

THE NETWORK

FORTY®

CONTEMPORARY RADIO'S MUSIC & NEWS RESOURCE

to be continued...



DECEMBER 10, 1993 • Spotlight On WABB • Interview With Ken Benson • BMOE Editorial

Great Research!

"After only four weeks of airplay, To Be Continued's 'One On One' is already calling out as our #8 best-testing record overall! It's huge with young females and the #2 best-testing record with females 20-25! It's a smash in Salt lake City!"

- Brian Kelly/Consultant KZHT Salt Lake City

#12 Best-Testing Record Out Of 30! WJMN Boston

to be continued...

the latest flavor
swirl from

future
is...
with
WJMN

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FROM THE ALBUM
FREE TO BE

Hot New Adds!

- Power Pig Tampa
- WJMO Cleveland
- PRO-FM Providence
- WGTZ Dayton
- WBNQ Bloomington

Continued Increased Rotations!

- WWKX Providence
- KZHT Salt Lake City
- WJMN Boston
- WCKZ Charlotte
- KKMG Colorado Springs
- KLUC Las Vegas
- KMQQ Honolulu
- WJMH Greensboro
- KMGZ Lawton
- KFFM Yakima
- WSKS Wilkes-Barre
- KCPI Albert Lea

MANAGEMENT & CREATIVE DIRECTION: BYRON PHILLIPS, MICHAEL S. TRAYLOR, ESQ.

FOR 2 TUFF-E-NUFF PRODUCTIONS, INC.

PRODUCED BY THOMAS McELROY AND DENZIL FOSTER

ANTHILL MOB ENTERTAINMENT



THE CHARTS

MAINSTREAM

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
1	1	1	MARIAH CAREY, Hero	Columbia
3	3	2	BRYAN ADAMS, Please Forgive Me	A&M
7	5	3	TONI BRAXTON, Breathe Again	LaFace/Arista
5	4	4	TEVIN CAMPBELL, Can We Talk	Qwest/WB
8	6	5	MICHAEL BOLTON, Said I Loved You... But I Lied	Columbia
2	2	6	JANET JACKSON, Again	Virgin
15	10	7	BRYAN ADAMS/STING/ROD STEWART, All For Love	A&M/Hollywood
6	7	8	ACE OF BASE, All That She Wants	Arista
13	12	9	JIMMY CLIFF, I Can See Clearly Now	Chaos
12	11	10	BILLY JOEL, All About Soul	Columbia
14	13	11	SALT-N-PEPA, Shoop	Next Plateau/London/PLG
20	14	12	THE CRANBERRIES, Linger	Island/PLG
18	16	13	10,000 MANIACS, Because The Night (from MTV Unplugged)	Elektra
16	15	14	JOSHUA KADISON, Jessie	SBK/ERG
9	8	15	PHIL COLLINS, Both Sides Of The Story	Atlantic/AG
21	19	16	CULTURE BEAT, Mr. Vain	550 Music
4	9	17	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	MCA
22	20	18	BOBBY BROWN w/WHITNEY HOUSTON, Something In Common	MCA
26	23	19	SNOOP DOGGY DOG, What's My Name?	Death Row/Interscope/AG
17	17	20	HI-FIVE, Never Should've Let You Go	Jive
25	22	21	DRS, Gangsta Lean	Capitol
29	25	22	UB40, Higher Ground	Virgin
31	26	23	BABYFACE, Never Keeping Secrets	Epic
10	21	24	XSCAPE, Just Kickin' It	So So Def/Columbia
11	18	25	ZHANE, Hey Mr. D.J.	Flavor Unit/Epic
30	28	26	GABRIELLE, Dreams	Go! Discs/London/PLG
35	32	27	GIN BLOSSOMS, Found Out About You	A&M
34	31	28	PEARL JAM, Daughter	Epic
38	34	29	AEROSMITH, Amazing	Geffen
—	37	30	DEF LEPPARD, Miss You In A Heartbeat	Mercury
—	38	31	CELINE DION, The Power Of Love	550 Music
37	36	32	ELTON JOHN & KIKI DEE, True Love	MCA
23	24	33	MR. BIG, Wild World	Atlantic/AG
36	35	34	2PAC, Keep Ya Head Up	Interscope/AG
19	27	35	TONY TONI TONÉ, Anniversary	Wing/Mercury
24	30	36	HADDAWAY, What Is Love	Arista
◆ DEBUT	37	37	ZAPP & ROGER, Slow And Easy	Reprise
◆ DEBUT	38	38	XSCAPE, Understanding	So So Def/Columbia
27	29	39	COLOR ME BADD, Time And Chance	Giant/Reprise
◆ DEBUT	40	40	CHER w/BEAVIS AND BUTT-HEAD, I Got You Babe	Geffen

MOST ADDED

1.	Haddaway, Life (Everybody Needs Somebody To Love)	Coconut/Arista
2.	Heart, Will You Be There (In The Morning)	Capitol
3.	Bruce Hornsby, Rainbow's Cadillac	RCA
4.	Color Me Badd, Choose	Giant/Reprise
5.	Tom Petty & the Heartbreakers, Mary Jane's Last Dance	MCA
6.	The Breeders, Cannonball	4AD/Elektra
7.	Kate Bush, Rubberband Girl	Columbia
8.	John Mellencamp, When Jesus Left Birmingham	Mercury
8.	Lisa Keith, I'm In Love	Perspective/A&M
10.	Rozalla, I Love Music	Epic

PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
4	3	1	MARIAH CAREY, Hero	100	40.8	4077
1	1	2	JANET JACKSON, Again	99	40.4	4000
3	2	3	BRYAN ADAMS, Please Forgive Me	93	42.0	3906
2	4	4	ACE OF BASE, All That She Wants	90	38.8	3488
6	6	5	PHIL COLLINS, Both Sides Of The Story	83	35.1	2910
12	7	6	MICHAEL BOLTON, Said I Loved You... But I Lied	83	35.0	2903
13	10	7	TONI BRAXTON, Breathe Again	86	33.4	2873
20	11	8	BRYAN ADAMS/STING/ROD STEWART, All For Love	91	31.0	2820
8	9	9	TEVIN CAMPBELL, Can We Talk	81	34.7	2807
5	5	10	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	82	32.5	2662
14	12	11	JIMMY CLIFF, I Can See Clearly Now	80	33.2	2653
10	8	12	BILLY JOEL, All About Soul	80	33.0	2638
15	14	13	10,000 MANIACS, Because The Night (from MTV Unplugged)	83	31.7	2630
19	17	14	THE CRANBERRIES, Linger	83	30.2	2508
16	15	15	BOBBY BROWN w/WHITNEY HOUSTON, Something In Common	82	30.5	2501
32	24	16	GIN BLOSSOMS, Found Out About You	76	23.9	1817
9	16	17	HADDAWAY, What Is Love	60	30.1	1807
22	21	18	JOSHUA KADISON, Jessie	69	26.0	1796
24	23	19	CULTURE BEAT, Mr. Vain	70	24.6	1719
23	22	20	HI-FIVE, Never Should've Let You Go	58	28.5	1651
25	25	21	UB40, Higher Ground	66	25.0	1651
21	20	22	XSCAPE, Just Kickin' It	54	30.2	1632
7	13	23	MR. BIG, Wild World	55	28.5	1565
—	28	24	DEF LEPPARD, Miss You In A Heartbeat	70	22.3	1562
18	19	25	ZHANE, Hey Mr. D.J.	52	29.3	1525
33	30	26	GABRIELLE, Dreams	53	28.5	1511
11	18	27	BLIND MELON, No Rain	60	24.4	1464
39	27	28	AEROSMITH, Amazing	67	20.9	1402
—	38	29	BABYFACE, Never Keeping Secrets	50	24.9	1245
37	34	30	SALT-N-PEPA, Shoop	36	31.5	1133
—	39	31	PEARL JAM, Daughter	52	20.6	1070
31	31	32	MARIAH CAREY, Dreamlover	44	23.4	1028
—	40	35	DRS, Gangsta Lean	35	28.6	1001
◆ DEBUT	34	34	HEART, Will You Be There (In The Morning)	48	20.4	981
17	26	35	TONY TONI TONÉ, Anniversary	39	24.8	968
30	32	36	INNER CIRCLE, Sweat (A La La La La Long)	40	23.9	956
35	36	37	BILLY JOEL, The River Of Dreams	44	20.7	909
29	33	38	TONI BRAXTON, Another Sad Love Song	34	25.1	855
26	29	39	COLOR ME BADD, Time And Chance	33	25.0	826
◆ DEBUT	40	40	SNOOP DOGGY DOG, What's My Name?	31	25.3	783

TOTAL NETWORK REPORTING STATIONS

40
264

TOTAL REPORTS RECEIVED
DID NOT REPORT

264
0

Looking For Mr. Goodsongs

Urban, Crossover Stations Ban "Negative" Music

Inner City Broadcasting and KPWR "Power 106" Los Angeles decided to restrict songs that contain explicit lyrics, although they are taking different routes to do so. Power 106 will now bleep out the words "nigger," "bitch" and "ho" from records on its playlist. Inner City Broadcasting, owner of WBLS New York and stations in San Antonio and San Francisco, is following the lead of Urban KACE Los Angeles by removing the offending songs from their playlists entirely.

From now on, any song they deem to have "derogatory, profane or misogynist Lyrics, or lyrics which advocate violence," will not receive airplay on Inner City stations and KACE. Meanwhile, Power 106's new policy came about after they held two star-studded on-air debates on the issue. Several Rap

artists discussed the issue with station management and callers. According to KPWR officials, caller sentiments were split down the middle on the issue, yet the negative reaction was substantial enough to warrant the policy change.

"Although we believe in the freedom of expression of our musical artists, we also believe no good purpose is served by airing these words," KPWR PD Rick Cummings states. "Artists have the right to represent their perception of today's society. However, we cannot be certain the youngest part of our audience is capable of discerning the difference between artistic interpretation and endorsement. It is our feeling that the fundamental messages of songs like Ice Cube's 'It Was A Good Day' and 2Pac's 'I Get Around' are still

intact without the controversial words."

The station acknowledged feeling the heat of a threatened boycott of advertisers by the Stop The Violence Foundation, but they didn't make the policy change because of the threats. "We nonetheless give them credit for helping us re-examine our policies," Cummings admits. "Our efforts to relay pro-active messages between the songs will continue. We must play popular songs if we're to keep the audience listening long enough to encourage them to stay in school, inform them about AIDS and urge them to respect one another's cultural diversity. This new policy will help us balance our responsibilities to uphold artistic freedom as well as fulfill our role as a licensee of the public."

BOOZE WAR

Sen. Strom Thurmond (R-NC) plans to mount an aggressive campaign to pass legislation that would require broadcast beer and wine ads to carry health warnings. The National Association of Broadcasters, who saw their proposed compromise turned down by Thurmond, are gearing up for an all-out war to kill the bill. The stakes: most, if not all, of the \$81.5 million in alcohol ad revenues radio stations receive each year.

MARINO GETS THE SHAKES

KGGI Riverside APD/MD Mike Marino accepted the APD gig at KMEL San Francisco. "Mike is the perfect fit," explains PD Dave Shakes. "He's smart, passionate, creative and he 'gets it.'" Marino starts January 3.

COMING & GOING

WPLJ N.Y. nightclub A.J. Hammer was named to be one of the hosts of VH-1's *Inside Music* program... Gary Weiss was named GM of WMJH and WMQX AM/FM Greensboro... WVKX Providence is on the look-out for part-timers. Call PD Scotty Snipes at (508) 222-1321 as soon as possible.

SEALED WITH A KISS

KDGE Dallas Station Manager Joel Folger was hired to host/DJ the Kelly International Security Services company Christmas party on Dec. 7. Imagine his surprise when who walked into the party but the air personalities of KHKS "KISS FM." (And after all the nice things he said about them in his *Network Forty* interview a couple weeks back!) They presented Joel with a T-shirt imprinted with "Joel Folger Loves 106.1 KISS FM!" and everyone laughed about it over chicken wings and other refreshments. We eagerly await "The Edge's" response...

It's All Happening At The Zoo

Brad Hunt Sr. VP Marketing, Bill Pfordresher VP Promotion

Zoo Entertainment bolstered its upper management with the appointment of Brad Hunt as Sr. VP Marketing and the promotion of Bill Pfordresher to VP Promotion.

Hunt will oversee the day-to-day operations of all of Zoo's marketing-related departments as well as serve as a key liaison with BMG and its Distribution arm. He brings a wealth of experience to the position. Previously, he was GM for Hollywood Records and before that, worked in promotion at A&M, in

advertising and marketing at the Cambridge One Stop (now Strawberries) retail chain, in field operations at MCA Records and in AOR Promotion and as a GM at Elektra.

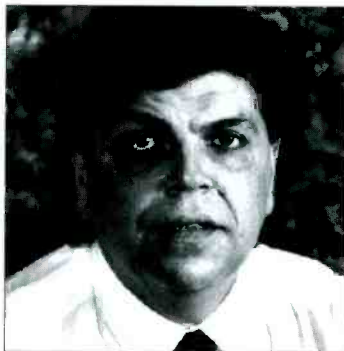
"Brad and I go back to my Elektra days," Zoo President Lou Maglia states. "He's an extremely bright, honest and creative individual who's in tune to the industry. His philosophy towards artist development is in step with Zoo's and his experience with groups similar to our roster will be invaluable."

"I'm looking forward to helping break more of the artists on the Zoo roster," Hunt says. "Lou's vision of an artist development-driven label is paying off and I look forward to helping Zoo continue to expand and break new ground."

Bill Pfordresher, promoted from National Director of Top 40 Promotion, will now be responsible for all of Zoo's promotional activities. "Bill has proven himself to be a real player and asset when it comes to

the total radio promotion picture," Maglia declares. "His knowledge of radio and relationships within the industry make me confident that this move is essential."

"I'm honored to have Lou's confidence and commitment," Pfordresher responds. "I'm looking forward to continuing our success at all formats of radio, as well as building radio support for our artists. I look forward to working even more closely with Michael Prince and Marvin Robinson as well as our entire field staff."



BRAD HUNT



BILL PFORDRESHER

Epic Promotes Harvey Leeds, Barbara Seltzer

Dual Realignment To Provide Greater Flexibility

Epic Records realigned the senior management of its promotion staff, appointing Harvey Leeds and Barbara Seltzer as VPs of Promotion. The two will lead Epic's national and local promotion staff in the implementation of promotion strategies, in order to achieve the label's airplay and chart goals.

"As our Promotion Department moves into this exciting new chapter, Harvey will concentrate his en-



HARVEY LEEDS

ergies on those aspects of promotion he knows best: Album Radio, Metal, Alternative and Video," states Epic President Dave Glew. "He'll continue to impress the industry with his creativity and resourcefulness in each of these areas.

"Barbara's tremendous growth parallels the label's success at Top 40, AC, NAC and the Dance formats over the last five years," he continues. "With the changes that lie ahead for our Promotion Department, her knowledge and understanding of radio are indispensable. Her involvement in the decision-making process, her commitment to changing markets and her relationships with programmers across the country have made Barbara a leader in a difficult and challenging format."

Leeds, who has been VP Album Promotion since 1986, started his

music career a little over 20 years ago as Columbia Records' College Rep at Syracuse University. He joined Epic in 1976, where he moved up the ranks in Album Promotion while also becoming the label's first Director of Video Promotion in 1983. Seltzer has been VP Singles Promotion since 1991. Prior to joining the label in 1989, she spent four years in Top 40 promotion at Atco Records.



BARBARA SELTZER

Manson Track Stays, Royalties Go

Money To Go To Relative Of Murder Victim

When it was discovered that mass murderer Charles Manson would not receive royalties from being the copyright owner of "Look At Your Game, Girl," Guns N' Roses decided to keep the uncredited bonus track on their new album, "The Spaghetti Incident?"

All mechanical royalties due Manson will go to satisfy a judgment obtained in 1971 on behalf of Bartek Frykowski, son of Wojciech (Voytek) Frykowski, who was one

of the seven victims of the 1969 Manson family murder spree in Los Angeles. At Geffen Records' request, attorney Nathaniel Friedman served the label with a writ of execution requiring all royalties due Manson be paid to satisfy the judgement.

According to band manager Doug Goldstein, the Gunners knew Manson had recorded the track, but didn't think he actually wrote the song and would receive substantial royalties from its inclusion on their

album. Once the furor erupted last week, singer W. Axl Rose and guitarist Slash resolved to drop the track if, in fact, Manson was to benefit.

Rose will donate his personal profits from the song to an environmental group, while Geffen Records pledged to make a contribution to the Doris Tate Crime Victims Bureau, a non-profit group dedicated to improving public safety and helping crime victims and their families.

Top 40 World Awaits Chrome Lizard

Year-End Issue Features Station, Programmer and Promotion Awards

The voting deadline has passed and the tabulations have commenced for *The Network Forty's* first annual Chrome Lizard Awards. The best promotions of the year will also be honored in next week's special year-end issue.

Approximately 200 *Network Forty* reporters participated in The Chrome

Lizard balloting to honor the best station, PD and MD in major, large, medium and small markets.

The Network Forty editorial staff analyzed the almost 400 promotions spotlighted in its promotion pages in 1993 and have chosen what it considers to be the most effective and

best promotions of the year.

The special year-end issue will also have year-end charts of the most popular songs of the year, a special Page 6 photo spread and other surprises. "It will easily be the best issue we'll put out for the rest of the year," declares VP/GM Gerry Cagle, "because it will be the last."

RECORDS

AMERICAN

Kate Miller was named Head of Music Video and Special Projects... Ken Bunt was hired for a key Associate role in Video and Promotion... Rob Kasino was promoted to the A&R department. Previously, he was GM Mark Di Dia's executive assistant.

ARISTA

VP International Eliza Brownjohn was married on December 3 to David Diamond.

ATLANTIC

Donna Spencer was promoted to Manager of Artist Relations... Steve Ellis was named National Director of Adult Formats.

COLUMBIA

Leyla Turkkan was appointed VP, National Publicity. Previously, she headed the independent public relations firm, Set To Run.

ELEKTRA

Lisa Michelson was appointed to the label's promotion department for AC/Jazz and AAA. Previously, she was MD/Continuity Director for WTMX-FM Chicago.

INTERSCOPE

Nino Cuccinello was promoted to West Coast Regional Promotion Rep.

MCA

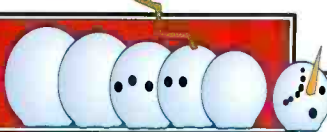
Paul Connolly was appointed Managing Director of MCA Music Ltd., U.K.

PENDULUM

Stanley Winslow was promoted to VP of Promotion and Marketing.

RCA

Marilyn Arthur was promoted to Sr. Director of West Coast Publicity... Mark Persaud was named Director, New Business Development and Strategy... Andy Smedira was appointed Manager, Financial Analysis and Reporting.



RUMORS, HALF-TRUTHS AND OUTRIGHT LIES

Wall Paper

If Sony Sr. VP Promotions Burt Baumgartner loans you a one hundred dollar bill, make sure you check it carefully. Burt got a check cashed at the bank last week, then started spending the money. Several of the \$100 bills turned out to be counterfeit. The Secret Service got involved and (unlike most radio programmers) believed Burt's story.

I'd Like To Thank...

We've had tons of phone calls concerning the coveted *Chrome Lizard Awards*. Next week's Year End Issue will have all the winners.

Holiday Parties

KMEL San Francisco hosted their annual party to honor the record industry. MCA's Bruce "Tin Man" Tenenbaum, Mark "Lickity Lick" Gorlick and Paula Tuggey got the prize for "Dynamic National Promotion Team." Other winners? National Promotion: Reprise's Nancy Levin, Local Promotion: Virgin's (and the *Chrome Lizard's* favorite) Julie Bruzonne and Arista's Greg Feldman, National Crossover Promotion: Columbia's Jerry McKenna, Rookie: Jive's Sam (Master) Bates, Lifetime Achievement: PLG's Iris Dillon and the Legend Award to RCA's Kim Hughes. Virgin, Interscope and RCA picked up trophies for Major Labels with Big Beat and Priority copping the Indy Label prize. KMEL's party is special. More radio stations should do the same.

After the awards, *The Network Forty's* Wendi Cermak paid for dinner at Post Trios. Scene eating and drinking were Keith Naftaly, Dave Shakes and Joey Arbagey.

Capitol's staff was busy last week, first hosting a movie screening, then a showcase with Richard Marx playing live. Scene hanging with John Fagot, Bruce "Rudy" Reiner, Jeff Blaylock, Leslie Marquez and the gang were KKRZ's Ken Benson, Q106's Tom Gjerdrum, WKBQ's Cruze and other pretenders.

What ponytailed wag scarfed the food but didn't stick around for Marx's performance? It wasn't Ritch Bloom, although Bloom's "doo" is looking pretty "Joelish" these days.

Virgin's Christmas party at the Four Seasons had Robert Duvall, Johnny Cash and Don Knotts circling the ballroom in vain efforts to swap presents with Phil Quartararo, Michael Plen, Jeff Naumann and John Boulos.

And hanging at the National Music Marketing's party at the Roxberry: Zoo's Bill Pfordresher, PLG's Vicki Leben and Linda Murdock, MCA's Bruce Tenenbaum, Capitol's Bruce Reiner, Reprise's Mark Ratner, Interscope's Tim Burruss, Atlantic's Pamela Jouan, Giant's John Sigler, WAQQ's Eddie Munster, KHTY's Steve Meade, KTUX's Ken Shepard, KIOC's Mark Landis, KSMB's Bobby Novosad, KPWR's Dave Morales, KJYK's Bruce St. James and *The Network Forty's* Dwayne Ward dressed as Santa.

Second Thoughts

Maybe counterfeit money should be used to purchase *R&R*. Counterfeit bills for a counterfeit magazine? Or float them in Chicago for those counterfeit record adds?

Radio

The new PD at WFKS Daytona Beach is Rich Stevens from the Power Pig in Tampa.

KGGI's Mike Marino moves into the APD chair at KMEL San Francisco.

Rumors "flying" above Dallas have former KHKS PD J.J. McKay headed for the Eagle.

And speaking of KHKS, when Sean Phillips officially becomes PD, will he tap WZEE's Mr. Ed as APD or will it be someone already in Texas?

Congrats to Tony Waitekus and the staff at WCIL Carbondale who raised

over \$25,000 for the St. Jude's Childrens Hospital.

WAYV could be going through more changes when sold to Osborne Communications, owners of WNTQ Syracuse.

WPFM PD Mike Stone says his station will be taking a more Alternative slant.

Look for WWHT Columbus to change call letters. Speculation has them using the "Kiss" moniker and moving the towers closer to the metro.

Is WYAV's Booker Madison heading for Wilkes-Barre? The answer may be yes, but only time will tell which Top 40 he'll join.

Records

The new Elektra NW LPM is Greg Dorfman, formerly with Warner Brothers.

The Chrome Lizard's secret love Barb Seltzer officially gets her VP Promotions stripes. See the News section for details.

Also getting official, Zoo's Bill Pfordresher. Brad Hunt also joins Zoo as the label gears up for 1994. See the News section for details.

Merry Christmas

Westwood One CEO Norm Pattiz had a lot to be thankful for this Christmas. He managed to dump R&R before it went belly-up. He and his wife make Page 6 as they belly-up and say thanks to Santa.

Trends

New York: Z100: 4.6 to 4.4, WPLJ: 3.7 to 4.1, WQHT: 3.5 to 3.8.

Los Angeles: KPWR: 5.0 to 4.7, KROQ: 4.1 to 4.2, KIIS: 3.9 to 4.0, The Beat: 3.3 to 2.8.

Happy 1994

Next week, *The Network Forty* premieres a series of prize packages to reporters unlike anything offered before anywhere. You can get big prizes for you or your station's listeners and clients and you won't have to predict anything. And better yet, it's absolutely free! Get ready to get happy as *The Network Forty*, the industry's magazine for the 90s, begins the new year with a bang. Don't miss the back cover.

Trending Up

Jon Leshay... Chris Davis... Mason Dixon... Craig Lambert... Lorrin Palagi...

Trending Down

R&R...



Thank you, Santa.



