

THE NETWORK

FORTY®

CONTEMPORARY RADIO'S MUSIC & NEWS RESOURCE



nirvana

JANUARY 28, 1994 • Spotlight On WYYS Ithaca • Interview With Rich Balsbaugh • Editorial... Sneakers



Pro-CD Includes
MTV "Unplugged" Version

NIRVANA

"all apologies"

The First Hit of '94 from The Platinum-Plus Album **In Utero**

- No. 1 Debut on *Billboard* Album Chart

Rolling Stone 1994 Critics Picks:

Best Album

Best Band

- Now on Sold-Out Nationwide Tour

- ******1/2 "...brilliant, corrosive, enraged and thoughtful."**

Rolling Stone



THE CHARTS

MAINSTREAM

COMBINING AIRPLAY, SALES AND REQUESTS

ZW	LW	TW	ARTIST/SONG	LABEL
1	1	1	BRYAN ADAMS/STING/ROD STEWART. All For Love	A&M/Hollywood
9	7	2	CELINE DION. The Power Of Love	550 Music
2	2	3	TONI BRAXTON. Breathe Again	LaFace/Arista
5	3	4	THE CRANBERRIES. Linger	Island/PLG
3	4	5	MARIAH CAREY. Hero	Columbia
10	9	6	GIN BLOSSOMS. Found Out About You	A&M
8	8	7	10,000 MANIACS. Because The Night (from MTV Unplugged)	Elektra
27	14	8	ACE OF BASE. The Sign	Arista
11	10	9	AEROSMITH. Amazing	Geffen
6	6	10	SALT-N-PEPA. Shoop	Next Plateau/London/PLG
15	12	11	COLOR ME BADD. Choose	Giant/Reprise
30	15	12	JANET JACKSON. Because Of Love	Virgin
14	13	13	DEF LEPPARD. Miss You In A Heartbeat	Mercury
20	16	14	HEART. Will You Be There (In The Morning)	Capitol
4	5	15	BRYAN ADAMS. Please Forgive Me	A&M
7	11	16	MICHAEL BOLTON. Said I Loved You... But I Lied	Columbia
26	19	17	RICHARD MARX. Now And Forever	Capitol
23	20	18	ROD STEWART. Having A Party	WB
25	22	19	HADDAWAY. Life (Everybody Needs Somebody To Love)	Coconut/Arista
DEBUT	20	20	MARIAH CAREY. Without You	Columbia
29	25	21	PHIL COLLINS. Everyday	Atlantic/AG
28	26	22	XSCAPE. Understanding	So So Def/Columbia
—	35	23	ETERNAL. Stay	First Avenue/EMI/ERG
36	33	24	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	MCA
32	28	25	US3. Cantalooop (Flip Fantasia)	Blue Note/Capitol
—	39	26	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
33	29	27	WHITNEY HOUSTON. Queen Of The Night	Arista
—	34	28	MEAT LOAF. Rock And Roll Dreams Come Through	MCA
13	18	29	JIMMY CLIFF. I Can See Clearly Now	Chaos
17	17	30	BABYFACE. Never Keeping Secrets	Epic
18	24	31	JOSHUA KADISON. Jessie	SBK/ERG
16	21	32	CULTURE BEAT. Mr. Vain	550 Music
21	32	33	GABRIELLE. Dreams	Go! Discs/London/PLG
40	36	34	DOMINO. Getto Jam	Outburst/ral/Chaos
DEBUT	35	35	SALT-N-PEPA w/EN VOGUE. Whatta Man	Next Plateau/London/PLG
38	37	36	LISETTE MELENDEZ. Goody Goody	Fever/ral/Chaos
DEBUT	37	37	TONY TONI TONÉ. (Lay Your Head On My) Pillow	Wing/Mercury
12	23	38	TEVIN CAMPBELL. Can We Talk	Qwest/WB
DEBUT	39	39	JODECI. Cry For You	Uptown/MCA
22	27	40	PEARL JAM. Daughter	Epic

MOST ADDED

1.	Mariah Carey, Without You	Columbia
2.	Salt-N-Pepa w/En Vogue, Whatta Man	Next Plateau/London/PLG
3.	All-4-One, So Much In Love	Blitz/Atlantic/AG
4.	Eternal, Stay	First Avenue/EMI/ERG
4.	Mr. Big, Ain't Seen Love Like That	Atlantic/AG
6.	Guns N' Roses, Since I Don't Have You	Geffen
7.	Lenny Kravitz, Heaven Help	Virgin
7.	ZZ Top, Pincushion	RCA
9.	Jodeci, Cry For You	Uptown/MCA
10.	Dog Society, Love Is All Gone	EastWest

PPW PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ZW	LW	TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
NA	NA	1	BRYAN ADAMS/STING/ROD STEWART. All For Love	97	40.0	3877
NA	NA	2	TONI BRAXTON. Breathe Again	92	38.1	3505
NA	NA	3	THE CRANBERRIES. Linger	92	34.9	3215
NA	NA	4	GIN BLOSSOMS. Found Out About You	91	34.7	3162
NA	NA	5	CELINE DION. The Power Of Love	84	34.8	2925
NA	NA	6	ACE OF BASE. The Sign	89	32.6	2898
NA	NA	7	MARIAH CAREY. Hero	84	32.8	2751
NA	NA	8	COLOR ME BADD. Choose	88	31.1	2735
NA	NA	9	AEROSMITH. Amazing	82	33.2	2720
NA	NA	10	DEF LEPPARD. Miss You In A Heartbeat	81	33.3	2697
NA	NA	11	10,000 MANIACS. Because The Night (from MTV Unplugged)	80	33.3	2667
NA	NA	12	HEART. Will You Be There (In The Morning)	81	31.7	2568
NA	NA	13	JANET JACKSON. Because Of Love	90	27.5	2471
NA	NA	14	BRYAN ADAMS. Please Forgive Me	81	28.4	2304
NA	NA	15	MICHAEL BOLTON. Said I Loved You... But I Lied	79	28.1	2222
NA	NA	16	RICHARD MARX. Now And Forever	83	25.3	2097
NA	NA	17	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	72	28.2	2029
NA	NA	18	PHIL COLLINS. Everyday	82	23.2	1902
NA	NA	19	MEAT LOAF. Rock And Roll Dreams Come Through.	82	22.9	1874
NA	NA	20	WHITNEY HOUSTON. Queen Of The Night	69	26.9	1859
NA	NA	21	ROD STEWART. Having A Party	74	24.9	1841
NA	NA	22	JIMMY CLIFF. I Can See Clearly Now	68	27.0	1836
NA	NA	23	HADDAWAY. Life (Everybody Needs Somebody To Love)	73	24.2	1763
NA	NA	24	JANET JACKSON. Again	58	27.3	1586
NA	NA	25	GABRIELLE. Dreams	53	29.2	1549
NA	NA	26	JOSHUA KADISON. Jessie	57	26.9	1536
NA	NA	27	TEVIN CAMPBELL. Can We Talk	50	30.2	1510
NA	NA	28	CULTURE BEAT. Mr. Vain	57	25.7	1467
NA	NA	29	ETERNAL. Stay	58	24.6	1427
NA	NA	30	ACE OF BASE. All That She Wants	57	24.2	1379
NA	NA	31	SALT-N-PEPA. Shoop	47	29.2	1373
NA	NA	32	PEARL JAM. Daughter	53	23.8	1261
NA	NA	33	BABYFACE. Never Keeping Secrets	37	33.1	1225
NA	NA	34	UB40. Higher Ground	44	26.8	1178
NA	NA	35	BILLY JOEL. All About Soul	49	23.8	1167
NA	NA	36	MARIAH CAREY. Without You	45	25.8	1161
NA	NA	37	XSCAPE. Understanding	36	29.3	1054
NA	NA	38	US3. Cantalooop (Flip Fantasia)	50	20.8	1038
NA	NA	39	U2. Stay (Faraway, So Close!)	41	23.4	958
NA	NA	40	HADDAWAY. What Is Love	44	20.7	911

PPW NOTE: Due to data lost during last week's Los Angeles area earthquake, this week's PPW charts will lack both last week's and two-week-ago chart positions. We will rebuild the chart history beginning next week.

