WICKER WAS ABLE TO PICK UP FOUR PANTIES FOR LESS THAN \$150.

**RETURN:** EXQUISITE THEATRE-OF-THE-MIND STUNT. (EDITOR'S NOTE: NEXT TIME, ASK FOR WOMEN'S BRAS; THEN YOU CAN CALL THE STUNT, "ERIN GO BRA!")

### "ZIG TAKES IT OFF... AGAIN"

KSFM, Sacramento

Shannon Anderson

On National Stripper's Day, morning team loon "Zig" did a

strip-tease at a local gas station early in the morning. The stunt attracted a huge crowd for the remote. To coincide with the annual release of *Sports Illustrated's* swimsuit edition, Zig went to another busy gas station and modeled his new Speedo.

**COST:** NONE.

**RETURN:** GOOFY MORNING DRIVE STUNTS INCREASE AWARENESS OF FM102'S MORNING SHOW.

### "DOMINO'S LUNCH BREAK"

KDON, Monterey-Salinas

Mary Liz Cortese

From 10 am - noon, a jock solicits faxes from offices that state the number of people at work. KDON picks one fax and within 30 minutes the winner gets three large two-topping Domino's pizzas and soda for the whole office - by surprise. (To work, station must set up one phone line to call the Domino's nearest to the winner and create a one-sheet so the jock knows exactly who and when to call.)

**COST:** PIZZAS TRADED OUT FOR MENTIONS.

**RETURN:** EXCELLENT AT-WORK PROMOTION BUILDS CUME AND TSL.

### "COOKIES AND MINT"

KUTQ, Salt Lake City

Bryan Freeman

Q99 staffers hand out 75,000 Hershey's Cookies & Mint candy bars at local malls and schools to

people who register and answer the question, "What's the coolest thing to do in Salt Lake City?" They register to win prizes such as CDs and a CD player unit. Winners are drawn by station personnel.

**COST:** CD PLAYERS AND CANDY ALL FREEBIES.

**RETURN:** INCREASES STATION PROFILE TO KEY ACTIVE AUDIENCE.

## PLANET HOLLYWOOD OPENING

KKFR, Phoenix

Christine Dennison/Frank LoBono

KKFR will be at the grand opening of Planet Hollywood and give listeners "Stargazer Packs" consisting of binoculars, cameras and Power 92 T-shirts so they "can watch the stars roll in." 100 nth callers will win the package. KKFR will do a remote from there as well.

**COST:** STATION PAID FOR PART OF THE PACKAGE; THE REST TRADED OUT.

**RETURN:** THE GLAMOUR OF HOLLYWOOD STARS ALWAYS BRINGS OUT A CROWD AND RAISES CUME AND TSL.

## "BUFFALO BINGO"

KRBQ, Cheyenne

Allan Fee

At a remote, station personnel make out a bingo card on the ground. A real-life buffalo was herded onto the bingo "card" and it dropped its pies on the various squares. Listeners who came by had a chance to bet on which square would be anointed. If they won, they'd receive various station merchandise prizes. Proceeds went to Safehouse, a local shelter for battered women and children.

**COST:** ALL EXPENSES DONATED FOR CHARITY.

**RETURN:** HELD IT IN PARKING LOT OF POTENTIAL ADVERTISER. GREAT THEATRE-OF-THE-MIND REMOTE ATTRACTED A HUGE CROWD.



# IT'S A GIRL'S WORLD.



## Already On:

KIX106	Providence
Z90	San Diego
KLUC	Las Vegas
KZHT	Salt Lake City



The first single and video from their forthcoming debut album.

# WORL-A-GIRL

"In a world of mixed messages, Worl-A-Girl cuts through with *the* definitive positive song. Put down the gun."  
Erick Anderson, WJMN, 70 Spins BDS, #2 Rank, D-41 Boston SoundScan Single!

Produced by Andy Marvel.  
Management: David Sosenberg for DAS Communications, Ltd.



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# NETWORK FORTY SPOTLIGHT



**KFBQ ..... 97.9 FM**

**Q 98**

1806 Capitol Avenue

Cheyenne WY 82001

(307) 634-4461 Office

(307) 634-9836 Music

(307) 634-8586 Fax

Allan Fee .....O.M./Program Director

Music Calls: .....MTTbF 8am-noon

Roger Siverson .....Sales Manager

Woody Harrelson ...Asst. Program Director

Allan Fee..... 6:00 am -10:00 am

Susan St. John ..... 10:00 am - 2:00 pm

Todd Michaels ..... 2:00 pm - 7:00 pm

Woody Harrelson..... 7:00 pm - 12 mid

Terry Knight..... 12 mid - 6:00 am

Ownership:.....Buck Broadcasting

Consultant:.....None

## HIT MUSIC FOR WYOMING'S CAPITOL CITY

KFBQ has gone through some serious changes over the past year. About the only constant has been its Top 40 format, now overseen by Program Director Allan Fee. Fee joined the station from KISM Bellingham, WA less than one year ago, intent on tightening up the station and improving its image, both in the market and the industry. "We set out to program a mainstream Top 40 station targeted at this area's 18-to-34-year-old female population. I went about doing this by spending time in the market, getting to know the audience and letting them tell me what they wanted KFBQ to sound like. I felt just like a politician, but it gave me a pretty good handle on what problems needed to be addressed right away."

Fee is up front about some of the initial problems he faced. "The whole problem with this radio station is its image, which wasn't very good recently. We had to clean house. We brought in a lot of new faces and worked hard to create a more team-oriented atmosphere. We also fixed some sales problems that the station had. In addition, we parted company with our independent. Simply put, we got back to basics."

Cheyenne is the capitol city of Wyoming. "It's nice to have the Governor stop by the morning show once in a while - and that happens in a place as small as this. It still has a bit of the flavor of the old west. In fact, one of the largest local events is the Frontier Days Rodeo. It can be a bit of a country town and because of that, the Country station does very well. Another station that does well locally is Lite FM. The bottom line for us, though, is that we're battling ourselves. This station once dominated the market and I believe it can again."

Musically, KFBQ is "conservative" according to Fee. "We really don't have to beat anyone to anything, so we take out time with new product. There are, of course, exceptions to that rule, especially with



**Allan Fee**

superstar product, but for the most part we're looking to add no more than four new titles to the mix each week. We're also dayparting more heavily than in the past. Previously, this station was afraid to hit bands like Salt-N-Pepa, but the available audience at night lives for that stuff. We just have to be careful in how we bring the Dance and Urban-sounding stuff into the mix. Most of the station's Gold is '80s-based. Very obvious stuff like early Janet Jackson and the like. Gold isn't rotated too heavily on the station; it's used more as flavoring than anything else."

KFBQ's most recent promotion was a fun stunt called "Buffalo Bingo. If you know anything about this region of the country, you'll know that you can drive along and see buffalo along the side of the road, much like cows in other parts of the country. We decided to have some fun with this, and tie into an existing part of the community. (Ed's Note: For more info on this particular stunt, see this week's Promotion column on page 10.)

-Pat Gillen

### 5 PM SAMPLE HOUR

**Whitney Houston**  
*Queen Of The Night*

**Modern English**  
*Melt With You*

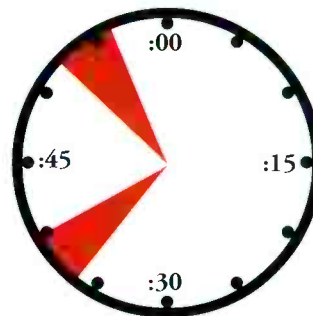
**Haddaway**  
*What Is Love*

**Celine Dion**  
*Power Of Love*

**Bizarre Inc.**  
*I'm Gonna Get You*

**Meatloaf**  
*Rock And Roll Dreams*  
*Come Through*

**Janet Jackson**  
*If*



**Us3**  
*Cantaloop*

**Shanice**  
*I Love Your Smile*

**Mariah Carey**  
*Without You*

**STOPSET**

**Dino**  
*Ooh Child*

**Jon Secada**  
*Just Another Day*

**Ace Of Base**  
*The Sign*

**STOPSET**

**PM Dawn**  
*I'd Die Without You*

#### ON AIR SLOGAN

**"Cheyenne's  
Hit Music Station  
Q98!"**



**don't** **let** **life** **get** **in** **your** **way**

**"Dream on Dreamer"**  
the first single from

**the  
brand  
new  
heavies**



the new album **brother-sister**

PRODUCED BY THE BRAND NEW HEAVIES  
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MANAGEMENT: WILDLIFE ENTERTAINMENT/UK

**Multi-Format Hit!**  
Over 13 Million Listeners!  
Over 1400 Total BDS Spins!  
D-31\* On Major Market Chart!  
D-34\* BDS Rhythm/Crossover Chart!  
D-32\* At Urban Radio!  
#2 Most Added At College Radio!  
NAC's Already In: WNUA & KIFM!

**Buzz Bin!** **Heavy!**  
**BOX** **VHS**  
**Big Single Sales!**  
New York      Los Angeles  
Washington, D.C.      Seattle  
Philadelphia      Boston  
Detroit      Houston  
Cleveland      Chicago  
San Francisco



**Top 5 Most Added 3 Straight Weeks!**

KKRZ Portland	KMEL San Francisco	KDUK Eugene	KKRD Wichita	WKZW Peoria
KLUC Las Vegas	WPXY Rochester	Z104 Madison	And 20 More!	

**Major Moves!**

KKBT Los Angeles #12*	KUBE Seattle 22-13*	KTFM San Antonio 28-14*	Q106 San Diego D-18*
Power Pig Tampa 27-22*	WZPL Indianapolis 24-22*	Z90 San Diego 30-22*	92Q Baltimore #24*
B97 New Orleans D-24*	WHHH Indianapolis 27-24*	KZHT Salt Lake City 28-24*	WHYI Miami 31-29*
WZJM Cleveland 33-29*			



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# PROGRAMMER'S CONFERENCE CALL

## THE UNIVERSAL STANDARD!

Two years ago, 40 radio stations submitted Plays Per Week information to this magazine for the first time. The first 40 programmers who initially complied with the concept gave us the information for several weeks, while we worked out the bugs in our computer system to process the information and produce a national Plays Per Week chart. Two years and a 150 radio stations later, the radio and records industries have accepted Plays Per Week as the standard way of reporting record activity. On this week's Programmer's Conference Call, we asked several of the founding PPW reporters to reflect on why they went for our novel concept two years ago.

### This Week Featuring:



**LISA MCKAY**

PD, WRVQ Richmond



**JOHN IVEY**

PD, WPXY Rochester



**BURKE ALLEN**

OM, WVSR Charleston



**ERIK BRADLEY**

MD, WBBM Chicago



**CHRIS SHEBEL**

PD, WDJX Louisville



**RICK STACY**

PD, KKFR Phoenix



**LARRY D.**

MD, WXXL Orlando



**MIKE MCCOY**

PD, KJYO Oklahoma City

*Discuss why you converted to a Plays Per Week playlist when The Network Forty introduced the concept as the universal standard in 1992... then tell us how long it takes to print the information each week.*

**LISA:** The reason Plays Per Week was so appealing to me in the first place was because I despise anything that can be easily manipulated. I despise dishonesty completely and that's what was on the back of *R&R*. The fact that record people would call and say, "Look, I don't care if you play it as long as you just add it," or "Can you give it a big number jump or a hot report" was an indication that the charts were not based on reality. This is why Plays Per Week was immediately recognized as a good, honest, fresh open-minded way of reporting the facts without the bullshit. We use Selector and it takes 30 seconds to print a weekly PPW list from the system.

**JOHN:** Obviously, Plays Per Week is a more accurate reflection of what you're playing. As far as the record companies go, it's less negotiable than a chart move, which I don't think they find to their advantage anymore. I do think they will attempt to negotiate plays and instantly find this to be more difficult to do. I've never had a problem reporting exactly what I do, especially when you could come to my market and do it anyway. As far as the reporting process itself, we use Selector and it takes just a couple of minutes to print our historical analysis each week. I enjoy studying this information because I get to see if my music is rotating correctly each week.

**BURKE:** Well, two years ago, BDS hadn't reached the number of markets and radio stations it has today. With this in mind, it made common sense to jump into Plays Per Week as the most accurate read of what we were playing as well as the other non-BDS markets around us. If I remember correctly, WAPW [now

# CRACKER

## CRACKER "low"

**BDS LP #5\***

**Over 1/2 Million Sold!**

**TV Add! Heavy!**

KKFR Phoenix Add!

WZJM Cleveland Add!

WAAL Binghamton Add!

I95 Birmingham Add!

KHTT Tulsa Add!

KC101 New Haven Add!

WAZY Lafayette Add!

WXSR Tallahassee Add!

WKHI Ocean City Add!

KYYY Bismarck Add!

WRFY Reading 9-5\*

WCIL Carbondale D-24\*

WBHT Wilkes-Barre 29-27\*

KWTO Springfield D-27\*

WKBQ St Louis D-31\*

WBWB Bloomington D-35\*

KIOC Beaumont 40-36\*

WKHI Ocean City D-37\*



# SMASHING PUMPKINS

## SMASHING PUMPKINS "disarm"

**Over 2 Million LP's Sold!**

**TV Add!**

**Headlining the Lollapalooza Tour!**

WZJM Cleveland Add!

WVIC Lansing Add!

WXXX Burlington Add!

WAYV Atlantic City Add!

WKBQ St Louis 11-10\*

WENZ Cleveland 16-13\*

Z100 New York 18-15\*

WEDJ Charlotte 20-16\*

B97 New Orleans #18\*

WNVZ Norfolk 23-21\*

KISF Kansas City 24-22\*

KKFR Phoenix 25-22\*

KIIS Los Angeles #23\*

KRBE Houston 29-26\*



# ENIGMA

## ENIGMA "return to innocence"



**Debut At #28\*!**

**Over 1 Million Sold!**

**TV Add!**

**Most Added... Again!**

WAKS Columbus

KBXX Houston

WEDJ Charlotte

KIIS Los Angeles

KISF Kansas City

KS104 Denver

Star 94 Atlanta

KTFM San Antonio

Kiss 108 Boston

WAPE Jacksonville

WDJX Louisville

WKSE Buffalo

WNTQ Syracuse

KRQ Tucson

WRVQ Richmond

TIC-FM Hartford

KISN Salt Lake City

WNCI Columbus

**Multi-Format Power Rotations!**

WNNX Atlanta 8-2\*

KRBE Houston 7-3\*

B97 New Orleans 6-4\*

KROQ Los Angeles 9-7\*

KUBE Seattle 13-10\*

KKFR Phoenix 21-15\*

WPOW Miami 28-19\*

KS104 Denver 22-19\*

Z100 New York 23-20\*

KDWB Minneapolis #23\*

WHYI Miami 29-24\*

Q99 Salt Lake City D-24\*

KKRZ Portland 30-26\*

WKBQ St Louis 29-27\*

Power Pig Tampa 30-28\*





# PROGRAMMER'S CONFERENCE CALL

WNNX] Atlanta and KRBE in Houston were all over the concept at the beginning and this, on top of the common sense value, convinced us to get on board. When you guys began doing this a couple of years ago, it immediately became the obvious choice for the future of reporting information. It takes about 30 seconds to print this information off Selector. It's so simple; we're ready to dump the playlist completely and go only with a PPW ranking.

ERIK: The main reason we did it is reality. This is what this business should be all about. People are realizing there is a new breed of programmers in this business... who are in it for the music. They know that's what it's all about. Good music makes it; bad music doesn't. PPWs provide a realistic picture of the success of individual records at one specific level, whereas a conventional playlist is a combination of all types of information. As far as pulling the information out of Selector, the entire process takes a maximum of two minutes. The hardest part is simply getting into the habit of doing it each week.

CHRIS: We did it as a preventative measure, so we didn't have to deal with record people hyping us to move songs up the chart. It's much more accurate than a conventional system. The down side is occasionally there are songs that, if ranked by complete popularity, would be ranked higher than its actual airplay. If a song is dayparted, obviously it will get fewer plays, but in fact may be a stronger record. We subscribe to BDS and this is the what we include as number of plays on our weekly lists.

RICK: Believe it or not, we began doing a Plays Per Week list almost five years ago. The initial reason we did was because [Steve] Wyrostok and I were sitting in front of Selector one day and we punched up frequency of airplay for seven days and went, "Hey, that's our playlist." It was really that simple. The motivation behind it was to prevent record people from asking for unwarranted jumps on the standard

list. Combining both these things, we decided to go to a PPW list. As far as how long it takes to punch up this information....about 45 seconds. [Editor's Note: Make sure and check out this week's interview with Rick on page 00.]

LARRY: With Plays Per Week, you can analyze a specific thing – plays. With conventional playlists, everyone can and does construct them differently. Some people construct their lists based on sales, requests, local call-out and airplay, whereas others might construct theirs differently. As it is now, the playlist I send you and the separate PPW information are different. The playlist is a combination of several things, whereas Plays Per Week is airplay only. I'm totally for PPW but because of dayparting, it still needs to be used as a tool in the decision-making process. It only takes a couple of minutes to do, but it's a matter of getting into the habit of doing it each week.

MIKE: Everything we do is built around the music, so knowing how to rotate your records correctly is of the utmost importance. What you guys did two years ago was ask for one standard way of reporting the exact number of spins each record in rotation was getting. It made sense to do it, but it was scary *then* because it was opening yourself up to giving out very specific information about your individual rotations. We really had confidence in *The Network Forty* that the information wouldn't be shared with our competitors and that the information was for a national and regional picture, so we saw the value in getting on board in the beginning. Now with BDS, it seems everybody knows what everyone is doing, so there doesn't seem to be any secrets anymore. Two years ago, it had been talked about for awhile by you guys. It appeared to be the future of the industry, we came on board when you went with it and now the future has arrived.

– Dwayne Ward

You, too, can participate in *The Network Forty's*  
Programmer's Conference Call.  
Contact Dwayne Ward at (800) 443-4001.

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# MELISSA ETHERIDGE

## "Come To My Window"

**THE NETWORK** Moves 27-25\*  
FORTV

**BDS Mainstream Monitor Moves 37-33\***

**Total BDS Detections Over 1044! Up 88!**

**Now On Over 100 Top 40 Stations!**

**WNVZ Add!**

**WYCR 55 Plays!**

**KRQ 33 Plays!**

**KKFR 30 Plays!**

**WPLY 23 Plays!**

**I95 20 Plays!**

**Z100 14 Plays!**

**WKTU Add!**

**93Q 49 Plays!**

**KZZU 32 Plays!**

**KQKQ 30 Plays!**

**WNNK 23 Plays!**

**WAKS 20 Plays!**

**WAPE 14 Plays!**

**WPLY Add!**

**WABB 35 Plays!**

**WKBQ 31 Plays!**

**B97 24 Plays!**

**Q99 20 Plays!**

**XL106 19 Plays!**

**WXKS 10 Plays!**

**Sales Over 600,000!**



**Active!**



**What's New!**



ISLAND

# I to I

(pronounced Eye To Eye)

## "The Right Time"

**Already Over 330 BDS Detections!**

**11 New Stations Including Q99 Salt Lake City!**

**KKXX 53 Plays!**

**Z90 24 Plays!**

**KBFM 13 Plays!**

**KHFI 38 Plays!**

**WOVV 19 Plays!**

**WKSF 11 Plays!**

**KIIS 32 Plays!**

**WTIC 15 Plays!**

**KTFM 10 Plays!**

**Power Pig 32 Plays!**

**WKSE 14 Plays!**

**Star 94 6 Plays!**

**From The London Soundtrack  
"Four Weddings And A Funeral"**



PolyGram Label Group

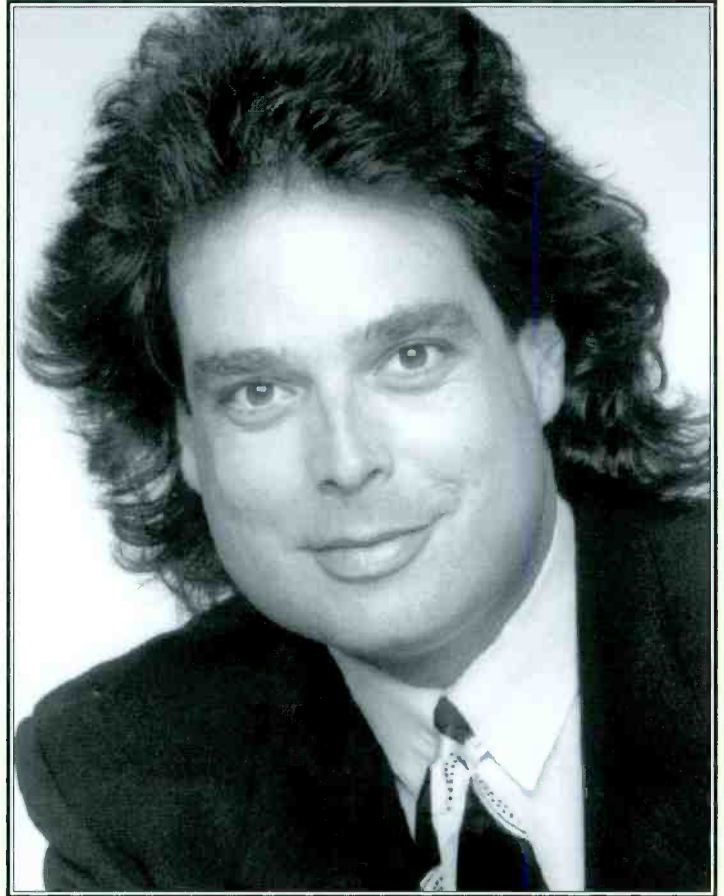


# Rick Stacy

## *The Mainstream Rises In Phoenix*

INTERVIEW BY JEFF SILBERMAN

**I**t has often been said that success in Top 40 begins and ends with “playing the hits.” No argument there; the trick, as Rick Stacy has discovered over his lengthy career, is to define those hits. In Orlando and in Atlanta, he crafted two different musical directions that took his respective stations to substantial success. Six years ago, an import-laden European Dance sound initiated Power 99 Atlanta’s heyday. Now, he has redirected KKFR Phoenix into the Pop/Rock Mainstream and is gunning for the top rung in the market. In a recent interview, Stacy told Network Forty Editor Jeff Silberman about the hills and valleys he has crossed to make it to the Land of the Sun, where KKFR is about to shine again.