As

Elton John

goes over 1200

stations detections at adult

radio,

sells another

60,000 pieces over the

counter and pulls in WXXS,

WWHT & WLAN, you may ask

why? because the album is selling, Elton is

a core artist and "True Love" has a great holiday

message. oh, and Elton is the 8th most played artist on

VH-1 and all the proceeds

from the single benefit the Elton John

aids foundation—what could be better? Tom

Petty pulls in 27 more stations, giving him another

"Most Added" week. We've sold more than a quarter million

albums over the counter in the last 3 weeks, the video was added into heavy

out of the box at mtv, the single is cur-

rently the 2nd most requested song at aor,

and tom has had the most played song at album radio

for most of the past six weeks. shai moves to 31st on the moni-

tored rhythm chart, with new adds at q102/philly & hot 97/new york. we've

got 35 stations playing "yours" with 30% of the airplay in the major markets. speak-

ing of major, there is a major new remix on the bobby brown single, so major in fact, that jeffer-

son, glen and maurice at "q," and jamie and dakota at wlum felt we were just the ticket for crossover

radio—they both added the single this week! bobby is just outside

the monitored top 10 chart, over 2100 bds detections, all over mtv, happily

married, and working on a new album for next year as you read this. since we

mentioned next year, we're going to start '94 with the follow up to one of the biggest sin-

gles of '93. meatloaf's "rock & roll dreams come through" will be on your desks in days, the

album is approaching 4 million and trust us, this single is a fucking smash. up next will be jodeci's "cry for

you." the single is top 15 on the national soundscan sales charts, rocketing up crossover and urban playlists now, and

yes the video is on mtv. at the risk of being redundant, this single is a fucking smash too!!! did we mention live, sass jordan,

boston, mary j blige, heavy d, and more elton john? man we're excited just thinking about it! happy holidays—we're outta here.



Commentary by
Gerry Cagle

Who in the hell do we think we are?

Most of us know the answer to this question. But too often, particularly on the radio side of our business, some get confused.

Let's face it. With the constant hype we get, it's sometimes easy to think that we are the be-all and end-all of our industry. With record promoters telling us how great we are on a daily basis, it's not hard to believe what they are saying is true. Trust me. None of us are that good.

It's a sad fact in our business that many confuse what they do with who they are.

If it hasn't happened to you, don't let it. If it has, try and stop it. Although if it has happened to you, even as you read this editorial, you won't believe I'm writing about you. It's the other guys with the problems.

As a program director or music director, your importance has the lifespan of a butterfly. And your professional life is similar. Just as a butterfly begins as a glorified worm, so did most of us who are now in this business. We found radio an easy place to hide away from the personality traits that made us less accepted in the real world. Behind a microphone, it was easy to be something we really weren't. We could please the people; be hip and cute; be wanted by members of the opposite sex. In short, we could be everything we couldn't be.

In most cases, this business brought us out of our shells and allowed us to grow through and rise above the traits that hindered us before. In other cases, monsters were created.

Are we really that important? The answer is easy. Reprise VP Promotions Mark Ratner has an interesting way of summing this up. He says, "Most of us, when we decided to go into radio or records, didn't have a hard choice to make. It wasn't like, do I do radio or take that full scholarship to Harvard Medical School?" We got into the business because we loved it... or because we didn't have another choice. Now, because we program an important station, does that mean we're better than everyone else?

Sadly, many do believe that. Egos unchecked grow quickly out of control. However, when they burst, the flame-out is total.

Don't buy the hype, or you are destined to fail. Arrogance is fine. You must believe that you are good. But when you think that nobody can do it better, that you are the difference, then you're in trouble.

I see it all too often in our business. Radio programmers and music directors who have a good book or two or win a car suddenly become geniuses. They stop doing the things that made them good in the first place and become content with the strokes they're getting from those who are paid to stroke. They become cocky because they are successful.

Successful at what? Programming a radio station? Please. It ain't that big a deal. But we begin to think it is.

**Humble
pie tastes
like shit.
Don't be
forced to
eat it.**

I got lucky. It happened to me early in my career. I was the youngest program director in KHJ Los Angeles history; the youngest programmer in the RKO chain. I was the best. I know, because every record promoter told me. On a daily basis. And they wouldn't lie. Not to me. They told me constantly, depending on how many records I added the last week.

One company even put my name on a billboard on Sunset Strip. Promoting a record that was rising up the charts, they printed "Thanks To Gerry Cagle" where everyone could see. I got fired from KHJ on a Monday. Tuesday morning, my name was off the billboard.

Welcome to the world of entertainment. The butterfly was dead, pinned to the pages of a book entitled, "I Am A Genius. I Can Never Fail."

It could... it will happen to you. Hopefully, in a less humiliating scenario.

Nowhere else is the saying, "The King Is Dead, Long Live The King," more prevalent than in our business. Someone can always do it better.

I took WRKO Boston to its highest ratings. No one could do it better. I left and Harry Nelson took them even higher.

Scott Shannon was the best program director in history. He took Z100 to the top of the market. No one could do it better. He left and Steve Kingston took the ratings even higher.

Jerry DeFrancesco was the best programmer in history. He took KIIS Los Angeles to the top. No one could do it better. He left and Steve Rivers took them even higher.

The list is never ending.

Don't get confused. It's who you are, not what you do. Your position can and will be replaced. And in most cases, the results will be the same.

But many in our business see themselves as the important element in the mix. They act too proud, talk too loud and become ugly... with no reason. They are too important to listen. Why should they? They have all the answers. And they buy into the hype.

Who are these people? These people who get front row concert tickets and get to meet superstars backstage? These people who eat at the finest restaurants and never pick up the tab? These people who have dinners thrown in their honor? These people who are flown across the country, kept in luxurious hotels, get free tickets to the Grammys and other award shows?

It's not who they are... it's what position they hold... for the moment.

No programmer is as good as the music industry tells them they are. Lose your job and you'll find out... the hard way.

Drop the cockiness. It's unbecoming. Do a good job. Be proud of your accomplishments. Enjoy the spoils of the business. But don't for a minute believe it's because you're the greatest. Humble pie tastes like shit. Don't be forced to eat it.

Michael Spears was the greatest program director in KFRC history. No one could do it better than him. He left and Les Garland came in and took the cume even higher. He was the best. No one could do it better. I followed Garland. And the cume went even higher. And I was the best there ever was. I left and Walt Sabo took over. Okay, bad example. KFRC went into the toilet.

But you get the drift. Don't you? Or are you the best there ever was? ■

BDS 590 Spins!
Club Action 26*-19*-13*
 **ADD Heavy Rotation!**

Rozalla / Love Music

The first release from the
 motion picture soundtrack
 "Carito's Way"

Produced by Jellybean for Jellybean Productions, Inc.

Get it on.

Already On Over 80 Stations Including:

- | | | | |
|--------|---------|--------|----------|
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| WTIC! | WAPE! | Y100! | WHHH! |
| WKSS! | KQKQ! | WDJK! | KTFM! |
| WXXL! | PRO-FM! | Q99! | Z90! |
| WKSE! | WPXY! | WBBQ! | HOT97.7! |
| WOVV! | WFLY! | KJ103! | KPRR! |
| KHTN! | 93Q! | KQMQ! | KKXX! |
| WSPK! | WGTZ! | WNNK! | WWKX! |
| Y97! | WNOK! | WFHN! | KKSS! |
| WMMZ! | WVSR! | KISX! | KWIN! |
| WRCK! | WWCK! | WHHY! | KKMG! |
| WMGV! | WRHT! | WAOA! | KZFM! |
| KKRD! | WFME! | U93! | KBFM! |
| KHTT! | WPXR! | WIFC! | KWINZ! |

Plus Many More!



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THE NETWORK FORTY

—Compiled and edited by Jeff Silberman

JANUARY PROMO PLANNER

CELEBRATIONS OF THE MONTH

National Prune Breakfast Month

To encourage people to start the day by eating prunes. Contact: Daphne Scofield (415) 984-6307.

Prune-face lookalike contest... prune eating contest... prune-eating-and-holding-it contest (which might take a while, butt...)

Oatmeal Month

To promote the whole grain and keep Wilfrid Brimley regular. Contact: (312) 222-7843.

Oatmeal sculpture contest... offer listeners a chance to make love in an adult motel room with free champagne, dirty movies, wall-to-wall mirrors, red lights and in place of a bed—a big vat of oatmeal (for spouses or lovers who are "feeling their oats")... dry oatmeal eating contest.

1

Best Puns Of The Year

Saluting the best puns of the year (thus combating illiteracy). Contact: John S. Crosbie, Intl. Save The Pun Foundation. Fax: (416) 922-1100.

Stage own contest; entries must insert call letters somewhere in the punch line: "So I broke my leg and after my doc set the bone, I asked if I could sew myself up. He sez, 'suture self.'"

New Year's Day Celebrations

We just did a full page of 'em last week, bucko! Where the hell were you? For a faxed copy, call us at (800) 443-4001 and beg profusely.

Circumcision Of Christ

Holy day celebrates Jesus' submission to Jewish law.

That's right, let's all get damned to hell for eternity on the first day of the year! No thanks, I'll wait at least a couple of weeks 'till I blaspheme a Higher Being (besides Cagle).

2

Earth A Perihelion

At approximately 1:00 am EST, planet Earth will reach a point in its orbit where it is closest to the sun.

"Don't Get Burned" Sun Day—give away suntan lotion and sunglasses to people at outdoor remote... try to cook food using sun and magnifying glass... hold a winter post-Perihelion tan line contest...

Energy Crisis' 20th Anniversary

In 1972, President Nixon signed a bill that limit highway speeds to 55. Some states instituted even/odd days to buy gasoline or rationed gas purchases to combat long lines.

Stage own crisis, tell listeners they can only win on-air contests on even/odd days, "ration" spots or songs, play records softer to conserve energy... do a remote at gas station, give prizes to people who siphon the most gas, etc.

3

National Geography Bee

Nationwide contest involves millions of school-age kids. National finals moderated by Alex Trebeck. (202) 828-6659... (beep!) "What's the contact's phone number? (bing!) Uh, Promotions for a 100, Alex..."

Hold own geography quiz on tiny little countries or relatively small, unnoticed (client) stores... make own maps of area with station-advertised billboards, client stores, etc. cited as points of interest.

4

Louis Braille's Birthday

Inventor of reading system for the blind was born in 1809.

"Braille radio," where listeners have to "feel" their radio to guess what the next song will be... or inaugurate "Hard-of-Hearing Radio," where jocks yell louder and songs are played louder.

5

Jeanne Dixon's Birthday

Renowned clairvoyant/astrologer is 76 today.

Have listeners predict things like upcoming ballgames, elections, the next celebrity marriage or divorce, the next #1 hit, etc. for prizes... Call Jeanne and ask her when she's going to die, so you can save up some bucks to send flowers... or ask her how she can predict the future from the stars on cloudy days.

6

La Befana

Italy's Epiphany festival where kindly witch Befana gives toys and candy to good kids and lumps of coal to bad ones.

At remotes, have a jock portray Befana to hand out candy and lumps of dirt to parents' kids, depending on which station they listen to... if it's very cold outside, give the coal to the shivering, good kids... do it on-air; play hits for good kids and awful tunes for the bad ones.

7

Millard Fillmore's Birthday

Thirteenth President (he was VP when Pres. Zachary Taylor croaked) was born in 1850. Lost when running on his own; then formed the "Know-Nothing" Party—and lost again. The Gerald Ford/George Bush of his generation.

Millard Fillmore lookalike contest (hey, your guess to what he looks like is as good as mine)... let people named Millard in free to remotes... have listeners sing a popular song on-air, but they have to insert the name, "Millard Fillmore," into the lyrics.

8

Elvis Presley's Birthday

The not-dead-yet King was born in 1935. The biggest celebration, held outside of Memphis, includes a live show and impersonation contest. Contact: Joe Edwards (314) 727-0880.

Have listeners do Elvis impersonations while covering Rap, Metal or Punk songs... stage a peanut butter-and-banana sandwich eating contest... Have Elvis host a TV special on Is Bill Bixby Really Dead?... throw a party at a club where everyone has to come dressed as Elvis.

National Joygerm Day

A celebration of jubilation to cheer people up with Joygerm Joan's Sulk Vaccine. Contact: Joan E. White (315) 472-2779.

Have jocks, dressed as docs, go to orphanages and children's hospitals to give away toys and spread good cheer... do a telethon where listeners contribute jokes to help spread the joygerm... stage a "make me laugh" contest for listeners.

9

Man Watchers Day Week (9-15)

A week of beefcake appreciation, including listing the 10 most-watchable men. List of activities available from Suzy Mallery (310) 826-9101.

Recruit female listeners to come to studio and evaluate male jocks... have women judge a "Man Watcher" contest at a local club... make up stamps that say "prime cut," "choice," "extra lean," etc. (as well as call letters) so they can stamp their boyfriends/spouses.

10

National Clean-Off-Your-Desk Day

The one day where workers can clean off their desks to prepare for the following year's paperwork. Contact: A.C. Moeller, Box 71, Clio, MI 48424.

Go on at-work remotes where you judge cleanest and messiest desks and give away station paperweights and misc. office products... go to

messy unattended desks, hide some concert tickets in them and tell employee he/she has 30 seconds to find them or they're void... give out station hand vacs to suck up everything on desks.

11

Cuckoo Dancing Week (11-17)

To honor the memory of Laurel and Hardy, whose musical theme was "The Dancing Cuckoos."

Have Laurel & Hardy impersonators do your morning show... listeners do Laurel & Hardy impersonations on-air... hold a slapstick contest at a remote.

12

Happy Birthday, Hal!

Hal—a computer—was "born" in Urbana, IL in 1992. But isn't he Hal, Jr.? Dave?... The one from 2001: A Space Odyssey... Dave?... Dave?

Have "Hal" be a jock for a shift... have a computer hacker contest at local computer store... has a listener "computer show," where they dress up and pose with their computers as if they were at a dog show and they can do computer tricks (how 'bout "Stupid Computer Tricks?").

13

First Public Radio Broadcast

In 1910, Lee DeForest broadcast the voice of Enrico Caruso and other stars of the Metropolitan Opera to several areas of New York City—the first radio broadcast.

Pull out some "vintage" tape of allegedly the station's "first" broadcasts, with sweepers like "WXYZ, playing the hottest hit of 1949" or "WXYZ... most of the music, some of the time" or "playing the oldies of tomorrow... today."

14

Benedict Arnold's Birthday

Infamous colonial traitor was born in 1741.

"Dishonor" local traitors such as listeners who switch allegiances from one sports team to another, from one political party to another, etc... call up and badger people who used to listen to the station, then beg or bribe them to start listening again— "start listening or we'll shoot your dog!"

15

Hot and Spicy Food International Day

Annual celebration in Des Moines, IA celebrates spicy international food. Contact: Thai Network, Prasong Nurock (515) 282-0044.

Spicy food eating contest, with judges being listeners with clogged up nostrils. The hottest food clears their sinuses the fastest... test for the best food/drink to soothe a burning mouth... spiciest weird food.

16

National Nothing Day

Event created by newspaperman Harold Coffin, first observed in 1973, "to provide Americans with one day when they can just sit without celebrating, observing or honoring anything."

Give away free tickets to... nothing, give away client store gift certificates for... nothing, trips to... nowhere.

Dizzy Dean's Birthday

Hall of Fame pitcher whose talents as a sports broadcaster were best illustrated when he said, "He slud into third [base]."

Have all air talent talk like Dizzy: "playing 13 at the same time... playing the most-er music... the hottest-er hits... in the studio, the band is coming out... throw the jock over the console some records... bring an English teacher into the studio to correct the grammar of singers and bands, so you'll ID the latest hit by Color Me Poorly.

THE NETWORK FORTY

JANUARY PROMO PLANNER

17

Top Junk-Food News Stories Of '93

Announces the Top-10 sensationalized junk-food news stories of the past year. Can you say, "Burt and Loni?" Contact: Carl Jensen (707) 664-2500.

Poll listeners for their dumbest/most hyped stories of the year... List Top Junk Food singles of the year (Can you say Cher with Beavis & Butt-Head?)... run a tribute to bubblegum oldies like "Yummy Yummy Yummy" by having great orators (or a Walter Cronkite soundalike) read the lyrics like poetry.

18

Daniel Webster's Birthday

The man who once said "The people's government, made for the people, made by the people and answerable to the people" – and actually believed it – was born in 1782. Then he got a job making dictionaries, we presume.

Pull very obscure words out of a dictionary, give prizes to listeners who can define them... make up own dictionary of jock and/or artist slang, give them out to listeners at concerts and remotes.

19

Maintenance Day

Honors the janitors and repairmen who keep buildings in working order – usually just on this day of the year.

Have jocks be janitors for a day at listeners' offices... hold a janitor Olympics (replacing lightbulbs, putting the most stuff in a toolbox, biggest butt crack)... do a "This Is Your Life" for the studio engineer.

20

"Slim" Whitman and George Burns' Birthday

Otis Dewis Whitman and Nathan Birnbaum are 70 and 98, respectively.

Slim Whitman look and soundalike contest; have listeners sing hit songs like Slim or rap in his voice... cigar smoking contest... Play a secret old recording of Burns as a radio jock back when he was 17 years old ("That was Stovetop Head Abe and 'The 4-Score Rap'").

21

National Hugging Day

Honors this sign of affection with the announcement of the most famous huggers. Contact: Kevin C. Zaborney (617) 352-7805.

Hold a mass Hug-a-thon, where hundreds of listeners give each other a huge group hug, then Barney the dinosaur walks out and starts singing, "I Love You" and everyone strings him up... Have jocks and celebrities hug listeners at a remote if they bring food/toys for the homeless/poor kids or some charitable cause... Have the jocks jump some unsuspecting person on the street and— oops! that's National Mugging Day!

22

Linda Blair's Birthday

The queen of the head-twisters is 35 today.

Hold a pea soup spitting contest... have a Blair-as-Satan sound and lookalike contest... do an on-air music exorcism of a Gangsta Rap song (which turns it into an old hit by Bread or something like that).

23

National Pie Day

To spotlight the wonders of pies. Contact: Charlie Papazian (303) 665-6489.

Weird pie cook-off... pie-eating contest... pie throwing contest... a find-the-gift-in-the-pot-pie contest.

Barbershop Quartet Convention

Sarasota, FL convention attracts 3,000 singing groups to meet, greet and sing. Contact: Brian Lynch (414) 653-8440.

Listener barbershop quartet contest, where they harmonize to songs like "Black Dog," Snoop Doggy Dogg's "What's My Name" and "Welcome To The Jungle."

24

California Gold Discovery

In 1848 near the California sawmill of John Sutter, employee James Marshall discovered gold, which led to the renowned gold rush.

Stage own gold rush at a client store, where gold jewelry is hidden in a waterlogged sand box... give prizes to listeners who can ID obscure "Golden Oldies."

25

US International Snow Sculpting Competition

Milwaukee event draws 100,000 to watch 25 nations send three-man teams to sculpt snow. Contact: Gene Kempfer (414) 272-5235.

Hold own snow sculpting contest; in warmer climes, have sand or chopped liver sculpting contest... have a snow/sand/chopped liver sculpting contest, creatively using station call letters; use winners in advertising... ship in some "international" snow to a huge icebox, where listeners can make snow sculptures.

26

Andrew Who's Birthday?

Andrew Ridgeley, the guitarist for Wham! whose career evaporated when former partner George Michael went solo, is 31 today. Right now, he's probably thanking God someone invented the concept of royalties.

Honor other "where-are-they-now?" figures... Talk to listeners who are maids or repairmen for cousins/acquaintances of celebrities... Play "where-are-they-now?" hits from long-forgotten artists.

27

Thomas Crapper Day

The man who invented the flush toilet mechanism (no sh—, er, kidding) died on this day in 1910.

Rent an outhouse, sticker with call letter bumper stickers and take to public events so people can go to bathroom for free. Make it special; have someone spray air freshener when they come out and have a small band or choir serenade them with soothing music while they do their deed... have listener invent "new" toilets... plunger-throwing-at-a-bull's eye contest.

Clash Day

Rockford, OH nursing home workers wear their most colorful mismatched clothing to beat winter doldrums and bring a smile (teeth optional) to the residents' faces. Just dress like your overnight guy. Contact: Dorothy Trisel, Shane Hill Nursing Home, 10731 SR 118, Rockford, OH 45882.

Hold a loudest clothes contest at a remote (a client clothing store)... stage a mismatched fashion show; give prizes to loudest outfits.

28

Backwards Day

In this rush-rush existence, take time to pause and reflect on your life's accomplishments, then dress backwards, eat backwards, walk backwards, etc. Last comes first. Be a Dallas Maverick or N.Y. Mets fan.

Play songs backwards; give prizes to listeners who can guess the song... have a desert-first dinner party at client restaurant... a backwards Olympics, where listeners compete in walk, talk, run and jump backwards races.

National Kazoo Day

Recognizes the kazoo as an instrument and promote its use among stroke patients, for what reason, God only knows. Or maybe someone at the Leader Nursing and Rehab Center (717) 263-0436 knows.

Listeners play today's hits with kazooes... give out station call letter kazooes at remotes... Have jocks "speak" on-air through a kazoo.

29

National Puzzle Day

To recognize different puzzle and games and their creators. Contact: Carol Handz (303) 575-1319.

Find the guy Rubik who created the Cube, put a contract out on his life... Create puzzles where listeners piece together the station call letters – quickest one done wins prizes... Between songs, play on-air Monopoly, Risk or Scrabble with a few listeners (jock does the dice rolling and is the bank).

30

National Popcorn Day

A salute to popcorn. Sponsor: Polly Peterson, KMJC-FM 100 E. Kimberly, Davenport, IA 52806.

Biggest popcorn ball contest... throw prizes in a swimming pool of popcorn; have listeners dive in for them... unusual popcorn food a la popcorn pizza, popcorn grits, chocolate-dipped popcorn, etc.

The Super Bowl

Religious observance for males, who discover the true meaning of life as we know it. Contact: your local bookie.

A special Super Bowl promotion page is coming in the first issue of the new year. Can't you just wait?

31

"There She Defects... Miss Albania"

In 1992, Valbona Selmillari, an unemployed 19-year-old was crowned the first Miss Albania of the poorest country in Europe. She won a trip to Italy, France and Germany, plus \$600 – equal to the average Albanian wage... for three years.

Stage a "Miss WXYZ" on-air contest with talent and phone come-on competition, then ask the final stupid-ass humanitarian question...

The Day After...

Men throughout the country feel a great sense of loss, emptiness and no reason to live. Why? Football season is over.

Hold "footballaholic" counseling sessions for cold turkey fans – and for their significant others, who now have to deal with the surly bastards... Stage a get-together mixer, where male listeners can be re-introduced and re-acquainted with their spouses/girlfriends... Start a "100-something Days 'Till Football" countdown... "bronze" the Biggest Couch Potato's sofa and replace it with something new to the most aggrieved football widow.

JANUARY

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

NETWORK FORTY SPOTLIGHT



WABB FM.... 97.5 FM

The Greatest Hits

1551 Springhill Avenue

Mobile AL 36604

(205) 432-5572 Office

(205) 432-2435 Music

(205) 438-4044 Fax

Dusty HayesProgram Director

Michael StuartMusic Director

Lori DuBoseAssistant Program Director

Music Calls:MF 11am-2pm

Bernard DittmanPresident/General Manager

Kelley Bell.....General Sales Manager

Chip MapolesProduction Director

Kathy RichardsonNews Director

Trey Matthews & Chris Smith..... 5:30 am-10:00 am

Lori DuBose..... 10:00 am-3:00 pm

Michael Stuart 3:00 pm-7:00 pm

Crash..... 7:00 pm-Midnight

Wild Bill Hooper Midnight-5:30 am

Ownership: Bernard Dittman

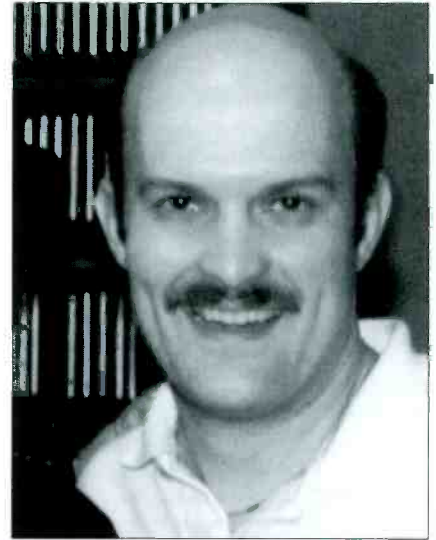
Consultant: None

GOIN' MOBILE

When you position a station with "10 In A Row Every Hour," it's obvious that the music is doing the talking. WABB FM's second-year PD Dusty Hayes says "music is king, but there's more to the station than just dead segs and sweepers. When we sweep from :53 to :34, we remain a foreground station with jocks who know how to personalize the liners and sell the station. We'll also throw in a morning show promo and contest during that sweep, so there's a lot going on between the hits."

WABB plays the hits in a unique town, one with a lot of history. "This city is the biggest port between New Orleans and Tampa. It sits on Mobile Bay. It's a blue-collar town with lots of factories. Scott Paper is a big employer here. Shipping is huge. The water is a big part of life here, whether you're talking business or recreation. Life revolves around the Gulf. There are a lot of beaches, so this market has a very outdoor-oriented lifestyle. You need to take that into account when programming. Because of that, we try to keep the tempo of the station up."

Hayes describes his station as "a Mainstream Top 40. If there's any lean to the station, it's toward Pop and Rock records and away from Urban and Rap. We will, of course, hit the best of those genres at times, but we'll traditionally be late. In fact, we just added the Tevin Campbell two weeks ago, after it had gone Top-5 nationally." Much of Hayes' musical decisions are based on the competitive radio situation in town. "We have 32 stations serving over 400,000 listeners. Some of the other big stations include WBLX, an Urban station that's very entrenched in the community and WKSJ, the Country station that's #1 in the market, as well as a good AC and a



Dusty Hayes

new Adult/Alternative station that's doing OK."