BETTER THAN DAVID, BUT NOT SUSAN

Ex-Partridge Family bad boy-turned-air personality Danny Bonaduce is reuniting with an old partner – but not his old TV chums. While he continues doing nights at WLUP Chicago, he'll be a satellite regular on John Lander's new Zoo at Z100 New York. (The two also worked together at the old WEGX Philly.) In a related development, longtime Z100 Zooster Ross Brittain resigned under amicable terms.

COMING & GOING

The openings at Z90 San Diego have been quickly filled. Lisa Vazquez was bumped up to OM, Jeff Nelson was named MD and Monchai Pungaew was appointed Promotions Coordinator... Clint Sly was named President/GM of KKRZ Portland... Bill Cusack was named VP/GM of WAKS/WAHC Columbus... KCGQ Cape Girardeau MD/nights J.J. Elliott was promoted to APD/MD... James "Hojo" Baker was named PD at KZIO Duluth. He succeeds John Michaels, who left to become PD at WZEE Madison... Blake Escudier was named GSM at KIOK Tri-Cities... At KZMG, C.W. moved up to nights... At KZZU Spokane, weekend/filler Dan Roberts moved into overnights, while intern Rachel Brooks landed a part-time on-air gig... WIOQ Philadelphia nightman Joe Mamma has hit the bricks.

MR. ED'S NEW STABLE

KHKS Dallas finally made the worst-kept secret in the business official: Former WZEE Madison PD "Mr." Ed Lambert was named APD/MD. Lambert has also been hitched at KDWB Minneapolis, KWOD Sacramento and KROY Sacramento.

ON THE LOOSE

As WCKZ Charlotte became Urban bird WBAV, several Kiss 102 staffers have become available. They include PD/afternoons Tim Patterson (704-568-5919), morning man Mean Jammin Gene (704-392-5723), nights Anthony S (704-551-9100), part-timer Drew "Jo Jo" Parham (704-568-5843) and mixer Ronnie "Captain Kirk" Matthews (704-532-8496). As they say in the cheese biz, gouda luck, guys.

The Pig's Chase Moves To Cincinnati

Jacor Moves Him To WEBN, M.J. Kelli Wakes Up in Tampa

A corporate shuffle at Jacor Communications moved longtime WFLZ "Power Pig" Tampa OM Marc Chase to Cincinnati, where he'll be programming Classic Rock WEBN. To fill his sizable shoes in Tampa, PD B.J. Harris will incorporate Chase's OM duties and WOVV W. Palm Beach PD/mornings M.J. Kelli will come in to take Chase's morning co-host slot.

Chase will succeed PD Tom Owens, who was moved up to corporate PD for the radio group. Normally humble and self-effacing, Marc practically broke down several times while describing his feelings

about the move. His only coherent sentiments were, "For years, I've always said I was a man trapped in the body of a woman's radio station."

While the free world tried to make heads or tails out of that remark, Chase offered fond recollections of his relationship with Pig PD B.J. Harris, who'll now take the OM reigns: "He wants my car, my golf clubs, the expense account... he's ready for my ass to be out of here."

Obviously not knowing what he's getting into, M.J. Kelli was actually enthused about his move into mornings. "The Power Pig is one hell of an operation and I'm just

flattered to be a small part of it," he said. For now.



MARC CHASE

Labels Mull Video War; MTV Goes Shopping

Majors Plan Video Channel While MTV Tests Home Shopping Service

Although both parties may claim that the timing of the two announcements are merely coincidental, it's interesting to note that just about the time news was leaked that four record conglomerates were discussing the possibility of starting a music video channel, MTV announced it would begin testing home shopping programs on MTV, VH-1 and Nick At Nite. Its eventual goal: a stand-alone home shopping channel

Reportedly, Sony, EMI Music Group, the Warner Music Group and PolyGram have been discussing the possibility of creating a competitor for MTV that, ironically enough, would also feature home shopping segments. The new channel would ostensibly be patterned after Viva, a 24-hour-a-day German music channel partnered by Warner, EMI, PolyGram, Sony and German radio entrepreneur Frank Otto. On the air since December, its success could lead to expansion into other foreign markets – markets that MTV has basically had to itself with its own foreign music video channels.

Some industry pundits have labeled the proposed venture more as

a warning shot at MTV. Apparently, some labels are a bit ticked off with MTV's presence in the industry when it comes to video fees and the like; they'd like nothing better to either humble MTV's demands or just go for a major piece of MTV's pie. An MTV spokesperson was quoted as saying that they "welcome" any competition, an apt thing to say when you're already solidly entrenched around the world and you don't have to worry about multi-million dollar start-up costs.

The four-majors consortium won't be MTV's only competitor. BMG has already announced plans to start a cable TV music video channel with Tele-Communications, Inc., the largest cable systems operator in the country. The new venture is set to be launched at the end of this year.

Meanwhile, MTV will begin its home shopping programming in April. They'll offer direct sales of recorded music, concert tickets, entertainment-related products and other music paraphernalia. Cable operators will be able to take a piece of the action. If the service lives up to expectations, MTV will launch a stand-alone shopping channel.

"Our research indicates there is a strong need for a TV vehicle to sell music and other entertainment-related products directly to the consumer, particularly with the expectation of a dramatically expanded channel capacity on cable TV systems within the next decade," notes MTV Networks Exec. VP Mark Rosenthal. "This is a great way to expand our relationships with our partners in the cable industry."

"An increasing number of recorded music purchases are being made directly from home through record clubs and mail-order sales," MTV Networks Chairman/CEO Tom Freston says. "With our new shopping programmings, we'll be well positioned to take advantage of this trend. We'll be an adjunct to record stores and other retailers, not competitive with them. We'll be increasing the size of the pie by bringing more people to music and other products."

Freston also points out that the home shopping channel would not derail MTV's plans to launch three niche music video channels. "MTV Networks will continue to aggressively pursue opportunities to build our franchise," he says.

Jason Flom Upped To Sr. VP At Atlantic

Brings A&R Experience Into The Board Room

Jason Flom was promoted to Sr. VP of Atlantic Records. The 14-year label veteran was most recently Atlantic's VP of A&R.

Flom is most definitely a music man, having signed acts as diverse as Tori Amos, Skid Row and Clannad. "Jason boasts a breadth of musical intuition, which is all too rare in this business," Atlantic Records President Danny Goldberg states. "This ability to set musical quality over music category, to see the proverbial big picture, makes Jason ideally suited for this pivotal new post. I am looking forward to working even more closely with him in the months and years ahead."

In 1979, Flom joined Atlantic as a field merchandiser. Two years later, he was put in charge of sales re-



JASON FLOM

search and in 1983, he became an A&R rep. Besides the aforementioned acts, Flom has inked Zebra, Twisted Sister, Siagon Kick and most recently, The Screamin' Cheetaah Wheelies. "By combining the enthusiasm of a true music fan with

the ability to navigate the currents of popular taste, Jason has repeatedly proven himself to be a savvy A&R man whose vision is firmly fixed on the future," states Atlantic Group Co-Chairman/Co-CEO Doug Morris. "He also possesses a knack for spotting executive ability; some of the brightest new lights on our A&R staff were hired by Jason. His contributions to the company have been invaluable."

"I'd like to thank Doug for the opportunities he has given me since I came to Atlantic," Flom notes. "Over the past few years, under Doug's leadership, Atlantic has entered an explosive period of diversification and growth. And now, with Danny on board in New York, it is a fantastic time to be working at the label."

Also At Atlantic...

David Foster To Be Named Sr. VP

Superproducer David Foster has agreed to be Sr. VP at Atlantic Records, with his main responsibility being the development and growth of the label's Pop artist roster.

Foster, a songwriter and producer who recently produced Barbara Streisand, Whitney Houston, Michael Bolton, Kenny G and Natalie Cole, will serve as an in-house

producer for the label's established acts and also find and develop new talent. Foster, who is up for a leading seven Grammy nominations this year, is already signed to Atlantic as a recording artist.