**Looking back, can you point to any one gig that established yourself in radio?**

I can point to two. One was at Y106 Orlando, my first PD shot. Jimmy Steal – who I first met at the University there years ago – and I came to the station as morning and night guys (respectively). We got there, were told it was going to be a Top 40, but when we started looking at the card file, we saw all this garbage. So we headed for a nearby Denny’s and called the owner for a quick meeting in Jimmy’s rusted, beat-up blue Malibu.

I’ll never forget it: I was sitting in the front seat with Jimmy, on towels that covered the holes in the seats. Peter Starr, the owner, was in the back seat... no air conditioning... and it’s 95 degrees. We drive over to my apartment, where we lay out the format, the clock, the goals, everything. He made me PD and Jimmy the MD that day.

**As Steal noted here a couple weeks back, you took Y106 to #1 in just one week, but you both left when the owner decided to cut back on expenses.**

It’s the most ridiculous thing you ever heard. We went from a 4.6 to a 10.5 in the first week and in 12 months, we were #1 in every demo except 25-54, where we were #2. We held those numbers for over three years, but we couldn’t sell them because we still had an AC sales department that didn’t know what the hell to do. Apparently, Peter Starr fired the GM and brought in the “Oklahoma Mafia.” At that time, Jimmy had a 17 share at night, I had a 14 share in the afternoon and the station overall had a 12.5. Yet they start telling me they had to cut expenses. They fired Jimmy while I was on vacation. Sure, he was making good money, but with his share, the average night spot was \$75-\$100. I re-

signed after they fired Jimmy and the station’s ratings went down from there. I went to Y100 three weeks later. However, Y106 was the first time I really got excited about programming.

**What was the second important gig in your career?**

Power 99 in Atlanta. Going to Y100 Miami was a bad move at a bad time. I was too naive to wait and pick the right job, like Steve Rivers has done, moving to places that benefited his career. I just jumped; I didn’t realize the station was in a nosedive... being investigated. It was horrible; we had lawyers in our music meetings.

From there I went to Power 99, where I met a guy I’ll never forget – the GM, Bill Phippen. The station had a 4.1 when I got there and it took us about eight months to get it into the sevens and eight more months to get it to the 10s. That’s the station I’m proudest of so far. The reason it happened was Bill Phippen

created an environment that was loose enough for everyone to be creative. That was the key. He shielded us from the company; Susquehanna was one of the biggest radio groups around, but their attention was often diverted to non-radio enterprises. The station did well until Bill died... and then it all fell apart. We didn’t have that buffer anymore and I’m to blame, too, because I lost focus.

**What was Power 99’s music like when you signed on?**

Matt Farber had taken it Top 40 from a very messy AC stance. It was very conservative, recurrent and Oldies-heavy. There was nothing wrong with that, but I felt the need to put my own signature on the station. Looking back, I realize that it might not have needed such a sudden transition, but it worked out in the end. We turned it into a European Crossover Dance station, playing Depeche Mode and a lot of imports.

At the time, there were three Top 40s in the market – Z93, the perennial, young-ended Top 40; and 94Q, the Q105 of Atlanta, an Oldies-laden Top 40 station. We had to beat them both. We thought we could flank Z93 by not going head on... but going very Rhythmic by playing things they didn't expect like "Dolce Vita" by Kristen Conde and "New York, New York" by MSL – lots of European import energy records mixed with Top 40. We saw immediate growth and Z93 started to throw some of that stuff in, too, which messed them all up. They brought in Clifton, then we moved to the Mainstream. We beat them down, 94Q became history and we were on top for about three-and-a-half years.

**Do you consider yourself a Crossover music specialist, or will you program anything that'll fit the hole in the market?**

I choose whatever music works because that's what you have to do to unseat your competition. If you come into a challenge where your competitors have been in the market for years, as I did in Atlanta, you have to create a unique sound. Whether it's Alternative, Modern Dance or Hip-Hop, you do it. Steve Smith did it here with KKFR; he created a different sound to unseat KOY and KZZP. They eventually beat themselves trying to beat KKFR station by playing Steve's music. Anytime a traditional Top 40 tries to cover a new competitor by playing their music, it doesn't work. I learned that lesson in Miami, when I tried to cover [Bill] Tanner. It didn't work.

**At Power 99, did Bill Phippen pass away before you decided to go Alternative?**

Yes. There were discussions about it because of the sales in the market. We brainstormed it at the time. Now, in hindsight, although I still would've changed the station for many reasons, if I knew how long it would take to establish that format and how much a commitment there would have to be, I wouldn't have done it without Phippen. You really need someone with a strong backbone – and there would have to be commitment from the whole company. Unfortunately, they gave me kind of a quasi-commitment like, "go ahead and do it, but if you fuck up, you're dead." But there was no way I could see it back then.

**After they cut you loose, what were**

**you looking for from your next employer?**

Actually, I was looking for some equity in a medium-market radio station. I wanted to buy my own stations, which was a tough road. The days where you could close on a station in a month, like I did on a station in the '80s, are long gone. The second thing I was looking for was a station with an on-site owner, so I wouldn't have my messages getting distorted or lost as it went up the chain of command. Or I wanted a Bill Phippen or

**So when you got to KKFR, it had already knocked KZZP and KOY out of the format and was still in a Crossover Dance niche...**

It was more of a Hip-Hop station. Originally, it was a Dance station, but over time, they found that the Hispanics had grown to like Hip-Hop over and above the Dance and Urban ballads. So they surrounded the Hip-Hop with Urban ballads. What Steve did took an amazing amount of conviction because he stayed with it for over three years.

## THE LONG AND WINDING ROAD

# RICK STACY

WLOF, Orlando	part-time announcer
WRKT, Cocoa Beach	afternoons
WHLY, Orlando	nights
WNAP, Indianapolis	nights
WCKS, Cocoa Beach	mornings
WXEZ, Toledo	afternoons
KYNO, Fresno	mornings/Research Dir.
WHLY, Orlando	Program Director/mornings
WHYI, Miami	Program Director/afternoons
WAPW, Atlanta	Program Director/aft/mornings
KKFR, Phoenix	Program Director

Richie Balsbaugh-type GM, who understood the magic that can be created through Top 40. They understood what Gordon McLendon talked about when he said, "sparkle" and why you can't have the time sponsored on the radio. Someone who understood the producer, who could be your support system and just as important, could teach a sales department how to sell without ratings – selling with creativity and ideas, instead of just numbers.

With KKFR, I found an on-site owner, someone I could go to and ask what's going on and find out straight up. I'm not hearing something that's handed down through three VPs; I get it right from the top. Here, Fred Weber understands that programming is something he best stay out of and just support. That made it very attractive for me. It's a great opportunity for me to expand this station's success and hopefully become a bigger part of this company.

**That kind of direction is a tough sell to advertisers...**

That was the problem. As wonderful as the station had done, it had a hard time making a profit. When I got here, I was still 100% committed to doing what we were doing – I just softened up the Churban, put more Freestyle in and less Hip-Hop, brought the energy level back up and made the station more accessible. What happened then was we did a study that portrayed this market as extremely Pop/Rock in its orientation.

There has been this big myth about Phoenix and its musical tastes, a pre-conceived notion that this is a Rhythmic market. Yes, you can be Rhythmic in this market and garner a sizable audience, but your cume is so low and TSL is coming from so few people, you become very vulnerable. Plus, if you're the only Top 40 in Phoenix and you have an 80-85% audience with nothing to listen to, you'd

be crazy not to take advantage of that.

Once we found out how Mainstream Pop/Rock a town this is, we made the change. I didn't walk into this town with the intention of taking KKFR Mainstream. I was going to do Churban radio. I enjoy doing Churban radio; it's fun to program. But the truth of the matter is, if I want the biggest share of the market and the most saleable format, I have to do Mainstream Top 40 – almost Rock-leaning.

**Is KKFR a middle-of-the-road Mainstream, or are you leaning Alternative, like a lot of Top 40s are doing nowadays?**

We're very current. We knew the station could not be Rhythmic; to succeed, it had to be diametrically opposed to what it was before. What I noticed about Alternative here is identical to what I noted in Atlanta, but misread back then because it was so new to me. There, I went headfirst into Alternative. What I should've done is what I'm doing here: Top 40 with the hits – and the hits just happen to be Counting Crows, Smashing Pumpkins and Pearl Jam.

How many Alternative records to play depends on the market. Because we're a more Pop/Rock-leaning station and I have to make up for the fact that I'm not playing the Babyfaces anymore, I'll be quicker to add a Cracker or Pearl Jam than I would add a CeCe Peniston. It's all coming together now. Steve Kingston picked up on this for Z100 while I was in Atlanta. It's still Top 40; nothing's changed. Listen to a KFRC aircheck from the '70s; it sounds just like this. The names are different, but it was basically white Pop/Rock with an occasional Al Wilson's "Show And Tell."

**Can a Mainstream Pop/Rock KKFR dominate Phoenix?**

Absolutely. I look for the station to be #1. Every market I've been in, with the exception of Orlando, had a heritage monolith – a V103 – in my way. Even with the best programming, marketing and music, you couldn't disrupt their heritage stranglehold on the market. There is no radio institution here. The market has enough of each format to break things up so evenly, we'll get a good shot at #1. There are five AORs and four ACs. There's no 15-share market leader with an 8-share runner-up. We're all within shooting distance of each other. And with the way popular music is now, the timing is just right for us. ▀



# MUSIC MEETING

## MADONNA

### "I'll Remember"

(MAVERICK/SIRE/WB)

After cease-and-desist orders rang from coast to coast a couple of weeks ago – when Z100, G105 and others leaked it early – Warner Bros. is ready to watch this one zoom to the top of the chart in no time. Compared as a half-beat faster than the earlier Madonna smash, "Live To Tell," the production grooves while the lyrics are ballad-like. Anyway you perceive it, it should be a #1 record in just a few weeks.

## TONI BRAXTON

### "You Mean The World To Me"

(LAFACE/ARISTA)

What more can you say about this elegant Soulstress? Everything she does seems to hit the airwaves with both barrels smokin'. Here's another multi-format hit for the soloist who has become a household name in the Top 40, R&B and AC circuits. The latest is trademark Toni Braxton at her best, with infectious hooks and multi-demo appeal. Already blazin' trails at Crossover radio, with an early add at Y-100 Miami, "You Mean The World To Me" will keep Braxton in heavy rotation.

## HEART

### "The Woman In Me"

(CAPITOL)

Typical of a Wilson sisters' smash, this epic rivals the well-testing ballads "Alone" and "These Dreams." On the heels of the successful "Will You Be There (In The Morning)," the Seattle-based duo keep spinning the hits in their third decade. AC is already on this one, so it's not too big of a gamble for Top 40.

## KEITH SWEAT

### "How Do You Like It?"

(ELEKTRA)

Returning to his familiar roots, the soloist storms out-of-the-box and back into the Mainstream. Several majors have already committed to this Rhythm Crossover, evidenced by last week's double-digit add performance. A familiar artist to your audience is into a jammin' groove; "How Do You Like It" should garner lots of nationwide play.

## SINÉAD O' CONNOR

### "You Made Me The Thief Of Your Heart"

(ISLAND/PLG)

It's been a while since she KO'd America with the emotional "Nothing Compares To U" epic, then incited controversy by shredding a picture of Pope John Paul on *Saturday Night Live*. Since then, O'Connor, for the most part, has been laying low, biding her time until she can emerge with the right song. The wait may be over, as Sinéad again pulls at the heartstrings in the first Top 40 release from the box office hit *In The Name Of The Father*. Already making waves at Alternative, this intense song could easily make an impact on Top 40.

## JOSHUA KADISON

### "Beautiful In My Eyes"

(SBK/ERG)

Mailed out to most Top 40 and Adult Contemporary stations weeks ago, there is a strong push for the second release from this artist. Hailed by many programmers as "better than his first single, 'Jesse'..." (which enjoyed a Top-15 showing), Kadison appears to be heading into the Top 10 with this ballad. Smooth harmonies and pol-



MADONNA

ished piano production characterize a song that AC radio jumped all over the first week out. A great female tune.

## MORRISSEY

### "The More You Ignore Me, The Closer I Get"

(SIRE/REPRISE)

Here's another example of a hot Alternative act crossing into the Mainstream. Grassroots stations jumped all over this one weeks ago as almost every Alternative radio station is playing the tune. In just two weeks on *The Network Forty X* chart, the hit has rocketed to #12 and should leap into the Top 10 this week. In a cycle where Gen X continues to pump very successful

acts into Top 40, Morrissey is finally in the right place at the right time.

## ELVIS COSTELLO AND THE ATTRACTIONS

### "13 Steps Lead Down"

(WB)

Elvis Costello fans rejoice! Some of his best material in years is packaged in his new album, *Brutal Youth*. Displaying straightahead Rock n' Roll, the original Attractions join Elvis' angry man, showcasing a guitar at his poisoned-pen best. Still climbing *The Network Forty X* chart into the Top 5, this track is refreshing and mass appeal, while still reflecting the Elvis days of old.



**Star 94 Atlanta 3 Weeks Early!**

**These Also Couldn't Wait:**

I95 Birmingham    WHTO Williamsport    WPRR Altoona  
WKDD Akron    WKSI Greensboro    And More!

**Official Report Date 3/21!**

**W**hen you think of artist breakthroughs, you think of Joshua Kadison. His "Jessie" will be around forever. It took a while, but quality must be nurtured. Audiences have adopted Josh & "Jessie" as their own. Josh has developed a loyal following over the last year with massive radio airplay, television performances, VH-1, MTV and touring.

**AND NOW THE BREAKTHROUGH  
CLASSIC SONG YOU'VE ASKED FOR.**

**"Beautiful in My Eyes"**

From *Joshua Kadison*

You can start playing it now and all eyes will light up.

*P.S. This one won't take so long!*

© 1994 SBK Records, a division of ERG.



Produced by Peter Van Hooke and Rod Argent. Management: Nick Bode



# MUSIC MEETING

**ROBIN S**

**"I Want To Thank You"**

(BIG BEAT/ATLANTIC/AG)

Breaking from the clubs and Crossover much like she did a year ago when she debuted with "Show Me Love," Robin S returns to the spotlight. This uptempo track should elicit a heavy reaction beginning with late afternoon and night rotations. Larger markets will embrace this smash first, with medium and small markets running close behind. A great balance song.

**GIOVANNI SALAH**

**"Blur"**

(ATLANTIC/AG)

Don't let the artist's name fool you. This mid-tempo arrangement is intriguing and different, spicing hooky melodies and slick production. A spin or two in a test rotation might surprise you with the results.

**COLLECTIVE SOUL**

**"Shine"**

(ATLANTIC/AG)

Mainstream radio has been hungry for a song like this for quite some time. Brought initially to our attention by KTMT Medford PD R. Charles Snyder, "Shine" has the potential to cross many formats. Received well from Rock to Alternative radio, Top 40 should be a cinch, with even some interest coming from Crossover interests.

The debut album, *Hints, Allegations, and Things Left Unsaid* has wasted no time in rocketing to the top of sales in Orlando. Spins have also been generated in Orlando, New Orleans, Charlotte and Myrtle Beach – the buzz is on.

**FAST FORWARD**

**EXPLOSION HEARD NATION-WIDE:** A virtual unknown artist scores big last week, as Rosco Martinez captures the ears of programmers ranging from large to small markets. "Neon Moonlight" (Zoo) is a masterpiece, as Martinez rolls in at third most-added. Around-the-clock play at KIIS-FM, among others, has helped put "Neon Moonlight" in the spotlight. Notes WHTO's APD Shawn Carey "Take one part of Michael Bolton, one part of Mitch Malloy and one part of Jon Secada and you've got Roscoe Martinez."... WAPE's PD Jeff McCartney says if you want females, spin Enigma's "Return To Innocence" (Charisma/Virgin). He played it around the office and all the women went wild over it. WKMX OM Phil Thomas tells us the nighttime reactionary king at his station is Possum Dixon with "Watch This Girl Destroy Me" (Surf Detective/Interscope/AG). Thomas also warns you not to be fooled by General Public and their Staple Singers' remake "I'll Take



**HEART**

*You There*" (Epic). "Even if you think it's formula, it's very familiar with upper demos – and lower demos will like it, too."

**ON THE CUTTING EDGE:** KFTZ Idaho Falls PD Rich Summers claims the Color Me Badd track "Wildflower" (Giant/Reprise) is working extremely well in his market. Yes, it's another '70s remake, but Summers says it's one of the few ballads requesting Top 5. Crossing from the Alternative/Rock-leaning stations is Candlebox "You" (Maverick/Sire/WB). Although not for everyone, this Rock

reaction tune is exploding in markets that even hint at playing Rock product. Speaking of rocking, WBHT's Tom Russell points to #1 phones for Danzig's "Mother" (American Recordings/Reprise) at the Wilkes Barre/Scranton outlet. WEZB New Orleans' tip for the week from MD Joey G is another track from the *Reality Bites* soundtrack. Sparking phones and blending well in the mix is Lisa Loeb with her debut "Stay" (RCA). Joey says, "It's the best radio-friendly song on the album and is working great here."