WABB's current promotion is "called the Payroll Game. We did it in conjunction with the local newspaper, *The Mobile Press-Register*. Listeners could pick up their entry forms in either the morning or afternoon editions. Once they sent their entries in, we would call out names every hour between 7 am and 5 pm weekdays. If someone called back within nine minutes, they went on our payroll at \$25 an hour. The next hour we'd call out another name and if they called back, they'd go on our payroll. Otherwise, the person from the previous hour continued getting paid. We've done this promotion for both the last Fall and Spring books and it's worked very well."

- Pat Gillen

11 AM SAMPLE HOUR

Bon Jovi
In These Arms

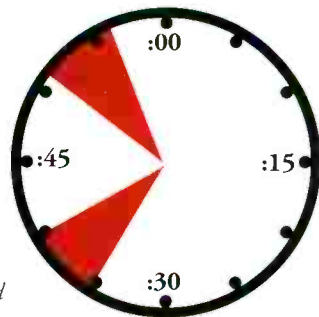
Dino
Ooh Child

Toni Braxton
Breathe Again

Michael Bolton
Said I Loved You...But I Lied

Toto
Rosanna

Meat Loaf
I'd Do Anything For Love (But I Won't Do That)



ON AIR SLOGAN

"WABB 97 FM, 10 In A Row Every Hour!"

Janet Jackson
Again

Gabrielle
Dreams

STOPSET
Billy Ocean
Loverboy

Joshua Kadison
Jessie

STOPSET
Madonna
Express Yourself

Phil Collins
Both Sides Of The Story

GOODY TO GO

GOODY

FROM THE FORTHCOMING ALBUM,
"TRUE TO LIFE" FROM

LISETTE MELENDEZ

HUGE MAJOR MARKET ACTIVITY!

BDS Detections: 562

BDS Audience: 10 Million

Added At:

Q106 San Diego KKRZ Portland

And More!

Airplay Samples:

Z90 San Diego	62
Hot 97.7 San Jose	50
KTFM San Antonio	43
KSOL San Francisco	38
Power Pig Tampa	33
KHKS Dallas	32
Hot 97 New York	24
KMEL San Francisco	23
WHHH Indianapolis	22
Power 106 Los Angeles	17

Plays

THE BOX
MUSIC TELEVISION
YOU CONTROL
#8 Requests!



Heavy!

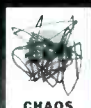
"This will cross over and be a mainstream hit! It's very accessible, and has a strong hook that you can't get out of your head!"

Tom Gjerdrun, MD Q106 San Diego

MAINSTREAM EDIT ON YOUR DESK DECEMBER 15th!

Eagle Eye Management and After Dark Management

Produced by Kendu for Kendu Productions, Inc.
Executive Producers: Andy "Panzer" Tripoli and Sal Abbatiello



CHAOS IS
A KICKIN' DIMENSION
OF COLUMBIA RECORDS



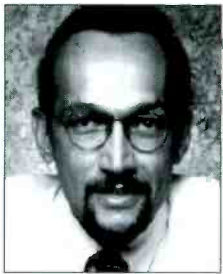
THIS IS THE YEAR THAT WAS... AND WILL BE

It's been an eventful year for Top 40 radio. As happens each year, the players change and the ideas along with them. In 1993, we've seen changes in ownership rules affecting the entire industry; we've seen the line between Alternative and Pop music continue to blur to the point where Alternative has become a legitimate staple of our format. We've seen the continuing niching of other formats such as Country, which has helped our format once again turn the corner towards prosperity. Each week in this column, we've attempted to continually track the events happening in and around our format; this week's Programmer's Conference Call is a look both at the past and the future.

This Week Featuring



TONY NOVIA
 OM, WSTR Atlanta



MARK TODD
 PD, KRQQ Tucson



ADAM COOK
 PD, WXXL Orlando

What were the most significant events of the past year as they relate to our industry?

TONY: Obviously, the biggest has to be duopolies. They have certainly changed the face of how radio operated in '93 and will operate in the future. It will be interesting to see how the caps go up as far as the ownership rules. What kind of players will crop up? Does it mean the end of mom-and-pop radio stations? If Mel Karmazin has his way and can buy as many radio stations as he wants, it's going to change the face of how we do the business. The divestiture of AT&T gave consumers a choice on a national service level, but I'm afraid radio is going to turn into such a conglomerate that it will ruin the dreams of broadcasters like me, who eventually want to go into equity ownership. This probably won't happen for the majority of people who dream of doing it. We have to ask if duopoly is really good for the consumer in the sense of keeping radio hungry, or will those duoped stations sit back on their laurels and say, "Hey, no one can touch us, we can do what we want." Ultimately, people in radio and the listeners will lose due to duopolies. On the positive, it can make the industry better if it's used and conducted in the proper way. It's really all in the spirit of the law.

MARK: Number one is duopoly. I'm one of those who believes it's good for the industry because more financially stable companies are taking over these people who are over-leveraged or who don't have any money to put into the facility to conduct research and do marketing. With duopolies, owners are investing money back into

the radio stations. The downside obviously is the downsizing.

ADAM: One of the biggest things that affects this radio station and our format in general is the new technologies of BDS and Soundscan and their continued growth in relation to the format. Both have made our jobs easier in sifting through the bombardment of information; some of it factual and some of it not. This type of information makes it easier to find out what's working across the country. There's really no hype involved; you can research reality. It's also been encouraging that the record companies have begun to rely on this information. Because of this, we've seen the death of the *Radio & Records* chart. It began two or three years ago, but it really died this year.

Is there one thing that stands above the rest as the most positive event for the Top 40 format?

TONY: There's no question. The positive thing that happened came from a negative. A lot of people, who will go unnamed, said this format was and is dead. Hearing this statement repeatedly really made a lot of good people in this business take a step back and look at the format again. They began asking the questions: "What are we doing wrong? Why are we chasing listeners to Country?" It gave us the grounds to self-examine exactly what we were doing wrong as a format and study ways to correct it. Since then, a lot of things have happened. The record companies understood our plight and supported us with new artists and new people. The programmers have taken a different look at their audience and I hope they continue to be alert. 1993 has been a year where Top 40 fixed itself when everybody said it's over and done.

MARK: The emergence of different types of music, specifically Pop/Alternative crossover, is one of the best things to happen to the format, along with releases from former core artists who were re-established. This was even more significant than the Pop/Alternative factor. These core artists have come out with music that appeals to multiple demographics in the past year.

ADAM: One thing would be the bombardment of Alternative crossover music this year. It gave a station



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LaFace

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BDS Audience Over 50 Million!



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KENNY G.



ARISTA

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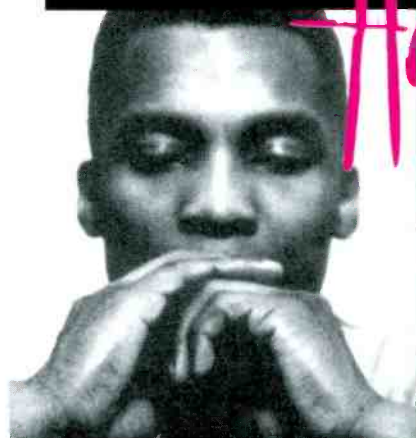
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KSOL	WPGC	FM102	Hot 97.7	KTFM
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		KTFM	KS104

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PROGRAMMER'S CONFERENCE CALL

like ours, which is a Mainstream Top 40, a lot more meat and potatoes as far as variety is concerned. Whereas before, we didn't play a lot from the Rock side, which tended to make the station Dance and rhythmic, all the Alternative crossover groups have given us a much more balanced playlist. It reminds me of '84 or '85 when Top 40 was really strengthened by a lot of different kinds of music.

How has the music influenced change in '93?

TONY: When artists like John Secada emerge and are researched, as opposed to the one-hit wonders, the music gets better. There is a huge gap between the superstars who emerged in 1984 when Top 40 was at its peak and what happened in the years that followed. Record companies – and I don't want to blame them; they were just part of the cycle – found out they could make instant dollars with other types of music like Dance and Rap. Their investments at the time weren't in the longevity of the bands. How many of the songs we got in the late '80s are in our power recurrent or Gold libraries today? Not a whole hell of a lot. The music coming out today and in the last year are from artists who have longevity like Jon Secada, Celine Dion and Clive Griffin. Griffin is an example of an artist on a new label who will stick with the artist and continue to develop him. The music has been the most positive thing about '93. I laugh at the people who sat on the sidelines saying it was over for this format.

MARK: There are far fewer disposable acts out there this year than in years past. When you look at an artist like a Toni Braxton, you know there is going to be life in her career. There's more substance to the music this year than in previous years and this is a trend we hope will continue for years to come.

ADAM: Program directors and music directors alike have become more open-minded to all types of music and aren't as narrow-minded as in years past. In the late '80s and early '90s, we niched our formats. PDs and MDs became focused on what would fit the niche formats and didn't really go out and ask the people what they thought. When you take into account some of the wild card songs that made it this year, despite the fact no one believed they would, it's interesting that we finally listened to the audience and began playing what

they wanted to hear. The key is servicing them; they're our customers and their needs change all the time.

How will current-driven radio will perform in '94?

TONY: I think 1994 is going to be better than this year. Look at record sales right now. There's an enthusiasm for the format from radio people and from good radio stations themselves, illustrated in the ratings growth and better demographics across the board. Everything has its cycle or life span and '94 is going to be our year. We just have to remember to keep being smart about what we're doing. We have to be a restaurant that provides great service and great food every single day, so people keep coming back over and over again. The minute we lose the focus we gained in '93, we'll lose our customers again. Of course, '94 is great for us in the sense we already have a sweeper on the air saying, "1994... they named the year after us." [WSTR-Star 94]

MARK: We'll see increases because there's more and more music coming out that only this format can play. This is significant because in the past we haven't had these types of records. A lot of acts and music out now (and about to come out) simply can't be touched by Hot AC and AC stations. Exclusive records for Top 40 is definitely good news for us and we'll see this continue in '94. I'm looking forward to more diverse music genres as opposed to pushing the same genre of music from every record label. There is a wider variety of music out there and we need to see this continue into next year to further the growth of the format.

ADAM: It's very positive going into '94. A lot of radio stations across the country are going to have a great year and continue on the path set in '93. There are a lot of smart programmers who have a vision for their radio stations and have kept it. They've resisted the temptations of outside influences and by doing so, have seen their radio stations grow. Everyone wants older demos and that's fine, but the ones who are succeeding are remaining true to the format. It goes back to the basic philosophy of playing the hits. If you're playing the hits now, you're winning and if you do it in '94... you'll keep winning.

—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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THE NETWORK FORTY, INC.

120 North Victory Boulevard
Burbank, California 91502
Phone: (818) 955-4040
Fax: (818) 846-9870

GARY F. BIRD
STEVE SMITH
Publishers
GERRY CAGLE
Vice President
General Manager

EDITORIAL STAFF

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Heart

Will You Be There (In The Morning)

 **ADD!**

 **ADD!**

 **ADD!**

New Airplay:

Q102!

WKBQ!

KS104!

WAQQ!

WNVZ!

B97!

G105!

WKDD!

WDJX!

A 403 BDS Increase!

WAPE 35*

WAPI 27*

B97 28*

WABB 25*

KZZU 26*

WYCR 29*

KKRD 22*

WWCK 21*

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Capitol

US3

Cantaloop

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 **Buzz Bin!**

 **ADD!**

 **ADD!**

 **ADD!**

**Playing On Over 96
Stations Including:**

Z100!	WHYT!	KUBE!
B97!	92Q!	WCKZ!
Q102!	WZPL!	WNVZ!
WJMO!	KHKS!	KTFM!
KPLZ!	WAQQ!	WPRO!
KISF!	B94!	WKQB!
WGTZ!	KQKQ!	KROQ!
91X!	KAGE!	WFNX!
WBRU!	99X!	Q101!
WZRH!	WHFS!	WCHZ!

**A 43% Increase In Single Sales!
A 74% Increase In Album Sales!**

Major Increases In These Markets:

New York!	Los Angeles!
San Francisco!	Boston!
Washington!	Atlanta!
Dallas!	Philadelphia!

**Now The Hippest Selling Record
On The Street!**

 **BLUE NOTE**

Ken Benson

Consistent Programming Savvy

INTERVIEW BY JEFF SILBERMAN

Ken Benson has experienced all the ups and downs of a typical Top 40 programmer, yet it would be unfair to call him merely average. Benson possesses the smarts, dedication and ambition to achieve consistent success. Taking the programming chair at a relatively young age, Benson has dealt with the disadvantage of his youth, then seen his career thrown into limbo when the format of the station he was programming was abruptly flipped. Nevertheless, Benson got back up, dusted himself off and restarted his career.

Now he finds himself comfortably ensconced at KKRZ, where he has helped solidify the station by playing a Pop/Dance mix to a market that's over 90% white. Benson clued Network Forty Editor Jeff Silberman into being consistently successful in a tumultuous business.



Is the first PD gig the hardest to get?

Usually, but I was very lucky. 95XXX Burlington was sold while I was there and one of the partners and GM of Triple-X was a partner in this new station in Saratoga, a really hip town just outside of Albany. It was an Easy Listening FM and they liked my work at Triple-X, so they hired me to be PD and take the station Adult Top 40.

The most difficult thing was being 22 and having a morning show guy who was 35. A lot of maturity and experience questions cropped up. It finally came down to them having enough faith in me. They knew I really had passion – and I'd work for very little money. So they gave me the job and I worked there for almost two-and-a-half years.

Was the maturity difference a problem?

Not really. Anytime you come to

a radio station, it takes time to get respect from the staff. If the air talent is older, it's easy for them to initially say, "This kid's been in the business for five years and I've been in the business for 15, so what does he know?" It takes time to do the right things and show them you're dedicated, you're in charge and you know what to do to build a good radio station. By exhibiting that kind of confidence, you earn their respect.

I head your tenure (and the entire format) at WRQN ended rather abruptly.

What happened?

The station was doing well, going head-to-head with the other Top 40, WVKS. We were beating them in the ratings, then they switched to a Dan Vallie Hot AC/Adult Top 40 direction, so at that point, we claimed victory. But the market got really depressed dur-

ing the recession and the owners decided to take it Oldies. I got a 5:00 am phone call from my overnight guy, who told me the GM walked into the studio and ordered that he play "Louie Louie" over and over. Which they did for 48 hours. It was terrible. I had a suspicion that something was about to happen a couple of days before, but I had no idea it would be that drastic. No one on the staff did.

How did you pick up the pieces and land the KQKQ gig?

I did what everyone else does when they're out of work – I networked with all the people I knew and talked to a lot of new people as well. Tracy Johnson was consulting KQKQ; he told me they were about to make a PD change there. I went balls-to-the-walls to get the job and I got it.

[Then-APD] Tom Gjerdrum and I had a great run there in a short amount of time. The timing was good and we were really lucky. We hired a whole new staff and turned the station around in one book, from an 8.6 to a 12.7, in the midst of a bad Top 40 cycle. We got a lot of press, which elicited some interest from a variety of major-market stations across the country.

It sounds like moving to a larger market was inevitable.

Yes, but originally I had no intentions of leaving KQKQ. It was a very difficult decision; I was torn over what I should do. I was very happy in Omaha. I hired almost everyone there; there was great chemistry at the station. But my goal has always been to work in a major market. After talking to GM

Bill Ashenden and falling in love with Portland, I felt this would be my best opportunity and I shouldn't miss it.

Besides the market size, what were the significant differences between Portland and Omaha?

At first, I was a little misguided. This market is over 90% white and after a couple of stops in the Northeast and Midwest, I've had fairly good luck programming mostly white Pop and Rock music. In Portland, an AM Urban only gets a half a share and there's no other Urban radio station, so the inclination is to believe that Rock is the way to go. Great American, which owns all Album Rock stations except for Q102 Cincinnati and KKRZ, also felt that was the way to go. So we experimented by playing more Rock music, but we realized fairly quickly that wasn't the way to go.

What brought about that realization? Did your ratings drop?

No, our ratings didn't go down, but our research, sales and requests told us it was the wrong way to go. So we backed off of Rock and emphasized Pop and Mainstream Urban and Dance hits. We slowly focused the music to a Pop R&B/Dance vein with very little Rock, Alternative and Rap. If the songs in those genres get big enough, we'll play them, but overall, it's a Pop/Rhythm radio station.

What's been the key to your success?

The overall heritage of the station – the Classic Rock station and KKRZ have the two highest unaided call letter recognition in the city – and our Morning Zoo has been on the air for 10 years. The station has also been extremely active and involved in the community for 10 years. Of course, being a heritage station also brings some baggage with it. We do our homework constantly to find out what that baggage is, to overcome it and program to our strengths.

How has the market shifted since you've been in Portland?

It's changed a lot in the past 18 months. There's more fragmentation going on. The Lite AC has switched to a Star format; the Hot AC and other the AC station have

become more aggressive marketers. There's an Alternative AM station getting noticed and rumors of an Alternative FM station are growing. These nonstop changes have made it more competitive.

With the ACs becoming more aggressive and focusing on 25-34, has that altered your target demo?

Our target is 12-34 with an emphasis on 18-34 women. Obviously, we own 18-24 in a huge way, but getting as many 25+ as possible certainly helps bring addition revenue into the station.

Have any other changes affected KKRZ?

We have [Portland Trailblazer forward] Buck Williams on the show every day and with the other guys here from four to 10 years, people are comfortable with us. They know what they're going to get.

So having a basketball star on your morning team doesn't hurt the show's female appeal?

The Blazers are the only major league franchise in Portland and with their success over the past few years, the whole city gets Blazer fever. Buck is such an extraordinary gentleman; he's a very real, sentimental 33-year-old veteran and not

THE LONG AND WINDING ROAD KEN BENSON

WPOB, Long Island	part-time airshift (high school)
WBAB, Long Island	intern, weekends
WXXX, Burlington	nights, afternoons/promotions
WQQY, Saratoga/Albany	Program Director
WTHT, Portland, ME	Program Director
WRQN, Toledo	Program Director
KQKQ, Omaha	Program Director
KKRZ, Portland, OR	Program Director

The Classic Rock station added [KLOS'] Mark & Brian on its morning show six months ago. Before that, our Morning Zoo was the most outrageous thing in the market. Now suddenly, these guys are here and they're more outrageous than us, which repositions us in the market.

In response, what have you told your morning show?

If anything, I've told them that competition is healthy because it improves their individual performance. We've ignored Mark & Brian so far. They're on a male-driven station. Their male numbers have gone up, but their female numbers have gotten worse, so we don't pay a lot of attention to them. We definitely emphasize our local angle.

some egotistic millionaire rookie. People love him.

You had one of the best Top 40 promo men in Gus Swanson, who has since moved up to Seattle. What did you look for in hiring his replacement?

We obviously looked at other radio stations and advertised in the trades, but we also looked for non-traditional candidates. We had over 200 candidates apply for the job. It came down to three people – two promotion people from other radio markets and the third was a Portland native with non-radio marketing experience. Portland-native Allison Jansky, who's in our target demo, is very passionate and aggressive and has considerable marketing experience.

You mentioned earlier that KKRZ will play the biggest Alternative, Rock or Rap hits. Does Snoop Doggy Dogg qualify?

We play Snoop Doggy Dogg once a night on our countdown and it has gotten a huge response. According to SoundScan, it's out-selling the #2 record in the market by a four-to-one ratio.

With those kind of figures behind it – and the fact that none of your competitors on the Hot AC or Rock sides are playing it – wouldn't that persuade you to give it more spins?

No. We have a strategic plan for KKRZ and before we add any record, we determine how it supports our strategic goals. Obviously, we're using this as a secondary record. No matter how big it gets, it won't be a full-time power record. It will be played at night to maintain our hip credibility with our younger audience. While we want to maintain our 18-24s, our goal is to grow the 25+ audience. It would be difficult to do that if we played this record more often.

You had that goal in mind when you and GM Bill Ashendon pulled off that "major announcement" stunt a couple weeks back. Although the image reposition raised your profile locally (you told us you were only changing the titles, but not the quantity of Gold), other trades reported that you were skewing in a Hot AC direction. Did that misinformation mar the positive impact of the stunt?

Absolutely not. Z100 is totally listener and market-focused and fortunately, none of our listeners subscribe to those publications.

Finally, you've achieved your goal of programming in a major market.

What's your next goal?

I've been in Portland for 18 months. My wife is from Portland; we like it here. It's fantastic working for Great American and having an excellent staff, so I'm in no hurry to leave. But to assume that I'll be working here or at any radio station for the next 30 years is insane. So, when the time comes, I'd like to program in a bigger market and get another success story under my belt. After that, consulting interests me as well as being a GM. Either way, I want to stay in radio. ■

PERFECTLY FRANK

Commentary by
Jeff Silberman

Since the average “rock critic” music journalist typically pulls a salary in the range of the average P-2 on-air MD, the saving grace of this profession is the perks – free records, concert tickets and the occasional opportunity to actually meet and delve into the minds of musicians and performers.

What really makes it worthwhile are those rare instances when one happens to land an interview with someone who got into music for reasons other than boinking desirable women, carte blanche substance abuse and making gobs of money. Discussing the art of music-making with people blessed with a true gift for creatively expressing their perspectives on the “real world” are often entertaining, thought-provoking and thoroughly unforgettable experiences.

Anyone fortunate enough to conduct interviews like that can always list them off the top of their head. Four of them instantly come to my mind: Bob Marley, Lou Reed, Johnny “Rotten” Lydon... and Frank Zappa.

Frank Zappa offered a captivating paradoxical appeal. There were his brilliantly performed and arranged Rock instrumentals that practically rocketed off the vinyl of albums like *Hot Rats*. Then there were the wise-ass, flippant and coarse diatribes against everything from the government and big business to TV and the hippie counterculture, all set to singalong Pop/Rock ditties such as “Don’t Eat The Yellow Snow” and “I Am The Slime.” In concert, Zappa always fronted the tightest ensembles imaginable; he basically orchestrated lengthy musical suites; one song seamlessly led into another, with segments of improvised horseplay thrown in (especially when he had Flo & Eddie singing lead).

The paradoxes never seemed to end. He was a true musical genius when it came to composition and arrangement, yet lyrically he often went straight below the belt to make his points. He abstained from drugs, which certainly couldn’t be said for his audience. He derided his audience’s drug, trend-following and consumer habits, yet he challenged them to keep up with his musical wizardry.

I was fortunate enough to interview him twice, both times at his home in the Hollywood Hills. During

the first interview, he was open, witty, sarcastic and a pleasure to talk to. The second time, in 1983, was a different story. He had tired of the mundane routine of recording and touring with a group. He preferred to hear perfected versions of his work, created via synthesizers, emulators and rhythm machines.

Obviously, discussing his role in the Rock world wasn’t something Zappa relished. In fact, the interview interrupted his current project; he was writing his own Classical works. He was well beyond the sphere of Mainstream music – and deservedly so.

“Is There
A Music
Lover In
The House?”

But it doesn’t do Frank Zappa justice to solely appreciate him for his considerable musical contributions. Just as important was the stand he took for artistic freedom, rights that the music industry seemed all too willing to concede. Believe it or not, it was *nine* years ago when Tipper Gore got together with her tea party friends to form the PMRC, which believed that Rock lyrics were responsible for teenage delinquency. Never mind the affects of our high divorce rate, the rising child abuse and runaway statistics and the record numbers of children living below the poverty line. Rock lyrics were the E-ride tickets to hell.

A Senate subcommittee held hearings on the matter. And what a spectacle it was. So-called “experts” recited lyrics from Motley Crue songs; one Senator held up the album cover of Def Leppard’s *Pyromania* and suggested that it would create a new generation of arsonists. It would all be out-and-out funny if you didn’t consider the fact that those political jellyfish would practically do anything to get re-elected – and if someone’s creative rights were trampled in the process, hey, that’s life in the good ole’ U.S.A.

So who testified to defend creative freedom? Who stood up to all the shit that was hitting the fan? The RIAA, an industry lobbying group with clout almost as influential as the Man-Boy Love Association. Did mainstream legends or the other “liberal” superstars show up to defend their artistic freedom? Apparently, they had more pressing commitments.

Frank Zappa was there. Unintimidated by the Congressional lynch mob, he sarcastically blasted holes in their media-friendly pontifications. Check out the video of Zappa’s testimony, and witness a true rarity: someone in Washington, D.C. with a backbone.

Unfortunately, Zappa didn’t have the clout to convince the panel with just the facts, so the RIAA bent over and accepted the explicit lyric warnings. They actually believed that labelling would end the witch hunt. *Right*. Legislation was soon introduced in Maryland and Louisiana to ban sales of stickered albums.