"It is an exclusive long-term deal which will not only see David produce Atlantic Group artists, but he will serve as a senior executive on

the staff," notes Atlantic Group Co-Chairman/Co-CEO Doug Morris. David would be an asset to any part of the organization."

Also on Foster's agenda is a tour of Japan in April with Celine Dion, Peabo Bryson and Color Me Badd. The concert will be taped for Japanese TV. A new solo album is also scheduled to be released in June.

Ged Doherty Promoted to Sr. VP, Epic Records

International Marketing Expert To Push Domestic Roster

Ged Doherty was appointed Sr. VP, Marketing of Epic Records. In the newly-created position, Doherty will work closely with Epic Records President Richard Griffiths to get involved in the day-to-day administration duties as well as continue to market the American label's roster overseas.

"During his tenure at Epic, Ged has played a vital role in



GED DOHERTY

the international development of Epic's artists, including Spin Doctors and Rage Against The Machine, among others," states Griffiths. "His artist management background has given him a special awareness and insight into the needs of artists and the know-how to successfully build and establish an artist's career. He has brought an international perspective to Epic's ef-

forts by heightening the global profile of our artists."

Doherty headed up Renegade Artists Management, a London-based company that represented clients such as Paul Young and Alison Moyet before joining Epic in 1992. As VP, International Marketing, Doherty worked with Epic's U.S. and international companies to develop its artist roster globally, representing the label's activities outside the U.S. He will continue with those responsibilities as Sr. VP.

RECORDS

ATLANTIC

Joanne Parducci was promoted to Manager of Merchandising.

BMG

Polsia Ryder was promoted to Director, International Marketing for Licensed Repertoire at BMG International.

ELEKTRA

Beth Jacobson was promoted to Sr. Director, Press and Artist Development... Iris Tesson was promoted to Associate Manager, Press And Artist Development.

GIANT

Bob Baker was named GM of Giant Nashville.

MERCURY

Michael Johnson was promoted to VP, R&B Promotion.

PROFILE

Label co-owner Steve Plotnicki bought out President Cory Robbins to assume full control of the label. Robbins will continue as a consultant. Profile, founded in 1981, has recorded artists such as Run-D.M.C., Rob Base, N2DEEP and Nemesis.

RAL/DEF JAM

Chris Reade was hired to be National Co-Director of Publicity.

SONY

Donna Hilley was named President/CEO of Sony Tree Publishing... At Sony Wonder, Carol A. Lee was appointed Sr. Director, Marketing, West Coast, while Alexandra Beeman was appointed Production Manager.

TOMMY BOY

Stella Korotchen was appointed Director, Human Resources.



RUMORS, HALF-TRUTHS AND OUTRIGHT LIES

Musical Directors Chairs

It's official. Mr. Ed Lambert nails down the APD/MD gig at KHKS Dallas.



And former WAQQ MD Eddie Munster lands similar duties at WFME Baton Rouge.



Sew on the APD/MD stripes to the sleeve of WJMX's Booker Madison.



And the musical answer to the Music Director question at KIIS Los Angeles isn't available yet. However, at least four names are worth noting: Tom Gjerdrum ex of Q106 San Diego, Kevin McCabe of *Billboard's Monitor* magazine, WKSS MD Kandy Klutch and Steve Wall, former PD of Z90. However, the *Chrome Lizard* hears that the winner may not even be among that short list. But you can expect an announcement soon. PD Jeff Wyatt is working too hard.

Quaker

During last week's earthquakes, many radio people contacted Managing Editor Pat Gillen via *Prodigy*. If you would ever like to contact him without having to actually talk to him, his E-mail address is CSTA17A.

Working

John Michaels, PD at KZIO Duluth, is the new PD at Z104 Madison, replacing the departing Ed Lambert. John begins February 7.



James Baker, APD at KZIO, will be upped to PD, replacing John Michaels. The station is looking for morning, night and weekend talent ASAP. T&R's to James in a hurry!



Former WIXX Green Bay MD Kevin Ross is the newest member of the KOKZ Waterloo staff. Look for MD and possibly APD duties to follow soon.



WTBX Hibbing PD Bill Klapproth is heading South to Springfield to program WDBR. Want the WTBX gig? T&R's to VP Jeff McCarthy at WIXX in Green Bay.

No Collect Calls, Please

Former Z90 PD Steve Wall can be reached at (619) 488-5269.



Joe Mamma, nights at Q102 Philly, is out.



Ross Brittain resigned his position as morning sidekick on Z100 New York after 10 years.

Sweet

A *Network Forty* wet kiss to WXLK's Chris Taylor and staff after moving 10.5 to 11.6 (17.9 18-34) in their latest book.

Not Another

Expect a major duopoly in Minneapolis/St. Paul to happen shortly.



WCKZ Charlotte is over, at least as we've known it. Late Monday afternoon, crosstown rival WPEG took over the property. The staff exits as the satellite-derived "The Touch" format signs on.

Watergate

Did new Elektra Promotion Rep Greg Dorfman have a taping problem recently? Fortunately, it fell into friendly hands.

Hot Hot Hot

With the start of the new year, a lot of labels are heating up, but none more than Geffen. The label is turning into a Top 40 monster with the recent success of Aerosmith, Guns N' Roses and Nirvana (featured on this week's cover). Although Bill Bennett and Steve Leavitt are taking bows and Bob Catania believes it started with him, we think it's because of those beautiful ads that grace the pages of *The Network Forty*.

They're Back

In answer to all of the letters we've been getting demanding more nudity on Page 6, please check the picture at right. Q99 Salt Lake City

morning guys McCormick and Scotty pose with the winner of their "Miss Frozen Treats" contest. And remember our motto, "You take 'em, we'll print 'em."

Heard Here First

As written here last week, Denver Mercury LPM Stacy Cantrell has resigned to join Noble Broadcasting as head of Operations and Programming.



And it's official. WOVV West Palm PD/Mornings M. J. Kelli is Power Pig Tampa's new morning talent. Everyone needing work is scrambling for the WOVV opening. No close contenders yet.

Another One?

Look for an employee buyout at the Research Group. It's currently owned by Westwood One.

Upped, There She Is

Elektra Sr. VP Promotion (and Promotion Man of the Year Coverboy) Jon Leshay makes another strong move by promoting Leslie Doyle Sr. Director, Dance/Crossover Promotion.

What?

Anyone who figures out the hidden meanings in this week's Editorial is welcome to write the next one.

Love Is

Looking for titles to power up during Valentine's weekend? Look no further than page 60. Our "Oh Wow" list features titles guaranteed to fit the moment.

Understudy!

ERG CEO Charles Koppelman makes his television acting debut February 7th, portraying himself on ABC's *One Life To Live*. Is the Big Screen next?

Write It Down

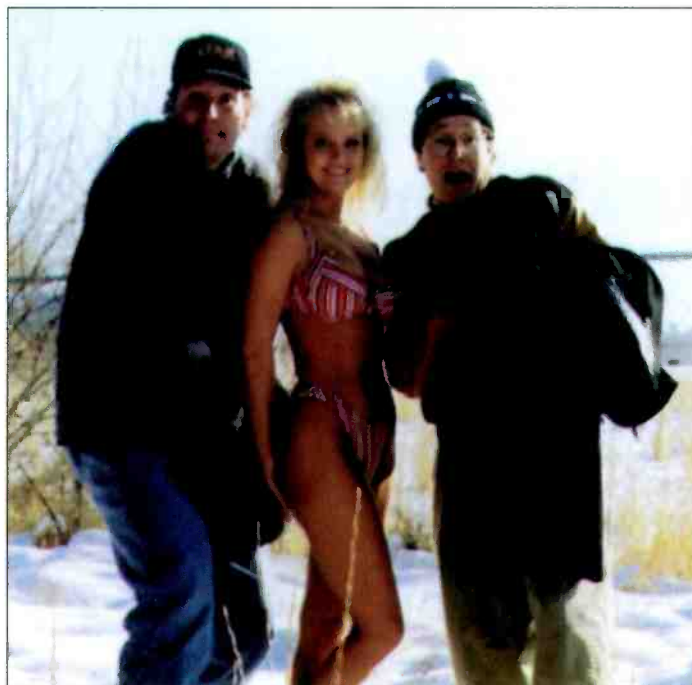
You read about it here first. Make a note. TopSpin.