–John Kilgo

## UPCOMING RECORD RELEASES

**NEXT WEEK**

**THE BREEDERS**

"Divine Hammer"  
(ELEKTRA)

**COLOR ME BADD**

"Let's Start With Forever"  
(GIANT/REPRISE)

**TAYLOR DAYNE**

"I'll Wait"  
(ARISTA)

**GUESS**

"Tell Me Where It Hurts"  
(WB)

**INDONESIA**

"Do Thangz"  
(SBK/ERG)

**LISETTE MELENDEZ**

"Will You Ever Save Me"  
(FEVER/RAL/CHAOS)

**NKOTB**

"Never Let You Go"  
(COLUMBIA)

**TEDDY PENDERGRASS**

"Believe In Love"  
(ELEKTRA)

**DAWN PENN**

"You Don't Love Me (No, No, No)"  
(BIG BEAT/AG)

**BILLY PILGRIM**

"Get Me Out Of Here"  
(ATLANTIC/AG)

**THE PROCLAIMERS**

"Let's Get Married"  
(CHRYSALIS/ERG)

**REPERCUSSIONS AND CURTIS MAYFIELD**

"Let's Do It Again"  
(WB)

# The Cranberries

*“dreams”*

**FROM THE MULTI-PLATINUM ALBUM!**

*“This is an out and out smash for us! We’ve been on it 15 weeks and it is in the 8th week of power rotation! It’s consistently Top 5 callout with 15-29 females.”*

Scott Wright B97 New Orleans

**BDS: 663 Plays! + 233 This Week!**

**On Over 80 Top 40 Stations!**

**KIIS Add!**

**KKLQ Add!**

**Plus 14 Others!**

**B97 49 Plays!**

**KKFR 45 Plays!**

**FLY92 32 Plays!**

**WPST 28 Plays!**

**WYCR 27 Plays!**

**WABB 24 Plays!**

**WSKS 23 Plays!**

**KHTT 23 Plays!**

**WVSR 23 Plays!**

**XL106 23 Plays!**

**WZPK 22 Plays!**

**WHHY 21 Plays!**

**Q99 21 Plays!**

**KWTO 20 Plays!**

**WDJX 19 Plays!**

**KBFM 18 Plays!**

**WAKS 17 Plays!**

**WWCP 17 Plays!**

**WSTW 17 Plays!**

**WDDJ 15 Plays!**

**WAPE 12 Plays!**

**KJ103 Plays!**

**Q106 11 Plays!**

**WKBQ 11 Plays!**

 **Active Rotation!**



# Sinéad O'Connor

*“you made me the thief of your heart”*

**GOING FOR AIRPLAY THIS WEEK**

**From The Island Soundtrack “In The Name Of The Father”  
Nominated For 7 Academy Awards!**

**Already On:**

**97X WWCD WZRH Q101 KWOD KITS KEDG 89X WBRU**





# MOST REQUESTED



**KPWR LOS ANGELES, THA BAKA BOYZ**

1. All-4-One, So Much In Love
2. #1, Do You Know What I Mean
3. Warren G, Regulator
4. Snoop Doggy Dogg, Lodi Dodi
5. Conscious Daughters, Somethin'



**WQHT NEW YORK, BALTAZAR**

1. Reel 2 Real, I Like To Move
2. Wu-Tang Clan, The Mystery
3. All-4-One, So Much In Love
4. Doug E. Fresh, Freaks
5. 2 In A Room, El Triago



**KIIS FM LOS ANGELES, DOMINO**

1. All-4-One, So Much In Love
2. Crash Test Dummies, MMM
3. Enigma, Return To Innocence
4. Salt-N-Pepa, Whatta Man
5. Celine Dion, The Power Of



**WHTZ NEW YORK, CHIO THE HIT MAN**

1. Salt-N-Pepa, Whatta Man
2. Danzig, Mother
3. Ace Of Base, The Sign
4. Enigma, Return To Innocence
5. Urge Overkill, Positive



**KKRZ PORTLAND, SCOTT LANDER**

1. Gabrielle, Dreams
2. Ace Of Base, The Sign
3. All-4-One, So Much In Love
4. Salt-N-Pepa, Whatta Man
5. Xscape, Understanding



1. Salt-N-Pepa w/En Vogue, Whatta Man
2. All-4-One, So Much In Love
3. Ace Of Base, The Sign
4. Crash Test Dummies, MMM MMM MMM MMM
5. Beck, Loser
6. Counting Crows, Mr. Jones
7. Mariah Carey, Without You
8. Us3, Cantaloop (Flip Fantasia)
9. Xscape, Understanding
10. Salt-N-Pepa, Shoop



**WKQR CINCINNATI, RACE TAYLOR**

1. Ace Of Base, The Sign
2. All-4-One, So Much In Love
3. Whitney Houston, Queen Of
4. Janet Jackson, Where Are
5. Tom Petty, Mary Jane's



**KSOL SAN FRANCISCO, JOJO WRIGHT**

1. R. Kelly, Bump N' Grind
2. Masta Ace, Inc., Born To
3. Dominica, Gotta Let You Go
4. Mariah Carey, Without You
5. Nomar, Zoomin'
6. Conscious Daughters, Somethin'
7. Salt-N-Pepa, Shoop



**WPLY PHILADELPHIA, JIM KELLY**

1. Ace Of Base, The Sign
2. Beck, Loser
3. Crash Test Dummies, MMM
4. Aerosmith, Amazing
5. Counting Crows, Mr. Jones



**XHTZ SAN DIEGO, MARK IN THE DARK**

1. Funky Poets, Lessons Learned
2. Domino, Sweet Potatoe Pie
3. Dawn Penn, You Don't Love
4. Masta Ace, Inc., Born To
5. Deep Forest, Sweet Lullaby
6. Legacy, Stay With Me Tonight
7. R. Kelly, Bump N' Grind



**WKHQ St Louis, Park Ind.**

1. Salt-N-Pepa, Whatta Man
2. Crash Test Dummies, MMM
3. 12 Gauge, Dunkie Butt
4. All-4-One, So Much In Love
5. Salt-N-Pepa, Shoop
6. Danzig, Mother
7. Enigma, Return To Innocence



**KUBE SEATTLE, CHET BUCHANAN**

1. Queen Latifah, U.N.I.T.Y.
2. All-4-One, So Much In Love
3. Salt-N-Pepa, Step
4. Deep Forest, Sweet Lullaby
5. Snoop Doggy Dogg, Gin And
6. R. Kelly, Your Body's
7. Sudden Change, Comin' On



**WWKX PROVIDENCE, MOJO**

1. The Immortals, Mortal Kombat
2. Tevin Campbell, I'm Ready
3. Snoop Doggy Dogg, Lodi Dodi
4. Ace Of Base, The Sign
5. Salt-N-Pepa, Whatta Man
6. A Lighter Shade Of, Hey DJ
7. Masta Ace, Inc., Born To



**KMEL SAN FRANCISCO, ROSARY & CHUY**

1. Outkast, Players' Ball
2. SWV, You're Always On My
3. Snoop Doggy Dogg, Gin And
4. Dawn Penn, You Don't Love
5. Ice Cube, You Know How We
6. Mariah Carey, Without You
7. R. Kelly, Bump N' Grind
8. Masta Ace, Inc., Born To
9. Conscious Daughters, Somethin'



# NO EXCUSES

"This is pop music...start warming this one up!"  
- WNVZ Norfolk PD, Don London

#1 AOR at BDS!  
#1 Alternative at BDS!  
Over 1,000 Top 40 BDS Spins!

There's no cassette single and there's no excuse.  
From their #1 platinum EP "Jar Of Flies."

Produced by Alice In Chains.  
Management: Susan Silver.

COLUMBIA

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www.americanradiohistory.com



# MOST REQUESTED



**WJMN BOSTON, MARK CLARK**

1. The Immortals, Mortal Kombat
2. Hammer, Pumps And A Bump
3. R. Kelly, Bump N' Grind
4. 12 Gauge, Dunkie Butt
5. Mariah Carey, Never Forget



**WPRO FM PROVIDENCE, T.J. NAPP**

1. Beck, Loser
2. Salt-N-Pepa, Whatta Man
3. Danzig, Mother
4. Celine Dion, The Power Of
5. Ace Of Base, The Sign



**WKCI NEW HAVEN, KELLY NASH**

1. Beck, Loser
2. Snoop Doggy Dogg, Gin And
3. Danzig, Mother
4. Salt-N-Pepa, Whatta Man
5. Crash Test Dummies, MMM



**WPXY ROCHESTER, ARTE THE ONE MAN PARTY**

1. Enigma, Return To Innocence
2. Us3, Cantaloop
3. Celine Dion, The Power Of
4. Crash Test Dummies, MMM
5. Gabrielle, Dreams



**KJYO OKLAHOMA CITY, TOD TUCKER**

1. Salt-N-Pepa, Whatta Man
2. Beck, Loser
3. Xscape, Understanding
4. Enigma, Return To Innocence
5. All-4-One, So Much In Love
6. Mariah Carey, Without You
7. Counting Crows, Mr. Jones
8. Us3, Cantaloop



## NIGHT PERSON

OF THE WEEK

**WOODY HARRELSON**  
*KFBQ Cheyenne*

1. Us3, Cantaloop (Flip Fantasia)
2. Beck, Loser
3. Salt-N-Pepa w/En Vogue, Whatta Man
4. Jodeci, Cry For You
5. Janet Jackson, Where Are You Now



**KKRD WICHITA, GREG WILLIAMS**

1. Crash Test Dummies, MMM
2. Ace Of Base, The Sign
3. Salt-N-Pepa, Whatta Man
4. Prince, The Most Beautiful
5. Meat Loaf, Rock And Roll
6. All-4-One, So Much In Love
7. Us3, Cantaloop
8. Counting Crows, Mr. Jones
9. Big Mountain, Baby I Love
10. CeCe Peniston, I'm In The



**WZEE MADISON, CATFISH COOPER**

1. Salt-N-Pepa, Whatta Man
2. Crash Test Dummies, MMM
3. All-4-One, So Much In Love
4. Us3, Cantaloop
5. Ace Of Base, The Sign
6. Tom Petty, Mary Jane's
7. Mariah Carey, Without You
8. Counting Crows, Mr. Jones



**WKSS HARTFORD, MICHAEL MAZE**

1. Celine Dion, The Power Of
2. Ace Of Base, The Sign
3. All-4-One, So Much In Love
4. Salt-N-Pepa, Shoop
5. Counting Crows, Mr. Jones
6. Mariah Carey, Without You
7. Domino, Getto Jam
8. Toni Braxton, Breathe Again
9. Crash Test Dummies, MMM



**WDJX LOUISVILLE, MIKE SHANNON**

1. Beck, Loser
2. Crash Test Dummies, MMM
3. All-4-One, So Much In Love
4. Salt-N-Pepa, Whatta Man
5. Ace Of Base, The Sign
6. Us3, Cantaloop
7. Salt-N-Pepa, Shoop
8. Mariah Carey, Without You
9. Tom Petty, Mary Jane's



**WOVV WEST PALM BEACH, SCOTT CHASE**

1. All-4-One, So Much In Love
2. Salt-N-Pepa, Whatta Man
3. Terence Trent D'Arby, Let
4. Ace Of Base, The Sign
5. Xscape, Understanding
6. Snoop Doggy Dogg, Gin And
7. NKOTB, Never Let You Go
8. The Immortals, Mortal Kombat
9. Beck, Loser



**KLUC LAS VEGAS, DANNY CRUZ**

1. All-4-One, So Much In Love
2. Guess, Tell Me Where It
3. Salt-N-Pepa, Shoop
4. Ace Of Base, The Sign
5. K7, Zunga Zeng
6. Babyface, And Our Feelings
7. Salt-N-Pepa, Whatta Man
8. A Lighter Shade Of, Hey DJ



**WLAN LANCASTER, MIKE SCOTT**

1. Ace Of Base, The Sign
2. Beck, Loser
3. Mariah Carey, Without You
4. Counting Crows, Mr. Jones
5. Meat Loaf, Rock And Roll



**WZYP HUNTSVILLE, WALLY B.**

1. Counting Crows, Mr. Jones
2. All-4-One, So Much In Love
3. Janet Jackson, Because Of
4. Ace Of Base, The Sign
5. Color Me Badd, Choose
6. Mariah Carey, Without You
7. Danzig, Mother
8. Tevin Campbell, I'm Ready

*livin' up to its title*

# "comin' on strong"

**BDS Over 5 Million Listeners!  
Over 800 Detections!**

92Q 39 Plays! WJMN 21 Plays! WHYT 9 Plays!  
Q102 21 Plays! Hot 97 17 Plays! WWKX 18 Plays!  
WJMH 17 Plays! Z90 18 Plays! WPGC Hot!  
WZJM 38 Plays! KUBE 22 Plays Top 10 Phones!

*the first single from*

**sudden change**

**Single Flying Out Of Stores!  
Over 50,000 Sold!**

Washington, D.C. #6  
Norfolk #26  
Indianapolis #29

Raleigh #12  
Boston #48  
Greensboro #28

**Plus Tons More!**

Houston #29  
Seattle #52



**Huge Requests!**



**Medium Rotation!**

produced by da' mic professah for pro tone productions  
management: nappied



the atlantic group division of atlantic recording corporation  
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# MOST REQUESTED



- WSPK POUGHKEEPSIE, SCOTTY MAC**
1. Snoop Doggy Dogg, Gin And
  2. Ace Of Base, The Sign
  3. K7, Zunga Zeng
  4. Salt-N-Pepa, Whatta Man
  5. Beck, Loser
  6. R. Kelly, Bump N' Grind
  7. Jodeci, Cry For You
  8. All-4-One, So Much In Love
  9. Collage, I'll Be Loving You



- KISX TYLER, JEFF EVANS**
1. Crash Test Dummies, MMM
  2. All-4-One, So Much In Love
  3. Ace Of Base, The Sign
  4. Smashing Pumpkins, Disarm
  5. Mariah Carey, Without You
  6. Nirvana, All Apologies
  7. Counting Crows, Mr. Jones
  8. Deep Forest, Sweet Lullaby



- WKZW PEORIA, ANDY MASUR**
1. Crash Test Dummies, MMM
  2. All-4-One, So Much In Love
  3. Mariah Carey, Without You
  4. Salt-N-Pepa, Whatta Man
  5. Counting Crows, Mr. Jones
  6. Juliet Roberts, I Want You
  7. Big Mountain, Baby I Love
  8. Ace Of Base, The Sign



- WVKS TOLEDO, CURT KRUZE**
1. Crash Test Dummies, MMM
  2. Xscape, Understanding
  3. Salt-N-Pepa, Whatta Man
  4. Beck, Loser
  5. Prince, The Most Beautiful



## NIGHT PERSON OF THE WEEK

**HITMAN HAZE**  
*WHJX Jacksonville*

1. Dawn Penn, You Don't Love Me (No, No, No)
2. Doug E. Fresh, Freaks
3. R. Kelly, 12 Play
4. 12 Gauge, Dunkie Butt
5. R. Kelly, Bump N' Grind



- WRHT NEW BERN, CHRIS CROSS**
1. All-4-One, So Much In Love
  2. Beck, Loser
  3. Crash Test Dummies, MMM
  4. The Knack, My Sharona
  5. Xscape, Understanding



- WWWX MYRTLE BEACH, JAMES GREGORY**
1. Mariah Carey, Without You
  2. Ace Of Base, The Sign
  3. Color Me Badd, Choose
  4. CeCe Peniston, I'm In The
  5. Big Mountain, Baby I Love



- WSNX GRAND RAPIDS, LUKE SANDERS**
1. Beck, Loser
  2. Salt-N-Pepa, Whatta Man
  3. Enigma, Return To Innocence
  4. Us3, Cantalooop
  5. Juliet Roberts, I Want You



- WRCK UTICA, B.B. GOOD**
1. Us3, Cantalooop
  2. Salt-N-Pepa, Whatta Man
  3. Ace Of Base, The Sign
  4. All-4-One, So Much In Love
  5. Crash Test Dummies, MMM



- KZIO DULUTH, TOMMY SHAW**
1. Beck, Loser
  2. Ace Of Base, The Sign
  3. Crash Test Dummies, MMM
  4. Salt-N-Pepa, Whatta Man
  5. The Cranberries, Dreams



- KIXY SAN ANGELO, JIMI JAMM**
1. Xscape, Understanding
  2. Big Mountain, Baby I Love
  3. The Immortals, Mortal Kombar
  4. Mint Condition, U Send Me
  5. Eternal, Stay
  6. Michael Bolton, Said I
  7. Jaya, If You Leave Me Now
  8. Juliet Roberts, I Want You



- KMVR LAS CRUCES, BOBBY CORONA**
1. K7, Zunga Zeng
  2. Coming Of Age, Baby Be Still
  3. Tevin Campbell, I'm Ready
  4. Keith Sweat, How Do You
  5. Salt-N-Pepa, Whatta Man
  6. Big Mountain, Baby I Love
  7. Culture Beat, Got To Get It
  8. Lisette Melendez, Will You

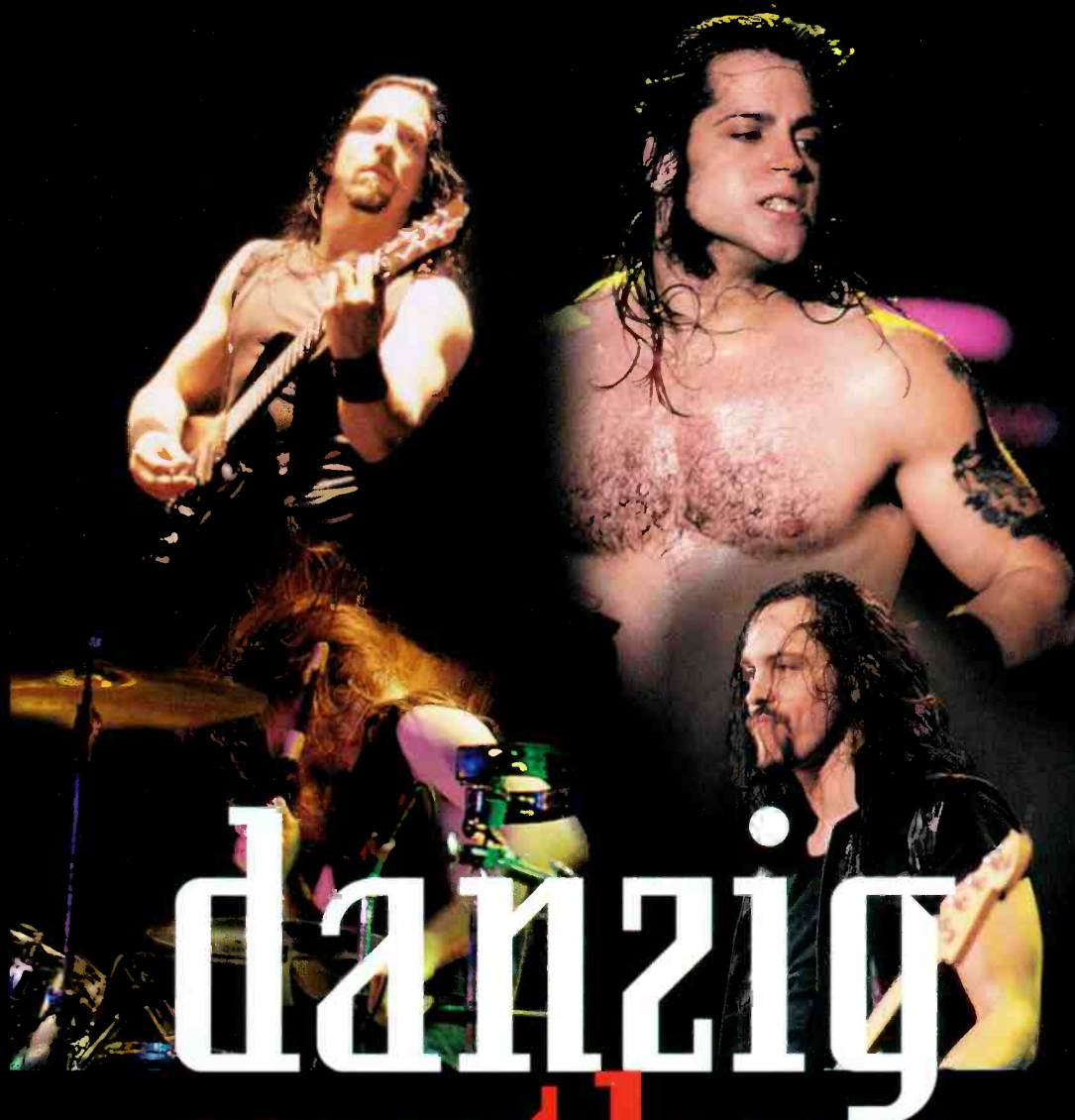


- KKVI COLORADO SPRINGS, KEVIN KINCAD**
1. Beck, Loser
  2. Salt-N-Pepa, Whatta Man
  3. Ace Of Base, The Sign
  4. Counting Crows, Mr. Jones
  5. Janet Jackson, Because Of
  6. Gin Blossoms, Found Out
  7. Color Me Badd, Choose
  8. The Breeders, Cannonball
  9. Eternal, Stay



- WDJB FORT WAYNE, CHRIS CAGE**
1. All-4-One, So Much In Love
  2. The Breeders, Cannonball
  3. Salt-N-Pepa, Whatta Man
  4. Crash Test Dummies, MMM
  5. Counting Crows, Mr. Jones
  6. Tom Petty, Mary Jane's
  7. Bjork, Big Time Sensuality
  8. CeCe Peniston, I'm In The
  9. Xscape, Understanding
  10. Eternal, Stay

Play the song over a million people already bought.



