

NETWORK

FORTY®

CONTEMPORARY RADIO'S MUSIC & NEWS RESOURCE



Anita Baker

AUGUST 12, 1994 • Spotlight On KMVR Las Cruces • Interview With Jeff McCartney • Editorial Sold!

OFFICIAL REPORT DATE
AUGUST 22

SECADA

whipped

B96 CHICAGO
Couldn't Wait!

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EMI Records



Produced by: Jon Secada & Emilio Estefan Jr.
Management: Emilio Estefan Jr. for Estefan Enterprises Inc.

THE CHARTS

PLAYS PER WEEK™

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 ACE OF BASE. Don't Turn Around (Arista)	9979	9330	8782
2 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	8985	9092	8762
3 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	8509	8732	8750
4 JOHN MELLENCAMP. Wild Night (Mercury)	7266	7895	8223
5 JANET JACKSON. Any Time, Any Place (Virgin)	7683	7081	6515
6 MARIAH CAREY. Anytime You Need A Friend (Columbia)	7785	7044	6455
7 COLLECTIVE SOUL. Shine (Atlantic/AG)	5943	6205	6286
8 STEVE PERRY. You Better Wait (Columbia)	5328	6017	6254
9 JON SECADA. If You Go (SBK/EMI Records)	7528	6874	6243
10 BABYFACE. When Can I See You (Epic)	4645	5326	6004
11 SEAL. Prayer For The Dying (ZTT/Sire/WB)	5396	5604	5813
12 ALL-4-ONE. I Swear (Blitz/Atlantic/AG)	7579	6463	5427
13 RICHARD MARX. The Way She Loves Me (Capitol)	5209	5413	5347
14 COUNTING CROWS. Round Here (DGC)	4549	4833	5187
15 AEROSMITH. Crazy (Geffen)	5721	5511	5140
16 ERASURE. Always (Mute/Elektra)	4822	4859	4821
17 AALIYAH. Back & Forth (Blackground/Jive)	5281	4928	4698
18 GIN BLOSSOMS. Until I Fall Away (A&M)	5131	5035	4575
19 BOYZ II MEN. I'll Make Love To You (Motown)	66	1633	4527
20 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	5862	5175	4353
21 SPIN DOCTORS. You Let Your Heart Go Too Fast (Epic)	3726	3972	4083
22 GARTH BROOKS & KISS. Hard Luck Woman (Mercury)	3469	3643	3735
23 MADONNA. I'll Remember (Maverick/Sire/WB)	4549	4006	3490
24 SOUNDGARDEN. Black Hole Sun (A&M)	2581	2952	3210
25 TEVIN CAMPBELL. Always In My Heart (Qwest/WB)	2555	2798	3019
26 AARON HALL. I Miss You (Silas/MCA)	2587	2819	2846
27 COOLIO. Fantastic Voyage (Tommy Boy)	2258	2596	2845
28 MELISSA ETHERIDGE. Come To My Window (Island)	2512	2719	2757
29 TOAD THE WET SPROCKET. Fall Down (Columbia)	3675	3427	2718
30 SHERYL CROW. All I Wanna Do (A&M)	1189	1831	2601
31 AMY GRANT. The Lucky One (A&M)	—	763	2524
32 LIVE. Selling The Drama (Radioactive)	2447	2619	2490
33 MELISSA ETHERIDGE. I'm The Only One (Island)	1650	2119	2435
34 MICHAEL BOLTON. Ain't Got Nothing If You Ain't Got Love (Columbia)	4034	3130	2405
35 CRYSTAL WATERS. 100% Pure Love (Mercury)	1694	1877	2287
36 BIG MOUNTAIN. Sweet Sensual Love (Giant)	1353	1994	2256
37 GERALD LEVERT. I'd Give Anything (EastWest)	1135	1839	2218
38 BILLY LAWRENCE. Happiness (EastWest)	1995	2141	2101
39 CAUSE & EFFECT. It's Over Now (Zoo)	1906	2080	2079
40 EDIE BRICKELL. Good Times (Geffen)	256	1339	2004

RETAIL SALES

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	Artist/LP	LABEL
3	1	1	FORREST GUMP. Soundtrack	Epic Soundtrax
2	2	2	THE LION KING. Soundtrack	Walt Disney Records
6	6	3	COUNTING CROWS. August And Everything After	DGC
4	4	4	STONE TEMPLE PILOTS. Purple	Atlantic/AG
9	3	5	MC EHT FEATURING CMW. We Come Strapped	Epic
7	8	6	ACE OF BASE. The Sign	Arista
1	7	7	ROLLING STONES. Voodoo Lounge	Virgin
5	5	8	SOUNDGARDEN. Superunknown	A&M
11	10	9	OFFSPRING. Smash	Epitaph
8	12	10	WARREN G. Regulate...G Funk Era	Violator/ral/Island
12	11	11	CANDLEBOX. Candlebox	Maverick/Sire/WB
17	13	12	GREEN DAY. Dookie	Reprise
10	9	13	COOLIO. It Takes A Thief	Tommy Boy
14	14	14	DA BRAT. Funkdafied	So So Def/Chaos
20	15	15	STEVE PERRY. For The Love Of Strange Medici	Columbia
◆ DEBUT	16	16	JIMI HENDRIX. Woodstock	MCA
13	16	17	KEITH SWEAT. The Freak Is On	Elektra
15	18	18	AALIYAH. Age Ain't Nothing But A Number	Blackground/Jive
16	17	19	COLLECTIVE SOUL. Hints Allegations And Things	Atlantic/AG
21	19	20	SEAL. Seal	ZTT/Sire/WB
22	22	21	HARRY CONNICK JR. She	Columbia
24	24	22	REALITY BITES. Soundtrack	RCA
19	21	23	HOUSE OF PAIN. Same As It Ever Was	Tommy Boy
18	20	24	BEASTIE BOYS. Ill Communication	Grand Royal/Capitol
23	23	25	ALL-4-ONE. All-4-One	Blitz/Atlantic/AG
32	25	26	BIG MIKE. Somethin' Serious	Rap-A-Lot/Priority
25	26	27	ABOVE THE RIM. Soundtrack	Death Row/Interscope/AG
28	27	28	BENEDICTINE MONKS OF SANTO DOMINGO DE SILO. Chant	Angel
31	30	29	SMASHING PUMPKINS. Siamese Dream	Virgin
◆ DEBUT	30	30	JACKYL. When Push Comes To Shove	Geffen
35	33	31	AEROSMITH. Get A Grip	Geffen
26	28	32	JOHN MELLENCAMP. Dance Naked	Mercury
27	29	33	THE CROW. Soundtrack	Interscope/Atlantic/AG
—	36	34	GIN BLOSSOMS. New Miserable Experience	A&M
33	35	35	HEAVY D & THE BOYZ. Nuttin' But Love	Uptown/MCA
29	31	36	TONI BRAXTON. Toni Braxton	LaFace/Arista
30	32	37	ALAN JACKSON. Who I Am	Arista
34	34	38	PINK FLOYD. The Division Bell	Columbia
—	40	39	BLACKSTREET. Blackstreet	Interscope/AG
37	38	40	OUTKAST. Southernpalyalisticdillamuzik	LaFace/Arista

PPW Regional Breakouts and Additional Retail Information Begin On Page 48.

Steve Perun Replaces Jeff Wyatt As KIIS PD

Will Still Consult KHKS And Other Gannett Stations

In a swift yet not totally unexpected move, KIIS FM Los Angeles cut PD Jeff Wyatt loose and replaced him with radio veteran Steve Perun.

Besides being a PD at such influential stations as WZOU Boston, WHYI Miami, KBEQ Kansas City and WLS Chicago, Perun has been a successful consultant. Most recently, he has advised several Gannett prop-



STEVE PERUN

erties such as KHKS Dallas, which achieved some of its best numbers ever in the last book. Perun has also performed special projects for WGCI Chicago and KCLX San Diego.

"I'm extremely pleased to announce the addition of Steve Perun to the KIIS staff and to the Gannett Radio Division," states Gannett Radio Division President Gerry DeFrancesco. "As our consultant in Dallas, he has been instrumental in our extraordinary success at KHKS as well as provided valuable input for some of the other properties. Steve will continue as a consultant for the group in addition to his primary responsibilities as programmer at KIIS AM/FM."

KIIS AM/FM President/GM Marc Kaye adds, "I'm looking forward to having Steve on the team. With his background and talent, I am confident that he is the right person to establish KIIS AM/FM as the Top 40 leader."

Lee Chesnut To Program VH-1

WSTR's Tony Novia Looks For New PD

MTV Networks raided radio to staff its programming departments again, with the hiring of WSTR "Star 94" Atlanta PD Lee Chesnut to be VH-1's new VP Music Programming. Chesnut will work under Sr. VP Music Programming and Program Planning (and former KROQ PD) Andy Schuon.

Prior to his Star 94 gig, Chesnut served as MD at WAPW Atlanta, WAPI Birmingham and WABB Mobile. "Lee has earned a reputation in the record and radio industry as one of the leading programmers," Schuon notes. "He brings to VH-1 a fresh perspective and a track record that will help VH-1 realize its full potential." His hiring coincides with the promotion of Sal LoCurto to VP Programming and Program Planning.

WSTR OM Tony Novia has initiated a nationwide search to fill the vacancy created by Chesnut's departure. "If one can be sad and elated simultaneously, that is how I feel today," Novia says. "Lee is a good friend and one of the best music people in Ameri-



LEE CHESNUT

ca. The proof is in the pudding.

"I've already been swamped with people begging for this job," he continues. "Star 94 has an excellent national reputation and everyone wants to move to Atlanta." Prospective candidates for the post should have at least five years of major-market programming experience. Tapes and resumes should be sent to Novia at Star 94, 3350 Peachtree Rd., Penthouse Suite, Atlanta, GA 30326. The deadline for submissions is Friday, August 19.

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CONFERENCE CALL

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JEFF MCCARTNEY INTERVIEW

WAPE Jacksonville PD Jeff McCartney offers insight into programming in an LMA situation and how to use research correctly. ...page 18.

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SHOW PREP

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MOST REQUESTED

A *Network Forty* exclusive: The hottest new reaction records from around the country - from both Mainstream and Crossover stations. ...page 32.

PPW REGIONAL BREAKOUTS

Exclusive focused analysis of the hottest and most-played records in six regions of the country. ...page 48.

Late News Flash

Darcy Fulmer To VH-1

Just before going to press, *Network Forty* has learned that KROQ MD Darcy Fulmer has resigned to accept a programming position at VH-1 under new VP Music Programming Lee Chesnut. The move again illustrates the older-demo channel's commitment to a more active and aggressive music programming policy.

Fulmer, who previously worked at *Network Forty*, is the third KROQ employee to move to MTV Networks. She follows ex-'ROQ PD Andy Schuon and MD Lewis Largent to the New York headquarters.

THE OTHER SHOE DROPS

Or, in radio terms, what happens soon after one of Arbitron's big books comes out. Cut loose (or resigning) from their programming gigs over the past week or two were: PD Tony Waitekus from WCIL Carbondale, PD Tom Gallagher from WZOQ Lima, WKHI MD Danny Ocean and KISF Kansas City PD Mark Feather. There was some speculation in other trades that Feather's exit was due more to a promotion gone awry than soft Arbitron numbers, but those in the know... know better.

COMING & GOING

Moving up in the radio world: Alex Valentine was promoted to APD at KISF Kansas City... WDCG Raleigh middayer Madison was promoted to MD... Tommy Frank, former PD at WSKS Wilkes-Barre, was named PD at WZOQ Lima... WKHI Ocean City middayer Daisy Taylor added MD stripes... Scott Wilson will return in his Joe Mama persona to do mornings at WOYV Palm Beach.

SIMMS A STAR MD

Four-year station vet Greg Simms was named Music Director at KFMB "Star 100.7" San Diego. Starting at the front desk, Simms has worked as a morning show assistant to Jeff & Jer, did his own weekend and fill-in on-air shifts and assisted former PD Gene Knight in the music department for almost two years before this promotion. He will work closely with PD Tom Gjerdrum in programming the music department.

THIS & THAT

KYIS and KATT Oklahoma City have entered into a Time Brokerage Agreement with the intent of merging the Album Rock and Adult Top 40 stations... Howard Stern has dropped his bid to become New York Governor after he couldn't get around financial disclosure laws...Pyramid Broadcasting has closed on *The Edge* in Charlotte and sister station WRFX-AM. Up to now, it had been LMA'ing *The Edge*.

Al Teller Rides The Info Superhighway

Appointed to National Info Advisory Council

MCA Music Entertainment Group Chairman/CEO and MCA, Inc. Exec. VP Al Teller was appointed to the National Infrastructure Advisory Council. He is the only recording industry executive appointed to the Council, which was created to provide private sector input to Vice President Al Gore, Secretary of Commerce Ron Brown and other officials about communications policy, application, regulatory, copyright and other National Information Infrastructure issues relating to the "information superhighway."



AL TELLER

The NII Advisory Council will also consult on national strategies for maximizing interconnection and interoperability of communications networks and universal access.

Teller is well versed in both the creative and technological sides of the music and communications industries. He's one of a handful of international executives who will determine how the \$23 billion global music industry will deliver its music in the future, the future of copyrights and other issues relating to new technology.

Nancy Levin's Top Priority

Named Sr. VP Promotion for Rap Indie

Nancy Levin was named Sr. VP Promotion for Priority Records. She will oversee the label's promotion efforts at all formats and will hire a full local staff over the next few months. What's more, the label will expand its A&R efforts to include "dangerous music of all kinds."

Levin's hiring represents a new stage of growth for the independent label. "The truth of the matter is, when I started this company, we really didn't rely on radio," explains Priority President/CEO Bryan Turner. "Radio wasn't really a big part of our marketing plan because, basically, the material wasn't really playable. As we grew and as radio became more of an important tool in the marketing of

Rap records specifically, we realized that radio was another part of the puzzle that we had to have in order to effectively compete in the '90s.



NANCY LEVIN

"Nancy Levin is the last piece of the puzzle," he continues. "Thanks to her, with her experience and the reputation she has in the industry, she has now made us a major label."

Levin boasts considerable experience in both radio and records. She was PD at KFMU Steamboat Springs and MD/morning drive at KKBR Albuquerque before she joined Reprise Records as a local Promotion Manager. "This has truly been my dream" Levin notes, "to build a staff where we break rules, redefine, laugh and stay eight blocks ahead in thought and execution - kind of like twisted kindergartners who are in the new school instead of the old school."

Guy Zapoleon, Bill Richards Split

Heavyweight Top 40 Consultancy Lasts A Year

Consultants Guy Zapoleon and Bill Richards will dissolve their partnership, Zapoleon/Richards Media Strategies, so each will head up his own consultancy.

Zapoleon will now lead Zapoleon Media Strategies with former Zapoleon/Richards consultants Steve Wyrostok and Jeff Scott. Meanwhile, Bill Richards will head his own company, Richards Programming Strategists.

Both parties assert that the split was amicable. "It has been a great partnership with Bill and I look forward to working together on special projects in the future," Zapoleon states. "In the past 12 months, our partnership enjoyed great success," Richards confirms. "I'm looking forward to expanding my availability in the marketplace. The focus at my new firm will continue to be advising contemporary radio."

During their tenure together, Zapoleon/Richards consulted the likes of American Radio Systems, Century Broadcasting, Evergreen Media, Gannett Radio, OmniAmerica Communications, Prism Radio Partners and Sundance Broadcasting. Exactly who will be consulted by whom has yet to be specified.

Inside information on the breakup can be found on Page 6.

RECORDS

ATLANTIC

Jennifer Looney was promoted to Advertising Manager.

CAPITOL

Jane Bogart was named Assoc. Director of Advertising. Previously, she was a copywriter at Warner Bros. Records, where she contributed to ads for Madonna, the BoDeans and the Black Crowes.

HOLLYWOOD

Bill Deutsch was appointed Director, A&R. Previously, he was an A&R Representative at Atlantic Records, where he discovered artists such as All-4-One, Inner Circle and Natural Selection.

SRO

Dennis White and Scott Martin have launched a new independent label, SRO Records. Its first release will be from Pop/R&B/Reggae artist Everyman.

TRI-STAR

Paul DeGooyer was named Senior Product Manager. Previously, he was the U.S. Label Manager for Real World/Caroline Records... Todd Glassman was promoted to Product Manager. Previously, he was a Marketing Assistant.

WARNER BROS.

Jo Lenardi was promoted to VP Alternative Marketing. After 12 years of record retail experience in the Chicago area, Lenardi joined WB as Alternative Marketing Manager for the Midwest. She became Director of Alternative Marketing for six years before this latest promotion.





KIISed Off

In a move rumored for some time and predicted for the past few weeks on Page 6, KIIS Los Angeles made a change this week. (See News section for details.) Jeff Wyatt is out. Steve Perun is in.

Will the station remain basically the same with just some fine tuning? Don't count on it. Perun wanted to be sure KIIS was still capable of being #1 in Los Angeles and that Gannett was willing to commit to that goal. Gannett head Gerry DeFrancisco, who programmed KIIS during the glory days, believes that KIIS can move back to that lofty perch and will do whatever is needed to make it happen. Don't place any heavy bets on staffers other than Rick Dees to be a part of the future. Steve has been extremely successful in redefining heritage Top 40 stations. Look for him to do the same with KIIS.

Is this just the first step in making Perun Group PD with Gannett? He's already consulting other Gannett properties and will continue to do so.

Related Move

The parting is said to have been amicable, yet the timing of the split between Guy Zapoleon and Bill Richards is suspect. (See News section for details.) The divorce was announced the same day as the PD change at KIIS. Zapoleon and Perun were consulting partners until Richards and Guy formed their company. Did Zapoleon, who just began consulting KIIS on an exclusive basis (which did not include former KIIS PD Richards), orchestrate this programming change? Will Zapoleon pick up the clients Gannett won't allow Perun to consult? And is Richards currently talking to another Los Angeles station about a format change that could compete against KIIS? A lot of fire is generating this smoke.

And where does KROQ PD Kevin Weatherly fit in all of this? Some say he was the first choice for the KIIS gig.

I Coulda Been A...

Contender(s) for the Star 94 PD opening include WKRQ's Brian Douglas,

Z100's Andy Shane, WBT's John McFadden and a dark horse mentioned in the RPWs.

Heard On The Radio

Several weeks ago in our exclusive Rumors Per Week section, we asked, "What's up at KISF Kansas City?" PD Mark Feather is out. Although *Re&R* reported that publicity from a "screaking" incident was the main reason for his dismissal, insiders know better. Alex Valentine has been bumped to APD and will handle the day-to-day operation. Look for consultant Bob Mitchell and Alex to keep the format Top 40.

In a related move, where are former KISF morning hosts Kip Taylor and Bobby Quinn going to show up? Is Kip heading to the Northeast by himself, just for kicks?

In another related move (one we like a whole lot better), screaming doesn't seem to have an adverse effect on the new morning team of KUTQ Salt Lake City. Cono And McCormick make this week's Page 6 picture just by sitting on a bench. If these two guys were really gentlemen, they would have given up their seats for the ladies. The Chrome Lizard would have given up a lot more.

The new MD at KFMB San Diego is Greg Simms.

Veteran programmer Tony Waitekus is out at WCIL. Tony is a true pro who is well-respected in the industry and won't be without a programming post for very long. You can reach him at (618) 457-6682.

Tommy Frank, formerly of WSKS Wilkes-Barre, is the new PD at WZOQ Lima, replacing Tom Gallagher.

Midday jock Madison is the new MD at WDCG Durham.

WKHI Ocean City MD Danny Ocean resigns. Look for him to resurface in a couple of weeks at a larger market. Midday jock Daisy Taylor is the new MD.

On Record

Long-time *Network Forty* Office Manager and assistant to VP/GM Gerry Cagle, Josie Cianflone, moves to Giant Records as an assistant to Irving Azoff.

Network Forty favorite Charlie Walk has been promoted to Director of Pop Promotion at Columbia Records.

At the MCA meetings in Toronto, Detroit rep Mark Diller and Atlanta rep Jeff Davis won Promotion People of the Year awards.

Seen On Video

Former *Network Forty* heroine and KROQ Los Angeles MD Darcy Fulmer resigns to go to VH-1. She'll join Lee Chesnut who left Star 94 Atlanta last week to program the video channel. (See News section for more details.)

It's all but a done deal that Z100 New York APD/MD Frankie Blue will be BOXed soon. Andy Shane would be the likely replacement (he already shares APD duties) if he doesn't take that other offer that's on the table first.

RPWs

Here are our exclusive Rumors Per Week, unweighted, based on how often we heard them:

#1: Will new KIIS PD and sports freak Steve Perun pull off a trade and send MD Tracy Austin back to Texas in exchange for KHKS MD Mr. Ed?

#2: Or will Mr. Ed be a "star" in Atlanta?

#3: Will Terry Anzaldo leave RCA for Maverick or does his contract prevent any movement on his part? Or is he just another in a long list of people who have interviewed for the job?

#4: What's going on at KGGI Riverside? Is there a change at the top coming down?

#5: Who will be the new Midwest rep for MCA? If you really want to know, just call Mark Gorlick's office and you'll hear the answer.

Watch Closely

Network Forty is undergoing an expansion that begins in two weeks. After exhaustive research and input from hundreds of you in the radio and record industries, we're making some adjustments. As radio expands, so does *Network Forty*. The first move is to an expanded AC section that will include the largest universe of stations in the business. The make-up you've been seeing on Page 54 has been a subliminal message that some minor alterations are on the way. In two weeks, the subliminal suggestions are over. We guarantee it will hit you like a ton of bricks. Get ready for the most outrageous cover in the history of our business...coming soon.

Buzz

Kim Langbecker...Dianne Monk...Jojo Wright...John McMann...Bob Burke... Pete Manriquez...Jack Cyphers...





The Mormon, the merrier...

Does anybody understand those Columbia ads?
(question)



Aaron Hall


I Miss You

 **STRESS ROTATION!**
Gold Single with 34,000 units sold this week.  Moves the video into Stress Rotation, and Aaron is Top 5 Crossover, Top 15 on The Back Page and has over 1,800 detections. WNCI and KDWB started spinning the single this week, and Mainstream stations WXXL, WZPL, KJYO, WHOT, WELY, WNNK are all playing it too! By the way, the single has been Top 10 in SoundScan for 2 weeks!



Heavy D. And The Boyz

Nuttin' But Love

2nd highest debut on the Crossover Monitor at 32* with over 25% airplay increase from last week. Now at 400+ Detections. Heavy is receiving heavy play at Hot 97/New York (52x), 92Q/Baltimore (38x), WPGC/D.C. (31x), KMEL (42x) and Z90 (43x). With 14 spins on  last week, Heavy is getting some heavy video action too!



Boston

What's Your Name

The first single drove the album to 900,000 in sales. Tom Scholz and his boys from beantown have had a Top 5 AOR single on "I Need Your Love," and the current one that's Top 15 and headed Top 5. You want upper demos? Play Boston - it's on your desk now. In fact, call your local person up and give 'em the add right now. Thanks!

Hits that require no explanation.

MCA

Commentary by
Gerry Cagle

I got five...who'll gimme ten?
Now ten...who'll go twenty?
Last week, a record company needed an add at a certain radio station. That in itself isn't unusual. It happens every week at every radio station with every record company. This particular record company will remain nameless, but it could be just about any company. The radio station? Nameless as well, although it, too, could be just about any station.

So, the record company wants this record added. And the program director wants a promotion.

I got your twenty...now who'll give me thirty?

The record company wants...needs the record added, so a promotion is offered going in. The promotion person is feeling confident. His record is good. There are others with more strength, but it's not as if he's pushing a dog. And he's got the war chest combination. There won't be much negotiation. He's been given the goods to get the add.

No problem.

We've got a thousand dollar bid! Now who'll gimme twelve-fifty?

The program director wants a promotion? It's easy. The first offer will knock him on his ass.

"How about two tickets plus airfare, lodging and expenses to see Woodstock II?" the record promoter says proudly.

The PD's answer is nonchalant. "I've already got that."

Problem.

Fifteen hundred...who'll give me two grand?

The record promoter, although a bit put off, recovers quickly. He does, after all, represent a major label. He has promotions to give.

"How about," he offers, "four tickets, plus airfare, hotel accommodations and spending money to Woodstock II?"

The answer is still nonchalant, though maybe a little irritated. "I've already got that for eight people."

I got two thousand now...who'll gimme three?

The record guy swallows. It's going to be a little tougher than he thought initially, but he's got some moves left.

"Okay, let's send six people, all expenses paid, to the MTV Music Awards."

The promoter smiles tightly. No one else could come up with that many tickets to the show. He had a lock. Absolutely. Positively. Without question. Probably. Maybe. He hoped.

"Aw, man," the program director says, "I've had ten of those tickets since the middle of summer. I need something really big."

I got four...now let's take a jump. Anybody gimme ten? Have I got a ten thousand dollar bid?

A fine layer of sweat coats the upper lip of the record promoter. The confidence he once felt is long gone.

"Well, ah," he stammers, "what did you have in mind?"

"What would happen if every record company stopped offering promotions?"

"How about a trip around the world?" comes the quick answer. "Let's make it for two weeks with stops at all the major cities."

The promoter's tongue is thick. The thin layer of perspiration now turns into a heavy flop sweat.

"Can I put you on hold for a second? I'll have to check with my boss on this one."

"Sure," replies the program director, "I've got another call coming in anyhow."

It only takes the promoter ninety seconds to get his boss on the phone and get his approval... and feel his anger. But it is done. He punches back to the radio station.

"Okay, we'll do it."

"Hey, man, I'm sorry," says the PD. "While you were away, another company gave me the trip. Why don't you call me back next week?"

I've got twenty...who'll gimme thirty?

To steal a line from the summer's biggest movie, "God damn it, Gump, this thing is getting

out of hand!"

Where will all of this end? Record companies are offering more and more and radio stations are demanding even more than that. There was a time when record companies hired independent promoters to enhance a project's worth. Now, in too many situations, they're acting more like auctioneers.

Once upon a time, the FCC frowned on stations that accepted extraordinary promotional expenditures. Although the agency has turned its head away from the practice of "promotional consideration" in most instances, it hasn't changed its policy. At any minute, the agency could reverse its stance and many stations could suffer severe recriminations.