Readers' Poll

We're trying to determine the most boring people in our industry. We know the list will be long, but we're going to try and cut it to the top five. Fax us the name(s) of the people you try to avoid at all costs. Results (and coveted *Chrome Lizard Awards*) to those who make the cut.

Bobbing

Rick Stone... Steve Wall... Irving Azoff... Stevie Rocker... Lisa Wolfe...



Frigid and rigid.

Schmuck

schmuck \ˈshmæk\ *n* [*Yiddish shmok penis, foot, fr. G schmuck adornment*] *slang*: JERK 4 – see not playing Tom Petty & The Heartbreakers’ “Mary Jane’s Last Dance”.

Genius

genius \ˈjēn-yəs,\ *n* pl ge-nius-es or ge-nii\-ne-i\ 1. extraordinary intellectual power as demonstrated by those playing Tom Petty & The Heartbreakers’, “Mary Jane’s Last Dance.” also see hit.

hit *n* Tom Petty & The Heartbreakers’, “Mary Jane’s Last Dance”
ˈtām-ˈpet-ē ən(d) thə ˈhärt-brā-kərz\ \me(ə)r-ē jāns ˈlast ˈdan(t)s\

Album Double Platinum!

9-5* SoundScan Album Chart

3rd Most Played Video MTV

1400 BDS Detections

20% Airplay Increase From Last Week

29-22* R&R

6th Hottest Top 40 Record In The Nation

9th Most Requested Record In The Country!

No matter how you define it, MCA=HIT.

MCA.

SNEAKERS

Commentary by
Gerry Cagle

There's a cool wind whistling through the canyons of our industry. Not quite the Hawk, but certainly an icy portent of things to come.

Beware! The Ides of March hasn't held this much promise since Willie penned the verse hundreds of years ago.

It's safe to say that by the time the big, ugly hog that is our industry quits thrashing, belching and banging his head against the trees, the smoke will have long cleared.

The state of independents will be more like a state of independence, as individual record companies will make decisions and payments based on their opinion of a radio station's importance. Parallel status? Means nothing. Unless you're comparing how close you were to the epicenter of the latest tremors in Southern California.

You can book a couple of facts. Record companies will no longer be compensating independent record promoters on radio stations merely because they have arrangement with the stations. A quid-pro-quo will be mandatory.

And the vice will definitely be versa. Independent record promoters will no longer be able to guarantee large payments to radio stations in return for early access to their lists.

Yet one question remains: How did we get ourselves in such a mess?

Paying a radio station for record information is bogus no matter how it's explained. Rationalizations have mainly

been exchanged between record companies and radio stations. Of course, the lawyers are quick to say the practice is not illegal. Which is as big an endorsement as claiming, "it doesn't cause cancer."

The Network Forty has learned that the FCC may not agree with their assumption. In fact, future station license renewals will focus on several key points,

**"Yanks
For
The
Memories..."**

one of them being the relationship of the licensee with independent record promoters. The question won't be whether or not it is illegal, but is it within the rules of the FCC? My dog is pointing at the fish in the trees.

Radio stations that depended on those dollars will be forced to look elsewhere. And if they're smart, they won't have to look far. There's not a record company in the world that won't support radio stations that are on the cutting edge in

breaking new product. Small stations that depend on independent dollars will have to become little points of light in exposing records. (Remember how it used to be? When records broke out of smaller markets because they had the opportunity to test more unfamiliar product than competitive major markets?)

What goes around, comes around and more often than not in our industry, it comes around quick.

Positioning lately has become more of a record industry term than radio as many independents are hurrying to form new alliances. All are reading the writing on the wall, some with better clarity than others.

Make no mistake about it. It has been written. The change has begun. Only the final outcome has yet to be determined.

Are we witnessing the indies' *Last Crusade* or will it be a *Temple of Doom*?

Record companies gave independent record promoters plenty of notice that this change was going to happen. However, instead of using time to develop relationships, many have tried to continue the status quo. Only now are they realizing that it is too late. Those outdated agreements are being exposed for what they are... pieces of paper. Nothing more.

SETEC Astronomy is out of business.

Although independent record promoters did not invent the system, many are guilty of abusing it. But rather than worry about what will happen when record companies begin a compensation plan based on yank, the good ones will welcome it.

If you've got yank, you can use it.

If you're just getting information early, all you're doing is just yanking yourself. ▣

“Retail sales for THE BREEDERS continue to EXPLODE with the increase of airplay here at B97. ‘Cannonball’ is a call-out MONSTER 15-24. We just increased the rotation again! SMASH!”
-Scott Wright, Program Director B97 New Orleans

“Increasing sales and BLOWOUT PHONES keep the ‘ball’ rolling. Come to the party already!”
*-Frankie Blue, Asst. Program Director
Z100 New York*

“THE BREEDERS are generating GREAT PHONES. TOP 5 REQUESTS! Sounds like a mainstream hit in the making.”
-Cruze, Program Director WKQB St. Louis

“STRONG CALL-OUT. HUGE SALES! Still #2 PHONES! Great research - especially in our demo 19-25 females.”
*-Tom Poleman & Paul Bryant PD & MD
KRBE Houston*



Heavy Rotation.

#7 Most Played!

SoundScan 38-33*

Way Past Gold!

On Over 120 Top 40 Stations!

The Breeders “Cannonball...” Duh.



PROMOTIONS

"BRA RACES '94"

KKMG, Colorado Springs

Jonathan Wilde

For "Bra-athon Week," morning man Wilde asked women listeners to donate their bras to help conceptual artist Nicolino stretch 10,000 bras across the Grand Canyon. At the end of the week, he held a Bra Race; the winner took off her bra, then fastened it over her shirt in just 21.7 seconds. She won \$198; other contestants took home melons and jugs of milk as "Booby prizes."

COST: SO MUCH FOR BEING ON NOW'S CHRISTMAS CARD LIST.

RETURN: IT'S HARD TO KEEP ABREAST OF DISGUSTING, SEXIST STUNTS LIKE THIS. DON'TCHA HATE IT WHEN THINGS LIKE THIS WORK SO WELL AT WATER COOLERS? WE DON'T, EITHER.

"THE BODYGUARD WEEKEND"

KQQQ, Omaha

Karen Menke

Whoever hears Nancy Kerrigan scream on-air calls in to win. The nth caller wins a soundtrack album, ice skating rentals and qualifies for a grand prize: a VCR and video copy of the movie.

COST: EVERYTHING TRADED OUT FOR MENTIONS.

RETURN: TASTELESS... DISGUSTING... SEEMS LIKE KAREN'S ONE SICK PUPPY. DON'TCHA JUST LOVE HER?

EARTHQUAKE WATER RELIEF

KBOS, Fresno

Doug Parker

B95 broadcast around-the-clock from the United Express terminal in Fresno, urging listeners to bring in sealed jugs of bottled water for L.A. earthquake victims. Within 24 hours, United Express were flying donations to L.A. As of 1/21, roughly 50,000 gallons were donated.

COST: UNITED EXPRESS DONATES AIRLINER, FLIGHT AND GROUND CREW.

RETURN: GREAT COMMUNITY SERVICE EFFORT IMPROVES STATION IMAGE.

"FREE MONEY MACHINE"

KIIS-FM, Los Angeles

Karen Tobin

Between 7 am and 7 pm, air personalities will play the "Free Money Machine" four times a day. When a sounder goes off, listeners have to count the next five songs – at up to \$1,000 per song. Depending on the amount of cash up for grabs, listeners must be able to recite information about all five songs, from a simple song list to song list and artist name.

COST: MONEY COMES FROM STATION BUDGET.

RETURN: GREAT WAY TO INCREASE TSL AND CUME – AND THE LABELS LOVE IT AS WELL.

"SUPER BOWL HOUSE PARTY I"

Power Pig, Tampa

Devonne Dingley

While the Power Pig will send one lucky listener to the Super Bowl in Atlanta, the Power Pig staff will use the occasion to throw a Super Bowl party at the winner's house. They'll also stock the house with a big-screen TV and other necessities.