# danzig mother

***Important Things To Consider:***

***Billboard Moves 51-43\****

***SoundScan Single 20-12\****

***Z100 New York Add!***

***MTV One Of The Most Requested Videos!***

***THE NETWORK Most Requested... Overnight!***



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# MOST REQUESTED



**KBFM BROWNSVILLE/McALEEN, HURRICANE SHANE**

1. Domino, Getto Jam
2. Celine Dion, The Power Of
3. Ace Of Base, The Sign
4. Mariah Carey, Without You
5. Salt-N-Pepa, Whatta Man
6. Snoop Doggy Dogg, Gin And
7. Salt-N-Pepa, Shoop
8. Richard Marx, Now And
9. Aerosmith, Amazing



**WIXX GREEN BAY, STEVE LOUZOS**

1. Crash Test Dummies, MMM
2. Salt-N-Pepa, Shoop
3. Celine Dion, The Power Of
4. All-4-One, So Much In Love
5. Salt-N-Pepa, Whatta Man
6. Mariah Carey, Without You
7. Ace Of Base, The Sign
8. Adam Sandler, Lunch Lady
9. Us3, Cantaloop



**WFHN NEW BEDFORD, KEVIN PALANA**

1. Snoop Doggy Dogg, Gin And
2. All-4-One, So Much In Love
3. A Lighter Shade Of, Hey DJ
4. Eternal, Stay
5. R. Kelly, Bump N' Grind
6. Collage, I'll Be Loving You
7. Beck, Loser



**WLKX ROANOKE, JANET FROM ANOTHER PLANET**

1. Salt-N-Pepa, Whatta Man
2. Aerosmith, Amazing
3. Xscape, Understanding
4. Crash Test Dummies, MMM
5. All-4-One, So Much In Love

## BREAKOUT ARTIST OF THE WEEK

### ENIGMA

*"Return To Innocence"*



- |         |               |    |
|---------|---------------|----|
| WPXY    | Rochester     | #1 |
| KIIS-FM | Los Angeles   | #3 |
| WHTZ    | New York      | #4 |
| KJYO    | Oklahoma City | #4 |
| KDUK    | Eugene        | #4 |



*Today's Best Music!*

**KIOK TRI-CITIES, MICHAEL DEAN**

1. Beck, Loser
2. Crash Test Dummies, MMM
3. All-4-One, So Much In Love
4. The Cranberries, Dreams
5. Alice In Chains, No Excuses



**WBIZ EAU CLAIRE, DAVE DANIELS**

1. Big Mountain, Baby I Love
2. Ace Of Base, The Sign
3. Us3, Cantaloop
4. Crash Test Dummies, MMM
5. Rick Astley, The Ones You



**KDUK EUGENE, THE BEAR ON THE AIR**

1. Beck, Loser
2. Mariah Carey, Without You
3. Salt-N-Pepa, Whatta Man
4. Enigma, Return To Innocence
5. All-4-One, So Much In Love



**KIKI HONOLULU, LANAL BOY/AUGIE DOGG**

1. Salt-N-Pepa, Whatta Man
2. All-4-One, So Much In Love
3. Us3, Cantaloop
4. Jodeci, Cry For You
5. Tony Toni Toné, Pillow
6. A Tribe Called Quest, Award
7. Babyface, Never Keeping
8. Mint Condition, U Send Me



**WJMX FLORENCE, BOOKER**

1. Crash Test Dummies, MMM
2. Counting Crows, Mr. Jones
3. Smashing Pumpkins, Disarm
4. Prince, The Most Beautiful
5. Beck, Loser
6. Us3, Cantaloop
7. Juliet Roberts, I Want You
8. Salt-N-Pepa, Whatta Man



**WFLY ALBANY, ELLEN ROCKWELL**

1. Salt-N-Pepa, Whatta Man
2. The Immortals, Mortal Combat
3. All-4-One, So Much In Love
4. Beck, Loser
5. Xscape, Understanding
6. Janet Jackson, Because Of
7. Counting Crows, Mr. Jones
8. Me'Shell NdegéOcello, If
9. Crash Test Dummies, MMM
10. Snoop Doggy Dogg, Gin And



**KPRR EL PASO, VICTOR STARR**

1. Ace Of Base, The Sign
2. Salt-N-Pepa, Shoop
3. Domino, Getto Jam
4. Mariah Carey, Without You
5. Masta Ace, Inc., Born To
6. Queen Latifah, U.N.I.T.Y.
7. Black Machine, How Gee
8. Jodeci, Cry For You
9. Salt-N-Pepa, Whatta Man



**WVSR CHARLESTON, T.J. STEVENS**

1. Celine Dion, The Power Of
2. Beck, Loser
3. Counting Crows, Mr. Jones
4. Crash Test Dummies, MMM
5. Rosco Martinez, Neon
6. Ace Of Base, The Sign
7. Eternal, Stay
8. All-4-One, So Much In Love
9. Tom Petty, Mary Jane's



I Want You  
*do you want me?*

*If so*

Call: 1-800-615-2201



*One Of The Most Added For The 3rd Consecutive Week!*

*These Stations Already Called:*

Star 94 Atlanta 18-15\* 29 Plays!  
The Edge Charlotte #18\* 27 Plays!  
KRBE Houston 24-21\* 19 Plays!  
KTFM San Antonio 29-22\* 22 Plays!  
KZHT Salt Lake City Add!

KISF Kansas City 23 Plays!  
KLUC Las Vegas 20-18\*  
WKBQ St Louis Add!  
Q106 Diego Add!  
WZPL Indianapolis 26-24\* 23 Plays!

B96 Chicago 23-17\* 22 Plays!  
KDWB Minneapolis Add! 29 Plays!  
WWKX Providence 25-21\* 17 Plays!  
KKFR Phoenix 28-23\* 40 Plays!  
Hot 97.7 San Jose D-28\*

B94 Pittsburgh Add!  
WFLZ Tampa 23-21\* 33 Plays!  
KUBE Seattle 31 Plays!  
WXXS Boston 27-24\* 27 Plays!  
WPRO Providence 17 Plays!

*BDS Mainstream Monitor Moves 68-47\* R&R D-40\**

*Over 1000 Weekly BDS Spins! The 4th Highest Increase Of Spins This Week!*



# CROSSOVER

## STREETCHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
1	1	1	SALT-N-PEPA w/EN VOGUE. Whatta Man	Next Plateau/London/PLG
2	2	2	R. KELLY. Bump N' Grind	Jive
5	3	3	ZHANÉ. Groove Thang	Motown
7	5	4	MARIAH CAREY. Without You	Columbia
8	6	5	SNOOP DOGGY DOGG. Gin And Juice	Death Row/Interscope/AG
9	10	6	JANET JACKSON. Because Of Love	Virgin
4	4	7	JODECI. Cry For You	Uptown/MCA
10	8	8	ACE OF BASE. The Sign	Arista
6	7	9	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
15	11	10	A LIGHTER SHADE OF BROWN. Hey DJ	Mercury
19	12	11	PRINCE. The Most Beautiful Girl In The World	N.P.G. Records/Bellmark
20	18	12	TEVIN CAMPBELL. I'm Ready	Qwest/WB
18	15	13	BABYFACE. And Our Feelings	Epic
12	13	14	US3. Cantaloop (Flip Fantasia)	Blue Note/Capitol
3	9	15	TONY TONI TONÉ. (Lay Your Head On My) Pillow	Wing/Mercury
23	21	16	BIG MOUNTAIN. Baby I Love Your Way	RCA
11	16	17	MINT CONDITION. U Send Me Swingin'	Perspective/A&M
17	17	18	CELINE DION. The Power Of Love	550 Music
13	14	19	XSCAPE. Understanding	So So Def/Columbia
14	19	20	CECE PENISTON. I'm In The Mood	A&M
30	24	21	JODECI. Feenin'	Uptown/MCA
—	36	22	KEITH SWEAT. How Do You Like It?	Elektra
—	33	23	THE BRAND NEW HEAVIES. Dream On Dreamer	Delicious Vinyl/EastWest
16	20	24	ETERNAL. Stay	1st Avenue/EMI/ERG
38	26	25	ICE CUBE. You Know How We Do It	Priority
22	23	26	DOMINO. Getto Jam	Outburst/ral/Chaos
—	37	27	DAWN PENN. You Don't Love Me (No, No, No)	Big Beat/Atlantic/AG
32	30	28	SUDDEN CHANGE. Comin' On Strong	EastWest
◆DEBUT	29	29	CONSCIOUS DAUGHTERS. Somethin' To Ride To (Fonky Expedition)	Scarface/Priority
—	35	30	MASTA ACE, INC. Bom To Roll	Delicious Vinyl/EastWest
◆DEBUT	31	31	QUEEN LATIFAH. Just Another Day	Motown
21	22	32	SALT-N-PEPA. Shoop	Next Plateau/London/PLG
34	34	33	HAMMER. It's All Good	Giant/Reprise
—	38	34	JULIET ROBERTS. I Want You	Reprise
33	28	35	K7. Zunga Zeng	Tommy Boy
24	31	36	BABYFACE. Never Keeping Secrets	Epic
31	25	37	SNOOP DOGGY DOGG. Lodi Dodi	Death Row/Interscope/AG
◆DEBUT	38	38	ENIGMA. Return To Innocence	Charisma/Virgin
◆DEBUT	39	39	GANG STARR. Mass Appeal	Chrysalis/ERG
◆DEBUT	40	40	DEEP FOREST. Sweet Lullaby	550 Music

## most added

1.	General Public, I'll Take You There	Epic
2.	Enigma, Return To Innocence	Charisma/Virgin
2.	Keith Sweat, How Do You Like It?	Elektra
4.	Domino, Sweet Potatoe Pie	Outburst/ral/Chaos
4.	Outkast, Players' Ball	Laface/Arista
4.	Tevin Campbell, I'm Ready	Qwest/WB
7.	Al B. Sure!, I'm Still In Love With You	Death Row/Interscope/AG
7.	The Brand New Heavies, Dream On Dreamer	Delicious Vinyl/EastWest
7.	Funky Poets, Lessons Learned	550 Music
7.	Jocelyn Enriquez, I've Been Thinking About You	Classified

## RHYTHMNATION

**SHAKEN, NOT STIRRED...** If you thought there was a lot of drinking at the Gavin, you should have been in San Diego last week for MTV's Spring Break shindig. Thousands of kids (young and old) converged on California's other Bay Area for seven days of music, parties, more music and more parties. Radio was in full effect – it was almost like a mini-convention with KPWR's Dave Morales, KSFM's Chuck Field and Shannon Anderson, KGGI's Deborah Flatmoe, KMEL's Joey Arbagey, WTIC's Jordan Walsh and Damon Scott, KKLQ's Sue Bass and Jeff Fedderman, Steve Douglas, Chad "The Napkin Boy" Wagner and XHTZ's Jeff Nelson. EMI's Monte Lipman and Joe Reichling hosted the longest dinner party I've ever attended. One of the best parties was MTV's little get-together at the Bahia Hotel with Bill Bellamy, Wendy Weatherford and Rich Connor. It's a shame that Mike Marino wasn't there for all the kamikazes and purple hooters. Throughout the week, many artists were on hand to entertain the masses, including Salt-N-Pepa, Eternal and Tevin Campbell. And of course, no Spring Break would be complete without an appearance from Capitol's Bruce Reiner and American Recordings' Gary Richards. If you're planning a trip to El Diego in the near future, might I suggest staying at the Cat's Paw Inn?

**KIBBLES AND BITS...** Shane DeWayne, formerly of WSSP Charleston, is now doing the late-night thang at WHJX Jacksonville... Millions of people around the world are celebrating their birthdays today, except Moonshine Music's Sheri Kaplan (3/10)... We applaud the outstanding job that Immortal's Sean Knight has done, but maybe he shouldn't work quite so hard! We wish him a speedy recovery.

**U.N.I.T.Y...** Not everyone was as disappointed with this year's WMC as some people would have you believe. Granted, the Conference didn't solve the myriad of problems that plague the Dance community, but conventions rarely do. Although the reaction from most attendees was favorable, the main complaint was the professionalism - or, more accurately, the lack of - extended from the organizers. Does the expression "United we stand, divided we fall" ring a bell? Only together, as one cohesive group, can we make Dance music a viable force in the record and radio industry. Maybe this year's S.I.N. Summitt II will provide us with the solutions we seek. I sincerely hope so. Unity In The Community – it shouldn't just be a radio positioner.

— Wendi Cermak

## in the mix

<i>Pete Tong, Essential Mix, Radio One England</i>	Eastern Bloc
Loveland, Let The Music	Fresh Fruit
Jack Prongo, Complete Control	Perspective/A&M
Sounds Of Blackness, I Believe	Media
R.A.F., Take Me Higher	Vinyl Solution
Sure Is Pure, Out To Lunch	Slip N' Slide
Roc And Kato, Jungle Kisses	1st Avenue/EMI
Eternal, Just A Step	FNAC
Renegade Legion, The Weeping Waste	Limbo
Sublime, TGV	Deaf Dumb Blind
Peter Parker, Wow & Flutter	

# born to roll



# Masta Ace Inc.

from the album

# Slaughterhouse

### Over 8 Million Listeners!

Q102 35 Plays!  
FM102 25 Plays!  
KGGI 10 Plays!

KMEL 38 Plays!  
WHYT 17 Plays!  
WWKX 8 Plays!

KSOL 50 Plays! Hot!  
Power 106 28 Plays!  
KBXX 11 Plays!

### Killer Airplay!

Hot 97.7 32 Plays! Hot!  
WZJM 34 Plays!  
KUBE 5 Plays!

KPRR 19 Plays!  
92Q 10 Plays!  
Hot 97 4 Plays!

### Killer Single Sales!

SoundScan Single 118-38\*!!  
Los Angeles #8\*

San Francisco #1\*!!!  
St. Louis #10\*

Sacramento #10\*

Phoenix #13\*

Philadelphia #16\*

### Top 15 Requests!

PRODUCED BY ASE FOR UMDADA ENTERTAINMENT INC.

MANAGEMENT BY JONATHAN POLLACK FOR P-DAWG MANAGEMENT

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**GABRIELLE**

"I Wish"  
(Go! Discs/LONDON/PLG)  
Mid-tempo stylings with Gabrielle's exquisite vocals. Is there any cut on *Find Your Way* that isn't exceptional?

**JODY WATELY**

"When A Man Loves A Woman"  
(MCA)  
Watley is a proven artist for this format. Great pairing with PM Dawn, great song and great phones at Urban radio.

**MASTA ACE, INC.**

"Born To Roll"  
(DELICIOUS VINYL/EASTWEST)  
A slamming Rap jam. Need I say more?

**ANGELA WINBUSH**

"Treat U Rite"  
(ELEKTRA)  
This sultry gem was written, produced and arranged by Chuckii Booker.

**A BEAT AHEAD**

JAMZ... Go right past cut #1 on Keith Sweat's Pro-CD of "How Do You Like It?" (Elektra). The mix of choice is cut #3, the Gangsta Mix with Left Eye of TLC... An oldie to look for that's still getting spins on KROQ's Flashback Lunch: C-Bank's "One More Shot" (Next Plateau)... Rhythmic R&B with that oh-so trendy '70s Funk sty-lee: Teddy Pendergrass' "Believe In Love" (Elektra)... Heavy D & the Boyz' "Got Me Waiting" (Uptown/MCA) – ba diddley diddley dee!... Your turntables will rejoice after a few spins of K-Klass' "Let Me Show You" (SBK/ERG)... The hip Italian import "How Gee" by Black Machine has been picked up by London/ffrr Records. Huge in Mexico, this was first brought to our attention by KPRR's Charles Chavez. ADM's George Hess is sending copies out. If you don't get one, call him at 212-274-9728... You should have just got-



**NO-MAN**



**SHARON BROWN**

ten a white-label double-12 of "All I Do" (WB). These remixes are by Tony Garcia and MK.

MO' JAMZ... There's a new Blacksheep on the way... Look for a promo-only on Jeru Tha Damaja's "D' Original" (Payday/ffrr/PLG). This track is not available commercially. Expect a new album in late April... The fierce import that Power 106 is banging, #1's "Do You Know What I Mean," has been picked up domestically by Strictly Rhythm... With Hip-Hop remixes by DJ Polo and OC and Tribal mixes by DJ EFX and DJ Digit, Michael Wall Love Foundation's "Love Song" (Salmon) should hit your desk soon.

DANCE JAMZ... Have money burning a hole in your pocket? Suggested imports to purchase are Slo Moshun's "Bells Of NY" (Six6), Doop's "Doop" (City-beat), Punchunella's "San

Trancisco" (Global Grooves), Yothu Yindi's "Timeless Land" (Mushroom), Boy George's "The Devil In Sister George" (Virgin) and Roc And Kato's "Jungle Kisses" (Slip N' Slide) – new remixes on a double-pack, this was originally released last year as a limited green 10-inch on E-Legal Records... Stateside, look for Daphne's "When You Love Someone" (Maxi). A fabulous song with sexy vocals, completed by the signature sound of Danny Tenaglia and Peter Daou... Uh huh, she said "Take it like a man." If you don't have MPeople's "Movin' On Up" (deConstruction/Epic), you're MISSin' it, hon... What's a music column without a mention of Sharon Brown's "I Specialize In Love" (Profile)?... And how 'bout the cover art-work on No-Man's "Taking It Like A Man" (One Little Indian/550 Music)? Won't the girls just love this one!!!!

—Wendi Cermak

# CaNDLeBoX

“you,”

Over 1200 Total BDS  
Detections!

SoundScan Sales Over  
23,000 Per Week!

## New Adds Include:

<b>WA1A Melbourne</b>	<b>KHTT Tulsa</b>
<b>WLAN Lancaster</b>	<b>KLYV Dubuque</b>
<b>WBHT Wilkes-Barre</b>	<b>KQHT Grand Forks</b>
<b>WYYS Ithaca</b>	<b>KC101 New Haven</b>

## Chart Action!

**Z100 New York #21\***  
**WZJM Cleveland D-25\***  
**WKBQ St Louis #26\***  
**KKFR Phoenix D-30\***

<b>KISR Ft Smith #7*</b>	<b>WRQK Canton #9*</b>
<b>WHYY Montgomery 12-10*</b>	<b>KWTO Springfield 15-12*</b>
<b>WZAT Savannah #16*</b>	<b>WYCR York 24-21*</b>
<b>WRFY Reading 27-22*</b>	<b>WKHI Ocean City 25-24*</b>
<b>KLBQ El Dorado D-24*</b>	<b>KQKY Kearney 28-24*</b>
<b>WSBG Stroudsburg 26-25*</b>	<b>WRKY Stubenville D-28*</b>
<b>WWFX Bangor 31-29*</b>	<b>KIOC Beaumont 36-31*</b>
<b>WQGN New London D-32*</b>	<b>WGLU Johnstown D-37*</b>

 **Stress!**



Produced by Kelly Gray & Candlebox, Except  
“Mother’s Dream” Produced By Kelly Gray & Jon Plum.  
Management: Lindy Goetz For LGM.



# TeViN CaMPBeLL

“i’m ready,”

 Moves 31-23\*!

14 More Adds This Week!

**KDWB Minneapolis**  
**WPOW Miami**  
**Z90 San Diego**

<b>KBFM Brownsville/McAllen</b>	<b>KLUC Las Vegas</b>
<b>WNDU South Bend</b>	<b>KWIN Stockton</b>
<b>WXLK Roanoke</b>	<b>KWTX Waco</b>
<b>KCPI Albert Lea</b>	<b>KIGL Spencer</b>
<b>WINQ Winchendon</b>	<b>WMJQ Buffalo</b>
<b>WVAQ Morgantown</b>	

## Mega-Moves!

<b>KBXX Houston #5*</b>	<b>Hot 97 New York #7*</b>
<b>92Q Baltimore 12-8*</b>	<b>Power Pig Tampa #8*</b>
<b>WLUM Milwaukee #10*</b>	<b>KJMZ Dallas 15-10*</b>
<b>KKBT Los Angeles 15-13*</b>	<b>Q106 San Diego 18-13*</b>
<b>WHHH Indianapolis 22-15*</b>	<b>WJMN Boston 23-15*</b>
<b>FM102 Sacramento 20-16*</b>	<b>WHYT Detroit 19-17*</b>
<b>Q102 Philadelphia 20-17*</b>	<b>KTFM San Antonio 22-17*</b>
<b>KUBE Seattle 24-17*</b>	<b>WWKX Providence 23-17*</b>
<b>WZJM Cleveland 27-19*</b>	<b>KMEL San Francisco 24-21*</b>
<b>Q99 Salt Lake City 23-21*</b>	<b>B94 Pittsburgh 28-22*</b>
<b>KGGI Riverside D-22*</b>	<b>Kiss 108 Boston #22*</b>
<b>Hot 97.7 San Jose #23*</b>	<b>WPGC Washington, D.C. 29-23*</b>
<b>WAKS Columbus 28-24*</b>	<b>PRO-FM Providence #28*</b>

 Most Requested...Nationwide!