Is a radio station wrong to consider promotions offered by record companies? Nope. Are record companies wrong to offer promotions? Nope. If a record company offers promotions that can possibly directly enhance an artist's growth with a radio station's audience, nothing sinister can be attributed to the offer. However, we're stretching that maxim to a breaking point.

Bringing the group in for a station promotion or flying listeners to see the group in concert is one thing. Other promotions and trips that aren't related to a group (except to buy the record onto the playlist) are dangerous and the long-term consequences could definitely outweigh the short-term gains.

What would happen if every record company stopped offering wild, expensive promotions? What would happen if radio stations had to consider each record based solely on merit.

Scary. For both radio and records.

It's something that has to happen. The system as it is today is out of control. Will the FCC have to get involved to bring order back to the chaos?

Most major radio companies see the flaws in the present system and understand that the license of a station is worth far more than any promotion.

As a matter of good programming, you should be careful. There is a thin line between asking for promotional support for a record that fits with your programming philosophy and playing a record that doesn't fit because of a promotion.

I've got fifty...who'll make it seventy-five?

You say you would never do that? You would never prostitute yourself or your radio station? If you ask for promotions with each record add, you've already established what you are...the record promoters are just negotiating the price.

Sold! ■

YOU GOTTA BE CONVINCED BY THESE NEW COMMITMENTS:



Z100

WXKS

WHYI

WBBQ

WEDJ

KUBE

YOU GOTTA BE IMPRESSED BY THESE ROTATIONS:

WPRO 25X

WSTR 20X

WFLZ 13X

WTIC 22X

KKFR 21X

KKLQ 14X

KQKQ 30X

WKSS 26X

KISF 10X

WHOT 30X

WAHC 20X

WKTJ 15X

WWCK 26X

KZZU 21X

WGTZ 14X



YOU GOTTA GET PHONES AND CALLOUT:

WSTR

WAPE

KKFR

WPRO

WTIC

WPST

WPXR

B97

CK105

You Gotta Be There



Des'ree



PROMOTIONS

— Compiled by Jeff Silberman and Kathryn Danyluk

COWBOY HELMET CARRIERS

KHFI, Austin

Ginny Schoggins

Throughout July, entry boxes were placed at area grocery stores. Kids aged 6-13 entered to become Dallas Cowboy helmet carriers. Before and after practice during training camp, the winners escort a Cowboy player to and from the practice field, carrying his helmet. Twenty winners were chosen on-air; they also won a Cowboy T-shirt and a picture of them with a player or two.

COST: NONE.

RETURN: CONSIDERING THE FACT THAT THE COWBOYS ARE NEXT TO GOD IN TEXAS, PROMOTION ATTRACTS AS MUCH INTEREST FROM THE PARENTS AS THE KIDS. PLUS, THEY GET AD BUYS FROM CLIENT STORES AND OTHER SPONSORS.

MICHAEL & LISA MARIE'S WEDDING GIFT

KKLQ, San Diego

Amy Stevens/Michael Brownlee

Even though they weren't invited to the wedding, Q106's morning team Jeff and Jer thought it would be appropriate to send the coosome twosome an appropriate wedding gift. After conferring with their listeners — and asking them to donate 25 cents to the present — they came up with the perfect gift: a "Dust Buster." Hundreds of listeners chipped in the spare change to raise the \$30 to buy the contraption. Now, if anyone complains that the gift sucks, they can answer, "It's supposed to!"

COST: WHATEVER IT COSTS TO MAIL SOMETHING TO GRACE OR NEVERLAND.

RETURN: EXPLOITS THE WEDDING OF THE YEAR IN A TASTEFULLY MUNDANE WAY. LIKE WHAT WOULD YOU GET THEM, HIS-AND-HERS FREEZER BAGS TO BE USED AS LUGGAGE INTO THE NEXT DIMENSION? HMMM... COME TO THINK OF IT...

POINTFEST'S STUPID AUDIENCE TRICKS

KPNT, St. Louis

Libby Kochan

This Alternative Festival will take place at the Riverport Amphitheater on August 20. Performing bands include The Smithereens, They Might Be Giants, The Violent Femmes, Lisa Loeb and MC 900 Ft. Jesus. They expect at least 20,000 people; between acts, concert attendees act out their most bizarre

SPOTLIGHT

"E.P.T. THURSDAYS"

WNVZ, Norfolk

Chris Wilson

Morning show hosts John Trout and Jennifer Lewis have been inundated with calls from women who think they're in "the family way." For four consecutive Thursdays during morning drive, 10 of them will come to the studio and, in a private room, take the E.P.T. and report the results. If the test is positive, they'll also call their respective spouses and significant others on-

air and tell them the good news. All participants receive special prize packages that include stuff from a birthing center, baby and children's retailers, an insurance company and other newly-mother-oriented businesses.

COST: PRIZES TRADED OUT.

RETURN: TREMENDOUS WARM-AND-FUZZY THEATRE-OF-THE-MIND STUNT APPEALS DEAD-CENTER TO THE FEMALE TARGET DEMO.

escapades on stage. Listeners have been writing and faxing stunts that they would carry out if "They Had 3 Minutes In Front Of 20,000 People." One listener claims he can put over \$2.00 worth of coins in his nose. The Point is giving away tickets on the air; they can also be bought for \$10.50.

COST: THE FEST IS SPONSORED IN PART BY THE BUDWEISER CONCERT SERIES, JEEP EAGLE DEALERS AND FAMOUS BARR.

RETURN: STATION BECOMES THE ENTERTAINMENT FOCUS OF THE CITY — ESPECIALLY WITH THE BASEBALL STRIKE. GREAT WAY TO ESTABLISH LISTENERSHIP. STUPID AUDIENCE TRICKS ARE AN ADDED ENTERTAINMENT BONUS.

WEDDING IN SANTO DOMINGO

WNCI, Columbus

Dan Bowen

Right after rumors of the Jackson/Presley marriage started, WNCI considered sending a male morning show producer and a female production associate to Santo Domingo to get married by the same judge who did the Jackson/Presley wedding, then send them to Mexico to get divorced all in the same trip. The two parties didn't cotton to the idea, but the producer — who was engaged at the time — convinced his fiancée to do it. So they were flown down for the wedding (but not the divorce). The ceremony was broadcast on-air via phone.

COST: STATION POPPED FOR IT ALL.

RETURN: NOT ONLY WAS IT GREAT THEATRE-OF-THE-MIND WHEN THEY DID IT, BUT WHEN THE JACKSON/PRESLEY RUMORS WERE VERIFIED WEEKS LATER, THE PRESS (LOCAL PRINT AND TV) CAME TO STATION TO INTERVIEW THE NEWLYWEDS!

TWISTER FOR Q-CASH

KCGQ, Cape Girardeau

J.J. Elliot

At a local mall, listeners played Twister for cash and other prizes. Nine listeners qualified for the event during the week, with three more chosen at the mall for a total of 12. The overall winners took home cash, while runners-up took home station T-shirts, movie tickets and other prizes. First prize was \$100, second was \$50 and third was \$25.

COST: NONE. SOLD REMOTE, CLIENTS PROVIDED CASH. ALL OTHER PRIZES AND TWISTER GAMES TRADED OUT FOR MENTIONS.

RETURN: GREAT THEATRE-OF-THE-MIND, WITH APPEAL TO ALL DEMOS, ESPECIALLY NOSTALGIC APPEAL TO OLDER LISTENERS. DON'T FORGET THE MONEY FROM SELLING REMOTE. SIMPLE, YET VERY EFFECTIVE.

WORLD'S LARGEST BLOCK PARTY

WKQX, Chicago

Sam Gennawey

Two-day fest attracted 34,000 to two concerts. Friday night was the local band show, featuring area groups who have just been signed to label deals. Saturday featured the Counting Crows — and became "Adam Fest." To make it interesting, Q101 asked singer Adam Durwitz who he'd like to see. He chose three bands and actually watched them from a platform built next to the stage. The audience saw him enjoying the

opening acts, which got them more into the bands as well.

COST: TALENT COURTESY OF LABELS. COST OF SETTING UP STAGE CAME OUT OF BUDGET AND WAS OFFSET BY SPONSORSHIPS.

RETURN: STATION EVENT BECAME CENTER OF ATTENTION IN CITY FOR AN ENTIRE WEEKEND. GREAT MUSIC IMAGING — ESPECIALLY WITH THE UNIQUE "ADAM FEST" ANGLE.

VINTAGE "FACE TO FACE" CONCERT TRIP

WHYI, Miami

Kevin Cerenzia

Listeners can win tickets to see Billy Joel and Elton John's "Face to Face" concert in Orlando (including airfare and hotel accommodations) by calling in after they hear the artists' songs "face to face" (actually, back-to-back, but who's counting?). The added spice in this giveaway is that the winners will be flown in a refurbished vintage 1940s motif twin-prop Douglas DC-3. Pilots and air hostesses will be dressed in '40s garb and hand out magazines such as *Life*, *Look* and the *Saturday Evening Post* from 1945. Morning show duo Bobby & Footy will escort them on their trip.

COST: LEAVE TWO LINES FOR EXPLANATION, S'IL VOUS PLAÎT.

RETURN: BUILDS CUME AND TSL. ACTIVE AUDIENCE PROMOTION BOASTS AN UPPER-DEMO APPEAL.

THE GREEN TEAM IN PRISON

KITS, San Francisco

Michelle Ortega

KITS' environmentally-conscious "Green Team" invited listeners to meet them at a local pier, where a boat picked them up and took them to Alcatraz. Once there, they were at the "mercy" of a guard, who assigned them various tasks such as scrubbing walls, picking up litter and planting trees. Then they were given bread and water (sandwiches and Calistoga) and received a free tour of Alcatraz.

COST: FOODSTUFF TRADED OUT.

RETURN: TIES STATION INTO STRONG ENVIRONMENTAL MOVEMENT OF MARKET. ALSO INTERESTING TO FIND OUT WHO IS SO INTERESTED IN TOURING OLD JAILS THAT THEY'RE WILLING TO WORK FOR IT.

Airplay And Sales Explode!

NETWORK 2218 Plays Per Week!

Over 2500 Combined BDS
Detections!

BDS Rhythm/Crossover
Jumps 26-18*

KKRZ Add TIC-FM Add WVIC Add
WVKS Add Plus More!

Pop SoundScan Single 90-36*
Urban 34-14*

Early Research:

92Q #1 Callout 18-34!

KBXX Top 5 Callout 18-34!

KZFM #1 Phones Across The Board!

Sales:

Philadelphia #35	Detroit #33	Cleveland #15
Dallas #18	Atlanta D-20	Houston #7
Baltimore #9	Kansas City #21	Jacksonville #8
Greensboro #9	Greenville #12	Dayton #8

"i'd give anything"

*a ballad straight
from the heart of*

gerald
levert

"Already Top-5 phones with women 25-34!"
-Albie Dee, WPGC

"A big power ballad for the year!"
-Bruce St. James, Power 106

"Smooth... a Top-5 record!"
-Buddy Scott, B94

"Exploding after only one week on the air!
Already seeing Top-5 phones
in every daypart!"
-Neal Sharpe, JET-FM

"Very strong. Coming through for us.
A definite hit!"
-Greg Head, KBXX

from his new album "Groove On"

Produced by David Foster for Chartmaker, Inc.
Management & Direction: Trevel Production Company Inc.



NETWORK FORTY SPOTLIGHT

THE MAGIC MIX



KMVR.....104.9 FM

Magic 105

1832 West Armador

Las Cruces, NM 88005

(505) 526-2496 Office

(505) 523-3918 Fax

Randy FoxProgram Director/Music Director

Paul YatesMix Show Director

Music Calls:MF 9 am - 11 am

Frank Anglin.....General Manager

Ed Nelander.....Sales Manager

Laura Fernandez.....News Director

Michael Anthony6:00 am – 11:00 am

Randy Fox11:00 am – 3:00 pm

K.D. Allen.....3:00 pm – 7:00 pm

Bobby Corona.....7:00 pm – 12 mid

Louie T.....12 mid – 6:00 am

Ownership:Rainbow Communications

Consultant:Dominic Theodore & Assoc.

Like a growing number of Crossover radio stations, KMVR Las Cruces, NM is incorporating Alternative records into its music mix. However, Magic 105 is one of the first stations in a predominantly Hispanic market to embrace the Crossover/Alternative hybrid. "Our market is close to the border [of Mexico] and is approximately 70% Hispanic. We also have a university here, so there's a large college population," says PD Randy Fox. "People come from all over the country to attend college and they have a different type of lifestyle from the people who normally live here.

"I'm not necessarily going full-blown Channel X, but I am playing around with [the format]. Some of the Alternative leaning records are doing really well for us, such as Enigma's 'Age Of Loneliness' and Soundgarden's 'Black Hole Sun.' Lisa Loeb was huge for us. The more Mainstream Rock records don't seem to work as well."

And like a large number of Crossover radio stations, Old-School music is also a part of the mix. "We have a lot of old Freestyle in right now, like Noel, old Cover Girls, 'Diamond Girl' – we actually get requests for these songs," says Fox. "We play this music mostly during the day. At night, we [play more current Rhythmic music]."

Because Las Cruces is such a small market, the station virtually has no competition. "I like competition because it keeps you sharp, so I listen to [stations in] other markets that are near me and play off of them," says Fox.

Randy keeps abreast of new music in other ways as well. "I read all the publications and flyers that I get in the mail. I look at [stations in] markets similar to mine, to see if they are playing a [particular] song." The station also does research on local record stores. "We try to stay in touch with the street and what's going on in the clubs and stores. The

people [at this station] are from the city and are familiar with the market. We keep in touch with as many people who are familiar with this area as possible, so we know what's going on at all times.

"Programming is a creative process. I don't really have any set formula for putting a song on the air. The thing that means the most to me is how I feel about a record; how it fits with the people who are [in this market], how it will perform and if it's a record that I think people need to hear. It doesn't need to be a certain type of record and it doesn't have to fit what we are doing at the time.

"We do a lot of community things that involve the lives of the people who live here. We try to keep it personal. On the air, jocks are free to say what they need to say, as long as they say the call letters. The personalities are the high point. We want to have a lot of personality on the air, so people can relate to them and feel like they know them.

"Right now, we're doing a promotion where people [have a chance to] design our new bumper sticker. It will be a limited edition sticker; we will print 500 of the winning person's sticker with their name on it. [The winner] will also get special prizes. After that, we will debut our new logo. It gets people involved with the station. The more you give your station to the people, the bigger your station becomes.

"We recently held a Whitney Houston *Bodyguard* promotion. The Magic 105 Crew wore bodyguard shirts and escorted the winner to and from the concert, to dinner and to their hotel. The winner also got main floor seats along with transportation. [The Crew] was with [the winner] at all times. Other registrants also got tickets to the show along with Right Guard deodorant."

-Wendi Cermak

5 PM SAMPLE HOUR

Black Machine
How Gee

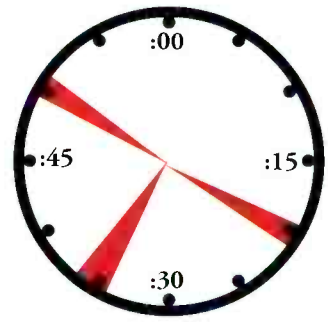
Collective Soul
Shine

Blackstreet
Booty Call

Nona Gaye & Prince
Love Sign

Prince
When Doves Cry

STOPSET
Soundgarden
Black Hole Sun



ON AIR SLOGAN

"The #1 Hit Music Station!"

Aaliyah
Back & Forth

Heavy D & The Boyz
Now That We Found Love

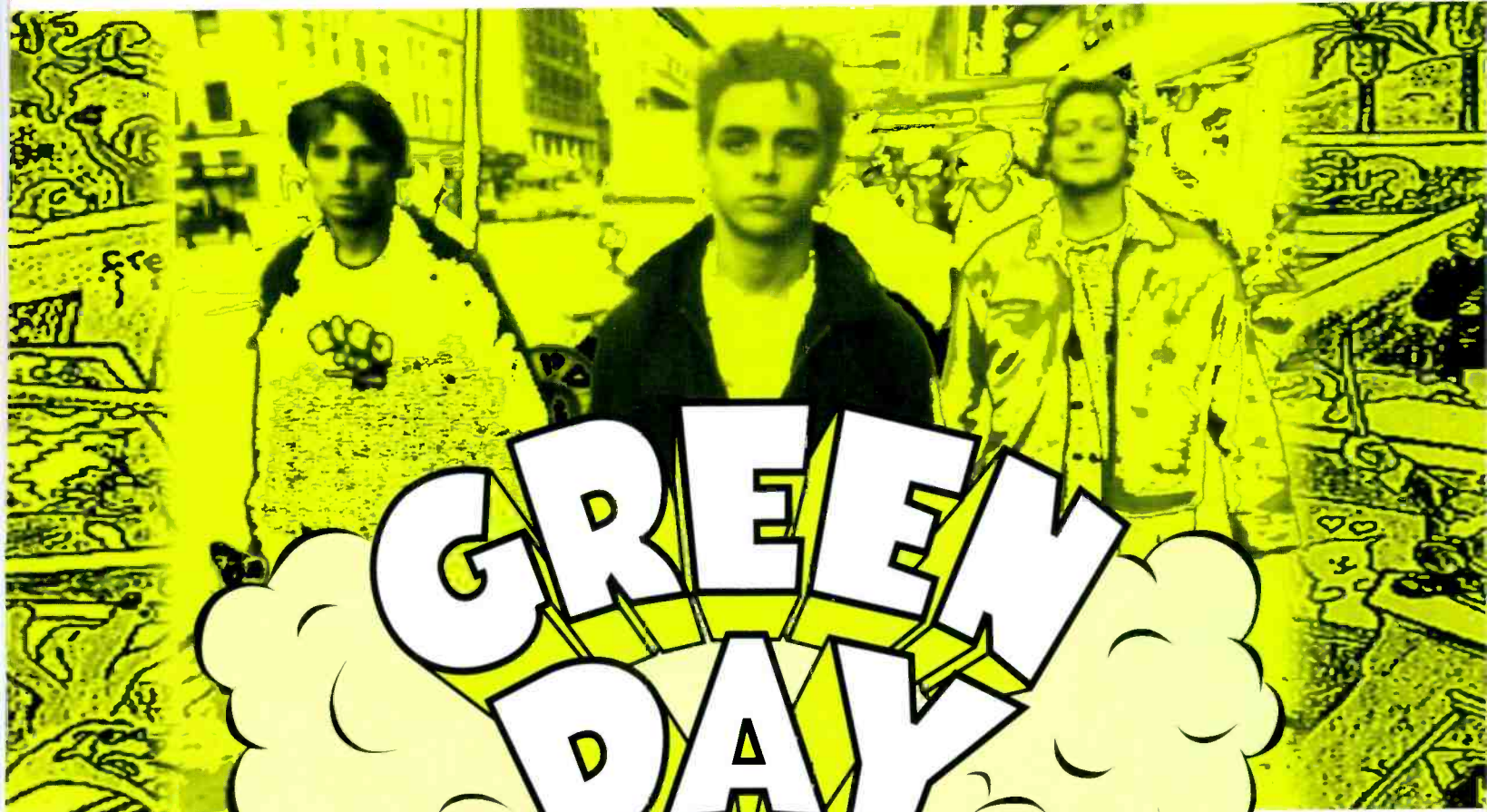
STOPSET
Jocelyn Enriquez
Make This Last Forever

Counting Crows
Mr. Jones

Big Mountain
Sweet Sensual Love

STOPSET
4 P.M.
Sukiyaki
Zhané
Hey Mr. D.J.

"The best rock release of the Year,"
says TIME MAGAZINE.



LOLLAPALOOZA
AND WOODSTOCK
AND BUZZBIN
AND LETTERMAN AND
THREE MTV AWARD NOMINATIONS
AND ROLLING STONE'S
HOT BAND OF '94 AND...

THE NEW
SINGLE
AND VIDEO

Basket Case

Early Official Adds At:

Z100 WEDJ B97 WHYT

WDCG WKCI WHHY WDDJ WAAL

WHJX KUBE WRQK WRFY WYCR KIOK

Already Spinning At:

**WHTZ 18 Plays KROQ 27 Plays KUBE 17 Plays WNNX 30 Plays WEZB 13 Plays WRQK 29 Plays
WHJX 17 Plays WPST 15 Plays WYCR 18 Plays WZAT 31 Plays WRFY 14 Plays KIOK 14 Plays**

Big Requests At Z100!

SoundScan Album Sales 16-13* Over 62,298 Weekly Sales! Already Over 1.1 Million Orders!



Produced by Rob Cavallo and Green Day

FROM THE ALBUM, DOOKIE

Management: Cahn-Man.

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PROGRAMMERS CONFERENCE CALL

WHAT PROGRAMMERS WANT FROM PROMOTION....

New technologies and political correctness in the '90s have significantly altered the relationship between the radio and record communities over the last several years. It's been quite a while since people have told me about a record person raging through their offices, turning their desks upside down and throwing CDs at them. The advent of PPWs, BDS and SoundScan have created a reality-based industry environment, with the information being disseminated at the speed of light. On this week's Programmers Conference Call, we go in search of what Top 40 programmers do and do not want from the promotion community.

This Week Featuring:



GARETT MICHAELS
PD, WPLY Philadelphia



CAT THOMAS
PD, WZYP Athens



BRIAN DOUGLAS
APD, WKRQ Cincinnati



CHUCK GEIGER
PD, KWNZ Reno

In an age of BDS, PPW and SoundScan, what specific information can a record promotion person provide that will help you in making a record decision?

GARETT: The most important thing that any promotion person can do is to know my radio station and what I do and don't play. If they know my station, they know what I look at – usually the same things other smart radio stations run by smart individuals are playing. More than anything we look at individual radio stations' BDS and not the entire BDS picture. If it's getting good spins at a station or stations we respect and we know they are using the right methodologies for their formulas, then, of course, it affects us. We do look at sales and they know that I'm particularly interested in sales in this market. Also, I like to be made aware of sales generated by other radio stations within the marketplace.

CAT: What promotions they have to offer, of course! [laughs] Just kidding. First of all, I like to hear about the success other stations in this area are having with the record. This is the most important thing to me. I tell the promotion people who call me which radio stations are important to me in this region of the country. I like to hear information about Star 94 in Atlanta, WBBQ in Augusta, Dusty's station in Mobile and WAPE in Jacksonville. I like to know how records are performing at these stations.

BRIAN: The smartest thing they can do is to make sure each record they promote to us makes sense for this radio station. I got a fax today from someone beating me up about a hardcore Rap record that, considering

the way this radio station is skewing, is a waste of my time, their time and fax paper. Give us credible research we can use. We look at SoundScan information for this marketplace. The national picture doesn't mean as much to us as what is happening in Cincinnati.

CHUCK: I think if they throw out call letters of radio stations that we pay attention to as having success with a specific record, then we'll listen to what they have to say. It has to be a radio station that we mirror or one that mirrors us. We all like to say we don't do this anymore...but we do. It's important to let them know which radio stations you consider important so they can provide you with appropriate research on records. We're in a bit of a strange situation in that, for the San Francisco locals, we're only one of maybe four Mainstream radio stations in their region. They may close a Rhythm record with the exception of these four radio stations. If they know what they're doing, they understand why.

Conversely, what information would you rather not hear from a promotion person?

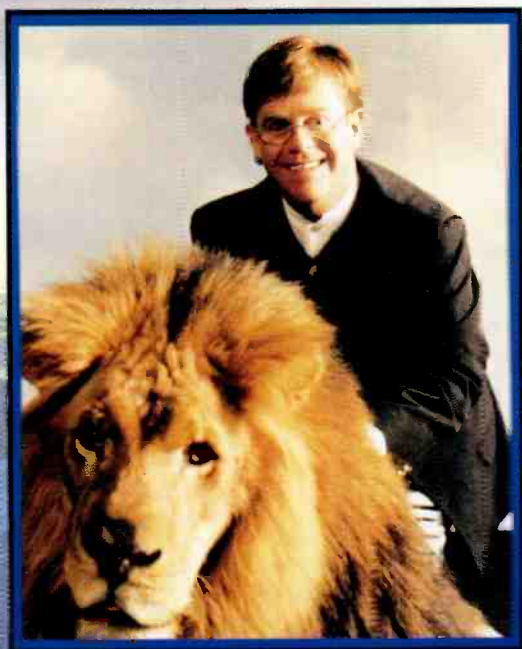
GARETT: I don't want to hear about airplay on a radio station that has nothing to do with what I'm doing. That's the main thing. I get this all the time: "We're getting huge airplay at XXX in such and such market." I'm going, that's fine, but the makeup of that market is dramatically different than mine and that station is radically different than this one, so give me something I can use.

CAT: It really doesn't matter to me if stations in other regions of the country are playing particular records. I really don't need to hear about the success of songs at stations classified as Dance or Alternative because this radio station is Mainstream Top 40 and doesn't niche in either direction. I prefer to have information from the aforementioned radio stations in my region of the country.

BRIAN: Requests mean very little to us because of the way this station is skewing. I don't need information on records being played at radio stations in markets that aren't comparable to this one. I don't care about requests from other markets, either. Sometimes reps hurt themselves by bringing up other radio stations. Don't take me wrong: Other than ratings at this radio station, I love to see new music break onto the scene,

ELTON JOHN

Circle of Life



The New Single

From The Original Motion Picture Soundtrack
Of Walt Disney Pictures

THE
LION KING



Produced by Chris Thomas

Elton John appears courtesy of MCA Records. Photo by Rick Diamond.
HR-64516-24 © The Walt Disney Company © 1994 William A. Bong, Ltd.
Hollywood Records, 500 S. Flower St., Burbank, CA 91521. Distributed by Elektra Entertainment.
A Division of Warner Communications Inc., a Time Warner Company. Printed in the U.S.A.

PROGRAMMERS CONFERENCE CALL

but just because a radio station in New York is playing it doesn't necessarily make it right for Cincinnati today. Overall, the entire record community has become a whole lot smarter with the advent of Plays Per Week and whatnot.