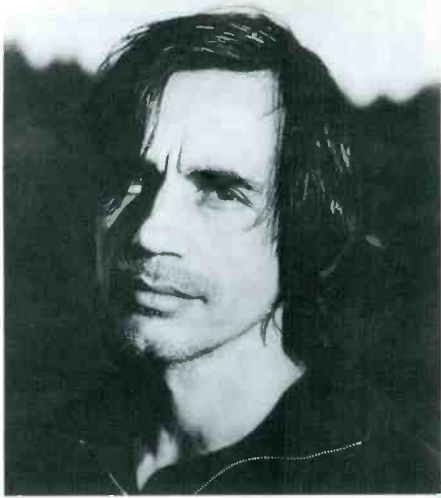
So Zappa went to Maryland and testified that the huge majority of kids who listen to music every day will grow up to live normal, law-abiding lives and “in some cases, even become legislators.” This time, he – *we* – won.

Frank Zappa gave this business far more than a library of sophisticated music creations and a few gimmicky hit songs. He was one of the few who refused to kowtow to the PC party line, who looked “The Thought Police” in the eye and told them where to stick it. He stood up for an industry that didn’t really support him. Yet without his efforts, radio would be that much closer to the era when it played the Pat Boones instead of the Chuck Berrys – and those *weren’t* the days.

Who’s left to stand up for the music and for radio’s right to play what the audience wants? To rebel for the sake of the music? Is there a music *lover* in the house?

We need a new Frank Zappa – a few of ‘em would be better – who realizes that the same muscle tissue that’s responsible for the sheer joy of artistic creativity is also responsible for suppressing it. As he succinctly put it in a doo-wop ditty on his classic album, *We’re Only In It For The Money*: “What’s the ugliest part of your body? Some say your nose, some say your toes, but I think it’s your mind.”

Until then, if radio programmers nationwide balance their commercial/image perspective with a little bit of the Zappa mentality, the music world will be better place to live – and work – in. ■



JACKSON BROWNE

I'm Alive



A/C Moves 15-13*

The premiere single and video from his new album *I'm Alive*.

Produced by Jackson Browne and Scott Thurston

Management: Donald Miller

**Album Sales Over 400,000!
Ten Day Orders Over 50,000!**

On The Air At:

WQUT	WRFY	WAAL	WZAT	KIOC	KTUX	WKEE	WKRZ	WHTD
WXSR	WBNQ	WDBR	WRKY	WBIZ	WPRR	WKMX	KTRS	KYYY
WAYV	WMC	KWMX	WMTX	KQKY	KQKY	KFAV	KSKG	KYIS
WSBG	WINQ	KMOK	KFBQ	KFTZ	KZFN	KIMN	WVAQ	WTWR

10,000 MANIACS

BECAUSE THE NIGHT

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NETWORK Moves 16-13*

MTV Heavy Rotation!

**SoundScan: 68,000 This Week!
Sales Over 900,000!**

Z100 49 Plays!	KIIS 23 Plays!	KQKS 18 Plays!	KPLZ 48 Plays!
WSTR 39 Plays!	WAQQ 52 Plays!	KRBE 26 Plays!	B97 38 Plays!
KKLQ 36 Plays!	KRQ 37 Plays!	KISF 21 Plays!	WZPL 18 Plays!
KDWB 24 Plays!	WKBQ 20 Plays!	WPRO 14 Plays!	WNVZ 14 Plays!
WXKS 17 Plays!	WKRQ 16 Plays!	WBZZ 29 Plays!	And Many More!



LINDA RONSTADT



HEARTBEATS ACCELERATING

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WINTER LIGHT

Produced by GEORGE MASSENBURG and LINDA RONSTADT with PETER ASHER
Management: IRA KOSLOW for PETER ASHER MANAGEMENT, INC.

Album Gold!

On The Air At:

WBIZ	WKFR	KMCK	WEZB	WYCR	KHTT	KISX	WBBQ
KTUX	WKRZ	WQGN	WWCK	WHTD	WXSR	KLYV	KISR
WRKY	WKMX	WAYV	WMC	WMTX	WRQX	WJJC	KMVR
KQKY	KFAV	KMOK	KCPI	KSKG	WBWB	WTWR	

A/C Moves 13-11*



On Elektra Compact Discs and Cassettes

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MUSIC MEETING

XSCAPE

"Understanding"

(SO SO DEF/COLUMBIA)

Already a Top-15 smash on *The Network Forty* Crossover chart, this soulful Atlanta quartet creates a buzz bigger than a New Year's Eve party. Consistently one of the most-requested at KKFR, KUBE, KDON, WIOQ and KSOL among others, the slow groover will dominate your phone action, too. After the Top-5 debut single, "Just Kickin' It," "Understanding" follows nicely and should garner similar, if not greater success. A "Best Bet" in this week's Morning Line on page 55.

ROD STEWART

"Having A Party"

(WB)

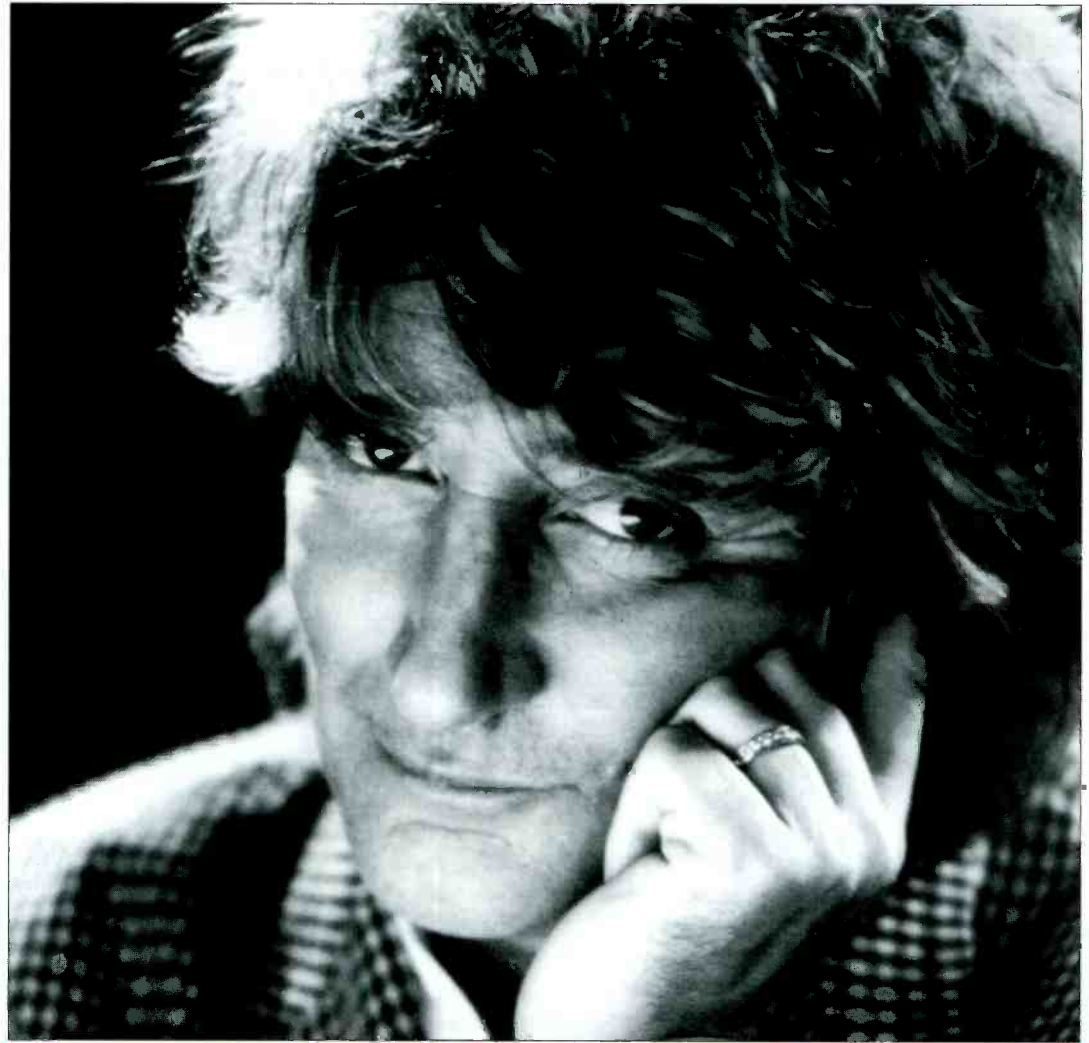
Proving to be a perfect stocking-stuffer for Christmas, *Rod Stewart Unplugged...And Seated* pulls the trigger on another surefire smash. Many stations nationwide caught news of this forthcoming release early and are spiking the live Jeff Beck remake. Crossing all demos and nearly all formats, Rod adds the sex appeal, sprinkling his magic again with this gem. No doubt about it, "Having A Party" grabs no-brainer honors this week. A "Best Bet" in this week's Morning Line.

DONALD FAGEN

"Snowbound"

(REPRISE)

Similar in style to his Steely Dan days, Fagan fuses Jazz, Pop and R&B into an Adult Top 40 hit. If your station is trying to reach the all-important 25-54



ROD STEWART

demo, then this accessible tune steps right up to the plate. The timing couldn't be better to head into the frigid months with a relatable song entitled "Snowbound." Breaking initially in the Midwest with other regions quickly following, the latest single from *Kamakiriad* is ready for rotation.

COLOR ME BADD

"Choose"

(GIANT/REPRISE)

The track radio could not wait any longer to play. Already blasting the airwaves at many majors, including KIIS FM, the second release from *Time And*

Chance displays power and emotion as heartbroken love unfolds in storybook form. Produced by mega-masters Jimmy Jam and Terry Lewis, "Choose" to be with the majority by adding this record.

FAST FORWARD

BIG ONES AROUND THE CORNER: I was fortunate to check out Richard Marx's upcoming single, "Now And Forever" (Capitol), performed live at his Hollywood house last weekend. This heart-tugging ballad was written by Marx to his wife, actress Cynthia Rhoades. The emotional, passionate

tune crosses your desk in late December and if last Saturday night's response was any indication, expect it to explode out of the gate... The next song from Phil Collins also cranks on your CD players around the first of the new year. Vintage Collins at his best, "Everyday" (Atlantic/AG) follows up a Top-10 smash... Another no-brainer due to be officially released in January is the Harry Nilsson remake by Mariah Carey, "Without You" (Columbia). Already receiving airplay at many majors, this track will keep Mariah's #1 streak alive.

-John Kilgo

U2

Stay (Faraway, so close!)

Over 50 Stations In 2 Weeks!

WXKS 30-27* Q99 Add!
FLY92 Add! KJTD3 Add!

- 89X 15-8* WRQK 19-12* WHTO 23-19*
- WHOB 25-20* WPLY 24-23* KW03 D-23*
- WWKZ 32-24* KKRD D-27* WSKS 40-28*
- KIOC 32-29* WRFY D-28* KWTO D-30*
- KMOK 38-33* WSBG D-34* CK105 D-35*
- KTUX D-38* KMCA D-38* KQIX 40-38*
- KFTZ D-38* KSKG D-38* WOVV 43-37*
- WKFR D-37* KIOK D-38* KTRS D-38*
- WKRZ D-38* WZAT D-38* KISR D-39*
- Y93 D-39* WCRG D-39* WTWR D-39*

The new track and video from Zooropa

 added in heavy rotation!

D-77* SoundScan Singles!

Please Check Your Local Single Sales!



MOST REQUESTED



WHTZ NEW YORK, CHIO THE HITMAN

1. Guns N' Roses, Since I Don't
2. Janet Jackson, Again
3. Pearl Jam, Daughter
4. Cher, I Got You Babe
5. Salt-N-Pepa, Shoop



KIIS FM LOS ANGELES, DOMINO

1. Salt-N-Pepa, Shoop
2. Mariah Carey, Hero
3. Adams/Sting/Stewart, All For
4. Snoop Doggy Dog, What's My
5. Guns N' Roses, Since I Don't



KKLQ SAN DIEGO, DAVE SMILEY

1. Janet Jackson, Again
2. Meat Loaf, I'd Do Anything
3. Mariah Carey, Hero
4. Mariah Carey, Without You
5. Celine Dion, The Power Of



WKRQ CINCINNATI, RACE TAYLOR

1. Meat Loaf, I'd Do Anything
2. Janet Jackson, Again
3. Tevin Campbell, Can We Talk
4. Cher, I Got You Babe
5. Def Leppard, Miss You In A



WPLY PHILADELPHIA, JIM KELLY

1. Meat Loaf, I'd Do Anything
2. Mariah Carey, Hero
3. Ace Of Base, All That She
4. Haddaway, What Is Love
5. R.E.M., Everybody Hurts



1. Cher w/Beavis And Butt-head, I Got You Babe
2. Snoop Doggy Dog, What's My Name?
3. Salt-N-Pepa, Shoop
4. Bryan Adams/Sting/Rod Stewart, All For Love
5. Janet Jackson, Again
6. DRS, Gangsta Lean
7. Mariah Carey, Hero
8. Bryan Adams, Please Forgive Me
9. Meat Loaf, I'd Do Anything For Love (But I Won't Do That)
10. Xscape, Just Kickin' It



KHKS DALLAS, VALENTINE

1. Mariah Carey, Hero
2. Salt-N-Pepa, Shoop
3. Meat Loaf, I'd Do Anything



KQKS DENVER, J.B. GOODE

1. Snoop Doggy Dog, What's My
2. DRS, Gangsta Lean
3. Culture Beat, Mr. Vain
4. Zhane', Hey Mr. D.J.
5. Xscape, Just Kickin' It
6. Reality, Yolanda
7. K7, Come Baby Come
8. Janet Jackson, Again



WKSE BUFFALO, KELLY NASH

1. Salt-N-Pepa, Shoop
2. Mariah Carey, Hero
3. Pearl Jam, Daughter
4. Snoop Doggy Dog, What's My
5. Ace Of Base, All That She
6. The Cranberries, Linger



WZEE MADISON, CATFISH COOPER

1. Janet Jackson, Again
2. Pearl Jam, Daughter
3. Adams/Sting/Stewart, All For
4. Meat Loaf, I'd Do Anything
5. Bryan Adams, Please Forgive
6. Bob Rivers, Walking Around
7. Culture Beat, Mr. Vain
8. Duran Duran, Fem Fetale



KJYO OKLAHOMA CITY, TOD TUCKER

1. Salt-N-Pepa, Shoop
2. Cher, I Got You Babe
3. Snoop Doggy Dog, What's My
4. Mariah Carey, Hero
5. Adams/Sting/Stewart, All For
6. Pearl Jam, Daughter
7. Ace Of Base, All That She
8. Zhane', Hey Mr. D.J.



KYIS OKLAHOMA CITY, MIKE ALEXANDER

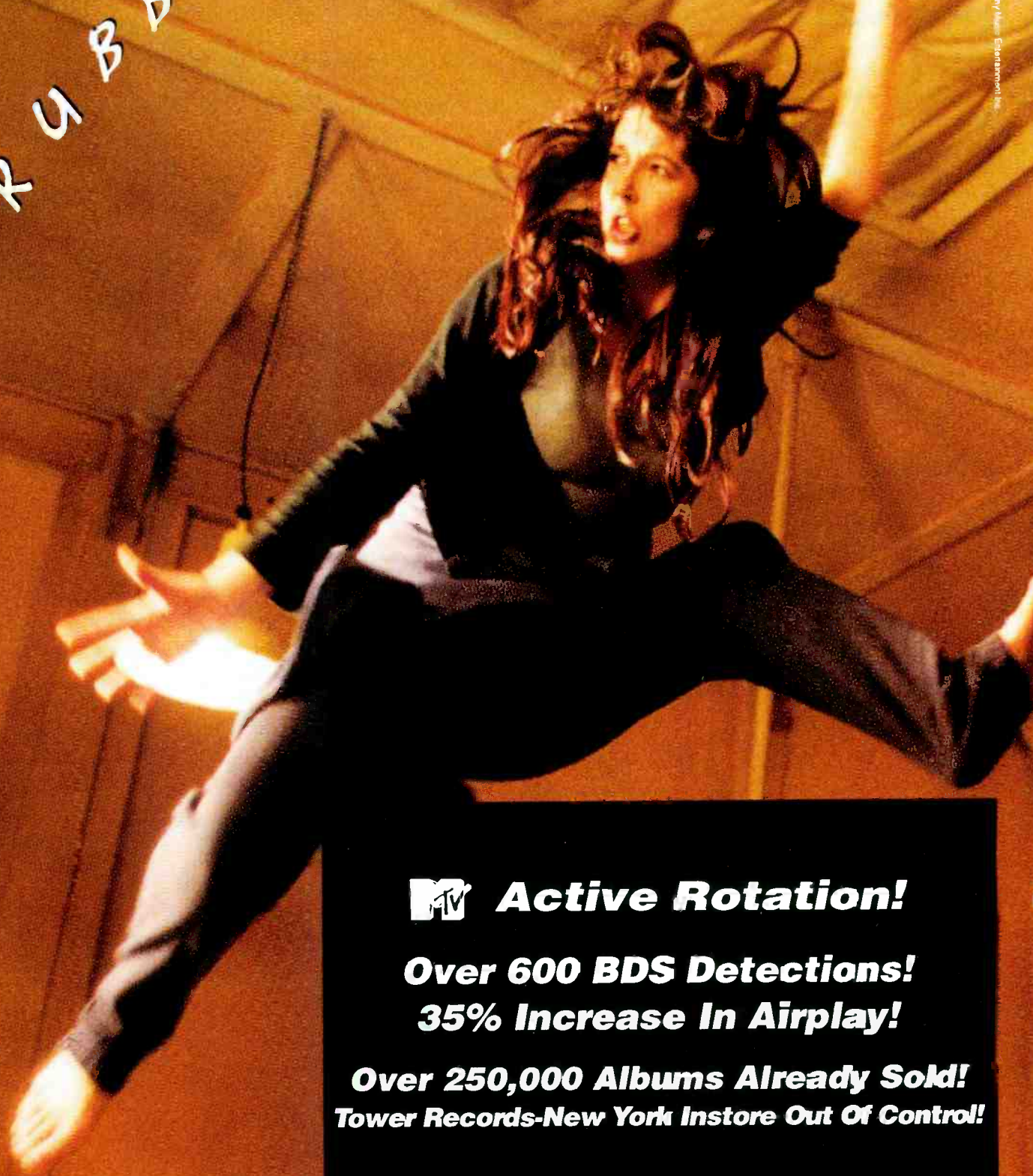
1. Adams/Sting/Stewart, All For
2. Bryan Adams, Please Forgive
3. Michael Bolton, Said I
4. Mariah Carey, Hero
5. The Cranberries, Linger
6. Meat Loaf, I'd Do Anything
7. Ace Of Base, All That She
8. Janet Jackson, Again
9. Bobby Brown, Something In



WKSS HARTFORD, MICHAEL MAZE

1. Salt-N-Pepa, Shoop
2. DRS, Gangsta Lean
3. Meat Loaf, I'd Do Anything
4. Xscape, Just Kickin' It
5. K7, Come Baby Come
6. Def Leppard, Miss You In A
7. Ace Of Base, All That She
8. Snoop Doggy Dog, What's My
9. Tevin Campbell, Can We Talk

KATE BUSH RUBBERBAND GIRL



MTV Active Rotation!

**Over 600 BDS Detections!
35% Increase In Airplay!**

**Over 250,000 Albums Already Sold!
Tower Records-New York Instore Out Of Control!**

COLUMBIA Written & Produced by Kate Bush.

MOST REQUESTED



WVSR CHARLESTON, T.J. STEVENS

1. Cher, I Got You Babe
2. Toni Braxton, Breathe Again
3. Michael Bolton, Said I
4. Tevin Campbell, Can We Talk
5. Mariah Carey, Hero
6. Babyface, Never Keeping
7. Jimmy Cliff, I Can See
8. Aerosmith, Amazing
9. UB40, Higher Ground
1. Mariah Carey, Hero



WFLY ALBANY, ELLEN ROCKWELL

1. Salt-N-Pepa, Shoop
2. Bryan Adams, Please Forgive
3. Janet Jackson, Again
4. Cher, I Got You Babe
5. Snoop Doggy Dog, What's My
6. Mariah Carey, Hero
7. Adams/Sting/Stewart, All For
8. K7, Come Baby Come
9. DRS, Gangsta Lean
10. 2Pac, Keep Ya Head Up



WKDD AKRON, SUE CRUISE

1. Bryan Adams, Please Forgive
2. Mariah Carey, Hero
3. Bobby Brown, Something In
4. Janet Jackson, Again
5. Def Leppard, Miss You In A



WPXY ROCHESTER, ARTIE THE ONE MAN PARTY

1. Snoop Doggy Dog, What's My
2. Salt-N-Pepa, Shoop
3. Pearl Jam, Daughter
4. Bryan Adams, Please Forgive
5. Cher, I Got You Babe



NIGHT PERSON

OF THE WEEK

MIKE CRUISE
WTCF Saginaw

1. Salt-N-Pepa, Shoop
2. Bryan Adams/Sting/Rod Stewart, All For Love
3. Snoop Doggy Dog, What's My Name?
4. Cher, I Got You Babe
5. K7, Come Baby Come



WKHI OCEAN CITY, RIP CURL

1. Salt-N-Pepa, Shoop
2. Meat Loaf, I'd Do Anything
3. Bryan Adams, Please Forgive
4. Aerosmith, Amazing
5. Culture Beat, Mr. Vain



Today's Best Music!

KIOK TRI-CITIES, MICHAEL DEAN

1. The Cranberries, Linger
2. Adams/Sting/Stewart, All For
3. Cher, I Got You Babe
4. Tevin Campbell, Can We Talk
5. Pearl Jam, Daughter



WKKS TOLEDO, KURT CRUISE

1. Bryan Adams, Please Forgive
2. Cher, I Got You Babe
3. Janet Jackson, Again
4. Meat Loaf, I'd Do Anything
5. DRS, Gangsta Lean



WXLK ROANOKE, MO FO

1. Bryan Adams, Please Forgive
2. Salt-N-Pepa, Shoop
3. Adams/Sting/Stewart, All For
4. Inner Circle, Sweat
5. Cher, I Got You Babe



WXKB FT MEYERS, JIM SHARP

1. Cher, I Got You Babe
2. Snoop Doggy Dog, What's My
3. Culture Beat, Mr. Vain
4. Salt-N-Pepa, Shoop
5. Xscape, Just Kickin' It



WRHT NEW BERN, CHRIS CROSS

1. Salt-N-Pepa, Shoop
2. Cher, I Got You Babe
3. DRS, Gangsta Lean
4. Snoop Doggy Dog, What's My
5. K7, Come Baby Come



WVIC LANSING, RYNO

1. Snoop Doggy Dog, What's My
2. Cher, I Got You Babe
3. Adams/Sting/Stewart, All For
4. US3, Cantalooop
5. Pearl Jam, Daughter



WGTZ DAYTON, WILBUR WRIGHT

1. Snoop Doggy Dog, What's My
2. DRS, Gangsta Lean
3. Salt-N-Pepa, Shoop
4. Cher, I Got You Babe
5. Adams/Sting/Stewart, All For
6. Mariah Carey, Hero
7. Joshua Kadison, Jessie
8. Salt-N-Pepa, Whatta Man



WMEE FORT WAYNE, TYLER AT NIGHT

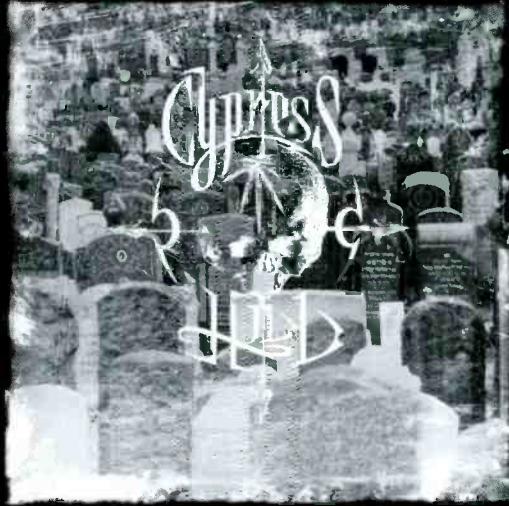
1. Meat Loaf, I'd Do Anything
2. Cher, I Got You Babe
3. Snoop Doggy Dog, What's My
4. Janet Jackson, Again
5. Bryan Adams, Please Forgive
6. Xscape, Just Kickin' It
7. Adams/Sting/Stewart, All For
8. Salt-N-Pepa, Shoop



KIMN FORT COLLINS, CHRIS HOLLAND

1. Janet Jackson, Again
2. Adams/Sting/Stewart, All For
3. Def Leppard, Miss You In A
4. Xscape, Just Kickin' It
5. Bobby Brown, Something In
6. Pearl Jam, Daughter
7. Toni Braxton, Breathe Again
8. Big Head Todd, Bittersweet

"WE
AIN'T
GOIN'
OUT
LIKE
THAT."



WE
JUST
AIN'T
GOIN'
OUT.

THE NEXT ONE.
CYPRESS HILL.