 **Active!**

SoundScan Single Moves 38-30\*  
LP Sales Approaching 40,000 Per Week!  
Over 3000 Total BDS Detections!

Produced By Babyface & Daryl Simmons.  
Management: Rhonda Byrd / Ron Weisner





## X CHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
2	2	1	ALICE IN CHAINS. No Excuses	Columbia
3	3	2	TORI AMOS. God	Atlantic/AG
25	12	3	MORRISSEY. The More You Ignore Me, The Closer I Get	Sire/Reprise
9	4	4	ENIGMA. Return To Innocence	Charisma/Virgin
7	5	5	ELVIS COSTELLO AND THE ATTRACTIONS. 13 Steps Lead Down	WB
11	6	6	SHERYL CROW. Leaving Las Vegas	A&M
1	1	7	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
4	7	8	BECK. Loser	Bong Load/DGC
8	8	9	POSSUM DIXON. Watch The Girl Destroy Me	Surf Detective/Interscope/AG
21	15	10	SOUNDGARDEN. Spoonman	A&M
13	13	11	FURY IN THE SLAUGHTERHOUSE. Every Generation Got It's Own Disease	RCA
5	11	12	CRACKER. Get Off This	Virgin
10	10	13	SMASHING PUMPKINS. Disarm	Virgin
23	17	14	PEARL JAM. Elderly Woman Behind The Counter In A Small Town	Epic
6	9	15	COUNTING CROWS. Mr. Jones	DGC
16	16	16	MEAT PUPPETS. Backwater	London/PLG
33	28	17	THE CHARLATANS. Can't Get Out Of Bed	Beggars Banquet/Atlantic/AG
32	22	18	SARAH McLACHLAN. Possession	Arista
20	20	19	JAMES. Sometimes (Lester Piggot)	Fontana/Mercury
12	14	20	NIRVANA. All Apologies	DGC
—	34	21	GREEN DAY. Longview	Reprise
30	29	22	AFGHAN WHIGS. Gentlemen	Sup Pop/Elektra
37	24	23	EVE'S PLUM. I Want It All	550 Music
35	25	24	NINE INCH NAILS. March Of The Pigs	Nothing/TVT/Interscope/AG
15	18	25	DIG. Believe	Radioactive
24	23	26	COURSE OF EMPIRE. Infested	Zoo
DEBUT	27	27	PAVEMENT. Cut Your Hair	Matador
17	19	28	BJÖRK. Big Time Sensuality	Elektra
31	30	29	MAZZY STAR. Fade Into You	Capitol
27	26	30	THE INDIANS. Look Up To The Sky	Polydor/PLG
—	36	31	THE GREENBERRY WOODS. Trampoline	Sire/Reprise
DEBUT	32	32	GENERAL PUBLIC. I'll Take You There	Epic Soundtrax
14	21	33	CROWDED HOUSE. Locked Out	Capitol
DEBUT	34	34	MATERIAL ISSUE. Kim The Waitress	Mercury
DEBUT	35	35	URGE OVERKILL. Possible Bleeding	Geffen
DEBUT	36	36	THE GRAYS. Very Best Years	Epic
—	38	37	SINÉAD O'CONNOR. You Made Me The Thief Of Your Heart	Island/PLG
—	39	38	BUFFALO TOM. I'm Allowed	Megadisc/Beggars Banquet/EastWest
34	35	39	JAMES. Laid	Fontana/Mercury
28	32	40	SMASHING PUMPKINS. Today	Virgin

## GEN X

**REWIND:** Here's a few addendums to last week's News items: Regarding KEDG Las Vegas' Jay Taylor and John Griffin's promotions to OM and PD, respectively, Jay will continue to take music calls, but he'll leave a majority of the programming up to John. Although the station has no immediate plans to fill the MD position, don't be surprised to see some more changes at the Edge station in the next six months... Then there was Brett Greene's exit as Radioactive's National Director, Alternative Music to become Rocky Mountain/Southwest Promotion Manager for I.R.S. The move enables Greene to relocate to Boulder, CO, enhance his quality of life and get the hell out of Aftershock Land. Brett has been couchin' it since his building was condemned after the 6.8 shaker. Look for him to be hitting you up for Kirsty MacColl adds and ...ah... coming soon – mass A&R hirings at I.R.S.

**SUNNYSIDE UP:** I hope you didn't forget that ex-KTOZ PD Rick Kennedy headed out to New Mexico to be the new morning man and production assistant for KBAC. (There's a pop quiz at the end of the column.) KBAC PD Armida Santa Cruz notes, "He'll make a good member of the team to round out our music-intensive jocks..." In a dramatic attempt to steal Geffen National Alternative Rep Ted Volk's thunder, Kurt Cobain popped a bunch of pills and downed them with champagne the moment he learned MTV was doing a special starring Ted instead of him! Well, maybe not, yet the vest wearin', conference table-pounding Volk was seen nodding his head on cue and proved to be an intricate part of Geffen's decision-making process on the MTV's *24 Hours In Rock & Roll*, this past weekend. "It's imperative that Butt-Head's face be on Cher's left ass cheek," Volk exclaimed for the cameras. Axl Rose has threatened getting arrested again if Ted tries a stunt like this one more time.

**VIRTUAL AUDIO?** Reprise Records has debuted a promo-only CD in conjunction with Babble's new CD *The Stone*. It features a three-dimensional sound-encoding technology called Virtual Audio. The revolutionary process enhances fidelity while creating the illusion that the listener is an actual participant in the moment. It does this by altering the psycho-acoustic information received by the brain. By imitating the method human ears use to process sound, the listener is placed in three-dimensional time. And when the eyes are closed, the experience is that of a supersonic Alternative existence. Babble's Alannah Currie and Tom Bailey (formerly The Thompson Twins) created the future of sound with this illusion – awesome. Recommendation: Don't listen while using heavy machinery or applying makeup...P.S. – WDRE will be moving their corporate headquarters and the broadcasting facilities to 1103 Stewart Ave. Garden City New York, NY. 11530 effective March 21st.

**TITS AND PITS:** MTV's "Spring Break" was filmed this past weekend in San Diego, since the video channel has been kicked out of taping the show in Florida. After this weekend's picturesque scene of bikini-clad bimbos, drooling PDs and every San Diego radio station trying to "own" the event, we'll all be ready to enjoy Spring Break next year. In Duluth... Sat Bisla is threatening to go to a *real* country, one worthy of his talents, that appreciates him and will give him a job if you don't. Call him at (209) 251-7076... Confidential to Immortal Records' Sean Knight: Get well soon, we miss you!... Names getting mulched in the tumor mill: Christian Unruh... Tom Calderone... Paul V.

– Karen Holmes

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**Over 100,000 LP's Sold!**  
**On Tour Now!**  
**Sell Out Crowds At Every Show!**  
**A Multi-Format Hit!**  
**Over 600 Combined BDS Spins!**  
**On Over 100 Stations!**

**KDUK Add! WERZ Add! WRFY Add!**  
**WHTO Add! KSMB Add! KWTX Add!**  
**KQIX Add!**

**WHOB 27-15\* KFTZ 20-17\***  
**KIOC 24-19\* KWTO 28-24\***  
**WENZ 31-29\* 99X #29\***  
**KFAV 37-31\* WHHY D-32\***  
**KCHX 35-33\* WHTO D-38\***

**On Over 45 AOR Stations Including:**

**WNEW New York WHJY Providence**  
**KFOG San Francisco KRXQ Sacramento**

**On Over 19 New Rock Stations Including:**

**KDGE Dallas WFNX Boston WBRU Providence**  
**WXRT Chicago WDRE Long Island KWOD Sacramento**  
**And More!**



the song you've waited 25 years for

from the new album  
**BIG RED LETTER DAY**

**Look For Buffalo Tom On MTV 3/21**  
**Appearing On The Jon Stewart Show!**

**Buffalo tom I'm Allowed.**

PRODUCED BY THE ROBB BROTHERS WITH BUFFALO TOM  
 DIRECTOR: TOM JOHNSTON MANAGEMENT



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**KATE BUSH**  
**"And So Is Love"**  
 (COLUMBIA)

Soft, moody, sensual, dramatic. "And So Is Love" is the third single from Kate Bush's latest release, *The Red Shoes*. The passion builds with tribal beats, landscaped by her alluring vocal sensations and understated guitar. Bush offers more passion in one lyric than a slew of typical love songs combined. Although Kate has promised us tours before, it looks like it's a *real* go this time around. Also, expect a limited theatre engagement of her 45-minute film, *The Line The Cross And The Curve*.

**MILLA**  
**"Gentleman Who Fell"**  
 (SBK/ERG)

Singer/actress/model Milla, who truly possesses the talent to forge a career in any one of these fields, successfully chooses them all. Hours after hearing her debut single, "Gentleman Who Fell," listeners will be recalling her lyrics. With a Gaelic flavor, Milla's breathy style exhibits clarity and strength reminiscent of Enya. From her debut album *The Divine Comedy* comes Milla Jovovich's most accomplished work.

**SISTER PSYCHIC**  
**"Velvet Dog"**  
 (RESTLESS)

This quirky, catchy single is as captivating lyrically as it is musically. Already WENZ Cleveland's "Pick of the Week," this Washington-based band's single also appears on the *In Defense Of Animals* benefit compilation. A big label priority, look for more on the band in the coming weeks.

**SAM PHILLIPS**  
**"I Need Love"**  
 (VIRGIN)

Pre-orders for Sam Phillips' new album *Martinis And Bikinis* were spurred by the radio and retail EP release, *Love And Kisses*, which all but

assures that her new album will outsell her previous efforts. An element of maturity and a seemingly effortless performance immediately endears fans to Phillips' songs. Her music truly speaks for itself on the entire album; "Same Changes" is a personal fave from the new release that was produced by her husband, T-Bone Burnett.

**BACKBEAT BAND**  
**"Money"**  
 (VIRGIN)

From the movie of the same name comes the only band that could adequately do justice to the Fab Four. With Afghan Whigs' Greg Dulli on vocals and Soul Asylum's Dave Pirner occasionally kicking in, The Backbeat Band covers material once performed by the then-young Beatles. The first single, "Money," features the efforts of Don Fleming, Thurston Moore, Mike Mills and Dave Grohl. The project is produced by Don Was and blows the movie away!

**NEXT X**

LIVE, LIVE, LIVE... Platinum, Platinum, Platinum!... Primal Scream's new single, "Rocks," (Sire/WB) debuts on *120 Minutes* and on a bunch of stations early including KITS, KNDD and early adds at WFNX and KROQ. A tour with Depeche Mode is soon to follow... Hole has a new video to go with the first single from Courtney Love's (Mrs. Cobain) band. "Miss World" (DGC) shows off a "pretty" side to the charismatic singer... Finally, Columbia woke up, smelled the java and are releasing Boo Radleys' "Skinny" as their new single. Cool!... Live's new single, "Selling The Drama," (Radioactive) is off an entire album's worth of singles. The whole CD is nothing short of phenomenal - and there's a good reason for their name. They are truly great, live!... KROQ's Rodney Bingenheimer, host of the "Rodney On The ROQ" show, premiered the new single from The

Rosemarys called "Catherine" (not to be confused with "Katherine," another song from their forthcoming release on Fox Records).

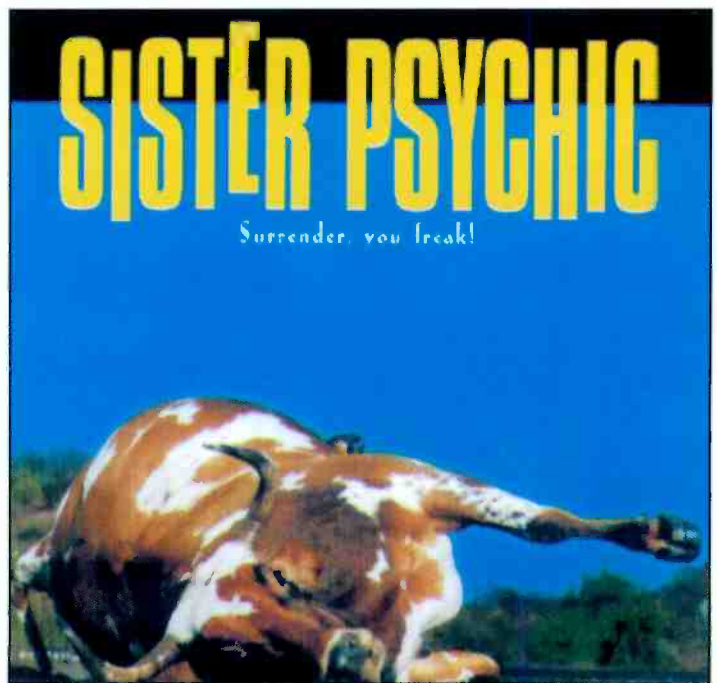
**COMING ATTRACTIONS:** The London Suede's (a.k.a Suede to the rest of the known world) new import single, "Stay Together," (Nude) debuted at #3 in the U.K. Beg, steal or borrow a copy and never return it!... The Devlins are in the studio, remixing the single "Someone To Talk To" (Capitol)... Blind Melon will top themselves with a fancy new video for "Change" (Capitol), due out in two weeks... A new Violent Femmes album will be in stores April 26... Of course, none of your listeners are interested in knowing Morrissey's new album *Vauxhall & I* (Sire/WB) will be in stores March 22. Not much... Nine Inch Nails' clip of "March Of The Pig" appropriately appears on MTV's *Rock Videos That Don't Suck*, while "Closer" is working in all dayparts, said and done... Toad The Wet Sprocket's new album is due in May called *Dulcinea*... Here's a word from our unknown sponsor: Whale, a three-piece Bjork-meets-The Beastie Boys (really, that's what it

sounds like!) group. The Swedish import single called "Hobo Humpin' Sloba Babe" is on EastWest and is slated for a domestic release next week. KROQ couldn't wait and are banging the hell out of the import!.. And the questions on everyone's lips in this office are: Where has Michael Been?... And who are the Original Rockers?

**EXTC**

VIVA LA FEMME! A mess o' cool music out from a host of awesome female vocalists. No need to choose; they all have a very unique sound: Liz Phair will play the Warfield in San Fran on Friday, March 18, during the NARM convention with the Spinanes and Sister Psychic. Now you have a reason to attend and stay awake... Mazzy Star is still pulling #1 phones at KNDD Seattle... Afghan Whigs will be on the *Tonight Show* March 25th... Chainsaw Kittens join Iggy Pop's tour... Buffalo Tom's "I'm Allowed" debuts on WOXY and WZRH's chart this week... Stabbing Westward picks up another dozzenn stations in airplay and has a video on *120 Minutes*.

- Kaven Holmes



Sister Psychic *Velvet Dog*

# NOTHING

KEDJ

WBRU

KTCL

WOXY  
KBAC

WRLG

WPUP

WXLC  
WRAS

WNWZ

WCBR

FROM STABBING WESTWARD'S COLUMBIA DEBUT ALBUM "UNGOD."  
I DON'T WANT IT, I DON'T NEED IT, BUT I CAN'T STOP MYSELF.

PRODUCED BY JOHN FRYER, REN MANAGEMENT-STEVE RENNIE & LARRY TULL.

**COLUMBIA**

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## WANTED

WDJX in Louisville is accepting tapes and resumes for overnights. Send materials to Chris Shebel, PD, WDJX FM/AM, 612 Fourth Avenue, Suite 100, Louisville, KY 40202. WDJX is EOE.

KHFI Austin has an immediate opening for a radio air personality. Candidates should have at least three years full-time professional on-air experience in a "contemporary" format, weekends, and "public appearances". Send a cassette aircheck, resume and references to: John Roberts, OM/PD, KHFI Radio, 811 Barton Springs Road, Austin, TX 78704. Phone inquiries will be accepted. Interviews by appointment only. Clear Channel Radio, Inc. is EOE/M/F.

98PXY/ROCHESTER Needs quality part-timers to become part of a hot top-40 team. Rush T&R to John Ivey, 30 N. Union Street, Rochester NY 14607, M/F EOE.

97.3 KWNZ Northern Nevada's heritage Top-40 is searching for part-time talent. T&R to: Chuck Geiger, 2395 Tampa St., Reno, NV 89512. Sure, you can call: 702-333-0123. EOE.

GRAND RAPIDS' ONLY TOP-40 needs afternoons/MD immediately!! Rush T&R TO: PD, WSNX, 875 East Summit Avenue, Muskegon, MI 49444. EOE.

FYI We have an afternoon opening. Need high energy personality. T&R to: Roy Jaynes, PD, KKSS, 5301 Central N.E. #1200, Albuquerque, NM 87108.

SEEKING T&R for possible future morning, midday and overnight openings. Send to: Robert Elfman, KMKG, 1421 Great Plains Blvd. Suite C, Lawton, OK 73505 EOE.

ADULT TOP-40 KLBQ needs morning driver NOW! High-profile, lots of personality and creativity! Multi-track production and music scheduling experience very helpful. Prefer someone in Arkansas, Louisiana, Texas, Mississippi, Oklahoma or Missouri. T&R ASAP to: KLBQ, 1904 W. Hillsboro, El Dorado, Arkansas 71730. (501)863-5121 EOE.

OUR MORNING TEAM IS LOOKING TO MOVE ON Can you fill their shoes? Send your best stuff to: Burke Allen, Operations Manager, Super 102/WVSR, 817 Suncrest Place, Charleston WV 25303. EOE.

ALL-HIT Q103 looking for part-timers to play the hits. T&R to: KQCR, PO Box 876, Cedar Rapids, Iowa 52406.

AMERICA'S #1 PRIVATELY OWNED RADIO NETWORK Entertainment Radio Networks is looking for a Vice-President of affiliate relations. How could any top-rate radio executive not appreciate working for the best, plus working on the beach in Malibu, CA...Fax resumes to Dana Miller at 310-456-0611.

KFBQ CHEYENNE seeking General Sales Manager. Good pay. For more information, call Allan Fee 307-634-4461. EOE.

KFBQ CHEYENNE seeking midday drive personality. Send T&R to: Allan Fee, KFBQ, 1806 Capitol Ave., Cheyenne, WY 82001. EOE.

WGMV is looking for a Promotion/on-air personality. T&R to: Ross Holland, WGMV, 2333 Bowen St., Oshkosh, WI 54901. No phone calls, please. EOE.

## LOOKING

5 YEARS IN RADIO Currently seeking small market on-air MD/PD gig. Call Sam Diamond 614-239-0185.

ROCKIN' RICK ALLEN also known as Rick Savage from Akron, Ohio is available. 216-773-1549.

DAVID JOJO TURNBEAUGH 12 years on-air To-40 experience. Looking to make your afternoons or nights sizzle. Recently at Hot102 Milwaukee, Hot 94.7 Chicago and KWOD 106 in Sacramento. Call 414-271-8387.

TIRED OF WORKING IN LUBBUCK, TX Young and talented 5-year small market vet. Have worked AC, AOR, Top-40, Hot Country and can produce anything live. Call Pat, 806-792-2001.

APD/MD ready for Top 100 Top-40. Afternoons or nights with opportunity for MD. Find out what I can do for you. Mark: 413-527-5996.

EXPERIENCED. Salary no concern. Seeking full time work in radio. Prefer Cincinnati/Lexington area. Have 12 years experience in all works of radio. Please call Neil at 606-283-0362.

MORNING MONSTER seeking next big gig. Great ratings history. Forty character voices plus funny bits. Will get press. Top 40, AC, Hot Country, or Churban. Call Marc 308-384-6904.

5-YEARS EXPERIENCED VET. in medium size market radio. CAN DO ANY FORMAT with bachelor's degree in Radio Broadcasting. Currently jobless in Colorado. Willing to relocate. Call for Allen at 303-791-0466.