COST: MERCHANDISE TRADED OUT.

RETURN: NICE CHANGE OF PACE; HERE YOU PAY TO WIN.

"SICK AS A DOG"

WZPL, Indianapolis

Terri Trotter

Listeners feeling under the weather can call in to win a "Get-Well Pack" that contains a can of chicken soup, a bottle of cold/flu medicine, a WZPL sweatshirt and the new release of NKOTB's "Dirty Dog." A grand prize (for those who finally feel better) is a pair of Janet Jackson tickets.

COST: MINIMAL; PRIZES TRADED OUT FOR MENTIONS.

RETURN: TOPICAL PROMOTION INCREASES CUME AND TSL.

ON-AIR MUSIC TEST

KDWB, Minneapolis

Paul Miraldi

Full-page ads are run in local papers, announcing the test. The ads contain ballots as well as instructions for people to tune in one Sunday evening for two hours to rate the songs they hear on the air. Hooks of over 600 songs are played in that period; songs are rated on a 1-to-5 scale. Lifestyle and musical taste questions are also on ballot. The following weekend, KDWB airs the "Best 101 Songs" as voted by KDWB.

COST: ADS TRADED OUT.

RETURN: RAISES PROFILE IN COMMUNITY; SHOWS LISTENERS KDWB CARES ABOUT THEIR OPINIONS.

"HELP THE HOMELESS" WEEKEND

WPXY, Rochester

Tristano Korlou

For the third straight year, WPXY raised awareness of the homeless problem in Rochester by having morning man Scott Spezzano live out of a refrigerator box for 57 hours straight. He broadcast live from the roof of a local mall over a weekend, encouraging listeners to come down and donate money for song dedications, station sweat-shirts and concert tickets.

COST: MINIMAL FOR REMOTE.

RETURN: GREAT COMMUNITY SERVICE FUNDRAISER RAISES STATION'S PROFILE.

"FANTASTIC PLASTIC PAY-OFF"

WGTZ, Dayton

Allison Berry

Listeners fax in their credit card bills. When stations randomly draws the bills four times a day, listeners have 9:30 to call in. WGTZ will pay a various portion of bills, usually the monthly minimum (averages \$50-\$80).

COST: ABOUT \$2,000 WILL COME OUT OF THE STATION BUDGET.

RETURN: TIMELY STUNT GENERATES A HUGE RESPONSE.

SPOTLIGHT

"LORENA BOBBITT" WEEKEND

KCGQ, Cape Girardeau

Jimmy Steele

At the sound of a big slice, caller #9 received a section of lead pipe called a "weenie wrapper." The listener tells the jock how long the pipe should be. The pipe is then mounted on a plaque (what good will it do there?) and is

given to the winner, along with Bryan Adams' album, *Cuts Like A Knife*.

COST: PRIZES TRADED OUT FOR MENTIONS.

RETURN: TALK ABOUT YOUR PUMIC — ER, PUBLIC SERVICE. TASTELESS, YET SUCCINCT. SUREFIRE WATERCOOLER TALKER.

PROMO ANNOUNCEMENT

The recent Los Angeles earthquake has disrupted the production of "Dong Keen Award" plaques, as they are being made by hand ('cuz the powers-that-is ain't got the scratch to pay to have 'em made). Rest assured, winners, that the awards will be finished shortly and you will be receiving them in the mail in early February. Consider yourself warned.

You'll never have to wonder

“What Might Have Been”...

... Because

LITTLE TEXAS

is about to go Big Time.

Give a listen to the debut single from Big Time by Little Texas: sublime harmonies, a killer melody and a sound that's totally format-friendly.

Top 10 Call-Out At:

KISN

WKRQ

Top 10 AC!



☒ New Believers!

WAEB Allentown
KKXL Grand Forks
WDDJ Paducah

WGLU Johnstown
WKZL Greensboro

CK105 Flint
WRQX Washington DC

WKMx Dothan
WSBG Stroudsburg

KZII Lubbock
WWCP Schenectady

KFAV St. Louis
KXYQ Portland

Major Moves Nationwide!

KISN Salt Lake City #2*
WKZL Greensboro D-21*
KYIS Oklahoma City 30-27*

Q102 Cincinnati 12-4*
KXYQ Portland D-21*
KTRS Casper 35-31*

WMTX Tampa 10-9*
KOKZ Waterloo 24-21*
WAZY Lafayette D-34*

WMC Memphis 14-11*
WHTD Williamsport 30-22*
And Many More!

WCIR Beckley 22-12*
WRQX Washington DC D-23*

WKDD Akron 25-17*
WRKY Stubenville D-24*



Produced by Doug Stroud, Christy DiNapoli and Doug Grau

Management: Christy DiNapoli

www.americanradiohistory.com

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NETWORK FORTY SPOTLIGHT



WYYS .. 99.9/100.3 FM

Yes FM!

292 Tompkins Street

Cortland NY 13045

(607) 756-2828 Office

(607) 756-8500 Music

(607) 756-2953 Fax

Wally McCarthyProgram Director

Dave AshtonOperations Manager

Music Calls:FM 9am-1pm

Bill GoddardGeneral Manager

Marty BlankSales Manager

Dave Ashton 6:00 am -10:00 am

Sharon Steele 10:00 am - 3:00 pm

Wally Wilcox 3:00 pm - 7:00 pm

Dangerous Dem Jones . 7:00 pm - 12 mid

Mike Beat..... 12 mid - 6:00 am

Ownership:Cayuga Radio Partners

Consultant:None

ON THE SHORES OF LAKE CAYUGA

WYYS has undergone a number of changes in the past couple of years, including a sale and a virtual total turnover in staff. One of the constants of the past two years is Wally McCarthy (aka Wally Wilcox on the air), who recently was upped from APD/MD to Program Director. McCarthy describes Yes-FM as "typical of the Top 40 format in that we target 18-to-34 year-old females. However in a smaller market like Ithaca, you need to look beyond that demo and try to be inclusive of the entire demographic spectrum. I want 45-year-old men and women as well as 14 year-olds listening to the station. I believe the pat answer of targeting 18-to-34 year-olds is more a sales posture than it is a reality for us. I understand that a station like Z100 New York has to be more narrow in its focus. That's not necessarily the case in this market."

The central New York State market that Yes-FM serves focuses on two different towns, Ithaca and Cortland. "Ithaca is the more white-collar town with two major schools, Cornell University and Ithaca College. Cortland is a bit more blue-collar. The two towns (and counties) combined give us a population of about 200,000. The only unusual thing about this station is the physical distance between where we actually are (in Cortland) and the biggest population area (Ithaca). We have to make sure to schedule appearances there as often as possible, and not get locked into the station. In addition, we also have to sell two different frequencies on the air. We're at 99.9 on our main transmitter, but also at 100.3 on our translator in Ithaca. Because of the topography of this area, that translator is very important in putting a good signal down into Ithaca."

McCarthy is quick to point out that "for a station in a market our size, we've very aggressive musically. That helps us go up against signals from outside the area that penetrate very well. We have WAAL in Binghamton and 93Q in Syracuse to deal with, but both are considerably more conservative than we are. I'm proud of our record on picking the hits. I'm proud of the fact that we still sit down every week and listen to all the music that comes in. If something

Yes FM's Most-Played Songs Of The Week

Mariah Carey	<i>Without You</i>	39 Plays
Heart	<i>Will You Be There</i>	39 Plays
Big Head Todd & The Monsters	<i>Bittersweet</i>	39 Plays
Aerosmith	<i>Amazing</i>	39 Plays
Lisa Keith	<i>I'm In Love</i>	39 Plays
Rod Stewart	<i>Having A Party</i>	39 Plays
Ace Of Base	<i>The Sign</i>	38 Plays
Rozalla	<i>I Love Music</i>	38 Plays
Celine Dion	<i>The Power Of Love</i>	38 Plays
Color Me Badd	<i>Choose</i>	38 Plays

sounds right for Yes-FM, we'll play it. Whether it's a hit nationally or not has nothing to do with whether it's a successful song for us." Another area that McCarthy differs from the mainstream in is balancing the playlist. "I don't look every week to see if we need a ballad, or a dance record, or a rock record. I look at it the way many successful NFL teams do on draft day. I take the best available talent. If there's a great song out, I want my audience to hear it, period. They shouldn't wait a week or two because I'm already playing something that sounds a bit like it."