- OVER 2.6 MILLION ALBUMS SOLD WORLDWIDE ON THE STRENGTH OF ONE GOLD SINGLE - "INSANE IN THE BRAIN"
- "WE AIN'T GOIN' OUT LIKE THAT" - NEW ADD ON MTV™ - STRESS ROTATION
 - ALSO ON THE BOX AND BET
- RECENTLY MADE THEIR FIRST TV APPEARANCE EVER ON *SATURDAY NIGHT LIVE*

PRODUCED BY T-RAY. MANAGEMENT: BUZZTONE ENTERTAINMENT



COLUMBIA

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MOST REQUESTED

YES-FM

WYYS • 99.9FM / 100.3FM

WYYS ITHACA, DANGEROUS DEM JONES

1. Ace Of The Base, The Sign
2. K7, Come Baby Come
3. Meat Loaf, I'd Do Anything
4. Snoop Doggy Dog, What's My
5. Janet Jackson, Again
6. Adams/Sting/Stewart, All For
7. Rozalla, I Love Music
8. Jody Watley, Your Love



KZZU FM SPOKANE, CASEY CHRISTOPHER

1. Cher, I Got You Babe
2. Ace Of Base, All That She
3. Def Leppard, Miss You In A
4. Culture Beat, Mr. Vain
5. Meat Loaf, I'd Do Anything
6. Janet Jackson, Again
7. Heart, Will You Be There
8. Adams/Sting/Stewart, All For
9. Joshua Kadison, Jessie



WSPK POUGHKEEPSIE, SCOTTY MAC

1. Lisette Melendez, Goody
2. Snoop Doggy Dog, What's My
3. DRS, Gangsta Lean
4. Domino, Getto Jam
5. Wu-Tang Clan, Method Man
6. Toni Braxton, Breathe Again
7. Bryan Adams, Please Forgive
8. Rozalla, I Love Music
9. US3, Cantaloop

BREAKOUT ARTIST OF THE WEEK

AEROSMITH

"Amazing"



- | | | |
|------|------------|----|
| KZIO | Duluth | #2 |
| WKHI | Ocean City | #4 |
| KIXY | San Angelo | #5 |
| KYYY | Bismark | #6 |
| WIXX | Green Bay | #7 |



WFNH NEW BEDFORD, KEVIN PALANA

1. DRS, Gangsta Lean
2. Snoop Doggy Dog, What's My
3. Tevin Campbell, Can We Talk
4. Bobby Brown, Something In
5. Pearl Jam, Daughter
6. Salt-N-Pepa, Whatta Man
7. Hi-Five, Never Should've
8. 2Pac, Keep Ya Head Up
9. Robin S, What I Do Best
10. Lisette Melendez, Goody

92MOOSE Today's Best Music

WMME AUGUSTA, JEFF ANDREWS

1. Salt-N-Pepa, Shoop
2. Meat Loaf, I'd Do Anything
3. Pearl Jam, Daughter
4. Cher, I Got You Man
5. Adams/Sting/Stewart, All For



The Beach's Biggest Hits!

WBPR MYRTLE BEACH, JAMES GREGORY

1. Mariah Carey, Hero
2. Bobby Brown, Something In
3. Adams/Sting/Stewart, All For
4. Michael Bolton, Said I
5. Ace Of Base, All That She

WPST 97.5 FM

WPST TRENTON, DAVE MCKAY

1. Soul Asylum, Somebody To
2. The Breeders, Cannonball
3. US3, Cantaloop
4. Pearl Jam, Daughter
5. Smashing Pumpkins, Disarm



WRCK UTICA, B.B. GOOD

1. Salt-N-Pepa, Shoop
2. Cher, I Got You Babe
3. Janet Jackson, Again
4. Snoop Doggy Dog, What's My
5. Meat Loaf, I'd Do Anything



KISX TYLER, JEFF EVANS

1. Celine Dion, The Power Of
2. The Cranberries, Linger
3. Big Head Todd, Bittersweet
4. Xscape, Just Kickin' It
5. Def Leppard, Miss You In A
6. Adams/Sting/Stewart, All For
7. Ace Of Base, All That She
8. Inner Circle, Rock With You
9. 10,000 Maniacs, Because The



KDUK EUGENE, JONNY QUEST

1. Salt-N-Pepa, Shoop
2. Cher, I Got You Babe
3. Mariah Carey, Hero
4. Snoop Doggy Dog, What's My
5. Bryan Adams, Please Forgive
6. DRS, Gangsta Lean
7. Xscape, Just Kickin' It
8. Pet Shop Boys, Go West
9. Janet Jackson, Again
10. US3, Cantaloop



KYYY BISMARCK, BOBBY ROCK

1. Cher, I Got You Babe
2. Snoop Doggy Dog, What's My
3. Guns N' Roses, Estranged
4. Apache Indian, Boom
5. Def Leppard, Miss You In A
6. Aerosmith, Amazing
7. Prince, Peach
8. Xscape, Just Kickin' It
9. Pearl Jam, Daughter



WTFC SAGINAW, MIKE CRUISE

1. Salt-N-Pepa, Shoop
2. Adams/Sting/Stewart, All For
3. Snoop Doggy Dog, What's My
4. Cher, I Got You Babe
5. K7, Come Baby Come

"Rainbow's Cadillac"

Bruce Hornsby

Featuring Bonnie Raitt

Most Added At
Top 40!

Most Added At
Adult/Contemporary!

From The Critically Acclaimed LP
"Harbor Lights"!

"Betcha'll Never Find"

Chantay Savage

Exploding At
These Stations!

92Q Baltimore

WLUM Milwaukee

KKFR Phoenix

Z90 San Diego

Q99 Salt Lake City

Power Pig Tampa

TIC-FM Hartford

WHYT Detroit

KTFM San Antonio

KZHT Salt Lake City

WJMO Cleveland

WHHH Indianapolis

Hot 97.7 San Jose

WKSS Hartford

And Many, Many More!

"Always On My Mind"

PTV

Going For Adds This
Week At Top 40
Mainstream And
Rhythm/Crossover
Radio!

Exploding At Urban!

From The Mult Platinum LP
"It's About Time"



CROSSOVER

TM

STREETCHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
3	1	1	SALT-N-PEPA, Shoop	Next Plateau/London/PLG
4	4	2	TEVIN CAMPBELL, Can We Talk	Qwest/WB
1	3	3	MARIAH CAREY, Hero	Columbia
6	5	4	DRS, Gangsta Lean	Capitol
8	6	5	SNOOP DOGGY DOG, What's My Name?	Death Row/Interscope/AG
2	2	6	TONI BRAXTON, Breathe Again	LaFace/Arista
12	10	7	BABYFACE, Never Keeping Secrets	Epic
7	7	8	JANET JACKSON, Again	Virgin
11	11	9	2PAC, Keep Ya Head Up	Interscope/AG
18	13	10	XSCAPE, Understanding	So So Def/Columbia
5	8	11	XSCAPE, Just Kickin' It	So So Def/Columbia
9	9	12	ZHANE, Hey Mr. D.J.	Flavor Unit/Epic
15	14	15	ZAPP & ROGER, Slow And Easy	Reprise
10	12	14	HI-FIVE, Never Should've Let You Go	Jive
17	16	15	CULTURE BEAT, Mr. Vain	550 Music
13	15	16	ACE OF BASE, All That She Wants	Arista
21	17	17	BRYAN ADAMS, Please Forgive Me	A&M
22	20	18	BOBBY BROWN w/WHITNEY HOUSTON, Something In Common	MCA
25	24	19	JIMMY CLIFF, I Can See Clearly Now	Chaos
23	21	20	R. KELLY, Sex Me (Part 1)	Jive
27	23	21	DOMINO, Getto Jam	Outburst/ral/Chaos
26	25	22	MICHAEL BOLTON, Said I Loved You... But I Lied	Columbia
14	18	23	COLOR ME BADD, Time And Chance	Giant/Reprise
16	19	24	K7, Come Baby Come	Tommy Boy
28	27	25	SHAI, Yours	Gasoline Alley/MCA
19	28	26	GABRIELLE, Dreams	Go! Discs/London/PLG
24	26	27	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	MCA
34	32	28	LISETTE MELENDEZ, Goody Goody	Fever/ral/Chaos
31	30	29	COLLAGE, I'll Be Loving You	Metropolitan
32	31	30	UB40, Higher Ground	Virgin
37	35	31	BRYAN ADAMS/STING/ROD STEWART, All For Love	A&M/Hollywood
38	33	32	QUEEN LATIFAH, U.N.I.T.Y.	Motown
36	34	33	EAZY-E, Real Compton City G's	Ruthless/Relativity
—	36	34	JODECI, Cry For You	Uptown/MCA
—	37	35	US3, Cantaloop	Blue Note/Capitol
20	22	36	TONY TONI TONÉ, Anniversary	Wing/Mercury
—	38	37	A TRIBE CALLED QUEST, Award Tour	Jive
♦DEBUT	38	38	COLOR ME BADD, Choose	Giant/Reprise
♦DEBUT	39	39	MINT CONDITION, U Send Me Swingin'	Perspective/A&M
29	29	40	DAS EFX, Freakit	EastWest

most added

- Haddaway, Life (Everybody Needs Somebody To Love) Coconut/Arista
- Color Me Badd, Choose Giant/Reprise
- Lisa Lisa, Skip To My Lu Pendulum/ERG
- Rozalla, I Love Music Epic
- US3, Cantaloop Blue Note/Capitol
- Domino, Getto Jam Outburst/ral/Chaos
- Ultra Naté, Show Me WB
- Chantay Savage, Betcha'll Never Find id/RCA
- Funky Poets, Born In The Ghetto 550 Music
- Lisa Keith, I'm In Love Perspective/A&M

RHYTHMNATION

THE RAP ON RAP... Last Friday (12/3), KPWR held an open forum where the question, "Is Rap music promoting violence or reflecting society" was poised to the audience. From 7:00 to 11:00 am, calls were taken from listeners who expressed their views on Rap's impact. Spearheaded by PD Rick Cummings, the show was hosted by morning man Frank Lazano and featured Ice Cube, Queen Latifah, Luther Campbell, Public Enemy's Chuck D, *Rap Sheet* Magazine's Darrel James and other community activists. The response to this special forum was so large that another show was aired Monday (12/6) from 9:30 to 11:00 pm. These shows received major write-ups in the *LA Times* and *Daily News*. ABC News was also present, working on a future feature about this subject. See the News section for more details.

THE GIFT OF GIVING... Many Crossover stations are getting in the holiday spirit by running special promotions for the less-fortunate. WHHH is presenting "Home For The Holidays" with American Airlines, where listeners are either sent home or their families are flown in... XHTZ is holding a massive toy drive for underprivileged kids in conjunction with the *San Diego Auto Trader* magazine... KPRR is doing a "Toys For Us" promotion for families that can't afford to buy toys. Each family will receive \$100 worth of toys from Toys 'R Us... WTIC-FM is once again presenting their annual "Christmas Wish." Aimed towards needy people, "wishes" are granted to those who need food or clothing, or invalids who want to go home for the holidays. This promotion has run every year since the station first went on the air... KPWR broadcast live from the third annual "Power Of Giving" food drive in Los Angeles and Orange Counties to benefit the Union Rescue Missions last Saturday (12/11). In association with the Fox Television Network, the station raised over 10,000 pounds of food... and KWIN staffers will be giving away candy canes and Barney cassettes at local children's centers. They will also sing Christmas carols. A&R honchos should check this out, as PD Bob Lewis is a noted soprano!

MORE YULETIDE MADNESS... WPGC will be in the house for the "Night After Christmas Jam", which will feature Silk, Intro and U.N.V. When asked if MD Albie Dee had been a good boy during the past year, Promotion Assistant Andre Dawkins eloquently side-stepped the issue by saying, "[Albie] has been as good as he can possibly be"... We also asked WHHH PD Scott Wheeler if he was on Santa's "Nice" list. He replied, "I'm expecting a mixture [of gifts and ashes and switches] under the tree." More on who's been naughty and who's been nice in next week's *Rhythm Nation*... And knowing that most of us in this format are just big kids at heart, we've come up with the following gifts that are particularly suited for individuals in our business: 1. The Close-and-Play, 2. Sit and Spin, 3. Sega Genesis' Mortal Combat, 4. Let's Make A Deal and 5. Trivial Pursuit. Special thanks to Dana Landon and Bob Lewis, for without their expertise on children's toys, this list would not be possible!

—Wendi Cermak

in the mix

- DJ Blade, KJYK Tucson*
- | | |
|--|------------------|
| Collage, I'll Be Loving You | Metropolitan |
| Captain Hollywood Project, All I Want | Imago |
| Legacy, Stay With Me Tonight | DJ International |
| Haddaway, Life (Everybody Needs Somebody To Love) | Coconut/Arista |
| Lisette Melendez, Goody Goody | Fever/ral/Chaos |
| Sagat, Why Is It (Fuk Dat) | Maxi |
| RuPaul, Little Drummer Boy | Tommy Boy |
| Hugh K, Shine On | ZYX |
| Coolio, County Line | Tommy Boy |
| Jazzy Jeff & Fresh Prince, I'm Looking For The One (To Be With Me) | Jive |

AKINYELE

“the bomb”

Commercial MixShow Airplay!

Hot 97 New York

WRKS New York

WBLS New York

WNWK New York

Q102 Philadelphia

WUSL Philadelphia

WPGC Washington, D.C.

92Q Baltimore

KBXX Houston

WCKZ Charlotte

KJMZ Dallas

WOWI Norfolk

WHYT Detroit

WJLB Detroit

WGCI Chicago

WJPC Chicago

KMJM St Louis

KMOJ Minneapolis

WJMH Orlando

WJMH Greensboro

KMJJ Shreveport

WLWZ Greenville

WPEG Greensboro

WJBT Jacksonville

KMEL San Francisco

KKBT Los Angeles

KPWR Los Angeles

KUBE Seattle

KSFM Sacramento

And Many More!



**3rd Week In The TOP 10 And Moving Up!
Checking In At #7***

“It’s the shit. Sounds like Onyx with a great hook. The Bomb is the kind of phat jam you’d expect from Interscope.”

—Chuck Field OM, KSFM

**THE
ATLANTIC
GROUP**



A BEAT AHEAD

WHAT – NO MUSIC REVIEWS?... There are two records impacting across-the-board to be aware of; they are Xscape's "Understanding" (So So Def/Columbia) – which most of you are already on – and Color Me Badd's "Choose" (Giant/Reprise). Both are reviewed in John Kilgo's Mainstream Music Meeting. So, without further ado, bring on the dancing horses... er, new music...

WEIRD AND REVERED... Looking for something totally out of the ordinary? Grab a copy of William Burroughs' *Spare Ass Annie And Other Tales* (Island Red Label). Produced by Hal Willner and Michael Franti & Rono Tse of The Disposable Heroes Of Hiphoprisy, this is one of the strangest records I've heard all year. Burroughs is well known for his "Outer Limits" style of writing and nightmarish imagery. On the tracks "Spare Ass Annie" and "Did I Ever Tell You About The Man Who Taught His Asshole To Talk?," Burroughs' unique spoken-word delivery is joined at the hip with the Disposable Heroes' funky beats. A must for all those holiday parties!

WAX TRAX... Emotive Records is distributing the new label Gee Man Wax Records. Brought to you by Oscar Gaetan – half of the hot Murk production/remix team, Gee Man's releases will consist of Underground House and raw Hip-Hop. The first release is Guantanamo's "You Got To Feel It," a Deep Houser with intense male vocals. Contact Tedd Patterson at Emotive (212-645-7330) for more information on this new label... Haddaway's "Life (Everybody Needs Somebody To Love)" (Coconut/Arista) comes with a Trance remix, the Mission Control Mix by Gary Jones and Alex Trime

and a Break-Beat remix by the Bass Bumpers... George Clinton's "Martial Law" (Paisley Park/WB) comes on a double-pack in green and red vinyl. Could these colors have anything to do with the holidays or is it just coincidence?... From the album *Trance Odyssey* (C&S/MicMac), a four-cut spinner featuring Trance Media Network's "Psychedelic Experience" and N.U.K.E.'s "Underworld" is out for your mixing pleasure... Predecessors of the Ambient/Trance movement, Midi Rain are back with "Fire" (Vinyl Solution/Columbia) which features remixes by DJ Pierre, J. Rocca & J. Saul Kane and Ollie Dagois... And look for The Daou's "Give Myself To You" (Tribal/IRS) which was co-produced by Danny Tenaglia.

FREESTYLE AND BLOW-DRY... Profile is branching out in all directions these days – from Rap, Hip-Hop, Techno and House to Freestyle. Look for the re-release of Judy Torres' "Every Little Lie" to hit your desk in the next few weeks. It's already on the air at KMXZ... WWKX MD Jammer tips us off to Denine's "I Remember You" – the first cut on Metropolitan Records' *Viper's Freestyle Hit Parade*, which also contains Collage's "I'll Be Loving You." If you ever played Timmy T, Johnny O or Stevie B, then you can play Denine and Collage... Clay D is back with his first single, "That Booty In There" (Pandisc) from his new album *Out The Can*. This lead-off track features MC Nas-D and Aim To Please... Thump Records has three new releases for Old-School fans. *Latin Hip-Hop Bass Bomb* includes tracks by Johnny O, Nocera, Connie and Joyce Sims; *Lowrider Soundtrack Volume VI* includes MC Blvd's "Morenta," The Youngbucks' "I'm Pulling Girls," Egyptian Lover's "Egypt Egypt" and



WILLIAM S. BURROUGHS

Unknown DJ's "Basstronic," and *Old School Volume 1* includes such classics as Frankie Smith's "Double Dutch Bus," Parliament's "Flashlight," George Clinton's "Atomic Dog," Whodini's "Five Minutes Of Funk" and One Way's "Cutie Pie."

URBANIZED... A hot commodity at almost every format, the sisters of SWV make their way up the charts again with "You're Always On My Mind" (RCA)... Producers Denzil Foster & Thomas McElroy, known as FMob, are back with an Old-School Funk number titled "We Came To Move Ya" (EastWest), which features rapper Richie Rich... Our original pick from the KRS-One LP, *Return Of The Boom Bap*, is getting mad props from the street cru and Rap radio – "Sound Of Da Police" (Jive) is packing the floors of Hip-Hop clubs throughout the universe... And Del TheFunkyHomasapien is back with a

second album, *No Need For Alarm*, and a new single, "Catch A Bad One" (Elektra) which was produced by Casual.

SINGING IN THE NEW YEAR... I couldn't contain my excitement when I heard that Martyn Ware of Heaven 17 fame is currently in the studio with (drumroll, please) Erasure, producing their new album. Yep, that's right, groovy new tunes from Andy Bell and Vince Clark to keep us dancing throughout the new year! At this time, there is no information about a domestic release date or US tour, but the album will be out soon in the UK with a supporting tour to follow... Look for a new House/Tribal track from Alison Limerick to come out of the UK. Available on a promo-only double-pack, "Time Of Our Lives" (Arista-UK) was originally mixed by David Morales and features remixes by The Beloved.

–Wendi Cermak

JIVE'S ROLLIN' 'EM PHAT



**SISTER
ACT 2:
BACK IN THE HABIT**

Movie Premieres Nationally
December 10th!

LP Over 300,000!

Monitor: **Rhythm/Crossover #17!**
Mainstream D-40*

#8

Huge Requests Nationwide!

Rotating

Rotating

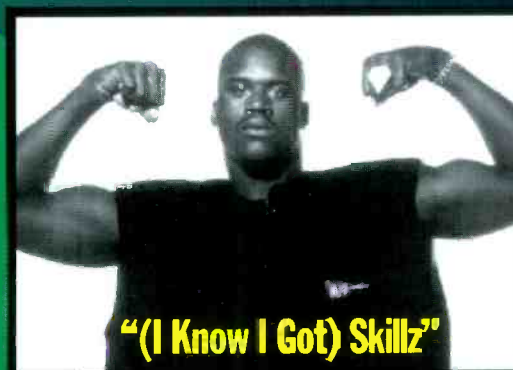
SHAQUILLE O' NEAL

New This Week At **KTFM San Antonio**
And **KKSS Albuquerque!**

A Slammin' Jam!

WHYT Detroit #7*
WJMO Cleveland 25-18*
WHHH Indianapolis #19*
WWKX Providence 28-27*
KBXX Houston On!
Hot 97.7 San Jose On!
WA1A Melbourne On!

WHJX Jacksonville 21-17*
KJMZ Dallas 21-19*
WZPL Indianapolis 31-22*
B96 Chicago On!
KTFM San Antonio On!
KPRR El Paso On!
And Many More!



"(I Know I Got) Skillz"

Rotating

#37 **Top 50**

750,000 LP's Sold!
Single Is Certified Gold!



550,000 LP's Sold!
513,000 Singles Sold!

R. KELLY "Sex Me (Part 1)"

#4 **Just Added At KBOS Fresno!** #4
Happening On These Stations!

WLUM Milwaukee 9* Hot!
KTFM San Antonio 16*
KMEL San Francisco 20*
WPGC Washington, D.C. 23*
Hot 97.7 San Jose 33*
KWIN Stockton 20*
WIOQ Philadelphia 26*
KUBE Seattle On!

92Q Baltimore 11*
KSOL San Francisco 18*
Power Pig Tampa 22*
KKFR Phoenix 24*
WJMH Greensboro 9* Hot!
KKSS Albuquerque 19*
KBXX Houston 12*
And Many More!

FM102 Sacramento 13*
WWKX Providence 20*
WHHH Indianapolis 23*
KJMZ Dallas 19*
KCAQ Oxnard 20*
KFFM Yakima 39*
WCKZ Charlotte 6*

TRIBE CALLED QUEST

600,000 LP's Sold!

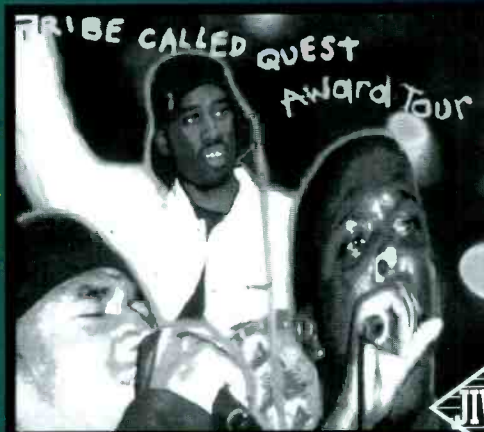
"Award Tour"

Added At FM102 Sacramento, WJMH Greensboro
And KWIN Stockton!

#12

Hot 97 New York #8*
KMEL San Francisco 18-14* Hot!
92Q Baltimore #19*
Power 106 Los Angeles 28-21*
KBXX Houston On!
KKFR Phoenix On!

WPGC Washington, D.C. #10*
WCKZ Charlotte 19-16* Hot!
Q102 Philadelphia 24-21*
WJMH Greensboro D-27*
FM 102 Sacramento On!
And Many More!



CROSSOVER

MOST REQUESTED

TM



WFLZ TAMPA, BONER

1. DJ Laz, Journey To Bass
2. 95 South, Whoot, There It Is
3. Rozalla, I Love Music
4. Toni Braxton, Breathe Again
5. Snoop Doggy Dog, What's My



KSOL SAN FRANCISCO, JOJO WRIGHT

1. DRS, Gangsta Lean
2. Salt-N-Pepa, Shoop
3. Toni Braxton, Breathe Again
4. Domino, Getto Jam
5. Xscape, Understanding
6. Snoop Doggy Dog, What's My
7. Shai, Yours



WQHT NEW YORK, BALTAZAR

1. Sagat, Funk Dar
2. Queen Latifah, U.N.I.T.Y.
3. Lisette Melendez, Goody
4. Mariah Carey, Hero
5. Snoop Doggy Dog, What's My



KUBE SEATTLE, CHET BUCHANAN

1. DRS, Gangsta Lean
2. Salt-N-Pepa, Shoop
3. Beavis & Butthead, Come To
4. Xscape, Understanding
5. Snoop Doggy Dog, Lodi Dodi
6. Jade, Looking For Mr. Do
7. K7, Come Baby Come



NIGHT PERSON OF THE WEEK

JOEY DEEE
KGGI Riverside

1. Snoop Doggy Dog, What's My Name?
2. DRS, Gangsta Lean
3. Xscape, Just Kickin' It
4. Zapp & Roger, Slow And Easy
5. Ace Of Base, All That She Wants



WIOQ PHILADELPHIA, JOE MAMA

1. DRS, Gangsta Lean
2. Salt-N-Pepa, Shoop
3. Xscape, Understanding
4. Snoop Doggy Dog, What's My
5. Wu-Tang Clan, Method Man
6. Shabba Ranks, Ting-A-Ling
7. Mariah Carey, Hero
8. Queen Latifah, U.N.I.T.Y.



