

# THE NETWORK

**FORTY**®

CONTEMPORARY RADIO'S MUSIC & NEWS RESOURCE

**JOHN  
MELLENCAMP**



**OCTOBER 29, 1993 • Interview With Bill Phalen • Spotlight On Jet-FM • Editorial: Book Report**



## SPEND AN AFTERNOON WITH KENNY IN A REDWOOD GROVE.

Conviction Of The Heart  
What A Fool Believes  
(Duet with Michael McDonald)  
Your Mama Don't Dance  
I Would Do Anything  
(Duet with Shania) *ce*  
Now And Then  
Angry Eyes  
If You Believe  
Celebrate Me Home  
Love Will Follow  
(Duet with Shania) *ce*  
Leap Of Faith  
This Is It  
Footloose  
I'm Alright

In everyone's life there comes a moment when  
one decision can change everything...

## THIS IS IT

The first single and video from his new live album  
"OUTSIDE: FROM THE REDWOODS"

**COLUMBIA**

Produced by Kenny Loggins and Terry Nelson.  
Management: Next Step/Denzyl Feigelson.

# THE CHARTS

## MAINSTREAM

COMBINING AIRPLAY, SALES AND REQUESTS

ZW	LW	TW	ARTIST/SONG	LABEL
6	1	1	ACE OF BASE, All That She Wants	Arista
7	2	2	JANET JACKSON, Again	Virgin
8	4	3	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	MCA
5	5	4	BLIND MELON, No Rain	Capitol
9	7	5	HADDAWAY, What Is Love	Arista
1	3	6	MARIAH CAREY, Dreamlover	Columbia
11	9	7	TONY TONI TONÉ, Anniversary	Wing/Mercury
30	12	8	MARIAH CAREY, Hero	Columbia
4	8	9	DEF LEPPARD, Two Steps Behind	Columbia
3	6	10	TONI BRAXTON, Another Sad Love Song	LaFace/Arista
18	13	11	R.E.M., Everybody Hurts	WB
25	16	12	XSCAPE, Just Kickin' It	So So Def/Columbia
22	15	13	ZHANE', Hey Mr. D.J.	Flavor Unit/Epic
33	18	14	BRYAN ADAMS, Please Forgive Me	A&M
2	10	15	BILLY JOEL, The River Of Dreams	Columbia
15	14	16	LISA KEITH, Better Than You	Perspective/A&M
31	25	17	TEVIN CAMPBELL, Can We Talk	Qwest/WB
27	20	18	MR. BIG, Wild World	Atlantic/AG
—	33	19	PHIL COLLINS, Both Sides Of The Story	Atlantic/AG
23	22	20	JOHN MELLENCAMP, Human Wheels	Mercury
12	17	21	AEROSMITH, Cryin'	Geffen
10	11	22	ROD STEWART, Reason To Believe	WB
28	26	23	STING, Nothing 'Bout Me	A&M
19	21	24	INNER CIRCLE, Sweat (A La La La La Long)	Big Beat/Atlantic/AG
32	28	25	SPIN DOCTORS, Jimmy Olsen's Blues	Epic
29	27	26	TAYLOR DAYNE, Send Me A Lover	Arista
17	19	27	RED HOT CHILI PEPPERS, Soul To Squeeze	WB
◆ DEBUT	28	28	BILLY JOEL, All About Soul	Columbia
—	36	29	HI-FIVE, Never Should've Let You Go	Jive
◆ DEBUT	30	29	TONI BRAXTON, Breathe Again	LaFace/Arista
◆ DEBUT	31	30	MICHAEL BOLTON, Said I Loved You... But I Lied	Columbia
13	24	32	SWV, Right Here/Human Nature	RCA
39	35	33	BRUCE HORNSBY, Fields Of Grey	RCA
◆ DEBUT	34	34	SALT-N-PEPA, Shoop	Next Plateau/London/PLG
—	38	35	JOSHUA KADISON, Jessie	SBK/ERG
37	37	36	SWV, Downtown	RCA
—	39	37	BEE GEES, Paying The Price Of Love	Polydor/PLG
14	23	38	JANET JACKSON, If	Virgin
16	29	39	RICK ASTLEY, Hopelessly	RCA
35	34	40	INTRO, Come Inside	Atlantic/AG

## MOST ADDED

1.	Michael Bolton, Said I Loved You... But I Lied	Columbia
2.	Elton John & Kiki Dee, True Love	MCA
3.	Toni Braxton, Breathe Again	LaFace/Arista
4.	10,000 Maniacs, Because The Night (From MTV's <i>Unplugged</i> )	Elektra
5.	Culture Beat, Mr. Vain	550 Music
6.	Tears For Fears, Goodnight Song	Mercury
7.	Snoop Doggy Dog, What's My Name?	Death Row/Interscope/AG
8.	The Cranberries, Linger	Island/PLG
9.	Color Me Badd, Time And Chance	Giant/Reprise
10.	Belly, Gepetto	Sire/Reprise

## PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ZW	LW	TW	ARTIST/SONG	STNS.	AVG. P/W	PLAYS
4	3	1	ACE OF BASE, All That She Wants	105	42.8	4494
9	6	2	JANET JACKSON, Again	103	42.3	4356
6	2	3	MEAT LOAF, I'd Do Anything For Love(But I Won't Do That)	96	43.0	4129
3	1	4	BLIND MELON, No Rain	96	39.7	3809
10	10	5	HADDAWAY, What Is Love	90	36.5	3287
1	4	6	MARIAH CAREY, Dreamlover	84	38.2	3209
8	8	7	TONI BRAXTON, Another Sad Love Song	83	34.4	2857
5	5	8	DEF LEPPARD, Two Steps Behind	81	35.2	2850
16	12	9	R.E.M., Everybody Hurts	82	31.1	2548
2	7	10	BILLY JOEL, The River Of Dreams	80	31.5	2517
20	19	11	TONY TONI TONÉ, Anniversary	82	30.2	2474
—	17	12	BRYAN ADAMS, Please Forgive Me	87	28.4	2467
11	11	13	LISA KEITH, Better Than You	74	33.0	2444
18	13	14	MR. BIG, Wild World	76	30.6	2329
7	9	15	SWV, Right Here/Human Nature	74	31.2	2308
13	15	16	INNER CIRCLE, Sweat (A La La La La Long)	66	32.5	2148
—	25	17	MARIAH CAREY, Hero	88	23.3	2048
◆ DEBUT	18	18	PHIL COLLINS, Both Sides Of The Story	79	24.2	1909
24	18	19	JOHN MELLENCAMP, Human Wheels	63	30.0	1890
31	22	20	STING, Nothing 'Bout Me	69	26.0	1795
—	35	21	TEVIN CAMPBELL, Can We Talk	70	25.2	1767
14	16	22	AEROSMITH, Cryin'	66	25.6	1692
15	26	23	JANET JACKSON, If	59	28.4	1675
33	28	24	SPIN DOCTORS, Jimmy Olsen's Blues	70	22.9	1603
19	20	25	RED HOT CHILI PEPPERS, Soul To Squeeze	59	25.3	1491
26	21	26	SOUL ASYLUM, Runaway Train	62	23.8	1473
12	14	27	ROD STEWART, Reason To Believe	57	25.4	1450
◆ DEBUT	28	28	XSCAPE, Just Kickin' It	47	29.6	1389
◆ DEBUT	29	29	ZHANE', Hey Mr. D.J.	46	29.6	1363
22	24	30	GIN BLOSSOMS, Hey Jealousy	56	23.2	1298
29	31	31	SHAI, Baby I'm Yours	43	29.4	1264
◆ DEBUT	32	32	BILLY JOEL, All About Soul	59	20.4	1201
30	34	33	JODECI, Lately	42	28.6	1200
21	23	34	PRINCE, Pink Cashmere	51	23.5	1196
25	30	35	TEARS FOR FEARS, Break It Down Again	53	21.5	1141
36	36	36	TAYLOR DAYNE, Send Me A Lover	49	22.6	1106
27	29	37	RICK ASTLEY, Hopelessly	40	26.8	1072
28	33	38	UB40, Can't Help Falling In Love	48	21.6	1039
32	37	39	DINO, Ooh Child	42	24.0	1007
17	27	40	EN VOGUE, Runaway Love	36	27.9	1003

Network Forty  
Plays Per Week



Unparalleled  
airplay  
information!

## HAPPY TUNES RADIO?

Urban KACE "V103.9" Los Angeles has publicly decided to pull all songs off its playlist that management considers to carry any negative message (ie: sexually explicit, glorifies drug use or denigrates women). Already out of the mix: H-Town's "Knockin' Da Boots" and "Lick U Up," Mista Grimm's "Indo Smoke" and Aaron Hall's "Get a Little Freaky With Me." They explain the move in 30-second on-air promos that are run every hour. In response, Luke Records honcho Luther Campbell (who signed H-Town) will discontinue all service to KACE, including the Gospel Christmas compilation, *Christmas At Luke's House*.

## COMING & GOING

Veteran programmer/consultant Al Peterson was named VP Operations for PAR Broadcasting Company, which owns KIOZ-FM, KGMG-AM and in a matter of days, KKLQ San Diego. Peterson says that there will be no programming changes at Q106, although there might be some "consolidation" in certain areas... Longtime KIIS-FM Los Angeles air personality Bruce Vidal moves to afternoon drive... Melanie Mackert, formerly of KEWB Redding and KWNZ Reno, has landed at KLUC Las Vegas as News Director... WYYS Ithaca PD Joey Gates was replaced by Wally McCarthy... Chuck Finley was named PD at WKSI Greensboro... WBPR Myrtle Beach has changed its moniker from "Power 98" to "Mix 97.7" and has applied for new calls, WEMX. Can you say "Adult lean?" I knew you could...

## ANY TAKERS?

Dave Shuman of WJKC "Isle 95" St. Croix, Virgin Islands, dropped us a line, noting that the station has obtained preferred-seating tickets for Michael Jackson's shows in San Juan, Puerto Rico on November 14 and 16 in the first 28 rows... and they've blocked out 60 rooms at a San Juan hotel. He asked us if we knew any stations who'd want to work a Michael Jackson promotion to sunny San Juan in the beautiful Caribbean; they should call Jonathan Keyes at (809) 773-0995. Naturally, we said no - all our reporters are trying to tie into the Slim Whitman tour...

## KKRZ Changes A "New Coat Of Paint"

### Benson Blasts R&R's Claim Of Format Shift

A novel, yet simple way to spruce up a station's imaging was distorted by *Radio & Records* last week. Under the headline, "KKRZ Unplugs New Approach," the report claims that GM Bill Ashenden's on-air claim to "unplug KKRZ," its new logo and on-air positioning were "designed to imply a more adult feel in the music and presentation." Station management strongly disputes those assertions.

"Obviously, *R&R* does its own speculating and provides its own inaccuracies," KKRZ PD Ken Benson declares. "We're still playing the same amount of currents in the same rotations as we did last week. We still play Ace of Base and Technotronic around the clock. If they want to call that 'more adult,' so be it. That fact is, we're still focused on being an 18-34 female station, playing a lot of Pop and Urban records. Our extremes are in Alternative and Rap - and if those kinds of records get big enough, we'll play them, too. Just like we did before."

The only music change: "We're

just playing a bigger variety of old songs that we used to play." Hence the new positioner, "The new Z100, now playing a decade of hits." "It's more of an imaging move than any-



KEN BENSON

thing else," he states. "It's a new coat of paint on the station."

Exactly how they got that new coat of paint is the news. No one but Ashenden and Benson were clued into the GM's Friday afternoon on-air statement of "unplugging" KKRZ and his assertion that "research" on a possible format change was conducted. "The jocks were worried about it, but we as-

sured everyone that they still had their gigs," Benson says. Nevertheless, "it created a ton of reaction in the market."

Earlier on Friday morning, KKRZ teased its listeners by airing different formats every half hour. Then one of the morning personalities decided to stay past his shift and play nothing but requests for anyone who calls in and donates \$20 to a local children's hospital.

After Ashenden's on-air outburst later that afternoon and a couple of minutes of silence, they returned to the air with the new positioning statement and played 30 minutes of "Unplugged" music in a row, then two "Unplugged" songs an hour for the rest of the weekend. Although the GM also suggested that listeners tune in on Monday morning to hear the "new KKRZ," the only difference was a bigger library of Golds to complement the same number of currents. Nevertheless, KKRZ's theatre-of-the-mind captured the attention of the entire market, listeners and competitors alike. A job well done.

## New Alternative In Norfolk

### PD Chris Blade Signs on WROX

Norfolk became the latest market to have its own full-time Alternative station, as WROX "96X, Experimental Radio" signed on October 25 at noon. The former Urban/AC had been dark for a couple of weeks before PD Chris Blade got the ball rolling.

Blade describes the station's music mix as a cross between KROQ and 91X. "We're going to lean a little guitar," he says. "We'll be rotating 32 currents a week that run from New Order and Depeche Mode to Lenny Kravitz and Alice In Chains. We're mainly concentrating on the music from the past five years."

WROX hopes to take cume from three stations that have been

nibbling at various fringes of Alternative. "We'll be taking a lot of audience away from Top 40 Z104, which mixed a lot of Alternative stuff until they were bought recently; Album Rock WNOR, which has started to get away from Alternative for something harder and crunchier and "The Coast," which dabbles on the mellow side of Adult alternative. Judging from the calls we've been getting, people have been complaining about having to sit through all the boring stuff just to hear what they like."

Blade, who most recently was doing voiceovers for about 55 stations from his Ft. Myers home, has also been an APD at several Classic

Rock stations. Yet he has been a fan of this music for many years. "Ever since I first heard a tape of KROQ in 1982, I wanted to program this music," he says. "Since then, I've programmed cutting edge shows - and I'm using my personal collection until we get serviced by the labels. Consultant Bob Chrysler, who I worked with when he was at BD&A, knew what I wanted to do and when this came along, he called me up."

As of now, all air shifts except overnights have been filled. Blade does afternoon drive. WROX won't begin a full-scale marketing campaign until the current book is over, so they can start fresh with a full rating period.

# Through The Friggin' Roof!

*Pearl Jam's vs. Breaks Sales Records*

Pearl Jam's eagerly anticipated second album, *vs.*, lived up to and far exceeded its advance billing by breaking the record for most CD sales. According to SoundScan, first week sales of the album is expected to exceed 950,000 copies. The previous record was Guns 'N' Roses *Use Your Illusion* double-CD sets, which each sold in the 700,000 range in its first official week.

At presstime, label officials were hesitant to comment on the feat, preferring to let the band's music – and sales – speak for themselves. Nevertheless, here is what's happening with unarguably the hottest band in the world today:

\* Their tour began on October 27 in Santa Cruz. Although not totally national in scope, the band will perform in specific regions of the country, with a different opening act in each region. Supporting bands include the Rollins Band, Urge Overkill, Mud-



PEARL JAM

honey, Butthole Surfers and the American Music Club.

\* Although radio is already playing "Go" and several cuts off the album, especially "Daughter," it seems like Epic will refrain from officially releasing singles to radio – following the same strategy used on the first album. At the present time, no videos have been made – although that's not to

say they won't be doing videos for this record.

The bottom line is that Epic apparently is content to let Pearl Jam continue to be a grassroots phenomenon that reaches and attracts its audience through the sheer power of its music and live performances. To say the least, that strategy sure ain't broke...

## In Brief

### RONDOR: THOMPSON A&R CHIEF

Rondor Records, the new label headed up by A&M Records founders Herb Alpert and Jerry Moss, is set to announce the appointment of Howard Thompson to head its A&R department. Thompson, a nine-year veteran of Elektra Records, will begin his tenure January 1. He'll work out of the offices of Rondor Music, the publishing entity also owned by Alpert and Moss. Rondor is their first foray back into the label business since they left management positions at A&M, four years after they sold the label to PolyGram.

### CAPITOL JOINS BEASTIE BIZ

Capitol Records recently announced an agreement to distribute, promote and market Grand Royal, a brand new record label, publishing concern and clothing conglomerate owned and operated by rappers The Beastie Boys.

The Grand Royal label signs and releases product by artists who stretch the boundaries of Mainstream Rap and popular music – and who reflect the personal tastes of Beastie Boys Mike D., Adrock and MCA. Their first release will be *In Search of Manny*, an EP by the all-woman Hip-Hop act Luscious Jackson, whose first pressing sold out independently. After that, the trio's longtime DJ, Hurricane, will come out with his own album. In April of '94, the Beastie Boys will release their next album, to be followed by a new magazine and several more EPs.

"As much as we draw from the legendary past of Capitol, we are pursuing music for the 21st Century with an even greater zeal," states Capitol President/CEO Gary Gersh. "Capitol's philosophies and attitudes about music are in synch with that of our new partners – make it new, make it fresh, take chances."

### ONE-LINERS

Rap star Hammer is reported to have signed with Giant Records; a new single is set for November, with the album tentatively booked for release on January 27... After WPGC Washington, D.C. first mixed the two tracks together on its own, Bellmark and Ichiban Records have remixed Tag Team's "Whoomp! (There It Is!)" and 95 South's "Whoop! There It Is" together for release to radio and retail on November 1... After her neighbor was shot and killed, Concrete Blonde singer Johnette Napolitano has offered a \$1,000 reward for anyone who can lead authorities to arrest and convict the killer... Fleetwood Mac is back together – yet again – this time returning members Mick Fleetwood, John McVie and Christine McVie will be joined by former Traffic guitarist Dave Mason and singer Bekka Bramlett, the daughter of Delaney and Bonnie Bramlett.

# RECORDS

## ARISTA

Stacy Braunstein was promoted to National Manager of Publicity.

## ATLANTIC

Bob Shaw was appointed Senior Vice President of Management Information Systems (M.I.S.).

## MCA

Robbie Shaw was promoted to VP, Product Management.

## MTV

MTV Networks – as part of Viacom's Networks segment – reported earnings of 36% over the prior year. MTV ad sales and affiliate sales rose in the latest period... Sara Levinson was promoted to President, Business Director and Judy McGrath was promoted to Presidents, Creative Director, MTV... Coincidence? You make the call.

## PLG

Dave Barbis was moved from Denver to Los Angeles to be the region's Local Promotion Manager... Diana Fried was named Director, Product Management...

## REPRISE

April Washington was named Black Music Promotion Manager for the Northeast.

## SIRE

Sandy Alouete was named Director of Marketing... Risa Morley was named A&R Manager... Molly Reeve-Morrison was named Sr. Director, A&R Administration.

## SONY

Steve Gideon was promoted to Director, Administration Services at Sony Music... At Sony Wonder, Alan Winnikoff was named Sr. Director, Media Relations and Loris Kramer was appointed Director, Marketing.

## ZOO

Teddi Gilderman was appointed National Top 40 Promotion Coordinator. She will be responsible for promotion at the secondary Top 40 radio market stations... Marcia Wood was named Production Manager... Louis Priven was appointed Financial Analyst.



## Wow!

Major rumors continue to rumble through the industry regarding the restructuring of several record companies. The current *New Yorker* magazine outlines different scenarios within the giant WEA operation. Industry speculation adds fuel to the bonfire and a different act is being played out almost daily. One thing is sure: Look for Atlantic President Doug Morris to take on added responsibilities (and power) in the months to come.



The death of Time-Warner honcho Steven Ross made substantial changes a foregone conclusion. In the mix (and supposedly circulated in a confidential company memo) is an outline to separate the current sales staff into two separate divisions in order to make the sales efforts more effective. But insider information suggests more shake-ups that, in some cases, reach all the way to the top. Who, what and when are the big questions, with just about every name being bandied about. Pick your favorite name and title for the who and what. As to when? The over/under is January.



Meanwhile, two other New York-based companies are under the internal microscope. Wholesale changes in one promotional department are only another "stiff" away with the company openly searching for a replacement for the current Sr. VP of Promotions and the field staff scrambling to find other offers. Some say the Sr. VP replacement will come from within, but others are sure that a "name" has to be signed to revamp the entire operation. Meanwhile, morale is at an all-time low. And just down the block at the other place, re-location edicts are creating more than a little concern. Could one re-location wind up being out of the company?

## More Ratings

More good Top 40 news as KISF Kansas City gains 3.9 to 4.3. Congratulations to Mark Feather, Alex Valentine and the gang. KDWB Minneapolis also heads up, 6.8 to 7.3. Major kudos to Mark "I Could Beat You At Golf If I Had More Time To Practice" Bolke and Kevin Peterson. Ken Hopkins is all smiles as he guides KZZU Spokane from 8.9 to a perfect 10 and #2 in the market. And a big wet kiss to John Ivey and all at WPXY Rochester with the best 18-34 shares in three years!

## Grinning

Smiles abound through Epic as Pearl Jam sets a new one-week sales record with over 950,000 units in seven days. See News section for details.

## Hey Mom, I Made It

PLG's Linda Murdock got her picture in the *Hollywood Reporter* announcing her promotion. (See Page 6 about a month ago.) No movie offers yet, but The Chrome Lizard is looking for a centerfold.

## Scene In LA

Reprise Records showcased newcomer Me'Shell NdegéOcello at the Troubadour last Tuesday. Hanging with the "in" crowd were *The Network Forty's* Gary Bird, Gerry Cagle, Wendi Cermak, Reprise's Rich Fitzgerald, Marc Ratner, Nancy Levin, Bob Weil, Craig Kostich, Maverick's Kenny Batiste, Warner Brothers' Benny Medina, KSFM's Chuck Field, KMEL's Joey Arbegey, Power 106's Michelle Mercer and Michelle Santosuosso, Harold Austin and some other guy from The Beat. Unlike Billy Joel, Me'Shell didn't invite the promo staff on-stage.

## Lonesome Losers?

At the *Hitmakers* convention in Atlanta next week, one of the featured speakers is *R&R* publisher Bob Wilson. Since *Hitmakers* actually charges PDs who appear on their cover for extra issues, we wonder how much Wilson had to pay to make a speech? Evidently Wilson thinks the industry is through buying Joel Denver's excuses. Like we're going to buy into his?



The Chrome Lizard wonders why *The Network Forty's* Gerry Cagle wasn't invited to participate in a "point-counterpoint" discussion. Maybe because there is no point to *R&R* or *Hitmakers*? Then again, maybe it was just a personal thing.



Since we aren't allowed at the convention, next week's Editorial will consist of questions our readers should ask Wilson. Topics include: vapor-ware, the out-of-line system, what does it take to be a reporting station, how long will this bullshit go on, are the fish still in the trees, will that dog ever hunt, forecasting PPWs and forecasting how long *R&R* remain in business. (See photo on this page.)



While we're on the subject, if any of you programmers or record people allow

*Hitmakers* to use you as their poster child, *The Network Forty* will be happy to pay for the extra issues you want. Send the bill c/o The Chrome Lizard.

## How Long?

Now that Herb Alpert and Jerry Moss are starting their new record label, will Charlie Minor leave *Hits* to join them? It's even money that he will, but Charlie, if you do go, remember, Dennis got you that job! Or was it Gary?

## Cummings And Goings

Joey Gates is out at WYYS Ithaca. Wally McCarthy replaces him as PD. Look for an OM to join him from WYYS' sister station in New Hampshire.



When KQCR's Scotty Snipes arrives at WWKX Providence as PD, will changes be made in the programming and music departments?



Chuck Finley lands the PD gig at WKSI Greensboro. Look for the station to return to Adult Top 40.



Rich Anhorn is the new MD at KHMV Houston.



Rick.

## S.O.B

Next week's Conference Call will focus on the original meanings of call letters. (KHJ - Kindness, Hope, Joy; etc.) Give us a call with your input. (Editor's note: Don't invent any dirty ones to make us laugh.)

## Opps

*R&R* trumpeted a major change of format of KKRZ in this week's Hot Fax. PD Ken Benson denies the change vehemently in this week's News section. Check it out for details.



Speaking of format adjustments, WBPR Myrtle Beach changes calls to WEMX and is now being called "Mix 97.7" instead of "Power 98."

## Halloween Music Costumes

Meat Loaf... Blind Melon... Def Leppard... Mr. Big... Red Hot Chili Peppers... Sting... Spin Doctors... Prince... (group favorite) 10,000 Maniacs... Babyface... Snoop Doggy Dog... Salt-N-Pepa... Wailing Souls... Smashing Pumpkins... The Breeders... Pearl Jam... The Lemonheads... Belly... Squeeze.



Howard Stern forecasts *R&R's* future? (See Editorial.)



Jane Child "Do Whatcha Do"  
Added Out-Of-The-Box!

KTFM KKMG KLYV  
KOIX WRKY KTMT  
KTRS KAKS KSKG  
WWCP And More!

Whatever You Do...  
"Do Whatcha Do"

# JANE CHILD "Do Whatcha Do"

The New Single And Slogan For the Nineties! PRODUCED BY JANE CHILD

Add it up: Last time Jane Child stepped into a studio, her self-titled album, which featured the No. 1 GOLD single, "Don't Wanna Fall In Love," found fans at both pop and urban radio.

Now she's got a brand-new album: *Here Not There.*



Management: Gary F. Bled for 360 Entertainment Inc.  
© 1993 Warner Bros. Records Inc. If symptoms persist, consult a physician.

# BOOK REPORT

Commentary by  
**Gerry Cagle**

**H**oward Stern. Two words that assault the senses like no others... with the possible exception of: gang rape, escaped pedophile, serial killer and Jehovah's Witnesses.

Say what you will about Howard (and most people will say a bunch), he does attract a lot of attention. Syndicated nationwide, his radio show is heard by millions. His syndicated TV show and a later stint on E! cable was watched by a rabid audience. And now, he's written a book.

"Howard Stern, Private Parts" (Simon & Schuster) is available at your local bookstore... if they carry it... and if it isn't sold out. Go buy a copy. It's a must-read for everyone in radio.

It's the fastest seller in Simon & Schuster history, something I'm sure the venerable publishing company is very proud of. And why shouldn't the book be a best seller? Howard has said the secret to a successful radio show is "lesbians." No less than three chapters pertain to the subject, but there are other, just as titillating chapters, including: My Sex Life; Pig Virus; If You're Not Like Me, I Hate You; Yes, I Am Fatman; You've Been A Bad Girl, Haven't You and Out Of The Closet, just to mention a few.

With poetic prose like the aforementioned, who can argue? Faulkner, Hemmingway, Stern. It just kind of rolls off your tongue.