SCOTTO makes people pay attention. On-air auditions for great stations. I pay the expenses. Caller 10 at 615-926-0895.

RESEARCH GURU will telecommute for \$200/wk. Call Dave 909-338-NERD.

708-956-0063 Making next move and ready to become your production wiz! Currently managing Production Direc. duties and evenings at Midwest P3 Top 40. More than willing to handle air-shift and do whatever it takes to win. Act now and receive a free car wash (wax for better daypart) Ask for Dave. 708-956-0063.

JIM LARSIN Former afternoons at WHYY, also from KS104, WAWW, WAPD, WBBO. Call him at 205-260-8030.

EXPERIENCE MAJOR-MARKET OM/PD/ON-AIR PERSONALITY. Results-oriented with opportunity more important than salary. AC programming know-how with Selector, multi-track and copywriting experience. 25-year vet at the top stations in Providence and Boston. Commercial voice-over pro. Hard working and dedicated. Call Vin at 401-946-2608, anytime. Thanks!

TEACHABLE TEAM PLAYER hard-working, enthusiastic, interested in any shift. Call me, Bob Starck, 617-269-6144.

HARD WORKING PROFESSIONAL currently working for major-market station and as talent for TV station is looking for a full-time gig. Attributes include: Production experience, bilingual and great personality. Call Dennis Murcia at 713-266-7033.

HARD WORKING PD/MD 13-year vet seeking stable gig. All offers considered. Call Mike at: 314-471-0041.

EXPERIENCED, major-market personality seeks 2nd small-market, Top 40 or Hot AC PD gig. (My last station won a Marconi!) Will also consider an on-air position in Talkradio. Call Steven, 816-364-1116.

MAJOR-MARKET TOP 40 AIR TALENT/FORMER PD OF MARCONI-WINNING KDLX AVAILABLE IMMEDIATELY in any competitive market. Also seeking PD or APD slot at small market Top 40 or Hot AC. Size isn't important, commitment is. Call Ace, 816-351-2307. Will grovel for food.

WHAT DO YOU NEED? Voices? Bits? Phones? Production? Current morning sidekick, News Director and middays looking to make the next move. Experienced pro seeks Top-100 market gig. I can do it all! Call now! Curt: 208-528-6277.

ACT NOW AND RECEIVE A WINNING ATTITUDE with multi-format experience. Great references! Looking for an on-air/MD gig. Call now and get a free tape and resume with every order! Call Dan Updike, formerly of WYYS Ithaca at (607) 753-3852.

MAJOR-MARKET MORNING SHOW PRODUCER looking for next gig. Opportunity more important than salary or market size. Most recently producer for Z100-NY. 201-507-8295 ask for Tim Puttre.

BLAKE THUNDER Former APD at Hot105 Columbus, currently at The New 105.7 is now available. Experience includes: 92X Columbus, Power 99 Atlanta, WALR Atlanta, Z93 Tampa, Z106 Sarasota. Looking for afternoons, middays, morning sidekick, or nights. Excellent references. Call 614-798-8886.

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## FROM LINCOLN CENTER

## FOR THE T.J. MARTELL FOUNDATION





▲ **WINNIN' ON THE EDGE**

Enjoying the MCA Music Entertainment Group's post-Grammy Awards party are (l-r): Teresa Tyler with husband and Geffen recording artist Steven Tyler of Aerosmith, Joe Perry of Aerosmith and wife Billie Perry, Geffen Records Pres. Ed Rosenblatt and Aerosmith manager Tim Collins.



▲ **MCA EMCEES...**

Pictured at the MCA's post-Grammy awards party are (l-r): MCA Music Entertainment Group Chairman Ai Teller; singer Meat Loaf and his wife, Leslie Aday; and MCA Records President Richard Palmese.



▲ **DECK THE HALL**

All decked out at the Warner Music Group Grammy Party are Atlantic Exec. VP/GM Val Azoli and Big Beat/Atlantic group Inner Circle's Lancelot Hall.



▲ **HISTORY IN THE MAKING**

Warner Music Group's Grammy party was held at New York City's American Museum of Natural History. Enjoying the festivities are (l-r): Linda Thompson-Foster, Atlantic Group Co-Chairman/Co-CEO Doug Morris, and Atlantic VP David Foster.



▲ **EXTENDED FAMILY AFFAIR**

Enjoying Sony Music's post-Grammy bash are (l-r): Epic Records Pres. Richard Griffiths, Sony 550 Music artist Celine Dion, Estefan Enterprises and Crescent Moon Records' Emilio Estefan, Epic Records Group Chairman David Glew, Epic singer Gloria Estefan, Sony Music Entertainment Pres./COO Thomas D. Mottola, Columbia singer Mariah Carey and Epic/LV singer Luther Vandross.



▲ **LET THE GOOD TIMES ROLL**

Also enjoying the Sony Music post-Grammy party are (l-r): Sony Music Entertainment Exec. VP Michele Anthony, Sony Music Entertainment Chairman/CEO Michael P. Schulhof, his wife, Paola Schulhof and special guest Steven Tyler of Aerosmith.

coming soon...

# LA RADIO



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as well as tomorrow's

greatest hits.

next 40 tune-up 67

on your desk soon!

THE WORLD  
FORTY





▲ **TATTOO WHO?**

PRO-FM Providence's T.J. Napp asks MCA Records singer Jody Watley where she got the new 'too at a post-Grammy Awards party.



▲ **BOY HOWDY!**

KHMX Houston's Susan Lennon and Larry Moon get fashion tips from ERG/EMI recording artist Boy George.



▲ **START SPREADIN' THE NEWS**

ERG North America Chairman/CEO EMI Charles Koppelman and wife Bunny hang with Grammy Legend Award recipient Frank Sinatra and wife Barbara at the post-Grammy party in New York's Museum of Modern Art.



▲ **GRAMMY GALA**

Taking time out from Sony Music's post-Grammy festivities at the Metropolitan Museum of Art are (l-r): manager John Landau, Columbia artists Patti Scialfa and Bruce Springsteen and Columbia Records President Don Ienner.



▲ **STAR GAZING**

Enjoying Clive Davis' pre-Grammy bash are (l-r): Whitney Houston, Bobby Brown, Aretha Franklin, Arista President Clive Davis, Carly Simon and Ben Taylor.



▲ **CHEAPER BY THE DOZEN**

Celebrating the 12 Grammys BMG artists won are (l-r): BMG International Pres./CEO Rudi Gassner; Zoo Entertainment's Matthew Sweet; Zoo Pres. Lou Maglia; BMG Distribution Pres. Pete Jones; RCA Country artist Clint Black and BMG Chairman/CEO Michael Dornemann.

*We Still Remember*



*Donnie Cohen*

*January 16, 1961 — March 17, 1993*

**MCA**





## EXCLUSIVE ROTATION

Guns N' Roses "Since I Don't Have You"

## HEAVY ROTATION

- Counting Crows "Mr. Jones"
- Cracker "Low"
- Janet Jackson "Because Of Love"
- Nirvana "All Apologies"
- Tom Petty & the Heartbreakers "Mary Jane's Last Dance"
- Smashing Pumpkins "Disarm"
- Snoop Doggy Dogg "Gin And Juice"

## BUZZ ROTATION

- Beck "Loser"
- The Brand New Heavies "Dream On Dreamer"
- Crash Test Dummies "MMM MMM MMM MMM"
- Morrissey "The More You Ignore Me, The Closer I Get"

## STRESS ROTATION

- Ace Of Base "The Sign"
- The Afghan Whigs "Gentlemen"
- All-4-One "So Much In Love"
- Alice In Chains "No Excuses"
- Tori Amos "God"
- Candlebox "You"
- Mariah Carey "Without You"
- Motley Crue "Holligan's Holliday"
- Ice Cube "You Know How We Do It"
- R. Kelly "Bump N' Grind"
- Madonna "I'll Remember"
- Salt-N-Pepa w/En Vogue "Whatta Man"
- Soundgarden "Spoonman"
- Bruce Springsteen "Streets Of Philadelphia"
- Tool "Prison Sex"

## NEW ON 120 MINUTES

- Cracker "Get Off This"
- Seaweed "Kid Candy"
- Mazy Star "Fade Into You"
- Machines Of Loving Grace "Perfect Tan (Bikini Atoll)"
- De La Soul & Teenage Fanclub "Fallin'"
- Frente! "Labour Of Love"

## ADDED THIS WEEK

- Toni Braxton "You Mean The World To Me"
- The Breeders "Divine Hammer"
- Enigma "Return To Innocence"
- A Lighter Shade Of Brown "Hey DJ"
- Madonna "I'll Remember"
- Sarah McLachlan "Possession"
- Meat Puppets "Backwater"
- Morrissey "The More You Ignore Me, The Closer I Get"
- Nine Inch Nails "March Of The Pigs"
- SWV "Anything"
- Us3 "Tukka Yoots Riddim"
- ZZ Top "Breakaway"



## box tops market focus

### NEW YORK, NY

1. Gang Starr "Mass Appeal"
2. Joi "Sunshine & The Rain"
3. Vanilla Ice "Roll 'Em Up"
4. A Tribe Called Quest "Electric Relaxation"
5. Deep Forest "Sweet Lullaby"

### LUBBOCK, TX

1. 2 Live Crew "Yeah, Yeah"
2. Xscape "Understanding"
3. Motley Crue "Hooligan's Holiday"
4. Hammer "It's All Good"
5. A Lighter Shade Of Brown "Hey DJ"

### FRESNO, CA

1. A Lighter Shade Of Brown "Hey DJ"
2. Shaquille O'Neal "I'm Outstanding"
3. Ice Cube "You Know How We Do It"
4. Snoop Doggy Dogg "Gin And Juice"
5. Mariah Carey "Without You"

## new vids this week

Anotha Level "What's That Cha Say"	711
Daddy-O "Flowin' In File"	685
David Lee Roth "She's My Machine"	700
DRS "Skoundrels Get Lonely"	718
Guesss "Tell Me Where It Hurts"	663
Heavy D & the Boyz "Got Me Waiting"	719
Kokane "Slow Burnin' 22.5"	723
Lisette Melendez "Will You Ever Save Me"	710
Meat Puppets "Backwater"	682
Nas "It Ain't Hard To Tell"	697
Primal Scream "Rocks"	698
Prong "Snap Your Fingers, Snap Your Neck"	704
Red Fox "Ghetto Gospel"	705
Revoluting Cocks "Crackin' Up"	695
Sepultura "Refuse/Resist"	681
Tag Team "Whoomp Si Lo Es"	693
Toni Braxton "You Mean The World To Me"	698
Tripping Daisy "Blown Away"	720
Us3 "Tukka Yoots Riddim"	597



## VIDEO SOUL

- Eric Gable "Process Of Elimination"
- Kris Kross "Da Bomb"
- II D Extreme "Let Me Love You"
- Mary J. Blige "You Don't Have To Worry"
- Hammer "It's All Good"
- Sagat "Why Is It (Funk Dat)"
- Outkast "Player's Ball"
- Jody Watley "When A Man Loves A Woman"

## VIDEO VIBRATIONS

- KRS-One "Sound Of Da Police"
- Tashan "Love Is Forever"
- Queen Latifah "Just Another Day"
- Terminator X "It All Comes Down To The Money"
- Patra "Queen Of The Pack"
- Dady-O "Flowin' In The File"
- Mega Banton "Sound Boy Killing"
- Sudden Change "Comin' On Strong"

## RAP CITY

- Section 8 Mob "No Love"
- 5th Ward Boyz "Ghetto Funk"
- Da Nappy Headz "I'm Nappy"
- Main Source "What You Need"
- Gang Starr "Mass Appeal"
- Volume 10 "Pump"
- Grand Daddy I.U. "Represent"
- A Tribe Called Quest "Electric Relaxation"

## HEART & SOUL OF R&B

- Funky Poets "Lessons Learned"
- R. Kelly "Bump N' Grind"
- Mint Condition "U Send Me Swingin'"
- Brian McKnight "After The Love"
- CeCe Peniston "I'm In The Mood"
- Intro "Ribbon In The Sky" (live)
- Art Madison "Blowing My Mind"
- Eternal "Stay"

## MIDNIGHT LOVE

- All-4-One "So Much In Love"
- Benn "I've Changed"
- Charlie Watts "My Ship"
- Tevin Campbell "I'm Ready"
- Diana Ross "The Best Years Of My Life"
- Chris Walker "How Do You Mend A Broken Heart"
- Gary Taylor "Blind To It All"
- Jodeci "Cry For You"

# SHOW prep

## PLAY IT

On The Cover:

### RHYTHM, COUNTRY & BLUES (MCA)

• *Rhythm, Country & Blues*, an album of duets between Country and R&B singers, is the brainchild of MCA Music Entertainment Group Chairman Al Teller. "It focused itself because our company has such strong Country and R&B operations," he says. "I've always loved both forms, they're alternate versions of American Soul music. It occurred me to bring everything home on the same song."



• Teller assigned the project to Kathy Nelson, head of the label's soundtrack department and producer Tony Brown, President of MCA/Nashville. The three began to confer about appropriate material, singers and specific slants of various duets.

• They agreed on Don Was as the project's overall producer because 1) of his familiarity with the traditions of Country and Soul without losing his ties to the present and 2) his affable working manner, which helps in a project that entails so many different people.

• The album features 26 artists performing 11 selections. The first single for Top 40 will likely be Vince Gill and Gladys Knight doing "Ain't Nothing Like The Real thing."

### JULIET ROBERTS (REPRISE)

• Of West Indian lineage, Roberts was born and raised in the multi-ethnic conclave of west London's Paddington district. Her father was in a Calypso group, The Nightingales.

• When not watching her father play, Roberts got into the Soul sounds of artists such as Gladys Knight, Sam Cooke and the Impressions.

• After a brief stint with the Reggae group, Black Jade, Juliet cut her first solo demos in 1980. The inde-



pendent label, Bluebird Records, put out a couple of her singles. Her version of the Police hit, "Bed's Too Big Without You," landed on several European charts and started a huge buzz.

• Before her solo career got into gear, Roberts was the frontwoman for the London ensemble Funk Masters. Her lead vocals helped propel their 1983 cut, "It's Over," into the UK Top 10.

• She left the band to visit the States before returning to London in 1984. Within two weeks, she was enlisted to be the lead singer of the Latin/Jazz group Working Week.

• She spent five years with the band while at the same time, she cut and released a couple of solo singles and hosted the UK equivalent of *Soul Train*.

• In 1989, she left to pursue a solo career in earnest. She met producer mixer Dancin' Danny D, which led to a deal with Reprise Records.

• She cut her debut album, *Natural Single*, with her first single, "I Want You."

### BECK (BONG LOAD/DGC)

• Beck grew up outside of Kansas City with his grandfather (a preacher) and with his mother in Los Angeles.

• After dropping out of high school, he picked up a guitar and started playing Folk and Delta Blues influenced by Woody Guthrie and Blind Willie Johnson.



• After a few years of doing menial jobs, he moved to New York City in the spring of 1989 without money or friends. In the Lower East Side's Hardcore/Thrash/Folk music scene, he hooked up with some street poets and performed in bars.

• Beck soon left New York and traveled around the country before ending up in L.A. in early '91.

• He hung around the Punk clubs, befriending bands so he could play between their sets. He put out home-recorded cassettes of his music.

• In January '92, he met Karl Stephenson and they cut "Loser" in a four-hour session. The song was largely forgotten for a year until indie label Bong Load records heard it and put out a few hundred copies.

• The track was quickly embraced by College radio; suddenly Beck's live shows were packed. He became the subject of an intense bidding war, won by Geffen/DGC.

• A "Loser" five-song CD was initially released last January; his first full-fledged DGC album just came out with the first single being, naturally enough, "Loser."

## SAY IT!

## RIMSHOTS

By Dwayne & Jeff

Another one of the seven signs of the Apocalypse: Directions on the back of a Wet-Nap Moist Towellete advise. "Tear open packet, unfold and use."

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The writer of that pertinent information is now consulting several Top 40 stations. Who is he... and why did he accept a demotion from Wet-Nap?

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Hillary Clinton.... The Clinton with Reagan ethics...

◆◆◆

Technology update: Finally. Viva Magnetics Ltd. has introduced a jewel box with a pop-up mechanism for CDs. No more smudges.

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Jessica Rabbit exposed? Seems Disney's Laserdisc version of *Who Framed Roger Rabbit* shows a bit more of Lady Jessica than they bargained for. When viewed frame by frame, Jess' twirling skirt reveals a lack of undergarments beneath, **Baby Herman** fondles a woman when he walks under her dress and graffiti on a wall plugs a brothel run by Allyson Wonderland. Now *that's* what we call animation!

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Quote of the year: Downplaying the brouhaha (which has caused a run on the laserdiscs), a Disney insider was quoted in *Variety* as saying, "There isn't any 'toon poon tang, if that's what people are thinking."

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Gee, I always wondered when Tang would come out in a new flavor...

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The May sweeps are affecting the late night shows. **David Letterman** will be doing his show in Los Angeles May 9-13 while **Jay Leno** will bite the Big Apple May 16-20.

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Not to be outdone, **Geraldo Rivera** will run a special sweeps theme show entitled, "Toon Sex - Lust in 2-D."

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What's the primary difference between **Nancy Kerrigan** and **John Wayne Bobbitt**? Nancy's knee gets occasionally stiff.

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That wasn't the only thing of hers that was stiff on *Saturday Night Live*. Rumor has it that the SNL set was swamped with embalmers, trying to get first dibs on her body.

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Stock Tip: South Pointe Enterprises.

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**Joe Pesci** makes a rare TV appearance next week on *The John Larroquette Show*. Sample dialogue: "I'm a clown to you...what makes me so funny?"

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Granted, that's not as funny as "you trudgin' t'wards me?" but, hey, we didn't write the episode.

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The much-ballyhooed "lesbian kiss" episode garnered the largest audience for *Roseanne* this season. Next week, the entire cast kisses *Roseanne's* ass.

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Just for the record, we could've taken that crack one step further, but *noooo...* this is a family publication.

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Okay, so it's for the Jackson family... with **Gerry Cagle** as **Joe**, **John Kilgo** as **Michael** and **Karen Holmes** as **LaToya**.

◆◆◆

Yours truly doubles up to portray **Bubbles** the chimp.