WPOW MIAMI, RAFFI CONTIGO

1. Ace Of Base, All That She
2. Bryan Adams, Please Forgive
3. Salt-N-Pepa, Shoop
4. Toni Braxton, Breathe Again
5. Culture Beat, Mr. Vain
6. Inner Circle, Sweat
7. Adams/Sting/Stewart, All For
8. Michael Bolton, Said I
9. Def Leppard, Two Steps



KPRR EL PASO, VICTOR STARR

1. Snoop Doggy Dog, What's My
2. K7, Come Baby Come
3. All 4 One, So Much In Love
4. Salt-N-Pepa, Shoop
5. DRS, Gangsta Lean
6. Xscape, Just Kickin' It
7. 2Pac, Keep Ya Head Up
8. Shai, Yours
9. Cypress Hill, Insane In The



KKMG COLORADO SPRINGS, KEVIN KINCAID

1. Salt-N-Pepa, Shoop
2. Bryan Adams, Please Forgive
3. Janet Jackson, Again
4. Culture Beat, Mr. Vain
5. Xscape, Just Kickin' It
6. Zhane', Hey Mr. D.J.
7. Tevin Campbell, Can We Talk
8. Toni Braxton, Breathe Again
9. Ace Of Base, All That She



KDON SALINAS, DARRIN STONE

1. DRS, Gangsta Lean
2. Domino, Getto Jam
3. Salt-N-Pepa, Shoop
4. Snoop Doggy Dog, What's My
5. All 4 One, So Much In Love
6. Janet Jackson, Again
7. Shai, Yours
8. Eazy-E, Real Compton City



KCAQ OXNARD, ROSIE G.

1. Snoop Doggy Dog, What's My
2. DRS, Gangsta Lean
3. Mista Grimm, Indo Smoke
4. Zapp & Roger, Slow And Easy
5. Eazy-E, Real Compton City
6. Domino, Getto Jam
7. R. Kelly, Sex Me
8. Salt-N-Pepa, Shoop



KKXX BAKERSFIELD, KOZMAN

1. Snoop Doggy Dog, What's My
2. Salt-N-Pepa, Shoop
3. Bobby Brown, Something In
4. Zhane', Hey Mr. D.J.
5. Janet Jackson, Again



KGGI RIVERSIDE, JOEY DEEE

1. Snoop Doggy Dog, What's My
2. DRS, Gangsta Lean
3. Xscape, Just Kickin' It
4. Zapp & Roger, Slow And Easy
5. Ace Of Base, All That She

COMBINED SALES APPROACHING 1 MILLION UNITS!



**New At
KMEL San Francisco!**

Major-Market Spins!

**WJMN Boston
WCKZ Charlotte
WJMO Cleveland
Hot 97.7 San Jose
KZHT Salt Lake City
92Q Baltimore
KPRR El Paso**

the new album featuring
FREAKIT



Mega-Reaction!
Top-10 Requests!

PRODUCED BY: CHRIS CHARITY AND DEREK LYNCH;
CHARLIE "NOAH" MAROTTA FOR SOLID SCHEME MUSIC, INC.

S H S H
MANAGEMENT

 the return of the (under)groundbreaking sound

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CHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
1	1	1	PEARL JAM. Daughter	Epic
2	2	2	THE LEMONHEADS. Into Your Arms	Atlantic/AG
4	3	3	SMASHING PUMPKINS. Today	Virgin
3	4	4	GIN BLOSSOMS. Found Out About You	A&M
9	5	5	KATE BUSH. Rubberband Girl	Columbia
14	6	6	R.E.M. w/ NATALIE MERCHANT. Photograph	Rykodisc
21	8	7	CURE. Purple Haze	Reprise
7	7	8	THE BREEDERS. Cannonball	4AD/Elektra
13	11	9	DEAD CAN DANCE. The Ubiquitous Mr. Lovegrove	4AD/WB
12	10	10	MACHINES OF LOVING GRACE. Butterfly Wings	Mammoth/Atlantic/AG
8	9	11	JAMES. Laid	Fontana/Mercury
19	17	12	SOUL ASYLUM. Sexual Healing	Arista
27	26	13	BLIND MELON. Tones Of Home	Capitol
17	16	14	NICK HEYWARD. Kite	Epic
16	15	15	THE POGUES. Tuesday Morning	Chameleon/Elektra
—	35	16	NIRVANA. All Apologies	DGC
5	12	17	10,000 MANIACS. Because The Night(From MTV Unplugged)	Elektra
31	28	13	COUNTING CROWS. Mr. Jones	DGC
24	20	13	THE AFGHAN WHIGS. Debonair	Sup Pop/Elektra
26	21	20	U2. Stay	Island/PLG
22	22	21	BLUR. Chemical World	Food/SBK/ERG
23	23	22	TEENAGE FANCLUB. Hang On	DGC
25	24	23	INXS. Time	Atlantic/AG
40	27	23	MAE MOORE. Bohemia	Tristar Music
6	14	25	NIRVANA. Heart-Shaped Box	DGC
10	13	26	THE CRANBERRIES. Linger	Island/PLG
15	18	27	PEARL JAM. Go	Epic
—	39	23	STONE TEMPLE PILOTS. Creep	Atlantic/AG
34	31	29	THE BREEDERS. Divine Hammer	4AD/Elektra
32	30	30	CATHERINE WHEEL. Show Me Mary	Fontana/Mercury
20	25	31	CRACKER. Low	Virgin
38	38	32	ONE DOVE. White Love	ffrr
11	19	33	BELLY. Gepetto	Sire/Reprise
35	34	33	THE JULIANA HATFIELD THREE. For The Birds	Mammoth/Atlantic/AG
29	32	35	CONCRETE BLONDE. Heal It Up	Capitol
DEBUT	36	36	US3. Cantaloop	Blue Note/Capitol
39	37	37	CANDLEBOX. You	Maverick/Sire/WB
36	36	38	THE CONNELLS. Slackjawed	TVT
DEBUT	39	39	SWERVEDRIVER. duel	A&M
DEBUT	40	40	REDD KROSS. Jimmy's Fantasy	This Way Up/Mercury

GEN X

FREE FOOD!!! WKQX "Q101" Chicago hosted an intimate breakfast for 5,000 at a local club – and over 400 people had to be turned away. During morning drive, the station broadcast live acoustic performances from Matthew Sweet, Catherine Wheel, The Indians and Material Issue. Containers were passed around, collecting over \$15,000 dollars for the Green House Shelter, a home for battered women and children. Getting up with the overnighter, PD Bill Gamble said it was all worth arriving to work at 2:00 am and leaving 12 hours later. I knew I didn't *really* miss radio.

WHAT NICE BOYS: INXS have been making radio friends over the past few weeks, with lead singer Michael Hutchence and Tim Farris kicking out the jocks at WNNX 99X Atlanta to play their own faves for over an hour. Then it was off to Houston, where they invited dozens of KRBE listeners backstage for a meet-and-greet. A signed guitar was given away on the Houston station's morning show the next day. It was more of the same at WZRH New Orleans with more happy winners and another signed guitar!

SAVING THE WORLD: KITS "Live" 105 San Francisco gets the craziness of the holidays behind them by hosting their annual "Green Christmas," an event in conjunction with their year-round "Save The Planet" promotions. This year's line-up of acoustic performances include Porno For Pyros, The Lemonheads, Cracker and seven other Modern Rock acts – with the big name of the evening being Mr. Tony Bennett. Proceeds go to the Wilderness Society.

IN THE MIX: Martyn Ware of Heaven 17 fame is currently producing the new album by Erasure. They should be done recording on Christmas day and then they'll start on the mix-down. A UK album will be released sometime next year and a supporting tour is scheduled. No info yet on American plans... Got a in-studio glimpse of the new Inspiral Carpets album in production. The single, "Saturn 5," comes in six versions, ranging from subtle guitars to dance rages - definitely one to look forward to in the new year.

WHAT'S IN A NAME: Paul Hardcastle of "19" and "For The Love Of Money" fame has turned his attention to UK label Om Records, who are currently working a single by the group First Light called "Love Bomb." Seems that Hardcastle isn't too happy; he also has a band called First Light. Om Records' First Light have now become First Life.

REGRETS: Former Gin Blossoms guitarist/songwriter Doug Hopkins committed suicide this past weekend. Hopkins, 32, had been fired from the band in April of '92 presumably due to acute depression and alcoholism. As the primary writer for the band, Doug left us with great music that includes the band's highest charting single, "Hey Jealousy" and their current single, "Found Out About You." He'll be missed.

For more Alternative news, half-truths and outright lies, see page 6.

- Karen Holmes

Fax Your Alternative

PN's

818-846 9870

Frankly Speaking: Copsidas' Alternative Ventures

Second of a Two-Part Series on Owner/Programmer Frank Copsidas

Tucked away in Atlanta is Z Estate, the home office of Frank Copsidas's expanding radio and music empire. Copsidas explains that when he took over WCHZ Augusta in '91, "there wasn't much of a concert scene, so we started one. We started a concert promotion company in conjunction with the station to entice bands to come here and play. When a band comes into town, we make sure they really have a good time. We've developed some very close relationships."

Frank has just gotten into band management. His first client is Gene Loves Jezebel. "I met the band in Dallas at KEDGE's 'Edge Show' and again in New York. We struck up a friendship. A couple of weeks after hanging with them, Jay Aston called to ask me if I would consider managing them. So, we met again in New York. Jay is 'good people' and that's what I look for. I like Jay as a friend and I have a tremendous amount of respect for him. So, I know I can work with them. I feel privileged to be a part of all this."

Naturally, Copsidas, still keeps an eye out on opportunities to expand his radio group. "I constantly have offers to purchase radio stations. We just purchased KTOZ in Springfield, MO. There is a great college scene there. I'm so happy to have this sta-

tion, but quite frankly, I had to look up on a map to find where Missouri was, let alone Springfield, when I heard the station was available."

Buying KTOZ and KCWX in Montana is all part of a bigger plan to expand. "We will expand by bringing in investors for the individual stations and not in the business as a whole. That's how we can continue to grow without waiting 10 years." Despite tight economic times, Frank has continued to grow successfully. New investors are taken in with each project and since they can't buy into more than one entity of the business, no one investor can manipulate or take control.

The goal is to own several stations with full programming and air staffs; during the evening from 7:00 pm to 6:00 am, all the stations will broadcast satellite-delivered radio from the new Atlanta corporate offices. "I want it to be the MTV of radio with global broadcasting to night listeners who are usually under the age of 25."

Ex-KXRR Salt Lake City MD Dom Casual is Frank's new right-hand man. They met at the New Music Seminar last spring. "I have tremendous respect for him," Frank says. "My goal with Dom Casual is to turn the world of radio upside down. As the OM, he relieves me from a lot of the daily functions. Kim Saade just joined

us as well; she previously was with Ichiban Records."

However, finding good employees has not been easy for Frank. "I trust people probably more than I should and I've been burned. It's like falling off a cliff. But, I haven't learned to distrust people as a whole. My days in the Red Cross probably instilled my faith in people. You have to trust them and do your best." Frank makes his employees part of the business by planning to offer stock options. "I spend a lot of personal time with my key people," he says, "but there is a line you have to draw on how involved you should get. I learned not to be a savior to everyone. That's hard to learn. It takes a lot of self-control."

Copsidas then explains his music philosophy: "We take a certain moral stance in our programming. Just because a record's out doesn't mean it should be played. You have a responsibility to everyone who is listening. We are an entertainment station, but we don't push edges. We are very com-

munity-minded. We are completely involved and we try to play pretty safe. But we always have a lot of fun with our co-workers and listeners."

Copsidas is not averse to playing a few mind games himself. Once he invited Dennis Daniels from WDRE to the station to help out with production. Frank with his associates went into the production studio and created the worst radio ever on tape. "We sent 'Z' J Zack Miller to pick Dennis up in his VW Bug, playing the tape. Dennis was under the impression he was listening to the station. We had him hanging out the window holding a coat hanger in an attempt to get good reception. By the time he arrived, he thought he could never help us. He was hysterical; he didn't even believe us at first when we told him the truth," Frank recalls. "If you can't have fun with what you are doing, it's time to pack it in. That's one thing radio has lost - a lot of fun. Listeners always complain about there being no new music and that radio is boring. Why? Because the spontaneity has been lost. Radio is one of the few mediums done live and that's the beauty of it. There are so many bean-counters out there - owners and programmers are afraid to take risks. Their play-it-safe mentality makes for a boring industry."



Frank's Early DJ Days, 1975

LUCY'S FUR COAT

"Treasure Hands"

(RELATIVITY)

The latest proteges of San Diego, Lucy's Fur Coat (whose name we're sure has nothing to do with America's favorite redhead), take no prisoners with their new record. With personal backgrounds atypical of many bands, they could be a self-contained business with singer Charles Ware doubling as an attorney, guitarist Mike Santos an accountant and bassist Rob Brown an engineer. But the reputable careers quickly fade with the raunchy high energy sound of their first single, "Treasure Hands." Rich, deep vocals accompany guitar-driven angst to create an in-your-face sound. Already on the supportive hometown station XTRA "91X," the debut album *Jaundice* is well worth the wait. Hey,

guys, could you use a trade geek in your entourage?

CONCRETE BLONDE

"Mexican Moon"

(I.R.S./CAPITOL)

Radio's love affair with Johnette Napolitano and Concrete Blonde grows stronger with the title track to their album, *Mexican Moon*. Replete with a Spanish flair (hence the title), singer Napolitano's passion for ethnic styles soars in this soulful, spiritual and simply beautiful single. Rich, soft-spoken lyrics sail over acoustic guitar seascapes. This entire album is meant to be heard on the open road. Program in drive times.

A TRIBE CALLED QUEST

"Award Tour"

(JIVE)

With a #4 debut on *Album Network's* Expand-O Retail chart, a stop-look-listen approach is in order! With a groove finding a niche at Alternative radio with the likes of US3 and pioneers like Dignable Planets, A Tribe Called Quest blends an array of instrumental medleys with smooth, melodic Rap-style vocals. Even more astonishing than this trio's retail performance is the diversity of its following many being in the white upper demo. From their

third album, *Midnight Marauders*, other notable tracks include "Oh My God" and "Lyrics To Go."

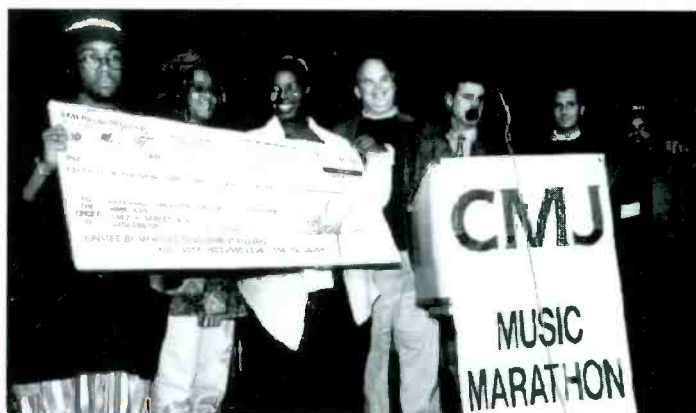
- Karen Holmes





▲ **STILL BREATHING AFTER ALL THESE YEARS**

Enjoying Elektra superstar Jackson Browne's NYC concerts were (l-r): Artist Relations/Promotion Sr. Dir. Lisa Frank; Alternative Music Dir. East Coast Jonathan Rifkind; Marketing and Product Development Sr. VP Ellen Darst; A&R Sr. VP Joe Wissert; Pop Promotion, National Secondaries Dir. Tracy Leshay; Product Development VP Jim Henke; Jackson Browne; Video Promotion and Marketing Sr. Dir. Lauren Spencer; and Promotion Sr. VP Jon Leshay.



▲ **ARRESTED HOMELESS**

ERG artists Arrested Development donate \$54,000 in royalties of their hit, "Mr. Wendal," to the National Coalition for the Homeless. (L-r): AD's Speech, Nadirah and Aerle Taree; NCH's Fred Karnas and Mike Gabricani; and ERG President/CRP Daniel Glass and Sr. Dir. Rap Music Lindsey Williams.



▲ **SOME MEAT, A PARTRIDGE AND A HORSE**

L-r): Meat Loaf and Danny Bonaduce do the arm-in-arm thing with WZEE Madison PD "Mr. Ed" Lambert.



▲ **ARM FOLDING ANONYMOUS**

Defly playing "Hide Your Hands" are (l-r): Atlantic Records Promotions' Steve Ellis, Phil Collins and WHITZ "Z100" New York VP/Dir. Operations & Programming Steve Kingston.



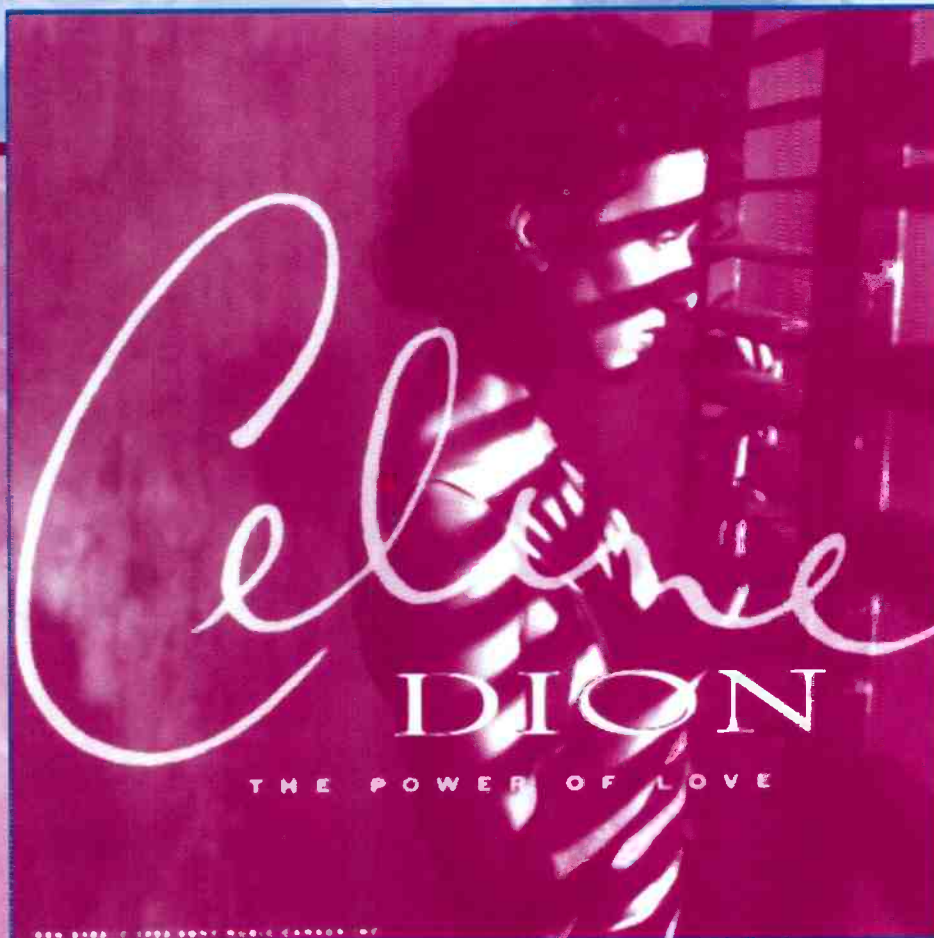
▲ **WHOOMP! HERE THEY ARE!**

Rapping via hand signals are: DC The Brain Supreme of Tag Team, Creolo D of Duice, Will Smith "The Fresh Prince," LA Sno of Duice and Steve Roll'n of Tag Team.



▲ **HEART 2 HEART**

Heart debuted material from their new album, *Desire Walks On*, in a special acoustic performance in L.A. (L-r): Capitol Records' Exec. VP Ralph Simon, Heart's Ann and Nancy Wilson, Capitol Pres./CEO Gary Gersh and Heart guitarist Howard Leese.



Moves 38-31*

+ Most Added!



Airplay = huge phones = sales!

Q106 Top 5 Adult Phones!
 FUN 107 Top 15 Adult Phones!
 WZOQ Immediate Phones!
 STAR 94 #10 Phones!
 WWCP Top 15 Phones!
 WZKX Top 10 Adult Phones!

KISN Top 5 Phones!
 WMGV Smash! Top 10 Females!
 WPRR Top 5 Phones!
 WAPE #1 18-34 Phones! #7 Overall!
 WMMZ Top 10 Phones!
 KYYY #17 Phones!

Also Huge At WPRO, KG95, WVIC, B97, & WKEE!

17 ADDS!

1213 BDS Detections! (Up 358 Plays From Last Week!)

Audience Reach 10 Million! (Up 50% From Last Week!)

****66-44* SoundScan Singles Chart!***

Over 10,000 Singles Sold This Week! (Up 50% From Last Week!)

****76- *56 Top 200 SoundScan Album Chart!***

17,000 Albums Sold This Week!

Appearance On CBS This Morning December 9!
 Appearance On David Foster's NBC Christmas Special December 10th!



nirvana
pearl jam

cyrus

the breeders



"LIVE AND LOUD"

a concert
simulcast with
the album network
new year's eve

10pm Eastern 10pm Pacific

for details call the network forty immediately! (818) 955-4040.



VIRTUALLYALTERNATIVE



{BORN JAMERICANS}

COMING STRAIGHT UP WITH THE

"BOOM SHAK A-TACK"

THE FIRST SINGLE
FROM THEIR DEBUT ALBUM

Huge Airplay:

WJMN Boston

WPGC Washington

92Q Baltimore

HOT 102 Milwaukee

WCKZ Charlotte

Also Playing:

KMEL San Francisco

KBXX Houston

WJMO Cleveland

KZHT Salt Lake City

WJMH Greensboro



VIDEO ADDED AT:



Produced by Chuckie Thompson for Thompson & Thompson Creations
Co-Produced by Born Jamericans & B.J. Productions
Management: Kitson Walker & Keith Lawson for Walker Entertainment Inc.
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EXCLUSIVE ROTATION

- Aerosmith "Amazing"
- Cher w/Beavis And Butt-Head "I Got You Babe"
- Guns N' Roses "Estranged"
- Metallica "Fade To Black"
- Nirvana "All Apologies"

HEAVY ROTATION

- Tom Petty & the Heartbreakers "Mary Jane's Last Dance"
- Janet Jackson "Again"
- Snoop Doggy Dog "What's My Name?"
- Stone Temple Pilots "Creep"
- U2 "Stay"

BUZZ ROTATION

- The Breeders "Cannonball"
- The Cranberries "Linger"
- The Lemonheads "Into Your Arms"
- US3 "Cantaloop"

STRESS ROTATION

- 10,000 Maniacs "Because The Night"
- Ace Of Base "All That She Wants"
- Bryan Adams "Please Forgive Me"
- Bryan Adams/Sting/Rod Stewart "All For Love"
- Blind Melon "Tones Of Home"

- Toni Braxton "Breathe Again"
- Mariah Carey "Hero"
- Gin Blossoms "Found Out About You"

NEW ON 120 MINUTES

- The Mighty Mighty Bosstones "Don't Know How To Party"
- Curve "Missing Link"
- The Wonderstuff "Full Of Life"
- The Breeders "Divine Hammer"
- Superchunk "Package Thief"

NEW ON YO! MTV RAPS

- Domino "Getto Jam"
- Nefertiti "Miss Amutha Nature"
- KRS-One "Sound Of Da Police"
- Coolio "County Line"

ADDED THIS WEEK

- Cher w/Beavis And Butt-Head "I Got You Babe"
- Tom Petty & the Heartbreakers "Mary Jane's Last Dance"
- PM Dawn "You Got Me Floatin'"
- Queen Latifah "U.N.I.T.Y."
- Frank Sinatra w/Bono "I've Got You Under My Skin"
- Dig "Believe"
- Deep Forest "Sweet Lullaby"
- Donald Fagen "Snowbound"
- Alan Parsons "Turn It Up"

The Breeders	Boise ID.....	Dec 15
	Spokane WA.....	Dec 16
	Vancouver BC.....	Dec 18
En Vogue	Uniondale NY.....	Dec 27
	Baltimore MD.....	Dec 28
	Charleston WV.....	Dec 30
Janet Jackson	Pittsburgh PA.....	Dec 15
	New York NY.....	Dec 17-18
	Providence RI.....	Dec 28
Madonna	Tokyo JAP.....	Dec 13-14
	Tokyo JAP.....	Dec 16-17
	Tokyo JAP.....	Dec 19
Meat Loaf	Cardiff ENG.....	Dec 17
	Dublin IRE.....	Dec 19
	Belfast IRE.....	Dec 20

The Pie Chart



Percentage of Network Forty readers who think the following are out of focus:

- Clinton's foreign policy.
- The Hubble telescope.
- WWKX's Jammer.

ETCETERA

by Dwayne Ward

Gaper's Block: There's a **Cindy Crawford** pictorial in the latest *Rolling Stone*. It's a 10-page spread and we think she looks great as a blonde.

Meanwhile, hubby **Richard Gere** is quoted as saying "Cosmetically, there is nothing wrong with being heterosexual, homosexual or omnisexual." This is what happens when you get one too many facials.

President Clinton has invited **Paul McCartney** to give a '94 White House concert. No date has been set yet.

It would, for the first time, offer visual proof that **Hillary Rodham Clinton** and **Linda McCartney** are not the same person. ...Well, have you ever seen them together?