Howard is critiqued and criticized by just about everybody, but whether you like what he does or not (I personally think he's great), he can't be ignored. What makes Howard different is his honesty. With Stern, what you hear is what you get. There isn't any hype or hyperbole. It's just Howard. That honesty comes across in his book. He is quick to point out that the fame he achieves from what he does for a living never ceases to amaze him. As he describes it, "So here I am at the top of the heap... a heap of shit! When you're in an industry with Cousin Brucie, Zookeepers and Rush Limbaugh, what would you call your heap?"

Howard Stern is living testimonial to the truth that "it's not brain surgery... it's only radio." (I wonder if brain surgeons, before performing an operation say to each other, "relax, it's not radio... it's only brain surgery.") We all have the tendency to take everything too seriously. Take Howard's listeners... please. Howard's just having fun... saying things that most of the audience thinks, but won't voice. Those who get angry are probably taking life too seriously. I mean, it's only radio.

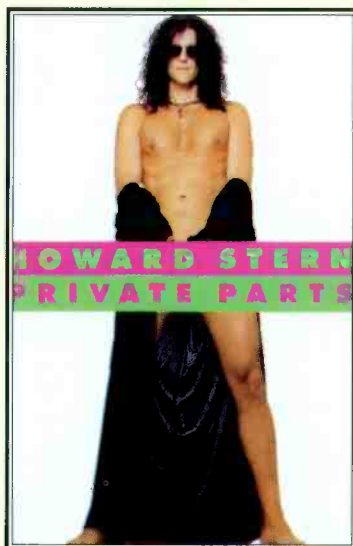
And just because Howard says it, does that make it mean something?

Sometimes.

Unlike most of his listeners, I had the distinct pleasure/pain of being the object of one of Howard's nuclear

assaults. When I was programming WAPP in New York in 1985, Howard was doing afternoons on WNBC. His contract was coming to an end and WAPP's General Manager Pat "Rock And Roll Duck" McNally and I thought hiring him to do mornings might be a good idea. At this time, WAPP was behind both Z100 and WPLJ in the Top 40 race, so almost any change would have been an improvement.

This was shortly after I... and just about every other programmer of note... had been approached about the programming job at WNBC. I, with all the others, turned it down without a thought, even though they offered twice the amount of money I was making. Who in his right mind wanted to be program director of a station that featured Don Imus doing mornings and Howard Stern in the after-



noon? Only someone with limited experience or a career death wish! (My worst fears were quickly born out when WNBC finally did hire a PD from somewhere in Virginia. Imus called in sick and the guy had to do the morning show on his first day at work. Stern taped the show and played bits of it back in the afternoon, critiquing each break by the new "hillbilly." It was brilliant!)

Anyhow, back to the story: I had one meeting with Howard. I must tell you, he's a great guy. The brief time I spent with him was pleasant and hysterically funny. McNally continued meeting with Stern and his agent and eventually offered him a contract. After some contemplation, our offer was turned down. Interestingly enough, the reason Howard gave was that he didn't want to do mornings.

Gary Stevens, President of Doubleday Broadcasting at the time, wasn't disappointed. He had been lukewarm to the idea from the beginning. When we were rejected, he declared "...the kid (Howard) would never make it."

The day after the negotiations ended, I was on my way into the city to meet Stevens. I got caught in a massive traffic jam leading into the Midtown tunnel. Naturally, I was

listening to Howard Stern.

He began his program by saying he wanted to talk about "...that WOP radio station... WAPP and the punk program director who ran it... Gerry Cagle."

There I was, stuck in traffic, being ripped by the master. I hunched down behind the wheel, afraid to look left or right at the other drivers. I knew they were listening to Stern and I felt they knew he was talking about me. It was a humiliating, yet somehow exciting experience.

I was relieved, if only for a moment, because Howard only tore into me for a minute. Then he switched to Stevens... berating him for being everything from a closet Jew who changed his name because he was ashamed of his heritage to being a cheap miser who wouldn't come up with enough money to pay him. I'm leaving out some of the juicier comments, but suffice it to say that Howard carved out a new orifice or two for good measure. Howard went on to say how he could have saved WAPP from our miserable ratings, but we were too cheap to hire him.

But he didn't stop with Stevens. Next victim: Nelson Doubleday, the chairman of the company. Howard ripped the book company, the broadcasting company and the Mets. And he ended his brilliant tirade by launching into the "real" reason behind his not being hired: Nelson Doubleday's daughter wanted to have sex with him... or something of that ilk.

It was outstanding... if a little too close to home.

When I got into Stevens' office (hoping he hadn't heard Stern's program), it was evident that he had been listening. He was seated behind his desk, his shoulders slumped, a pale, drawn look on his face. "I'm ruined in this town," he moaned. I wasn't with Stevens in his meeting with Doubleday. I can only imagine what was said.

Shortly thereafter, Doubleday sold all their stations and closed the broadcasting division. The company line was that it had nothing to do with Stern. I don't necessarily share that opinion.

The bottom line? Doubleday made millions on the sale of their stations. Gary Stevens made a fortune by brokering the deal. He's now the most successful radio station broker in the business today, so he wasn't "...finished in this town." Pat McNally is now GM of Live 105 in San Francisco. Howard (the kid) did make it.

And me? I never did manage to make WAPP a winner. New York's largest audience had finally heard about WAPP, if not exactly how I had planned it. But Howard Stern ripped me for a minute or two on WNBC, somehow validating my career and giving me a brief moment of fame in the Big Apple.

Howard, I love you. You make me turn on my radio. Isn't that what it's all about?

And the book ain't bad either.

P.S: Could we have a picture of Robin's breasts for Page 6? ▀



You won't be able to keep this one a secret.

# never keeping secrets

"'Never Keeping Secrets' is the No.1 tested song this week in Hot 102's callout. It's also one of the highest requested ballads."

JAMIE HYATT, HOT 102

"No. 2 (25-34) females. Top-5 (18-24) females. Top-10 requests in all demos including teens. Album Top-5 sales since its release."

GREG HEAD, KBXX

"Top-5 callout in every demographic."

GLEN KALINA, W10Q

"It's no secret that 'Never Keeping Secrets' is a full-time track with mass appeal and multi-format potential!"

JOEY ARBAGY, KMEL

"I'm not keeping any secrets - it's a hit!"

J.D., WJMH

The next single from the Gold album  
"For The Cool In You."

Going for adds 11/2.

No. 1 most added at urban radio with over 90 stations!

Executive Producer: Kenny "Babyface" Edmonds  
Produced by Babyface, L.A. Reid, and Daryl Simmons.  
Management: Hervey & Company



# Babyface

# PROMOTIONS

## "BUCKEYES PRE-GAME BASH"

WNCI, Columbus

Dan Bowen

WNCI and a local TV station will co-host an hourlong pregame show from a local sports bar and outside the Ohio State Stadium. WNCI's Morning Zoo will mingle with TV station news and sports anchors during the show.

**COST:** NO BUDGET OTHER THAN PHONE LINES AND STATION T-SHIRTS THAT ARE GIVEN AWAY.

**RETURN:** 'NCI BECOMES A MAJOR PLAYER IN COLUMBUS' #1 SPORTS ATTRACTION AND IS PLUGGED REGULARLY ON LOCAL TV.

## "STATION TAKEOVER"

WKSE, Buffalo

Emily Eberhardt

For a whole week, WKSE air talent talked about how they were going to take over a station real soon. Then, one morning they went to an area Mobil gas station and "took it over," giving away 9.85 gallons of gas free to each listener who drove in. Over 200 cars took them up on the deal. The next time they did it, alert listeners saw where the station van was parked and lined up the night before at the gas station. For some reason beyond speculation, some clown in a Barney the dinosaur costume showed up for good measure.

**COST:** \$985 FOR EACH TAKEOVER. (THEY GOT THE GAS AT A \$1/GALLON.)

**RETURN:** MEDIA EXPOSURE BY THE TON. CREATES STRONG ALLEGIANCE WITH DRIVE-TIME LISTENERS.

## JET-FM SKYBOX

WJET-FM, Erie

Neil Sharp

At the arena which houses Erie's minor league hockey team, JET-FM got permission to build its own skybox in the corner of the building and stock it with furnishings from a furniture store client. The morning show gives away six tickets to listeners for each game,

which also includes refreshments and souvenirs. At the end of the year, JET-FM gives away the furniture to one of the ticket winners.

**COST:** HOCKEY TEAM GIVES SPACE FOR MENTIONS; DITTO FURNITURE STORE.

**RETURN:** STATION-EXCLUSIVE ATTRACTION IS THE HIGHLIGHT OF THE CITY DURING THE WINTER.

## "DALE'S 25TH"

WXKS FM Boston

Beverly Tilden

To celebrate the market's #1 afternoon-drive personality (in all demos, no less) Dale Dorman's 25th year in radio, Kiss 108 is throwing an anniversary party for him at Disney World. In January, Dale will be able to take 100 listeners with him (in families of four). There they'll see special concerts and win special backstage prizes. Kiss 108, naturally, will broadcast live from the festivities with other Kiss personalities. The station also throws a big "Bon Voyage" party in December. Listeners win by calling the station when they hear a certain sound.

**COST:** DELTA AND DISNEY COVER SOME EXPENSES; WXKS COVERS THE REST.

**RETURN:** KISS 108 CREATES A MAJOR MEDIA EVENT FOR ONE OF ITS OWN.

## MARATHON FOOD DRIVE

KSOL, San Francisco

Michelle Linn

KSOL's air staff will broadcast live from an empty truck in the parking lot of a client and will continue to do so until non-perishable foodstuff donations fill the truck. They will also give away an assortment of station merchandise to contributors. The local food bank picks up all the food at end of the event for distribution.

**COST:** MINIMAL; TRUCK IS FREE.

**RETURN:** MAJOR CO-SPONSOR AD BUY. GREAT PUBLIC SERVICE STUNT.

## "WHERE IN THE WORLD," PART 2

KQKQ, Omaha

Karen Menke

In this, the second annual promotion, KQKQ's air staff will give riddles/clues about a special prize and where it's hidden. Each week, a listener who guesses right will win the prize and a free trip to the location where it's "hidden." Five trips will be given away; one will be given away at a kick-off concert to launch the promotion.

**COST:** LABELS PAY FOR TRIPS; PRIZES TRADED OUT.

**RETURN:** BUILDS CUME AND TSL IN AN ENTERTAINING WAY.

## "PASSWORD GAME"

KAYI, Tulsa

Mark Clark

On a Saturday night at a local club, KAYI will let in the first 107 people who say the secret password (which they divulge on-air earlier in the day) free. They also get free tickets to movies such as *The Nightmare Before Christmas*. KAYI does a remote from the club as well.

**COST:** MINIMAL. EVERYTHING BUT REMOTE EXPENSES TRADED OUT.

**RETURN:** GREAT APPEAL TO ACTIVE AUDIENCE. CLUB HAS AD BUY.

## HALLOWEEN AT UNIVERSAL STUDIOS

WERQ, Baltimore

Hal Martin

Fox-TV and Universal Studios allowed 92Q to broadcast live from Orlando for Halloween, so DJ Ralphie the Judge gave away trips to lucky listeners as well as some consolation prizes. The Universal Halloween party also featured stars from Fox-TV series.

**COST:** FOX/UNIVERSAL COVERED THE TRIP.

**RETURN:** SOUNDS GREAT ON THE RADIO AND BUILDS CUME/TSL. FOX SHOWS TARGET 92Q'S AUDIENCE (AND VICE VERSA).

## TON O' PUMPKIN

WCGQ, Cape Girardeau

Jimmy Steele

Q99 listeners guess the weight of a massive, steroid-filled pumpkin at a client's location. The closest guess wins the gourd as well as other prizes. The day before Halloween, an intern will return to the store to do call-ins, weigh the pumpkin and also award prizes to the closest on-air guess.

**COST:** EVERYTHING, INCLUDED PUMPKIN, IS TRADED OUT.

**RETURN:** GOOD HOLIDAY PROMOTION INDUCES AD BUY FROM CLIENT STORE.

*The Network Forty wants to spotlight innovative and successful promotions. Are your promos creating a buzz? Fax us the info at (818) 846-9870 or call Jeff Silberman at 800-443-4001.*

## SPOTLIGHT

### TURKEY BUNGEE JUMPING

KQHT, Grand Forks

Jay Murphy

Although *WKRP In Cincinnati* graphically proved that turkeys can fly, there's no law against them bungee jumping. So, KQHT personalities held an on-air contest for listeners who called in when they heard the sound of turkeys bungee jumping. If they then heard a clucking, a rubber band "boinging" and ap-

plause, they won a free turkey. If, however, they hear the cord snapping and a funeral march being played, they win a half-pound of ground turkey. Stunts will be held all day long for a week.

**COST:** THE 30-40 TURKEYS ARE TRADED OUT WITH LOCAL RETAILERS.

**RETURN:** NOW THAT'S ENTERTAINMENT!

**"'Freakit' sounds like another Das EFX smash!"**

Albie D. WPGC

**"All it takes is one listen! Das EFX is right on da money. You can get wit dis, or you can get wit dat...we choose dis (Freakit)!"**

Glenn Kalina WIOQ

**"Das EFX is one of our best testing records. Expect this to be a huge hit!"**

Michael Jack Kirby KFFM

**"Boomin' at night! You ain't hip if you can't 'Freakit' like this!"**

Candyman KPRR



**These Stations Are Also Freakin':**

- Z90 San Diego
- Hot 97.7 San Jose
- KUBE Seattle
- KKMG Colorado Springs
- KLUC Las Vegas
- WHJX Jacksonville
- KMEL San Francisco

**Major Adds!**

- Hot 97 New York 19 Plays!
- Q102 Philadelphia 12 Plays!
- WJMH Greensboro 6 Plays!
- WHHH Indianapolis
- WJMO Cleveland
- WWHT Columbus
- KCAQ Oxnard

**Already Happenin' On**

- KSFM Sacramento 14 Plays!
- KBXX Houston 10 Plays!
- 92Q Baltimore 10 Plays!
- WPGC Washington, DC 5 Plays!

the new album featuring  
**FREAKIT**

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

the return of the (under)groundbreaking sound

MANAGEMENT

# NETWORK FORTY SPOTLIGHT



**WJET .....102.3 FM**

**Jet-FM 102**

1635 Ash Street

Erie PA 16503

(814) 453-5000 Office

(814) 459-0838 Fax

Neal Sharpe.....Program Director

Michael Dee.....Assistant PD

Jay Bohannon .....Assistant PD

Music Calls: .....Neal: Thursday 1-3pm

Michael: Friday 10am-noon

John Kanzius.....President/GM

Bob Bach.....Sales Manager

Marsha McKinnon.....News Director

Bill Berchtold.....Business Director

Frank Martin/Craig Warvel ... 6:00 am - 10:00 am

Neal Sharpe..... 10:00 am - 12 noon

Michael Dee.....12 noon - 3:00 pm

Jay Bohannon ..... 3:00 pm - 7:00 pm

Johnny Marx..... 7:00 pm - midnight

J J Fox .....midnight - 6:00 am

Ownership:.....Jet Broadcasting

Co-Consultant: .....Pete Salant

## THIS MARKET IS REALLY ERIE

Our Halloween Spotlight station, Jet-FM (WJET) holds the distinction of being one of the most stable stations in the country. In fact, 67-year-old morning host Frank Martin has been with the station for over 40 years! PD Neal Sharpe explains that "the station is 42 years young. It started on AM 1570 back in the '50s and wasn't even on the FM band until 1986. Myron Jones built this station and realized in the '80s that music on AM had become a thing of the past, so he went out and purchased the 102.3 frequency. Honestly, I believe he's one of the pioneers of Top 40 radio. Back in 1951-52, most of what was on the radio was network programming. He didn't affiliate with any network; he simply took records and played them on a local station, which is basically what we're still doing today."

Of course, those records have been updated just a bit. In fact, Jet-FM went through a change just over a year ago "when the station moved away from a Rock 40 presentation and aired a more Main-stream format. That coincided with my promotion to Program Director." During that time, the station has grown considerably. "We're number one 12+, number one persons 18 to 34, number one women 18 to 34 and number one women 18 to 49."

Joining Frank Martin in the morning is 11-year station vet Craig Warvel. "The two of them have been together for seven years. We also have Michael Dee middays, who's been with Jet-FM for six years, Jay Bohannon in the afternoon, who's been here three years and Johnny Marx at night, who's been with us for five years."

What's Jet-FM's music policy? "We love Pop records" says Sharpe. As a programmer, the music that's out now is just great. Billy Joel, Aerosmith, Mariah Carey and the like are all superstar acts with



**Neal Sharpe**

great songs that we can build a successful mix upon. As for choosing those songs, I network with a lot of other programmers, who in a roundabout way, do a lot of music testing for me because they jump on records before I can."

Promotionally, Jet-FM is geared up for Halloween. "We're doing something called the 'Ghost Ship Niagara,' which is an 1800's tall ship docked on Lake Erie. We take it for Halloween and turn it into a haunted ship. Over 10,000 people will go through the ship during the time it's there. This is the third year we've been involved." In addition to the station, the local newspaper is tied into the event, generating added exposure for Jet-FM during the Fall ratings period. (Ed's note: In addition to Halloween festivities, the station is involved in a promotion called the Jet-FM Sky Box. Check out this week's Promotion Page for details).

-Pat Gillen

### 5 PM SAMPLE HOUR

#### Animation

*Obsession*

#### Haddaway

*What Is Love*

#### STOPSET

Robert Palmer

*Addicted To Love*

#### Toni Braxton

*Another Sad Love Song*

#### Billy Joel

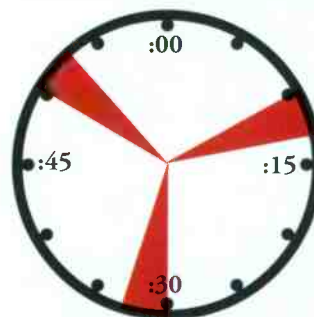
*All About Soul*

#### Tom Cochrane

*Life Is A Highway*

#### Ace Of Base

*All That She Wants*



#### STOPSET

Karyn White

*Romantic*

Brian McKnight

*One Last Cry*

Phil Collins

*Both Sides Of The Story*

UB40

*Red Red Wine*

#### STOPSET

Blind Melon

*No Rain*

Amy Grant

*Good For Me*

#### ON AIR SLOGAN

**"Erie's Biggest Hits  
Jet-FM 102!"**



# CRANBERRIES

## "LINGER"

 **Buzz Bin!**

**LP Now Gold!**  
**38,000 Sold This Week!**

**#28\* SoundScan**

**BDS +179 To**  
**574 Total Plays!**

**WAQQ Add!**  
**KISF Add!**  
**Kiss 108 Add!**  
**WPLY Add!**  
**KRBE 7-4\***  
**B97 16-14\***  
**Z100 18-15\***  
**I95 #15\***  
**G105 26-16\***  
**WAPE 22-18\***  
**KIIS 26-19\***  
**PRO-FM #22\***  
**Q99 30-22\***  
**WKBQ D-29\***  
**Star 94 D-29\***  
**WXXL D-30\***



PolyGram Label Group



# BEEGEES

## "Paying the Price of Love"

**THE NETWORK** **Moves 39-37\***  
40TV

**BDS Over 500**  
**Detections!**

**B94 Add!**  
**Power Pig Add!**  
**WPOW Add!**  
**WPLJ 12-8\***  
**WKTJ 18-10\***  
**Y100 13-11\***  
**WRQX 15-13\***  
**KTFM 21-19\***  
**PRO-FM #21\***  
**WKRQ D-23\***  
**KS104 #23\***  
**KKRZ 27-25\***  
**FM102 #25\***  
**Q99 27-25\***  
**Kiss 108 28-25\***  
**B97 #26\***  
**WKBQ #26\***  
**WZPL #37\***

**This Is The Best Sounding**  
**Adult Record On The Radio!**

**Appearing In Atlanta At Ruperts**  
**On Friday, November 5th. Ask Your**  
**Local PLG Rep For An Invitation.**



PolyGram Label Group

# THE NETWORK FORTY WHO'S

## A

<b>WAAL</b>	Don Morgan	(607) 772-8850	Binghamton, NY
<b>WABB FM</b>	Dusty Hayes	(205) 432-5572	Mobile, AL
<b>WAEB</b>	Brian Check	(215) 434-4424	Allentown, PA
<b>KAKS</b>	John Moesch	(806) 353-3500	Amarillo, TX
<b>WAOA</b>	Dan Deaton	(407) 984-1000	Melbourne, FL
<b>WAPE</b>	Jeff McCartney	(904) 642-1055	Jacksonville, FL
<b>WAPI FM</b>	Mark St John	(205) 933-9274	Birmingham, AL
<b>WAQQ</b>	OPEN	(704) 399-6195	Charlotte, NC
<b>KAYI</b>	Michael Ring	(918) 492-2020	Tulsa, OK
<b>WAYV</b>	J. Patrick	(609) 484-8444	Atlantic City, NJ
<b>WAZY</b>	OPEN	(317) 474-1410	Lafayette, IN

## B

<b>WBBM FM</b>	Todd Cavanah	(312) 944-6000	Chicago, IL
<b>WBBO</b>	Mike Murphy	(803) 233-9393	Greenville, SC
<b>WBBQ</b>	Bruce Stevens	(803) 279-6610	Augusta, GA
<b>KBFM</b>	Billy Santiago	(210) 383-4961	Brownsville/McAllen, TX
<b>WBHT</b>	Bill Sheridan	(717) 655-2271	Wilkes-Barre, PA
<b>WBIZ</b>	Darren Lee	(715) 835-1007	Eau Claire, WI
<b>WBNQ</b>	Scott Robbins	(309) 829-1221	Bloomington, IL
<b>KBOS</b>	Tony Dee	(209) 237-9361	Fresno, CA
<b>WBPR</b>	Michael Parnell	(803) 236-9800	Myrtle Beach, SC
<b>WBSS</b>	Nick Giorio	(609) 645-8400	Atlantic City, NJ
<b>WBT FM</b>	Mike Donovan	(704) 374-3500	Charlotte, NC
<b>WBWB</b>	Tony Manes	(812) 336-8000	Bloomington, IN
<b>KBXX</b>	Rob Scarpio	(713) 978-7328	Houston, TX
<b>WBZZ</b>	Buddy Scott	(412) 381-8100	Pittsburgh, PA

## C

<b>KCAQ</b>	Rooster Rhodes	(805) 483-1000	Oxnard, CA
<b>KCGQ</b>	Jimmy Steele	(314) 335-9099	Cape Girardeau, MI
<b>KCHX</b>	Clayton Allen	(915) 570-8833	Midland, TX
<b>WCIL</b>	Tony Waitekus	(618) 457-8114	Carbondale, IL
<b>WCIR</b>	Joe Hovanski	(304) 252-6452	Beckley, WV
<b>WCKZ</b>	OPEN	(704) 342-4102	Charlotte, NC

## D

<b>WDBR</b>	Jim Moore	(217) 753-5400	Springfield, IL
<b>WDCC</b>	Bill Cahill	(919) 361-1051	Raleigh, NC
<b>WDJB</b>	Trey Alexander	(219) 436-9223	Fort Wayne, IN
<b>WDJX</b>	Chris Shebel	(502) 589-4800	Louisville, KY
<b>KDON</b>	Michael Newman	(408) 422-5363	Salinas, CA
<b>KDWB</b>	Mark Bolke	(612) 340-9000	Minneapolis, MN

## E

<b>WENZ</b>	Rick Michaels	(216) 348-0108	Cleveland, OH
<b>WERQ</b>	Russ Allen	(410) 523-6900	Baltimore, MD
<b>WERZ</b>	Peter Falconi	(603) 772-4757	Seacoast, NH
<b>WEZB</b>	Scott Wright	(504) 581-7002	New Orleans, LA

## F

<b>KFBQ</b>	Allen Fee	(307) 634-4461	Cheyenne, WY
<b>KFFM</b>	Michael Jack Kirby	(509) 248-1460	Yakima, WA
<b>WFHN</b>	Joe Limardi	(508) 999-6690	New Bedford, MA
<b>WFHT</b>	Dan Murray	(904) 877-1014	Tallahassee, FL
<b>WFKS</b>	Kris Earl Phillips	(904) 672-9210	Daytona Beach, FL
<b>WFLY</b>	Mike Morgan	(518) 456-1144	Albany, NY
<b>WFLZ</b>	B J Harris	(813) 839-9393	Tampa, FL
<b>KFMB</b>	Gene Knight	(619) 292-7600	San Diego, CA
<b>WFMF</b>	Johnny A	(504) 383-5271	Baton Rouge, LA
<b>KFRX</b>	Brad King	(402) 483-5100	Lincoln, NE
<b>KFTZ</b>	Rich Summers	(208) 523-3722	Idaho Falls, ID

## G

<b>KGGG</b>	Jack Lundy	(605) 348-1100	Rapid City, SD
<b>KGGI</b>	Larry Martino	(714) 684-1991	Riverside, CA
<b>KGLI</b>	Kevin Kollins	(712) 258-5595	Sioux City, IA
<b>WGLU</b>	Rich Adams	(814) 536-7825	Johnstown, PA
<b>KGOT</b>	Mark Murphy	(907) 563-3555	Anchorage, AK
<b>WGTZ</b>	Louis Kaplan	(513) 294-5858	Dayton, OH

## H

<b>KHFI</b>	John Roberts	(512) 474-9233	Austin, TX
<b>WHHH</b>	Scott Wheeler	(317) 293-9600	Indianapolis, IN
<b>WHHY</b>	Larry Stevens	(205) 264-2288	Montgomery, AL
<b>WHJX</b>	Mark Shands	(904) 696-1015	Jacksonville, FL
<b>KHKS</b>	J.J. McKay	(214) 891-3400	Dallas, TX
<b>KHMX</b>	Dave Van Stone	(713) 790-0965	Houston, TX