# PLAYLIST CHART

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	LABEL
1	1	1	MARIAH CAREY, Without You	Columbia
2	2	2	ACE OF BASE, The Sign	Arista
5	5	3	ALL-4-ONE, So Much In Love	Blitz/Atlantic/AG
4	4	4	RICHARD MARX, Now And Forever	Capitol
6	6	5	SALT-N-PEPA w/EN VOGUE, Whatta Man	Next Plateau/London/PLG
3	3	6	JANET JACKSON, Because Of Love	Virgin
15	12	7	COUNTING CROWS, Mr. Jones	DGC
13	11	8	BRUCE SPRINGSTEEN, Streets Of Philadelphia	Columbia
19	14	9	BIG MOUNTAIN, Baby I Love Your Way	RCA
11	10	10	TOM PETTY & THE HEARTBREAKERS, Mary Jane's Last Dance	MCA
10	8	11	US3, Cantaloop (Flip Fantasia)	Blue Note/Capitol
8	7	12	MEAT LOAF, Rock And Roll Dreams Come Through	MCA
9	9	13	CELINE DION, The Power Of Love	550 Music
28	15	14	PRINCE, The Most Beautiful Girl In The World	N.P.G. Records/Bellmark
27	18	15	CRASH TEST DUMMIES, MMM MMM MMM MMM	Arista
7	13	16	ETERNAL, Stay	1st Avenue/EMI/ERG
26	20	17	BABYFACE, And Our Feelings	Epic
24	19	18	ZHANÉ, Groove Thang	Motown
17	17	19	CECE PENISTON, I'm In The Mood	A&M
12	16	20	PHIL COLLINS, Everyday	Atlantic/AG
22	21	21	JODECI, Cry For You	Uptown/MCA
29	25	22	R. KELLY, Bump N' Grind	Jive
40	31	23	TEVIN CAMPBELL, I'm Ready	Qwest/WB
—	32	24	BONNIE RAITT, Love Sneakin' Up On You	Capitol
35	27	25	MELISSA ETHERIDGE, Come To My Window	Island/PLG
21	23	26	TONI BRAXTON, Breathe Again	LaFace/Arista
—	34	27	MICHAEL BOLTON, Completely	Columbia
◆ DEBUT	28	28	ENIGMA, Return To Innocence	Charisma/Virgin
20	22	29	GIN BLOSSOMS, Found Out About You	A&M
18	26	30	AEROSMITH, Amazing	Geffen
—	36	31	NIRVANA, All Apologies	DGC
◆ DEBUT	32	32	BECK, Loser	Bong Load/DGC
39	37	33	SNOOP DOGGY DOGG, Gin And Juice	Death Row/Interscope/AG
31	29	34	MR. BIG, Ain't Seen Love Like That	Atlantic/AG
14	24	35	COLOR ME BADD, Choose	Giant/Reprise
33	35	36	10,000 MANIACS, Because The Night (from MTV Unplugged)	Elektra
◆ DEBUT	37	37	A LIGHTER SHADE OF BROWN, Hey DJ	Mercury
◆ DEBUT	38	38	MINT CONDITION, U Send Me Swingin'	Perspective/A&M
23	28	39	XSCAPE, Understanding	So So Def/Columbia
—	40	40	LITTLE TEXAS, What Might Have Been	WB

# MAINSTREAM/ADULT

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	STNS.	AVG. PPM	PLAYS
3	3	1	ACE OF BASE, The Sign	32	41.9	1340
1	1	2	MARIAH CAREY, Without You	34	37.7	1283
2	2	3	RICHARD MARX, Now And Forever	33	37.6	1240
4	4	4	CELINE DION, The Power Of Love	30	34.4	1031
5	5	5	JANET JACKSON, Because Of Love	26	35.5	922
11	8	6	BRUCE SPRINGSTEEN, Streets Of Philadelphia	32	27.8	891
6	7	7	TONI BRAXTON, Breathe Again	28	31.5	882
10	6	8	MEAT LOAF, Rock And Roll Dreams Come Through	28	31.2	873
17	11	9	COUNTING CROWS, Mr. Jones	23	34.4	792
33	17	10	BIG MOUNTAIN, Baby I Love Your Way	26	30.3	788
7	10	11	TOM PETTY & THE HEARTBREAKERS, Mary Jane's Last Dance	20	38.3	765
14	13	12	ALL-4-ONE, So Much In Love	22	33.8	743
13	16	13	ETERNAL, Stay	22	29.3	644
8	9	14	COLOR ME BADD, Choose	21	30.6	643
12	15	15	GIN BLOSSOMS, Found Out About You	21	27.3	574
—	32	16	BONNIE RAITT, Love Sneakin' Up On You	25	22.2	554
19	23	17	MR. BIG, Ain't Seen Love Like That	21	25.4	534
16	14	18	10,000 MANIACS, Because The Night (from MTV Unplugged)	22	24.0	527
9	12	19	PHIL COLLINS, Everyday	18	28.9	521
25	25	20	LITTLE TEXAS, What Might Have Been	18	28.4	511
15	19	21	BRYAN ADAMS/STING/ROD STEWART, All For Love	23	21.2	488
—	28	22	CRASH TEST DUMMIES, MMM MMM MMM MMM	21	22.7	477
18	24	23	AEROSMITH, Amazing	17	26.5	450
28	33	24	CECE PENISTON, I'm In The Mood	14	32.1	450
24	22	25	MICHAEL BOLTON, Said I Loved You... But I Lied	16	27.4	439
—	36	26	PRINCE, The Most Beautiful Girl In The World	17	25.6	436
20	21	27	JIMMY CLIFF, I Can See Clearly Now	16	25.8	413
32	30	28	US3, Cantaloop (Flip Fantasia)	17	24.2	411
34	35	29	MELISSA ETHERIDGE, Come To My Window	17	24.1	410
21	18	30	BRYAN ADAMS, Please Forgive Me	16	25.2	403
31	31	31	BABYFACE, And Our Feelings	18	21.3	384
23	27	32	ROD STEWART, Having A Party	15	25.0	375
27	34	33	JOSHUA KADISON, Jessie	13	27.9	363
22	26	34	HEART, Will You Be There (In The Morning)	15	23.1	346
◆ DEBUT	35	35	MICHAEL BOLTON, Completely	17	18.7	318
◆ DEBUT	36	36	SALT-N-PEPA w/EN VOGUE, Whatta Man	12	25.4	305
◆ DEBUT	37	37	THE CRANBERRIES, Dreams	11	24.9	274
36	29	38	ACE OF BASE, All That She Wants	11	24.5	270
29	37	39	WHITNEY HOUSTON, Queen Of The Night	11	24.5	270
—	39	40	GABRIELLE, Dreams	8	32.3	258

# Fax You?

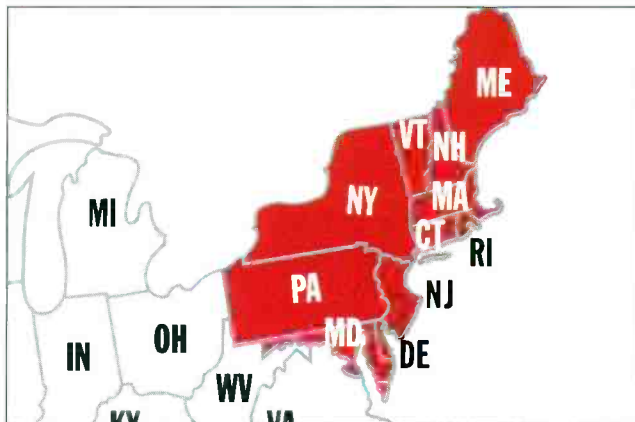
# BY TUESDAY AT 5 PM (PACIFIC TIME)

CALL **818 346 9870**



## N O R T H E A S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	ACE OF BASE. The Sign	48	47.2	2264
2	MARIAH CAREY. Without You	50	40.6	2033
3	RICHARD MARX. Now And Forever	52	34.3	1782
4	JANET JACKSON. Because Of Love	46	38.2	1757
5	MEAT LOAF. Rock And Roll Dreams Come Through	50	35.0	1750
6	COUNTING CROWS. Mr. Jones	50	35.0	1749
7	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	42	37.2	1562
8	BRUCE SPRINGSTEEN. Streets Of Philadelphia	46	32.5	1495
9	CELINE DION. The Power Of Love	42	34.7	1458
10	BIG MOUNTAIN. Baby I Love Your Way	46	31.4	1443
11	ALL-4-ONE. So Much In Love	38	35.4	1344
12	MELISSA ETHERIDGE. Come To My Window	42	28.8	1210
13	CRASH TEST DUMMIES. MMM MMM MMM MMM	42	24.4	1026
14	CECE PENISTON. I'm In The Mood	28	36.5	1023
15	ETERNAL. Stay	34	29.4	1000
16	PRINCE. The Most Beautiful Girl In The World	40	24.0	957
17	SALT-N-PEPA w/EN VOGUE. Whatta Man	32	29.2	934
18	MR. BIG. Ain't Seen Love Like That	36	25.2	906
19	GIN BLOSSOMS. Found Out About You	34	25.6	871
20	AEROSMITH. Amazing	34	24.8	844
21	TONI BRAXTON. Breathe Again	30	27.5	825
22	ZHANÉ. Groove Thang	24	33.3	800
23	BRYAN ADAMS/STING/ROD STEWART. All For Love	32	24.7	791
24	BONNIE RAITT. Love Sneakin' Up On You	38	20.8	790
25	BABYFACE. And Our Feelings	36	21.8	786



### NORTHEAST REGIONAL ANALYSIS

**MAJOR GAINER:**

• Big Mountain is the only new entry in the regional Top 10. The Frampton remake moves up and is now the Northeast's 10th most-played song.

**UP-AND-COMING:**

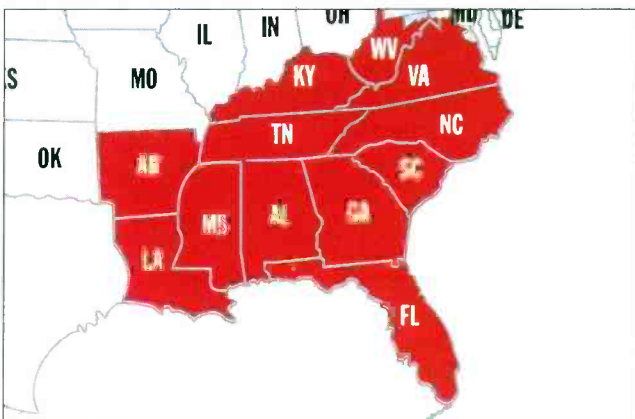
• Last week's "Tip Of The Week" is this week's highest debuting title, as Crash Test Dummies land at #13 in the region. Look for continued local growth on Prince (debut at #16), Bonnie Raitt (debut #24) and Babyface (debut #25).

**TIP OF THE WEEK:**

• Juliet Roberts is kicking in regionally (#36/21.8 avg. Plays Per Week). Test it this week and see how fast it happens for you.

## S O U T H

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	MARIAH CAREY. Without You	43	37.8	1626
2	ACE OF BASE. The Sign	37	43.8	1622
3	RICHARD MARX. Now And Forever	43	37.0	1591
4	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	35	40.1	1403
5	CELINE DION. The Power Of Love	39	34.9	1363
6	MEAT LOAF. Rock And Roll Dreams Come Through	37	33.8	1251
7	JANET JACKSON. Because Of Love	33	37.5	1239
8	ALL-4-ONE. So Much In Love	33	36.0	1188
9	ETERNAL. Stay	31	35.9	1114
10	COUNTING CROWS. Mr. Jones	33	33.4	1101
11	BRUCE SPRINGSTEEN. Streets Of Philadelphia	41	26.7	1093
12	BIG MOUNTAIN. Baby I Love Your Way	35	29.4	1030
13	TONI BRAXTON. Breathe Again	31	31.1	963
14	GIN BLOSSOMS. Found Out About You	33	25.8	851
15	COLOR ME BADD. Choose	29	26.9	780
16	MELISSA ETHERIDGE. Come To My Window	30	25.8	774
17	10,000 MANIACS. Because The Night (from MTV Unplugged)	21	33.6	705
18	US3. Cantaloup (Flip Fantasia)	27	25.4	687
19	PRINCE. The Most Beautiful Girl In The World	28	22.8	638
20	AEROSMITH. Amazing	28	22.7	636
21	MR. BIG. Ain't Seen Love Like That	25	25.4	636
22	PHIL COLLINS. Everyday	24	26.1	626
23	CRASH TEST DUMMIES. MMM MMM MMM MMM	25	25.0	624
24	BABYFACE. And Our Feelings	32	19.4	622
25	HEART. Will You Be There (In The Morning)	26	23.0	598



### SOUTH REGIONAL ANALYSIS

**MAJOR GAINER:**

• Richard Marx is stronger in the South than anywhere else in the country. This week "Now And Forever" moves from 7th to 3rd.

**UP-AND-COMING:**

• Big Mountain continues to gain additional rotations, moving from 15th to 12th. Other hot songs include Melissa Etheridge (22nd to 16th), Crash Test Dummies (debut #23), Babyface (#24) and Bonnie Raitt, last week's "Tip Of The Week" (#26/20.5 avg. PPW).

**TIP OF THE WEEK:**

• With "Linger" now in the recurrences, it looks like the Cranberries are ready to happen with "Dreams" (#33/avg. 19.2 PPW).



**G R E A T L A K E S**

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	ACE OF BASE. The Sign	37	50.8	1878
2	MARIAH CAREY. Without You	41	43.8	1796
3	RICHARD MARX. Now And Forever	37	40.2	1488
4	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	33	43.8	1447
5	JANET JACKSON. Because Of Love	39	35.8	1398
6	ALL-4-ONE. So Much In Love	33	40.4	1333
7	CELINE DION. The Power Of Love	35	36.7	1285
8	MEAT LOAF. Rock And Roll Dreams Come Through	37	32.6	1205
9	COUNTING CROWS. Mr. Jones	31	34.2	1060
10	ETERNAL. Stay	33	31.2	1028
11	BRUCE SPRINGSTEEN. Streets Of Philadelphia	35	28.7	1004
12	TONI BRAXTON. Breathe Again	29	31.4	910
13	BIG MOUNTAIN. Baby I Love Your Way	33	27.2	897
14	COLOR ME BADD. Choose	31	26.5	822
15	CECE PENISTON. I'm In The Mood	26	30.4	790
16	GIN BLOSSOMS. Found Out About You	31	24.5	758
17	US3. Cantalooop (Flip Fantasia)	23	29.5	679
18	10,000 MANIACS. Because The Night (from MTV Unplugged)	25	25.8	645
19	MR. BIG. Ain't Seen Love Like That	28	22.9	640
20	PRINCE. The Most Beautiful Girl In The World	25	24.8	619
21	MELISSA ETHERIDGE. Come To My Window	25	24.2	604
22	BRYAN ADAMS/STING/ROD STEWART. All For Love	23	25.3	583
23	BONNIE RAITT. Love Sneakin' Up On You	29	20.1	582
24	PHIL COLLINS. Everyday	22	25.7	566
25	SALT-N-PEPA w/EN VOGUE. Whatta Man	21	26.7	561


**GREAT LAKES REGIONAL ANALYSIS**
**MAJOR GAINER:**

• Despite being on 4 fewer stations, Ace Of Base hangs on to the most-played spot, inching out Janet Jackson by just over 80 total plays.

**UP-AND-COMING:**

• The Top 10 shuffles, but remains intact for the Great Lakes' breakout this week. Songs continuing to gain new rotations include Big Mountain (19th to 13th), Prince (debuts 20th) and Bonnie Raitt (debuts #23). Look for more growth on Crash Test Dummies next week.

**TIP OF THE WEEK:**

• It's time to start taking some of the daypart restrictions off Michael Bolton. "Completely" is on a number of stations regionally, but is only averaging 18.0 PPW in mostly midday play.

**M I D W E S T**

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	ACE OF BASE. The Sign	42	48.0	2018
2	MARIAH CAREY. Without You	40	42.9	1715
3	COUNTING CROWS. Mr. Jones	40	38.7	1548
4	MEAT LOAF. Rock And Roll Dreams Come Through	40	36.8	1472
5	JANET JACKSON. Because Of Love	38	38.6	1465
6	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	38	38.1	1448
7	ALL-4-ONE. So Much In Love	36	36.9	1331
8	RICHARD MARX. Now And Forever	36	33.4	1203
9	BRUCE SPRINGSTEEN. Streets Of Philadelphia	38	30.3	1152
10	BIG MOUNTAIN. Baby I Love Your Way	34	32.3	1098
11	ETERNAL. Stay	34	30.8	1047
12	PRINCE. The Most Beautiful Girl In The World	36	29.1	1048
13	CELINE DION. The Power Of Love	32	31.5	1009
14	CRASH TEST DUMMIES. MMM MMM MMM MMM	38	26.2	994
15	GIN BLOSSOMS. Found Out About You	36	27.6	993
16	COLOR ME BADD. Choose	26	31.7	824
17	AEROSMITH. Amazing	28	28.6	801
18	MELISSA ETHERIDGE. Come To My Window	28	27.2	762
19	TONI BRAXTON. Breathe Again	24	31.4	754
20	GABRIELLE. Dreams	18	37.9	681
21	CECE PENISTON. I'm In The Mood	26	26.2	680
22	US3. Cantalooop (Flip Fantasia)	26	25.6	667
23	WHITNEY HOUSTON. Queen Of The Night	20	32.6	652
24	SALT-N-PEPA w/EN VOGUE. Whatta Man	26	25.0	651
25	BABYFACE. And Our Feelings	28	21.4	600


**MIDWEST REGIONAL ANALYSIS**
**MAJOR GAINER:**

• Big Mountain is the big story in the Midwest, with the Reggae-flavored hit jumping from 16th to 10th most-played.

**UP-AND-COMING:**

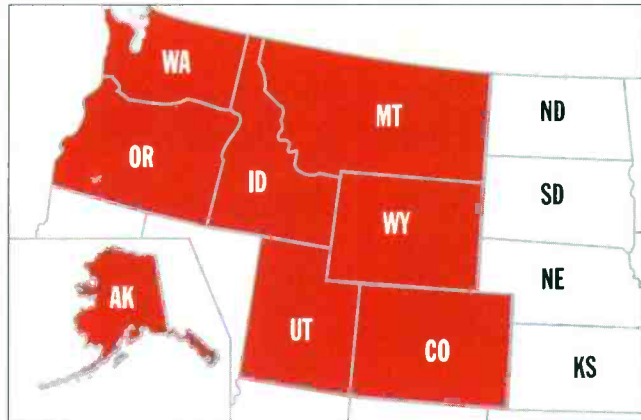
• Prince (or whatever his name is now) is the other big story as "The Most Beautiful Girl In The World" debuts at #12. Also doing well are Crash Test Dummies "MMM MMM MMM" (#14) and Babyface (debuts #25).

**TIP OF THE WEEK:**

• Don't overlook Beck. "Loser" is anything but. It's now the 34th most-played song regionally with an average 17.8 Plays Per Week in mostly nighttime play.

## NORTHWEST/ROCKIES

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	ACE OF BASE. The Sign	19	41.7	792
2	MARIAH CAREY. Without You	18	38.1	685
3	JANET JACKSON. Because Of Love	16	39.8	636
4	ETERNAL. Stay	16	37.4	599
5	ALL-4-ONE. So Much In Love	17	34.5	587
6	BRUCE SPRINGSTEEN. Streets Of Philadelphia	17	30.6	520
7	RICHARD MARX. Now And Forever	14	35.8	501
8	MEAT LOAF. Rock And Roll Dreams Come Through	15	31.8	477
9	BIG MOUNTAIN. Baby I Love Your Way	15	30.8	462
10	COUNTING CROWS. Mr. Jones	14	32.9	461
11	CRASH TEST DUMMIES. MMM MMM MMM MMM	15	29.5	442
12	CECE PENISTON. I'm In The Mood	12	33.0	396
13	TONI BRAXTON. Breathe Again	12	32.4	389
14	CELINE DION. The Power Of Love	10	35.3	353
15	GIN BLOSSOMS. Found Out About You	11	31.7	349
16	MR. BIG. Ain't Seen Love Like That	10	34.7	347
17	THE CRANBERRIES. Dreams	11	31.2	343
18	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	10	34.3	343
19	COLOR ME BADD. Choose	11	30.6	337
20	PRINCE. The Most Beautiful Girl In The World	11	29.3	322
21	PHIL COLLINS. Everyday	11	29.2	321
22	AEROSMITH. Amazing	10	29.3	293
23	MELISSA ETHERIDGE. Come To My Window	9	32.0	288
24	WHITNEY HOUSTON. Queen Of The Night	9	31.6	284
25	BABYFACE. And Our Feelings	11	25.2	277



### NORTHWEST/ROCKIES REGIONAL ANALYSIS

**MAJOR GAINER:**

• Crash Test Dummies make the big move regionally, jumping from 16th to 11th. "MMM MMM MMM MMM" is averaging 29.5 Plays Per Week.

**UP-AND-COMING:**

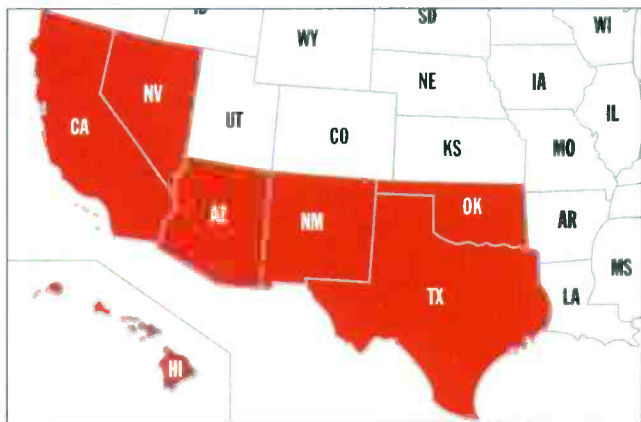
• There are two songs exploding in the Northwest region. Prince's "The Most Beautiful Girl In The World" debuts at #20, while The Cranberries jump from 36th to 17th most-played. Look for Michael Bolton to debut Top 25 next week.

**TIP OF THE WEEK:**

• Rosco Martinez "Neon Moonlight" is a breath of fresh air that's caught the attention of many programmers in the area. It's #31 with an average 25.1 PPW this week.