In a new syndicated half-hour series, the **Pink Panther** gets a voice. We think this is blasphemous.

You can now rent cellular phones from a vending machine. InstaFone rents cellars for \$4.95 a day. Charges billed to credit cards.

Remember the story about how the heirs of **The Three Stooges** are suing because of unpaid royalties? Now they've hired a new dude to their legal team. He's **Bela Lugosi**, son of the legendary actor who played Dracula.

Strained Bedfellows: Guitarist **Richie Kotzen** was kicked out of **Poison** after getting caught in the sack with drummer **Rikki Rockett's** girlfriend.

A unauthorized biography of **Oprah Winfrey** claims she improperly won the Miss Black Nashville pageant in 1972. There weren't any Blacks in Nashville in 1972! Oops, check that - there was **Charlie Pride**.

Pauly Shore has a new movie coming out about the U.S. Army. Shore calls the movie a cross between *Stripes* and *Full Metal Jacket*. We call Pauly a cross between **Chuck Woolery**, **Garth** from *Wayne's World* and a rutabaga.

According to the new *Forbes* magazine, **Michael Jordan** remains as the richest athlete, earning a paltry \$36 million this year. Boxer **Riddick Bowe** came in second with \$25 million. **Joe Montana** stays at the top of the football pile, earning \$11.5 million this year.

From *Creem* magazine's review of the new book about **Nirvana**: "There's brain activity under those lank, greasy mops. Still, many of Kurt and company's pronouncements have an unfortunate *Beavis & Butthead* quality to them." Unfortunate to whom?

Tony! Tony! Tony! Seems the latest rage in Alternative

music is none other than **Tony Bennett** - the "heart in the San Fran" crooner. He sang four songs at a WHFS-FM "Acoustic HFS-mas" concert and got a standing ovation. Bennett then dropped to his knees and gave an "I'm not worthy" bow to 3,000 cheering fans.

Johnny Carson says he doesn't stay up late enough to enjoy the late night wars and says, "Daytime has become just one big gab bag of dysfunctional people talking to dysfunctional hosts about their miserable lives." Sounds like he's been listening to radio morning shows, too.

Miami officials spent the better part of last week trying to persuade a Rock group called **Dead German Tourists** to cancel their show.

Video Game Update: The VictorMaxx Stuntmaster is due out by Christmas and is compatible with both Sega Genesis and Super Nintendo. Twin color LCD screens for stereoscopic vision, stereo headphones and it reacts to horizontal head movement. Also, **Atari** is preparing to release a 64-bit video game by 1995.

Label Rumor Too Hot Even For Page 6: After seeing other labels score beaucoup catalog bucks when a member of one of their bands dies, a certain company is now considering hiring **Dr. Jack Kevorkian** to do A&R.

The Smash Euro Remixes Invade America Freddie Mercury "Living On My Own"

Rearranged, produced and recorded by Serge Ramaekers, Colir Peter and Carl Ward for 'No More Brothers' Productions at No More Studio 1, Antwerp. Special thanks to Ray Burdis.

WAQQ Charlotte
WBNQ Bloomington

Q99 Salt Lake City
KCHX Midland
KQIZ Amarillo

WAAL Binghamton
KBGG Rapid City
KTMT Medford
KPFI Albert Lea

KIOC Beaumont
WHTO Williamsport
KTRS Casper
WKSI Greensboro

WMMZ Gainesville
KISR Ft Smith
KWTO Springfield
KSKG Salina

WQGN New London
KMGZ Lawton
WBHT Wilkes-Barre

WXKB Ft Meyers
KQIX Grand Junction

Already Charting!

KRBE Houston 8-5*
North American Representation:



KHFI Austin 20-15*
Dave Kaplan Management

WZAT Savannah 32-27*



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BOX TOPS MARKET FOCUS

PHILADELPHIA, PA

1. **DRS** "Gangsta Lean" (Capitol)
2. **Intro** "Come Inside" (Atlantic/AG)
3. **Salt-N-Pepa** "Shoop" (Next Plateau/London/PLG)
4. **Queen Latifah** "U.N.I.T.Y." (Motown)
5. **Eazy-E** "Real Compton City G's" (Ruthless/Relativity)

BRISTON, TN

1. **Meat Loaf** "I'd Do Anything For Love (But I Won't Do That)" (MCA)
2. **Ace Of Base** "All That She Wants" (Arista)
3. **Salt-N-Pepa** "Shoop" (Next Plateau/London/PLG)
4. **Eazy-E** "Real Compton City G's" (Ruthless/Relativity)
5. **US3** "Cantaloop" (Blue Note/Capitol)

ANCHORAGE, AK

1. **Jane Child** "Do Whatcha Do" (WB)
2. **Eazy-E** "Real Compton City G's" (Ruthless/Relativity)
3. **Ren & Stempy** "Happy Happy Joy Joy" (Nickelodeon/Epic)
4. **Snoop Doggy Dog** "What's My Name?" (Death Row/Interscope/AG)
5. **Jane Child** "Here Not There" (WB)

BREAKIN' OUT OF THE BOX

Terror Fabulous "Gangsta's Anthem" (EastWest)

Brand New Dancehall artist for EastWest, big reaction from BOX callers.

R. Kelly "Sex Me (Part II)" (Jive)

"Sex Me (Part I)" is still Top 10 at The BOX, now Part II checks in at #18 after one week on the air.

NEW VIDS THIS WEEK

- The Beatles** "Fool On The Hill" (Capitol)
- The Beatles** "Hello Goodbye" (Capitol)
- The Beatles** "Help" (Capitol)
- The Beatles** "Ticket To Ride" (Capitol)
- Erick Sermon** "Hostile" (Def Jam/ral/Chaos)
- Harry Connick, Jr.** "When My Heart Finds Christmas" (Columbia)
- Heart** "Will You Be There (In The Morning)" (Capitol)
- Ice Cube** "Really Doe" (Priority)
- Jodeci** "Cry For You" (Uptown/MCA)
- KRS-One** "Sound Of Da Police" (Jive)
- Main Source** "What You Need" (Wild Pitch/ERG)
- Masta Ace, Inc.** "Born To Roll" (Delicious Vinyl/EastWest)
- Megadeth** "99 Ways To Die" (Geffen)
- Schooly D** "Another Sign" (Columbia)
- Shaggy** "Nice And Lovely" (Virgin)
- Spice 1 w/MC Eih** "The Show" (Jive)
- Tashan** "Love Is Forever" (Chaos)
- U2** "Stay (Faraway, So Close!)" (Island/PLG)
- The Whooliganz** "Put Your Handz Up" (Tommy Boy)

NEW VIDS TO WATCH

- J. GIBBS** "Watch this - Ice Cube (exclusive premier), Erick Sermon ('I got a right to be hostile'), KRS-One (kickin' facts) and Main Source (new flavor)."
- JOHN ROBSON** "Ice Cube's streak continues as 'Really Doe' will rock The BOX. KRS-One could have one with 'Sound Of Da Police.' Megadeth and Erick Sermon make strong statements on the anti-violence tip in don't-miss videos."

20 OF THESE

- 1 **Meat Loaf** "I'd Do Anything For Love (But I Won't Do That)" MCA
- 2 **Babyface** "Never Keeping Secrets" Epic
- 3 **Toni Braxton** "Breathe Again" LaFace/Arista
- 4 **Tevin Campbell** "Can We Talk" Qwest/WB
- 5 **Bobby Brown w/Whitney Houston** "Something In Common" MCA
- 6 **Lisette Melendez** "Goody Goody" Fever/ral/Chaos
- 5 **Boyz II Men** "Let It Snow" Motown
- 9 **Ren & Stempy** "Happy Happy Joy Joy" Nickelodeon/Epic
- 8 **Jane Child** "Do Whatcha Do" WB
- 10 **Jane Child** "Here Not There" WB
- 12 **Mariah Carey** "Hero" Columbia
- 11 **Janet Jackson** "Again" Virgin
- 13 **Color Me Badd** "Time And Chance" Giant/Reprise
- 14 **Prince** "Peach" Paisley Park/WB
- 15 **Bryan Adams** "Please Forgive Me" A&M
- 14 **Ace Of Base** "All That She Wants" Arista
- 16 **Mariah Carey** "Dreamlover" Columbia
- 18 **TLC** "Sleigh Ride" LaFace/Arista
- 17 **TLC** "Get It Up" LaFace/Epic
- 20 **Danzig** "Mother '93" American Recordings/WB

20 OF THOSE

- 2 **Eazy-E** "Real Compton City G's" Ruthless/Relativity
- 1 **DRS** "Gangsta Lean" Capitol
- 3 **Salt-N-Pepa** "Shoop" Next Plateau/London/PLG
- 5 **R. Kelly** "Sex Me (Part I)" Jive
- 4 **Snoop Doggy Dog** "What's My Name?" Death Row/Interscope/AG
- 6 **A Tribe Called Quest** "Award Tour" Jive
- 8 **Bloods & Crips** "Steady Dippin'" Dangerous/Pump/Quality
- 6 **MC Ren** "Same Ol'" Ruthless/Relativity
- 9 **Das EFX** "Freak It" EastWest
- 7 **2Pac** "Keep Ya Head Up" Interscope/AG
- 10 **Luke** "The Hop" Luke
- 20 **Positive K** "Carhoppers" Island/PLG
- 13 **Terror Fabulous** "Gangsta's Anthem" EastWest
- 13 **Fat Joe** "Watch The Sound" Relativity
- 15 **R. Kelly** "Sex Me (Part II)" Jive
- 12 **Domino** "Getto Jam" Outburst/ral/Chaos
- 11 **Bloods & Crips** "Piru Love" Dangerous/Pump/Quality
- 14 **Queen Latifah** "U.N.I.T.Y." Motown
- 16 **Xscape** "Just Kickin' It" Columbia
- 19 **Too Short** "I'm A Player" Jive

ULTRA NATÉ

“show me”

10 New Believers!

KISF Kansas City
WRCK Utica
KLYV Dubuque

KCAQ Oxnard
KZFM Corpus Christi
WRKY Stubenville
KMVR Las Cruces

KSMB Lafayette
WAYV Atlantic City
WYYS Ithaca

Now in the Mix!

Power Pig Tampa
FM102 Sacramento
KKSS Albuquerque
WCKZ Charlotte
WPCG Washington, D.C.
KHTY Santa Barbara

WHHH Indianapolis
WJMO Cleveland
KHTN Modesto
KUBE Seattle
KKXX Bakersfield
KGOT Anchorage
KDUK Eugene

92Q Baltimore
KKFR Phoenix
KHTY Santa Barbara
WKSS Hartford
KKMG Colorado Springs
KFFM Yakima
And Many More!

Z90 San Diego
Hot 97.7 San Jose
WZPL Indianapolis
WTIC-FM Hartford
WOVV West Palm Beach
KCPI Albert Lea



k.d. lang

“just keep me moving”

New Movers!

WQGN New London
KTUX Shreveport
WZAT Savannah
WAYV Atlantic City
KQIX Grand Junction
KTRS Casper
WTWR Toledo
WJMX Florence
KSMB Lafayette
WCIL Carbondale
KOKZ Waterlow
OK95 Tri-Cities

Just Keeps Moving!

WKSE Buffalo
WENZ Cleveland

KIOC Beaumont
WWKZ Tupelo

WHTO Williamsport
And Many More!



RHYTHM/CROSSOVER

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	STNS.	AVG. PPM	PLAYS
5	3	1	TONI BRAXTON, Breathe Again	14	50.1	702
3	2	2	SALT-N-PEPA, Shoop	14	49.0	686
1	1	3	XSCAPE, Just Kickin' It	13	48.0	624
2	7	4	JANET JACKSON, Again	14	44.3	620
4	5	5	TEVIN CAMPBELL, Can We Talk	14	44.3	620
9	10	6	MARIAH CAREY, Hero	13	45.5	592
11	8	7	2PAC, Keep Ya Head Up	12	49.2	590
7	6	8	DRS, Gangsta Lean	13	41.5	540
8	11	9	ACE OF BASE, All That She Wants	10	49.1	491
6	4	10	ZHANE, Hey Mr. D.J.	12	40.0	480
10	9	11	SNOOP DOGGY DOG, What's My Name?	12	39.9	479
21	14	12	BABYFACE, Never Keeping Secrets	14	34.1	477
15	13	13	ZAPP & ROGER, Slow And Easy	11	38.3	421
14	15	14	XSCAPE, Understanding	10	41.7	417
17	16	15	BOBBY BROWN w/WHITNEY HOUSTON, Something In Common	10	36.8	368
13	12	16	HI-FIVE, Never Should've Let You Go	10	36.8	368
12	17	17	TONY TONI TONÉ, Anniversary	8	32.5	260
31	22	18	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	4	60.3	241
16	21	19	SWV, Right Here/Human Nature	8	30.0	240
19	20	20	MARIAH CAREY, Dreamlover	10	23.3	233
24	25	21	K7, Come Baby Come	8	27.0	216
28	24	22	DOMINO, Getto Jam	8	27.0	216
37	38	23	QUEEN LATIFAH, U.N.I.T.Y.	6	33.5	201
—	36	24	MINT CONDITION, U Send Me Swingin'	8	24.8	198
—	28	25	COLLAGE, I'll Be Loving You	6	32.5	195
25	19	26	CULTURE BEAT, Mr. Vain	8	24.0	192
18	18	27	COLOR ME BADD, Time And Chance	5	37.6	188
23	29	28	HADDAWAY, What Is Love	5	36.6	183
35	31	29	GABRIELLE, Dreams	5	33.4	167
38	37	30	JANET JACKSON, Where Are You Now	5	33.2	166
20	30	31	JANET JACKSON, If	6	27.3	164
22	26	32	2PAC, I Get Around	7	23.3	163
◆ DEBUT	33	33	LISETTE MELENDEZ, Goody Goody	7	23.1	162
33	27	34	R. KELLY, Sex Me (Part I)	5	30.4	152
29	33	35	BIG DADDY KANE, Very Special	5	29.8	149
27	35	36	INNER CIRCLE, Sweat (A La La La La Long)	5	29.6	148
◆ DEBUT	37	37	CHANTAY SAVAGE, Betcha'll Never Find	5	28.8	144
◆ DEBUT	38	38	BRYAN ADAMS, Please Forgive Me	3	47.0	141
39	32	39	JODECI, Cry For You	4	35.0	140
30	23	40	REALITY, Yolanda	5	27.4	137

MAINSTREAM/ADULT

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	STNS.	AVG. PPM	PLAYS
2	1	1	BRYAN ADAMS, Please Forgive Me	26	43.1	1121
4	3	2	MARIAH CAREY, Hero	26	41.0	1066
1	2	3	JANET JACKSON, Again	25	38.3	958
9	4	4	MICHAEL BOLTON, Said I Loved You... But I Lied	24	37.6	903
10	7	5	BILLY JOEL, All About Soul	23	36.2	832
7	9	6	JIMMY CLIFF, I Can See Clearly Now	22	36.9	811
6	5	7	PHIL COLLINS, Both Sides Of The Story	21	38.4	807
3	6	8	ACE OF BASE, All That She Wants	22	35.0	769
17	12	9	BRYAN ADAMS/STING/ROD STEWART, All For Love	23	30.2	695
13	11	10	10,000 MANIACS, Because The Night (from MTV Unplugged)	19	34.0	646
16	14	11	TONI BRAXTON, Breathe Again	21	30.1	632
15	13	12	BOBBY BROWN w/WHITNEY HOUSTON, Something In Common	19	30.4	577
5	8	13	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	20	28.6	572
14	18	14	TEVIN CAMPBELL, Can We Talk	18	30.8	554
24	19	15	THE CRANBERRIES, Linger	22	25.0	549
19	17	16	JOSHUA KADISON, Jessie	19	28.5	541
21	20	17	UB40, Higher Ground	19	25.8	491
11	15	18	HADDAWAY, What Is Love	16	27.3	436
—	23	19	DEF LEPPARD, Miss You In A Heartbeat	18	23.3	420
12	16	20	BLIND MELON, No Rain	18	22.2	400
37	28	21	GIN BLOSSOMS, Found Out About You	17	23.5	400
8	10	22	MR. BIG, Wild World	14	28.5	399
26	22	23	HI-FIVE, Never Should've Let You Go	13	26.9	350
30	27	24	CULTURE BEAT, Mr. Vain	12	28.4	341
29	25	25	BILLY JOEL, The River Of Dreams	14	22.6	316
33	26	26	AEROSMITH, Amazing	16	19.8	316
34	35	27	GABRIELLE, Dreams	11	28.0	308
23	21	28	TONI BRAXTON, Another Sad Love Song	9	33.3	300
◆ RE-ENTRY	29	29	JON SECADA, I'm Free	7	35.4	248
—	39	30	PRINCE, Peach	14	17.6	246
36	24	31	MARIAH CAREY, Dreamlover	8	30.5	244
25	34	32	JOHN MELLENCAMP, Human Wheels	10	24.3	243
28	32	33	INNER CIRCLE, Sweat (A La La La La Long)	9	25.9	233
22	33	34	DEF LEPPARD, Two Steps Behind	10	22.8	228
◆ RE-ENTRY	35	35	TEARS FOR FEARS, Break It Down Again	8	27.0	216
◆ DEBUT	36	36	DON HENLEY, Sit Down, You're Rocking The Boat	7	30.7	215
◆ DEBUT	37	37	HEART, Will You Be There (In The Morning)	9	22.8	205
◆ DEBUT	38	38	PEARL JAM, Daughter	10	20.2	202
◆ DEBUT	39	39	BABYFACE, Never Keeping Secrets	8	25.1	201
◆ RE-ENTRY	40	40	CLIVE GRIFFIN, Commitment Of The Heart	8	25.0	200



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F E M 2 F E M



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Z90 San Diego
Hot 97.7 San Jose Add!
WAQQ Charlotte*

*WJMO Cleveland
PRO-FM Providence Add!
KKFR Phoenix 4 Plays!*

*WERZ Exeter
WPXY Rochester 23 Plays!
WYCR York Add!
WBBO Greensboro
KFFM Yakima Add!
KHTT Tulsa Add!*

*WKSS Hartford 26 Plays!
WWXL Orlando 23 Plays!
WTCF Saginaw Add!
WAYV Atlantic City
KTRS Casper Add!
KISR Ft Smith*

*WFHN New Bedford 29 Plays!
WA1A Melbourne
KHFI Austin Add!
KCHX Odessa
KLYV Dubuque
KIXY San Angelo*

*WQGN Groton
KKSS Albuquerque
WKSE Buffalo 14 Plays!
KTMT Medford
WYES Itasca
And Many More!*

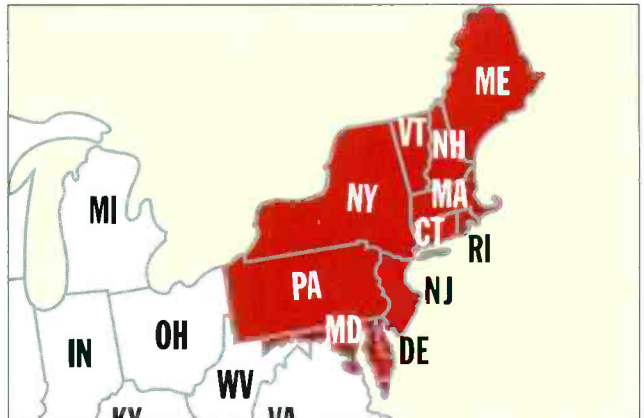
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Call J.C. at Critique 617-935-7540



N O R T H E A S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BRYAN ADAMS. Please Forgive Me	17	42.4	721
2	MARIAH CAREY. Hero	16	39.3	629
3	JANET JACKSON. Again	16	37.3	597
4	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	17	33.8	575
5	BRYAN ADAMS/STING/ROD STEWART. All For Love	18	30.2	544
6	ACE OF BASE. All That She Wants	14	37.9	531
7	PHIL COLLINS. Both Sides Of The Story	15	32.7	490
8	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	14	35.0	490
9	BILLY JOEL. All About Soul	17	27.9	474
10	TONI BRAXTON. Breathe Again	13	35.0	455
11	JIMMY CLIFF. I Can See Clearly Now	13	30.6	398
12	GIN BLOSSOMS. Found Out About You	14	27.6	387
13	TEVIN CAMPBELL. Can We Talk	13	28.6	372
14	BOBBY BROWN w/WHITNEY HOUSTON. Something In Common	12	29.8	357
15	DEF LEPPARD. Miss You In A Heartbeat	15	23.5	352
16	THE CRANBERRIES. Linger	12	29.3	351
17	MICHAEL BOLTON. Said I Loved You... But I Lied	14	24.8	347
18	JOSHUA KADISON. Jessie	14	24.6	345
19	BLIND MELON. No Rain	14	24.4	341
20	MR. BIG. Wild World	12	26.8	321
21	GABRIELLE. Dreams	10	31.8	318
22	ZHANE. Hey Mr. D.J.	11	27.5	302
23	AEROSMITH. Amazing	11	25.0	275
24	CULTURE BEAT. Mr. Vain	9	30.1	271
25	PEARL JAM. Daughter	10	26.7	267

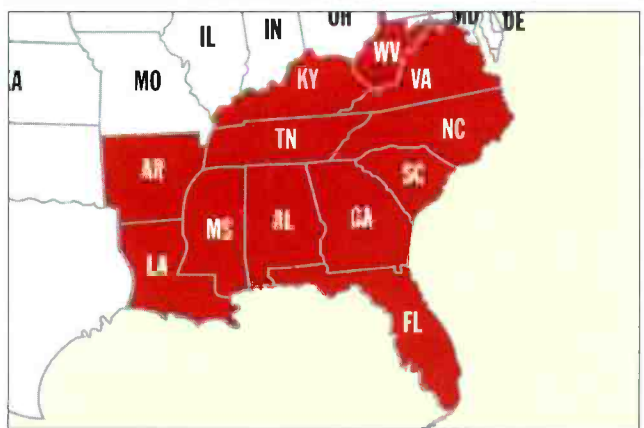


NORTHEAST REGIONAL ANALYSIS

- It's week three for Bryan Adams in the number one slot regionally even though "Please Forgive Me" loses almost 150 total plays this week. The only newcomer to the Top 10 is Toni Braxton, up from 11th last week. Additional hot titles include Jimmy Cliff (19th to 11th), Gabrielle (26th to 21st) and Pearl Jam (27th to 25th).
- Other big movers include Heart "Will You Be There" (debuts #32 with an average 21.3 PPW on 9 stations), Babyface "Never Keeping Secrets" (#35 with an average 25.1 PPW on 7 stations), Rozalla "I Love Music" (#44 with an average 19.9 PPW on 7 stations) and Cher with Beavis And Butt-Head "I Got You Babe" (#48 with an average 17.0 PPW on 8 stations).