Promotionally, Yes-FM is currently involved in giving away a trip to the Grammy awards. "We're involved with various clients, which is particularly important in the first quarter, in having people stop in and register to win the grand prize. Then they have to listen for their names on the air to win. We've also given away a lot of concert tickets recently to acts such as Billy Joel, Janet Jackson and Aerosmith. Our central location makes it relatively easy to get concert tickets anywhere in upstate New York, or even down in New York City for that matter."

-Pat Gillen

7 PM SAMPLE HOUR

Celine Dion
The Power Of Love

Janet Jackson
Because Of Love

Culture Beat
Mr. Vain

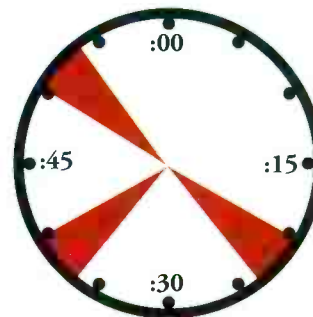
Bryan Adams
Please Forgive Me

Boyz II Men
End Of The Road

STOPSET

Aerosmith
Amazing

SWV
You're Always On My Mind



ON AIR SLOGAN

"Today's Best Music Mix.
Yes FM!"

Rod Stewart
Having A Party

STOPSET

Salt-N-Pepa
Shoop

K.W.S.

Please Don't Go

Lisa Keith
I'm In Love

STOPSET

Bobby Brown w/ Whitney
Houston

Something In Common

Mr. Big
Ain't Seen Love Like That

DRIVING HOME THE HITS.

ARETHA FRANKLIN "A Deeper Love"

#1 Billboard SoundScan
Dance Single!

Moves 14-4* On The Billboard
Dance Club Chart!

First Week Adds
Include:

WPGC
Power Pig
92Q
KBXX
KTFM

Hot 97.7
WHHH
WKSE
KSOL
KISF



HADDAWAY "Life (Everybody Needs Somebody To Love)"

THE NETWORK *Moves 22-19**

The #1 International Hit Already On
Over 135 Top 40 Stations!

BDS Total Plays: Last Week: 1816
This Week: 1976

Total Audience Already
Over 17 Million!

BDS Top 40 Mainstream Chart #21*

Already Reacting At
The Following:

Z100 19 Plays
Star 94 35 Plays
Power Pig 25 Plays
KISF 38 Plays
KKFR 28 Plays
Z90 30 Plays

B94 31 Plays
WPOW 29 Plays
WJMO 23 Plays
KIIS 21 Plays
KKLQ 29 Plays
B97 24 Plays



Get Ready For Crash Test Dummies...Coming Soon!

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First Class All The Way To The Top.

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PROGRAMMER'S CONFERENCE CALL

around the clock!



It doesn't matter how much or how often they deny it, programmers remain victims of diary placement on a weekly basis. They're on a daily mission to outfox the statistics and manipulate aspects of those numbers in their favor without being listed below the line – Arbitron's dishonorable discharge from the quarterly ratings. Nevertheless, beating Arbitron at their own game remains priority one.

Regardless of the marketing and research to ensure the product is on target, the bottom line is that the average listener checks out a radio station for five to 10 minutes at a time. Programmers spend most of their time trying to get diary keepers to tune in at least five minutes in every quarter hour; each one has different ideas on how to reach that goal so that five minutes of listening converts to 15 minutes credit an hour.

Enter the clocks. Programmers have come up with some interesting methodology as far as the construction of clocks; each programmer seems to construct his or her clock differently. Obviously, the first thing to consider are the primary factors. "For continuity, I make sure that if there is a power at the top and bottom of the hour," says WBT-FM PD John McFadden. "If there is a recurrent at 10 minutes after the top of the hour, then I want to mirror that recurrent at 20 minutes to the top of the hour. The idea is to make sure that the average listener gets a current, recurrent and Gold in every 15-minute block... no matter which 15-minute block they tune in to." KISF Kansas City PD Mark Feather sums up clock continuity by noting, "In

mainstream radio for Kansas City, you have to serve the 'variety' position in any given 15-minute segment in genre as well as era of music."

Clustering songs in a 15-minute block so that each block gives a picture of the overall sound in each hour is a common practice among programmers; the word "flow" comes into play. WKSE Buffalo OM Brian Burns uses flow as an integral design within station clocks. "Where fixed positions are concerned, our philosophy is to make the station flow. Your computer schedules fixed positions but it doesn't listen to the station. You have to depend on the human ear to set the ultimate mix and sound of your station and allow the latitude to make sure it happens."

There are sub-priorities to consider within the flow itself. Clock parameters are often set around individual dayparts. "In morning drive it's familiarity and absolutely no mediocrity," WRVQ Richmond PD Lisa McKay explains. "If a song is even remotely questionable, it does not find its way into the morning clocks. There are no new music slots, there are no secondary anything slots. The only songs on the morning clock are strong currents, power oldies and power recurrences."

If you're a programmer, odds are you've made the mistake of under-scheduling an hour at least once; the home phone would ring at 2:00 am with some hyperactive night guy asking what he should play to finish out the remaining three minutes of the hour. WRVQ incorporates "three drop options an hour" to avert this situation. Programmers differ on which category to use as a drop option; most schedule a Gold. At the same time, other programmers avoid drop options on their clocks altogether, using the commercial log while scheduling their music.

Another primary consideration is the placement of stopsets. While many programmers allow their music to dictate where the stopsets occur, oth-

ers fix their sets at specific times each hour within the clocks. KRBE Houston PD Tom Poleman fixes his stopsets at 42 and 55 minutes after the hour "to ensure we get in a nice 40-minute music sweep and three-quarters of an hour of potential time spent listening." Designing where and how to go into the stopsets tend to vary with each programmer and each clock, but according to WEZB New Orleans PD Scott Wright, the placement of station promos needs to be a constant. "There's tons of research that proves conclusively that about 30% of the people who were listening at the beginning of a stopset are listening at the end. So, I like to put my commercial on when most of the people are going to be there to hear it."

Programmers often do their job on a trial-and-error basis, attempting one thing and improving on it over a period of time. In an effort to eliminate mistakes in clock construction, programmers cited common mistakes they've run across either in their own experience or in random listening to other stations. WKSE OM Brian Burns says, "Keep in mind, even though your clocks may look fantastic on paper, they may not translate across the airwaves." KISF PD Mark Feather adds, "Sometimes you get so wrapped up in the flow and the feel, you forget about overall balance and listener misperception can set in almost instantly."

Hit the brakes for a second. A discussion about what is correct and incorrect concerning the construction and design of radio clocks most often leads to more speculation and inconclusion. The homogenization of radio in the mid '80s almost led to the demise of contemporary music formats, which elicited WEZB PD Scott Wright to declare, "All the rules are made to be broken and every thing that everybody ever told you about building clocks or doing a format is bullshit. It's all completely flexible and it's all a completely subjective kind of thing."

To help every programmer construct their own flexible clocks, we've included this pull-out clock to determine your stopsets. Now you don't have to draw lines around the circumference of a CD or send an intern to buy a pencil that fits the compass you still have from your high school math days.