## WEST

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	JANET JACKSON. Because Of Love	26	51.4	1336
2	ACE OF BASE. The Sign	27	47.1	1273
3	MARIAH CAREY. Without You	28	43.6	1220
4	ALL-4-ONE. So Much In Love	28	43.0	1204
5	SALT-N-PEPA w/EN VOGUE. Whatta Man	20	43.1	862
6	ZHANÉ. Groove Thang	18	45.3	816
7	ETERNAL. Stay	22	34.8	766
8	BIG MOUNTAIN. Baby I Love Your Way	25	30.4	760
9	PRINCE. The Most Beautiful Girl In The World	27	26.4	714
10	TONY TONI TONÉ. (Lay Your Head On My) Pillow	18	39.2	706
11	CELINE DION. The Power Of Love	16	42.0	672
12	TONI BRAXTON. Breathe Again	19	33.7	641
13	TEVIN CAMPBELL. I'm Ready	22	29.0	638
14	US3. Cantaloup (Flip Fantasia)	21	29.3	615
15	CECE PENISTON. I'm In The Mood	18	33.9	610
16	R. KELLY. Bump N' Grind	16	37.5	600
17	A LIGHTER SHADE OF BROWN. Hey DJ	16	36.4	582
18	BABYFACE. Never Keeping Secrets	10	52.4	524
19	JODECI. Cry For You	20	24.5	490
20	XSCAPE. Understanding	18	26.9	484
21	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	13	35.6	463
22	SWV. You're Always On My Mind	8	57.8	462
23	BABYFACE. And Our Feelings	18	25.4	458
24	COUNTING CROWS. Mr. Jones	15	30.0	450
25	RICHARD MARX. Now And Forever	12	37.2	446



### WEST REGIONAL ANALYSIS

**MAJOR GAINER:**

• Zhané is a major regional hit. Now on 18 Western stations, "Groove Thang" is getting over 45 Plays Per Week.

**UP-AND-COMING:**

• Prince continues to explode regionally, moving from 12th to 9th. Also hot are Tevin Campbell (debuts #13). R. Kelly (25th to 16th) and A Lighter Shade Of Brown (debuts #17).

**TIP OF THE WEEK:**

• Jocelyn Enriquez is becoming less and less of a secret in the West. "I've Been Thinking About You" is now averaging close to 50 PPWs where played.

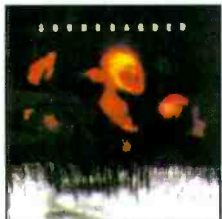
PPW Regional Analysis By Pat Gillen



# BIN BURNERS

RECORDS ENJOYING THE BIGGEST SALES INCREASES OVER THE PREVIOUS WEEK

## 1 SOUNDGARDEN Superunknown A&M



"One of our biggest piece count totals ever!"

— Gail Countryman, *Rough Trade/San Francisco*

*Superunknown* is more than the mass-appeal breakthrough for this veteran Seattle band — to put it in earthdog terms, it's Godhead! A&M began the push in January, eliciting fanzine coverage and setting up a toll-free number for fans to sample snippets of songs. Lately, Cornell and company's mugs have been gracing enough magazine covers and inside features to fill a newsstand.

"Spoonman," the knockout first single, is already in the Top 10 at Alternative and Rock radio, while its video is in MTV's Stress rotation. The album debuts on top of the Retail Chart (it's #1 at over half of 212 reporting retailers — can you say domination?) as well as on top of *Album Network's* in-store play chart. In terms of impact, it's an "event" album comparable to Pearl Jam's *Vs*.

**Regional Sales Breakout:** Huge across the country, especially dominant in Philly, St. Louis, Cincinnati, Texas and the entire West Coast.

**Primary Media Exposure:** Saturation Rock, Alternative and Hard Rock airplay. "Spoonman" in MTV's Stress Rotation. Positive media coverage.

## 2 NINE INCH NAILS The Downward Spiral Nothing/TVT/Interscope/AG



"We sold NIN two-to-one over Soundgarden! Trent knows what the kids want and he delivers. Our biggest piece count total ever!"

— Eric Erickson, *Wax Trax/Denver*

Here's "event" album release number two! There's *so much* print coverage on Nine Inch Nails right now, you'd think Trent Reznor reinvented Rock n' Roll... and he just may have! *Musician*, *Entertainment Weekly* and *Rolling Stone* (which gave it a four-star review) are just the tip of the iceberg. Alternative radio jumped on "March Of Pigs" and "Closer," while MTV put "March Of Pigs" in On rotation.

The fact that its release has been delayed for over a year merely magnified the grassroots buzz. Nine Inch Nails brought over-the-top Industrial Rock to the Alternative masses at Lollapalooza two years ago. *The Downward Spiral*, like Nirvana's *Nevermind*, now goes for the throat of Mainstream Rock. The album debuts at #2 on the Retail Chart.

**Primary Media Exposure:** Strong throughout the country, though heaviest in the Midwest. Biggest impact in New York, Cincinnati, Minneapolis, St. Louis and the entire West Coast.

**Primary Media Exposure:** Alternative and Hard Rock radio and great press. Huge word-of-mouth.

## 3 BECK Mellow Gold Bong Load/DGC



"Beck is the spokesperson for a new generation."

— Alan Handel, *HMV/Cambridge*

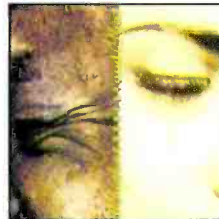
Talk about a reactionary song! "Loser" is the kind of single that makes you get up and head for the record store. It's all over the radio (Alternative, Rock and now Top 40) and all over MTV. Beck is also enjoying full-court press coverage. He recently hosted MTV's *120 Minutes* and is currently on tour with Thar Dog. Busy boy, no?

Sales have mushroomed faster than the single's Plays Per Week and they show no sign of letting up. "Loser" has rocketed into the Top 40 chart, it's moving up on Album Rock's chart and even a few Crossover stations are dabbling with it. It already topped the Alternative chart, so Geffen is setting 'em up with "Pay No Mind." Meanwhile, the continued sales increases sends *Mellow Gold* into the Top 10 on the Retail Chart.

**Regional Sales Breakouts:** Strong across the country. Best in Midwest and West, especially Arizona, Detroit, Denver, St. Louis, Minneapolis and Washington, D.C.

**Primary Media Exposure:** Multi-format radio play and MTV "Buzz Bin."

## 4 VARIOUS ARTISTS Rhythm Country & Blues MCA



"We have a huge display and notorious response from the PBS special."

— Gina Pignataro, *Tower/Tacoma*

*Rhythm Country & Blues* is an important album for many reasons. Even before Hank Williams learned to play guitar from a black street musician, the roots that make up Country and R&B were tangled. Those roots have been fused together by some powerful pairings, such as the Aaron Neville/Trisha Yearwood duet on Patsy Cline's "I Fall To Pieces," which will hit Country Radio in May. Sam Moore and Conway Twitty cook up a storm on "Rainy Night In Georgia;" its video can be seen on TNN and CMT.

Press exposure has been tremendous, eliciting an avalanche of rave reviews in everything from *US Magazine* and *Billboard* to VP/GM Gerry Cagle's Editorial on page 8. The buzz is being cashed in at retail, as *Rhythm Country & Blues* boogies on up the Retail Chart from 23-13\*.

**Regional Sales Breakout:** Strongest in Midwest and West, although doing especially well in Tennessee, St. Louis, the West Coast and Washington, D.C.

**Primary Media Exposure:** PBS special and major print coverage. Grammy Awards appearance helps, too.

## 5 GANG STARR Hard To Earn Chrysalis/ERG



"This is an innovative, amazing record! DJ Premiere is a genius!"

— Paul Parreira, *HMV 72nd & Broadway/NYC*

Since their debut, *Step In The Arena*, Gang Starr has traveled far in music circles. DJ Premiere produces for KRS-One, Heavy D and Rakim, and we all know how successful Guru's *Jazzmatazz* was. These solo outings have increased their capacity to attract more fans via word-of-mouth and "endorsement by association." What's more, the Jazz-Hop phenomenon — best illustrated in Us3's "Cantaloup (Flip Fantasia)" — has really helped to widen people's interests.

The first single is "Mass Appeal," which has been #1\* at Rap Radio for four straight weeks, while the video is in Box Tops rotation on The BOX. *Hard To Earn* debuts on the Retail Chart at a heady #19\*.

**Regional Sales Breakouts:** Strongest in the West and Midwest overall — specifically impacting Philadelphia, Denver, Cleveland, northern California, the Carolinas and upstate New York.

**Primary Media Exposure:** Word-of-mouth grassroots buzz has been most important so far, although BOX exposure is making significant inroads.

# björk

"Big Time Sensuality"

Sales Over 450,000!

Billboard #1 Dance Record For 2 Weeks!

New Airplay At:

KC101	WHYY	CK105	WDJX	WKFR	KZIO	WWKZ	KDUK
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On Over 50 Top 40's Including:

KRBE 10 Plays!	Hot 97.7	WKBQ	KHTT 23 Plays!	KZFM 18 Plays!	WPST 10 Plays!	WAPE 6 Plays!	WQGN
WBBO	WA1A	KCHX	KMCK	KISR	WZOQ	KWTO	WCIL
			KLYV	And More!			



## April Fools Day Songs

1. "The Joker" .....Steve Miller Band
2. "Fool (If You Think It's Over)" .....Chris Rea
3. "Fool To Cry" .....Rolling Stones
4. "Everybody Plays The Fool" .....Main Ingredient
5. "Why Do Fools Fall In Love" .....Diana Ross
6. "Fool In The Rain" .....Led Zeppelin
7. "I Started A Joke" .....Bee Gees
8. "Find Another Fool" .....Quarterflash
9. "Fool For The City" .....Foghat
10. "Fool On The Hill" .....Beatles
11. "Foolish Heart" .....Steve Perry
12. "Nobody's Fool" .....Cinderella
13. "Fool For You" .....Impressions
14. "Chain Of Fools" .....Aretha Franklin
15. "Fool For Your Loving" .....Whitesnake
16. "Won't Get Fooled Again" .....The Who
17. "Fool Such As I" .....Elvis Presley
18. "Foolish Pride" .....Daryl Hall
19. "Ship Of Fools" .....Robert Plant
20. "What A Fool Believes" .....Doobie Brothers
21. "Be Young, Be Foolish, Be Happy" .....Tams
22. "Kissing A Fool" .....George Michael
23. "Laughing" .....Guess Who
24. "Fooled Around And Fell In Love" .....Elvin Bishop
25. "Foolin'" .....Def Leppard



# THE CHARTS

## THE next 40

COMPUTER GENERATED AIRPLAY REPORTS

RANK	ARTIST/SONG/LABEL	TOTAL PLAYS
41	LITTLE TEXAS. What Might Have (WB)	1802
42	BRYAN ADAMS. Please Forgive Me (A&M)	1716
43	ENIGMA. Return To Innocence (Charisma/Virgin)	1703
44	BECK. Loser (Bong Load/DGC)	1662
45	ACE OF BASE. All That She Wants (Arista)	1596
46	MARIAH CAREY. Hero (Columbia)	1577
47	TERENCE TRENT D'ARBY. Let Her Down Easy (Columbia)	1559
48	SALT-N-PEPA. Shoop (Next Plateau/London/PLG)	1542
49	LENNY KRAVITZ. Heaven Help (Virgin)	1494
50	ROD STEWART. Having A Party (WB)	1490
51	R. KELLY. Bump N' Grind (Jive)	1479
52	THE BRAND NEW HEAVIES. Dream On Dreamer (Delicious Vinyl/EastWest)	1407
53	HADDAWAY. Life (Everybody Needs Somebody To Love) (Coconut/Arista)	1384
54	THE CRANBERRIES. Linger (Island/PLG)	1380
55	TONY TONI TONÉ. (Lay Your Head On My) Pillow (Wing/Mercury)	1380
56	MICHAEL BOLTON. Said I Loved You...But I Lied (Columbia)	1373
57	BABYFACE. Never Keeping Secrets (Epic)	1294
58	JOSHUA KADISON. Jessie (SBK/ERG)	1280
59	TEVIN CAMPBELL. Can We Talk (Qwest/WB)	1241
60	ROSCO MARTINEZ. Neon Moonlight (Zoo)	1202
61	DEEP FOREST. Sweet Lullaby (550 Music)	1192
62	A LIGHTER SHADE OF BROWN. Hey DJ (Mercury)	1172
63	JAMES. Laid (Fontana/Mercury)	1167
64	BILLY JOEL. Lullabye (Goodnight, My Angel) (Columbia)	1111
65	SNOOP DOGGY DOGG. Gin And Juice (Death Row/Interscope/AG)	1066
66	SMASHING PUMPKINS. Disarm (Virgin)	996
67	THE BREEDERS. Cannonball (4AD/Elektra)	930
68	JANET JACKSON. Again (Virgin)	927
69	ELTON JOHN & RUPAUL. Don't Go Breaking My Heart (MCA)	907
70	MINT CONDITION. U Send Me Swingin' (Perspective/A&M)	898
71	POSSUM DIXON. Watch The Girl Destroy Me (Surf Detective/Intercope/AG)	892
72	DEF LEPPARD. Miss You In A Heartbeat (Mercury)	892
73	GUNS N' ROSES. Since I Don't Have You (Geffen)	823
74	PET SHOP BOYS. I Wouldn't Normally Do This Kind Of Thing (EMI/ERG)	799
75	TO BE CONTINUED. One On One (EastWest)	786
76	CULTURE BEAT. Mr. Vain (550 Music)	780
77	COLLAGE. I'll Be Loving You (Metropolitan)	725
78	BILLY JOEL. The River Of Dreams (Columbia)	718
79	ZHANÉ. Hey Mr. D.J. (Motown)	665
80	BJÖRK. Big Time Sensuality Elektra	642
81	LISETTE MELENDEZ. Goody Goody (Fever/ral/Chaos)	642

## MOST ADDED

RANK	ARTIST/SONG/LABEL	TOTAL ADDS
1.	GENERAL PUBLIC. I'll Take You There (Epic)	60
2.	ROSCO MARTINEZ. Neon Moonlight (Zoo)	41
3.	ENIGMA. Return To Innocence (Charisma/Virgin)	38
4.	ALICE IN CHAINS. No Excuses (Columbia)	33
5.	THE BRAND NEW HEAVIES. Dream On Dreamer (Delicious Vinyl/EastWest)	28
6.	JULIET ROBERTS. I Want You (Reprise)	27
7.	BONNIE RAITT. Love Sneakin' Up On You (Capitol)	22
8.	BECK. Loser (Bong Load/DGC)	18
8.	PRINCE. The Most Beautiful Girl In The World (N.P.G. Records/Bellmark)	18
8.	TEARS FOR FEARS. Elemental (Fontana/Mercury)	18
11.	THE CRANBERRIES. Dreams (Island/PLG)	16
12.	MICHAEL BOLTON. Completely (Columbia)	14
12.	TEVIN CAMPBELL. I'm Ready (Qwest/WB)	14
14.	BILLY JOEL. Lullabye (Goodnight, My Angel) (Columbia)	13
15.	JOSHUA KADISON. Beautiful In My Eyes (SBK/ERG)	13

## MOST REQUESTED

RANK	ARTIST/SONG	LABEL
1.	SALT-N-PEPA w/EN VOGUE. Whatta Man	Next Plateau/London/PLG
2.	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
3.	ACE OF BASE. The Sign	Arista
4.	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
5.	BECK. Loser	Bong Load/DGC
6.	COUNTING CROWS. Mr. Jones	DGC
7.	MARIAH CAREY. Without You	Columbia
8.	US3. Cantaloop (Flip Fantasia)	Blue Note/Capitol
9.	XSCAPE. Understanding	So So Def/Columbia
10.	SALT-N-PEPA. Shoop	Next Plateau/London/PLG



FAX YOUR PPWs BY 5 PM TUESDAY (PACIFIC TIME) TO (818) 846-9370

A close-up portrait of Morrissey, looking directly at the camera with a slight, enigmatic smile. He has dark, wavy hair and is wearing a white collared shirt under a dark jacket. The background is dark and out of focus.

# MORRISSEY

*"The More You Ignore Me,  
The Closer I Get"*

PRODUCED BY STEVE LILLYWHITE

 *Buzz Bin!*

Early Adds:

Z100 New York

KRBE Houston

99X Atlanta

WENZ Cleveland

NEW ALBUM!

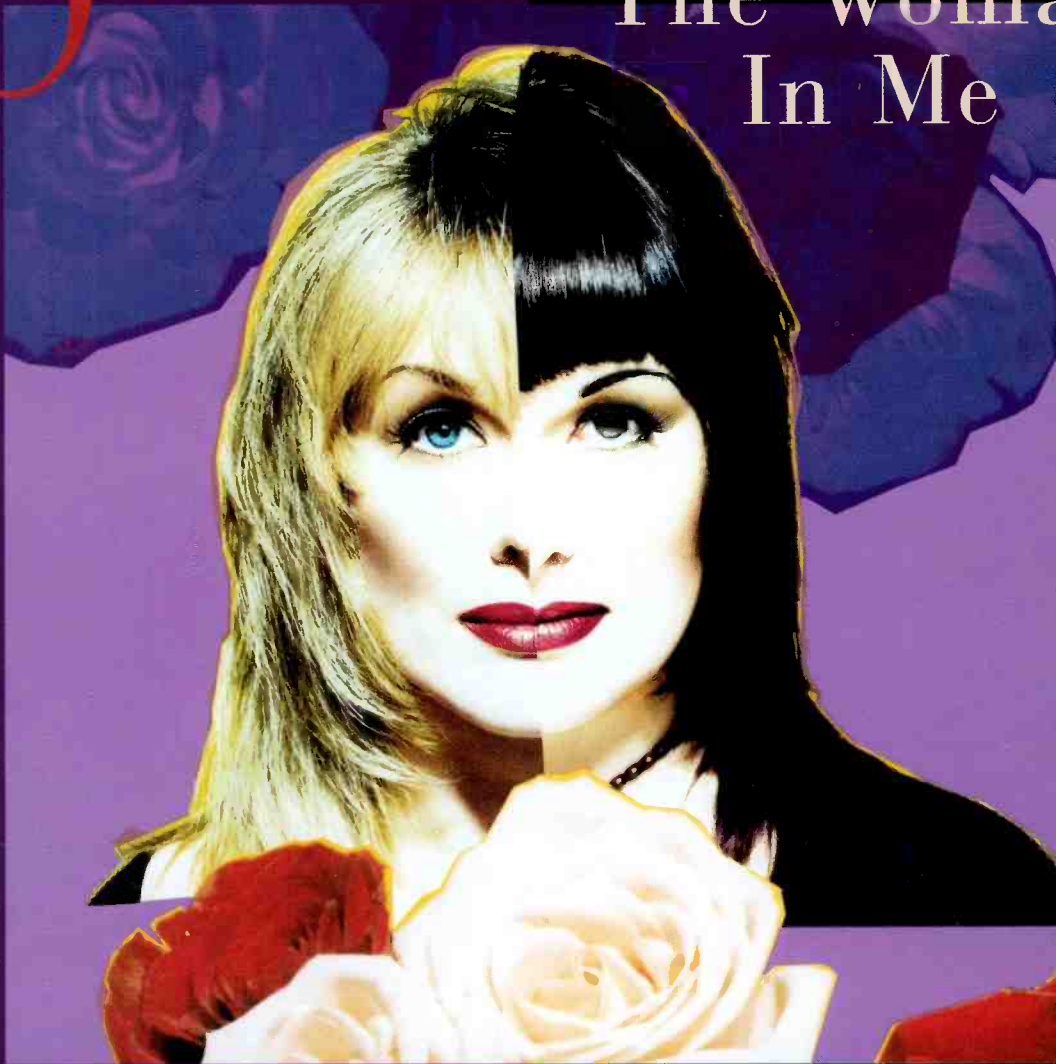
**"VAUXHALL AND I"**



Hit after hit.  
Evolution after evolution.  
One thing always remains...  
The voice.

HEART

The Woman  
In Me



The new single and follow-up to  
the multi-format hit "Will You Be There."

Poignant. Passionate. And loaded with Heart.

Produced by John Pundell and Duane Baron  
Mixed by Mick Guzmanski / Remixed by Chris Lord-Alge  
Executive producer: Don Giersen  
Management: Berman Entertainment, Inc.



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