CHUCK: A lot of the sales stuff they throw at me. If I ran a record store, it would be great. We track sales in-house and promotion people are always hitting you with something you *know* is going to sell with or without airplay. Most of the time it's something that's heavy Urban or heavy Alternative.

How do you see the record/radio relationship changing in the future?

GARETT: We're already seeing the beginning of it with reality-based information. This is number one. Number two is simple...honesty. I have more respect for somebody on the promotion side if they're honest and don't try to B.S. me. Tell me the truth about the record. Is it or is it not going to happen? Some of your better promotion people out there, whether they are a local or a VP, develop great relationships based on honesty. If they're honest, then chances are the relationship will develop into one where I believe their passion about a specific record and I won't perceive it as just another hype call.

CAT: It has become much more business-like over the years. With this business-like approach come good and bad points. The good part is that a lot of the time I used to spend on music calls I can now spend on other pertinent things. The calls themselves have become more businesslike. It's not necessarily a bad point, but the professionalism has taken some of the fun out of it. I enjoyed the Barnum & Bailey aspect of dealing with promotion people and there's not as much of that allowed anymore. I miss this type of activity in the industry.

BRIAN: For the local guys, their job is becoming more and more marketing-intensive instead of "Hey bud, how about playing my record?" Obviously, on a national level they're looking at other ways to expose new music than just radio and are coming up with some clever ways to do so. We're seeing more and more samplers being delivered directly to the consuming public. We're as close to pure honesty in this business as we've ever been and I think local marketing will continue to increase in different and innovative forms.

CHUCK: Just know what kind of records to work the radio station. This needs to continue to get better. When I was programming KDON in '88, we were almost an Urban/Top 40, yet I was fielding calls from people working Henry Lee Summer and John Mellencamp. It's like "Hellooo?" Promotion people, whether local or national, need to be aware of a radio station's limitations and what music a radio station can and can't deal with. It's a continual process and, if the relationship is a good one, a process that happens with each call.

What is the worst line you've ever heard from a promotion person who wanted you to play a specific record?

GARETT: The worst line? A lot of people may not believe this but the truth is, the worst line I've ever gotten is "If you play my record, you get this promotion." I don't want that. If someone wants to give me a promotion for a record, then let me play the record on its own merits first and come back at me with "I appreciate what you're doing for my artist and we would like to do a promotion that not only enhances our artist and helps sell records, but will also help your radio station." I find it very insulting for someone to think that just because they throw out a promotion, I'm going to add their record.

CAT: I hear it all the time. "Everybody else is playing it." This line means nothing to me. Or, "Everybody in my territory except you is on this record." Means nothing to me. The only thing I get out of these lines is: You don't care whether or not it fits my radio station.

BRIAN: The most common one is, "I'm going to lose my job." "Convention week" is another one of my least favorites.

CHUCK: Just one? We got one last week that was so stupid, I wanted to frame it. I've heard it a thousand times but in this particular case, it was just *so* stupid. "No-brainer." What does that mean? If everything was a "no-brainer," we'd be adding 35 records every week now, wouldn't we. If something becomes a "no-brainer," why don't we throw the keys in the middle of the floor and go home?

—Dwayne Ward

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

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- Percent Of Night Jocks Who Are For the Clinton Health Plan.
- Against the plan.
- Wish they could have a day off if they have the plague.

NOW PLAYING:

Real McCoy

"another night"



**Over 300 Top 40
BDS Plays!**

5 Million Listeners!

**Already In Rotation
On The Following:**

WIOQ 38 Plays
B96 31 Plays
KHKS 30 Plays
Power Pig 24 Plays
KS104 23 Plays
KRBE 21 Plays
Z90 12 Plays
KDGE 31 Plays
WWCK 31 Plays
KPRR 21 Plays
G105 18 Plays
KJ103 17 Plays
KQMQ 12 Plays

#1 Club Breakout!
#1 Mix Shows!

ARISTA

Atlantic Starr

"everybody's got summer"



Most Added!

25 1st Week Adds!

<i>Q106</i>	<i>Z90</i>
<i>KCAQ</i>	<i>KMXZ</i>
<i>KFFM</i>	<i>KHTN</i>
<i>WQGN</i>	<i>KDUK</i>
<i>KTMT</i>	<i>KBFM</i>
<i>KZFM</i>	<i>WLAN</i>
<i>WNNK</i>	<i>WQXA</i>
<i>WKSI</i>	<i>WOVV</i>
<i>KKSS</i>	<i>WAEB</i>
<i>KISR</i>	<i>KHTT</i>
<i>WYYS</i>	<i>WJJS</i>
<i>KLYV</i>	<i>KCHX</i>
<i>KQIZ</i>	

ARISTA

ARISTA. ON A RADIO NEAR YOU.

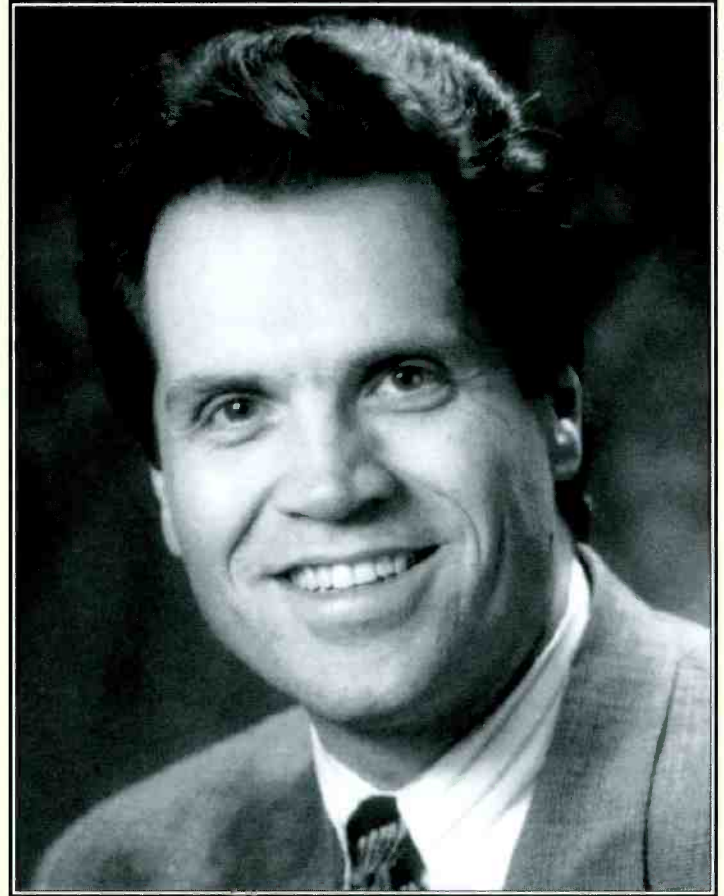
Jeff McCartney

The Winning Tools Of The Trade

INTERVIEW BY JEFF SILBERMAN

Research has almost become a dirty word to some in the radio and record business. Programmers who rely on it are often described as being too slow and conservative on records... always a step behind what is really happening.

WAPE Jacksonville PD Jeff McCartney doesn't buy that notion. Early in his tenure there, he was burned by research - but only because it was done poorly. By conducting research properly and analyzing it well, WAPE has zeroed in on its true target listeners and discovered just what kind of music really turns them on. The results, to say the least, have been encouraging. The heritage Top 40 is back with some dynamic demos. In an interview with Editor Jeff Silberman, McCartney talks about the art of creating good research - and using it properly - as well as the experience of being one of the first LMA programmers.



What shape was WAPE in when you were hired to be its PD?

It had been in excellent shape in its entire history. When Mark Schwartz and Mark Driscoll put it on the air, they basically signed on with a 20 share. WIVY was struggling across the street and WAPE came on with a Driscoll attitude and did Top 40 right. They blew this market apart.

Over the years, WAPE's ratings had eroded somewhat, but they were still strong. By the time I got here, several PDs had preceded me - and PD changes breed inconsistency. It hadn't done a lot of research; as a heritage station, it didn't need to. The opportunity for me was to go in there and do some perceptuals and auditorium testing. We had to decide just what our niche was. Top 40 was going through a lot of changes. We were playing Rap music, which probably never belonged on the format. Hot AC was born and Country was really hot. In

fact, a Country station passed us to become #1 in the market.

Over the next few years, we didn't live up to our potential. We went through a Rock evolution. The AOR wasn't playing the Chili Peppers or Tom Cochrane, so we thought we could Rock-ify it. We did okay for a while, but we got away from the P-1 listeners and the bottom dropped out in the fall of '92. We had one of the biggest Arb drops ever, from a 10 to a 6 overnight.

The following January, we got serious. We brought in Guy Zapoleon and Coleman Research and really discovered what our target audience wanted. A full-blown perceptual and music test showed that we were way off base - our audience didn't care much for Rock; they cared for Pop/Rock and they certainly didn't like Rap.

When the Country station passed you to become market leader, was it then you decided that 12+

wasn't anything to shoot for?

Anytime your station has been dominant, pulling double-digit books 12+ and you get knocked off the heap, it hurts. It's not as if you're selling 12+, but it still means something when you're not the king of the hill anymore.

As it turns out, Country has always been big here and current research has 25% of the market into Country. We decided to concentrate on our listeners - stop chasing everyone else's listeners and cater to ours. Over the years, I have become a huge believer in research and knowing your market. I've been here for four years and just now, I feel like I know what the P-1 listener wants. And if you concentrate on them (and 75% of your quarter-hours are from P-1s) and make them happy, you'll do well - especially if the station has a consistent sound. You make the P-1s happy and the P-2s and P-3s will eventually follow.

We're very tight-listed, we don't move the powers around too fast, we work the new stuff in very slowly and we don't slam anything into the room. There's a lot to be said for that, especially if your target audience is leaning female.

Since WAPE leans female, did research ever cite the ape image as appealing more to males and teens?

That was one of the things we dealt with when we changed from Power 95. The ape used to be a formidable, mean-looking character, like WMMS' first buzzard. We've evolved the ape so it's more of a cartoon character. He's smiling and has a pleasant look about him. There's not a lot of attitude on this station anymore, because we found out that attitude is definitely more male-oriented than female-oriented. This station has always been successful being about 65% female, which is hard to do these days. With the LMA

here, we have a heritage Album station, Rock 105, across the hall. So why should we chase their audience and their men? Why should we ever add a record because it has male appeal? That's their deal. Our male numbers are okay; we're just not programming to them.

How much has the LMA affected your programming?

A lot. Now we can concentrate on the target female audience, Rock 105 can concentrate on men and the sales department can sell the combo. What's really interesting about this LMA is that in the 25-44 demo, Rock 105 is #1 and we're #2. That's strong because we dominate the 25-34 cell. That's the *real* sell you have to be very efficient in. Of course, our combined 18-34 numbers are staggering - a 25 share or so, which is huge and makes our sales department very happy.

You learn to use your sister station to your advantage. With an Album Rock station, I can go to PD Lex Staley and say, "I've got the Meat Puppets, Soundgarden and Live. Which sounds more like the Ape?" "He'll say, 'Live' - and he'll be right. If we both know our station and each other's station, we can help each other out with records. Of course, this only works because an Album station's in the same building. It probably wouldn't work with a Country or an Oldies station.

More than a few people believe a programmer can get too wrapped up in research. Do you feel that can be a problem?

You should use every tool at your disposal. We still do sales reports in the market. We call stores every Monday for Top-10 single and album sales. We also get SoundScan, feed it all into the computer and print out Top-50 single and album lists for the market. And you know what? It's different than Soundscan because we include the mom-and-pop shops. And their information tells us what's reacting faster. People don't go into K-Mart to buy new records - and that's a big difference.

We also still do requests, tabulate them each week and spit out a list. We do in-house, bi-weekly call-out research and we fully intend to keep it in-house. We do auditorium testing with Coleman; we've done two perceptuals.

All those are powerful tools. Why would a programmer, unless he was intimidated by that stuff, *not* want that informa-

tion at his disposal? Am I *run* by research? No. Do I believe the research? If you're not going to believe it, don't do it.

When the first perceptual said we had a teen image, we had to address that. We bought into it and by doing that, the station has improved. The TSL is up, the image of the station has changed. We don't talk too much anymore. Now, all of a sudden, the "Talks Too Much" complaint in our perceptuals has gone down 15-20%. When you have that kind of info at your disposal, you're crazy not to use it.

ers; by the time these people make it into our call-out, they are absolutely stone-cold Top 40 fans, or Country fans whose second choice is Top 40. A Rock fan is not getting in our call-out or the auditorium music tests.

That's what happened to us when we went down the Rock road. We had too many Rock partisans in our first auditorium test and it sent us down the wrong road. When we went back and took the Rock fans out of the music test, leaving 80-90 people in there, the music com-

THE LONG AND WINDING ROAD

JEFF McCARTNEY

WABT, Tuskegee	Air personality
WAUD, Auburn	Air personality
WHHY, Montgomery	Air personality
WTBC, Tuscaloosa	Air personality
WBSR, Pensacola	MD/Air personality
WHHY, Montgomery	Air personality
WQXI-AM/FM, Atlanta	Air personality
94Q, Atlanta	Music Director
KSD-FM, St. Louis	Music Director
WMMS, Cleveland	Program Director
KTFM, San Antonio	Program Director
KROY, Sacramento	Program Director
WAPE, Jacksonville	Program Director

Do I still use my ears? Absolutely. We were one of the first stations to play "Linger" because it knocked me down the first time I heard it. You can still use your ears with research, but you've got to be ready for your ears to be wrong. That's what I've learned about research: Sometimes *I'm* wrong. Admit it and move on!

Can't research or how you interpret it be wrong? Using the same research, WRFY PD Al Burke once came to a totally different conclusion from that of his predecessor.

Sure, it can be wrong. The main thing is to really screen your fans. If you do research on people who are not really fans of your station, you're going to get some funky stuff. We're very much into screen-

ingly changed. All the Rock stuff that was doing really well was at the bottom of the list - and we were banging that stuff for nine months. Obviously, you can certainly misinterpret research.

Is being #2 25-44 and going 7.2-7.7 12+ signs that the station is back on solid ground?

Yes. We've been able to Mainstream the station, keep most of the teens and build the adults. The critical part to our success is TSL. Again, it comes down to making the P-1s happy, because they're the ones sitting at home, filling out diaries for you.

Certainly, we did well this time, but did we do up to our potential? We don't think so. We can do better with women.

After a good fall book, we had a mediocre winter before coming back in the spring. The problem is a couple of waivers in females. The two Country stations did a birthday game in the middle of the book, which attracted a lot of women.

Imaging is important with women, too. We're doing a lot of TV to combat the birthday contests. So while the two stations spiked in the middle part of the book with contest TV spots, we were solid and consistent with our image TV spot.

In any market, nine times out of 10, the most consistent stations are the best-researched. They allocate the dollars for research and TV campaigns. TV is one of the absolute best mediums for advertising radio; we certainly can't buy time on other radio stations.

Personally, where do you go from here - a corporate position?

This is the best situation I've been in as a programmer since my MD days in Atlanta. The new OmniAmerica ownership is very exciting. Carl Hirsch buys solid cash-flow operations and it's great to be a part of his new corporation.

First, you worked together at 'MMS - now here. What goes around...

That's right. He and I have some great 'MMS war stories. Carl calls radio his sport - and he has a real passion for this business. That's exciting for me; he's the kind of guy you'd want running the company.

When he came in here to meet the staff the first time, after talking with everyone in the conference room, he walked out into the hall, kicked a hole in the wall and said, "We're going to do great radio here! Sign your name!" Everyone did and now there's a plaque there that says, "In Memory of Carl Hirsch, April 1994." Anytime you walk by there, you remember that incident and smile.

We do real radio here. Mark Schwartz is the finest GM I've ever worked with. Carl is great to work for, the staff loves the station and, just as important, Jacksonville is about to explode. We've got a new NFL franchise coming here. The state of Florida is a terrific place to be right now. So I'm not thinking past this situation. I've been treated extremely well and Mark Schwartz has given us the tools to win. You'd have to look long and hard to find a better situation than this. Who knows what this will turn into? Besides, it's kind of nice to be settled for a change. ■

BIN BURNERS

RECORDS ENJOYING THE BIGGEST SALES INCREASES OVER THE PREVIOUS WEEK

1 JIMI HENDRIX

Woodstock
MCA



"I always like to take people on trips. That's why music is magic."
— Jimi Hendrix

There are no less than five different Woodstock-oriented releases at retail, and, like other mega-successful repackaged Hendrix releases such as *Hendrix: Blues* and *The Ultimate Experience*, this one can take you back to an era without your ever having experienced it firsthand.

In addition to Jimi's complete festival performance, *Woodstock* boasts a color booklet with never-before-released photos, as well as unreleased material. Also, a new video has been serviced to MTV and other outlets, MCA has implemented an aggressive publicity campaign and the Jimi Hendrix Exhibition of Art and Music will be at "Woodstock '94." *Woodstock* hits the Retail Chart at #16*.

Regional Sales Breakout: Consistent nationwide. New York, Chicago, Missouri, Ohio/Indiana, Michigan, Atlanta, California, Maryland, Philadelphia.

Primary Media Exposure: Word-of-mouth from longtime fans helped by Woodstock coverage.

2 VARIOUS ARTISTS

Forrest Gump Soundtrack
Epic Soundtrack



"With the theater complex behind us, we're selling a lot of this OST to the casual music buyer."
— Corey Fong, Tower/Stonestown

This cleverly made movie, soon to top the \$200 million mark at the box office, has done what all the K-Tel compilations and Time/Life CD sets have failed to do: touch a nostalgic, emotional nerve in the gazillions of baby-boomers. It's practically a cultural experience; witness the fashion designers who are adopting the nerdy "Gump look" in men's attire.

The phenomenon is now affecting the artists on the soundtrack. Byrds lead singer Roger McGuinn performed "Turn, Turn Turn" on *Conan O'Brien*, thanks to the film and VH-1 clip of the tune. To paraphrase the Gumper, "nostalgia sells as nostalgia was." The CD continues to fly out the door, retaining the top spot on The Retail Chart.

Regional Sales Breakout: Strong everywhere but the moon. Blazing on the coasts, Texas, Arizona/Vegas, Nashville, Missouri.

Primary Media Exposure: Mega-successful film and VH-1 play.

3 JACKYL

Push Comes To Shove
Geffen



"Radio loves 'em! With the album going on advertised sale, sales will easily hit the Top 10 next week."
— Adam Miller, Tower/Portland

Over one million Americans made Jackyl's debut album the sales success that the band, label and management worked so hard to realize. To this day, their inaugural disc remains a steady catalog seller.

With advanced press features in *Hit Parade* and *RIP*, plus the current cover of *Live Wire*, consumer awareness for *Push Comes To Shove* is high. The first single and title track is #12* at Album radio, receiving 2,164 PPWs (it's Top-5 Most Requested, too). Jackyl is currently on tour with Aerosmith and when that ends, the band will hit the road with ZZ Top. *Push Comes To Shove* debuts at #30* on the Retail Chart.

Regional Sales Breakout: Breaking out of the Midwest. Michigan, Chicago, Pittsburgh, Missouri, Nebraska, Carolinas, Arizona/Vegas.

Primary Media Exposure: Album radio play alerts hardcore fans.

4 DEEE-LITE

Dewdrops In The Garden
Elektra



"Deee-Lite is in tune with music style. They're setting trends."
— Paul Pereira, HMV/NYC

What do most people think of when they hear the name Deee-Lite? Aside from the image of Lady Kier in mega-platform shoes and orange clothes, they remember a song that was virtually impossible to stop singing, "Groove Is In The Heart," from their debut, *World Clique*.

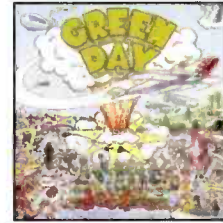
As Peter Greyy of Orpheum in Seattle sees it, "Deee-Lite has a Pop appeal that attracts both the popsters and the clubgoers. Although the band's changed its sound to be less commercial to be more in tune with the underground dance scene, Deee-Lite still has all of its street credibility and its post-Rave base." *Dewdrops In The Garden* debuts at #56* on the Retail Chart.

Regional Sales Breakout: South trails rest of country. New York City, West Coast, Maryland, Arizona, Michigan.

Primary Media Exposure: Radio play and word-of-mouth getting sales off the ground.

5 GREEN DAY

Dookie
Reprise



"This Green Day record is out of control!"
— Tracey Price, Tower/Yonkers

Yikes! Green Day and Offspring punks rule the world! *Dookie* is a great album that begs you to just crank up the volume, get snotty and rock in your best fuck-you Punk style!

"Longview" is still a Top-50 track at Rock radio while receiving over 800 PPWs at Top 40. "Basket Case" is beginning to make some major moves at Rock radio, with PPWs up 150 this week over last for a #47* position. At Alternative radio, "Basket Case" is getting 1,052 spins. The video is getting shove-it-down-your-throat exposure on MTV, which translates into Buzz Bin rotation! Green Day is currently on tour and will be appearing at Woodstock '94. *Dookie* runs 13-12* on the Retail Chart.

Regional Sales Breakout: Incredibly consistent and strong sales in almost every market and region of the country.

Primary Media Exposure: Heavy radio and MTV exposure-kicking butts and taking names.

HUEY & LEWIS THE NEWS

"But It's Alright"

8 New Adds Including WRFY, WSTW And WRKY!

WAYV 33 Plays
WKDD 26 Plays
WPLJ 25 Plays
WBZZ 21 Plays
KIOK 18 Plays
WSTW 12 Plays

WKEE 32 Plays
WKQI 26 Plays
KHMV 24 Plays
KISN 20 Plays
WMTX 17 Plays
WCIR 10 Plays
WNCI 6 Plays

WMJQ 27 Plays
WMXQ 25 Plays
WMC 23 Plays
WZPK 20 Plays
WHYI 13 Plays
WBMX 8 Plays

KEITH SWEAT

"When I Give My Love"

KMVR 50 Plays

WJMN 38 Plays

KHTN 34 Plays

KHTY 34 Plays

WJJS 25 Plays

JAMZ 20 Plays

KMGZ 17 Plays

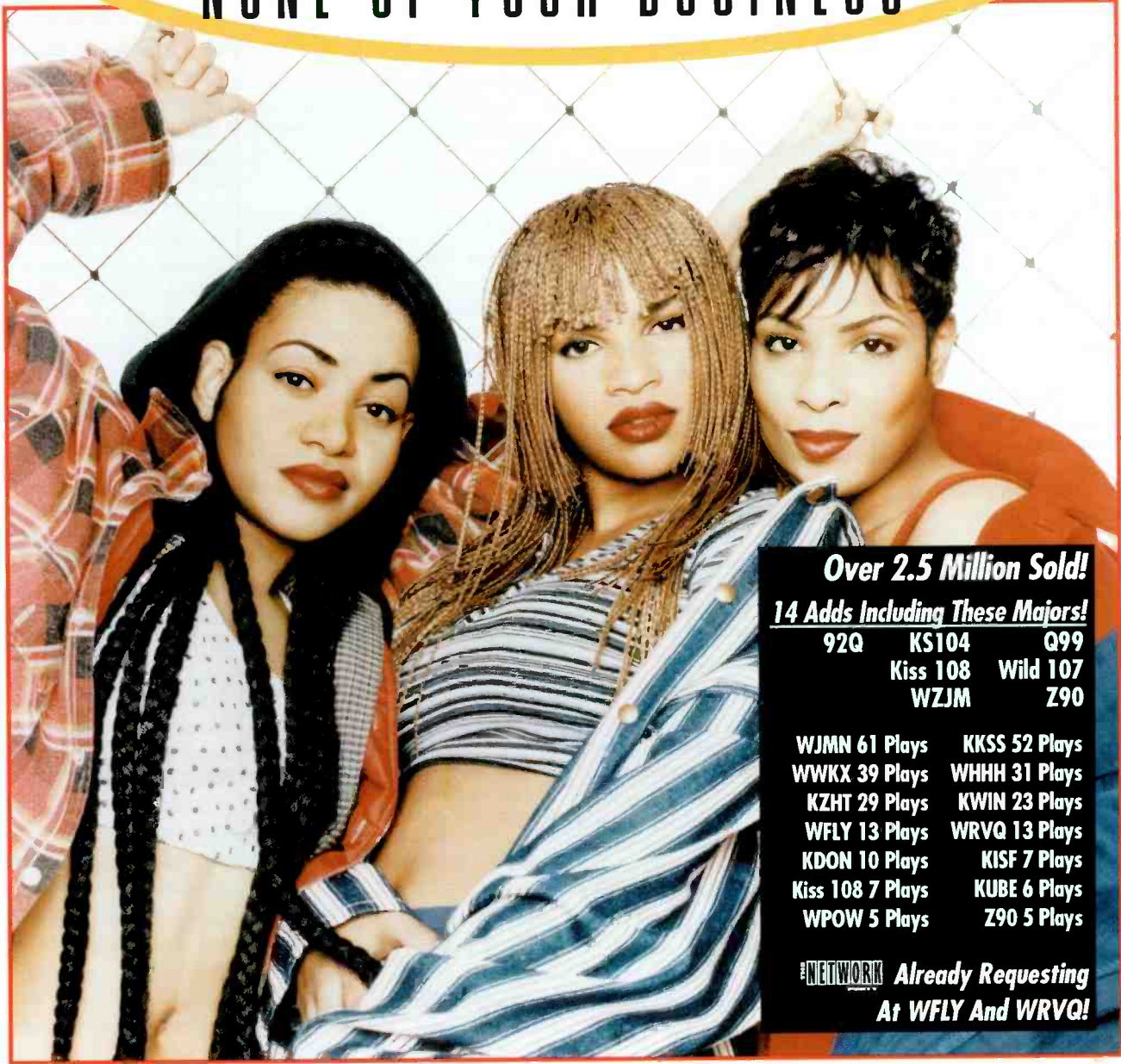
KBOS 15 Plays

KTMT 12 Plays



salt-n-pepa

NONE OF YOUR BUSINESS



Over 2.5 Million Sold!