S O U T H

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BRYAN ADAMS. Please Forgive Me	19	44.1	838
2	MARIAH CAREY. Hero	18	43.3	780
3	JANET JACKSON. Again	18	40.4	727
4	MICHAEL BOLTON. Said I Loved You... But I Lied	18	39.4	709
5	JIMMY CLIFF. I Can See Clearly Now	17	38.9	661
6	PHIL COLLINS. Both Sides Of The Story	18	35.1	631
7	BILLY JOEL. All About Soul	18	34.5	621
8	ACE OF BASE. All That She Wants	16	38.2	611
9	BRYAN ADAMS/STING/ROD STEWART. All For Love	19	29.1	552
10	THE CRANBERRIES. Linger	18	28.9	521
11	TONI BRAXTON. Breathe Again	17	27.6	470
12	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	16	27.9	447
13	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	16	27.4	438
14	TEVIN CAMPBELL. Can We Talk	14	28.9	405
15	BOBBY BROWN w/WHITNEY HOUSTON. Something In Common	14	28.1	394
16	JOSHUA KADISON. Jessie	16	23.7	379
17	HADDAWAY. What Is Love	13	28.8	375
18	UB40. Higher Ground	16	23.3	372
19	CULTURE BEAT. Mr. Vain	14	24.1	337
20	MR. BIG. Wild World	10	31.3	313
21	TONI BRAXTON. Another Sad Love Song	11	27.7	305
22	GIN BLOSSOMS. Found Out About You	15	19.3	290
23	MARIAH CAREY. Dreamlover	10	27.8	278
24	BLIND MELON. No Rain	12	22.3	267
25	AEROSMITH. Amazing	14	18.9	265



SOUTH REGIONAL ANALYSIS

- Mariah Carey is poised to be the South's most played song next week, as Bryan Adams hangs on for one more week by just 68 total plays. Still moving up inside the Top 25 are Jimmy Cliff (9th to 5th), The Cranberries (14th to 10th), Joshua Kadison (20th to 16th) and Aerosmith "Amazing" (31st to 25th).
- Gaining rotations off the regional chart are Gabrielle "Dreams" (#26 with an average 25.9 PPW on 10 stations), Def Leppard "Miss You In A Heartbeat" (#29 with an average 17.7 PPW on 10 stations), Heart "Will You Be There" (#31 with an average 18.5 PPW on 11 stations) and Cher with Beavis And Butt-Head "I Got You Babe" (#34 with an average 18.4 PPW on 10 stations).



mk

FEATURING

alana

surrender

featuring
the single

*“Love
Changes”*



G R E A T L A K E S

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	MARIAH CAREY. Hero	25	43.9	1097
2	JANET JACKSON. Again	24	42.8	1028
3	BRYAN ADAMS. Please Forgive Me	21	46.8	983
4	ACE OF BASE. All That She Wants	22	43.9	965
5	TEVIN CAMPBELL. Can We Talk	22	39.7	874
6	MICHAEL BOLTON. Said I Loved You... But I Lied	20	39.7	793
7	TONI BRAXTON. Breathe Again	21	36.7	771
8	PHIL COLLINS. Both Sides Of The Story	19	38.7	735
9	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	18	40.5	729
10	BRYAN ADAMS/STING/ROD STEWART. All For Love	21	31.7	666
11	BOBBY BROWN w/WHITNEY HOUSTON. Something In Common	21	31.1	653
12	BILLY JOEL. All About Soul	17	36.6	623
13	JIMMY CLIFF. I Can See Clearly Now	18	34.0	612
14	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	20	29.0	579
15	THE CRANBERRIES. Linger	19	27.9	530
16	HI-FIVE. Never Should've Let You Go	16	32.2	515
17	HADDAWAY. What Is Love	15	32.1	482
18	JOSHUA KADISON. Jessie	15	30.5	457
19	UB40. Higher Ground	17	26.0	442
20	CULTURE BEAT. Mr. Vain	17	24.2	411
21	MR. BIG. Wild World	12	33.3	400
22	GIN BLOSSOMS. Found Out About You	16	23.9	382
23	XSCAPE. Just Kickin' It	12	31.4	377
24	GABRIELLE. Dreams	14	26.7	374
25	DEF LEPPARD. Miss You In A Heartbeat	16	22.1	353


GREAT LAKES REGIONAL ANALYSIS

• Mariah Carey moves up to become the Great Lakes' most played title, displacing Janet Jackson after three weeks at the top. Other upward movers include Adams/Sting/Stewart (13th to 10th), Hi-Five (19th to 16th), Joshua Kadison (24th to 18th), UB40 (debut #19 regionally) and Gabrielle (31st to 24th).

• Gains were also posted by Babyface "Never Keeping Secrets" (#32 with an average 28.8 PPW on 10 stations), Heart "Will You Be There" (#38 with an average 21.4 PPW on 12 stations), Kate Bush "Rubberband Girl" (#42 with an average 21.8 PPW on 9 stations) and Tom Petty & the Heartbreakers "Mary Jane's Last Dance" (#47 with an average 17.4 PPW on 9 stations).

M I D W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	JANET JACKSON. Again	21	41.9	880
2	MARIAH CAREY. Hero	22	38.7	852
3	BRYAN ADAMS. Please Forgive Me	20	42.6	851
4	ACE OF BASE. All That She Wants	21	39.5	830
5	PHIL COLLINS. Both Sides Of The Story	19	38.4	729
6	MICHAEL BOLTON. Said I Loved You... But I Lied	18	35.6	641
7	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	21	30.3	637
8	BILLY JOEL. All About Soul	17	36.5	620
9	BRYAN ADAMS/STING/ROD STEWART. All For Love	19	32.3	614
10	JIMMY CLIFF. I Can See Clearly Now	17	36.1	613
11	BOBBY BROWN w/WHITNEY HOUSTON. Something In Common	20	28.1	562
12	THE CRANBERRIES. Linger	19	28.6	544
13	TEVIN CAMPBELL. Can We Talk	15	34.9	523
14	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	15	34.3	515
15	HI-FIVE. Never Should've Let You Go	16	30.4	486
16	GIN BLOSSOMS. Found Out About You	20	23.9	477
17	TONI BRAXTON. Breathe Again	17	27.4	466
18	HADDAWAY. What Is Love	13	32.8	427
19	UB40. Higher Ground	15	28.2	423
20	AEROSMITH. Amazing	18	21.3	383
21	XSCAPE. Just Kickin' It	13	29.2	380
22	DEF LEPPARD. Miss You In A Heartbeat	17	22.2	378
23	JOSHUA KADISON. Jessie	13	28.8	375
24	CULTURE BEAT. Mr. Vain	16	21.6	346
25	BLIND MELON. No Rain	12	28.0	336


MIDWEST REGIONAL ANALYSIS

• Janet Jackson hangs on one last week to the top spot in the Midwest, with Mariah Carey ready to jump to number one next week. Also gaining rotations are Micheal Bolton (8th to 6th) The Cranberries (16th to 12th), Hi-Five (19th to 15th), Aerosmith (24th to 20th) and Def Leppard (26th to 22nd).

• Newer songs increasing their regional airplay include Gabrielle "Dreams" (#26 with and average 25.2 PPW on 13 stations), Pearl Jam "Daughter" (#28 with an average 18.4 PPW on 16 stations), Prince "Peach" (#29 with an average 18.2 PPW on 14 stations) and Heart "Will You Be There" (#34 with an average 19.8 PPW on 11 stations).

R U P A U L

If you thought you knew RuPaul,
think again!

little drummer boy

Ru's rendition of this holiday classic is soulful, sensational and a must play for all holiday programming. Produced by Jimmy Harry.

Also coming up:

- RuPaul's television Xmas extravaganza, RUPAUL'S CHRISTMAS BALL.
- The RuPaul profile on NBC NOW.

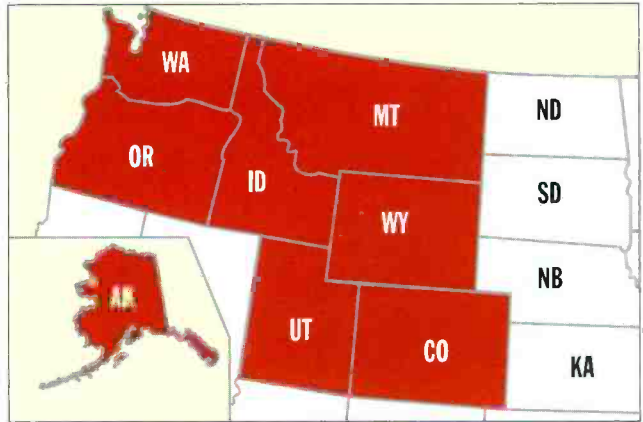
Check local listings for details.



See RuPaul On The Arsenio Hall Show Thursday, December 16th Performing
"little drummer boy"

NORTHWEST/ROCKIES

TW	Artist/Song	STNS.	AVG. PPW	PLAYS
1	MARIAH CAREY. Hero	15	35.7	535
2	JANET JACKSON. Again	14	37.9	531
3	BRYAN ADAMS. Please Forgive Me	14	36.6	512
4	ACE OF BASE. All That She Wants	14	35.7	500
5	JIMMY CLIFF. I Can See Clearly Now	15	32.9	494
6	TONI BRAXTON. Breathe Again	15	32.0	480
7	BOBBY BROWN w/WHITNEY HOUSTON. Something In Common	15	31.7	475
8	PHIL COLLINS. Both Sides Of The Story	13	36.4	473
9	MICHAEL BOLTON. Said I Loved You... But I Lied	13	35.6	463
10	THE CRANBERRIES. Linger	14	32.5	455
11	TEVIN CAMPBELL. Can We Talk	13	34.4	447
12	BILLY JOEL. All About Soul	13	34.2	444
13	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	12	33.3	400
14	BRYAN ADAMS/STING/ROD STEWART. All For Love	12	32.4	389
15	HI-FIVE. Never Should've Let You Go	11	32.1	353
16	UB40. Higher Ground	12	28.8	346
17	JOSHUA KADISON. Jessie	11	29.8	328
18	GIN BLOSSOMS. Found Out About You	12	26.7	320
19	DEF LEPPARD. Miss You In A Heartbeat	11	28.1	309
20	XSCAPE. Just Kickin' It	10	26.1	261
21	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	10	25.3	253
22	AEROSMITH. Amazing	11	22.4	246
23	MR. BIG. Wild World	10	23.8	238
24	CULTURE BEAT. Mr. Vain	11	19.1	210
25	HEART. Will You Be There (In The Morning)	9	23.2	209


NORTHWEST/ROCKIES REGIONAL ANALYSIS

- New to the number one position in the Northwest/Rockies is Mariah Carey. Also increasing within the Top 25 are Toni Braxton (16th to 6th), Bobby Brown with Whitney Houston (10th to 7th), Adams/Sting/Stewart (15th to 14th) Hi-Five (20th to 15th), Def Leppard (21st to 19th) and Culture Beat (28th to 24th).
- Up-and-comers include Jackson Browne "I'm Alive" (#26 with an average 24.6 PPW on 8 stations), Gabrielle "Dreams" (#27 with an average 27.4 PPW on 7 stations), Babyface "Never Keeping Secrets" (#32 with an average 29.3 PPW on 6 stations), Prince "Peach" (#35 with an average 19.4 PPW on 8 stations) and U2 "Stay" (#42 with an average 24.0 PPW on 5 stations).

WEST

TW	Artist/Song	STNS.	AVG. PPW	PLAYS
1	JANET JACKSON. Again	16	44.6	714
2	MARIAH CAREY. Hero	16	43.0	688
3	TEVIN CAMPBELL. Can We Talk	15	40.9	613
4	XSCAPE. Just Kickin' It	14	39.1	547
5	ACE OF BASE. All That She Wants	13	41.8	544
6	TONI BRAXTON. Breathe Again	15	35.6	534
7	BRYAN ADAMS. Please Forgive Me	11	41.0	451
8	ZHANE'. Hey Mr. D.J.	8	53.0	424
9	BOBBY BROWN w/WHITNEY HOUSTON. Something In Common	13	32.4	421
10	SALT-N-PEPA. Shoop	9	44.2	398
11	HI-FIVE. Never Should've Let You Go	12	32.2	386
12	DRS. Gangsta Lean	11	34.4	378
13	SNOOP DOGGY DOG. What's My Name?	11	32.0	352
14	BRYAN ADAMS/STING/ROD STEWART. All For Love	11	31.7	349
15	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	10	34.1	341
16	THE CRANBERRIES. Linger	10	33.4	334
17	CULTURE BEAT. Mr. Vain	11	29.4	323
18	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	10	32.3	323
19	BABYFACE. Never Keeping Secrets	11	29.2	321
20	2PAC. Keep Ya Head Up	7	45.7	320
21	ZAPP & ROGER. Slow And Easy	7	44.7	313
22	MICHAEL BOLTON. Said I Loved You... But I Lied	8	38.4	307
23	PHIL COLLINS. Both Sides Of The Story	9	31.1	280
24	JIMMY CLIFF. I Can See Clearly Now	9	30.1	271
25	COLLAGE. I'll Be Loving You	7	33.3	233


WEST REGIONAL ANALYSIS

- Movers inside the Top 10 regionally are Tevin Campbell (6th to 3rd), Toni Braxton (8th to 6th), Bobby Brown with Whitney Houston (13th to 9th) and Salt-N-Pepa (11th to 10th). Also hot are Hi-Five (14th to 11th), DRS (16th to 12th), Snoop Doggy Dog (17th to 13th) and Adams/Sting/Stewart (18th to 14th)
- Off the regional chart, breakers include Xscape "Understanding" (#27 with an average 38.2 PPW on 6 stations), Def Leppard "Miss You In A Heartbeat" (#32 with an average 21.3 PPW on 8 stations), Gabrielle (#34 with an average 31.8 PPW on 5 stations) and Pearl Jam "Daughter" (#38 with an average 23.8 PPW on 6 stations).

PPW Regional Analysis By Pat Gillen



PM DAWN

"you got me floatin'"

WAQQ Add!
Q99 Add!
WOVV Add!
KMCK Add!

KRBE Add!
WGLU Add!
KWNZ Add!

KPLZ On!	B97 On!	99X #18*	WBHT 27-21*	WTBX 29-25*
KIOC 29-25*	KZHT D-27*	KQIX 30-27*	WSNX #27*	KGGG D-28*
WKFR 38-28*	WDBR D-30*	KNIN 33-30*	WNOK #30*	WFMF D-31*
KHTT 35-31*	KDUK 34-31*	KFTZ 36-32*	KJ103 D-34*	WZAT 39-36*
		KFFM 39-36*		

MTV Add!



IN ROTATION AT Z100, KROQ, KIIS AND KS104!



"dreams" gabrielle



THE NETWORK FORTY Moves 28-26*

BDS Over 1600 Plays!
31-27* Rhythm/Crossover
31-28* Mainstream Monitor

B96 Add! KMEL Add!

KISF 2-1*	KHFI 2-1*	WXXL #8*	KDWB 13-8*	KTFM #8*
Hot 97.7 14-11*	KUBE 14-12*	Hot 97 20-15*	Q99 #15*	92Q 19-16*
WHYT #17*	WWHT 19-17*	KIIS 21-19*	KZHT 25-19*	WZPL 22-19*
WAQQ 25-20*	G105 27-20*	WHHH 24-22*	WKBQ 27-23*	B96 D-26*
	PRO-FM #29*	Star 94 #29*	WAPE D-29*	



BREAKOUT

HEART123/39
 "Will You Be There (In The Morning)" (Capitol)

MAJOR MOVES: WEZB(D-14), WYCR(30-22), WAPI(D-18), WMMZ(29-24), KIOC(36-24), KISX(38-31).

NEW ADDS: WNVZ, WKBQ, WAQQ, WKRQ, WEZB, KQKS, WWZZ, WYHY, WDCG.

A refreshing cadence shines the spotlight on the Seattle-based duo This around-the-clock hit scores with all demos. Don't wait any longer to add this song, as Heart is sure to debut next week.

BREAKOUT

GUNS N' ROSES92/16
 "Estranged" (Geffen)

MAJOR MOVES: WAQQ(28-23), WKRZ(22-18), WIXX(34-31), WRQK(D-19), KHHT(38-32), KIYO(40-37).

NEW ADDS: WNNK, WABB, WMMZ, WDCG, WTCF, KROC, KZIO, WZKX, WJMX, KQIZ.

Rocketing to the forefront in typical G&R fashion, the rebellious sextet cranks out another strong power ballad. Relatable lyrics penned from the failing love affair perspective, "Estranged" will be around well into the new year.

ROZALLA86/25
 "I Love Music" (Epic)

MAJOR MOVES: WPOW(25-18), WZPL(30-24), KUTQ(30-27), WFLY(34-31), WPXY(26-21), KKRZ(29-24).
NEW ADDS: WWKX, WFLZ, KTFM, KHQT, WNNK, WPXR, WIFC, KQKQ, WXXL, WRHT.

PRINCE85/1
 "Peach" (Paisley Park/WB)

MAJOR MOVES: WRCK(40-37), WIXX(22-18), WRFY(31-26), WAPI(27-21), WHHY(29-26), WQUT(26-22).
NEW ADDS: WWKZ.

TOM PETTY & THE HEARTBREAKERS84/32
 "Mary Jane's Last Dance" (MCA)

MAJOR MOVES: WAQQ(27-22), WAAL(28-24), WKRZ(40-35), WYCR(29-23), WRFY(18-15), WQUT(30-26).
NEW ADDS: WKBQ, WQGN, WMEE, WPXR, WSTO, WABB, WAPI, WZYP, WXXB, WBBQ.

BREAKOUT

KATE BUSH79/28
 "Rubberband Girl" (Columbia)

MAJOR MOVES: KHHT(39-33), KIOC(38-33), WHTO(40-33), WBHT(34-27), KFAV(38-30), WNNX(19-12).

NEW ADDS: WPRO, KRBE, WERZ, WAAL, WSTW, WMGV, WNDU, WRFY, WZAT, WZYP.

Gaining strength in every geographic region, her most accessible track yet is crossing after a successful Alternative campaign. Instrumental intensity accompanied by Kate Bush's familiar vocals, this smash is ready for airplay at your station.

KENNY G75/8
 "Sentimental" (Arista)

MAJOR MOVES: WERQ(29-24), KHQT(29-23), WHHY(27-24), WQUT(18-14), KISX(40-36), WHTO(33-24).
NEW ADDS: KMEL, WYHY, KKMG, WBNQ, WKHQ, KHXY, KIOK, WGRG.

US374/13
 "Cantaloop" (Blue Note/Capitol)

MAJOR MOVES: WAQQ(22-17), WZPL(34-29), KKFR(26-21), KUBE(D-14), WSPK(33-25), WKHI(36-29).
NEW ADDS: WNVZ, WJMO, KHKS, KTFM, WFHN, WIXX, WSTO, WYKS, KHTN, WZQO.

STONE TEMPLE PILOTS70/10
 "Creep" (Atlantic/AG)

MAJOR MOVES: WHTZ(25-19), WAQQ(24-21), WKRZ(32-26), WRFY(23-20), WHHY(30-27), WZAT(19-15).
NEW ADDS: WEZB, WRCK, WKHI, KHHT, WBNQ, WKFR, WWCP, WHOB, WNNX, KROQ.

BREAKOUT

HADDAWAY69/64
 "Life(Everybody Needs Someone To Love)" (Coconut/Arista)

MAJOR MOVES: WWKX(D-14), KRBE(4-3), WBHT(13-10).

NEW ADDS: WWKX, WSTR, WFLZ, WHHH, KTFM, KQKS, XHTZ, WFLY, WFHN, WKSE.

Compared by many programmers to SNAP's well-tested "Rhythm Is A Dancer," Haddaway's follow-up to a #1 worldwide hit explodes out-of-the-box. Expect more phenomenal weeks ahead, as this tune should research superbly as it heads for the top.

LISA KEITH69/27
 "I'm In Love" (Perspective/A&M)

MAJOR MOVES: WFLZ(27-19), WMGV(D-18), KISX(39-32), WPRR(30-26), WJCI(30-27), WILN(22-19).
NEW ADDS: WBZZ, KUTQ, KKFR, WSPK, WNDU, WIFC, WXXL, WGTZ, KHHT, WAYV.

U263/20
 "Stay (Faraway, So Close!)" (Island/PLG)

MAJOR MOVES: WXKS(30-27), WOVV(43-37), WRQK(19-12), KIOC(32-29), WHTO(23-19), KQIX(40-36).
NEW ADDS: KUTQ, WFLY, WLAN, WAOA, WGLU, WTCF, WWCK, KHHT, KIYO, WAYV.

LINDA RONSTADT57/3
 "Heartbeats Accelerating" (Elektra)

MAJOR MOVES: WKRZ(39-34), KTUX(36-33), KISX(35-29), KLYV(33-29), WXSRI(25-21), KISR(38-30).
NEW ADDS: WBIZ, WKFR, KMCK.

BIG HEAD TODD & THE MONSTERS53/18
 "Bittersweet" (Giant/Reprise)

MAJOR MOVES: WRFY(25-19), WQUT(29-25), KHHT(40-34), KTUX(35-32), KIOC(31-28), KWTO(27-20).
NEW ADDS: WAQQ, WHHY, WYKS, WRHT, WVSR, WTCF, KLYV, WCIL, WZKX, WXSRI.

JACKSON BROWNE52/3
 "I'm Alive" (Elektra)

MAJOR MOVES: WKRZ(37-32), WRFY(22-17), WZAT(27-22), WQUT(19-15), KTUX(30-26), KIOC(30-26).
NEW ADDS: WAYV, WVAQ, WSKS.

INNER CIRCLE49/7
 "Rock With You" (Big Beat/Atlantic/AG)

MAJOR MOVES: WWHT(D-20), WBZZ(25-18), KUTQ(11-9), XHTZ(18-12), WKZW(16-13), WOVV(35-28).
NEW ADDS: KKLO, WABB, KKSS, WHTO, WCIR, KFFM, WGRG.

LISETTE MELENDEZ48/8
 "Goody Goody" (Fever/ral/Chaos)

MAJOR MOVES: WWKX(18-15), WPOW(29-22), KHKS(25-20), KTFM(23-10), XHTZ(17-2), KHQT(23-15).
NEW ADDS: KKLO, KKRZ, WFHN, KCAQ, KBOS, KWIN, WKSF, WJCK.

COLOR ME BADD47/35
 "Choose" (Giant/Reprise)

MAJOR MOVES: WXKS(27-24), KIIS(25-20), WPXY(22-17), WTCF(D-19), WBSS(33-27).
NEW ADDS: KISF, WKBQ, WFLZ, WJMO, WHHH, KHQT, KMEL, KKRZ, KPLZ, WKSE.

PM DAWN47/8
 "You Got Me Floatin'" (Gee Street/Island)

MAJOR MOVES: WZAT(39-36), KHHT(35-31), KIOC(29-25), WKFR(38-28), KNIN(33-30), WPFM(D-8).
NEW ADDS: WAQQ, KRBE, KUTQ, WOVV, WGLU, KWVZ, KMCK, KCPI.

THE BREEDERS43/31
 "Cannonball" (4AD/Elektra)

MAJOR MOVES: WEZB(29-26), WZAT(40-30), WBHT(17-14), KQKQ(29-26), WPFM(D-6).
NEW ADDS: WKBQ, WAQQ, WAAL, WQGN, WAPI, WHHY, WBBQ, WRHT, WRQK, WVSR.

CHANTAY SAVAGE43/13
 "Betcha'll Never Find" (id/RCA)

MAJOR MOVES: KTFM(30-24), KKFR(21-18), KIYY(22-19), WKSI(35-30).
NEW ADDS: WJMO, KUTQ, WFLY, WFHN, WKSS, WMGV, WOVV, KHTN, KQMQ, KWIN.

SHAI39/4
 "Yours" (Gasoline Alley/MCA)

MAJOR MOVES: WWKX(25-21), WJMO(24-21), KKFR(24-17), KHQT(19-16), WOVV(39-30), KDON(15-12).
NEW ADDS: WQHT, WIOQ, KQIZ, WJCK.

BRUCE HORNSBY38/37
 "Rainbow's Cadillac" (RCA)

MAJOR MOVES: WKTI(D-19), WBT(D-19).
NEW ADDS: KUTQ, WAAL, WYCR, WRFY, WMMZ, WQUT, WKDD, WGLU, KHHT, KIYO.

FEM 2 FEM36/8
 "Obsession" (Avenue Foch/Critique)

MAJOR MOVES: WERZ(27-24), WPXY(17-11), WKSS(28-22), WINQ(25-15), WKSJ(34-29), WSKS(37-31).
NEW ADDS: WPRO, KDWB, KHQT, WYCR, WTCF, KTRS, KFFM, KKXL.

DOMINO35/6
 "Getto Jam" (Outburst/ral/Chaos)

MAJOR MOVES: WWKX(12-9), WPGC(18-15), WLUM(20-17), WHHH(21-18), KKFR(18-12), KHQT(27-17).
NEW ADDS: KISF, KZFM, KPSI, KHXY, KCPI, KIYY.

WHITNEY HOUSTON34/21
 "Queen Of The Night" (Arista)

MAJOR MOVES: KHKS(4-2), KIIS(20-16), KKLO(14-11), WKCI(26-22), WHYY(25-21), KCPI(26-23).
NEW ADDS: WWHT, KPLZ, WKRZ, WIFC, WVKV, WFMF, KHFI, KISX, KWVZ, KLYV.

THE BREEDERS

Don't be 'ball-less'

Don't be 'ball-less'.

cannonball

ON A ROLL



October 20:

#1 COLLEGE RADIO TRACK FOR 6 WEEKS

October 27:

#1 MOST REQUESTED AT ALTERNATIVE RADIO

November 3:

**ADDED TO MTV BUZZ BIN
TOUR WITH NIRVANA BEGINS**

November 10:

ADDED AT Z100

November 19:

ALBUM APPROACHING GOLD

December 6:

TOP 40 ADDS BALLS

MOST ADDED!

**TV Buzz Bin!
Appearing On MTV New Year's Eve
Ball With Pearl Jam & Nirvana!
Album Gold This Week!**

On The Air:

*Z100 New York 28 Plays!
KPLZ Seattle 12 Plays!
WAQQ Charlotte!
WAPI Birmingham!*

*B97 New Orleans 14 Plays!
KRBE Houston Top 10 Phones!
WPST Trenton!
WZAT Savannah!*

December 31:

**THE BREEDERS ON
MTV'S NEW YEAR'S EVE SHOW**



Last Splash...on Elektra/4AD Compact Discs and **Bigalog** Cassettes
Management: Gold Mountain Entertainment

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ROD STEWART having a party

THE NEW SINGLE FROM THAT ALBUM THAT'S SOLD MORE THAN TWO MILLION COPIES IN THE UNITED STATES AND IS STILL IN THE TOP 20 TWENTY-ONE WEEKS AFTER ITS RELEASE: UNPLUGGED... AND SEATED.

PRODUCED BY PATRICK LEONARD FOR MTV: PRODUCER: ALEX COLETTI
MANAGEMENT: ARNOLD STIEFEL AND RALDY PHILLIPS



STIEFEL PHILLIPS
MANAGEMENT