<b>WHOB</b>	Paula Stone	(603) 889-1063	Manchester, NH
<b>WHOT FM</b>	Tom Pappis	(216) 783-1000	Youngstown, OH
<b>KHQT</b>	Bob Perry	(408) 943-0770	San Jose, CA
<b>KHTN</b>	Pete Jones	(209) 383-7900	Modesto, CA
<b>WHTO</b>	Mark Williams	(717) 323-8200	Williamsport, PA
<b>KHTY</b>	Steve Meade	(805) 966-1755	Santa Barbara, CA
<b>WHTZ</b>	Steve Kingston	(212) 239-2300	New York, NY
<b>XHTZ</b>	Steve Wall	(619) 585-9090	San Diego, CA
<b>WHYI</b>	Rob Roberts	(305) 620-9299	Ft. Lauderdale, FL
<b>WHYT</b>	Rick Gillette	(313) 871-3030	Detroit, MI

## I

<b>WIFC</b>	Duff Damos	(715) 842-1672	Wausau, WI
<b>KIIS FM</b>	Jeff Wyatt	(213) 466-8381	Los Angeles, CA
<b>KIKI</b>	Jeff Hunter	(808) 531-4602	Honolulu, HI
<b>WILN</b>	Todd Shannon	(904) 233-6606	Panama City, FL
<b>KIMN</b>	Susan Moore	(303) 482-5991	Fort Collins, CO
<b>KIOC</b>	Mark Landis	(409) 769-2475	Beaumont, TX
<b>KIOK</b>	Paul Walker	(509) 586-2151	Tri-Cities, WA
<b>WIOQ</b>	Jefferson Ward	(215) 667-8100	Philadelphia, PA
<b>KISF</b>	Mark Feather	(816) 254-1073	Kansas City, MO
<b>KISN</b>	John Dimick	(801) 262-9797	Salt Lake City, UT
<b>KISR</b>	Fred Baker Jr.	(501) 785-2526	Ft. Smith, AR
<b>KISX</b>	Larry Kent	(903) 581-0606	Tyler, TX
<b>WIXX</b>	Dan Stone	(414) 435-3771	Green Bay, WI
<b>KIXY</b>	Mike Steele	(915) 949-2112	San Angelo, TX

## J

<b>WJDQ</b>	John Anthony	(601) 693-2381	Meridian, MS
<b>WJET</b>	Neal Sharpe	(814) 453-5000	Erie, PA
<b>WJKC</b>	John Keyes	(809) 773-0995	St. Croix, VI
<b>WJMH</b>	Brian Douglas	(919) 855-6500	Greensboro, NC
<b>WJMN</b>	Mike Colby	(617) 290-0009	Boston, MA
<b>WJMO</b>	Keith Clark	(216) 371-3534	Cleveland, OH
<b>WJMX</b>	Tom Brockway	(803) 667-9569	Florence, SC
<b>KJMJ</b>	Tom Casey	(214) 556-8100	Dallas, TX
<b>KJYK</b>	Bruce St. James	(602) 795-1490	Tucson, AZ
<b>KJYO</b>	Mike McCoy	(405) 840-5271	Oklahoma City, OK

## K

<b>TKBQ</b>	Cruze	(314) 644-1380	St. Louis, MO
<b>TKCI</b>	Pete Cosenza	(203) 281-9600	New Haven, CT
<b>TKDD</b>	Neil Sullivan	(216) 836-4700	Akron, OH
<b>TKEE FM</b>	Dan Persigehl	(304) 525-7788	Huntington, WV
<b>KKFR</b>	Rick Stacy	(602) 258-6161	Phoenix, AZ
<b>TKFR</b>	Phil Britain	(616) 344-0111	Kalamazoo, MI
<b>TKHI</b>	Jack Da Wack	(410) 723-6505	Ocean City, MD
<b>TKHQ</b>	OPEN	(616) 547-4454	Charlevoix, MI
<b>EKLQ</b>	Tracy Johnson	(619) 565-6006	San Diego, CA
<b>KKMG</b>	Scooter Stevens	(719) 596-5536	Colorado Springs, CO
<b>TKMX</b>	John Erdlitz	(205) 347-2278	Dothan, AL
<b>TKQI</b>	Steve Weed	(313) 967-3750	Detroit, MI
<b>EKRD</b>	Jack Oliver	(316) 832-9600	Wichita, KS
<b>TKRQ</b>	Jimmy Steal	(513) 763-5686	Cincinnati, OH
<b>KKRZ</b>	Ken Benson	(503) 226-0100	Portland, OR
<b>WKRZ FM</b>	Ken Medek	(717) 883-9850	Wilkes-Barre, PA
<b>WKSE</b>	Brian Burns	(716) 884-5101	Buffalo, NY
<b>WKSF</b>	J.J. Cook	(704) 257-2700	Asheville, NC
<b>WKSI</b>	Chuck Finley	(919) 275-9895	Greensboro, NC
<b>EKSS</b>	Roy Jaynes	(505) 265-1431	Albuquerque, NM
<b>WKSS</b>	Jay Beau Jones	(203) 249-9577	Hartford, CT
<b>WKTI</b>	Danny Clayton	(414) 223-5339	Milwaukee, WI
<b>EKXL</b>	Rick Acker	(701) 746-0361	Grand Forks, ND
<b>EKXX</b>	Ken Richards	(805) 322-9929	Bakersfield, CA
<b>WKZL</b>	Tom Jackson	(919) 274-8042	Greensboro, NC
<b>WKZW</b>	Scott Wheeler	(309) 688-3131	Peoria, IL

## L

<b>WLAN</b>	Garrett Michaels	(717) 295-9700	Lancaster, PA
<b>ELBQ</b>	Kevin Davis	(501) 863-5121	El Dorado, AK
<b>WLRW</b>	Mike Blakemore	(217) 352-4141	Champaign, IL
<b>ELUC</b>	Jeff Dean	(702) 739-9383	Las Vegas, NV
<b>WLUM</b>	Jamie Hyatt	(414) 771-1021	Milwaukee, WI
<b>EKYV</b>	Joe Dawson	(319) 557-1040	Dubuque, IA

## M

<b>WMC FM</b>	Steve Conley	(901) 726-0555	Memphis, TN
<b>KMCK</b>	Dan Hentschel	(501) 521-5128	Fayetteville, AR
<b>WMEE</b>	Jeff Davis	(219) 447-5511	Fort Wayne, IN
<b>KMEL</b>	Dave Shakes	(415) 391-1061	San Francisco, CA
<b>WIMGV</b>	Ross Holland	(414) 731-3239	Oshkosh, WI
<b>KMGZ</b>	Scott Stalker	(405) 536-9530	Lawton, OK



**Stress  
Rotation!**

# 10,000 MANIACS



**+** **One Of the Most Added!  
Over 40 Debuts!**

WNVZ Norfolk  
KS104 Denver

WAEB Allentown  
KJ103 Oklahoma City  
Y107 Nashville  
KROC Rochester

WIXX Green Bay  
WRCK Utica  
WCIL Carbondale  
And Many More!

**“FACT: ‘Because The Night’ is already 80%  
familiar market wide!!!”**

**“FACT: ‘Because The Night’ has big scores in  
every female demo; 18-24, 25-29, and 30-34!!!”**

**“FACT: ‘Because The Night’ moves into POWER  
ROTATION on STAR 94 This Week!!!”**

*- Tony Novia  
OM Star 94 Atlanta*

### **Major Airplay!**

Star 94 Atlanta 19-9\* 32 Plays!  
Z100 New York D-22\* 24 Plays!  
KIIS Los Angeles 29-22\* 13 Plays!  
B97 New Orleans 29-25\* 15 Plays!  
WKBQ St Louis D-31\*  
KROQ Los Angeles 6-5\*  
WAQQ Charlotte 27-23\*  
And More!

# BECAUSE THE NIGHT

THE PREMIERE SINGLE AND VIDEO FROM

**mtv unplugged™**

Produced by Paul Fox

Album Street Date: October 26 • Catalog Number 61569-2/4



On Elektra Compact Discs and **compact disc** Cassettes

© 1993 Elektra Entertainment, a division of Warner Communications Inc. A Time Warner Company

# WHO OF TOP FORTY RADIO

**WMJQ** Rob Lucas (716) 876-0930  
**WMME** Tom Mitchell (207) 623-4735  
**WMMZ** Bill McCown (904) 622-5600  
**KMOK** Aaron Taylor (208) 746-5056  
**WMTX** Mason Dixon (813) 961-9600  
**KMVR** Randy Fox (505) 526-2496  
**WMXB** Brian White (804) 560-1037  
**KMXZ** Christopher Lance (408) 757-2977  
**KMYZ** Mel Myers (918) 665-3131

## N

**WNCI** Dave Robbins (614) 224-9624  
**WNDU** Mark Durocher (219) 239-1616  
**KNIN** J.J. McKay (817) 855-6924  
**WNNK** John O'Dea (717) 238-1041  
**WNNX** Brian Phillips (404) 266-0997  
**WNOK FM** Johnathon Rush (803) 771-0235  
**WNTQ** Dave Edwards (315) 446-9090  
**WNVZ** Don London (804) 497-1067

## O

**KOKZ** Dan Olsen (319) 233-3371  
**WOVV** M.J. Kelli (407) 478-9688

## P

**WPFM** Mike Stone (904) 234-8858  
**WPGC** Jay Stevens (301) 441-3500  
**WPLJ** Scott Shannon (212) 613-8900  
**WPLY** Eric Johnson (215) 565-8900  
**KPLZ** Casey Keating (206) 223-5703  
**WPOW** Frank Walsh (305) 653-6796  
**WPRO FM** David Simpson (401) 433-4200  
**KPRR** Michael Daniels (915) 532-6515  
**WPRR** Tommy Edwards (814) 944-9456  
**KPSI** Michael Keane (619) 325-2582  
**WPST** Michelle Stevens (609) 924-3600  
**KPWR** Rick Cummings (818) 953-4200  
**KPXR** Jason Palmer (907) 243-3141  
**WPXR** Terry Simmons (309) 786-1800  
**WPXY** John Ivey (716) 454-2600

## Q

**KQCR** OPEN (319) 363-2061  
**WQGN** Liz Jordan (203) 446-1980  
**KQHT** Jay Murphy (701) 746-1413  
**WQHT** Steve Smith (212) 840-0097  
**KQIX** Terry Jacobs (303) 245-9000  
**KQIZ** Stu Smoke (806) 353-6662  
**KQKQ** Dan Kieley (402) 342-2000  
**KQKS** Chris Davis (303) 252-1090  
**KQKY** Mitch Cooley (308) 237-2131  
**KQMQ** Kriss Hart (808) 539-9369  
**WQUT** Rufus Hurt (615) 477-3127

## R

**KRBE** Steve Wyrstok (713) 266-1000  
**WRCK** Jim Reitz (315) 797-1330  
**WRFY** Al Burke (215) 376-6671  
**WRHT** Ryan Walker (919) 247-2002  
**WRKY** Steve Klein (614) 283-4747  
**KROC** Brent Ackerman (507) 286-1010  
**KROQ** Kevin Weatherly (818) 567-1067  
**WRQK** Lisa Rodman (216) 492-5630  
**KRQQ** Mark Todd (602) 323-9400  
**WRQX** Lorrin Palagi (202) 686-3100  
**WRVQ** Lisa McKay (804) 576-3200

## S

**WSBG** Steve McKay (717) 421-2100  
**KSFM** Dave Ferguson (916) 920-1025  
**KSKG** Jerry Liby (913) 825-4631  
**KSMB** Bobby Novosad (318) 232-1311  
**WSNX** Jim Richards (616) 733-2126  
**KSOL** Rick Thomas (415) 391-1077  
**WSPK** Stew Schantz (914) 831-8000  
**WSTO** Barry Witherspoon (502) 685-2991  
**WSTR** Lee Chestnut (404) 261-2970  
**WSTW** Mike Sommers (302) 478-2700

Buffalo, NY  
 Augusta, ME  
 Gainesville, FL  
 Lewiston, ID  
 Tampa, FL  
 Las Cruces, NM  
 Richmond, VA  
 Salinas, CA  
 Tulsa, OK

Columbus, OH  
 South Bend, IN  
 Wichita Falls, TX  
 Harrisburg, PA  
 Atlanta, GA  
 Columbia, SC  
 Syracuse, NY  
 Norfolk, VA

Waterloo, IA  
 West Palm Beach, FL

Panama City, FL  
 Washington D.C.  
 New York, NY  
 Philadelphia, PA  
 Seattle, WA  
 Miami, FL  
 Providence, RI  
 El Paso, TX  
 Altoona, PA  
 Palm Springs, CA  
 Trenton, NJ  
 Los Angeles, CA  
 Anchorage, AK  
 Quad-Cities, IL  
 Rochester, NY

Cedar Rapids, IA  
 New London, CT  
 Grand Forks, ND  
 New York, NY  
 Grand Junction, CO  
 Amarillo, TX  
 Omaha, NE  
 Denver, CO  
 Kearney, NE  
 Honolulu, HI  
 Johnson City, TN

Houston, TX  
 Utica, NY  
 Reading, PA  
 New Bern, NC  
 Stubenville, OH  
 Rochester, MN  
 Los Angeles, CA  
 Canton, OH  
 Tucson, AZ  
 Washington D.C.  
 Richmond, VA

Stroudsburg, PA  
 Sacramento, CA  
 Salina, KS  
 Lafayette, LA  
 Grand Rapids, MI  
 San Francisco, CA  
 Poughkeepsie, NY  
 Evansville, KY  
 Atlanta, GA  
 Wilmington, DE

## T

**WTBX** Bill Klaproth (218) 262-4545  
**WTCF** Rich Panama (517) 686-2151  
**KTFM** Rick Upton (210) 599-5500  
**WTIC FM** Paul Cannon (203) 522-1080  
**WTLQ** Tommy Frank (717) 655-6893  
**KTMT** R Charles Snyder (503) 779-1550  
**KTRS** Martha Steele (307) 235-7000  
**KTUX** Ken Shepard (318) 635-9999  
**WTWR** Terri McCormick (313) 242-6600

Hibbing, MN  
 Saginaw, MI  
 San Antonio, TX  
 Hartford, CT  
 Wilkes-Barre, PA  
 Medford, OR  
 Casper, WY  
 Shreveport, LA  
 Toledo, OH

## U

**KUBE** Bob Case (206) 322-1622  
**KUTQ** Gary Waldron (801) 264-8250

Seattle, WA  
 Salt Lake City, UT

## V

**WVAQ** John DeVincent (304) 296-0029  
**WVIC** Jim Lawson (517) 487-5986  
**WVKS** Mike Wheeler (419) 531-1681  
**WVSR** Bill Shahan (304) 342-3136

Morgantown, WV  
 Lansing, MI  
 Toledo, OH  
 Charleston, WV

## W

**WWCK** Lee St. Michaels (313) 744-1570  
**WWCP** Nicki Donovan (518) 382-5400  
**WWFX** Pat Tibbetts (207) 989-7363  
**WWHT** Rob Morris (614) 492-2000  
**KWIN** Bob Lewis (209) 951-8165  
**WWKX** Scotty Snipes (508) 222-1321  
**WWKZ** Jim McDonald (601) 844-2134  
**KWMX** John Peake (303) 321-0950  
**KWNZ** Ray Kalusa (702) 333-0123  
**KWOD** Alex Casper (916) 929-5000  
**KWTO** Dave Alexander (417) 883-9000  
**KWTX** Tom Martens (817) 776-5989  
**WWWQ** Jason Dean (502) 651-8375  
**WWZZ** Clay Gish (615) 531-2000

Flint, MI  
 Schenectady, NY  
 Bangor, ME  
 Columbus, OH  
 Stockton, CA  
 Providence, RI  
 Tupelo, MS  
 Denver, CO  
 Reno, NV  
 Sacramento, CA  
 Springfield, MO  
 Waco, TX  
 Bowling Green, KY  
 Knoxville, TN

## X

**WXIL** Larry Hughes (304) 485-7425  
**WXKB** Chris Cue (813) 997-2103  
**WXKS FM** Steve Rivers (617) 396-1430  
**WXLK** Ashby Coleman (703) 774-9200  
**WXXL** Adam Cook (407) 339-1067  
**WXXX** Ben Hamilton (802) 655-9530  
**KXYQ** Jim Ryan (503) 226-6731

Parkersburg, WV  
 Ft. Meyers, FL  
 Boston, MA  
 Roanoke, VA  
 Orlando, FL  
 Burlington, VT  
 Portland, OR

## Y

**WYAV** Tank Sherman (803) 448-1041  
**WYCR** Davy Crockett (717) 637-3831  
**WYHY** OPEN (615) 256-6556  
**KYIS** Jon Zellner (405) 942-3399  
**WYKS** Jeri Banta (904) 331-2200  
**KYYA** Ron Jones (406) 652-8400  
**WYYS** Wally McCarthy (607) 756-2828  
**KYYY** Bob Beck (701) 224-9393

Myrtle Beach, SC  
 York, PA  
 Nashville, TN  
 Oklahoma City, OK  
 Gainesville, FL  
 Billings, MT  
 Ithaca, NY  
 Bismarck, ND

## Z

**WZAT** Dave Allen (912) 233-8807  
**WZBQ** Jim Sute (205) 339-3700  
**WZEE** Ed Lambert (608) 274-1070  
**KZFM** Dale Baird (512) 883-3516  
**KZFN** Steve Heller (208) 882-2551  
**KZHT** Sue Kelley (801) 322-3311  
**KZII** Chuck Luck (806) 794-7979  
**KZIO** John Michaels (218) 728-6406  
**WZKX** Steve Spillman (601) 832-5111  
**KZMG** Mike Kasper (208) 375-9300  
**WZOQ** Tom Gallagher (419) 222-9292  
**WZPL** Gary Hoffmann (317) 879-9999  
**WZYP** Cat Thomas (205) 830-8300  
**WZYQ** Bob Maxwell (301) 663-5400  
**KZZU FM** Ken Hopkins (509) 536-5555

Savannah, GA  
 Tuscaloosa, AL  
 Madison, WI  
 Corpus Christi, TX  
 Moscow, ID  
 Salt Lake City, UT  
 Lubbock, TX  
 Duluth, MN  
 Gulfport, MS  
 Boise, ID  
 Lima, OH  
 Indianapolis, IN  
 Huntsville, AL  
 Frederick, MD  
 Spokane, WA



**Contemporary Radio's  
 Music & News Resource.**



# send me a lover

# TAYLOR DAYNE



**THE NETWORK** #26\*      **A/C** #5\*      **SoundScan Single** #72\*

**BDS Audience Last Week: 86,609 ... This Week: 90,442**

**Heavy! 13 Plays!**

Market	Station	Plays Per Week	SoundScan Single Move
Pittsburgh	B94	19	66-45*
Miami	WPOW	34	39-31*
	Y100	18	
Salt Lake City	KISN	43	47-39*
	Q99	20	

**ARISTA**



# as long as i can dream

# exposé

**What's New!**

**On Over 100 Stations Including The Following:**

WXKS  
WAQQ  
WZPL  
Z90

PRO-FM  
KTFM  
KS104  
Hot 97.7

WPLJ  
Power Pig  
KKFR

**ARISTA**

# breathe again

**THE NETWORK** Debuts 30\*

**SoundScan Single** 20-15\*

**SoundScan LP** #12\*



# Tony Braxton



**New Adds This Week Include:**

WXKS  
Power Pig  
KISF  
Hot 97.7

B94  
WJMO  
KS104  
KPLZ

**ARISTA**

# Bill Phalen

*The Duke Of Duopoly!*

INTERVIEW BY DWAYNE WARD

**W**hen Bill Phalen and his partners sold his highly successful Western Cities Broadcasting Group to Nationwide in 1985, he could've taken his far-more-than-tidy profit and bought an island somewhere in the South Pacific.

However, when the FCC's new duopoly rules were announced, there was a new game in town and Bill Phalen wanted to play. As CEO of Prism Radio Partners, Phalen owns 15 stations (AM/FM combos included) in five markets, including the Top 40s KRQQ Tucson, KKRD Wichita and WDCG Raleigh. All are doing quite well, thanks in large part to his hands-off approach to programming (he lets the programmers – gasp! – program) and his hands-on business and sales strategies. In a brief respite in his umpteenth-hour work day, he told Network Forty Radio Editor Dwayne Ward the secrets to duop success.

**What made you decide to go into radio ownership the first time?**

There was no grand design. I had the desire to own my own business and took advantage of it in radio.

**What was the first radio station you bought?**

KLUC in Las Vegas was the first station that eventually comprised an eight-station group called Western Cities Broadcasting which was eventually sold to Nationwide Communications in 1985.

**Where was Top 40 at when you bought KLUC?**

When we bought KLUC, there was no such thing as Top 40 radio on the FM. We were one of, if not the first station in America to go to a Top 40 format on the FM... that was in 1970. Western Cities was built around the strategy of buying sticks or turnarounds and basically going to a Top 40 format on FM. We did it in Las Vegas quite successfully, then we became the first

Top 40 station in Tucson with KRQQ, followed by the first Top 40 station in San Jose with KWSS; and the second Top 40 station in Phoenix with KZZP (soon to supplant KOPA about a year later) and we were the first Album Rock FM in Sacramento.

**What other stations were involved in the Western Cities group?**

The others were AM stations. Most were simulcast. KMJJ in Las Vegas was an AC station; we went through several format changes with our Tucson AM, eventually ending up with News/Talk KNST in the late '70s or early '80s.

**What led to your decision to sell the Western Cities group to Nationwide in 1985?**

The properties all essentially reached a mature cash flow position based on where we were competitively in the marketplace. Our future growth would have been predicated on market growth, so we felt it was a

93.7 KRQQ  
The Best Music of the 40's and today.

KKRD FM 107  
GOOD IDEAS... GREAT RESULTS!

G105  
WDCG 103.1 FM

good time to be a seller and we sold at a 10-multiple of cash flow. It was at a time when things started to go a little crazy.

**In a sense, were you reading the tea leaves?**

I'm not so sure but people have suggested that was the case. There wasn't any huge plan and I wasn't able to perceive what was going to happen in the marketplace five or so years later.

**When the FCC Report & Order on duopolies increased the number of stations a radio group could own, you jumped back into radio ownership almost immediately, buying into markets to establish duopolies. What predicated your move back into the marketplace and duopolies?**

My experience is in turnarounds, taking stations or sticks that aren't performing well and bringing them back. I built a company on that concept before; this time I went into the capital markets, raised \$40

million dollars in equity and began purchasing stations. Within 13 months, we've acquired 15 radio stations – all basically turnaround opportunities.

**What stations does Prism Radio Partners currently own?**

In Tucson, we have Oldies KWFM FM/AM, Top 40 KRQQ and News/Talk KNST. In Louisville, we have the AOR WTFX; this has been a real success because in the first book after we signed the stick on, we beat WQMF 18-34. Also in Louisville we have Soft Rock WVEZ and News/Talk WWKY. In Wichita we have Classic Rock KRZZ, News/Talk KNSS and Top 40 KKRD. In Jacksonville we have News/Talk WOKV AM, Oldies WKQL-FM and 50K WPDQ-AM. Most recently, we have Top 40 WDCG and Classic Rock WZZU in Raleigh.

**When you study a marketplace before you buy, do you go in yourself and what do you look for?**

I have a buying formula model where I look for under-radioed markets. With the exception of Wichita, I feel all the markets we're in are under-radioed. Some of the other markets we're in have quite a few signals, but only a few good enough to city-grade the marketplace. In Jacksonville and Raleigh, for example, there are only seven city-grade signals in each market. The rest of them are deficient signals. While some might suggest these markets are competitive, I think they're under-radioed. Louisville is definitely under-radioed as there are only five full-signal FMs there – the same with Tuscon. As you can see, this is the number one feature of my buying model.

The second element I look for is a good signal that has to be equal to or better than other signals in the market. I look for niche formats and I look for stations under-performing from a revenue standpoint because of soft ratings, marketing or sales problems. Obviously, I like to double up in each market that I buy into.

**Talk about your most recent purchase of WDCG and WZZU in Raleigh.**

We looked at the whole market and there really wasn't one specific station that fit our needs more than another. We had conversations with other people in the marketplace and we're very happy with the purchase we made. There's a lot of synergy between G105 and WZZU; we feel we have an elongated demographic spectrum that we can sell very efficiently in the three top demos of 18-34, 18-49 and 25-54. G105 skews to the younger demos and WZZU skews older.

**When you duop radio stations, do you put the staffs in the same location?**

That's always an objective because there are obvious cost-saving benefits to doing it.

**Some might be skeptical about your purchase of Top 40 stations, especially with all the negativity associated with the format over the past two years. What are your thoughts on Top 40 today?**

I don't think Top 40 radio ever died and ever will. It did go to sleep for awhile. The format became inundated with Dance and Rap music, which ruined the format because in its true form, Top 40 has always been a mass-appeal format... that's where its success lies. In the late '80s and early '90s, most Top 40s leaned toward Dance and Rap, which caused the format to list. Now, the format is getting back to the

center and becoming more mass appeal. As this occurs, Top 40 will evolve into a more attractive medium. Above and beyond anything, what makes Top 40 viable is its current-based format. It plays new music and does so with regularity.

**Do you believe in the cyclical nature of Top 40?**

**“To be honest with you, a year ago I was down on the format and I had my doubts. Now, I'm real bullish on Top 40.”**

Yes. I've been in Top 40 for over 20 years and the first cycle I saw was Disco in the late '70s. It ruined a lot of stations; we had our problems when KRQ went too heavy on Disco and it gave us some ratings problems. Tuscon has a high Spanish population and we thought we'd benefit by the Disco phenomenon, but we never did. Once we got back to the center, we recaptured our audience. The same thing is going on now but I don't think the format will drive the mass numbers it used to generate. The baby boom generation has aged and the generations behind them are smaller in size. There's more fragmentation that peels off portions of the audience for Top 40.

At the same time, there is a schism between 18-24 and 25-34 that didn't used to exist. The homogenous lifestyle of Top 40 listenership doesn't exist anymore, but I don't think that's a major problem. Those distinct groups can be programmed to efficiently. I'm a real believer in Top 40 and our research people, Rantel, see it coming back as a format. To be honest with you, a year ago I was down on the format and I had my doubts. Now, I'm real bullish on Top 40.

**Are you bullish on Top 40's ability to deliver clients and revenue for advertisers?**

It's an active format, the kind of format clients like because it delivers results. The listeners are active and I'm bullish from a ratings standpoint. Even so, I don't think Top 40 will see the ratings it used to have. Its high end is in the seven to 10-share

range and the format can succeed and do very well with those kinds of numbers.