14 Adds Including These Majors!

92Q	KS104	Q99
Kiss 108	Wild 107	
WZJM	Z90	

WJMN 61 Plays	KKSS 52 Plays
WWKX 39 Plays	WHHH 31 Plays
KZHT 29 Plays	KWIN 23 Plays
WFLY 13 Plays	WRVQ 13 Plays
KDON 10 Plays	KISF 7 Plays
Kiss 108 7 Plays	KUBE 6 Plays
WPOW 5 Plays	Z90 5 Plays

THE NETWORK *Already Requesting
At WFLY And WRVQ!*

the next single
from the double
platinum
very necessary...



video music
Awards Nominees:
Best Dance Video
Best R&B Video
Best Choreography In A Video

MUSIC MEETING

MAINSTREAM

REAL MCCOY

"Another Night"

(ARISTA)

Dancing into the spotlight is the debut release from Real McCoy. Many majors are already spinning this track; some programmers compare this uptempo number to earlier projects by Snap and Captain Hollywood Project.

HARRY CONNICK, JR.

"(I Could Only) Whisper Your Name"

(COLUMBIA)

Spectacularly smooth, Connick delivers a delicate mass-appeal release. Fresh off a killer appearance on *The Tonight Show* with Jay Leno, the soloist hits a home run with this multi-format tune.

ALL-4-ONE

"Breathless"

(ATLANTIC/AG)

Another smash from the quarter that has already scored two #1 songs this year. A trademark cadence by the group of '94.

TERROR FABULOUS

"Action"

(EASTWEST)

An uptempo groover that is primed for Mainstream after a successful run at Crossover radio. Reacting well at Hot 97, WPGC and 92Q, along with many other majors.

ANITA BAKER

"Body & Soul"

(ELEKTRA)

Quintessential ballad with a soulful spice that only this diva

can deliver. Always a positive call-out artist, Baker nails down another hit.

DANIELLE BRISEBOIS

"What If God Fell From The Sky"

(EPIC)

A great grassroots song that has been warming up on Alternative radio. Broadening her base from child actress on the CBS-TV series, *Archie's Place* in the mid-'80s, this all-grown-up soloist should garner considerable airplay.

ELTON JOHN

"Circle Of Life"

(HOLLYWOOD)

The legendary performer strikes again with this harmonious follow-up. The success of the summer movie, *The Lion King*, has prompted many stations to begin spinning this early.

BOSTON

"What's Your Name"

(MCA)

Proving they can release Rock hits well into the '90s, the quarter hits the bulls-eye on this masterpiece. It'll work equally well at Album Rock and Top 40.

IMMATURE

"Never Lie"

(MCA)

Carrying a strong base at Crossover, Immature's debut release is now garnering Mainstream airplay. A unique track that features acoustic guitar riffs.

P.R.A.Y.

"Mother Of My Child"

(GASOLINE ALLEY/MCA)

Crossover and Urban radio have been buzzing about this number for some time. Spin it at night and let your market react.

XSCAPE

"Who's That Man"

(CHAOS)

A brilliant release from this quarter has a pure Pop sound. Release number two from the hit movie *The Mask*. Make room immediately for this multi-format groover.

GREEN DAY

"Basket Case"

(REPRISE)

Rocketing into the Top 5 on *Network Forty's* X chart, the sophomore track from Green Day is already spinning on Los Angeles's KROQ and has generated #2 phones at New York's Z100.

MC 900 Ft. JESUS

"If I Only Had A Brain"

(AMERICAN/WB)

Another Alternative cutting-edge tune that can be embraced by in Mainstream radio. Already scoring in the Top 15 on *Network Forty's* X chart.

GREEN JELLY'

"Slave Boy"

(ZOO)

The group that rocked the world in their first release, "Three Little Pigs," Green Jelly' is back with just a slightly different spelling. (Alas, they're not as wholesome as Bill Cosby.) Another huge reaction record.

FAST FORWARD

EARLY CALL-OUT: As expected, Top 40 radio already likes what they're hearing in last week's most-added Boyz II Men super-ballad, "I'll Make Love To You" (Motown). WAPE's MD Damon Cox says it's right on line with the '92 smash, "End Of The Road." For more of what's happening in Jacksonville, check out *Network Forty's* Interview with PD Jeff McCartney... Alice Cooper returns with a tasty power ballad, "It's Me," (Epic) which is showing strong positive research at WHHY, according to PD Bill Thomas. Also working early at the Montgomery outlet is the Joe South remake by Inner Circle called "Games People Play" (Big Beat/Atlantic/AG)... KFTZ PD Rich Summers says Live's "Selling The Drama" (Radioactive) is exploding at his station, while WWKZ, WNSL, WSTW all report great feedback on Hootie & The Blowfish's "Hold My Hand" (Atlantic/AG)... Incredible phones, airplay and sales totals stack up at KISR, WNFZ, WNOK, WBHT, WTCF and WSBG on Offspring's "Come Out And Play" (Epitaph). Spin it just once and watch it react... Another reactionary tune experiencing success is Dead Eye Dick and their rocker "New Age Girl" (Ichiban). If you're cautious of lyrical content, it's R. Charles Snyder to the rescue with his special clean mix on the CD single. Speaking of R. Charles, congratulations are in order for his recent trip down the aisle.

MORE CIGARS: The WSTW radio family expanded by two as PD Mike Sommers and his wife Cecilia gave birth to Corrin Francis on July 30... The same weekend, APD John Wilson and wife Phyllis welcomed their daughter, McKenzie Lee, to the world. Gee, 'STW must've thrown one hell of a Thanksgiving party, right, Mike and John?

-John Kilgo

UPCOMING RECORD RELEASES

NEXT WEEK:

SIR-MIX-A-LOT

"Ride"
(RHYME CARTEL/AMERICAN)

STONE TEMPLE PILOTS

"Interstate Love Song"
(ATLANTIC/AG)

CROSBY, STILLS & NASH

"Only Waiting For You"
(ATLANTIC/AG)

KRISTINE W

"Feel What You Want"
(CHAMPION/EASTWEST)

JON SECADA

"Whipped"
(SBK/EMI RECORDS)

BASIA

"Drunk On Love"
(EPIC)

JAM & SPOON

"Right In The Night"
(EPIC)

GABRIELLE

"Going Nowhere"
(GO! DISCS/LONDON/ISLAND)

LAUREN CHRISTY

"Color Of Night"
(MERCURY)



MTV ACTIVE!

GOING FOR AIRPLAY NOW!



CROSSOVER

TM

STREETCHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 JANET JACKSON. Any Time, Any Place (Virgin)	2620	2424	2212
2 AALIYAH. Back & Forth (Blackground/Jive)	2510	2226	2114
3 COOLIO. Fantastic Voyage (Tommy Boy)	1736	1956	1993
4 BOYZ II MEN. I'll Make Love To You (Motown)	66	809	1974
5 BABYFACE. When Can I See You (Epic)	1574	1755	1962
6 TEVIN CAMPBELL. Always In My Heart (Qwest/WB)	1807	1922	1956
7 AARON HALL. I Miss You (Silas/MCA)	1989	2058	1952
8 DA BRAT. Funkdafied (So So Def/Chaos)	1547	1672	1754
9 ACE OF BASE. Don't Turn Around (Arista)	2067	1718	1576
10 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	1267	1401	1480
11 R. KELLY. Your Body's Callin' (Jive)	1666	1530	1450
12 WARREN G. This DJ (Violator/rai/Island)	1035	1248	1319
13 CHANGING FACES. Stroke You Up (Big Beat/Atlantic/AG)	739	972	1258
14 ALL-4-ONE. I Swear (Blitz/Atlantic/AG)	1560	1332	1172
15 CRYSTAL WATERS. 100% Pure Love (Mercury)	1022	1020	1120
16 MARIAH CAREY. Anytime You Need A Friend (Columbia)	1343	1137	1045
17 C+C MUSIC FACTORY. Do You Wanna Get Funky (Columbia)	754	918	993
18 WARREN G. & NATE DOGG. Regulate (Death Row/Interscope/AG)	1209	1186	962
19 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	829	855	890
20 GERALD LEVERT. I'd Give Anything (EastWest)	486	646	877
21 AHMAD. Back In The Day (Giant/Reprise)	872	832	776
22 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	1081	981	764
23 BLACKSTREET. Booti Call (Interscope/AG)	890	797	759
24 JON SECADA. If You Go (SBK/EMI Records)	1036	836	715
25 JANET JACKSON. And On And On (Virgin)	1068	964	710
26 SHAI. The Place Where You Belong (Gasoline Alley/MCA)	1010	901	695
27 SEAL. Prayer For The Dying (ZTT/Sire/WB)	490	546	656
28 AALIYAH. At Your Best (You Are Love) (Blackground/Jive)	386	513	640
29 COLLECTIVE SOUL. Shine (Atlantic/AG)	527	575	636
30 DJ MIKO. What's Up (ZYX)	615	639	621
31 ZHANÉ. Sending My Love (Illtown/Motown)	702	710	617
32 NONA GAYE & PRINCE. Love Sign (NPG/Bellmark)	713	700	614
33 SWV. Anything (RCA)	780	718	595
34 BIG MOUNTAIN. Sweet Sensual Love (Giant)	390	511	581
35 MIRANDA. Your Love Is So Divine (Sunshine)	641	684	573
36 ICE CUBE. Bop Gun (One Nation) (Priority)	335	416	538
37 TERROR FABULOUS. Action (EastWest)	373	418	505
38 CECE PENISTON. I'm Not Over You (Perspective/A&M)	690	508	502
39 R. KELLY. Summer Bunnies (Jive)	131	392	498
40 HEAVY D & THE BOYZ. Nuttin' But Love (Uptown/MCA)	235	328	480



**YOU MEAN YOU FORGOT TO FAX
IN YOUR CROSSOVER PPW'S
BY TUESDAY, 2:00PM
EASTERN TIME TO
(818) 846-9870?**



HAVE A NICE DAY.

in the mix

G-Man, KBXX "The Box" Houston

Coolio, Fantastic Voyage	Tommy Boy
Aaron Hall, I Miss You	Silas/MCA
Changing Faces, Stroke You Up	Big Beat/Atlantic/AG
Ice Cube, Bop Gun (One Nation)	Priority
NPhase, Spend The Night	Reprise
Outkast, Southernplayalisticadillacmuzik	LaFace/Arista
Beatnuts, Props Over Here	Violator/Relativity
Volume 10, Sunbeams	Immortal/RCA
Potna Deuce, Funky Behavior	Profile
House Of Pain, On Point	Tommy Boy

most added

1 PRINCE. Letitgo (WB)	27
2 AALIYAH. At Your Best (You Are Love) (Blackground/Jive)	9
2 ATLANTIC STARR. Everybody's Got Summer (Arista)	9
4 SALT-N-PEPA. None Of Your Business (Next Plateau/London/Island)	8
5 BOYZ II MEN. I'll Make Love To You (Motown)	7

The face of things to come

“stroke you up”

The seductive
debut single
and video
from

Changing Faces

Single
written and
produced by

R. Kelly

10 More Adds Including:

KISF WPOW KQKS KBOS
WFLY WVSR And More!

KYLD 70 Plays	WJMH 64 Plays	KMEL 62 Plays
WJMN 46 Plays	WHHH 43 Plays	KLUC 43 Plays
KHQT 39 Plays	WDOQ 39 Plays	WWKX 38 Plays
KSFM 34 Plays	WPGC 33 Plays	WERQ 32 Plays
KBXX 32 Plays	KK3T 31 Plays	GGG 24 Plays
KZHT 24 Plays	WQHT 23 Plays	XHTZ 20 Plays
WFLZ 18 Plays		KTFM 16 Plays

**On Your
Desk Now!**



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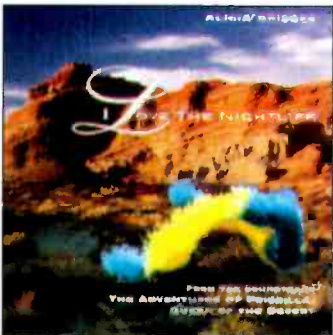
CROSSOVER

ALICIA BRIDGES

"I Love The Nightlife"

(POLYDOR/ISLAND)

The original Disco classic from Hotlanta's Disco Diva. Off the *Adventures Of Priscilla, Queen Of The Desert* soundtrack.



ALICIA BRIDGES

ALSO NEW

BRANDY

"I Wanna Be Down"

(ATLANTIC/AG)

BEBE & CECE WINANS

"If Anything Ever Happened To You"

(CAPITOL)

KEITA

"Boy You Are The One"

(ZOO)

A BEAT AHEAD

FEATURE ATTRACTION... Call Pat Scott (213-464-1593) at Avatar Records for the soundtrack to *Fear Of A Black Hat*. The lead-off cut, "Ice Froggy

Frog," is a satirical take on Snoop's smash; with lyrics like "From the depths of the pond back to the top / Ice Froggy Frog jumpin' and I got the drop / And I spring through the bog and I bounce through the fog / Cause I'm Ice Froggy Froggy Froggy Frog." The video is all over The BOX and pulling mad requests. N.W.H. (or N*ggaz With Hats as they prefer to be called) drop several comical tracks incorporating riffs from C + C Music Factory's "Gonna Make You Sweat" to PM Dawn's "Set Adrift On Memory Bliss." With the film getting rave reviews, the novelty "Ice Froggy Frog" should be considered for morning show airplay.

IT'S ON... Both Notorious B.I.G.'s "Juicy" (Bad Boy/Arista) and Craig Mack's "Flava In Ya Ear" (Bad Boy/Arista) are blowing up on the street and on the air. Can't decide which one to play? How 'bout both - I'm sure Rob Stone would love a double... 4 P.M.'s



CRAIG MACK

"Sukiyaki" (Next Plateau/Island) is getting early requests... Look for even more airplay on 20 Fingers' "Short Short Man" (DJ World/id) now that our *Tuneup #71* is on the street... And speaking of our *Tuneup*, cut one, Y?N-Vee's "Chocolate" (PMP/ral/Island), is hot on the buzz tip.

—Wendi Cermak

JOHN McMANN

WWKX "Kix 106" Providence

Craig Mack "Flava In Ya Ear"

Notorious B.I.G. "Juicy"

Rayvon "No Guns, No Murder"

Sweet Sable "Tonight"

Y?N-Vee "Chocolate"

ROBIN FLORES

KTFM San Antonio

20 Fingers "Short Short Man"

MPeople "One Night In Heaven"

Pauline Henry "Feel Like Making Love"

CHARLES CHAVEZ

KPRR "Power 102" El Paso

Real McCoy "Another Night"

4 P.M. "Sukiyaki"

R. Kelly "Summer Bunnies"

Kristine W "Feel What You Want"

K7 "Move It Like This"

PETE MANRIQUEZ

KHQT "Hot 97.7" San Jose

4 P.M. "Sukiyaki"

Spanish Fly "Treasure Of My Heart"

Nomar "Zoomin'" [remix]

Public Enemy "Give It Up"

The Next Exit "Somewhere In My

Broken Heart" [unsigned]

JERRY MAC

WZJM "Jammin 92" Cleveland

Real McCoy "Another Night"

Melissa Etheridge "I'm The Only One"

4 P.M. "Sukiyaki"

Green Day "Basket Case"

ERIK BRADLEY

WBBM "B96" Chicago

Mariah Carey & Luther Vandross

"Endless Love"

Crystal Waters "Ghetto Day"

Jon Secada "Whipped"

JOEY ARBAGEY

KMEL San Francisco

NPhase "Spend The Night"

[R. Kelly remix]

Kwest Tha Madd Lad "101 Things To

Do While I'm With Your Girl"

Lisa Stansfield "Make It Right"

Terror Fabulous "Action"

KOZMAN

KKXX "The Power Station" Bakersfield

Real McCoy "Another Night"

Aaliyah "At Your Best (You Are Love)"

Brigitte McWilliams

"I Get The Job Done"

Hope "Tree Frog"



SONIA JIMENEZ

KGGI "99 One" Riverside

JV "Nayba Hood Queen"

Boyz II Men "I'll Make Love To You"

B-Tribe "You Won't See Me Cry"

R. Kelly "Summer Bunnies"

LUCY B

KCAQ "Q105" Oxnard/Ventura

Groove U. "Old Becomes New"

Whitehead Bros. "Your Love Is..."

NPhase "Spend The Night"

[R. Kelly remix]

Lisa Stansfield "Make It Right"

SHELLIE HART

KUBE Seattle

Wild Colonials "Spark"

Magnapop "Slowly, Slowly"

Sheryl Crow "All I Wanna Do"

MC 900 Ft. Jesus

"If I Only Had A Brain"

B-Tribe "You Won't See Me Cry"

Alice In Chains "Don't Follow"

MARK ADAMS

KBOS "B95" Fresno

R. Kelly "Summer Bunnies"

Real McCoy "Another Night"

Prince "Letigo"

CAT THOMAS

KLUC Las Vegas

Sir Mix-A-Lot "Ride"

Brigitte McWilliams

"I Get The Job Done"

20 Fingers "Short Short Man"

Inmature "Never Lie"

TOMMY WILDE

WLUM "Hot 102" Milwaukee

Prince "Letigo"

Boyz II Men "I'll Make Love To You"

Cause & Effect "Inside Out"

RANDY FOX

KMVR "Magic 105" Las Cruces

NPhase "Spend The Night"

R. Kelly "Summer Bunnies"

Enigma "Age Of Loneliness"

4 P.M. "Sukiyaki"

BUSHMAN

WJMH Greensboro

20 Fingers "Short Short Man"

Prince "Letigo"

Boyz II Men "I'll Make Love To You"

Boogiemonsters "Recognized Thresholds

Of Negative Stress"

HAROLD AUSTIN

KKBT "The Beat" Los Angeles

Shanice "Turn Down The Lights"

Karyn White "Hungah"

Boyz II Men "I'll Make Love To You"

T H E L A D Y O F

RAGE

SoundScan Single Moves 92-41*
Blowin' Up At:

PWR106 Los Angeles
WJMN Boston
WVHH Indianapolis
290 San Diego
92Q Baltimore
WWKX Providence
Y97 Santa Barbara
KLYV Dubuque
KZFM Corpus Christi
KCAQ Oxnard

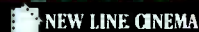
Hot 97/New York
KMEL San Francisco
KBXX Houston
Hot 97.7 San Jose
KSFM Sacramento
KPRR El Paso
KQIZ Amarillo
KISR Fort Smith
WKSI Greensboro
KJ103 Oklahoma City



AFRO PUFFS

PRODUCED BY: DR. DRE & DAT NIGGA DAZ
EXECUTIVE PRODUCER: SUGE KNIGHT

From The Multi-Platinum:



CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 COUNTING CROWS. Einstein On The Beach (DGC)	975	1110	1093
2 GREEN DAY. Basket Case (Reprise)	823	962	1053
3 LOVE SPIT LOVE. Am I Wrong (Imago)	693	891	1035
4 STONE TEMPLE PILOTS. Vasoline (Atlantic/AG)	1003	963	981
5 SHERYL CROW. All I Wanna Do (A&M)	789	890	961
6 FRANK BLACK. Headache (4AD/Elektra)	906	922	930
7 SEAL. Prayer For The Dying (ZTT/Sire/WB)	1129	1005	919
8 WEEZER. Undone - The Sweater Song (DGC)	676	783	875
9 OFFSPRING. Come Out And Play (Epitaph)	983	888	834
10 JESUS AND MARY CHAIN. Sometimes Always (American/WB)	134	530	833
11 THE DAMBUILDERS. Shrine (Eastwest America/AG)	719	736	773
12 CANDLEBOX. Far Behind (Maverick/Sire/WB)	608	627	715
13 TOAD THE WET SPROCKET. Fall Down (Columbia)	1027	766	660
14 THE BREEDERS. Saints (4AD/Elektra)	799	749	646
15 SOUNDGARDEN. Black Hole Sun (A&M)	886	772	630
16 SPIN DOCTORS. You Let Your Heart Go Too Fast (Epic)	570	584	598
17 MC 900 FT JESUS. If I Only Had A Brain (American/WB)	533	522	588
18 PRETENDERS. I'll Stand By You (Sire/WB)	323	477	556
19 MAZZY STAR. Fade Into You (Capitol)	288	370	554
20 L7. Andres (Slash/Reprise)	460	531	543
21 FRENTE! Labour Of Love (Mammoth/Atlantic/AG)	736	686	540
22 BLUR. Girls & Boys (Food/SBK/EMI Records)	852	706	516
23 OFFSPRING. Self Esteem (Epitaph)	317	390	515
24 LIVE. I Alone (Radioactive)	145	337	482
25 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	732	650	481
26 BEASTIE BOYS. Sabotage (Grand Royal/Capitol)	548	509	468
27 GODS CHILD. everybodys 1 (Qwest/WB)	200	337	404
28 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG)	195	280	403
29 INDIGO GIRLS. Least Complicated (Epic)	302	306	386
30 STONE TEMPLE PILOTS. Big Empty (Interscope/Atlantic/AG)	537	441	346
31 JAH WOBBLE'S INVADERS OF THE HEART. The Sun Does Rise (Island)	548	396	312
32 THE DEVLINS. Someone To Talk To (Capitol)	295	309	306
33 DEADEYE DICK. New Age Girl (Ichiban)	357	352	305
33 CRASH TEST DUMMIES. Afternoons & Coffeespoons (Arista)	561	423	305
35 CAUSE & EFFECT. It's Over Now (Zoo)	604	499	299
36 SOUNDGARDEN. Fell On Black Days (A&M)	192	256	292
37 NINE INCH NAILS. Closer (Nothing/TVT/Interscope/AG)	427	429	278
38 COLLECTIVE SOUL. Shine (Atlantic/AG)	645	367	271
39 BECK. Beercan (DGC)	412	317	250
40 SEED. Rapture (Mechanic/Giant)	232	241	247

most added

KROQ MD Darcy Saunders-Fulmer is exiting the station to take a position at VH-1 in an operational capacity... Former KROQ intern and current West Coast Mercury Records Alternative point man Mark "The White Boy" Chotiner is following in the footsteps of Jeff Suhy and Mike Mena as he embarks on a career in A&R. Chotiner's new position as Manager/A&R for Atlas Records will still find him calling radio stations occasionally while searching for a band even cooler than Fretblanket (good luck, Fretblanket rules). No word as to who Tim Hyde will hire to replace Chotiner...

It's beginning to look as if Nick Cave could be shaking his status as an underground Alternative cult godhead, as a recent in-store appearance in New York drew over 300 people. Meanwhile, impressive reviews continue to come in from the Lollapalooza tour, and sales of The Bad Seeds' album, *Let Love In*, are up an impressive 30% over last week. The song, "Do You Love Me," was just added at Live 105, while KLZR, CIMX and a host of others are already playing it...

The Dambuilders shook things up last Monday at KROQ, when they shrugged off the prospect of playing on-air acoustically and did some fully electric tunes instead. Later that evening, the band proved its mettle by rocking out (violin and all) at Prince's Glam Slam club. The video for "Shrine" keeps on getting bigger, as the clip garners regular MTV airplay, in addition to spins on *120 Minutes* and *Alternative Nation*...

Infinite Zero, the new label venture between Henry Rollins and American Recordings chief Rick Rubin, is beginning its first round of reissues later this month, with titles from such hip, diverse talents as Gang Of Four, Tom Verlaine, Devo and ex-Suicide member Alan Vega. Plans are in the works to put out a collection of early Def Jam 12" singles, entitled *Def Jam: The Maroon Singles*...

Also on the catalog front is a cool set of albums from the recently-disbanded LA band Dramarama on Fullerton, CA-based Eggbert Records. *Looking Through* was originally released in France under the pseudonym Bent Back Tulips, and it includes the missing half of the band's 1986 Chameleon album, *Struck In Wonderamaland*. The group turned in enough material for a double disc, but the label elected to use only half. *Looking Through* will include several bonus tracks. The other disc to be released is *Senseless Fun*, which assembles outtakes, demos and live tracks from 1986-94. Among the covers are Bowie's "Diamond Dogs" and Morrissey's "Last Of The International Playboys"...

The *LA Times*' Calendar reports that Pearl Jam may be doing a short tour of the Northwest with Neil Young at outdoor fields and other venues off the beaten path. Ticket prices would be kept cheap and local Alternative bands would also be performing... Courtney Love's band, Hole, is being considered as one of the opening acts for Nine Inch Nails' fall tour. Love has been looking for a new bassist, and she popped up to play acoustically at a Lollapalooza date in Philly two weeks ago...

FUTURE SOUNDS XPOSED

SINEAD O'CONNOR "Fire On Babylon" (CHRYSALIS/ERG)

Great to have her back!

SOUP DRAGONS "One Way Street" (MERCURY)

A party waiting to happen.

SUGAR "Your Favorite Thing" (RYCOTISC)

Bob Mould in fine form again.

SONIC YOUTH "Superstar" (A&M)

An old Carpenters' tune given the fine Youth treatment.

most added

1 DINOSAUR JR. Feel The Pain (Sire/Reprise)	20
2 SUGAR. Your Favorite Thing (Rykodisc)	18
3 LIVE. I Alone (Radioactive)	14
3 BAD RELIGION. Stranger Than Fiction (Atlantic/AG)	14
4 SARAH McLACHLAN. Good Enough (Arista)	12

Shawn



*She
doesn't just
cover songs.*

*She
uncovers
them.*

Colvin

Every Little Thing (He) Does Is Magic. From the album "Cover Girl." Everyone loves a classic. Especially Grammy® winner Shawn Colvin (the only artist ever nominated in both the Female Pop Vocal and Contemporary Folk categories). Her fans treasure this cover in her live performances; now they can experience it once more on "Cover Girl," her new album. It's magic waiting to happen all over again.

Album in stores Tuesday, Aug. 23. Produced by Shawn Colvin, Stuart Smith & David Kahne. Management: Ronald K. Fierstein/AGF Entertainment. "Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1994 Sony Music Entertainment Inc.

COLUMBIA

PLAY IT

On The Cover:

ANITA BAKER (ELEKTRA)

• Anita Baker was born in Memphis on December 20, 1957 and was raised in Detroit. She began singing in school and church choirs at an early age.

• At 16, she made her musical debut and performed with several local bands. She then joined a local band named Chapter 8 as its lead singer in 1976. In 1980, she signed her first recording contract with Ariola Records.

• The group eventually disbanded after touring the U.S., which temporarily dampened Baker's hopes for a recording career.