—Dwayne Ward

LOVE IS ALL GONE

the nihilistic new single

"There's no way you'd be barking up the wrong tree with 'Dog Society'!" — DuH Damos WIFC Wausau

18 Adds Out-Of-The-Box!

WBVZ Cleveland	99X Atlanta
WIFC Wausau	KIOC Beaumont
WRFY Reading	CK105 Flint D-39*
WYCR York D-29*	WZAT Savannah
WBNQ Bloomington	KIQK Tri-Cities
WJMX Florence	WPRR Altoona
KQIX Grand Junction	KTMT Medford
KTRS Casper	KWTO Springfield
Y93 Bismarck	WBHT Wilkes-Barre

Dog

SOCIETY

off the debut album

Test Your Own Eyes

Produced by: Tom Rothrock and Rob Schnapf
for Bongloac Productions

Management: Salem and Eng Entertainment



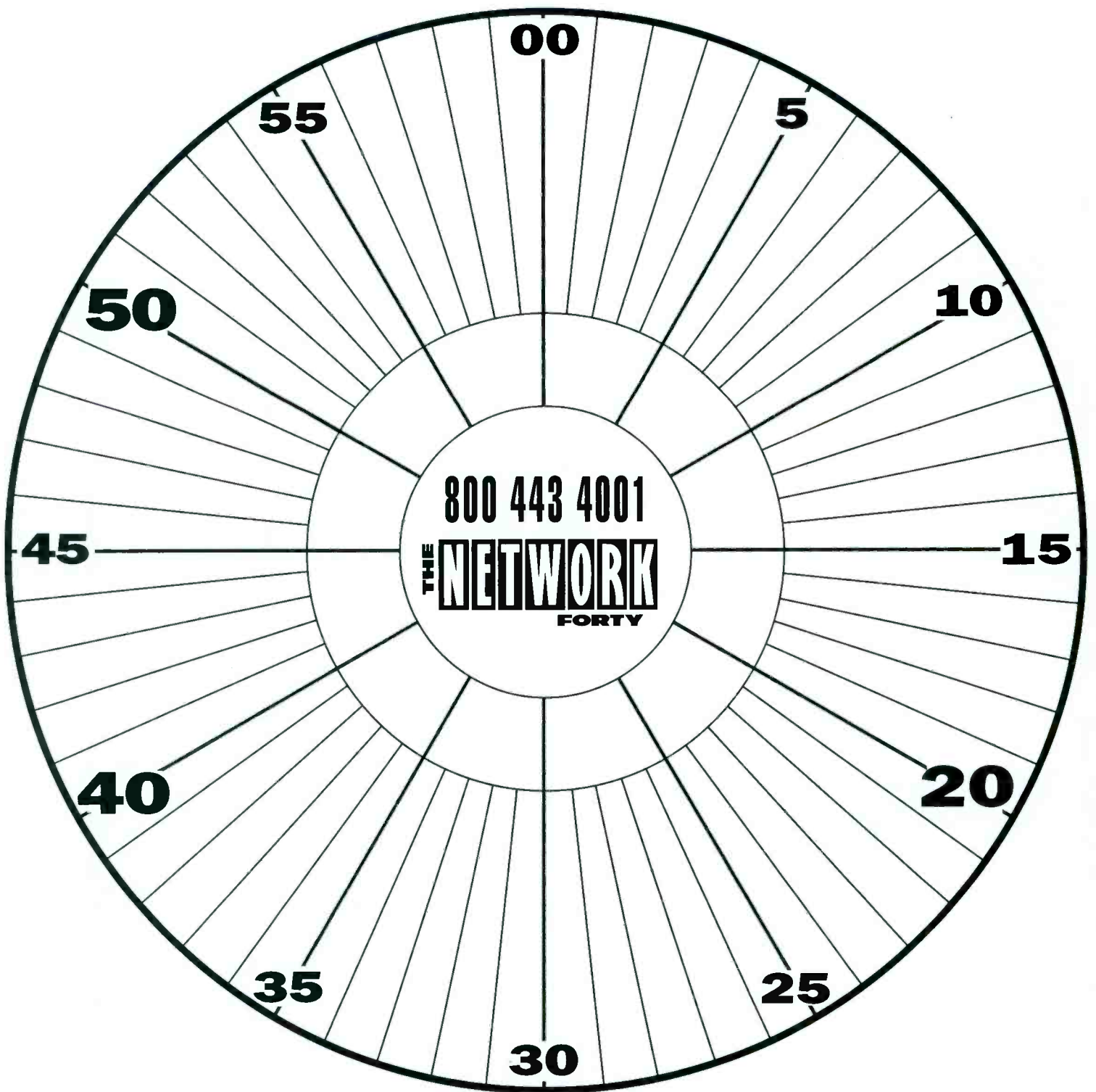
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U2

"Stay (Faraway, So Close!)"



From the LP "Zooropa"

Over 1200 BDS Detections!
Over 2.2 Million Sold!

Over 90 Stations!

Including:
On The Air At Z100!

WWHT Add! WABB Add!
WNDU Add! WQUT Add!
KROC Add! And Many More!

WXKS Boston 19-17*
KUTQ Salt Lake City 22-19*
WKBQ St Louis 31-29*

 Stress!



melissa etheridge

"Come To My Window"



From the LP "Yes I Am"

B97 Add! WIFC Add! KISX Add!
WIXX Add! KKRD Add! WLAN Add!
WNTQ Add! WRCK Add! WYCR Add!
WDBR Add! WJDQ Add! WKFR Add!
WKHQ Add! WPRR Add! KYA Add!
KYYY Add!

WRFY 16-11*
WAAL 26-20*
WERZ D-27*
WSTW D-30*
WKRZ 39-31*
KHTT 38-34*
WENZ 39-34*
WYKS D-40*
And Many More!

 Active!



Rich Balsbaugh

A Pyramid Of Success

INTERVIEW BY JEFF SILBERMAN

What makes a radio group mogul? In Rich Balsbaugh's case, it took a bit of patience, some strong principles on the importance of programming and air talent and an intense desire to succeed on any and every level. By using those techniques, he helped rejuvenate a radio chain, which led to his purchase of what would become one of the country's most successful heritage Top 40s - WXKS "Kiss 108" Boston.

Since then, Balsbaugh has aggressively entered the station acquisitions arena and, by aggressively creating and programming a variety of formats from Mainstream Top 40 and the Adult Hits "Star" sound to "Smooth Jazz," has turned Pyramid into one of the fastest-growing - and successful - radio groups in the '90s. With the recent duopoly of WJMN Boston and the revamped Top 40 of WAQQ Charlotte, Balsbaugh continues to build a bigger - and better - Pyramid. He told Network Forty Editor Jeff Silberman how he has made it all work.



Let's start with WXKS. What brought you to Kiss 108?

In 1979, I was hired to be VP/GM of Beautiful Music WWEL Boston, which was just bought by Cecil Heftel. I soon changed it to Disco WXKS. It took off right off the bat. The whole idea was to start with Disco, then evolve into a Top 40, which we did quite well. In our first book, we jumped to sixth in the market 12+ with a five share.

Actually, Heftel initially wanted me to go to another market. I wasn't interested, but he also said he was going to buy a station in Boston. At that point, I became interested. He bought WWEL and I took over.

What was the key to Kiss' successful turnaround?

I built a pretty impressive staff, which is my basic philosophy about radio. This is a people business. You buy a transmitter, an antenna and some equipment, but what you're really buying and building is people. So I brought in Jimmy deCastro, who's now the President of Evergreen, to be my

General Sales Manager; Timmy Montgomery, who manages and co-owns Kiss in Hartford and WERZ in Portsmouth, New Hampshire, was my National Sales Manager; and Sunny Joe White was my PD. They helped Kiss take off like crazy, exceeding even my own expectations.

How did you start Pyramid Broadcasting?

At one time, Cecil Heftel was having problems at his other stations in Chicago, Indianapolis and Cincinnati. He fired the President of the company and made me President - without actually asking me if I wanted the job. I rejected the position, he freaked, then we made a deal. Earl McDaniel was given the President position, but I took my key people, put them in the other stations and turned them around. For doing that, Heftel promised to sell me WXKS for \$15 million. I put deCastro in Chicago, Montgomery in Cincinnati, hired a new manager for Indianapolis and turned the company around. So he held up his side of the bargain and sold me Kiss 108 in 1982. I immediately formed Pyramid Broadcasting.

When did you start picking up other stations?

I bought the Associated Radio Group in 1984; they included WSNI "Sunny FM" and WPGR AM Philadelphia, WNYS AM/FM Buffalo, WPXY AM/FM Rochester and WPIT AM/FM Pittsburgh. The AM in Philly has since been spun off and the FM is "Star 104." WNYS is now WHTT AM/FM Buffalo and I sold 'PIT AM/FM, which were religious stations, to Salem Broadcasting.