**Everytime there's an ownership change at a radio station, the employees justly get nervous. When you buy and duop radio stations, do you combine sales staffs?**

No, we keep separate sales staffs and what we've done in our markets attests to that. We're reluctant to combine too much because we feel the stations have to maintain a separate identity. We do experience a number of efficiencies, but normally we have two separate sales managers and staffs. We set up a team-selling approach to sell both stations in combination when appropriate. The individual personalities of the stations are very important to us.

**Are you a hands-on CEO from a sales and programming standpoint?**

Very much so. I try not to be too hands-on in the programming area because my strengths are in sales. I probably know enough about programming to be dangerous. [Laughs] I know my limitations and I try not to go beyond them. I tell my General Managers the same thing... let your Program Directors program the radio stations.

**At KRQQ, for example, do you call Mark Todd and ask things like, "Mark, what is this record I'm hearing?"**

Rarely. I haven't done that because we have talented people such as Mark throughout the system. We work with some very good consultants and we research our products very thoroughly, so there are a number of safety nets that prevent us from doing a lot of things wrong.

**In Tucson, your stations collectively are close to the 25% cap on Arbitron shares. What elements do you use to maintain the percentage?**

The cap is a FCC mandate, if you will,

that prevents us from acquiring any combination of stations in a market that would deliver more than 25% 12+. It's not something we strive for internally; we don't have objectives to reach or exceed 25% of market share in ratings. Our real objective is converting market shares to revenue shares. For example, last month we did 45% of the revenue in Tuscon. That's the more important share than a rating share. This testifies to the strength of a duopoly or in Tuscon's case, a "trombo."

**Shifting gears at digital speed, what are your thoughts on digital cable radio, its affect on commercial radio and future digital technologies?**

I don't think cable radio is a threat at all. It's more of a threat to TV. People don't sit in their living rooms and listen to radio. People listening to radio are in more of a mobile environment – and I include the office place as being mobile. Radio delivers a totally different kind of audience than other electronic media. I don't think radio will ever be threatened by those other sources.

As far as digital technology is concerned, digital radio is a long way off. I don't think the average person will differentiate between analog and a digital signal because the average person listens to radio on a small receiver. This digital thing has been really exaggerated and if the consumers aren't convinced on the real value of digital, they aren't going to go out and spend whatever it will cost to reconfigure their systems.

**Describe your typical business day.**

I'm usually up at 6:00 am and I'm in the office by 7:00 or 7:30. I leave between 6:00 and 7:00 pm. When I travel, I usually work 18-hour days.

**Do you like the workaholic lifestyle?**

Yeah... until I get fatigued. I don't get fatigued that often, even though I work a lot on the weekends. [laughs] I basically work seven days a week.

**What advice would you give anyone with aspirations for radio ownership?**

It's much harder to bootstrap a station today; it's not as easy as it was in the '70s. Capital is difficult to come by, so I would suggest that someone has a capital source, either family money or enough friends to bootstrap a start-up. I would further suggest getting into a small market and grow from there into middle or large markets. Again, it's very difficult to do today.

**What's the next radio market you're going to buy into?**

I'm not sure of that myself and if I knew, I might tell you... off the record. ☐

# MUSIC MEETING

## BOBBY BROWN (DUET WITH WHITNEY HOUSTON)

"Something In Common"

(MCA)

A wonderful uptempo track from the newlyweds claims this week's no-brainer award. The electric vocals of Houston and Brown gives an Urban edge to their strong Dance and Pop base. Coming off a healthy string of #1 hits, not to mention a spectacular performance in the film, *Bodyguard*, Whitney joins Bobby on this duet that has already generated early play at MTV and Crossover radio. Expect it to immediately charge up *The Network Forty* charts.

## ROBIN ZANDER

"Show Me Heaven"

(INTERSCOPE/AG)

A pair of multi-faceted artists explode out-of-the-box with a powerful ballad. The highly anticipated duo of former Cheap Trick singer Robin Zander and ex-Lone Justice belter Maria McKee combine to create a stand-out single. Lushly produced, this gutty emotional Adult epic wins over males and females alike, boasting hooky harmonies that will mix a perfectly on your station.

## BABYFACE

"Never Keeping Secrets"

(EPIC)

This song is already a huge success on Crossover radio, blowing out on majors like KMEL, WIOQ, WCKZ and others. From his third solo effort, *For The Cool In You*, Kenneth Ed-



WHITNEY HOUSTON/BOBBY BROWN

monds – or Babyface as he's known to millions of fans – croons sentiments of sensitivity in this soulful ballad. Picked as one of this week's "Best Bets" in the Morning Line, the soloist is primed for airplay at your station.

## KENNY LOGGINS

"This Is It"

(COLUMBIA)

For over two decades, this artist has pulled the heart strings of females as few musicians ever have. Recorded in an intimate natural amphitheater, this Grammy Award-winning gem proves

that some songs stay in the audience's favor for decades. Flavored by acoustic guitar arrangements and co-penned by songwriting superstar Michael McDonald, this anthem exhibits a more personal feel than the original. If you're searching for a brilliant angle on Pop music to reach an audience with a huge upper-demo fan base, this re-release is your choice.

## DRS

"Gangsta Lean"

(CAPITOL)

What a way to twist a ballad! This Sacramento-based

group dedicates this tune to all their homies who are no longer in the hood, due either to death or prison terms. The most-requested song at KBXX and already on 30 stations, the jam crosses over beautifully to Mainstream radio. In less than three weeks, DRS rockets to a Top-15 position on *The Network Forty* Street Chart.

## CELINE DION

"The Power Of Love"

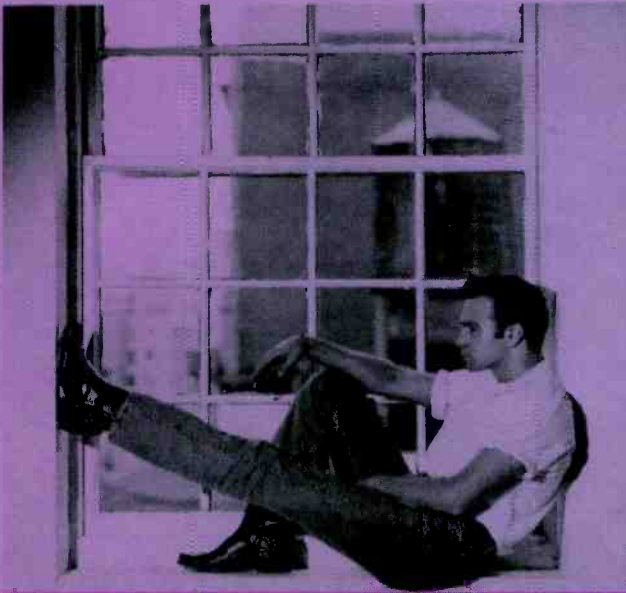
(550 MUSIC)

A reflective ballad brought to life by Celine's brilliantly distinctive vocals and dynamic



# CLIVE GRIFFIN

commitment of the heart



# CLIVE GRIFFIN

## "COMMITMENT OF THE HEART"

**Audience Reach Over 3 Million!**  
**93 Stations Playing!**  
**569 BDS Detections!**

### **Major Market Action:**

- KPLZ Seattle 17-14\***
- WPRO Providence #16\***
- WNVZ Norfolk 24-21\***
- B97 New Orleans #24\***
- WAQQ Charlotte D-29\***
- WZPL Indianapolis #38\***
- WBMX Boston**
- TIC-FM Hartford**
- WKSS Hartford**
- WKBQ St. Louis**
- KKRZ Portland**
- Q99 Salt Lake City**
- Star 94 Atlanta**
- WAPE Jacksonville**
- Power Pig Tampa**

# CULTURE BEAT

## "MR. VAIN"

**67 Stations Playing!**  
**776 BDS Detections!**  
**Audience Reach 7 Million!**  
**(Up From 4 Million Last Week!)**

### **Major Market Action!**

- |                                |                               |
|--------------------------------|-------------------------------|
| <b>Z90 San Diego #9*</b>       | <b>Kiss 108 Boston 21-18*</b> |
| <b>WKSE Buffalo 26-18*</b>     | <b>KPLZ Seattle 25-21*</b>    |
| <b>KHKS Dallas #22*</b>        | <b>WWKX Providence #23*</b>   |
| <b>KDWB Minneapolis 30-26*</b> | <b>IC-FM Hartford 30-27*</b>  |
| <b>KTFM San Antonio D-28*</b>  | <b>WPOW Miami 33-30*</b>      |
| <b>B96 Chicago</b>             | <b>B97 New Orleans</b>        |
| <b>Power Pig Tampa</b>         | <b>Hot 97.7 San Jose</b>      |
| <b>KIIS Los Angeles</b>        | <b>WKBQ St Louis</b>          |
| <b>Star 94 Atlanta</b>         | <b>WWHT Columbus</b>          |
| <b>WWKX Providence</b>         | <b>And Others!</b>            |



# MOST REQUESTED



**KKLQ SAN DIEGO, DAVE SMILEY**

1. Janet Jackson, Again
2. Mariah Carey, Without You
3. Meat Loaf, I'd Do Anything
4. Soul Asylum, Runaway Train
5. Blind Melon, No Rain



**WPLY PHILADELPHIA, JIM KELLY**

1. Meat Loaf, I'd Do Anything
2. Janet Jackson, Again
3. Soul Asylum, Runaway Train
4. Blind Melon, No Rain
5. Aerosmith, Cryin'



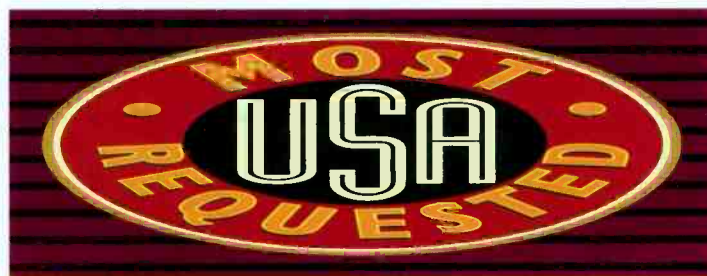
**WKBQ ST LOUIS, RICK IBOI**

1. Janet Jackson, Again
2. Meat Loaf, I'd Do Anything
3. Ace Of Base, All That She
4. Blind Melon, No Rain
5. Adam Sandler, Lunch Lady



**WKRQ CINCINNATI, RACE TAYLOR**

1. Meat Loaf, I'd Do Anything
2. Brian McKnight, One Last Cry
3. Mariah Carey, Dreamlover
4. R.E.M., Everybody Hurts
5. Inner Circle, Sweat



1. Janet Jackson, Again
2. Ace Of Base, All That She Wants
3. Meat Loaf, I'd Do Anything For Love (But I Won't Do That)
4. Bryan Adams, Please Forgive Me
5. Xscape, Just Kickin' It
6. Blind Melon, No Rain
7. Mariah Carey, Hero
8. Tony Toni Toné, Anniversary
9. Zhane', Hey Mr. D.J.
10. Inner Circle, Sweat (A La La La La Long)



**WZPL INDIANAPOLIS, JIM VINCENT**

1. Janet Jackson, Again
2. Big Daddy Kane, Very Special
3. Jazzy Jeff & Fresh, Boom!
4. Bryan Adams, Please Forgive Me
5. Ace Of Base, All That She
6. Meat Loaf, I'd Do Anything
7. Blind Melon, No Rain
8. Tag Team, Whoomp!
9. Snoop Doggy Dog, What's My
10. Mariah Carey, Dreamlover



**WHTZ NEW YORK, CHLOE THE HITMAN**

1. Meat Loaf, I'd Do Anything
2. Janet Jackson, Again
3. Pearl Jam, Daughter
4. K7, Come Baby Come
5. Ace Of Base, All That She



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

1. Janet Jackson, Again
2. Meat Loaf, I'd Do Anything
3. Mariah Carey, Hero
4. Xscape, Just Kickin' It
5. Bryan Adams, Please Forgive Me



**KQKS DENVER, J.B. GOOD**

1. Janet Jackson, Again
2. Aerosmith, Cryin'
3. Ice Cube, Check Yo Self
4. Haddaway, What Is Love
5. Meat Loaf, I'd Do Anything
6. Xscape, Just Kickin' It
7. Ace Of Base, All That She
8. Cypress Hill, Insane In The



**WNVZ NORFOLK, HOJO**

1. Janet Jackson, Again
2. Meat Loaf, I'd Do Anything
3. Tag Team, Whoomp!
4. Blind Melon, No Rain
5. Ace Of Base, All That She
6. R.E.M., Everybody Hurts
7. Shaggy, Oh Carolina
8. Aerosmith, Cryin'
9. Jodeci, Lately



**KYIS OKLAHOMA CITY, MIKE ALEXANDER**

1. Janet Jackson, Again
2. Ace Of Base, All That She
3. Meat Loaf, I'd Do Anything
4. Bryan Adams, Please Forgive Me
5. Michael Bolton, Said I
6. Toni Braxton, Another Sad
7. Phil Collins, Both Sides Of



**KJYO OKLAHOMA CITY, TOD TUCKER**

1. Lisa Keith, Better Than You
2. Ace Of Base, All That She
3. Spin Doctors, Jimmy Olsen's
4. U2, Lemon
5. Bryan Adams, Please Forgive Me
6. Janet Jackson, Again
7. Flaming Lips, She Don't Use
8. Tag Team, Whoomp!



**KQKQ OMAHA, ADAM THUNDER**

1. Meat Loaf, I'd Do Anything
2. Tag Team, Whoomp!
3. Taylor Dayne, Send Me A
4. Ace Of Base, All That She
5. Aerosmith, Cryin'

# Xscape

## Just Kickin' It

the first single from the debut album "Hummin' Comin' At 'Cha"

Produced by Jermaine Dupri for So So Def Productions

**Xplodin'**

SO SO DEF  
PRODUCTIONS

**THE NETWORK** Moves 16-12\*

**#2\* On The Street Chart! #1 BDS Rhythm/Crossover Chart!**

**#2 SoundScan Single!**

**Debuts 40 Mainstream BDS! Over 3500 BDS Detections!**

**50 Million Listeners Reached!**

**COLUMBIA**

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1993 Sony Music Entertainment Inc.

# MOST REQUESTED



**WKCI NEW HAVEN, KELLY NASH**

1. Meat Loaf, I'd Do Anything
2. Aerosmith, Cryin'
3. Janet Jackson, Again
4. Ace Of Base, All That She
5. Mr. Big, Wild World



**WXKB FT MEYERS, JIM SHARP**

1. Janet Jackson, Again
2. Meat Loaf, I'd Do Anything
3. Tony Toni Toné, Anniversary
4. Haddaway, What Is Love
5. Inner Circle, Sweat



GOOD IDEAS... GREAT RESULTS!

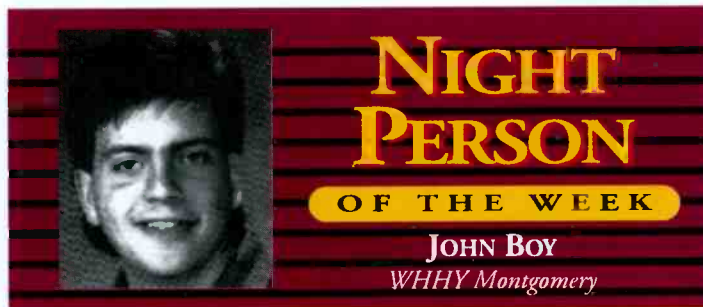
**KKRD WICHITA, GREG WILLIAMS**

1. Meat Loaf, I'd Do Anything
2. Ace Of Base, All That She
3. Janet Jackson, Again
4. Pearl Jam, Daughter
5. Color Me Badd, Time And
6. Bryan Adams, Please Forgive Me
7. Haddaway, What Is Love
8. Tony Toni Toné, Anniversary
9. Tevin Campbell, Can We Talk
10. II D Extreme, Up On The Roof



**KZZU FM SPOKANE, CASEY CHRISTOPHER**

1. Janet Jackson, Again
2. Blind Melon, No Rain
3. Toni Braxton, Another Sad
4. Aerosmith, Cryin'
5. Haddaway, What Is Love
6. Red Hot Chili Peppers, Soul
7. Tony Toni Toné, Anniversary
8. Bryan Adams, Please Forgive



1. Janet Jackson, Again
2. Bryan Adams, Please Forgive Me
3. Gin Blossoms, Hey Jealousy
4. Mariah Carey, Hero
5. The Cranberries, Linger



**WGTZ DAYTON, WILBUR WRIGHT**

1. Duran Duran, Too Much
2. Bryan Adams, Please Forgive
3. Meat Loaf, I'd Do Anything
4. Mariah Carey, Hero
5. Janet Jackson, Again
6. Cypress Hill, Insane In The
7. Xscape, Just Kickin' It
8. Snoop Doggy Dog, What's My



**WZEE MADISON, CATFISH COOPER**

1. Ace Of Base, All That She
2. Meat Loaf, I'd Do Anything
3. Janet Jackson, Again
4. Don Henley, Sit Down
5. Pearl Jam, Daughter
6. Blind Melon, No Rain
7. Aerosmith, Cryin'
8. Xscape, Just Kickin' It



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

1. Janet Jackson, Again
2. Ace Of Base, All That She
3. Bryan Adams, Please Forgive
4. Mariah Carey, Hero
5. Tony Toni Toné, Anniversary
6. Mr. Big, Wild World
7. Xscape, Just Kickin' It
8. Meat Loaf, I'd Do Anything
9. Taylor Dayne, Send Me A



**WKSS HARTFORD, MICHAEL MAZE**

1. Meat Loaf, I'd Do Anything
2. Janet Jackson, Again
3. Ace Of Base, All That She
4. Cypress Hill, Insane In The
5. Zhane', Hey Mr. D.J.
6. Mariah Carey, Dreamlover
7. Aerosmith, Cryin'
8. Xscape, Just Kickin' It
9. Tony Toni Toné, Anniversary



**WVKS TOLEDO, KURT CRUISE**

1. Janet Jackson, Again
2. Meat Loaf, I'd Do Anything
3. Tony Toni Toné, Anniversary
4. The Cranberries, Linger
5. Ace Of Base, All That She



**WFLY ALBANY, ELLEN ROCKWELL**

1. Janet Jackson, Again
2. K7, Come Baby Come
3. Meat Loaf, I'd Do Anything
4. Zhane', Hey Mr. D.J.
5. Bryan Adams, Please Forgive
6. Salt-N-Pepa, Shoop
7. SWV, Downtown
8. Ace Of Base, All That She
9. Mariah Carey, Hero
10. Culture Beat, Mr. Vain



**WSPK POUGHKEEPSIE, SCOTTY MAC**

1. K7, Come Baby Come
2. Janet Jackson, Again
3. Dr. Dre, Let Me Ride
4. Salt-N-Pepa, Whatta Man
5. Tony Toni Toné, Anniversary
6. Bryan Adams, Please Forgive
7. 2Pac, Keep Ya Head Up
8. Salt-N-Pepa, Shoop
9. Ace Of Base, All That She



**WBPR MYRTLE BEACH, JAMES GREGORY**

1. Janet Jackson, Again
2. Ace Of Base, All That She
3. Tony Toni Toné, Anniversary
4. Red Hot Chili Peppers, Soul
5. Tina Turner, Why Must We



# ALREADY ON OVER 100 STATIONS!

**14 Adds This**  
**Week Including:**  
**KDWB Minneapolis**  
**WPXY Rochester**



**Radio Activity!**

**Q106 #14**  
**KKRZ #28\***  
**WZPL #30\***  
**Z90 29-24\***  
**KC101 27-23\***  
**WAPE 30-27\***  
**WXXL #28\***



# Jimmy Cliff

**I CAN SEE CLEARLY NOW**

THE FIRST SINGLE AND VIDEO FROM THE SMASH MOVIE!

*"Our #12 callout record,  
 with 97% familiarity in 4  
 weeks! What else do  
 you want?!"*

-Tom Gjerdrum Q106 San Diego

**BDS Airplay At Top 40 And AC: Over 900 Plays!**  
**BDS Audience Reach: 6 Million!**

**Station**

**Plays**

<b>KISN</b>	<b>41</b>
<b>KRQ</b>	<b>40</b>
<b>WKTI</b>	<b>34</b>
<b>Q106</b>	<b>31</b>
<b>WAQQ</b>	<b>30</b>
<b>WKBQ</b>	<b>29</b>
<b>KYKY</b>	<b>27</b>
<b>KUTQ</b>	<b>24</b>
<b>KPLZ</b>	<b>23</b>



**COOL RUNNINGS**



CHAOS and Chaos design are trademarks of Sony Music Entertainment Inc.

Produced by Paul Henton

# CROSSOVER

## STREETCHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W LW TW ARTIST/SONG LABEL

3	1	1	JANET JACKSON, Again	Virgin
5	2	2	XSCAPE, Just Kickin' It	So So Def/Columbia
4	3	3	ZHANE', Hey Mr. D.J.	Flavor Unit/Epic
6	5	4	ACE OF BASE, All That She Wants	Arista
2	4	5	TONY TONI TONÉ, Anniversary	Wing/Mercury
16	7	6	TEVIN CAMPBELL, Can We Talk	Qwest/WB
15	10	7	TONI BRAXTON, Breathe Again	LaFace/Arista
18	9	8	MARIAH CAREY, Hero	Columbia
1	6	9	MARIAH CAREY, Dreamlover	Columbia
25	16	10	SALT-N-PEPA, Shoop	Next Plateau/London/PLG
9	8	11	INTRO, Come Inside	Atlantic/AG
29	19	12	DRS, Gangsta Lean	Capitol
7	12	13	HADDAWAY, What Is Love	Arista
19	18	14	HI-FIVE, Never Should've Let You Go	Jive
11	11	15	SWV, Downtown	RCA
10	13	16	TONI BRAXTON, Another Sad Love Song	LaFace/Arista
—	35	17	SNOOP DOGGY DOG, What's My Name?	Death Row/Interscope/AG
—	26	18	2PAC, Keep Ya Head Up	Interscope/AG
13	15	19	DR. DRE, Let Me Ride	Death Row/Interscope/AG
26	21	20	K7, Come Baby Come	Tommy Boy
14	17	21	2PAC, I Get Around	Interscope/AG
30	23	22	GABRIELLE, Dreams	Go! Discs/London/PLG
8	14	23	JANET JACKSON, If	Virgin
—	34	24	ZAPP & ROGER, Slow And Easy	Reprise
—	27	25	COLOR ME BADD, Time And Chance	Giant/Reprise
39	31	26	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	MCA
12	20	27	SWV, Right Here/Human Nature	RCA
33	32	28	BLIND MELON, No Rain	Capitol
27	28	29	INNER CIRCLE, Sweat (A La La La Long)	Big Beat/Atlantic/AG
21	22	30	SHAI, Baby I'm Yours	Gasoline Alley/MCA
40	38	31	BABYFACE, Never Keeping Secrets	Epic
28	29	32	BIG DADDY KANE, Very Special	Cold Chillin'/Reprise
◆DEBUT	33	33	CULTURE BEAT, Mr. Vain	550 Music
—	37	34	LONNIE GORDON, Happenin' All Over Again	SBK/ERG
—	39	35	U.N.V. Straight From My Heart	Maverick/Sire/WB
—	40	36	DINO, Endlessly	EastWest
32	36	37	AEROSMITH, Cryin'	Geffen
◆DEBUT	38	38	JODY WATLEY, Your Love Keeps Working On Me	MCA
◆DEBUT	39	39	BRYAN ADAMS, Please Forgive Me	A&M
20	24	40	EN VOGUE, Runaway Love	EastWest

### most added

1.	Michael Bolton, Said I Loved You... But I Lied	Columbia
2.	Snoop Doggy Dog, What's My Name?	Death Row/Interscope/AG
3.	Toni Braxton, Breathe Again	LaFace/Arista
4.	2Pac, Keep Ya Head Up	Interscope/AG
5.	Culture Beat, Mr. Vain	550 Music
5.	Salt-N-Pepa, Shoop	Next Plateau/London/PLG
5.	Zapp & Roger, Slow And Easy	Reprise
8.	Das Efx, Freakit	EastWest
8.	UB40, Higher Ground	Virgin
10.	Color Me Badd, Time And Chance	Giant/Reprise

## RHYTHMATION

**RED SKIES AT NIGHT...** One of the biggest names in Hip-Hop, Kiss 98 (WRKS) New York jock Red Alert was in Los Angeles Monday (10/25) to celebrate his 10th anniversary. Held at Prince's Glam Slam, the party was mad! No parking was available and the line went around the block. Everybody who thought they were anybody was there, so gaining admission was just short of miraculous (even if you were on the guest list. *Miss Thing...*). KKBT APD Michelle Santosuosso was in the house with mixer Michael Moore. Michael presented a huge plaque to Red, honoring his contributions to the success of such Platinum artists as LL Cool J. The evening went well into the morning; the best performances were those by Juvenile Delinquents and Cutty Ranks.

**VIVA LAS VEGAS...** First off, we have to give mad props to former KWNZ/KEWB MD Melanie Mackert for landing the morning sidekick gig at KLUC. It's good to have her back... Of course, MD Cat Thomas is way busy these days with promotions out the wazoo. Now that the weather has chilled (in the desert, *please*) and football is on everyone's mind, KLUC has begun broadcasting from UNLV tailgate parties. Hosted by the station, these parties draw over 500 people to partake in free food and beer. Local bands stop by to entertain the crowds... During the month of November, KLUC will host a concert series with such artists as Zapp & Roger, Brian McKnight and Intro headlining... And what about one of my favorite holidays, Halloween? Cat and some of the staffers plan on scaring the masses as the Village People.

**NEW FALL LINE-UP...** KKBT Los Angeles has just started a new Hip-Hop show. Mixed by Michael Nardone, the show will air on Fridays from 10 pm to midnight... Former KOY-FM PD Steve Douglas is back on the air with Jamie White on XHTZ San Diego. The two are doing mornings. Speaking of Z90, new MD Marky Mark Adams is now going by the handle of El Coyote. Now let's see, that makes two Steves and two Marks on the air.

**BEHIND THE SCENES...** Scene-hanging at the Funky Poets showcase: Keith Naftaly, Michelle Santosuosso, Harold Austin and actress Jasmine Guy. Later that same night at the P-Funk party hosted by Priority Records, Pauly Shore boogied to the funkier Old School.