• By 1982, she had worked as a cook, a waitress and a receptionist. A now-defunct record label convinced her to move to Los Angeles and in 1983, her first album, *Songstress*, was released. The label went under, but soon thereafter, Baker was signed to Elektra.



• Since then, Baker has won six Grammys and three American Music Awards and her albums, *Rapture* and *Giving You The Best That I Got*, sold five million and three million copies, respectively.

• Baker also spends a lot of her free time contributing to social issues of the day. Her work with scholarship programs and the environment have won her two NAACP Image Awards.

• Her new single, "Body And Soul," is off the album, *Rhythm Of Love*, and will be released on August 16th.

ALICE COOPER (EPIC)

• Alice Cooper was born Vincent Furnier on February 4, 1948 in Detroit, Michigan.

• He formed a Rock group in 1965 in Phoenix and changed his name in 1966. The band was initially signed to Frank Zappa's Bizarre Records.

• Some of his best-known hits include, "Eighteen," "School's Out," "Billion Dollar Babies" and "Welcome To My Nightmare."

• The *Billion Dollar Babies* album had to be recalled when the girls' panties that covered the vinyl was considered to be a fire hazard. Fire retardant panties replaced the offending material.

• The tour to support that album was chronicled in the Bob Greene book of the same name. Cooper's alcoholic binges and other band members' maladies were



brought to light.

• Probably best known for his on-stage antics, Cooper has been hanged and electrocuted as part of his live show.

• His new album, *The Last Temptation*, is based on a concept created by Cooper with comic book writer and novelist Neil Galman, whose Cooper-esque character, "Sandman," is his best-known creation.

• Other contributors to the album include Soundgarden's Chris Cornell and producers Don Fleming and Andy Wallace.

• His current single, "It's Me," was co-written by Cooper, Jack Blades and Tommy Shaw.

BOYZ II MEN (MOTOWN)

• Boyz II Men are Wanya "Squirt" Morris, Michael "Bass" McCary, Shawn "Slim" Stockman and Nathan "Alex Vanderpool" Morris.

• The Boyz came together in 1988 at Philadelphia's High School of the Performing Arts, where they honed their vocal and writing skills.

• In 1989, they snuck backstage at a New Edition concert and sang a cappella for Michael Bivins backstage. He immediately signed them to his entertainment company and the rest, as they say, is history.

• Their first album, *Cooler Than Harmony*, quickly went multi-Platinum and contained the hit, "End Of The Road."

• Their style has been compared to groups such as the Four Tops, the Temptations and the Jacksons.

• The new album, entitled *II*, contains their new single, "I'll Make Love To You."



SAY IT!

RIMSHOTS

By Dwayne & Jeff

The (ahem) genius who wrote that unforgettable made-for-TV flick about Tonya Harding and Nancy Kerrigan has set his sights on the Roseanne and Tom Arnold story. George (Norm on *Cheers*) Wendt would make a good Tom and as Roseanne, Rosie O'Donnell on steroids.

No matter who is cast, they'll suffer in comparison to the movie of Roseanne that's coming out soon... *Godzilla*.

Be sure to mark Sept. 13 on your calendars: A made-for-TV movie about O.J. Simpson will debut on your local Fox-TV channel. We don't want to spoil the plot line, but it appears the producers played a tad fast and loose with the facts (as we currently know them). Somehow, O.J. gets off when Lyle and Eric Menendez confess that they were so unhinged after being sexually and physically abused, they mistook Nicole Simpson and Alan Goldman for their parents. Only after the fact did they realize their error... and insanely *yet innocently* gun down the right people.

The '90s icons of matrimony, Michael Jackson and Lisa Marie Presley, reportedly will sing a duet at an Elvis tribute concert in October. The way we see it, she's a little bit country, he's a little bit Neptune.

In an upcoming biography on Marlon Brando, author Peter Manso writes that the acting heavyweight once came up with an elaborate Dial-a-Fart scam where callers could identify famous people's flatulence. Unfortunately, his lawyer nixed the plan. Howard Stern would've sued.

One person who was interested was Nirvana's Kurt Cobain. He was so sure it would work for the younger generation, he used it as inspiration for the classic "Smells Like Teen Spirit."

People are still buzzing about the state of Arkansas' triple-execution a couple of weeks back. State officials are planning to put the trio of lethal injections to good use in a new public service campaign. It'll warn kids about the dangers of sharing needles.

Comic book teen hero Archie will finally choose between Betty and Veronica as the love of his life. To make it extra suspenseful, not only will his decision be made over the course of four issues (beginning Aug. 23 in *Archie Comics* and climaxing, so to speak, in the Sept. 27 issue of *Veronica*), but a second, different ending is planned for comics distributed in the Bay Area. There, he'll choose Jughead.

Woodstock, Inc. crime blotter: Days before the festival, area police are searching for a "Woodstock rapist," who assaulted (but, fortunately, *unsuccessfully* raped) two women. "My gut is telling me he's not a local," a Woodstock cop told a local paper. His gut... and the fact that the guy told the women he was Sen. Bob Packwood and said, "Hey, ya wanna see *my* special interests?"

Want a free sample copy of the daily *Rimshot Hell*? (Daily service will begin shortly) Call (800) 443-4001.

Over 12 Million People Are Jammin' To

“**action**”

by

terror fabulous

(featuring Nadine Sutherland)

Fabulous Spins!

WJMN	66
Hot 97	54
WWKX	38
92Q	49
Q102	65
WPGC	46
WJMH	26
Power 96	9

Fabulous Sales!

#9
#7
#9
#11
#12
#19
D-30
D-36

Just Added At:

Power 106
KBXX
WHJX

KMEL
Power Pig
KDON

Be A Part Of The “**action**”



eastwest records america

MOST REQUESTED



WHTZ NEW YORK, CHLOE THE HITMAN

1. Offspring, Come Out And Play
2. Green Day, Basket Case
3. Deadeye Dick, New Age Girl
4. Lisa Loeb, Stay (I Missed You)
5. Pearl Jam, Yellow Ledbetter



WKRC CINCINNATI, RACE TAYLOR

1. Boyz II Men, I'll Make Love
2. Counting Crows, Round Here
3. Toni Braxton, You Mean The
4. Garth Brooks & KISS, Hard Luck
5. Babyface, When Can I See You



WOHT NEW YORK, BALTAZAR

1. Boyz II Men, I'll Make Love
2. Notorius B.I.G., Juicy
3. Terror Fabulous, Action
4. Craig Mack, Flava In Ya Ear
5. Mad Lion, Take It Easy

Today's Best Music



WKBQ ST LOUIS, RICK IDOL

1. Warren G. & Nate Dogg, Regulate
2. Soundgarden, Black Hole Sun
3. Coolio, Fantastic Voyage
4. Juliana Hatfield, Spin The



WJMN BOSTON, MARC CLARK

1. Boyz II Men, I'll Make Love
2. Terror Fabulous, Action
3. Aaliyah, At Your Best (You Are
4. Immature, Never Lie
5. House OfPain, On Point



1. Coolio, Fantastic Voyage
2. Soundgarden, Black Hole Sun
3. Boyz II Men, I'll Make Love To You
4. Lisa Loeb & Nine Stories, Stay (I Missed You)
5. Warren G. & Nate Dogg, Regulate
6. Babyface, When Can I See You
7. All-4-One, I Swear
8. Aaliyah, Back & Forth
9. Offspring, Come Out And Play
10. Collective Soul, Shine



KKRZ PORTLAND, SCOTT LANDER

1. Aerosmith, Crazy
2. Warren G. & Nate Dogg, Regulate
3. Boyz II Men, I'll Make Love
4. Coolio, Fantastic Voyage
5. Atlantic Starr, I'll Remember You



WHYI MIAMI, JADE ALEXANDER

1. Sheryl Crow, All I Wanna Do
2. Lisa Loeb, Stay (I Missed You)
3. Boyz II Men, I'll Make Love
4. Steve Perry, You Better Wait
5. Mariah Carey, Anytime You



WKSE BUFFALO, DONNY WALKER

1. Four Seasons, December '63
2. Boyz II Men, I'll Make Love
3. Deadeye Dick, New Age Girl
4. Warren G, This DJ
5. Offspring, Come Out And Play



WPRO FM PROVIDENCE, T.J. NAPP

1. Coolio, Fantastic Voyage
2. Lisa Loeb, Stay (I Missed You)
3. Collage, I'll Be Loving You
4. Soundgarden, Black Hole Sun
5. Boyz II Men, I'll Make Love

KUBE93 JAMS

KUBE SEATTLE, ERIC POWERS

1. Warren G, This DJ
2. Candlebox, Far Behind
3. Coolio, Fantastic Voyage
4. Offspring, Come Out And Play
5. B Tribe, You Won't See Me Cry
6. Lisa Loeb, Stay (I Missed You)
7. Boyz II Men, I'll Make Love



WIOQ PHILADELPHIA, JOE MAMA

1. Boyz II Men, I'll Make Love
2. Warren G. & Nate Dogg, Regulate
3. Immature, Never Lie
4. Jim Carrey, Cuban Pete
5. Tevin Campbell, Always In My
6. Terror Fabulous, Action
7. The Puppies, Funky Y*2*C
8. All-4-One, I Swear



KQKS DENVER, J.B. GOODE

1. Janet Jackson, Any Time, Any
2. Coolio, Fantastic Voyage
3. Collective Soul, Shine
4. Janet Jackson, And On And On
5. All-4-One, I Swear
6. Aaliyah, Back & Forth
7. Ace OfBase, Don't Turn Around
8. Lisa Loeb, Stay (I Missed You)

107.1 KISS FM

WAHC COLUMBUS, MIKE DURAN

1. Boyz II Men, I'll Make Love
2. Counting Crows, Round Here
3. Soundgarden, Black Hole Sun
4. Sheryl Crow, All I Wanna Do
5. Candlebox, Far Behind



SOPHIE B. HAWKINS



RIGHT BESIDE YOU

Over 700 Hot 100 BDS Spins

Major Market Airplay In:

Atlanta	Star 94	Miami	Y100, Power 96
New Orleans	B97	Milwaukee	Hot102
Minneapolis	KDWB	Tampa	Power Pig
San Diego	Q106	Columbus	WNCI, WAHC
Indianapolis	WZPL, WHHH	Buffalo	WKSE
Providence	Fun 107	New Haven	KC101
Orlando	XL106	West Palm Beach	WOVV

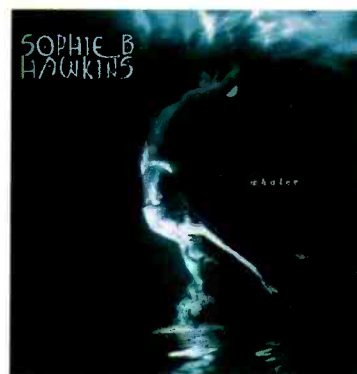
"Right Beside You is the fastest reacting record in terms of familiarity and favorability in our research at Y100."

—Casey Keating, PD Y100, Miami

"Liked it a lot when I first listened, love it a lot now that we are playing it. A Mainstream, mass appeal hit."

—Joey G, APD/MD, B97, New Orleans

The first single from the new album, "Whaler."



MOST REQUESTED



TODAY'S BEST MUSIC

WNVZ NORFOLK, JUSTIN STONE

1. Warren G. & Nate Dogg, Regulate
2. Lisa Loeb, Stay (I Missed You)
3. Aerosmith, Crazy
4. Offspring, Come Out And Play
5. Coolio, Fantastic Voyage
6. Meat Puppets, Backwater
7. Blur, Girls & Boys
8. Ace Of Base, Don't Turn Around
9. Stone Temple Pilots, Big Empty



KJYO OK CITY, JOE FRIDAY

1. Lisa Loeb, Stay (I Missed You)
2. Boyz II Men, I'll Make Love
3. Warren G. & Nate Dogg, Regulate
4. Soundgarden, Black Hole Sun
5. Atlantic Starr, I'll Remember You
6. Candlebox, Far Behind
7. Janet Jackson, Any Time, Any
8. Garth Brooks & KISS, Hard Luck



KWTX WACO, JAMMER

1. Warren G. & Nate Dogg, Regulate
2. Deadeye Dick, New Age Girl
3. Spin Doctors, You Let Your Heart
4. Boyz II Men, I'll Make Love
5. Soundgarden, Black Hole Sun



WABB FM MOBILE, CRASH

1. All-4-One, I Swear
2. Soundgarden, Black Hole Sun
3. Ace Of Base, Don't Turn Around
4. Lisa Loeb, Stay (I Missed You)
5. Aerosmith, Crazy
6. Gin Blossoms, Until I Fall Away
7. Garth Brooks & KISS, Hard Luck
8. Aaliyah, Back & Forth



NIGHT PERSON

OF THE WEEK

BUBBA THE LOVE SPONGE

WFLZ TAMPA

1. 69 Boyz, Tootsee Roll
2. The Puppies, Funky Y•2•C
3. Sir Mix-A-Lot, Put 'Em On Da Glass
4. Public Enemy, Give It Up
5. B.T.L.S., Let The Music Play



WFMN NEW BEDFORD, KEVIN PALANA

1. Tevin Campbell, Always In
2. Coolio, Fantastic Voyage
3. Crystal Waters, 100% Pure Love
4. Boyz II Men, I'll Make Love
5. Da Brat, Funkdafied
6. Aaron Hall, I Miss You
7. C + C Music Factory, Do You



WZYP HUNTSVILLE, WALLY B.

1. Steve Perry, You Better Wait
2. Seal, Prayer For The Dying
3. Babyface, When Can I See You
4. Crystal Waters, 100% Pure Love
5. Linear, Let's Go All The Way
6. Take 6, Biggest Part Of Me
7. Ace Of Base, Don't Turn Around
8. John Mellencamp, Wild Night



WQVW WEST PALM, DR. MIXX

1. Warren G. & Nate Dogg, Regulate
2. Lisa Loeb, Stay (I Missed You)
3. Coolio, Fantastic Voyage
4. Elton John, Can You Feel The
5. 69 Boyz, Tootsee Roll
6. All-4-One, I Swear
7. Mariah Carey, Anytime You
8. Boyz II Men, I'll Make Love
9. Soundgarden, Black Hole Sun



KKRD WICHITA, GREG WILLIAMS

1. Boyz II Men, I'll Make Love
2. Lisa Loeb, Stay (I Missed You)
3. Babyface, When Can I See You
4. Aaliyah, Back & Forth
5. Coolio, Fantastic Voyage
6. Soundgarden, Black Hole Sun
7. Deadeye Dick, New Age Girl
8. Crystal Waters, 100% Pure Love
9. Collage, I'll Be Loving You
10. Any Grant, The Lucky One



WFLY ALBANY, ELLEN ROCKWELL

1. Coolio, Fantastic Voyage
2. Salt-N-Pepa, None Of Your
3. Aaliyah, Back & Forth
4. Boyz II Men, I'll Make Love
5. Offspring, Come Out And Play
6. Aaron Hall, I Miss You
7. Warren G, This DJ
8. Soundgarden, Black Hole Sun
9. Warren G. & Nate Dogg, Regulate
10. Da Brat, Funkdafied



WJMX FLORENCE, C.J. MCKAY

1. Sheryl Crow, All I Wanna Do
2. Offspring, Come Out And Play
3. Babyface, When Can I See You
4. Big Mountain, Sweet Sensual
5. Deadeye Dick, New Age Girl
6. Steve Perry, You Better Wait
7. Lisa Loeb, Stay (I Missed You)
8. Spin Doctors, You Let Your Heart
9. Counting Crows, Round Here



KHFI AUSTIN, BO NASTY

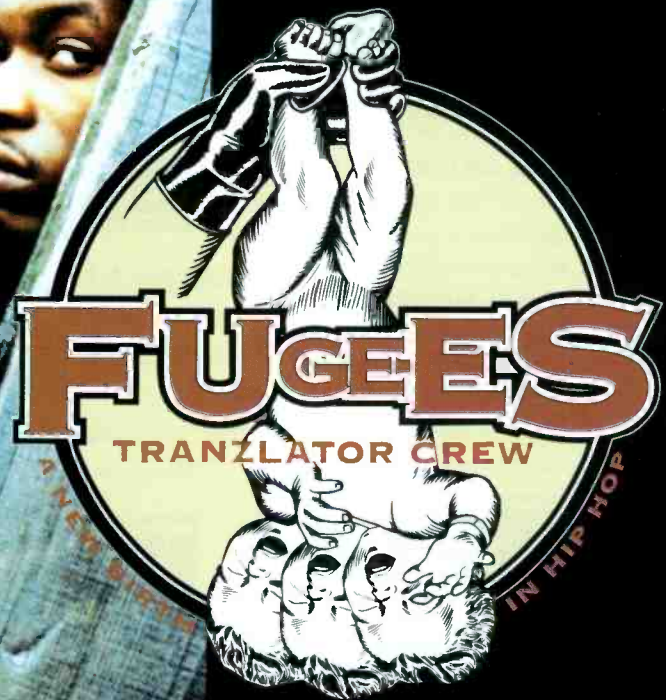
1. Janet Jackson, Any Time, Any
2. Coolio, Fantastic Voyage
3. Ace Of Base, Don't Turn Around
4. Warren G. & Nate Dogg, Regulate
5. Soundgarden, Black Hole Sun



KDUK EUGENE, BRIAN BECK

1. Stakka Bo, Here We Go
2. All-4-One, I Swear
3. Soundgarden, Black Hole Sun
4. Coolio, Fantastic Voyage
5. Warren G. & Nate Dogg, Regulate

Nappy Heads (Mona Lisa)



From The Debut Album, "Blunted On Reality."

Produced by Rashad Muhammad, Brand X, Wyclef, and Prakazrel. Management: DAS Communications

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada./© 1994 Sony Music Entertainment Inc.


Active!

Musicaland 116-71

Transworld #24

The Wiz #16

The Wall #24

Camelot #54


MUSIC TELEVISION
TODAY CONTROLS

NATIONAL CHAINS

SALES EXPLOSION

New York City
Los Angeles
San Francisco
Providence

Hot 97
Power 106
KMEL
KIX 106

46 Spins Most Played
6 Spins-26 Spins
0-5 Spins
22 Spins

Top 10 Sales 4 Straight Weeks
42% Increase In Sales
ADI 135-46 Sales Tripled
ADI 23-19 56% Increase In Sales


RUFF HOUSE
RECORDS

COLUMBIA

MOST REQUESTED



KLYV DUBUQUE, SCOTT THOMAS

1. Deadeye Dick, New Age Girl
2. Four Seasons, December '63
3. Wet Wet Wet, Love Is All Around
4. Crash Test Dummies, Afternoons
5. Soundgarden, Black Hole Sun
6. Coolio, Fantastic Voyage
7. Blackstreet, Booti Call
8. Collective Soul, Shine
9. Candlebox, Far Behind



KISX TYLER, JEFF EVANS

1. Celine Dion, Think Twice
2. Elton John, Can You Feel The
3. Richard Marx, The Way She
4. Garth Brooks & KISS, Hard Luck
5. Aerosmith, Crazy
6. Billy Lawrence, Happiness
7. Steve Perry, You Better Wait
8. Big Mountain, Sweet Sensual
9. Spin Doctors, You Let Your



WYYS ITHACA, CHRIS SHADOW

1. Frente!, Labour Of Love
2. Coolio, Fantastic Voyage
3. Spin Doctors, You Let Your
4. Aaron Hall, I Miss You
5. Rolling Stones, Love Is Strong
6. Aaliyah, Back & Forth
7. Live, Selling The Drama
8. Boyz II Men, I'll Make Love



WCIL CARBONDALE, SHAWNA MATTHEWS

1. Aerosmith, Crazy
2. Coolio, Fantastic Voyage
3. Collective Soul, Shine
4. Offspring, Come Out And Play
5. Soundgarden, Black Hole Sun



NIGHT PERSON OF THE WEEK

CATFISH COOPER
WZEE Madison

1. Lisa Loeb & Nine Stories, Stay (I Missed You)
2. Collective Soul, Shine
3. Babyface, When Can I See You
4. Aerosmith, Crazy
5. Soundgarden, Black Hole Sun



KCGQ CAPE GIRARDEAU, J.J. ELLIOTT

1. Soundgarden, Black Hole Sun
2. Spin Doctors, You Let Your
3. Meat Puppets, Backwater
4. Steve Perry, You Better Wait
5. Live, Selling The Drama



KMVR LAS CRUCES, BOBBY CORONA

1. C + C Music Factory, Do You
2. Babyface, When Can I See You
3. 4 PM, Sukiyaki
4. Blackstreet, Booti Call
5. Janet Jackson, And On And On
6. Aaron Hall, I Miss You
7. Enigma, Age Of Loneliness
8. Aaliyah, At Your Best (You Are



KJYK TUCSON, GARY THE SAND MAN

1. Boyz II Men, I'll Make Love
2. Warren G, This DJ
3. J.V., Nay ba' Hood Queen
4. Da Brat, Funkdafied
5. Warren G. & Nate Dogg, Regulate
6. Coolio, Fantastic Voyage
7. Aaron Hall, I Miss You



KMXZ SALINAS, RUDY ALFARO

1. Boyz II Men, I'll Make Love
2. R. Kelly, Summer Bunnies
3. Aaliyah, At Your Best (You Are
4. Changing Faces, Stroke You Up
5. Masta Ace, Inc., Born To Roll
6. Babyface, When Can I See You



KZMG BOISE, C.B.

1. Babyface, When Can I See You
2. Transatlantic C, Aviator Of Love
3. Lisa Loeb, Stay (I Missed You)
4. Soundgarden, Black Hole Sun
5. Boyz II Men, I'll Make Love



WAYV ATLANTIC CITY, GREG SAUNDERS

1. Boyz II Men, I'll Make Love
2. Lisa Loeb, Stay (I Missed You)
3. Collective Soul, Shine
4. Billy Lawrence, Happiness
5. Four Seasons, December '63



WBNO BLOOMINGTON, GREGGER

1. Boyz II Men, I'll Make Love
2. Aerosmith, Crazy
3. Babyface, When Can I See You
4. Lisa Loeb, Stay (I Missed You)
5. Melissa Etheridge, I'm The



KKXL GRAND FORKS, BLAIR NELSON

1. All-4-One, I Swear
2. Soundgarden, Black Hole Sun
3. Boyz II Men, I'll Make Love
4. Aaliyah, Back & Forth
5. Babyface, When Can I See You



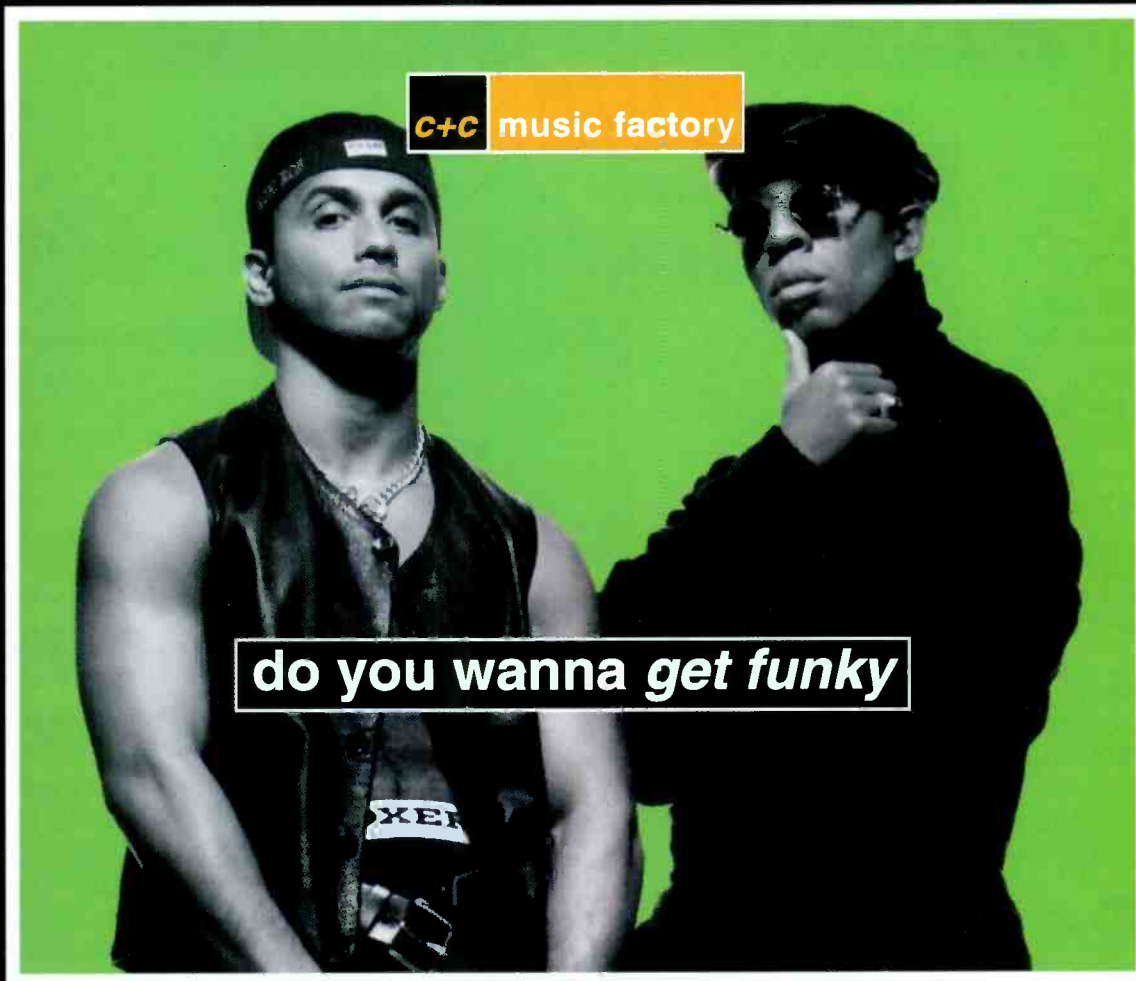
WNSL HATTIESBURG, BUBBA BOUDREAUX

1. Spin Doctors, You Let Your
2. Live, Selling The Drama
3. Melissa Etheridge, I'm The
4. Crash Test Dummies, Afternoons
5. Sheryl Crow, All I Wanna Do



WBHT WILKES-BARRE, BILLY HAMMOND

1. Offspring, Come Out And Play
2. Coolio, Fantastic Voyage
3. Soundgarden, Black Hole Sun
4. Blackstreet, Booti Call
5. Meat Puppets, Backwater



C+C music factory

do you wanna get funky

New York City	Hot 97 26 Spins	60% Increase In Sales
Chicago	B96 37 Spins	Sales Doubled
Miami	Power 96 14 Spins	41% Increase In Sales
Boston	WJMN 40 Spins	Top 10 Sales
Tampa	Power Pig 40 Spins	ADI #29
Baltimore	92Q 38 Spins	ADI #13
Cleveland	Jammin 92 27 Spins	20% Increase In Sales
St. Louis	WKQB 15 Spins	33% Increase In Sales
Indianapolis	WHHH 29 Spins	31% Increase In Sales

Hartford	WKSS 10 Spins	ADI #32 30% Increase In Sales
San Diego	Z90 57 Spins	ADI #34
Bu-falo	WKSE 14 Spins	ADI 23-17 62% Increase In Sales
Previdence	KIX 106 72 Spins	ADI #15
	FUN 107	
Dayton	WGTZ 15 Spins	60% Increase In Sales
Grand Rapids	WGRD 14 Spins	58-37 (Sales Doubled)
No-folk	WNVZ 14 Spins	ADI 21-17

Musicland 25% Increase In Sales!
 Transworld 25 % Increase In Sales
 Album In Store Now!

"C&C Music Factory is blowin' up in Chicago. The sales are on fire, requests are comin' on, and the buzz on the street is indicating that it's a hit. All it needs is airplay."

— Eric Bradley, MD, B96, Chicago

"Week after week, C&C continues to grow considerably via sales and callout in Boston."

— Cadillac Jack, PD, Cat Collins, MD, WJMN, Boston

"Positive tests and sales equal increased rotations. C&C is heating up our summer."

— BJ Harris, Jeff Tanner, Tom Steele, Power Pig, Tampa

Produced by Robert Clivillés & David Cole for Cole/Clivillés Music Enterprises.
 Management: Barbara Warren-Pace for B.W.P.

COLUMBIA

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Do You Wanna Get Funky is the statement.

"Anything Goes" is the album.

The C+C posse is Robert Clivillés, David Cole, Zelma Davis, Trilogy, and Martha Wash.



The Factory is open.

MOST REQUESTED

WFME 102.5 SCHOLAR BRAD THE HYPE TYPE

WFME BATON ROUGE, SCHOLAR BRAD

1. Collective Soul, Shine
2. Lisa Loeb, Stay (I Missed You)
3. Aaliyah, Back & Forth
4. Aerosmith, Crazy
5. 12 Gauge, Dunkie Butt

102.1 Jamz FM

WJMH GREENSBORO, BUSHMAN

1. Immature, Never Lie
2. Boyz II Men, I'll Make Love
3. Warren G. & Nate Dogg, Regulate
4. Craig Mack, Flava In Ya Ear
5. Coolio, Fantastic Voyage



Today's Best Music!

KIOK TRI-CITIES, MICHAEL DEAN

1. Babyface, When Can I See You
2. Soundgarden, Black Hole Sun
3. Offspring, Come Out And Play
4. Boyz II Men, I'll Make Love
5. Green Day, Basket Case



WSPK POUGHKEEPSIE, SCOTTY MAC

1. Boyz II Men, I'll Make Love
2. Soundgarden, Black Hole Sun
3. Crystal Waters, 100% Pure Love
4. Coolio, Fantastic Voyage
5. Aaron Hall, I Miss You



WXLK ROANOKE, AIR JORDAN

1. Coolio, Fantastic Voyage
2. Meat Puppets, Backwater
3. Blackstreet, Booti Call
4. Soundgarden, Black Hole Sun
5. Boyz II Men, I'll Make Love

BREAKOUT ARTIST OF THE WEEK



CRYSTAL WATERS

"100% Pure Love"

WAOA	Melbourne	#1
WFHN	New Bedford	#3
WSPK	Poughkeepsie	#3
WZYP	Huntsville	#4



KZIO DULUTH, ERIC AUSTIN

1. Lisa Loeb, Stay (I Missed You)
2. Crash Test Dummies, Afternoons
3. Amy Grant, The Lucky One
4. Soundgarden, Black Hole Sun
5. Deadeye Dick, New Age Girl



Today's Best Music!

KWIN STOCKTON, MARK MEDINA

1. Boyz II Men, I'll Make Love
2. Warren G. & Nate Dogg, Regulate
3. Da Brat, Funkdafied
4. Tevin Campbell, Always In My
5. Warren G., This DJ
6. Heavy D & The Boyz, Nuttin'



KBOS FRESNO, MARK ADAMS

1. Aaliyah, Back & Forth
2. Warren G. & Nate Dogg, Regulate
3. Babyface, When Can I See You
4. Miranda, Your Love Is So Divine
5. Coolio, Fantastic Voyage
6. Boyz II Men, I'll Make Love
7. R. Kelly, Your Body's Callin'



WVIC LANSING, RON GERONIMO

1. Soundgarden, Black Hole Sun
2. Lisa Loeb, Stay (I Missed You)
3. Toad The Wet Sprocket, Fall Down
4. Stone Temple Pilots, Big Empty
5. Offspring, Come Out And Play



WPRR ALTOONA, J.B. SAVAGE

1. Erasure, Always
2. Steve Perry, You Better Wait
3. Counting Crows, Round Here
4. Sheryl Crow, All I Wanna Do
5. Soundgarden, Black Hole Sun
6. Boyz II Men, I'll Make Love
7. Tevin Campbell, Always In My
8. Stone Temple Pilots, Big Empty



WAOA MELBOURNE, DANNY WRIGHT

1. Crystal Waters, 100% Pure Love
2. Candlebox, Far Behind
3. Boyz II Men, I'll Make Love
4. Coolio, Fantastic Voyage
5. Melissa Etheridge, I'm The Only



KQCR CEDAR RAPIDS, MICHELLE STEELE

1. Lisa Loeb, Stay (I Missed You)
2. Candlebox, Far Behind
3. Sheryl Crow, All I Wanna Do
4. Garth Brooks & KISS, Hard Luck
5. Soundgarden, Black Hole Sun
6. Babyface, When Can I See You
7. Steve Perry, You Better Wait
8. Shai, The Place Where You Belong



Your Music Radio KFFM

KFFM YAKIMA, JERRY KELLY

1. Soundgarden, Black Hole Sun
2. Boyz II Men, I'll Make Love
3. John Mellencamp, Wild Night
4. Warren G. & Nate Dogg, Regulate
5. Elton John, Can You Feel The
6. Shanice, Turn Down The Lights
7. Lighter Shade Of Brown, If You
8. B Tribe, You Won't See Me Cry
9. Aaron Hall, I Miss You



KIXY SAN ANGELO, JIMI JAMM

1. Boyz II Men, I'll Make Love
2. Collage, Gangster Of Love
3. Changing Faces, Stroke You Up
4. Aaron Hall, I Miss You
5. Korrell, Paradise
6. Toni Braxton, You Mean The
7. C + C Music Factory, Do You
8. Tevin Campbell, Always In My
9. Warren G. & Nate Dogg, Regulate



WIXX GREEN BAY, STEVE LOUZOS

1. Warren G. & Nate Dogg, Regulate
2. Babyface, When Can I See You
3. Boyz II Men, I'll Make Love
4. Erasure, Always
5. Lisa Loeb, Stay (I Missed You)

The Devlins

“Someone to Talk to”

4 New Adds!

Already On Great Stations:

WXKS WKBQ WEDJ WAPE

Already On 25 stations! From the album *Drift*
Video Out Now!

Produced By Malcolm Burn
Career Direction Warren Entner Management
Gold Mountain Entertainment



Richard Marx

“THE WAY SHE LOVES ME”

New Adds This Week Include: Q102 WKSS

Rotation and Sales Increase This Week:

WZPL 55 Spins WPRO 42 Spins Y100 31 Spins KKRZ 31 Spins

BDS Over 2500

▣ Heavy Rotation!

WNCI Research:

#7 Overall

82% Familiar

No Burn

Single Sales Over 10,000

Album Sales Continue

To Grow

On Tour Now

the PICTURE page™



▲ DIG THIS

Duly impressed with the set of the Starship Enterprise are ERG artists and Grammy Award winners Digable Planets.



▲ N II CLIVE

Arista's newest Hip-Hop act, N II U, recently brought the house down with a preview of their debut album. (l-r): Producer Vincent Herbert, Arista Pres. Clive Davis, N II U's Chuckie Howard, Arista Sr. VP Black Music Jean Riggins, N II U's Don Carlis and Craig Hill, Arista Sr. Dir. A&R Hosh Gureli, Arista Exec. VP/GM Roy Lott, Arista VP Promo Doug Daniel, N II U's Chris Herbert and Production Mgr. Kevin Washington.



▲ 100% PURE CRYSTAL WATER

Mercury Records singer Crystal Waters almost looks impressed at the impromptu metal shop quartet singing group. (l-r): Mercury Balt./Washington rep Mike Klein, *Network Forty's* John "What Tab?" Kilgo, Mercury VP Pop Promotion Andy Szulinski, Waters, *Network Forty's* Dwayne "Hide The Handcuffs" Ward.



▲ SWAMP TYPE THANG

Epic Records group Indigo Girls recently celebrated Gold status of their album, *Swamp Ophelia*, with label execs. (l-r): Epic Sr. VP Ged Doherty, Sony Music Distribution New York Branch Mgr. Tom Donnaruma, Epic VP Mktg./Artist Dev. Dan Beck, IG's manager Russell Carter, IG's Amy Ray, Epic VP A&R Roger Klein, Epic Sr. VP Mktg. John Doelp, IG's Emily Saliers, Epic Chair. David Glew and Epic Sr. VP Sales Jim Scully.



▲ THE GANG'S ALL HERE

ERG artist Guru of Gang Starr hung with Hot 97 New York staffers after a Summer Jam performance. (l-r): WQHT PD Steve Smith, EMI Dir. Rap Promo Marcus Morton, WQHT MD Tracey Cloherty and APD Paco Lopez and Gang Starr's Guru.



▲ DIS PHOTO IS FOR DA BIRDS

WIOQ Philadelphia welcomed Chaos artist Da Brat to their studios recently... she was Da coolest. (l-r): WIOQ MD Maurice DeVoe, Da Brat and WIOQ former night jock E.Z. Street.

• You, too, can get your mug on these pages. Send your PR pix to Network 40, 120 N. Victory Blvd., Burbank, CA 91502 •

youssou n'dour
 neneh cherry

Top-5 In Europe

"7 seconds," the single and video

from youssou n'dour's new album, *the guide* (wommat)



Major Airplay:

- | | | | | | |
|------|------|------|------|------|------------------|
| Z100 | WKSE | WAPE | WPXY | Z90 | WAHC |
| WSTW | Q99 | WKSJ | KQKQ | KHTT | ...And Many More |

Performing on *Late Show with David Letterman* with Neneh Cherry Tuesday August 16

Performing at Woodstock



"When the unique sound of this record gets into the mass consciousness of this country it will be huge."
 -Frankie Blue, Z100



Produced by Booga Bear Et Jenny S.

Management: Verna Gillis/Soundscape



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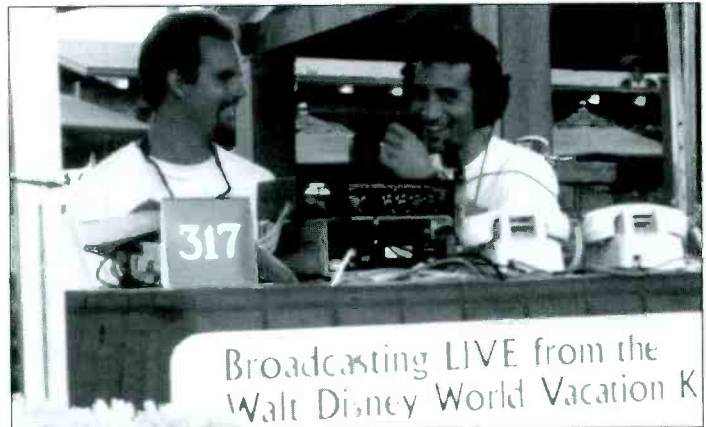
www.americanradiohistory.com

the PICTURE TM page too



◀ CLOSE PERSONAL FRIENDS

WDBR Springfield PD Bill Klaproth politely and pragmatically discusses night guy Jesse James' stopset after a caller asked about safe sex and James replied, "Die, you Pagan dog."



▲ LION EYES

WOVV afternoon drive jock Jon Howe (r) talks to an unknown *Lion King* fan, who explains the difference between cartoons and real life.



▲ WHY IS THIS MAN SMILING?

WINQ Winchendon morning guy Marc S. Cole recently did a live broadcast with the New England Patriot Cheerleaders. So much for going deep...



◀ ON-THE-AIRBRUSHED

Former first daughter and *Playboy* centerfold Patti Davis gamely smiles during call-in game of "Find The Staples" when she appeared on "Love Phones." (l-r): Z100 New York "Love Phones" host Chris Jagger, Davis and "Love Phones" Dr. Judy.



▲ JON GETS KIIS'ED

ERG artist Jon Secada hung with KIIS Los Angeles' own power trio of (l-r): Prog. Asst. Anita Dominguez, MD Tracy Austin and mornings co-host Ellen K.



▲ TRIBUTE TO DR. GALACKOWICZ

Patently waiting for their limo are WPLJ New York PD/morning show co-host Scott Shannon, News Director Naomi DiClemente, Melissa Etheridge and morning show co-host Todd Pettengill, who discuss Melissa's new album, *Yes I Am*.

• You, too, can get your mug on these pages. Send your PR pix to Network 40, 120 N. Victory Blvd., Burbank, CA 91502 •

marcella DETROIT

I believe

WKCI Add	WQGN Add	KQID Add	WDDJ Add	KISN 16 Plays
WTWR 15 Plays	KTMT 12 Plays	KCHX 8 Plays	KJYO 5 Plays	WKSI 5 Plays



Wet Wet Wet

Love is all around

 Close To 1900 Plays Per Week!

Power Pig Add	WABB Add	WBBO Add	WXKB Add	WZOQ Add
KHMX 41 Plays	KPLZ 39 Plays	WMJQ 36 Plays	WMXQ 32 Plays	WRQX 32 Plays
WPLJ 27 Plays	WEZB 19 Plays	WBMX 17 Plays	KKLQ 10 Plays	KUTQ 9 Plays
WMTX 7 Plays	WNCI 7 Plays	WXKS 5 Plays		

 Most Requested At WPLJ!



4PM

Sukiyaki

KCAQ Add KWNZ Add KLYV Add

KHQT 54 Plays KSSS 50 Plays KLYV 43 Plays KPRR 30 Plays 92Q 9 Plays



Now PLAYING

FEATURED PLAYS PER WEEK LISTS

JET-102

WJET, Erie (814) 453-5000 Neal Sharpe, Program Director Michael Dee, Assistant PD

RANK	EW	TW	ARTIST	TITLE
1	58	61	John Mellencamp	"Wild Night"
2	58	60	Seal	"Prayer For The"
3	46	59	Counting Crows	"Round Here"
4	58	58	Richard Marx	"The Way She Lov"
5	46	58	Steve Perry	"You Better Wait"
6	45	57	Babyface	"When Can I See"
7	59	57	Erasure	"Always"
8	29	47	Garth Brooks &	"Hard Luck Woman"
9	60	37	Elton John	"Can You Feel Th"
10	30	34	Spin Doctors	"You Let Your He"
11	31	33	Billy Lawrence	"Happiness"
12	25	33	Gerald Levert	"I'd Give Anythi"
13	15	32	Melissa Etherid	"I'm The Only On"
14	25	32	Tevin Campbell	"Always In My He"
15	24	32	Des'ree	"You Gotta Be"
16	30	32	Big Mountain	"Sweet Sensual L"
17	41	32	Gin Blossoms	"Until I Fall Aw"
18	27	31	Cause & Effect	"It's Over Now"
19	41	28	Aaliyah	"Back & Forth"
20	22	26	Jon Secada	"If You Go"
21	28	25	Michael Bolton	"Ain't Got Nothi"
22	22	24	Lisa Loeb & Nin	"Stay (I Missed)"
23	25	23	Mariah Carey	"Anytime You Nee"
24	38	23	Aerosmith	"Crazy"
25	24	23	Celine Dion	"Misled"
26	22	23	All-4-One	"I Swear"
27	23	23	Ace Of Base	"Don't Turn Arou"
28	22	22	Janet Jackson	"Any Time, Any P"
29	27	22	Collective Soul	"Shine"
30	21	22	Toni Braxton	"You Mean The Wo"
31	0	18	Boyz II Men	"I'll Make Love"
32	15	15	Joshua Kadison	"Beautiful In My"
33	14	14	Aaron Hall	"I Miss You"
34	7	13	Crystal Waters	"100% Pure Love"
35	6	13	Candlebox	"Far Behind"
36	15	13	Live	"Selling The Dra"
37	24	11	General Public	"I'll Take You T"
38	13	11	Soundgarden	"Black Hole Sun"
39	10	11	Michael Damian	"Time Of The Sea"
40	0	8	Sheryl Crow	"All I Wanna Do"

92.5 Kiss FM

WKYS, Toledo (419) 531-1681 Mike Wheeler, Program Director Curt Kruse, Music Director

RANK	EW	TW	ARTIST	TITLE
1	48	47	John Mellencamp	"Wild Night"
2	49	47	Steve Perry	"You Better Wait"
3	47	45	Jon Secada	"If You Go"
4	49	45	All-4-One	"I Swear"
5	46	43	Janet Jackson	"Any Time, Any P"
6	46	42	Lisa Loeb & Nin	"Stay (I Missed)"
7	43	42	Collective Soul	"Shine"
8	39	39	Erasure	"Always"
9	40	38	Richard Marx	"The Way She Lov"
10	40	35	Gin Blossoms	"Until I Fall Aw"
11	39	34	Ace Of Base	"Don't Turn Arou"
12	37	31	Pink Floyd	"Take It Back"
13	26	26	Billy Lawrence	"Happiness"
14	27	26	Des'ree	"You Gotta Be"
15	28	25	Seal	"Prayer For The"
16	27	24	Crash Test Dumm	"Afternoons & Co"
17	23	23	Soundgarden	"Black Hole Sun"
18	23	22	Garth Brooks &	"Hard Luck Woman"
19	22	22	Aerosmith	"Crazy"
20	21	19	Elton John	"Can You Feel Th"
21	20	19	Aretha Franklin	"Willing To For"
22	20	19	Aaliyah	"Back & Forth"
23	19	19	Four Seasons	"December '63 (O"
24	17	17	Spin Doctors	"You Let Your He"
25	17	17	Blacksstreet	"Booni Call"
26	19	16	Babyface	"When Can I See"
27	16	16	Eruff Z' Nuff	"You Got A Hold"
28	16	15	Crowded House	"Distant Sun"
29	10	14	War	"Peace Sign"
30	14	14	Counting Crows	"Round Here"
31	8	10	Sheryl Crow	"All I Wanna Do"
32	8	10	Milo Z	"Dog"
33	8	8	Nona Gaye & Pri	"Love Sign"
34	8	8	Live	"Selling The Dra"
35	8	8	Toad The Wet Sp	"Fall Down"
36	6	7	Aaron Hall	"I Miss You"
37	7	6	Kathy Troccoli	"Tell Me Where I"
38	7	6	Bonnie Raitt	"You"
39	4	5	Melissa Etherid	"I'm The Only On"

101.3 KGOT

KGOT, Anchorage (907) 272-5945 Mark Murphy, Program Director Phil Kim, Music Director

RANK	EW	TW	ARTIST	TITLE
1	28	44	John Mellencamp	"Wild Night"
2	40	43	Aaliyah	"Back & Forth"
3	42	42	Elton John	"Can You Feel Th"
4	41	40	Janet Jackson	"Any Time, Any P"
5	40	38	Lisa Loeb & Nin	"Stay (I Missed)"
6	28	32	Counting Crows	"Round Here"
7	29	31	Steve Perry	"You Better Wait"
8	28	31	Babyface	"When Can I See"
9	29	31	Seal	"Prayer For The"
10	30	31	Erasure	"Always"
11	42	31	Ace Of Base	"Don't Turn Arou"
12	27	31	Aerosmith	"Crazy"
13	22	29	Crystal Waters	"100% Pure Love"
14	29	29	Richard Marx	"The Way She Lov"
15	28	29	All-4-One	"I Swear"
16	29	29	Mariah Carey	"Anytime You Nee"
17	29	29	R. Kelly	"Your Body's Cal"
18	23	22	Collective Soul	"Shine"
19	22	21	Warren G. & Nar	"Regulate"
20	0	21	Sophie B. Hawki	"Right Beside Yo"
21	21	21	Des'ree	"You Gotta Be"
22	0	21	Big Mountain	"Sweet Sensual L"
23	0	19	Sheryl Crow	"All I Wanna Do"
24	21	18	Spin Doctors	"You Let Your He"
25	0	18	Boyz II Men	"I'll Make Love"
26	17	17	General Public	"I'll Take You T"
27	16	17	Rosco Martinez	"Neon Moonlight"
28	16	16	Michael Bolton	"Ain't Got Nothi"
29	19	16	Shai	"The Place Where"
30	0	16	Aaron Hall	"I Miss You"
31	29	16	Gin Blossoms	"Until I Fall Aw"
32	15	16	Juliet Roberts	"I Want You"
33	21	16	Jon Secada	"If You Go"
34	17	16	Big Mountain	"Baby I Love You"
35	17	16	Celine Dion	"Misled"
36	15	16	MaDonna	"I'll Remember"
37	17	15	MPeople	"Moving On Up"
38	16	15	Enigma	"Return To Innoc"
39	0	15	Ace Of Base	"The Sign"
40	17	13	Counting Crows	"Mr. Jones"



KMKC, Fayetteville (501) 521-5128 Dan Henschel, Program Director Mike Chase, Music Director

RANK	EW	TW	ARTIST	TITLE
1	43	46	Steve Perry	"You Better Wait"
2	46	44	Lisa Loeb & Nin	"Stay (I Missed)"
3	41	42	Ace Of Base	"Don't Turn Arou"
4	36	37	Babyface	"When Can I See"
5	36	36	Elton John	"Can You Feel Th"
6	42	34	Aaliyah	"Back & Forth"
7	29	32	Richard Marx	"The Way She Lov"
8	32	32	Seal	"Prayer For The"
9	31	32	Erasure	"Always"
10	31	32	Melissa Etherid	"I'm The Only On"
11	30	32	Big Mountain	"Sweet Sensual L"
12	26	32	Billy Lawrence	"Happiness"
13	31	30	Counting Crows	"Round Here"
14	24	29	John Mellencamp	"Wild Night"
15	32	29	Spin Doctors	"You Let Your He"
16	11	29	Eddie Brickell	"Good Times"
17	36	27	Shai	"The Place Where"
18	19	26	Rolling Stones	"Love Is Strong"
19	28	26	Cause & Effect	"It's Over Now"
20	7	26	Sophie B. Hawki	"Right Beside Yo"
21	22	25	Sheryl Crow	"All I Wanna Do"
22	22	22	Des'ree	"You Gotta Be"
23	16	21	Live	"Selling The Dra"
24	19	17	Gerald Levert	"I'd Give Anythi"
25	16	16	Celine Dion	"Think Twice"
26	0	15	Boyz II Men	"I'll Make Love"
27	14	14	C + C Music Fac	"Do You Wanna Ge"
28	0	14	Pretenders	"I'll Stand By Y"
29	12	13	Hootie & The Bl	"Hold My Hand"
30	13	13	Cheap Trick	"You're All I Wa"
31	0	12	Amy Grant	"The Lucky One"
32	5	11	Joe Santiriani	"Summer Song"
33	12	11	Jimmy Buffett	"Fruitcakes"
34	10	9	Bonnie Raitt	"You"
35	0	9	Enigma	"Age Of Loneline"
36	15	8	Offspring	"Come Out And Pl"
37	0	8	Coolio	"Famastic Voyag"
38	15	8	Blur	"Girls & Boys"
39	13	7	Soundgarden	"Black Hole Sun"
40	14	7	Stone Temple Pi	"Big Empry"



KGLI, Sioux City (712) 258-5595 Kevin Collins, Operations Manager Craig Quinn, Music Director

RANK	EW	TW	ARTIST	TITLE
1	37	37	Spin Doctors	"You Let Your He"
2	37	37	Steve Perry	"You Better Wait"
3	35	35	Ace Of Base	"Don't Turn Arou"
4	35	35	John Mellencamp	"Wild Night"
5	34	34	Erasure	"Always"
6	33	33	Richard Marx	"The Way She Lov"
7	33	33	Aerosmith	"Crazy"
8	32	32	Gin Blossoms	"Until I Fall Aw"
9	31	31	Live	"Selling The Dra"
10	30	30	Toad The Wet Sp	"Fall Down"
11	30	30	Seal	"Prayer For The"
12	30	30	Boston	"I Need Your Lov"
13	30	30	Sophie B. Hawki	"Right Beside Yo"
14	30	30	Garth Brooks &	"Hard Luck Woman"
15	30	30	Melissa Etherid	"I'm The Only On"
16	29	29	Elton John	"Can You Feel Th"
17	28	28	Roxette	"Sleeping In My"
18	28	28	Michael Bolton	"Ain't Got Nothi"
19	28	28	Toni Braxton	"You Mean The Wo"
20	28	28	Counting Crows	"Round Here"
21	27	27	Amy Grant	"The Lucky One"
22	27	27	Bonnie Raitt	"You"
23	26	26	Pretenders	"I'll Stand By Y"
24	26	26	Rolling Stones	"Love Is Strong"
25	23	23	Collective Soul	"Shine"
26	12	12	Big Mountain	"Sweet Sensual L"
27	11	11	Candlebox	"Far Behind"
28	10	10	Eddie Brickell	"Good Times"
29	10	10	Soundgarden	"Black Hole Sun"
30	9	9	Cause & Effect	"It's Over Now"
31	6	6	Haddaway	"What Is Love"
32	5	5	Mariah Carey	"Dreamlover"
33	5	5	Tom Perry & the	"Mary Jane's Las"
34	5	5	Inner Circle	"Sweat (A La La
35	5	5	Jimmy Cliff	"Your Love Keeps Lifting"
36	5	5	Mariah Carey	"Make It Happen"
37	5	5	Jon Secada	"I'm Free"
38	5	5	Janet Jackson	"If"



KGGI, Riverside (909) 684-1991 Carmy Ferreri, Program Director Sonia Jimenez, Music Director

RANK	EW	TW	ARTIST	TITLE
1	73	76	All-4-One	"I Swear"
2	50	68	Janet Jackson	"Any Time, Any P"
3	51	53	Warren G. & Nar	"Regulate"
4	38	49	Mariah Carey	"Anytime You Nee"
5	51	49	Aaliyah	"Back & Forth"
6	44	47	Da Brat	"Funkdafied"
7	45	47	Miranda	"Your Love Is So"
8	37	39	Ace Of Base	"Don't Turn Arou"
9	33	37	Aaron Hall	"I Miss You"
10	30	37	Michael Bolton	"Completely"
11	22	36	Boyz II Men	"I'll Make Love"
12	36	35	Toni Braxton	"You Mean The Wo"
13	29	35	Babyface	"When Can I See"
14	32	34	Coolio	"Fantastic Voyag"
15	33	33	Tevin Campbell	"I'm Ready"
16	33	31	Janet Jackson	"And On And On"
17	31	30	Aaliyah	"At Your Best (Y"
18	10	30	Warren G	"This DJ"
19	61	28	Tevin Campbell	"Always In My He"
20	28	28	Lisa Loeb & Nin	"Stay (I Missed)"
21	23	26	Jocelyn Enrique	"Make This Last"
22	34	26	R. Kelly	"Your Body's Cal"
23	37	25	R. Kelly	"Bump N' Grind"
24	23	24	Changing Faces	"Stroke You Up"
25	23	21	Jon Secada	"If You Go"
26	27	19	Jodeci	"Feenin'"
27	16	18	Ahmad	"Back In The Day"
28	21	16	Babyface	"And Our Feeling"
29	15	15	Shai	"The Place Where"
30	15	14	Elton John	"Can You Feel Th"
31	0	12	Blacksstreet	"Booni Call"
32	10	12	Julio Iglesias	"Crazy"
33	13	8	Ice Cube	"Bop Gun (One Na"
34	0	5	Funky Poets	"I Only Have Eye"

Over 2,100 Plays Per Week!