**THAT SUCKS...** Four days after turning in his three-week notice, former WFHT MD Ric Austin was let go. You can now find him tooling around Disney World with his favorite cartoon character, Mickey Mouse.

What's the haps in your hood? Call me!

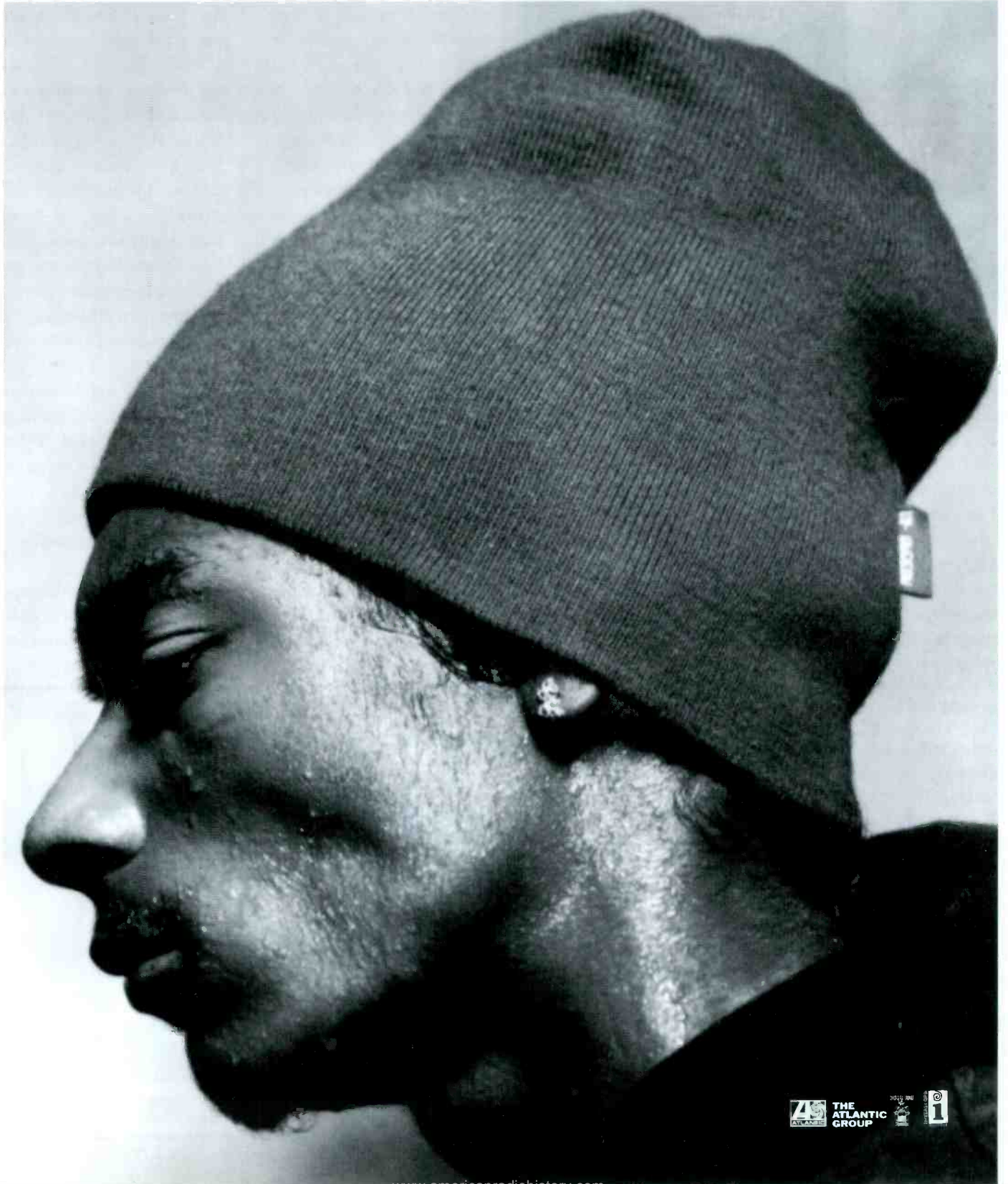
—Wendi Cermak

### in the mix

Gary Quintin, WBSS "Boss 97" Atlantic City

The Goodmen, Give It Up	ffrr/PLG
Reality, Yolanda	Strictly Rhythm
Red Red Groovy, Another Kind Of Find	Continuum
Double Plus Good, Conga Té	WB
Uncanny Alliance, I'm Beautiful Damnit	A&M
Pet Shop Boys, Go West	EMI/ERG
Gabrielle, Going Nowhere	Go! Discs/London/PLG
MK f/Alana, Love Changes	Charisma/Virgin
Evolution, Everybody Dance	deConstruction/RCA
House Of Gypsies, Sume Sigh Say	Freeze

# "What's My Name?"



## A Video In The Making: Thea Austin



The immense Chaplin's Sound Stage in Los Angeles was abuzz with activity – the lighting crew adjusted the lights, the camera crew positioned cameras and caterers arranged the food. On the set, our subject was either too far to the left or too far to the right. Her hair had to be fixed, her makeup touched up. The choreographer and director were going over the correct hand movements while the

stylist arranged the feathers on her costume. After an hour of adjustments and seven takes, less than ten seconds of usable film was finally recorded.

You can still hear it everywhere: Snap's "Rhythm Is A Dancer" was the biggest Dance song to hit our shores in 1992. A production team similar to C+C Music Factory, Snap uses different vocalists on their projects. Penny Ford had "The Power" and Thea Austin sang

"Rhythm Is A Dancer." If Thea was just a vocalist, our story would end here, but the fact is, Thea *wrote* the lyrics and melodies behind Snap's mega-hit. Now solo, Thea was "our subject," filming a video for her first single, a collaboration with the German team Cutoff entitled "Don't Stop."

In the MTV era, where a music video is almost a prerequisite for a hit, Extra Music (the German label which signed Thea) owner/President Heinz Weissbarte spared no expense. The crew read like a who's who of the Crossover community, from director Stephan Hadjam and producer Maria Gallagher (Vanessa Paradis, Neneh Cherry) to the director of photography Eric Engler (Janet Jackson) and stylist Danny Flynn (En Vogue).

Music videos take a lot of time. Weeks before the filming began, Thea worked closely with a choreographer to nail down the right moves. The shoot itself took nearly 30

hours over the course of two days. Add another week for editing and two days for post-production effects. In the end, three hours of film will be condensed into a 3:27 video.

But a great video (which this one is) doesn't guarantee a hit. Nor is it just a great song (which this is) or great vocals (which Thea has). It takes a certain kind of magic and a lot of dedication – Thea has both. Throughout the entire shoot, she maintained a smile and even remembered everyone's name.

Between an exhaustive touring schedule and studio work, Thea still manages to find time for her family and the community. Even so, she's eager to get back out on the road. "I don't ever want to stop traveling, singing, dancing and entertaining," she declares. "It's my life, it's what excites me and keeps me going."

Having just hit Europe, "Don't Stop" won't be available in the States until sometime next year.

### CYPRESS HILL

"When The Ship Goes Down" (RUFFHOUSE/COLUMBIA)  
Following the success of "Insane In The Brain," Cypress Hill doesn't need an introduction. "When The Ship Goes Down" is yet another slamming Hip-Hop jam from *Black Sunday*. With a sample from The Outlaw Blues Band's "Deep Gully," of course it's cool and all over the street.

### MK F/ALANA

"Love Changes" (CHARISMA/VIRGIN)  
You've seen these initials on so much vinyl that we can't men-

tion them all here. Even his name is well known – this is Marc Kinchen, mixer/producer extraordinaire. Produced by Kinchen with the vocal stylings of Alana Simon, this smooth mid-tempo groover is a nice follow-up to the fierce Club anthems "Always" and "Burning."

### A BEAT AHEAD

POUNDING THE PAVEMENT... Street-wise programmers should grab a copy of Jeru Tha Damaja's "Come Clean" (Payday/frrr/PLG). It's in there!

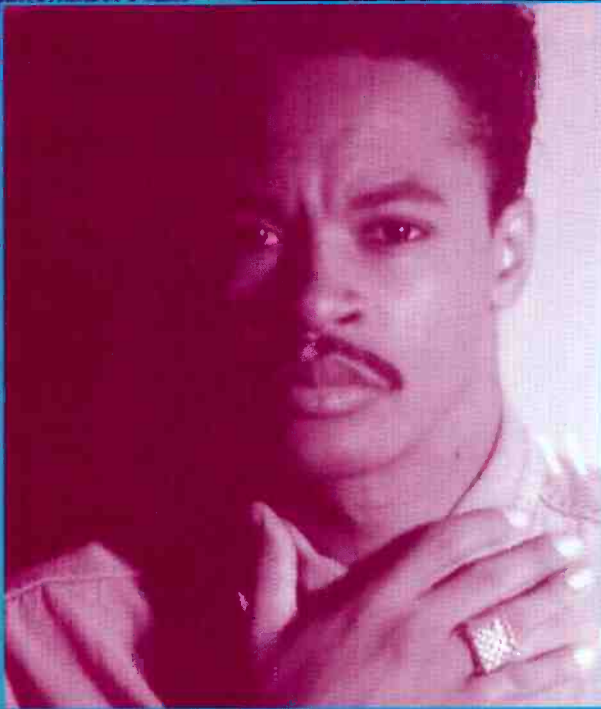
—Wendi Cermak



CYPRESS HILL

# ZAPP 'N ROGER

## "slow & easy"



### *Major Movement!*

92Q Baltimore Add!  
 WHJX Jacksonville Add!  
 Hot 97.7 San Jose Add!  
 KTFM San Antonio Add!  
 WWKX Providence Add!  
 WKSE Buffalo Add!

KGGI Riverside 9-8\*  
 WHYT Detroit D-17\*  
 Z90 San Diego 19-18\*  
 KUBE Seattle D-19\*  
 Hot 97 New York 28-21\*  
 KZHT Salt Lake City D-23\*  
 WHHH Indianapolis D-28\*

Power 106 Los Angeles 24-16\*  
 KKFR Phoenix D-17\*  
 KSOL San Francisco 24-19\*  
 KMEL San Francisco 25-21\*  
 WPGC Washington, DC 29-22\*  
 WLUM Milwaukee D-24\*

KHTN Modesto D-18\*  
 KIKI Honolulu 25-22\*

KWYN Stockton 24-18\*  
 KDON Salinas 37-32\*

### *BDS Crossover #27\**



# "i never even told you"

## *Tina Turner*

### *Early Believers!*

WKQB St Louis  
 Star 94 Atlanta  
 Q99 Salt Lake City  
 WXKS Boston

K107 Tulsa  
 WERZ Seacoast NH  
 WHHY Montgomery  
 KLYV Dubuque  
 KQIX Grand Junction  
 Y93 Bismarck  
 WZKX Gulfport  
 KSKG Salina



# CROSSOVER

MOST REQUESTED™



**WHYT DETROIT, BO THE JAMMER**

1. Snoop Doggy Dog, What's My
2. DRS, Gangsta Lean
3. Mista Grimm, Indo Smoke
4. 2Pac, Keep Ya Head Up
5. Cajmere, The Perculator



**WJMN BOSTON, MARC CLARK**

1. Snoop Doggy Dog, What's My
2. Xscape, Just Kickin' It
3. Salt-N-Pepa, Shoop
4. K7, Come Baby Come
5. Janet Jackson, Where Are



**KPWR LOS ANGELES, THA BAKA BOYZ**

1. Snoop Doggy Dog, What's My
2. Mista Grimm, Indo Smoke
3. Zhane', Hey Mr. D.J.
4. Cypress Hill, Insane In The
5. Tony Toni Toné, Anniversary



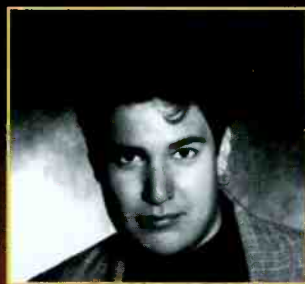
**KKFR PHOENIX, KID CORONA**

1. Snoop Doggy Dog, What's My
2. Salt-N-Pepa, Whatta Man
3. Xscape, Just Kickin' It
4. Onyx, Shiftee
5. Awesome 3, Don't Go



**KSOL SAN FRANCISCO, JOJO WRIGHT**

1. Xscape, Understanding
2. DRS, Gangsta Lean
3. Collage, I'll Be Loving You
4. Toni Braxton, Breathe Again
5. Tony Toni Toné, Anniversary
6. Reality, Yolanda
7. Xscape, Just Kickin' It



## NIGHT PERSON OF THE WEEK

**BALTAZAR**  
WQHT New York

1. 2Pac, Keep Ya Head Up
2. Wu-Tang Clan, Method Man
3. DRS, Gangsta Lean
4. K7, Come Baby Come
5. Das Efx, Freakit



**KGGI RIVERSIDE, BO CORONA & JOEY DEE**

1. Snoop Doggy Dog, What's My
2. Mista Grimm, Indo Smoke
3. Xscape, Just Kickin' It
4. DRS, Gangsta Lean
5. Zhane', Hey Mr. D.J.



**KLUC LAS VEGAS, DANNY CRUZ**

1. Tag Team, Whoomp!
2. Snoop Doggy Dog, What's My
3. Xscape, Just Kickin' It
4. Zhane', Hey Mr. D.J.
5. Joey Lawrence, I Can't Help
6. Janet Jackson, Again
7. Big Daddy Kane, Very Special
8. Mariah Carey, Dreamlover



**KCAQ OXNARD, ROSIE G.**

1. Mista Grimm, Indo Smoke
2. Janet Jackson, If
3. 2Pac, Keep Ya Head Up
4. MC Lyte, Ruffneck
5. Xscape, Just Kickin' It
6. Zhane', Hey Mr. D.J.
7. Janet Jackson, Again
8. K7, Come Baby Come



**WKSE BUFFALO, SUE O'NEIL**

1. Meat Loaf, I'd Do Anything
2. Janet Jackson, Again
3. K7, Come Baby Come
4. Salt-N-Pepa, Shoop
5. Culture Beat, Mr. Vain



**KZFM CORPUS CHRISTI, RAVEN DAVEN TODD**

1. Tag Team, Whoomp!
2. Ace Of Base, All That She
3. Zhane', Hey Mr. D.J.
4. Janet Jackson, Again
5. Jazzy Jeff & Fresh, Boom!
6. Xscape, Just Kickin' It
7. Mariah Carey, Without You
8. Blind Melon, No Rain



**KPRR EL PASO, VICTOR STARR**

1. Snoop Doggy Dog, What's My
2. Ace Of Base, All That She
3. Cypress Hill, Insane In The
4. Zhane', Hey Mr. D.J.
5. Collage, I'll Be Loving You
6. Janet Jackson, Again
7. Tag Team, Whoomp!
8. Intro, Come Inside
9. K7, Come Baby Come



**KKMG COLORADO SPRINGS, KEVIN KINCAID**

1. Ace Of Base, All That She
2. Zhane', Hey Mr. D.J.
3. Haddaway, What Is Love
4. Xscape, Just Kickin' It
5. Janet Jackson, Again
6. Toni Braxton, Another Sad
7. Tony Toni Toné, Anniversary
8. Mariah Carey, Dreamlover
9. Salt-N-Pepa, Shoop



**KHTN MODESTO, MARK ANTHONY**

1. Babyface, Never Keeping
2. Ace Of Base, All That She
3. Zapp & Roger, Slow And Easy
4. DRS, Gangsta Lean
5. Zhane', Hey Mr. D.J.
6. Salt-N-Pepa, Whatta Man
7. 2Pac, Keep Ya Head Up
8. UB40, Higher Ground



**WQHT NEW YORK, BALTAZAR**

1. 2Pac, Keep Ya Head Up
2. Wu-Tang Clan, Method Man
3. DRS, Gangsta Lean
4. K7, Come Baby Come
5. Das Efx, Freakit

# 2PAC

“Keep Ya Head Up”

## New Adds!!

Hot 97 New York  
WHYT Detroit  
KGGI Riverside  
WGTZ Dayton  
KKSS Albuquerque  
And More!

Z90 San Diego  
KKFR Phoenix  
WWHT Columbus  
KHTN Modesto  
WKSS Hartford

## Keepin' The Spins Up!

<u>Station</u>	<u>Total Plays As Of 10/27</u>
KMEL	61
KKBT	57
WJMH	53
WPGC	49
WLUM	49
WHJX	48
WCKZ	44
WIOQ	41
KBOS	40
WQHT	39
WJMN	26
KBXX	26
KSOL	24
WHHH	24
KQHT	24
KSFM	21
WHYT	21
WERQ	20
KUBE	19
KKFR	17
WGTZ	17
WWKX	13



 Add!

Moves 38-20\* BDS Top 40  
Rhythm/Crossover Airplay!

## CHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
3	3	1	THE BREEDERS, Cannonball	4AD/Elektra
1	1	2	NIRVANA, Heart-Shaped Box	DGC
4	3	3	THE CRANBERRIES, Linger	Island/PLG
5	4	4	PEARL JAM, Go	Epic
10	6	5	THE LEMONHEADS, Into Your Arms	Atlantic/AG
7	7	6	CRACKER, Low	Virgin
15	11	7	INXS, The Gift	Atlantic/AG
13	10	8	THE CONNELLS, Slackjawed	TVT
12	12	9	BUFFALO TOM, Sodajerker	Megadisc/Beggars Banquet/EastWest
19	16	10	BELLY, Gepetto	Sire/Reprise
2	5	11	U2, Lemon	Island/PLG
8	8	12	KATE BUSH, Eat The Music	Columbia
14	14	13	JAMES, Laid	Fontana/Mercury
23	19	14	10,000 MANIACS, Because The Night (from MTV Unplugged)	Elektra
24	18	15	MACHINES OF LOVING GRACE, Butterfly Wings	Mammoth/Atlantic/AG
◆DEBUT	16	16	PEARL JAM, Daughter	Epic
18	17	17	THE WONDER STUFF, On The Ropes	Polydor/PLG
6	9	18	THE OCEAN BLUE, Sublime	Sire/Reprise
—	26	19	GIN BLOSSOMS, Found Out About You	A&M
—	21	20	SMASHING PUMPKINS, Today	Virgin
39	31	21	BEST KISSERS IN THE WORLD, Miss Teen U.S.A.	MCA
31	24	22	CONCRETE BLONDE, Heal It Up	I.R.S./Capitol
25	23	23	KIRSTY MacCOLL, Can't Stop Killing You	I.R.S.
21	22	24	THERAPY? Screamager	A&M
29	25	25	TRIPPING DAISY, My Umbrella	Island/Red
9	13	26	ACE OF BASE, All That She Wants	Arista
—	40	27	THE POGUES, Tuesday Morning	Chameleon/Elektra
11	15	28	BLIND MELON, No Rain	Capitol
◆DEBUT	29	29	R.E.M. with NATALIE MERCHANT, Photograph	Rykodisc
40	38	30	WAILING SOULS, Wild Wild Life	Chaos
—	36	31	THE AFGHAN WHIGS, Debonair	Sup Pop/Elektra
30	30	32	CATHERINE WHEEL, Crank	Fontana/Mercury
16	20	33	SQUEEZE, Everthing In The World	A&M
—	34	34	DEAD CAN DANCE, The Ubiquitous Mr. Lovegrove	4AD/WB
26	29	35	SOUL ASYLUM, Without A Trace	Columbia
22	28	36	RADIOHEAD, Stop Whispering	Capitol
36	37	37	MATTHEW SWEET, Time Capsule	Zoo
35	35	38	SMASHING PUMPKINS, Disarm	Virgin
◆DEBUT	39	39	US3, Cantaloop	Blue Note/Capitol
38	39	40	LENNY KRAVITZ, Is There Any Love In Your Heart	Virgin

**Fax Your  
Alternative**

**PPW's**

**818-846  
9870**

## GEN X

WHAT TOOK YOU SO LONG? WOXY Oxford PD Phil Manning finally said "I do" to 13-year girlfriend Barbara Jerome. Gee, Phil, are you sure about this one??? The happy couple are honeymooning in Hawaii... Every year, Rock stations across the country pay homage to the month of October by coining the month "Rock-tober" to give them a leg up on promotions. KTOZ Springfield retaliates this year with a month-long promotion to build TSL. Each hour, listeners call in to win CDs, building to one big prize daily. At the end of the month, the promotion turns into a huge Halloween party with a free concert for listeners. MD John Lenac said "We haven't even reached the date of the party and already we're feeling the success of promotion."

NEW KIDS: Wisconsin's WMAD hit a new high in the last ratings book. The Edge station's programmer Trevor Scott exclaims, "we're finally breaking through; maybe we'll get the attention we deserve."... Congratulations to Boy Troy, who was named Music Director for Boston's WFNX... Meanwhile, Sean Roberts is no longer acting as WENZ Cleveland's MD. After a weeks-long audition, he's the real deal now... PD Kerry Gray of Honolulu's KPOI would like to thank all the National Alternative reps for their help with promotions and catalog for the station. KPOI is closing in on its first month with the new Alternative format.

IN THE PRESS: The cover of *Rolling Stone* this month is a keeper as the members of Blind Melon are showcased in the buff. A suggestion, everyone: gym memberships.... *Time Magazine* had Pearl Jam (who graced *Stone's* cover earlier) on the cover last week, followed by Howard Stern. In response, *People Magazine* will be forced to run a picture of the President.... Alternative music was represented well this past weekend at UCLA's College Fest. *Spin*, *Pulse* and *Vibe* magazines had booths set up as *Dig*, *Redd Kross*, *Best Kissers In The World* and *Tripping Daisy* all did free shows at the campus. Radiohead signed autographs for over an hour at the KROQ booth with AMD Darcy Sanders lurking in the shadows. But more popular than these huge Rock stars were cast members of *All My Children*, judging by the pierced eardrums and the trampling my body received from the throng of liberal arts majors.

JUSTICE MUST BE SERVED: Bigger news than world peace or the lack thereof: Is *Beavis & Buttthead* going off the air? Speak now or forever lose your favorite white trash! (MTV apparently has the backbone of a jellyfish...)

—Karen Holmes



# PM DAWN

## YOU GOT ME FLOATIN'

the first track from Jimi Hendrix tribute album **STONE FREE.**

**99X, WHFS, KTCL, WHTG, KBAC, WEQX, KACV**

Produced by PM Dawn.

Engineered by Michael Fossenkemper

Additional Guitar - Herbie Tribino. Keys - Prince Be

"You Got Me Floatin'" from the Reprise album

"Stone Free: A Tribute To Jimi Hendrix"



**GEE STREET**



Gee Street TM, Licensed to Island Records, Inc. , 400 Lafayette St., NY, NY 10003 © © 1993 Island Records Ltd.

# *The* **WONDER** *Stuff*

## CONSTRUCTION FOR THE MODERN IDIOT

*Featuring the hit "On the Ropes"*

*It's on the air everywhere!*



—By Karen Holmes



## The 91X Auction



Kicking off a super weekend, XTRA 91X San Diego hosted their fourth annual 91X Charity Auction. The auction started last Friday night at 8 pm and continued until 8 the following Sunday evening. Celebrities donated incredible memorabilia to the station for auction. It was all a part of their "Save The Planet" campaign with all the proceeds from the weekend going to the Rain Forest Alliance and the "I Love A Clean San Diego" organizations. The Rain Forest



Alliance specializes in purchasing precious rain forest for preservation. In some Third World countries, rain forest can go for as little as \$100 an acre.

The jocks tempted listeners with three new items introduced each hour of the auction. They would estimate the value and start the bidding. Over the years, the station has stockpiled celebrity drops supporting the auction charity. X singer Exene Cervenka and the guys from Blind Melon stopped by in support.

Down the hall in the station's conference room, Telethon Central was equipped with a half-dozen phone lines, a grease board listing the merchandise currently being auctioned and the closing

price of items just purchased. A second jock was live in the conference room, feeding information to the studio



jock and the audience.

Meanwhile, local bands played for free on a stage set up downtown at an eatery as part of "Earth Faire."

The 91X station van

and crew were on hand, giving away CDs, T-shirts and taking donations.

With all the memorabil-

ia up for auction — Anthony Kiedis shorts, Tori Spelling's autographed 90210 jacket, a U2 lithograph, various autographed kick drum covers, etc. — the station raised over \$75,000!

Pictured: #1. Wannabe cross-dresser and tortured intern Drew MacCullough models the frock Kurt Cobain wore in the "In Bloom" video that was auctioned off. #2. Guitar Center's blue light specials (l-r): autographed guitars donated by Neil Young, Tom Petty, the members of Squeeze, Lenny Kravitz and Evan Dando from The Lemonheads. #3. 91X

PD Mike Halloran with new baby Declan.

(Mike's the one with the pacifier.)

#4. Intern Gene mans the auction warehouse counter for purchasers.



### VARIOUS ARTISTS

#### No Alternative (ARISTA)

From the Red Hot Organization comes *No Alternative*, a compilation CD with proceeds going to AIDS research. With a stunning list of artists including Matthew Sweet, Urge Overkill, Soul Asylum and Buffalo Tom, just to name a few, this album has the potential for being the most successful one to date. Highlights include "hidden" tracks from Nirvana and Smashing Pumpkins. Soul Asylum's contribution is a remake of Marvin Gaye's "Sexual Healing." The uptempo version adds a new twist to the once-smooth ballad, so now it rocks! Already on the air at KROQ, this record demands airplay.

#### PJ HARVEY 4-Track Demos (ISLAND/PLG)

PJ Harvey, in my opinion, is one of the most phenomenal artists working today. Island/PLG just released the demo versions of many of her songs from the

recent album, *Rid Of Me*. The 4-track demos bring the passion and emotion in each song to heart. It's her alone; there's no outside accompaniment to divert your attention. *Rid of Me* was a somewhat confusing album, lapsing in and out of solitude and wit. Polly herself suffered from nervous breakdowns, which explains the disturbance in the record, yet her unmistakable humor remains. The sonic guitar wails as her vocal range ranges from whining child to an intense adult. Polly exudes a powerful presence, being both mysterious yet completely charming and elegant. Her music is to be experienced. On this, probably her most compelling work, the demo treatments only heighten the visions in "Ecstasy," "50 Foot Queenie" and "Legs."

#### FRANK SINATRA & BONO "I've Got You Under My Skin" (CAPITOL)

In our grandparents' eyes, the mirrored ball is spinning and the orchestra is playing in the Grand Ballroom, as

they relive the days of grandeur. Breathing new life into Cole Porter's "I've Got You Under My Skin" is Ol' Blue Eyes himself with U2's Bono. The album, *Duetz*, bridges the generation gap by pairing the most influential artists of today's generation with the most popular singer of the preceding era. The average Alternative radio listener undoubtedly wasn't even born when Frank Sinatra ruled the airwaves. Yet, listeners of today may relish in this classic sung by two of the most respected singers in popular music.

As *Rolling Stone's* David Wild notes on the CD's inside cover, bringing Frank & Bono together is "like happening upon a swingin' summit meeting of the coolest guys on the planet." Something the whole family will love, just in time for the holidays... enjoy.



VARIOUS ARTISTS

# Jamiroquai



**“When You Gonna Learn?”**

from the album  
**Emergency On Planet Earth**

**orinda**

**COLUMBIA**



▲ **CONTINENTAL CONFAB**

New President/CEO of Sony Music Entertainment Thomas D. Mottola recently met Sony's European execs in London. (l-r) Columbia VP/GM Fred Ehrlich; Epic Exec. VP Richard Griffiths; Epic President Dave Glew; Sony UK Chair./CEO Paul Burger; Columbia Pres. Don Jenner; Sony Music Int'l. Pres. Mel Ilberman; Thomas D. Mottola; SMEI Exec. VP/CFO Robert M. Bowlin; SMEI Europe Pres. Paul Russell, Sony Music exec. VP Michele Anthony; and Sony Music Int'l. Sr. VP European Region Richard Denekamp.



▲ **PAYING THE PRICE OF SCOTT**

The Bee Gees relax after playing a listener appreciation concert for WPLJ New York. (l-r) AMD Louie Diaz, WPLJ Pres./GM Mitch Dolan, Scott Shannon, Robin Gibb, night jock AJ Hammer, Barry Gibb, Maurice Gibb and middayer Jimi Roberts.



▲ **ALL IN THE FIRST FAMILY**

WRQX "Mix 107.3" Washington, D.C. morning duo Jack Diamond and Bert! show off their new T-shirts that get them into the White House for Big Macs and fries.



◀ **BELLE OF THE BALL**

After her performance at the Greek Theatre in L.A.: (l-r) producer Nick Martinelli, Columbia artist Regina Belle and Columbia Records' Randy Jackson.



▲ **WHOOMP! HERE THEY IS!**

Bellmark rappers Tag Team hang at Power 106 L.A. (l-r) Tag Team's Steve Roll'n, Power 106's Lozano, Tag Team's DC and Bellmark promo Raymond Bothwell.



▲ **DON'T FENCE THEM IN**

Backstage at KPNT "The Point" St. Louis PointFest '93: indy promo ace Mike Jacobs, Zoo Records AOR Director Michael Prince, Point OM Ken Anthony, Point middayer Les Aaron, Zoo artist Matthew Sweet, Imago artist Aimee Mann, Point afternooner Sarah Clark, Imago promo Amy Kaplan, Point APD/MD D-Day, Zoo Records' Laura Shostak.

# DRS

## "GANGSTA LEAN"



#1 Most Requested Video!



Increased Rotation To Heavy!



Moves 19-12 On The Street Chart!

#4 Selling SoundScan!

Over 2500 BDS Urban/Top 40 Detections!

*This Monster Ballad Is Traditional Shai, Boys II Men, And The Classic Earth, Wind & Fire Of The 80's And Will Cause The Phones To Self Destruct And Retail To Sell Out!*

*Capitol.*



# US3

## "CANTALOOOP"

*When A Record Gets 15 Spins At KROQ Los Angeles, 28 Spins At The Beat Los Angeles, And Is Added At Stations As Diverse As Z100 New York, KRBE Houston, Q101 Chicago, And KZHT Salt Lake City, You'd Be A Fool Not To Pay Attention. Don't Be A Fool!*



*Capitol.*

## MTV



### EXCLUSIVE ROTATION

Nirvana "Heart-Shaped Box"

### BUZZ ROTATION

Smashing Pumpkins "Today"

The Cranberries "Linger"

The Lemonheads "Into Your Arms"

White Zombie "Thunderkiss '65"

### STRESS ROTATION

10,000 Maniacs "Because The Night" (From MTV's *Unplugged*)

Ace Of Base "All That She Wants"

Bobby Brown w/Whitney Houston "Something In Common"

Mariah Carey "Hero"

Phil Collins "Both Sides Of The Story"

Def Leppard "Two Steps Behind"

Dr. Dre "Let Me Ride"

Gin Blossoms "Found Out About You"

Robert Plant "I Believe"

Salt-N-Pepa "Shoop"

The Breeders "Cannonball"

Tony Toni Toné "Anniversary"

Xscape "Just Kickin' It"

Zhane "Hey, Mr D.J."

### HEAVY ROTATION

Aerosmith "Cryin"

Janet Jackson "Again"

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

John Mellencamp "Human Wheels"

R.E.M. "Everybody Hurts"

Red Hot Chili Peppers "Soul To Squeeze"

Snoop Doggy Dogg "What's My Name"

Stone Temple Pilots "Wicked Garden"

## WHL



### ON

Rick Astley "Hopelessly"

Blind Melon "No Rain"

Lauren Christy "Steep"

Jimmy Cliff "I Can See Clearly Now"

Taylor Dayne "Send Me A Lover"

Duran Duran "Too Much Information"

Expose "As Long As I Can Dream"

Joshua Kadison "Jessie"

Lisa Keith "Better Than You"

Aaron Neville "Don't Fall Apart On Me Tonight"

SWV "Right Here/Human Nature"

Tony Toni Toné "Anniversary"

U2 "Lemon"

ADD Mariah Carey "Hero"

## Tour into



<b>Depeche Mode:</b>	Portland OR.....Nov 8
	San Jose CA.....Nov 12
	Oakland CA.....Nov 13
<b>Madonna:</b>	Rio De Janeiro.....Nov 6
	Mexico City MEX.....Nov 10-13
	Sydney AUS.....Nov 19-20
<b>Nirvana:</b>	Lakeland FL.....Nov 1
	Miami FL.....Nov 2
<b>Rod Stewart:</b>	Philadelphia PA.....Nov 8-9
	Albany NY.....Nov 11
	Hartford CT.....Nov 12
<b>Mariah Carey:</b>	Miami FL.....Nov 3
	Worcester MA.....Nov 9
	Chicago IL.....Nov 17

## The Pie Chart



- PDs who read Gen. X.
- PDs who read Rhythm Nation.
- PDs who read the back of cereal boxes.

## ETCETERA

by Dwayne Ward

Now that *Jurassic Park* has shattered the gazillion-dollar mark, plans are in the works for *Planet Of The Apes* to return to the big screen. Look for the simians to arrive in 1995.

**River Phoenix** is the interviewer in *An Interview With A Vampire*, starring **Tom Cruise** in the lead role of Lestat. And what of the buzz that **Hilary Clinton** has clinched the lead in the last of the Vampire trilogy - *Queen Of The Damned*?

As the fate of the free world hinges on the sequel to *Wayne's World*, we have the scoop on at least one of the main "schwung" events in the film. Seems "Garth" scores at last... with **Kim Basinger**.

Okay, so at least half the planet has bought a pair of Doc Marten shoes. **Etc.** is betting the next giant leap in cool and hip footwear is going to be Israeli boots. Available in multiple colors, they look like hiking boot tennis shoes. (But forget about football; they won't kick pigskin.)

Another fashion tip getting ready to explode on the national scene: baseball caps with a very distinctive leaf of a plant embroidered across it. In *Spin Magazine's* 1993 readers' poll, 78% of the respondents believe marijuana... ganja... hooch... reefer... left-handed cigarettes should be legalized. Other highlights from the poll: 44% of respondents want to be a Rock star while 8% would prefer to be President of the U.S. (Not published - 92% want to be Beavis or Butt-head.) Best band and live act:

**Pearl Jam.** Best Author: **Stephen King.**

Viacom... Blockbuster... Paramount... QVC... Okay, we had to print them just because every other newspaper and magazine in the country has. (Except one; it's still personal.) By the way, who says "Viacom" at the end of all their TV and motion pictures? Is it the same voice on your EBS cart?

**Aerosmith** is "Cryin" - well, maybe sobbing a bit. Seems Geffen won't let them out of their contract to join Columbia until Geffen gets the final albums as prescribed in their existing contract. The Columbia deal, signed in 1991, is for \$30 million.

Not seen in touring this week: **Duran Duran.** Reason? **Simon Le Bon** tore a vocal cord.

This week's brain-tickers? What is the average number of times the word "ass" is used in an episode of ABC's *NYPD Blue*?

Total number of tatoos on the cover of the latest *Rolling Stone Magazine*: five. What was the total when **The Red Hot Chili Peppers** were on the cover in the buff?

**PM Dawn** won't be opening for **Madonna** on her U.S. tour after all. She opted for a juggler - make up your own crack about men who can keep all their balls in the air at the same time. (The proceeding was part

of **Etc.**'s new interactive humor system.)

*Home Improvement's* **Tim Allen** has been cast for the lead in *The Santa Clause*. Set around Christmas, the movie is about a father who's turned into Santa Claus overnight. Production is set to start in April.

Actor **Charlie Sheen** says enough! He's had it with horses, saying he'll never do another film where he has to get on one.

One question about AT&T's extremely expensive "you will" TV campaign... when? We called and asked... and got disconnected.

**David** and **Shaun Cassidy** on the cover of *People* magazine. They suck...heh, heh, heh, eh, heh, eh, heh.

Coolest T-shirt seen this week: "I can go from zero to Bitch in 1.5 seconds."

The **Elvis Presley** estate led by **Priscilla Presley** will organize a concert and media extravaganza to raise money for the **T.J. Martell** and **St. Jude Children's** funds. The event will be in Memphis on Oct. 7, 1994.

New technology: Ever have the problem with one TV channel being 10 times louder than another? Well, no more - Magnavox is producing new TV sets with a device called "Smart Sound" that keeps the sound level constant.

# ONE OF THE MOST ADDED!

"Feed The Tree" ... THE LONGEST RUNNING NO. 1 IN A DOG'S AGE AT GAVIN ALTERNATIVE  
(make that five weeks at R&R). Two MTV video award nominations: Best Alternative Music Video and Best New Artist.



WELL, HERE'S THE FOLLOW-UP!

## GEPETTO

FROM THE MUCH-LAUDED ALBUM: *Star* (SIGH) SALES OVER 300,000.

### 22 1st Week Adds! ■ Buzz Clip!

WBBO Greenville  
WRQK Canton  
WYKS Gainesville  
KGGG Rapid City  
KLYV Dubuque  
KWTO Springfield

WIFC Wausau  
KTUX Shreveport  
WZAT Savannah  
WHTO Williamsport  
KMGZ Lawton  
WZOQ Lima

KIOC Beaumont  
CK105 Flint  
WBNQ Bloomington  
K1OK Tri-Cities  
KQIX Grand Junction  
And More!

WRFY Reading  
WYCR York  
KCHX Midland  
KISR Ft Smith  
KTMT Medford



©1993 Sire Records Company. In fact, this tune is really about that kid Tanya had a big crush on, who accordingly tore the head off her doll.



## BOX TOPS MARKET FOCUS

### BOSTON, MA

1. **Coming Of Age** "Coming Home To Love" (Zoo)
2. **Digital Underground** "The Return Of The Crazy One" (Tommy Boy)
3. **Buju Banton** "Make My Day" (Mercury)
4. **Janet Jackson** "If" (Virgin)
5. **Salt-N-Pepa** "Shoop" (Next Plateau/London/PLG)

### JOHNSON CITY, TN

1. **Meat Loaf** "I'd Do Anything For Love (But I Won't Do That)" (MCA)
2. **Taylor Dayne** "Send Me A Lover" (Arista)
3. **Too Short** "I'm A Player" (Jive)
4. **Tag Team** "Whoop! (There It Is!)" (Life/Bellmark)
5. **Clint Black & Wynonna Judd** "A Bad Goodbye" (RCA)

### SAGINAW, MI

1. **DRS** "Gangsta Lean" (Capitol)
2. **Tony Toni Tone** "Anniversary" (Mercury)
3. **Intro** "Come Inside" (Atlantic/AG)
4. **Salt-N-Pepa** "Shoop" (Next Plateau/London/PLG)
5. **R. Kelly** "Sex Me (Part 1)" (Jive)

## BREAKIN' OUT OF THE BOX

### Bobby Brown w/Whitney Houston

"Something In Common" (MCA)

For all those who had any doubt, Bobby and Whitney let you know exactly what they have in common.

### Snoop Doggy Dog "What's My Name?"

(Death Row/Interscope/AG)

The familiarity of Snoop's chill delivery and Dre's funkadelic tracks drive the much anticipated video to #18 in less than one week, and available only in Chicago, LA, NY and Miami.

### Ace Of Base "All That She Wants" (Arista)

After blowing up in the UK, Ace Of Base breaks out with the #1 Dance clip on the USA BOXes.

## NEW VIDS THIS WEEK

- Il D Extreme** "Up On The Roof" (MCA)
- Buju Banton** "Deportees" (Mercury)
- Cathedral** "Midnight Mountain" (Columbia)
- Guru's Jazzmatazz** "No Time To Play" (Chrysalis/ERG)
- Hi-Five** "Never Should've Let You Go" (Jive)
- KMFDM** "A Drug Against War" (Wax Trax/TVT)
- Konkrete Level** "Turnin Me On" (Pockettown)
- Phil Collins** "Both Sides Of The Story" (Atlantic/AG)
- Raging Slab** "Take A Hold" (American Recordings)
- Rocket From The Crypt** "Sturdy Wrists" (Interscope/AG)
- Silk** "It Had To Be You" (Elektra)
- Super Cat** "Dolly My Baby" (Columbia)
- To Be Continued** "One On One" (EastWest)
- Toni Braxton** "Breathe Again" (LaFace/Arista)
- Yaggu Front** "Busted Loop" (Mercury)

## NEW VIDS TO WATCH

**J. GIBBS** "On the Dancehall tip: Buju and Super Cat. Toni has another hit, and Guru is no joke. Extra: If your head is not babbling to Ronnie Jordan, you must have a stiff neck."

**JOHN ROBSON** "Way cool animation makes KMFDM's 'A Drug Against War' a must see... otherwise To Be Continued is this week's winner."

## 20 OF THESE

- |    |    |   |               |
|----|----|---|---------------|
| 1  | 1  | <b>Janet Jackson</b> "Again"                                      | Virgin        |
| 2  | 2  | <b>Meat Loaf</b> "I'd Do Anything For Love (But I Won't Do That)" | MCA           |
| —  | 3  | <b>Bobby Brown w/Whitney Houston</b> "Something In Common"        | MCA           |
| 4  | 4  | <b>Janet Jackson</b> "If"   | Virgin        |
| 6  | 5  | <b>Toni Braxton</b> "Another Sad Love Song"                       | LaFace/Arista |
| 5  | 6  | <b>Mariah Carey</b> "Dreamlover"                                  | Columbia      |
| 7  | 7  | <b>TLC</b> "Get It Up"  | LaFace/Epic   |
| 8  | 8  | <b>Michael Jackson</b> "Will You Be There"                        | MJJ/Epic      |
| 9  | 9  | <b>Raven-Symone</b> "That's What Little Girls Are Made Of"        | MCA           |
| 3  | 10 | <b>En Vogue</b> "Runaway Love"                                    | EastWest      |
| —  | 11 | <b>Mariah Carey</b> "Hero"  | Columbia      |
| 12 | 12 | <b>Abba</b> "Dancing Queen"                                       | Polydor/PLG   |
| 11 | 13 | <b>Whitney Houston</b> "Run To You"                               | Arista        |
| 13 | 14 | <b>Blind Melon</b> "No Rain"                                      | Capitol       |
| 10 | 15 | <b>Clutch</b> "A Shogun Named Marcus"                             | EastWest      |
| 15 | 16 | <b>Billy Joel</b> "The River Of Dreams"                           | Columbia      |
| 14 | 17 | <b>Mr. Big</b> "Wild World"                                       | Atlantic/AG   |
| 23 | 18 | <b>Melissa Etheridge</b> "I'm The Only One"                       | Island/PLG    |
| —  | 19 | <b>Another Bad Creation</b> "I Don't Wanna Be Grown Up"           | Motown        |
| 16 | 20 | <b>White Zombie</b> "Thunderkiss '65"                             | Geffen        |

## 20 OF THOSE

- |    |    |   |                         |
|----|----|---|-------------------------|
| 6  | 1  | <b>DRS</b> "Gangsta Lean"                       | Capitol                 |
| 2  | 2  | <b>Salt-N-Pepa</b> "Shoop"                      | Next Plateau/London/PLG |
| 3  | 3  | <b>2Pac</b> "Keep Ya Head Up"                   | Interscope/AG           |
| 1  | 4  | <b>Bloods &amp; Crips</b> "Steady Dippin"       | Dangerous/Pump/Quality  |
| 5  | 5  | <b>Bloods &amp; Crips</b> "Piru Love"           | Dangerous/Pump/Quality  |
| —  | 6  | <b>Tevin Campbell</b> "Can We Talk"             | Qwest/WB                |
| 4  | 7  | <b>Xscape</b> "Just Kickin' It"                 | Columbia                |
| 13 | 8  | <b>Tony Toni Tone</b> "Anniversary"             | Wing/Mercury            |
| 9  | 9  | <b>Too Short</b> "I'm A Player"                 | Jive                    |
| 10 | 10 | <b>Smooth</b> "Female Mac"                      | Jive                    |
| 14 | 11 | <b>Intro</b> "Come Inside"                      | Atlantic/AG             |
| 12 | 12 | <b>Bell Biv DeVoe</b> "Something In Your Eyes"  | MCA                     |
| 7  | 13 | <b>Shaquille O'Neal</b> "(I Know I Got) Skillz" | Jive                    |
| 16 | 14 | <b>Mista Grimm</b> "Indo Smoke"                 | Epic Soundtrax          |
| —  | 15 | <b>Snoop Doggy Dog</b> "What's My Name?"        | Death Row/Interscope/AG |
| —  | 16 | <b>R. Kelly</b> "Sex Me (Part 1)"               | Jive                    |
| —  | 17 | <b>Fat Joe</b> "Watch The Sound"                | Relativity              |
| 15 | 18 | <b>Wu-Tang Clan</b> "Method Man"                | Loud/RCA                |
| 8  | 19 | <b>Kris Kross</b> "I'm Real"                    | Ruffhouse/Columbia      |
| 11 | 20 | <b>Naughty By Nature</b> "Written On Ya Kitten" | Tommy Boy               |



to be continued...

the latest flavor swirl from

future  
is...  
the  
new



FROM THE ALBUM  
**FREE TO BE**

**Early Believers!**  
KJMZ Dallas #30\*  
KBXX Houston On!  
KHTN Modesto On!  
On Over 45  
Urban Stations!

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

ANTHILL MOB ENTERTAINMENT

PRODUCED BY THOMAS McELROY AND DENZIL FOSTER

FOR 2 TUFF-E-NUFF PRODUCTIONS, INC.



**RHYTHM/CROSSOVER**

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	STNS.	AVG. PPM	PLAYS
6	2	1	JANET JACKSON, Again	17	52.9	900
1	1	2	MARIAH CAREY, Dreamlover	17	50.2	853
7	6	3	ZHANE', Hey Mr. D.J.	17	45.1	767
10	10	4	XSCAPE, Just Kickin' It	18	42.5	765
9	8	5	ACE OF BASE, All That She Wants	15	48.2	723
8	3	6	TONY TONI TONÉ, Anniversary	17	39.6	673
24	13	7	TEVIN CAMPBELL, Can We Talk	18	36.9	665
2	4	8	SWV, Right Here/Human Nature	13	47.5	617
4	9	9	JANET JACKSON, If	15	40.5	608
3	5	10	SHAI, Baby I'm Yours	14	40.9	573
14	12	11	2PAC, I Get Around	10	51.4	514
18	16	12	BIG DADDY KANE, Very Special	11	43.8	482
12	18	13	HADDAWAY, What Is Love	10	47.6	476
19	23	14	INNER CIRCLE, Sweat (A La La La La Long)	10	45.8	458
5	7	15	JODECI, Lately	12	37.4	449
13	11	16	TONI BRAXTON, Another Sad Love Song	15	29.7	445
17	17	17	SWV, Downtown	10	41.2	412
20	22	18	TAG TEAM, Whoopl! (There It Is!)	12	31.6	379
30	26	19	INTRO, Come Inside	8	46.3	370
39	38	20	SALT-N-PEPA, Shoop	11	32.8	361
15	15	21	TONI BRAXTON, Breathe Again	11	32.3	355
21	19	22	JADE, One Woman	8	42.3	338
—	31	23	BELL BIV DeVOE, Something In Your Eyes	8	42.1	337
—	39	24	DRS, Gangsta Lean	8	41.9	335
◆ DEBUT	25	25	SNDOP DOGGY DOG, What's My Name?	9	33.9	305
22	20	26	CYPRESS HILL, Insane In The Brain	9	33.4	301
29	30	27	K7, Come Baby Come	9	32.8	295
—	29	28	MARIAH CAREY, Hero	13	22.2	289
34	35	29	ICE CUBE, Check Yo Self	7	39.7	278
26	28	30	DR. DRE, Let Me Ride	8	33.5	268
—	24	31	HI-FIVE, Never Should've Let You Go	11	23.1	254
◆ DEBUT	32	32	COLOR ME BADD, Time And Chance	9	28.0	252
40	40	33	SALT-N-PEPA w/EN VOGUE, Whatta Man	6	39.3	236
◆ DEBUT	34	34	2PAC, Keep Ya Head Up	9	25.6	230
◆ RE-ENTRY	35	35	BRIAN MCKNIGHT, One Last Cry	7	32.1	225
◆ RE-ENTRY	36	36	JAZZY JEFF & FRESH PRINCE, Boom! Shake The Room	5	45.0	225
◆ RE-ENTRY	37	37	H-TOWN, Knockin' Da Boots	8	28.1	225
16	25	38	TONY TONI TONÉ, If I Had No Loot	8	28.0	224
◆ DEBUT	39	39	LONNIE GORDON, Happenin' All Over Again	7	30.9	216
◆ RE-ENTRY	40	40	MC LYTE, Ruffneck	5	41.8	209

**MAINSTREAM/ADULT**

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	STNS.	AVG. PPM	PLAYS
5	2	1	MEAT LOAF, I'd Do Anything For Love (But I Won't Do That)	29	43.6	1264
2	5	2	BLIND MELON, No Rain	28	40.2	1126
8	6	3	ACE OF BASE, All That She Wants	27	41.1	1110
4	3	4	DEF LEPPARD, Two Steps Behind	27	38.5	1039
22	9	5	JANET JACKSON, Again	27	37.0	999
9	7	6	TONI BRAXTON, Another Sad Love Song	26	35.3	918
7	10	7	LISA KEITH, Better Than You	24	37.4	898
21	11	8	HADDAWAY, What Is Love	24	36.4	874
1	1	9	BILLY JOEL, The River Of Dreams	26	32.6	848
—	13	10	BRYAN ADAMS, Please Forgive Me	27	30.4	821
3	4	11	MARIAH CAREY, Dreamlover	21	37.5	788
10	15	12	R.E.M., Everybody Hurts	23	32.1	739
14	18	13	JOHN MELLENCAMP, Human Wheels	20	32.7	653
6	8	14	ROD STEWART, Reason To Believe	21	31.0	652
13	20	15	MR. BIG, Wild World	20	31.5	630
31	25	16	TONY TONI TONÉ, Anniversary	20	28.2	563
24	21	17	STING, Nothing 'Bout Me	21	26.7	561
◆ DEBUT	18	18	PHIL COLLINS, Both Sides Of The Story	22	25.3	557
23	16	19	INNER CIRCLE, Sweat (A La La La La Long)	17	32.2	548
20	12	20	RICK ASTLEY, Hopelessly	16	31.5	504
12	17	21	AEROSMITH, Cryin'	17	28.1	477
—	27	22	MARIAH CAREY, Hero	23	20.4	469
11	14	23	SWV, Right Here/Human Nature	17	26.6	452
28	23	24	SOUL ASYLUM, Runaway Train	18	23.8	428
17	19	25	RED HOT CHILI PEPPERS, Soul To Squeeze	17	25.1	427
27	32	26	SPIN DOCTORS, Jimmy Olsen's Blues	20	20.9	418
19	24	27	TEARS FOR FEARS, Break It Down Again	17	21.5	366
15	22	28	GIN BLOSSOMS, Hey Jealousy	13	27.9	363
30	33	29	TAYLOR DAYNE, Send Me A Lover	17	21.3	362
◆ DEBUT	30	30	JIMMY CLIFF, I Can See Clearly Now	15	22.0	330
33	31	31	BRUCE HORNSBY, Fields Of Grey	13	24.8	323
◆ DEBUT	32	32	BILLY JOEL, All About Soul	18	17.8	320
◆ DEBUT	33	33	TEVIN CAMPBELL, Can We Talk	15	21.3	319
18	26	34	EN VOGUE, Runaway Love	11	27.5	302
16	28	35	DURAN DURAN, Too Much Information	11	25.9	285
25	29	36	PRINCE, Pink Cashmere	12	23.7	284
26	30	37	JANET JACKSON, If	10	25.8	258
◆ DEBUT	38	38	DINO, Ooh Child	10	25.2	252
◆ DEBUT	39	39	MADONNA, Rain	10	24.7	247
◆ DEBUT	40	40	UB40, Can't Help Falling In Love	13	18.4	239