Over 1,200 Combined BDS Spins!

Flower Pig 47 Plays	WZJM 36 Plays
FLY92 35 Plays	WHHH 32 Plays
Z90 30 Plays	WFHN 30 Plays
WGIZ 29 Plays	WZFM 29 Plays
PRO FM 27 Plays	WVKS 26 Plays
CK105 26 Plays	Q99 23 Plays
The Edge 17 Plays	Q106 16 Plays
WVAQ 16 Plays	WAHC 14 Plays
WKBQ 11 Plays	TIC FM 11 Plays
KKRZ 10 Plays	WNCI 10 Plays

 Video Soul! 

"Happiness" Is Selling In:

Tampa	San Diego	Richmond
New Orleans	St. Louis	Raleigh

And Others!

Great Phones!

WIOQ #6	WJMN #5
HOT 97 #3	Z90 #1

*If sunshine...
your heart...
and the rest of the
good things in life
could sing
you'd be listening to ...*

billy lawrence

Happiness

The premiere single
from the forthcoming
debut album

ONE MIGHT SAY

*written, co-produced,
arranged and performed by*

Album in stores August 16th *by billy lawrence*

"A real feel good summertime song with a great positive message."

-Pete Dillon, WAHC

"From the moment Billy Lawrence had people on the phones wanting more. Instantly reacted for us. Make your listeners happy, play it."

-Jerry Mac, WZJM

Produced by:
Kevin Deane for
Deare Street
Productions Inc.

Management:
George Harrell
and
Lauren Graham.



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Now PLAYING

ALTERNATIVE



WFNX, Boston (617) 595-6200 Kurt St Thomas PD, Boy Troy MD

RANK	LAST WEEK	TW	ARTIST	TITLE
1	24	25	Frank Black	"Headache"
2	23	22	Pearl Jam	"Yellow Ledbetter"
3	23	21	Green Day	"Basket Case"
4	20	21	The Breeders	"Saints"
5	20	21	Counting Crows	"Einstein On The"
6	21	20	Soundgarden	"Fell On Black"
7	18	20	Beastie Boys	"Sabotage"
8	11	20	Weezer	"Undone"
9	23	19	Toad The Wet	"Fall Down"
10	19	18	Nine Inch Nails	"Piggy"
11	11	17	Stone Temple	"Interstate Love"
12	17	15	The Dambuilders	"Shrine"
13	13	15	Indigo Girls	"Least"
14	14	14	Luscious Jackson	"City Song"
15	0	14	Dinosaur Jr	"Feel The Pain Play"
16	22	13	Offspring	"Come Out And Play"
17	22	13	Lenny Kravitz	"Deuce"
18	19	12	Orangutang	"Shiny Like Gold"
19	13	12	L7	"Andres"
20	18	11	Stone Temple	"Vaseline"
21	10	11	Jah Wobble's	"The Sun Does"
22	0	11	Love Spit Love	"Am I Wrong"
23	13	10	Blur	"Girls & Boys"
24	13	10	Cure	"Burn"
25	12	10	Ride	"I Don't Know"
26	11	10	Jesus And Mary	"Sometimes"
27	10	10	Smashing	"Mayonnaise"
28	10	10	Smashing	"Rocket"
29	10	10	Rancid	"Salvation"
30	10	10	Velocity Girl	"Sorry Again"
31	10	10	House Of Pain	"On Point"
32	15	9	Archers Of Loaf	"Biscuits For"
33	12	9	Helmet	"Bloom"
34	10	9	Gigolo Aunts	"Hypocrite"
35	9	9	Lush	"Cold Beverage"
36	10	8	G. Love/Special	"Twisted"
37	9	8	Fretblanket	"Head Down"
38	8	8	Soundgarden	"If I Only Had A"
39	8	8	MC 900 Ft.	"Self Esteem"
40	0	8	Offspring	"Favorite Shirt"
41	11	7	Public Enemy	"Give It Up"
42	10	7	Hole	"Doll Parts"
43	9	7	Seal	"Prayer For The"
44	7	7	Deconstruction	"L.A. Song"



KPOI, Honolulu (808) 524-7100 Kerry Gray PD, Ted Taylor MD

RANK	LAST WEEK	TW	ARTIST	TITLE
1	31	35	Blur	"Girls & Boys"
2	33	33	Seal	"Prayer For The"
3	33	33	Soundgarden	"Black Hole Sun"
4	34	30	Collective Soul	"Shine"
5	35	30	Cause & Effect	"It's Over Now"
6	30	30	Toad The Wet	"Fall Down"
7	14	30	Candlebox	"Far Behind"
8	28	30	Sheryl Crow	"All I Wanna"
9	20	30	Pretenders	"I'll Stand By"
10	14	30	Spin Doctors	"You Let Your"
11	14	30	Frank Black	"Headache"
12	34	30	Big Mountain	"Sweet Sensual"
13	33	25	Erasure	"Always"
14	15	25	The Dambuilders	"Shrine"
15	21	25	Jeffrey Gaines	"I Like You"
16	33	24	James	"Say Something"
17	19	22	Yousouf N'Dour	"7 Seconds"
18	20	20	The Breeders	"Saints"
19	13	20	Green Day	"Basket Case"
20	20	20	Frente!	"Labor Of Love"
21	13	18	MC 900 Ft.	"If I Only Had A"
22	12	16	Seed	"Rapture"
23	14	16	Weezer	"Undone"
24	14	16	Jesus And Mary	"Sometimes"
25	18	15	Lucy's Fur Coat	"Super"
26	12	15	Pato Banton	"Baby Come Back"
27	12	15	Counting Crows	"Einstein On The"
28	8	14	Love Spit Love	"Am I Wrong"
29	14	14	Mexico 70	"Wonderful Lie"
30	10	14	B-Tribe	"You Won't See"
31	8	14	Offspring	"Self Esteem"
32	0	13	Tripmaster	"Shutter's"
33	16	12	Pulp	"Do You Remember"
34	10	12	Medicine	"Time Baby 3"
35	9	12	Nick Cave And	"Do You Love Me?"
36	0	12	Killing Joke	"Millennium"
37	0	12	Course/Empire	"White Vision"
38	8	10	Gods Child	"everybodys I"
39	13	10	Deep Forest	"Deep Forest"
40	8	10	Helmet	"Biscuits For"
41	9	10	Judybats	"What We Lose"
42	12	10	Danielle	"What If God"
43	15	10	Syn	"Bleed"
44	0	7	Gigolo Aunts	"Bloom"
45	0	5	Material Issue	"Goin' Through"



WRNH, New Orleans (504) 641-5672 Christian Unruh PD

RANK	LAST WEEK	TW	ARTIST	TITLE
1	28	27	Seal	"Prayer For The"
2	16	26	L7	"Andres"
3	24	26	Love Spit Love	"Am I Wrong"
4	23	25	The Dambuilders	"Shrine"
5	20	25	Stone Temple	"Interstate Love"
6	25	23	Pato Banton	"Baby Come Back"
7	22	22	Weezer	"Undone"
8	0	21	Beck	"Beercan"
9	0	21	Soundgarden	"Fell On Black"
10	22	20	Stone Temple	"Vaseline"
11	28	20	Candlebox	"Far Behind"
12	0	19	Live	"I Alone"
13	24	18	Green Day	"Longview"
14	28	17	Frente!	"Labor Of Love"
15	13	17	Jesus And Mary	"Sometimes"
16	17	17	MC 900 Ft.	"If I Only Had A"
17	37	17	Blur	"Girls & Boys"
18	13	16	Green Day	"Basket Case"
19	23	16	Frank Black	"Headache"
20	16	15	Offspring	"Self Esteem"
21	20	15	Toad The Wet	"Fall Down"
22	27	14	Orion	"Head"
23	16	14	The Breeders	"Saints"
24	22	14	Offspring	"Come Out And Play"
25	14	12	Beastie Boys	"Sabotage"
26	26	12	Soundgarden	"Black Hole Sun"
27	13	11	Pretenders	"I'll Stand By"
28	13	11	Sheryl Crow	"All I Wanna"
29	26	11	Spin Doctors	"You Let Your"
30	0	10	Jeffrey Gaines	"I Like You"
31	1	9	Material Issue	"Goin' Through"
32	5	9	Milla	"Bang Your Head"
33	0	9	Violent Femmes	"Don't Start Me"
34	22	9	Counting Crows	"Einstein On The"
35	15	8	The Devlins	"Someone To Talk"
36	13	8	Danielle	"What If God"
37	21	7	Deadeye Dick	"New Age Girl"
38	0	7	Velvet Crush	"Hold Me Up"
39	14	6	Live	"Selling The"
40	6	5	Morgan Heritage	"Unjust World"
41	0	5	Pulp	"Lipgloss"
42	4	4	Helmet	"Biscuits For"
43	5	4	Pop Will Eat	"Ich Bin Ein"
44	3	4	Rollins Band	"Disconnect"
45	0	3	Rancid	"Salvation"



KRZQ, Reno (702) 827-0965 Rob Blaze Brooks PD, Rip Apm

RANK	LAST WEEK	TW	ARTIST	TITLE
1	22	33	Love Spit Love	"Am I Wrong"
2	30	32	Blur	"Girls & Boys"
3	30	31	Toad The Wet	"Fall Down"
4	32	31	Seal	"Prayer For The"
5	32	30	Counting Crows	"Einstein On The"
6	31	28	Stone Temple	"Vaseline"
7	23	25	Reality Bites	"Stay"
8	23	25	Candlebox	"Far Behind"
9	22	25	Frank Black	"Headache"
10	25	25	MC 900 Ft.	"If I Only Had A"
11	17	24	Live	"I Alone"
12	24	24	Weezer	"Undone"
13	21	23	Smashing	"Rocket"
14	23	23	Green Day	"Basket Case"
15	25	23	The Breeders	"Saints"
16	23	22	Sheryl Crow	"All I Wanna"
17	6	20	Jesus And Mary	"Sometimes"
18	23	20	Soundgarden	"Black Hole Sun"
19	26	16	Offspring	"Come Out And Play"
20	6	15	Offspring	"Self Esteem"
21	0	11	Meat Puppets	"Backwater"
22	0	11	Beck	"Loser"
23	11	10	The Dambuilders	"Shrine"
24	0	10	James	"Laid"
25	0	10	C'est Dummies	"MMM MMM MMM MMM"
26	0	10	Cracker	"Get Off This"
27	0	10	Tori Amos	"God"
28	0	10	Pretenders	"Night In My"
29	10	9	Danielle	"What If God"
30	0	9	Morrissey	"The More You"
31	0	9	General Public	"I'll Take You"
32	0	9	Nine Inch Nails	"Closer"
33	0	9	Enigma	"Return To"
34	0	9	Nirvana	"All Apologies"
35	0	9	Erasure	"Always"
36	6	8	Mazzy Star	"Fade Into You"
37	0	8	Gin Blossoms	"Until I Fall"
38	0	8	Gin Blossoms	"Found Our About"
39	0	8	Cracker	"Low"
40	0	8	Pearl Jam	"Dissident"
41	0	8	Collective Soul	"Shine"
42	0	8	Alice In Chains	"I Stay Away"
43	8	7	Pretenders	"I'll Stand By"
44	0	6	Pearl Jam	"Daughter"
45	0	6	Cranberries	"Linger"



CIMX, Windsor (313) 961-9811 Murray Brookshaw PD, Vince Cannova MD

RANK	LAST WEEK	TW	ARTIST	TITLE
1	31	35	Blur	"Girls & Boys"
2	30	35	The Dambuilders	"Shrine"
3	30	35	Reality Bites	"Stay"
4	20	35	Weezer	"Undone"
5	30	34	Offspring	"Come Out And Play"
6	30	34	Sheryl Crow	"All I Wanna"
7	30	34	U2	"Prayer For The"
8	30	34	Seal	"Fall Down"
9	30	26	Toad The Wet	"Say Something"
10	30	25	James	"You Let Your"
11	17	20	Spin Doctors	"Labor Of Love"
12	18	20	Frente!	"Rain King"
13	17	19	Counting Crows	"Far Behind"
14	18	18	Candlebox	"Spaceboy"
15	17	18	Smashing	"Sometimes"
16	14	18	Jesus And Mary	"Basket Case"
17	12	18	Green Day	"Run To The Sun"
18	14	18	Erasure	"The Sun Does"
19	17	18	Jah Wobble's	"Saints"
20	18	18	The Breeders	"Until I Fall"
21	18	18	Gin Blossoms	"Do You Love Me?"
22	16	18	Nick Cave And	"Someone To Talk"
23	18	18	The Devlins	"Vaseline"
24	20	18	Stone Temple	"In The Meantime"
25	15	17	The Waitons	"Five Feet"
26	0	16	Spirit Of The	"Fade Into You"
27	14	16	Mazzy Star	"People Of The"
28	0	15	Sloan	"Afternoon And"
29	17	15	C'est Dummies	"Shine"
30	14	14	Collective Soul	"LoveLife"
31	15	14	Lush	"Closer"
32	12	14	Nine Inch Nails	"Our From The"
33	13	14	Enigma	"Bad Intentions"
34	17	14	R Roberson	"Because Of Love"
35	14	14	Mae Moore	"Incantation"
36	15	14	Delirium	"If I Only Had A"
37	13	14	MC 900 Ft.	"Change Your"
38	5	13	Neil Young &	"First"
39	13	13	Cowboy Junkies	"Am I Wrong"
40	4	13	Love Spit Love	"Beercan"
41	12	13	Beck	"Love Of Minds"
42	13	13	The Odds	"Least"
43	12	13	Indigo Girls	"Hold On"
44	14	11	S Melachlan	"Just Before Mary"
45	8	11	Universal Honey	



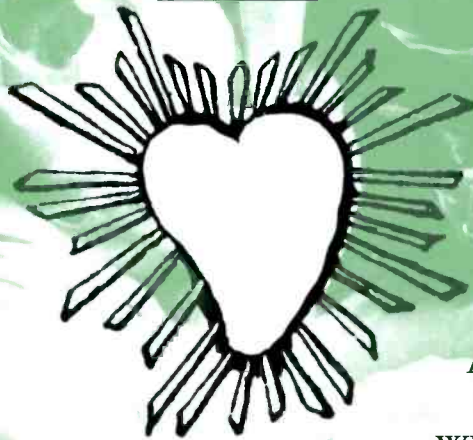
XTRA, San Diego (619) 291-9191 Kevin Stapleford OM, Mike Halloran PD

RANK	LAST WEEK	TW	ARTIST	TITLE
1	30	31	Green Day	"Basket Case"
2	30	30	Pearl Jam	"Yellow Ledbetter"
3	25	30	Mazzy Star	"Fade Into You"
4	25	25	Counting Crows	"Einstein On The"
5	20	24	Smashing	"Spaceboy"
6	20	24	Jesus And Mary	"Sometimes"
7	0	24	Boingo	"Insanity"
8	0	24	Gin Blossoms	"Allison Road"
9	22	23	Love Spit Love	"Am I Wrong"
10	10	22	Offspring	"Come Out And Play"
11	0	20	Stone Temple	"Interstate Love"
12	20	20	Pato Banton	"Baby Come Back"
13	20	18	Sheryl Crow	"All I Wanna"
14	10	15	Weezer	"Undone"
15	15	14	Toad The Wet	"Rock And Roll"
16	10	14	Indigo Girls	"Least"
17	33	13	Stone Temple	"Vaseline"
18	14	13	Alice In Chains	"I Stay Away"
19	20	13	Soundgarden	"Black Hole Sun"
20	7	13	The Dambuilders	"Shrine"
21	13	12	Helmet	"Biscuits For"
22	10	12	MC 900 Ft.	"If I Only Had A"
23	20	12	Offspring	"Self Esteem"
24	7	12	Nine Inch Nails	"Closer"
25	15	10	The Ruggurs	"Me And Eddie"
26	7	10	Live	"Selling The"
27	0	10	Dinosaur Jr	"Feel The Pain"
28	7	10	Rollins Band	"Disconnect"
29	10	10	Beastie Boys	"Sabotage"
30	15	8	Seal	"Prayer For The"
31	10	7	Pretenders	"I'll Stand By"
32	9	7	Meat Puppets	"Backwater"
33	14	6	Frank Black	"Headache"
34	11	5	L7	"Andres"

WILD COLONIALS

"SPARK"

The First Single
From Their Debut Album
Fruit Of Life



Already on:
99X 16 spins
WHFS 10 Spins
New This Week:
WWDX WDST WENZ

the Story of Wild Colonial's

From all across the world we came
Never organised any game

Shark's in New York
Paul's on a plane
Who's this guy Scott?
And what's the drummer's name?

Please please please
Let's play this one
The money's good
No need to ponce

Murdered Every Cover from tip to toe
But loved every minute till we had to go
One Song Was born on the edge of
the Sidewalks
we called it Spark and Shark helped it wal
pence - to pence for money etc....



We played every week between 9 and 10
down at The Beckett, an old Irish den
you could hear the racket for a good
you could see all the faces and a good
few smiles

then one day we decided
we've a band
Wild Colonial's shall sing
throughout the land
But we ended up at Largo
where Mark took us to Task
play at eight tonight
he said that was all he asked

We played our best to
the 3 people there
I even left the stage
to get another chair
we thought that was the end
till we played our last song
we wondered what the noise was
and what's the mighty throng



Because we played between 9 + 10
All our fans didn't need to ask when
they just got out of bed and down
to the gig
In Time to catch us do our last gig
So all went well for the next
hundred gigs

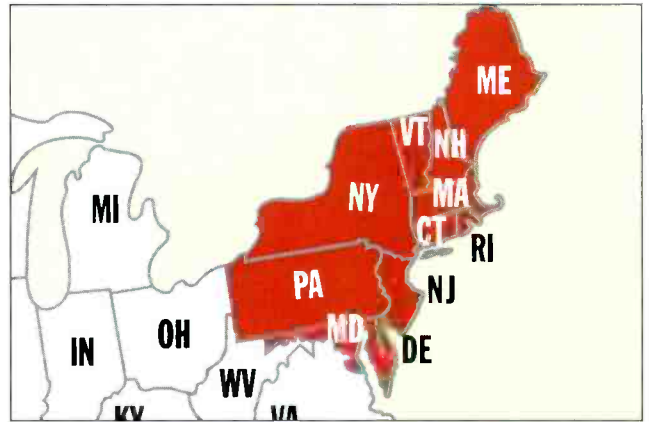
We all lived and breathed the band
till one day we got the news
Time to move, record your views
Maybe even get new Shoes
So We Made A Record.....



Produced by Tehad Blake • Management: Gold Mountain Entertainment • ©1994 Geffen Records, Inc.

N O R T H E A S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	JOHN MELLENCAMP. Wild Night	46	42.6	1959
2	ELTON JOHN. Can You Feel The Love Tonight	45	41.4	1863
3	ACE OF BASE. Don't Turn Around	41	43.8	1794
4	LISA LOEB & NINE STORIES. Stay (I Missed You)	44	37.7	1658
5	COUNTING CROWS. Round Here	43	33.1	1425
6	AEROSMITH. Crazy	39	35.5	1383
7	COLLECTIVE SOUL. Shine	40	33.4	1335
8	JON SECADA. If You Go	37	36.0	1332
9	STEVE PERRY. You Better Wait	44	30.2	1327
10	ERASURE. Always	38	32.9	1250
11	SEAL. Prayer For The Dying	39	30.2	1177
12	MARIAH CAREY. Anytime You Need A Friend	37	31.6	1170
13	RICHARD MARX. The Way She Loves Me	38	30.1	1142
14	BABYFACE. When Can I See You	38	29.3	1115
15	GIN BLOSSOMS. Until I Fall Away	37	29.8	1104
16	SPIN DOCTORS. You Let Your Heart Go Too Fast	42	24.4	1025
17	ALL-4-ONE. I Swear	31	32.3	1000
18	BOYZ II MEN. I'll Make Love To You	34	27.6	940
19	TONI BRAXTON. You Mean The World To Me	27	32.3	871
20	GARTH BROOKS & KISS. Hard Luck Woman	30	27.1	813
21	JANET JACKSON. Any Time, Any Place	28	27.9	782
22	AALIYAH. Back & Forth	28	27.0	757
23	SOUNDGARDEN. Black Hole Sun	34	19.2	652
24	TOAD THE WET SPROCKET. Fall Down	31	20.8	644
25	TEVIN CAMPBELL. Always In My Heart	18	35.4	637



NORTHEAST REGIONAL ANALYSIS

MAJOR GAINER:

•John Mellencamp leapfrogs over Elton John for the top spot, adding 150 total plays.

UP-AND-COMING:

•New rotations were reported on Counting Crows (10-5), Seal (14-11), Richard Marx (15-13) and Boyz II Men (D-18). Also happening are Melissa Etheridge (#28/619 PPW) and Coolio (#31/528 PPW).

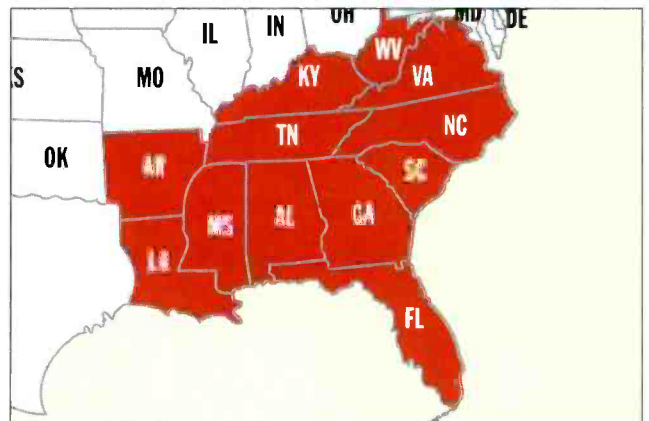
TIP OF THE WEEK:

•Gerald Levert is shaping up to be a big Northeastern hit. He's #30 this week with 565 PPW on 27 stations.

Please Report Your Adds & PPWs By Tuesday At 5 pm.

S O U T H

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	ELTON JOHN. Can You Feel The Love Tonight	51	43.7	2231
2	LISA LOEB & NINE STORIES. Stay (I Missed You)	50	42.5	2126
3	ACE OF BASE. Don't Turn Around	49	42.1	2061
4	JOHN MELLENCAMP. Wild Night	50	37.9	1894
5	JON SECADA. If You Go	47	34.3	1612
6	COLLECTIVE SOUL. Shine	42	34.7	1459
7	STEVE PERRY. You Better Wait	49	29.3	1434
8	MARIAH CAREY. Anytime You Need A Friend	43	32.7	1405
9	SEAL. Prayer For The Dying	45	27.5	1239
10	JANET JACKSON. Any Time, Any Place	37	33.3	1233
11	ALL-4-ONE. I Swear	40	29.4	1177
12	TONI BRAXTON. You Mean The World To Me	36	31.2	1122
13	MADONNA. I'll Remember	35	31.3	1095
14	RICHARD MARX. The Way She Loves Me	40	27.0	1081
15	AEROSMITH. Crazy	37	28.8	1065
16	MELISSA ETHERIDGE. Come To My Window	30	34.7	1040
17	ERASURE. Always	39	25.5	993
18	BABYFACE. When Can I See You	39	25.3	987
19	COUNTING CROWS. Round Here	39	24.4	951
20	GIN BLOSSOMS. Until I Fall Away	34	27.5	936
21	GARTH BROOKS & KISS. Hard Luck Woman	32	29.1	932
22	BOYZ II MEN. I'll Make Love To You	36	24.7	888
23	SPIN DOCTORS. You Let Your Heart Go Too Fast	41	21.2	870
24	AALIYAH. Back & Forth	29	27.4	796
25	SHERYL CROW. All I Wanna Do	33	20.1	662



SOUTH REGIONAL ANALYSIS

MAJOR GAINER:

•Collective Soul is strong in the South, with an additional 150 plays in the region last week.