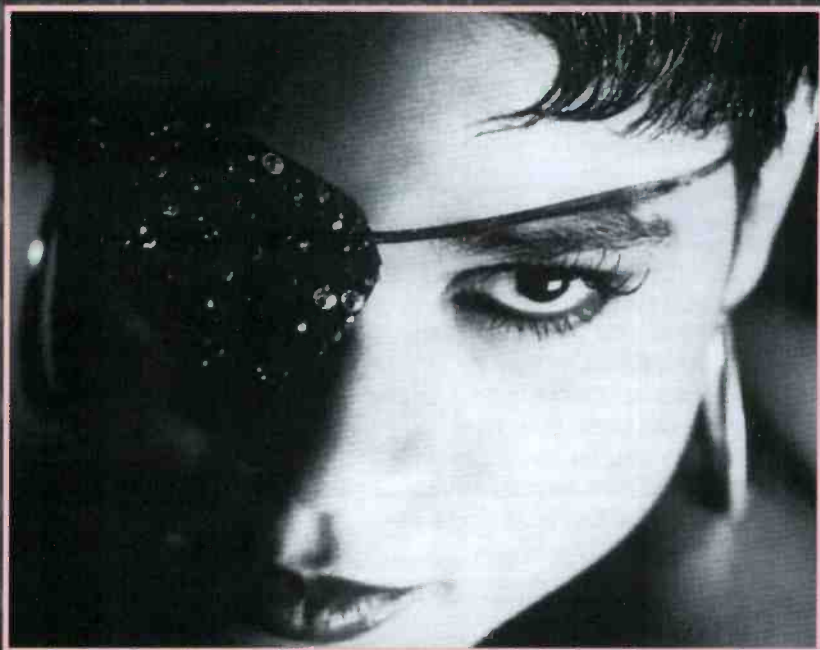
**Fax Your**
**BY TUESDAY AT 5 PM (PACIFIC TIME)**
**CALL 818 846 9870**

**BDS Over 800 Spins!**  
**#1 Billboard Club Record!**  
**Top 10 Billboard Club Sales!**

**SoundScan National  
 Singles Moves 105-88\***

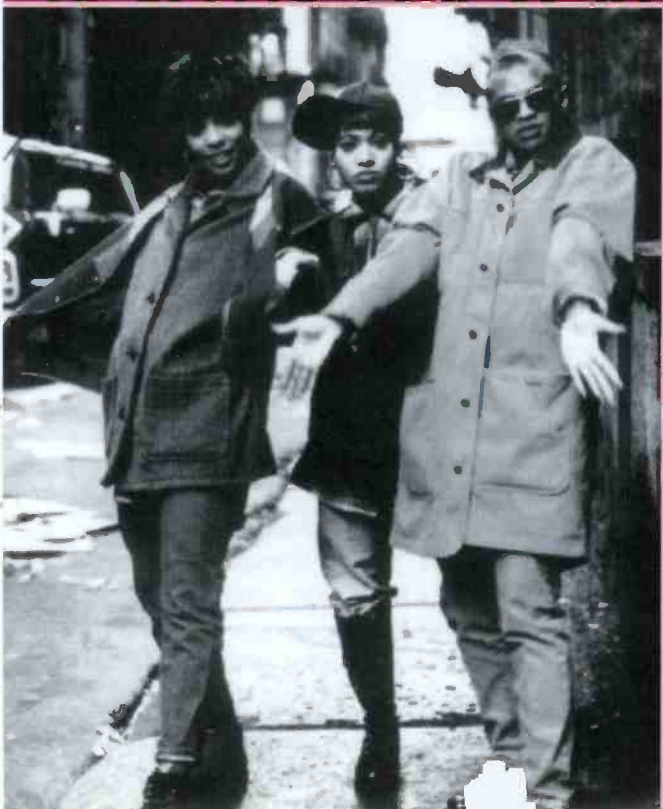
**Adds This Week Include Q99!**

<b>WHYT #6*</b>	<b>WPOW 8-6*</b>
<b>KTFM 7-6*</b>	<b>WKSE 7-6*</b>
<b>Y100 9-7*</b>	<b>KISF 16-9*</b>
<b>KS104 11-10*</b>	<b>Star 94 14-11*</b>
<b>KPLZ 21-18*</b>	<b>Hot 97.7 23-21*</b>
<b>WXXL 24-21*</b>	<b>WKSS #21*</b>
<b>92Q 29-23*</b>	<b>KSOL 25-23*</b>
<b>TIC-FM #24*</b>	<b>G105 #26*</b>
	<b>WWKX #29*</b>



**gabrielle**  
*dreams*

**salt-n-pepa "shoop"**



**Salt-N-Pepa "Shoop"**

**THE NETWORK D -34\***

**TV Stress Rotation!**

**BDS Over 1200 Detections! Up 354 To 1210 Total Plays!**  
**Rhythm/Crossover Chart Moves 20-12\***  
**SoundScan Single Sales 7-6\***

**Power 106 Add!**  
**KUBE Add!**  
**WZPL Add At 34\***  
**92Q 12-7\***  
**KTFM 10-9\***  
**KMEL 15-12\***  
**Kiss 108 23-15\***  
**Hot 97.7 #20\***  
**Q102 28-24\***

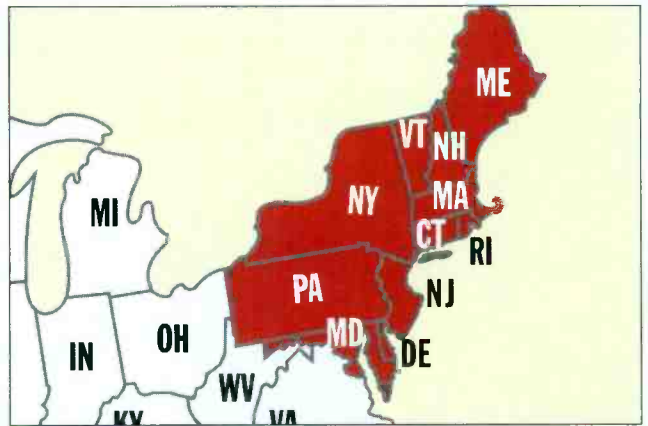
**KISF Add!**  
**KBXX Add At 16\***  
**WHYT 5-3\***  
**WJMN 10-9\***  
**KGCI 18-10\***  
**KSOL 18-13\***  
**WPGC 28-17\***  
**KZHT 27-22\***  
**WWHT D-25\***

**WPOW Add!**  
**WKSS Add At 31\***  
**WHHH 5-4\***  
**WJMO 20-9\***  
**WWKX 11\***  
**B96 16-14\***  
**KS104 19\***  
**Power Pig 26-23\***  
**B94 29-27\***



**N O R T H E A S T**

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	<b>MEAT LOAF.</b> I'd Do Anything For Love (But I Won't Do That)	21	44.5	<b>935</b>
2	<b>ACE OF BASE.</b> All That She Wants	17	47.8	<b>813</b>
3	<b>BLIND MELON.</b> No Rain	20	37.9	<b>757</b>
4	<b>JANET JACKSON.</b> Again	19	39.8	<b>756</b>
5	<b>MARIAH CAREY.</b> Dreamlover	18	36.3	<b>654</b>
6	<b>BILLY JOEL.</b> The River Of Dreams	19	32.1	<b>609</b>
7	<b>DEF LEPPARD.</b> Two Steps Behind	17	34.4	<b>585</b>
8	<b>BRYAN ADAMS.</b> Please Forgive Me	19	29.3	<b>556</b>
9	<b>HADDAWAY.</b> What Is Love	13	42.1	<b>547</b>
10	<b>R.E.M.</b> Everybody Hurts	17	31.5	<b>536</b>
11	<b>MR. BIG.</b> Wild World	18	29.7	<b>535</b>
12	<b>PHIL COLLINS.</b> Both Sides Of The Story	20	23.3	<b>465</b>
13	<b>TONY TONI TONÉ.</b> Anniversary	16	28.9	<b>462</b>
14	<b>AEROSMITH.</b> Cryin'	16	28.8	<b>460</b>
15	<b>MARIAH CAREY.</b> Hero	19	22.9	<b>435</b>
16	<b>TONI BRAXTON.</b> Another Sad Love Song	13	32.5	<b>422</b>
17	<b>STING.</b> Nothing 'Bout Me	13	29.2	<b>379</b>
18	<b>SPIN DOCTORS.</b> Jimmy Olsen's Blues	15	24.5	<b>367</b>
19	<b>SWV.</b> Right Here/Human Nature	12	29.6	<b>355</b>
20	<b>LISA KEITH.</b> Better Than You	11	32.3	<b>355</b>
21	<b>JANET JACKSON.</b> If	12	29.4	<b>353</b>
22	<b>INNER CIRCLE.</b> Sweat (A La La La La Long)	11	31.6	<b>348</b>
23	<b>ROD STEWART.</b> Reason To Believe	14	24.6	<b>344</b>
24	<b>RED HOT CHILI PEPPERS.</b> Soul To Squeeze	12	28.6	<b>343</b>
25	<b>GIN BLOSSOMS.</b> Hey Jealousy	12	26.0	<b>312</b>


**NORTHEAST REGIONAL ANALYSIS**

• Meat Loaf ups his total plays per week from 745 last week to 935 this week, and remains this region's most-played song. Ace Of Base remains hot (up from 6th last week to 2nd this week). Also gaining rotations in this area are Janet Jackson "Again" (7th to 4th), Haddaway (14th to 9th), Phil Collins (33rd to 12th) and Mariah Carey "Hero" (32nd to 15th).

• Up-and-comers in the Northeast include Billy Joel (#26 with an average 20.7 PPW), Zhane' (#29 with an average 27.0 PPW), Tevin Campbell (#30 with an average 22.0 PPW), Xscape (#32 with an average 20.7 PPW), Gabrielle (#37 with an average 24.6 PPW), Jody Watley (#42 with an average 20.3 PPW) and Color Me Badd (#43 with an average 26.0 PPW).

**S O U T H**

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	<b>MEAT LOAF.</b> I'd Do Anything For Love (But I Won't Do That)	19	42.9	<b>815</b>
2	<b>ACE OF BASE.</b> All That She Wants	20	34.9	<b>697</b>
3	<b>JANET JACKSON.</b> Again	18	36.3	<b>654</b>
4	<b>BLIND MELON.</b> No Rain	18	34.9	<b>628</b>
5	<b>TONI BRAXTON.</b> Another Sad Love Song	17	34.7	<b>590</b>
6	<b>LISA KEITH.</b> Better Than You	18	32.2	<b>580</b>
7	<b>DEF LEPPARD.</b> Two Steps Behind	17	33.9	<b>577</b>
8	<b>MARIAH CAREY.</b> Dreamlover	16	35.6	<b>569</b>
9	<b>HADDAWAY.</b> What Is Love	17	33.3	<b>566</b>
10	<b>BRYAN ADAMS.</b> Please Forgive Me	18	29.9	<b>538</b>
11	<b>R.E.M.</b> Everybody Hurts	17	30.2	<b>513</b>
12	<b>BILLY JOEL.</b> The River Of Dreams	16	30.8	<b>492</b>
13	<b>INNER CIRCLE.</b> Sweat (A La La La La Long)	15	30.9	<b>463</b>
14	<b>MARIAH CAREY.</b> Hero	18	21.2	<b>382</b>
15	<b>MR. BIG.</b> Wild World	14	27.3	<b>382</b>
16	<b>RICK ASTLEY.</b> Hopelessly	12	31.8	<b>382</b>
17	<b>TEARS FOR FEARS.</b> Break It Down Again	14	27.1	<b>380</b>
18	<b>PHIL COLLINS.</b> Both Sides Of The Story	16	22.8	<b>365</b>
19	<b>STING.</b> Nothing 'Bout Me	15	23.6	<b>354</b>
20	<b>ROD STEWART.</b> Reason To Believe	13	27.2	<b>353</b>
21	<b>SWV.</b> Right Here/Human Nature	12	29.3	<b>352</b>
22	<b>SOUL ASYLUM.</b> Runaway Train	14	24.0	<b>336</b>
23	<b>JOHN MELLENCAMP.</b> Human Wheels	13	25.0	<b>325</b>
24	<b>BILLY JOEL.</b> All About Soul	13	22.4	<b>291</b>
25	<b>TONY TONI TONÉ.</b> Anniversary	12	23.2	<b>278</b>


**SOUTH REGIONAL ANALYSIS**

• Meat Loaf also increases total plays in the South, up from 710 last week to 815 this week. Ace Of Base moves to 2nd here (up from 8th last week), just as it did in the Northeast. Additional titles increasing their rotations include Janet Jackson (9th to 3rd), Bryan Adams (19th to 10th), Mr. Big (20th to 15th) and Phil Collins (debut at 18 regionally).

• Songs breaking out in this region include Gabrielle (#34 with an average 23.7 PPW), 10,000 Maniacs (#35 with an average 20.5 PPW), Bee Gees (#36 with an average 16.5 PPW), Jimmy Cliff (#37 with an average 24.1 PPW), Taylor Dayne (#39 with an average 17.9 PPW) and Tevin Campbell (#40 with an average 17.3 PPW).

# INNER

## *“Rock With You”*

Top 20 SoundScan Sales Nationwide!

*The Follow Up To 2 Top 10 Hits!*

*Major Market Tour Kicks Off November 9th!*

*Going For Adds Monday November 1st!*

“Rock With You” Is Another Multiformat Hit  
From Inner Circle!

Exclusive North American Representation  
Bruce Garfield/The Garfield Group



# INTRO

## *“Come Inside”*

#1 URBAN!

**SOUNSCAN SINGLE SALES  
OVER 20,000 THIS WEEK!**

	Plays	SoundScan Single Sales
B96	25	#16*
WERQ	47	#12*
WJMN	89	#17*
WPGC	34	#12*
KMEL	25	#15*
WHYT	14	#14*
WLUM	78	#7*
WHHH	22	#17*
FM102	44	#17*

# LEMON HEADS

## “Into Your Arms”

**BUZZ BIN!**

99X Atlanta 2-1\*

Z100 New York 25-18\*

WIOQ Philadelphia 26-21\*

B97 New Orleans Add-30\*

WZPL Indianapolis Add-40\*

KRBE Houston Add!

**BREAKING BIG AT TOP 40,  
ALTERNATIVE, AND AOR!  
MAJOR MARKET TOUR KICKS OFF  
NOVEMBER 7TH!**

Don't Miss Lemonheads Friday November 5th  
On The Tonight Show With Jay Leno!

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

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	ACE OF BASE. All That She Wants	24	42.2	1012
2	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	19	52.9	1005
3	JANET JACKSON. Again	23	42.2	970
4	BLIND MELON. No Rain	20	44.8	895
5	HADDAWAY. What Is Love	23	34.6	795
6	TONI BRAXTON. Another Sad Love Song	19	40.5	769
7	DEF LEPPARD. Two Steps Behind	18	40.2	723
8	MARIAH CAREY. Dreamlover	16	43.8	701
9	BILLY JOEL. The River Of Dreams	15	41.5	623
10	INNER CIRCLE. Sweat (A La La La La Long)	15	40.9	614
11	TONY TONI TONÉ. Anniversary	21	28.7	602
12	LISA KEITH. Better Than You	16	37.6	601
13	JOHN MELLENCAMP. Human Wheels	17	34.9	593
14	SWV. Right Here/Human Nature	16	36.1	578
15	R.E.M. Everybody Hurts	19	29.3	557
16	BRYAN ADAMS. Please Forgive Me	16	30.9	495
17	MR. BIG. Wild World	15	31.5	473
18	PHIL COLLINS. Both Sides Of The Story	16	24.8	397
19	AEROSMITH. Cryin'	14	27.9	390
20	STING. Nothing 'Bout Me	14	27.5	385
21	MARIAH CAREY. Hero	17	22.5	382
22	TONY TONI TONÉ. If I Had No Loot	11	34.2	376
23	TEARS FOR FEARS. Break It Down Again	13	28.6	372
24	SPIN DOCTORS. Jimmy Olsen's Blues	15	24.3	364
25	UB40. Can't Help Falling In Love	12	29.8	357

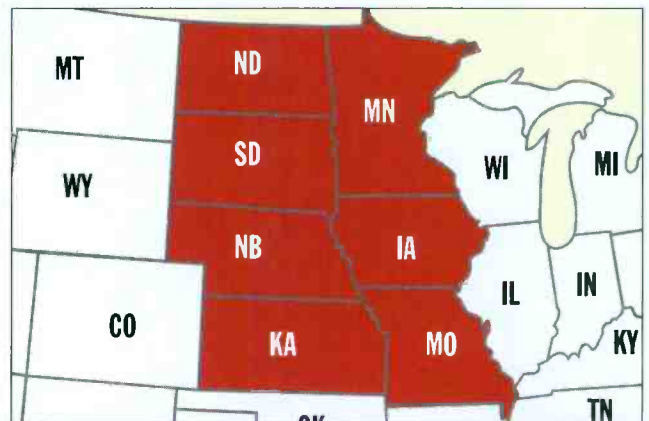


### GREAT LAKES REGIONAL ANALYSIS

- Ace Of Base storms to the top of the Great Lakes regional plays-per-week chart with 1,012 total plays, up from 806 last week. Meat Loaf slips to 2nd, but actually increases airplay significantly (1,005 total regional plays, up from 902 last week). Also moving up are Haddaway (12th to 5th), Mariah Carey (32nd to 21st) and Spin Doctors (31st to 24th).
- Outside the Top 25, the hottest regional records include Tevin Campbell (#26 with an average 26.8 PPW), Rick Astley (#30 with an average 29.5 PPW), Xscape (#34 with an average 32.9 PPW), Zhane' (#36 with an average 29.1 PPW), Jimmy Cliff (#37 with an average 22.6 PPW), Taylor Dayne (#38 with an average 20.4 PPW) and Hi-Five (#42 with an average 23.9 PPW).

## M I D W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	20	46.2	923
2	BLIND MELON. No Rain	20	45.9	917
3	ACE OF BASE. All That She Wants	20	45.2	904
4	JANET JACKSON. Again	20	44.8	895
5	R.E.M. Everybody Hurts	20	33.6	671
6	DEF LEPPARD. Two Steps Behind	16	40.3	644
7	HADDAWAY. What Is Love	19	30.6	582
8	TONY TONI TONÉ. Anniversary	17	31.1	529
9	BILLY JOEL. The River Of Dreams	15	34.7	521
10	AEROSMITH. Cryin'	19	27.1	515
11	MARIAH CAREY. Dreamlover	14	36.6	513
12	JOHN MELLENCAMP. Human Wheels	16	31.6	506
13	TONI BRAXTON. Another Sad Love Song	15	33.0	495
14	MR. BIG. Wild World	15	32.3	484
15	BRYAN ADAMS. Please Forgive Me	17	27.2	463
16	SWV. Right Here/Human Nature	16	26.9	430
17	STING. Nothing 'Bout Me	16	26.3	421
18	SPIN DOCTORS. Jimmy Olsen's Blues	17	24.1	410
19	PHIL COLLINS. Both Sides Of The Story	15	26.5	398
20	LISA KEITH. Better Than You	13	30.2	392
21	MARIAH CAREY. Hero	14	27.4	383
22	RED HOT CHILI PEPPERS. Soul To Squeeze	14	27.1	379
23	PRINCE. Pink Cashmere	13	25.2	328
24	INNER CIRCLE. Sweat (A La La La La Long)	11	27.5	302
25	JIMMY CLIFF. I Can See Clearly Now	12	25.0	300



### MIDWEST REGIONAL ANALYSIS

- Meat Loaf moves up from 2nd to become the Midwest's most-played song this week. Blind Melon slips to #2, but actually increases in total plays from 843 to 917. Other hot regional songs are R.E.M. (8th to 5th), Haddaway (13th to 7th), Bryan Adams (25th to 15th), Spin Doctors (20th to 18th) and Mariah Carey (30th to 21st).
- Off the regional chart, the hottest titles include Tevin Campbell (#31 with an average 26.2 PPW), Taylor Dayne (#32 with an average 24.8 PPW), 4 Non Blondes (#33 with an average 27.4 PPW), The Cranberries (#35 with an average 20.9 PPW), Xscape (#37 with an average 37.2 PPW), Hi-Five (#38 with an average 21.9 PPW) and Bee Gees (#41 with an average 29.6 PPW).

sometimes  
forever isn't  
long enough

"endlessly"

Dino "Endlessly"

WKRZ Wilkes-Barre Add!  
WDBR Springfield Add!  
WYYS Ithaca Add!  
WTLQ Wilkes Barre Add!

More Spins!

KKFR Phoenix 9-8\*  
Power Pig Tampa 17-14\*  
B96 Chicago 26-15\*  
Kiss 108 Boston 30-26\*  
WKBQ St Louis 31-27\*  
WZPL Indianapolis 40-35\*

KHTN Modesto 20-15\*  
KLUC Las Vegas 18-15\*  
WKSE Buffalo 23-21\*  
WPXY Rochester 25-23\*  
WGTZ Dayton 29-26\*  
And Many More!

the follow-up  
to the smash  
"ooh child"

dino

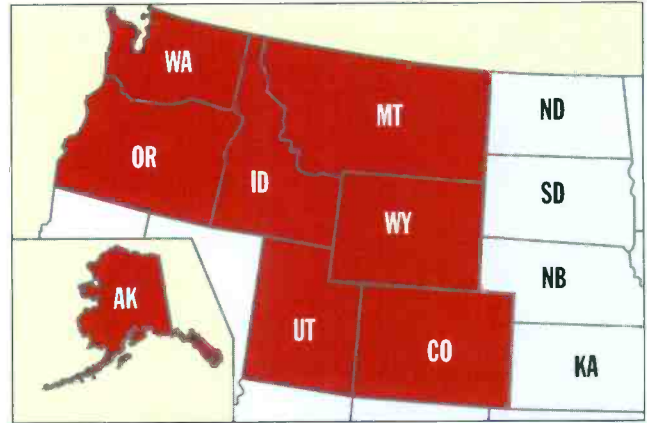
off his eastwest debut album  
**THE WAY I AM**  
produced by dino for onid productions, inc.  
management: steve g. management, inc.

THE ATLANTIC GROUP  
division of atlantic recording corporation  
© 1993 atlantic recording corp. a time warner company



**NORTHWEST/ROCKIES**

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	JANET JACKSON. Again	17	44.7	760
2	ACE OF BASE. All That She Wants	17	43.5	739
3	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	16	42.8	685
4	BLIND MELON. No Rain	16	40.1	641
5	TONI BRAXTON. Another Sad Love Song	15	36.6	549
6	R.E.M. Everybody Hurts	15	35.2	528
7	BRYAN ADAMS. Please Forgive Me	15	34.1	511
8	HADDAWAY. What Is Love	14	35.6	499
9	LISA KEITH. Better Than You	14	33.7	472
10	MR. BIG. Wild World	12	37.5	450
11	MARIAH CAREY. Dreamlover	12	35.5	426
12	BILLY JOEL. The River Of Dreams	15	28.4	426
13	DEF LEPPARD. Two Steps Behind	14	30.4	425
14	TONY TONI TONÉ. Anniversary	15	27.3	410
15	PHIL COLLINS. Both Sides Of The Story	12	30.8	369
16	MARIAH CAREY. Hero	13	27.9	363
17	PRINCE. Pink Cashmere	12	30.2	362
18	JOHN MELLENCAMP. Human Wheels	10	34.9	349
19	SWV. Right Here/Human Nature	12	28.6	343
20	RED HOT CHILI PEPPERS. Soul To Squeeze	13	26.4	343
21	AEROSMITH. Cryin'	11	29.6	326
22	STING. Nothing 'Bout Me	12	26.7	320
23	TEVIN CAMPBELL. Can We Talk	12	26.6	319
24	JIMMY CLIFF. I Can See Clearly Now	12	23.8	285
25	SPIN DOCTORS. Jimmy Olsen's Blues	11	25.3	278

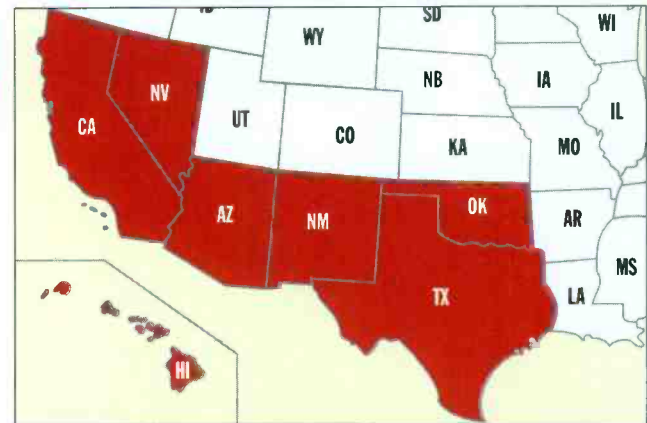

**NORTHWEST/ROCKIES REGIONAL ANALYSIS**

• Janet Jackson holds on to the top spot in the Northwest while increasing total plays from 648 to 760. Ace Of Base moves up to the 2nd most-played song regionally, up from 3rd last week. Additionally Bryan Adams (14th to 7th), Mr. Big (16th to 10th), Tony Toni Toné (19th to 14th) and Jimmy Cliff (31st to 24th) are gaining new rotations.

• Outside the Top 25, this areas biggest gainers include Expose (#28 with an average 21.9 PPW), Billy Joel "All About Soul" (#29 with an average 21.8 PPW), Taylor Dayne (#32 with an average 25.1 PPW), Jody Watley (#35 with an average 21.2 PPW), 4 Non Blondes (#36 with an average 31.5 PPW) and Gabrielle (#38 with a regional average of 22.5 PPW).

**W E S T**

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	JANET JACKSON. Again	19	46.8	889
2	ACE OF BASE. All That She Wants	19	43.4	824
3	MARIAH CAREY. Dreamlover	14	42.6	596
4	BLIND MELON. No Rain	14	38.3	536
5	TEVIN CAMPBELL. Can We Talk	17	30.8	524
6	HADDAWAY. What Is Love	13	38.9	506
7	ZHANE'. Hey Mr. D.J.	15	33.7	505
8	SWV. Right Here/Human Nature	14	35.5	497
9	TONY TONI TONÉ. Anniversary	16	30.8	493
10	XSCAPE. Just Kickin' It	12	40.7	488
11	MEAT LOAF. I'd Do Anything For Love (But I Won't Do That)	13	36.6	476
12	TONI BRAXTON. Another Sad Love Song	14	33.2	465
13	INNER CIRCLE. Sweat (A La La La La Long)	10	42.2	422
14	MARIAH CAREY. Hero	16	21.4	342
15	BRYAN ADAMS. Please Forgive Me	13	25.7	334
16	LISA KEITH. Better Than You	10	33.3	333
17	DEF LEPPARD. Two Steps Behind	8	41.3	330
18	JODECI. Lately	8	38.3	306
19	JANET JACKSON. If	9	33.7	303
20	2PAC. I Get Around	6	49.0	294
21	BIG DADDY KANE. Very Special	7	40.7	285
22	MR. BIG. Wild World	9	30.1	271
23	SHAI. Baby I'm Yours	9	29.7	267
24	R.E.M. Everybody Hurts	8	29.5	236
25	SNOOP DOGGY DOG. What's My Name?	6	38.8	233


**WEST REGIONAL ANALYSIS**

• Janet Jackson moves to the top of the West's plays-per-week regional chart this week. Ace Of Base slips to 2nd while increasing total plays from 700 to 824. Other region gainers include Tevin Campbell (18th to 5th), Zhane' (14th to 7th), Xscape (21st to 10th), Mariah Carey "Hero" (20th to 14th) and Snoop Doggy Dog (debuting at 25 out-of-the-box).

• Songs breaking out of this region include Jody Watley (#26 with an average 20.8 PPW), Spin Doctors (#29 with an average 23.7 PPW), Color Me Badd (#30 with an average 23.2 PPW), Toni Braxton "Breathe Again" (#31 with an average 25.8 PPW), Gabrielle (#32 with an average 28.9 PPW) and Expose (#36 with an average 24.1 PPW).

PPW Regional Analysis By Pat Gillen



from the  
upcoming  
film



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

# HI-FIVE

*"Never Should've Let You Go"*



**Moves 36-29\*!**

**More Believers!**

WHYT Detroit  
WHOT Youngstown  
WPXR Quad-Cities  
And More!

Hot 97 New York  
WIFC Wausau  
WAYV Atlantic City

FM102 Sacramento  
JET-FM Erie  
WBPR Myrtle Beach

KZHT Salt Lake City  
WMMZ Gainesville  
WRKY Stubenville

## Hi-Five These Rotations!

KBXX Houston 8-7\*  
WAQQ Charlotte 19-10\*  
WHHH Indianapolis 15-13\*  
92Q Baltimore 19-16\*  
PRO FM Providence 21-20\*  
KWIN Stockton 9-7\*  
WKZW Peoria 21-14\*  
KRQ Tucson 25-18\*  
WBBO Greenville 32-27\*

WWKX Providence 15-8\*  
KKFR Phoenix 12-10\*  
KTFM San Antonio 14-13\*  
Q102 Philadelphia 20-18\*  
Kiss 108 Boston 29-24\*  
KHTN Modesto 10-9\*  
KZFM Corpus Christi 19-16\*  
WGTZ Dayton 26-21\*

Power Pig Tampa 14-8\*  
KDWB Minneapolis 15-13\*  
KMEL San Francisco 17-14\*  
KPLZ Seattle 22-19\*  
Z90 San Diego 30-25\*  
CK105 Flint 16-12\*  
KQMQ Honolulu 23-17\*  
WFHN New Bedford 29-22\*

# RETAIL SALES

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	ARTIST/TITLE	LABEL
◆DEBUT	1		PEARL JAM. Vs.	Epic
	1	2	NIRVANA. In Utero	DGC
	2	1	3 MEAT LOAF. Bat Out Of Hell II: Back Into Hell	MCA
◆DEBUT	4		RUSH. Counterparts	Anthem/Atlantic/AG
	6	5	5 TONI BRAXTON. Toni Braxton	LaFace/Arista
	3	3	6 MARIAH CAREY. Music Box	Columbia
	9	7	7 BILLY JOEL. River Of Dreams	Columbia
	10	8	8 JANET JACKSON. Janet	Virgin
—	15	9	VARIOUS ARTISTS. Common Thread: The Songs Of The Eagles.	Giant
	16	11	10 JUDGMENT NIGHT. Soundtrack	Immortal/Epic Soundtrax
	7	9	11 BLIND MELON. Blind Melon	Capitol
	13	13	12 SMASHING PUMPKINS. Siamese Dream	Virgin
	4	4	13 SPICE 1. 187 He Wrote	Jive
	8	6	14 DEF LEPPARD. Retro Active	Mercury
◆DEBUT	15		EAZY-E. It's On (Dr. Dre 187) Killa	Ruthless/Relativity
	19	18	16 THE CRANBERRIES. Everybody Else Is Doing It So Why Can't We	Island/PLG
	12	12	17 STONE TEMPLE PILOTS. Core	Atlantic/AG
	21	20	18 WHITE ZOMBIE. La Sexorcisto: Devil Music	Geffen
	5	10	19 GEORGE STRAIT. Easy Come Easy Go	MCA Nashville
—	29	20	20 XSCAPE. Hummin Comin At Cha'	So So Def/Columbia
	18	21	21 REBA McENTIRE. Greatest Hits Volume Two	MCA Nashville
	33	23	22 PEARL JAM. Ten	Epic
	14	17	23 MELISSA ETHERIDGE. Yes I Am	Island/PLG
	17	19	24 CYPRESS HILL. Black Sunday	Ruffhouse/Columbia
	11	14	25 GARTH BROOKS. In Pieces	Liberty
	20	16	26 PET SHOP BOYS. Very	EMI/ERG
	23	24	27 SLEEPLESS IN SEATTLE. Soundtrack	Epic Soundtrax
◆DEBUT	28		ERICK SERMON. No Pressure	Def Jam/ral/Chaos/Columbia
	15	22	29 JOHN MELLENCAMP. Human Wheels	Mercury
	25	25	30 BABYFACE. For The Cool In You	Epic
	27	28	31 AEROSMITH. Get A Grip	Geffen
◆DEBUT	32		SALT-N-PEPA. Very Necessary	London/Next Plateau/PLG
	28	30	33 DR. DRE. The Chronic	Death Row/Interscope/AG
	22	26	34 UB40. Promises And Lies	Virgin
	29	32	35 TONY TONI TONÉ. Sons Of Soul	Wing/Mercury
◆DEBUT	36		2 PAC. Strictly 4 My N.I.G.G.A.Z..	Interscope/AG
	34	34	37 AARON HALL. The Truth	Silas
◆DEBUT	38		THE LEMONHEADS. Come On Feel The Lemonheads	Atlantic/AG
◆DEBUT	39		TOOL. Undertow	Zoo
—	40	40	KRS-ONE. Return Of The Boom Bap	Jive

## IN STORE PLAY

1.	Pearl Jam, Vs.	Epic
2.	Concrete Blonde, Mexican Moon	Capitol/IRS
3.	Buffalo Tom, Big Red Letter Day	Beggars Banquet/EastWest/AG
4.	Rush, Counterparts	Anthem/Atlantic/AG
5.	The Lemonheads, Come On Feel The Lemonheads	Atlantic/AG
6.	Nirvana, In Utero	DGC
7.	The Breeders, Last Splash	4AD/Elektra
8.	Meat Loaf, Bat Out Of Hell II: Back Into Hell	MCA
9.	Mazzy Star, So Tonight That I Might See	Capitol
10.	The Afghan Whigs, Gentlemen	Elektra

# BEST BUYS

\$\$\$\$\$\$\$\$

## BUFFALO TOM

*Big Red Letter Day*

(BEGGARS BANQUET/EASTWEST/AG)

Buffalo Tom is having more than one *Big Red Letter Day*, since it was released in late September. Already, with the assistance of the bittersweet, "instant-listen" lead single, "Sodajerker," they have rapidly claimed coveted ground at Alternative and considering the acts that are topping Alternative radio currently, Buffalo Tom should be mighty proud! *Big Red Letter Day* is the fourth release for this Boston trio, who started out back in '89 on STT/Megadisc Records with an admittedly strong emphasis on loud guitars. Now, the evolution has included softening (but not denying) their sound with the vibe and feel of current co-producers The Robb Brothers (Lemonheads). The appeal of these three guys is the obvious: DAMN GOOD MUSIC, sensitive lyrics that maintain a lot of integrity and a powerful and pleasing "energy/melody" delivery. Their track, "Merry Go Round," on the *Sweet Relief* benefit release, is another fine example of the ease of their interpretation. Be sure to catch them currently on tour headlining with Bettie Serveert and the Verlaines through November. Buffalo Tom - remember their name and memorize their music; it's going to become a part of you forever.

- Holly Sharpe

## ALSO NEW

### PEARL JAM

*Vs.* (Epic)

### HARRY CONNICK, JR.

*When My Heart Finds Christmas* (Columbia)

### SALT-N-PEPA

*Very Necessary* (London/Next Plateau/PLG)

### THE CURE

*Paris* (Elektra)

### ACE OF BASE

*Happy Nation* (Arista)

### CONCRETE BLONDE

*Mexican Moon* (Capitol)

**10,000 MANIACS**

"BECAUSE THE NIGHT (FROM MTV'S UNPLUGGED)"

WNVZ Norfolk Add!  
KS104 Denver Add!  
And 35 Others!

99X Atlanta 15-4\*  
Star 94 Atlanta 19-9\*  
KIIS Los Angeles 29-22\*  
B97 New Orleans 29-25\*  
And Others!

KROQ Los Angeles 6-5\*  
Z100 New York D-22\*  
WAQQ Charlotte 27-23\*  
WKBQ St Louis D-31\*



## GO WEST

The new single from the album **VERY** Pet Shop Boys

Produced by Pet Shop Boys. U.S. Representation: Arma Andon for Andon Artists.



©1993 EMI Records, a division of the EMI Records Group

## BREAKOUT

**JIMMY CLIFF** .....120/20  
 "I Can See Clearly Now" (Chaos)

**MAJOR MOVES:** WAQQ(26-21), KUTQ(23-16), XHTZ(29-24), WKCI(27-23), WABB(22-19), WAPI(23-14).

**NEW ADDS:** KDWB, WNTQ, WPXY, WRCK, WKRZ, WSTW, WIXX, WAEB, WHTO, WRKY, WCIR.

Very familiar to older demographics while refreshing and hip with younger age groups, the remake shows continued growth across the board. Another strong performance grants this hit breakout status before it debuts next week on *The Network Forty* chart.

## BREAKOUT

**EXPOSE** .....115/9  
 "As Long As I Can Dream" (Arista)

**MAJOR MOVES:** KTFM(8-5), KKFR(21-16), WFLY(32-27), WNTQ(33-26), WRCK(37-33), WHHY(25-20).

**NEW ADDS:** WPRO, WFLZ, WAQQ, WZPL, WYHY, WVSR, WBNQ, WFHT, KGGG.

Following in the tracks of the Top 5 smash "I'll Never Get Over You Getting Over Me," Expose has done it again. Picking up momentum in every geographic region, this Diane Warren written classic should be the ninth Top 10 chartbuster for the Miami based trio.

**10,000 MANIACS** .....113/37  
 "Because The Night (From MTV's *Unplugged*)" (Elektra)

**MAJOR MOVES:** WSTR(19-9), WAQQ(27-23), WEZB(29-25), KIIS(29-22), WYCR(25-19), WHHY(30-15).

**NEW ADDS:** WNVZ, KQKS, WNTQ, WRCK, WSTW, WXLK, WIXX, WMEE, WAOA, WAEB.

**COLOR ME BADD** .....110/26  
 "Time And Chance" (Giant/Reprise)

**MAJOR MOVES:** WXKS(26-20), WBBM(29-24), WFLZ(28-13), WJMO(22-19), WHHH(26-23), WWHT(22-17).

**NEW ADDS:** WIOQ, KDWB, KZHT, KSFM, WFHN, WNNK, WKZW, WZYP, WDCC, WDJX.

**CLIVE GRIFFIN** .....105/9  
 "Commitment Of The Heart" (550 Music)

**MAJOR MOVES:** WNVZ(24-21), KPLZ(17-14), WRCK(40-36), WQGN(33-30), WNNK(29-23), WHHY(28-25).

**NEW ADDS:** KKRD, WOVV, WAZY, WPRR, WKHQ, WFKS, WINQ, WTLQ, KLBQ.

## BREAKOUT

**THE CRANBERRIES** .....98/27  
 "Linger" (Island/PLG)

**MAJOR MOVES:** WHTZ(18-15), KRBE(7-4), KUTQ(30-22), KIIS(26-19), WZEE(26-22).

**NEW ADDS:** WXKS, KISF, WAQQ, WKRZ, KKRD, WHHY, WMMZ, WXXL, WBBO, KJYO.

Crossing a unique melodic sound to Mainstream radio, the timing couldn't be better for this Irish quartet. After a tremendous run on *The Network Forty X* chart, The Cranberries splash into Top 40 with huge success. Currently receiving enormous exposure touring with Duran Duran.

**JODY WATLEY** .....92/9  
 "Your Love Keeps Working On Me" (MCA)

**MAJOR MOVES:** WFLZ(24-21), WHHH(23-20), WFHN(32-26), WWCK(37-29), KWIN(19-15), WYYS(39-35).

**NEW ADDS:** WZPL, WOVV, KZIO, KQIZ, KGOT, KCPJ, WILN, KLBQ, KJYK.

**GABRIELLE** .....81/5  
 "Dreams" (Go! Discs/London/PLG)

**MAJOR MOVES:** WERQ(29-23), KISF(16-9), WSTR(14-11), WFHN(24-15), WNTQ(28-23), WPST(15-11).

**NEW ADDS:** KUTQ, KFRX, KIOK, WWWQ, KIMN.

**U2** .....76/2  
 "Lemon" (Island/PLG)

**MAJOR MOVES:** WPST(18-15), WDCC(16-13), WGLU(26-20), KAYI(25-22), KJYO(28-21), KISR(17-12).

**NEW ADDS:** WKHI, WAYV.

## BREAKOUT

**ELTON JOHN & KIKI DEE** .....71/71  
 "True Love" (MCA)

**NEW ADDS:** WKBQ, WSTR, KKLQ, WFLY, WERZ, WFHN, WNTQ, WQGN, WSTW, WHHY.

We've come a long way from the "bigger than life glasses and '70's Elton John attire. However, music from this superstar has kept him in the spotlight for three decades. Originally performed by Cole Porter, but rejuvenated by the duo which brought us a #1 song in 1976, this ballad is primed for airplay at your station.

**UB40** .....71/23  
 "Higher Ground" (Virgin)

**MAJOR MOVES:** KKLQ(18-15), WAPE(29-24), WMMZ(28-22), KAYI(36-31), KWZN(13-9), KLYV(28-21).

**NEW ADDS:** KKFR, XHTZ, WERZ, WFHN, WRCK, WKSS, WQGN, KQKQ, WABB, WGTZ.

**CULTURE BEAT** .....69/35  
 "Mr. Vain" (550 Music)

**MAJOR MOVES:** WXKS(21-18), KDWB(30-26), WPOW(33-30), KPLZ(25-21), WKSE(26-18), WTIC(30-27).

**NEW ADDS:** WXXK, WBBM, WKBQ, WSTR, WFLZ, WWHT, WEZB, KIIS, KHQT, WFLY.

**LONNIE GORDON** .....58/4  
 "Happenin' All Over Again" (SBK/ERG)

**MAJOR MOVES:** WSTR(22-19), WHHH(25-22), KRBE(22-12), WIXX(32-26), KHFI(23-19), WAYV(35-30).

**NEW ADDS:** WERZ, WKHI, WMMZ, WYAV.

**DINO** .....57/4  
 "Endlessly" (EastWest)

**MAJOR MOVES:** WXKS(30-26), WBBM(26-15), WKBQ(31-27), WFLZ(17-14), WZPL(40-35), KHTN(20-15).

**NEW ADDS:** WKRZ, WYYS, WDBR, WTLQ.

**MATTHEW SWEET** .....55/4  
 "Time Capsule" (Zoo)

**MAJOR MOVES:** WAAL(26-22), WKRZ(39-33), KQKQ(26-23), WZAT(28-23), WBBQ(35-32), KTUX(26-21).

**NEW ADDS:** WRCK, WYCR, WRKY, WZOQ.

**THE LEMONHEADS** .....53/15  
 "Into Your Arms" (Atlantic/AG)

**MAJOR MOVES:** WHTZ(25-18), WKRQ(26-21), WZAT(37-33), WHOB(26-17), WNNX(4-2), WENZ(30-15).

**NEW ADDS:** WZPL, WEZB, KRBE, WNNK, WAOA, WMMZ, WDCC, WGLU, WBNQ, KFRX.

**SNOOP DOGGY DOG** .....51/31  
 "What's My Name?" (Death Row/Interscope/AG)

**MAJOR MOVES:** WLUM(10-10), WHHH(16-16), WHYI(9-5), KBXX(23-14), KKFR(20-13), KPWR(9-1).

**NEW ADDS:** WQHT, WJMN, WERQ, WPGC, WLUM, WFLZ, WJMO, WHHH, WWHT, KTFM.

**BRIAN MCKNIGHT** .....48/8  
 "The Way Love Goes" (Mercury)

**MAJOR MOVES:** WERQ(30-27), KMEL(30-27), KKMG(32-29), WYYS(36-33), WHTO(34-31), KISR(38-31).

**NEW ADDS:** WBZL, WERZ, WKSS, WFHT, KHTY, KIOK, WJKC, WTWR.

**2PAC** .....46/13  
 "Keep Ya Head Up" (Interscope/AG)

**MAJOR MOVES:** WQHT(10-20), WIOQ(25-21), WERQ(17-17), WPGC(21-16), WLUM(19-16), WHHH(27-19).

**NEW ADDS:** WQHT, WWHT, WHYI, KKFR, KGGI, XHTZ, WKSS, WGTZ, KZFM, KKSS.

**JOEY LAWRENCE** .....41/1  
 "I Can't Help Myself" (Impact/MCA)

**MAJOR MOVES:** WKRZ(38-32), KLUC(21-19), KSMB(31-27), KISR(31-25), KHTY(26-23), KGOT(32-26).

**NEW ADDS:** WCIL.

**K7** .....38/3  
 "Come Baby Come" (Tommy Boy)

**MAJOR MOVES:** KISF(29-24), WHHH(20-17), KZHT(20-13), WKSE(22-14), WTIC(17-14), WOVV(27-19).

**NEW ADDS:** WPST, KBFM, WHJX.

**ZAPP & ROGER** .....37/10  
 "Slow And Easy" (Reprise)

**MAJOR MOVES:** WQHT(28-21), WPGC(29-22), WHYI(17-17), KKFR(17-17), KPWR(24-16), KMEL(25-21).

**NEW ADDS:** WXXK, WERQ, KTFM, KHQT, WKSE, KPSI, KFFM, WBSS, WHJX, KMXZ.

**TEARS FOR FEARS** .....33/32  
 "Goodnight Song" (Mercury)

**MAJOR MOVES:** WWKZ(39-32).

**NEW ADDS:** WKRO, WAAL, WPXY, WIXX, WIFC, WRFY, WZAT, WAOA, WNOK, WGLU.

**DRS** .....33/6  
 "Gangsta Lean" (Capitol)

**MAJOR MOVES:** WQHT(13-9), WIOQ(13-10), WERQ(21-10), WHHH(21-15), WHYI(10-7), KBXX(1-1).

**NEW ADDS:** WXXK, WFLZ, KPWR, KPRR, KBOS, KFFM.

**BELLY** .....28/25  
 "Gepetto" (Sire/Reprise)

**MAJOR MOVES:** KWOD(30-26).

**NEW ADDS:** WYCR, WIFC, WRFY, WZAT, WYKS, WBBO, WRQK, WWCK, KTUX, KIOC.

**Total Network Forty Reporting Stations:** 262

**Total Reports Received:** 260

**Did Not Report:** KISN, WKZL

**CONSENSUS PICK**

No Consensus Pick This Week

**BEST BETS**

Bobby Brown w/ Whitney Houston

"Something In Common" (MCA)

Inner Circle, "Rock With You" (Big Beat/Atlantic/AG)

**HANDICAPPER'S PICK**

Wendi Cermak

Pet Shop Boys, "Go West" (EMI/ERG)

**TEST TUBE BABY**

Whitney Houston, "Queen Of The Night,"

*The Bodyguard* Soundtrack (Arista)

**GUEST HANDICAPPER**

Wally McCarthy, PD WYYS, Ithaca

Culture Beat, "Mr. Vain" (550 Music)

Pet Shop Boys, "Go West" (EMI/ERG)

Paul Young, "Now I Know What Made Otis Blue"  
(MCA/Import)

**If you would like to be  
a guest handicapper,  
call The Network  
Forty TODAY!  
1.800.443.4001**

**PAST PERFORMANCE**

**Michael Bolton, "Said I Loved You...But I Lied" (Columbia)**

Last week's *Consensus Pick* is not only #1 most-added, but it debuts on the chart at #31\*. We guess that 167 stations aren't lying about this ballad being a hit.

**Elton John & Kiki Dee, "True Love" (MCA)**

Last week, our own Gerry Cagle chose this tune as his *Handicapper's Pick*. This week, it's #2 most-added with 71 total stations truly loving this duet.

**Toni Braxton, "Breathe Again" (LaFace/Arista)**

One of last week's *Best Bets* is #3 most-added this week, with 65 stations debuting this romantic love song on the chart at #30\*.

**10,000 Maniacs, "Because The Night" (from *MTV Unplugged*) (Elektra)**

Our *Consensus Pick* from 10/15 and *Guest Handicapper* KIIS-FM PD Jeff Wyatt's pick attracts 37 more stations and is #4 most-added this week.

**Billy Joel, "All About Soul" (Columbia)**

A *Best Bet* from 10/15 debuts on the chart this week at #28\*. A total of 160 stations show us what soul is.

**The Cranberries, "Linger" (Island/PLG)**

A *Best Bet* from 10/8 is #8 most-added this week as it picks up another 27 stations, giving it a total of 98 stations and setting it up to debut on our chart next week.

**Phil Collins, "Both Sides Of The Story" (Atlantic/AG)**

A *Best Bet* from 10/15 attracts another 25 stations this week, speeding it up the chart from #33 to #19\*. A total of 194 stations have told us their side of the story with this hit.

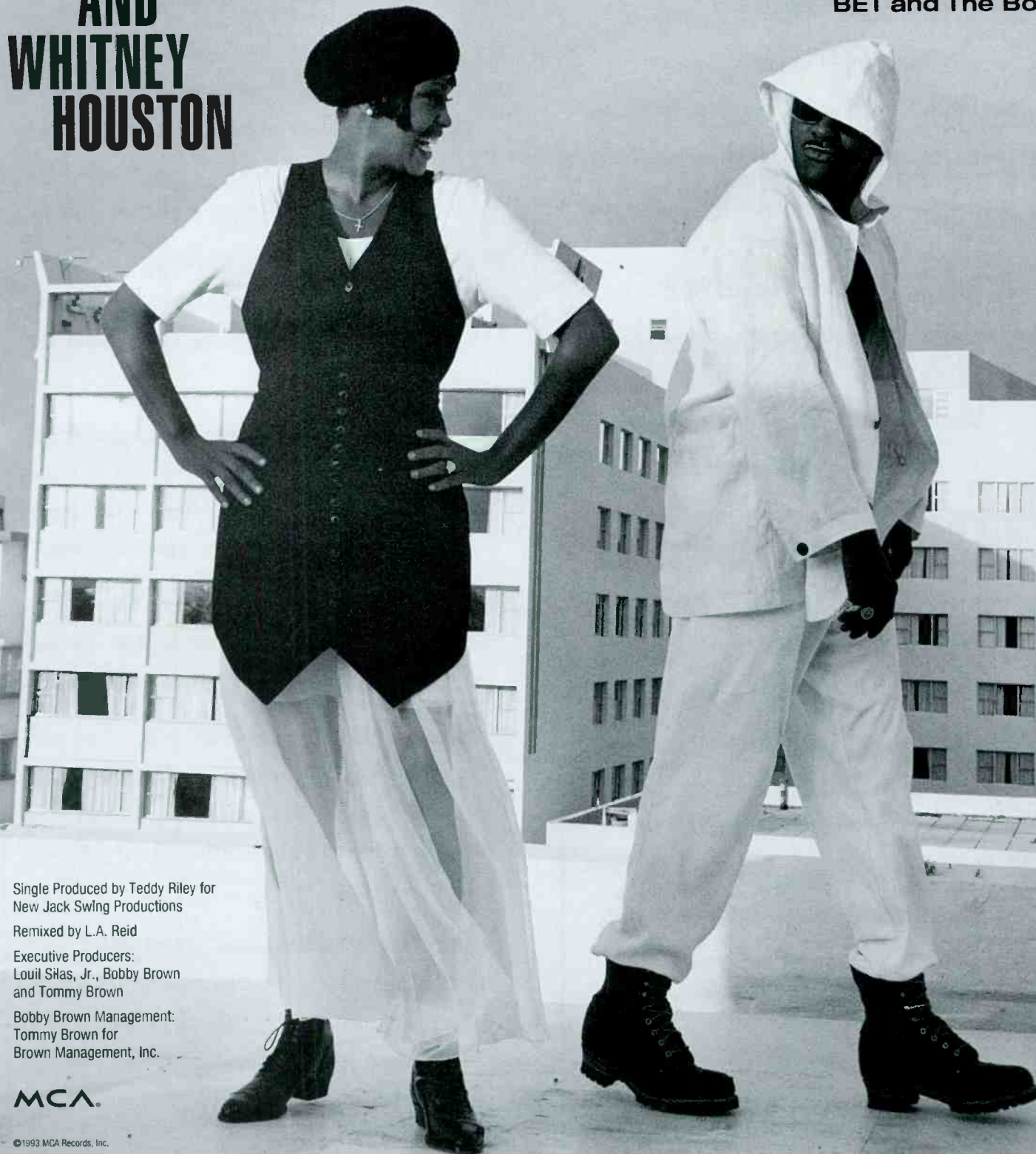
# SOMETHING IN COMMON

**BOBBY  
BROWN  
AND  
WHITNEY  
HOUSTON**

Why settle for  
just another single  
when you can  
have music's  
hottest couple?

The Promo Single  
and Video from  
the Bobby Brown Album  
Remixes In The Key Of B

Now on MTV, VH-1,  
BET and The Box



Single Produced by Teddy Riley for  
New Jack Swing Productions

Remixed by L.A. Reid

Executive Producers:  
Louil Shas, Jr., Bobby Brown  
and Tommy Brown

Bobby Brown Management:  
Tommy Brown for  
Brown Management, Inc.

**MCA.**

©1993 MCA Records, Inc.