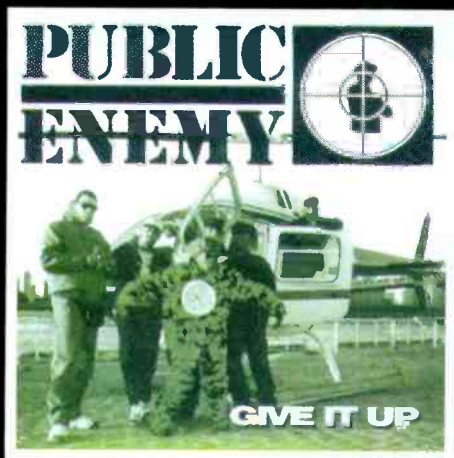
UP-AND-COMING:

•Songs with new reported rotations include Steve Perry (9-7), Richard Marx (16-14), Boyz II Men (D-22) and Sheryl Crow (D-25). Also hot are Melissa Etheridge (#30/504 PPW) and Gerald Levert (#34/484 PPW). (#35/486 PPW).

TIP OF THE WEEK:

•Sophie B. Hawkins is kicking in this region at #31 with 496 PPW on 26 Southern stations.

Please Report Your Adds & PPWs By Tuesday At 5 pm.



PUBLIC ENEMY

"give it up"

TV Stress!
Power Pig Add
WJMH Add

Z90 Add
KZHT Add

Hot 97.7 35 Plays
 WWKX 14 Plays
 KKBT 8 Plays
 KUBE 5 Plays

WHJX 23 Plays
 Power Pig 12 Plays
 WPGC 7 Plays
 KYLD 5 Plays

KLUC 17 Plays
 WHYT 11 Plays
 KMEL 6 Plays
 Z90 5 Plays

92Q 16 Plays
 WJMN 11 Plays
 WZJM 6 Plays

B96 15 Plays
 WHHH 8 Plays
 WJMH 6 Plays

NETWORK Most Requested At Power Pig!
 19-16* SoundScan Single!
 Over 100,000 Pieces!
 Over 300 Plays Per Week At Crossover Radio!



WARREN G.

"this dj"

Q99 Add
 WKSE Add

KBOS Add
 KRQQ Add

KHFI Add
 And More!

KKSS 99 Plays
 KMEL 73 Plays
 WHYT 60 Plays
 WHHH 42 Plays
 WJMN 33 Plays
 WQHT 27 Plays
 WERQ 19 Plays
 XHTZ 7 Plays

WWKX 85 Plays
 KHQT 66 Plays
 WHJX 45 Plays
 WJMH 39 Plays
 KYLD 33 Plays
 KSFM 26 Plays
 KTFM 19 Plays
 KISF 6 Plays

KDON 75 Plays
 KPWR 64 Plays
 KKBT 44 Plays
 KZHT 36 Plays
 KGGI 30 Plays
 KUBE 23 Plays
 WZJM 18 Plays
 KBXX 6 Plays



WIOQ 8 Plays
 WPOW 5 Plays

NETWORK Most Requested At: **KMEL KUBE WFLY WKSE And More!**

#4* SoundScan LP Chart Album Double Platinum! Single In Stores Now!

Great SoundScan Moves In Markets Including:

New York 25-11
 San Francisco 7-6
 Cleveland 23-10

Los Angeles 14-8
 Boston 12-11
 And Many More!

Chicago 32-7
 Dallas 12-9

Philadelphia 14-5
 Washington, D.C. 17-9



G R E A T L A K E S

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	JOHN MELLENCAMP. Wild Night	44	44.2	1944
2	ELTON JOHN. Can You Feel The Love Tonight	46	41.4	1903
3	LISA LOEB & NINE STORIES. Stay (I Missed You)	45	40.6	1825
4	ACE OF BASE. Don't Turn Around	43	40.3	1732
5	JON SECADA. If You Go	40	36.1	1442
6	JANET JACKSON. Any Time, Any Place	39	36.5	1425
7	MARIAH CAREY. Anytime You Need A Friend	41	34.5	1416
8	COLLECTIVE SOUL. Shine	41	33.9	1390
9	STEVE PERRY. You Better Wait	41	32.8	1344
10	RICHARD MARX. The Way She Loves Me	40	32.6	1305
11	SEAL. Prayer For The Dying	42	29.8	1252
12	GIN BLOSSOMS. Until I Fall Away	40	30.6	1224
13	AEROSMITH. Crazy	35	33.4	1169
14	ALL-4-ONE. I Swear	36	32.0	1151
15	COUNTING CROWS. Round Here	40	28.5	1139
16	BABYFACE. When Can I See You	36	31.1	1120
17	ERASURE. Always	32	34.3	1096
18	TONI BRAXTON. You Mean The World To Me	31	30.5	945
19	SPIN DOCTORS. You Let Your Heart Go Too Fast	38	23.2	882
20	GARTH BROOKS & KISS. Hard Luck Woman	30	29.3	880
21	MICHAEL BOLTON. Ain't Got Nothing If You Ain't Got Love	26	30.5	792
22	SOUNDGARDEN. Black Hole Sun	35	21.6	757
23	BOYZ II MEN. I'll Make Love To You	30	25.2	757
24	AALIYAH. Back & Forth	25	28.5	713
25	MELISSA ETHERIDGE. Come To My Window	21	30.6	642



GREAT LAKES REGIONAL ANALYSIS

MAJOR GAINER:

•John Mellencamp is very strong here, moving from 2nd to most-played with close to 2,000 PPW this week.

UP-AND-COMING:

•Rotational increases are posted by Steve Perry (12-9), Seal (13-11), Counting Crows (18-15) and Spin Doctors (21-19). Also happening are Billy Lawrence (#28/537 PPW) and Cause & Effect (#33/432 PPW).

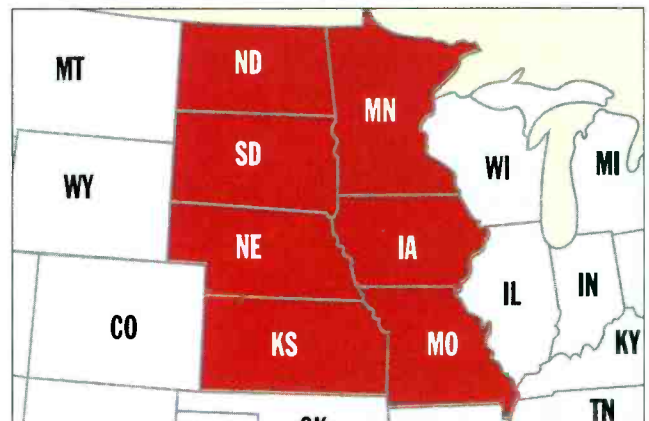
TIP OF THE WEEK:

•Melissa Etheridge should debut in the Top 25 next week. She's #29 with 514 PPW on 25 regional stations.

Please Report Your Adds & PPWs By Tuesday At 5 pm.

M I D W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	JOHN MELLENCAMP. Wild Night	36	41.5	1493
2	ACE OF BASE. Don't Turn Around	35	41.3	1446
3	ELTON JOHN. Can You Feel The Love Tonight	37	38.9	1440
4	LISA LOEB & NINE STORIES. Stay (I Missed You)	33	43.1	1423
5	STEVE PERRY. You Better Wait	35	36.1	1262
6	COLLECTIVE SOUL. Shine	32	36.3	1163
7	RICHARD MARX. The Way She Loves Me	34	31.7	1079
8	MARIAH CAREY. Anytime You Need A Friend	31	33.4	1036
9	SEAL. Prayer For The Dying	32	32.3	1033
10	JANET JACKSON. Any Time, Any Place	26	37.8	984
11	JON SECADA. If You Go	26	36.2	941
12	AEROSMITH. Crazy	26	34.5	897
13	COUNTING CROWS. Round Here	33	26.0	859
14	ERASURE. Always	25	32.6	814
15	BABYFACE. When Can I See You	29	28.1	814
16	GARTH BROOKS & KISS. Hard Luck Woman	28	28.3	791
17	GIN BLOSSOMS. Until I Fall Away	26	29.1	756
18	ALL-4-ONE. I Swear	25	29.0	726
19	SPIN DOCTORS. You Let Your Heart Go Too Fast	30	23.6	709
20	TONI BRAXTON. You Mean The World To Me	23	28.2	649
21	TOAD THE WET SPROCKET. Fall Down	20	30.0	600
22	AMY GRANT. The Lucky One	27	20.9	563
23	LIVE. Selling The Drama	28	19.4	543
24	SHERYL CROW. All I Wanna Do	22	24.6	542
25	SOUNDGARDEN. Black Hole Sun	31	17.2	533



MIDWEST REGIONAL ANALYSIS

MAJOR GAINER:

•John Mellencamp is strong in middle America, moving from 2nd to most-played with close to 1,500 PPW on 36 stations.

UP-AND-COMING:

•Additional rotations were reported on Steve Perry (6-5), Richard Marx (8-7), Counting Crows (16-13) and Spin Doctors (21-19). Also working are Melissa Etheridge (#29/490 PPW) and Boyz II Men (#31/467 PPW).

TIP OF THE WEEK:

•Edie Brickell is strong in this region. "Good Times" is #34 with 388 PPW on 23 stations.

Please Report Your Adds & PPWs By Tuesday At 5 pm.

A LOVE SONG
DEDICATED
TO A FRIEND.

2ND MOST ADDED AT AC!

EARLY TOP 40 ADDS:

WWKZ	KTMT
WZOQ	KISR
KMCK	KLYV
KMGZ	

“THANKS TO YOU”

THE NEW
SINGLE
FROM

Tyler Collins

FROM THE PARAMOUNT MOTION PICTURE

ANDRÉ

FROM THE SOUNDTRACK ALBUM ON RHINO CDS AND CASSETTES. ALSO FEATURED ON TYLER COLLINS' FORTHCOMING REPRISE RECORDS DEBUT ALBUM.
WORDS & MUSIC BY JULIE ("FROM A DISTANCE") GOLD. PRODUCED & ARRANGED BY CLIF MAGNESS AND SPENCER PROFFER.

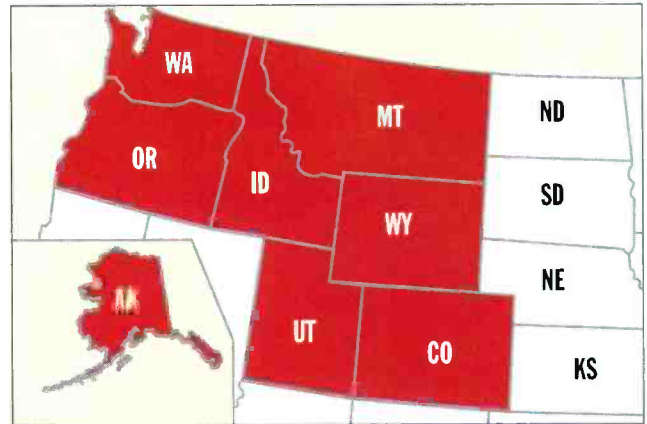
KAHANE SHIMMEL MANAGEMENT



© 1994 REPRISE RECORDS

NORTHWEST/ROCKIES

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	LISA LOEB & NINE STORIES. Stay (I Missed You)	24	38.8	931
2	ELTON JOHN. Can You Feel The Love Tonight	25	36.9	922
3	JOHN MELLENCAMP. Wild Night	21	39.3	826
4	RICHARD MARX. The Way She Loves Me	23	31.8	731
5	MARIAH CAREY. Anytime You Need A Friend	20	35.5	710
6	ACE OF BASE. Don't Turn Around	19	37.1	705
7	STEVE PERRY. You Better Wait	20	34.1	682
8	JANET JACKSON. Any Time, Any Place	17	40.0	680
9	SEAL. Prayer For The Dying	22	30.5	670
10	BABYFACE. When Can I See You	18	35.3	635
11	COUNTING CROWS. Round Here	18	34.8	627
12	COLLECTIVE SOUL. Shine	16	35.4	566
13	ALL-4-ONE. I Swear	17	32.4	550
14	JON SECADA. If You Go	17	29.4	500
15	AALIYAH. Back & Forth	16	31.0	496
16	SPIN DOCTORS. You Let Your Heart Go Too Fast	17	27.8	473
17	TONI BRAXTON. You Mean The World To Me	17	26.9	458
18	AEROSMITH. Crazy	16	28.3	453
19	MADONNA. I'll Remember	15	28.8	432
20	BOYZ II MEN. I'll Make Love To You	14	28.9	404
21	SOUNDGARDEN. Black Hole Sun	19	20.6	391
22	ERASURE. Always	13	29.0	377
23	TOAD THE WET SPROCKET. Fall Down	12	28.3	340
24	PRETENDERS. I'll Stand By You	15	22.7	340
25	GIN BLOSSOMS. Until I Fall Away	11	29.8	328


NORTHWEST/ROCKIES REGIONAL ANALYSIS
MAJOR GAINER:

•Lisa Loeb hangs on to the top spot with over 900 PPW on 24 stations in the region.

UP-AND-COMING:

•Songs continuing to grow include John Mellencamp (6-3), Richard Marx (5-4), Seal (14-9), Spin Doctors (21-16) and Boyz II Men (D-20). Also hot are Live (#29/295 PPW) and Des'ree (#33/276 PPW).

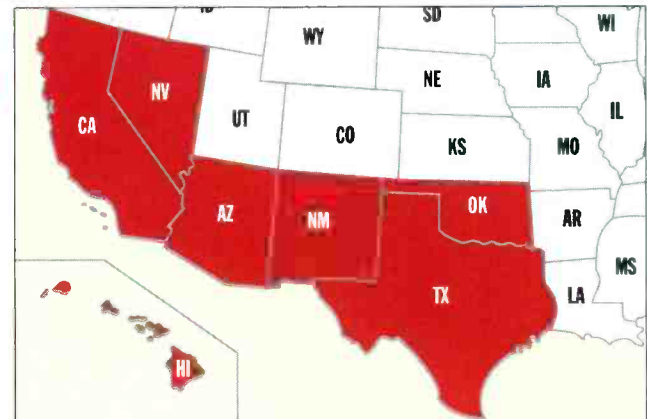
TIP OF THE WEEK:

•Edie Brickell is working in this region. "Good Times" is #32 with 283 PPW on 15 stations.

Please Report Your Adds & PPWs By Tuesday At 5 pm.

W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	ACE OF BASE. Don't Turn Around	38	49.3	1875
2	JANET JACKSON. Any Time, Any Place	40	46.3	1853
3	BABYFACE. When Can I See You	41	38.9	1596
4	AALIYAH. Back & Forth	36	43.2	1554
5	LISA LOEB & NINE STORIES. Stay (I Missed You)	33	44.5	1468
6	BOYZ II MEN. I'll Make Love To You	38	34.4	1309
7	AARON HALL. I Miss You	34	37.7	1283
8	MARIAH CAREY. Anytime You Need A Friend	32	40.0	1281
9	TEVIN CAMPBELL. Always In My Heart	29	43.5	1262
10	ELTON JOHN. Can You Feel The Love Tonight	33	37.5	1236
11	COOLIO. Fantastic Voyage	34	35.8	1216
12	ALL-4-ONE. I Swear	32	36.9	1180
13	R. KELLY. Your Body's Callin'	23	45.9	1055
14	JON SECADA. If You Go	29	34.9	1011
15	DA BRAT. Funkdafied	23	39.6	910
16	TONI BRAXTON. You Mean The World To Me	26	34.0	885
17	COLLECTIVE SOUL. Shine	24	36.4	874
18	SEAL. Prayer For The Dying	27	31.1	841
19	WARREN G. This DJ	23	35.6	818
20	CRYSTAL WATERS. 100% Pure Love	30	27.0	811
21	JOHN MELLENCAMP. Wild Night	20	40.3	806
22	CHANGING FACES. Stroke You Up	22	34.7	763
23	STEVE PERRY. You Better Wait	25	30.5	762
24	AEROSMITH. Crazy	19	36.6	695
25	BLACKSTREET. Bootie Call	26	26.7	693


WEST REGIONAL ANALYSIS
MAJOR GAINER:

•Babyface is hot in the West, moving 5th to 3rd most-played, adding over 100 plays.

UP-AND-COMING:

•Titles continuing to grow include Boyz II Men (D-6), Crystal Waters (22-20) and Changing Faces (D-22). Also hot are C + C Music Factory (#29/583 PPW) and Billy Lawrence (#42/402 PPW).

TIP OF THE WEEK:

•Gerald Levert is warming up with 480 PPW. "I'd Give Anything" is #38 regionally and on 27 stations.

Please Report Your Adds & PPWs By Tuesday At 5 pm.

PPW Regional Analysis By Pat Gillen

PRINCE

"letitgo"

#1 Most Added!

Q99	KBXX	WKSE
WAHC	92Q	WHHH
Hot 97.7	WHYI	WHYT
W10Q	WKBQ	Q106
WLUM	KMEL	WPGC
WPOW	FM102	KUBE
WWKX		Z90

And Dozens More!

Already Spinning!

WIOQ 44 Plays	WLUM 38 Plays
WERQ 31 Plays	KBXX 31 Plays
WHYT 19 Plays	Q99 17 Plays
WHJX 12 Plays	KRQQ 12 Plays
WJMH 8 Plays	WKSE 7 Plays
WAPE 6 Plays	



PRETENDERS

"i'll stand by you"

One Of The Most Added... Again:

WAHC	KDWB	WABB
WKEE	WMEE	WNNK
WPIX	WVKS	WXXL

B97 34 Plays	Q99 28 Plays	Star 94 25 Plays
The Edge 20 Plays	WKBQ 19 Plays	Q106 17 Plays
WZJM 15 Plays	KROQ 14 Plays	KDWB 11 Plays

BDS More Than 1500 Total Detections!
More Than 11 Million Listeners!

Active!



CANDLEBOX

"far behind"

Just Added At WNVZ, WAEB, WPLY And More!

Major Rotations!

KUBE 88 Plays	WHJX 41 Plays	WHYT 39 Plays
WAHC 28 Plays	WENZ 28 Plays	WZJM 27 Plays
KROQ 27 Plays	Z100 23 Plays	Q99 23 Plays
99X 22 Plays	WKBQ 19 Plays	B97 17 Plays
KC101 16 Plays	WKSE 16 Plays	WPLY 15 Plays
WLLM 14 Plays	KRBE 10 Plays	KKFR 9 Plays

SoundScan 4 Week Trend: 13-13-10-9*

4 Week Sales: €3,397 - 67,611 - 73,558 - 73,078 Pieces

More Than 2800 BDS Detections!

More Than 26 Million Listeners!

Heavy! Top 10 Requests! Top 10 Research!

Major Requests!

WAHC Z100 KUBE KJ103 WHYT



TEVIN CAMPBELL

"always in my heart"

Moves 27-25* With Over
3000 Plays Per Week!

Top 40 Monitor Rhythm/Crossover Chart 5-3*
More Than 3600 Total BDS Plays
More Than 52 Million Listeners
More Than 1700 Top 40 Plays
More Than 25 Million Listeners

Active!

Z90 70 Plays	92Q 67 Plays	Q102 61 Plays
WPGC 59 Plays	Hot 97.7 58 Plays	KYLD 53 Plays
FM102 50 Plays	WHHH 49 Plays	KKBT 46 Plays
Power Pic 40 Plays	Power 106 40 Plays	WWKX 40 Plays
WJMH 40 Plays	KMEL 36 Plays	Hot 97 35 Plays
WJMN 34 Plays	WLUM 34 Plays	KGGI 28 Plays
Q106 28 Plays	KTFM 28 Plays	Q99 26 Plays
396 21 Plays		WZJM 21 Plays



THE CHARTS

PLAYS PER WEEK 41-80

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
41 PRETENDERS. I'll Stand By You (Sire/WB)	318	1112	1895
42 WET WET WET. Love Is All Around (London/Island)	1759	1888	1876
43 DA BRAT. Funkdafied (So So Def/Chaos)	1681	1791	1867
44 SOPHIE B. HAWKINS. Right Beside You (Columbia)	739	1403	1828
45 WARREN G. & NATE DOGG. Regulate (Death Row/Interscope/AG)	2043	1972	1748
46 R. KELLY. Your Body's Callin' (Jive)	2132	1908	1726
47 ROXETTE. Sleeping In My Car (EMI Records)	3334	2561	1715
48 CANDLEBOX. Far Behind (Maverick/Sire/WB)	1209	1442	1686
49 COUNTING CROWS. Mr. Jones (DGC)	2126	2006	1655
50 ROLLING STONES. Love Is Strong (Virgin)	1040	1468	1647
51 BIG MOUNTAIN. Baby I Love Your Way (RCA)	2236	1913	1639
52 DES'REE. You Gotta Be (550 Music)	1246	1520	1580
53 BLACKSTREET. Bootie Call (Interscope/AG)	1511	1472	1434
54 CRASH TEST DUMMIES. Afternoons & Coffeespoons (Arista)	1776	1694	1423
55 CELINE DION. Think Twice (550 Music)	733	1138	1420
56 ACE OF BASE. The Sign (Arista)	1743	1637	1419
57 MEAT PUPPETS. Backwater (London/Island)	2130	1771	1418
58 WARREN G. This DJ (Violator/ral/Island)	1075	1308	1384
59 SHAI. The Place Where You Belong (Gasoline Alley/MCA)	2137	1838	1366
60 BONNIE RAITT. You (Capitol)	1354	1379	1360
61 CHANGING FACES. Stroke You Up (Big Beat/Atlantic/AG)	795	1043	1339
62 JANET JACKSON. And On And On (Virgin)	1618	1620	1328
62 JOSHUA KADISON. Beautiful In My Eyes (SBK/EMI Records)	1928	1689	1328
64 COLLAGE. I'll Be Loving You (Metropolitan)	1029	1187	1289
65 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records)	469	894	1273
66 C+C MUSIC FACTORY. Do You Wanna Get Funky (Columbia)	1007	1214	1262
67 ENIGMA. Return To Innocence (Charisma/Virgin)	1499	1424	1222
68 PRINCE. The Most Beautiful Girl In The World (NPG/Bellmark)	2041	1633	1153
69 BLUR. Girls & Boys (Food/SBK/EMI Records)	726	884	1087
70 STONE TEMPLE PILOTS. Big Empty (Interscope/Atlantic/AG)	994	1059	1044
71 HOOTIE & THE BLOWFISH. Hold My Hand (Atlantic/AG)	457	817	1007
72 CELINE DION. Misled (550 Music)	1650	1293	989
73 TAKE 6. Biggest Part Of Me (Reprise)	961	1038	971
74 GENERAL PUBLIC. I'll Take You There (Epic Soundtrax)	1277	1200	918
75 U2. All I Want Is You (RCA)	936	869	914
76 OFFSPRING. Come Out And Play (Epitaph)	642	837	890
77 NONA GAYE & PRINCE. Love Sign (NPG/Bellmark)	939	985	871
78 BONNIE RAITT. Love Sneakin' Up On You (Capitol)	1092	936	858
79 ARETHA FRANKLIN. Willing To Forgive (Arista)	1290	1017	848
80 GIN BLOSSOMS. Found Out About You (A&M)	978	960	846

MOST ADDED

ARTIST/SONG/LABEL	TOTAL ADDS
1 PRINCE. Letitgo (WB)	100
2 BOYZ II MEN. I'll Make Love To You (Motown)	45
3 AMY GRANT. The Lucky One (A&M)	29
4 SHERYL CROW. All I Wanna Do (A&M)	26
5 ATLANTIC STARR. Everybody's Got Summer (Arista)	24
5 INNER CIRCLE. Games People Play (Big Beat/Atlantic/AG)	24
7 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records)	17
7 PRETENDERS. I'll Stand By You (Sire/WB)	17
9 MPEOPLE. One Night In Heaven (deConstruction/Epic)	16
10 SALT-N-PEPA. None Of Your Business (Next Plateau/London/Island)	14
11 OFFSPRING. Come Out And Play (Epitaph)	13
12 CRYSTAL WATERS. 100% Pure Love (Mercury)	12
12 DEADEYE DICK. New Age Girl (Ichiban)	12
12 EDIE BRICKELL. Good Times (Geffen)	12
12 GREEN DAY. Basket Case (Reprise)	12

MOST REQUESTED

ARTIST/SONG	LABEL
1 COOLIO. Fantastic Voyage	Tommy Boy
2 SOUNDGARDEN. Black Hole Sun	A&M
3 BOYZ II MEN. I'll Make Love To You	Motown
4 LISA LOEB & NINE STORIES. Stay (I Missed You)	RCA
5 WARREN G. & NATE DOGG. Regulate	Death Row/Interscope/AG
6 BABYFACE. When Can I See You	Epic
7 ALL-4-ONE. I Swear	Blitz/Atlantic/AG
8 AALIYAH. Back & Forth	Blackground/Jive
9 OFFSPRING. Come Out And Play	Epitaph
10 COLLECTIVE SOUL. Shine	Atlantic/AG



Melissa Etheridge I'm The Only One

Produced by Hugh Padgham and Melissa Etheridge

Engineered by Hugh Padgham

Mixed by Hugh Padgham

WF Leopold Management

NETWORK #33* With 2435 Plays Per Week!

WNVZ Add

WKSE Add

KQKQ Add

Z104 Add

Plus 7 More!

WEDJ 37 Plays

WFLY 35 Plays

WAHC 28 Plays

WKBQ 28 Plays

WNTQ 28 Plays

WSTR 27 Plays

WPLY 27 Plays

WPLJ 21 Plays

WERZ 20 Plays

WEZB 7 Plays

WAPE 7 Plays


WDCG 7 Plays

KUTQ 5 Plays

WKSE 5 Plays

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Melissa Is Red Hot At Top 40 Radio!

The 1st Single "Come To My Window" Is Up Again!

NETWORK PPW Trend: 2,512 - 2,719 - 2,757

BDS Detections 1,454 - 1,505 - 1,524



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"I've been here before
and I'm locking the door
and I'm not going back again."

ANITA BAKER *Body & Soul*

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The premiere single and video
from the forthcoming album
Rhythm of Love.

Produced and Arranged by Anita Baker
Executive Producer: Anita Baker



Album September 13.