Before getting into radio group matters, discuss the so-called "PD/MD trade" between WXKS and then-challenger WZOU.

Sunny started with me at Kiss; he was the front man of the station, initially as the PD and morning personality. He and the station became very popular in the market.

Over time, however, Sunny developed some personal problems that affected his work. It got to the point where the people around him covered for him. I tried to stick with him as he dealt with his problems, but the situation didn't get any better. So I of-

fered him a corporate post, while Kiss GM John Madison and I sat down and thought about who we wanted to program the station. We talked about Jeff Wyatt, Guy Zapolon and Randy Kabrich - all the big names. But we finally looked across the street at WZOU, where PD Steve Rivers was doing a number on us. We found out that his contract was up, so we talked to him, closed the deal and he came across the street.

Their counterattack was to hire Sunny. His loyalists went with him and in the industry's eyes, it looked like a trade. If it was, it was one of the best trades we ever made.

Did the battle during that time ever go beyond business and become personal?

It did from their side. I was portrayed in the papers as the guy who screwed Sunny Joe White. I never told my side of it to the press, but it really didn't matter. They said some things on the air which, in the end, didn't help their cause. I didn't need to get into it, because this is a business - and the way you win is through the bottom line. You don't win by noisy mudslinging. We took the high road and won the war.

Do you let Steve and the other Pyramid programmers run their respective shows, or do you consider yourself to be a hands-on CEO?

I think I have a very good instinct and feel for what works in this business. I like to get involved in the master plan of what we're going to do and how we're going to market and promote it. I don't get involved in the music we play at all. That's not my forte. I'm 45 and not in tune with all the new stuff. I don't think Steve Rivers knows all of the new stuff, either, but he knows exactly how to test and make sure the music we test is right. We allow our programmers to program their stations themselves.

When the FCC relaxed the rules regarding station ownership, how long did it take you to come up with a strategy for new acquisitions?

I had the strategy right away, but I didn't have the money. I had to find the money to implement the strategy. Radio was under some difficult times in the late '80s, with the banks cracking down. They basically put "Out To Lunch" signs on their doors for broadcasting. The advent of duopolies and the FCC changes, along with the resurgence of the business, allowed the banks to free up their pocketbooks again and allow us to get the refinancing to purchase more stations.

FCC changes enacted during Reagan's tenure encouraged non-broadcaster acquisitions, inflated the price of the stations and made it difficult for radio people to grow and prosper. What has been the effect of the new FCC changes?

This has had the exact opposite effect. Statistically, only half of the radio stations make money. The other half are run by people who came in during the early and mid-'80s and bought radio stations as if they were beachfront properties. People can buy property and think it's going to go up in value, but stations are different. You have to operate them and service your debt. These people didn't realize that, so a lot of the wrong people got involved.

Duopolies were designed to get those people out of the business and allow broadcasters who know what they're doing to have more critical mass. Duopolies have given good operators the ability to get rid of the riff-raff and basically operate more stations, which is good for the industry, the listeners, the advertisers and the bottom line. Over the next couple of years, profitable stations should rise to over 60% because better people are running them.

Typically in a duopoly, either the promotion, sales and marketing departments of the two stations are combined for the sake of cost-efficiency, or most recently, high-priced

programmers are let go.

I agree with absolutely none of that. That's so stupid. The best possible situation is a competitive arena; both radio stations should have separate identities, meaning separate programmers, airstaffs, etc. You may have a person like a Steve Rivers, who oversees and works with the programmers to make sure each station is more complementary than butting heads. Yet they still have to be competitive to a degree. You should never let the audience think that there's just one owner; they should consider them to be totally different radio stations.

In terms of sales, it's great to have a competitive sales situation. Maybe on a national basis, you can put both stations under one rep for packaging purposes. But on a local basis, it's good to have head-to-head competition. I think Infinity's Mel Karmazin would agree with me on this. That's how he runs his stations. As far as general

month. That's what exciting about duopolies. We're creating our own ways of dealing with it – and there's no set formula. **So it wouldn't be safe to assume that you'll take WJMN in a more youth-oriented Dance direction, so Kiss can have the older Top 40 audience for itself.**

It would be very astute to assume that. It probably will happen, but that situation is unique to Boston. If I had Z100 and WPLJ in New York, I might not do it that way. In Boston, Kiss is a heritage, mass-appeal station that's #1 18-34. Jammin' is #2 18-34 and is the #1 teen station. We just want to clean up the stations so Kiss won't have to play some of the Hip-Hop stuff it played in the past when it competed with Jammin' for the low end. Now Kiss can be focused on taking out Mix, while on the low set, we're controlling the fate of our competition with Jammin'.

What's in store for WAQQ?

It's going to be a very interesting and

THE LONG AND WINDING ROAD

RICH BALSBAUGH

Knight-Quality radio group

Salesperson/Sales Mgr./VP

WWEL (renamed WXKS), Boston

Vice President/GM

Pyramid Broadcasting

Owner/CEO

administration – management of the station, the product, traffic promotion – you can combine some of those things. But you have to keep the product and the sales separate. Again, it's people who make the station successful and you don't cut your biggest resource. Save money on rent by putting the stations in the same building; negotiate better deals on insurance and for Arbitron. But the cost savings from lopping off people aren't worth it.

In duopoly programming, Infinity's L.A. strategy with KRTH and KROQ attracts two distinctly different age groups, while Viacom's L.A. strategy with KXEZ and KYSR concentrates on two segments of the 25-54 demo. Where does Pyramid stand?

It depends on the market. In Boston, we're going to have two stations that are similarly formatted and have some overlap. Jammin' and Kiss have competed for years. In Charlotte, I have stations with totally different formats. In Philadelphia, I have Star (which Viacom stole from us) and Smooth Jazz WJZZ. They have similar demos, but not much audience sharing.

There's no one formula for this. This business is very creative and we create our own niches and formats almost every

hip station, a totally tailored straight Top 40 for the Charlotte market. It'll be a female-driven, 18-34 station, very well-produced, exciting and aggressive promotionally and musically. We're going to take it to the streets as an interesting new spin on Top 40. The music mix will be quite different.

Is it as a new Top 40 niche?

That's taking it too far. It's a niche for Charlotte. Remember, Top 40 is different things in different markets. If you went in with a straight Top 40 station in Charlotte, Boston, Chicago and L.A., then tested for a 20-34 year-old base of 100 females, the music mix would be significantly different in each market. The reason Top 40 has not been successful in Charlotte since "Big Ways" is because no one took the time to research what Top 40 is to that market. After spending the money on research, we found out that Top 40 wasn't what we thought it was. We realized that there was something here that made sense.

WXKS is famous for its long-tenured air talent. In Charlotte, will you go for big names or for homegrown talent?

We had the opportunity to bring in some big names for mornings, but we took the approach of building a new morning

show. It gives us the chance to create some new talent. In Boston, we created some talent, but most of the personalities were floundering at other stations. We gave them some stability and kept them in format. Kiss does well 25-54 largely because the audience has stayed with the personalities. I believe in personality radio.

Speaking of personalities, Infinity is making a major push in syndicating its top-drawer air talent. Will Pyramid do that with its top talent such as Matt Siegel?

We already have one of the top-four syndicated shows in the country with John Boy and Billy, out of Charlotte, on our FM Fox station. They're in 12 markets. With Matt Siegel, we've been approached about a couple of opportunities and we're considering them. But that's not something I'm totally jazzed about doing. What's more, I've been so busy, buying radio stations and putting them on the air with the right formats, I haven't had a lot of time to think about it. I'm not at the point where Mel Karmazin is. He's smart, creating new profit centers. The [syndicated personalities] are like other radio stations for him.

And how many personalities the calibre of Howard Stern are available?

I don't know, but Infinity would be in pretty bad shape if Howard suddenly decides he's tired of getting up at 4 in the morning and would rather be on TV... or if he gets hit by a bus. They might be putting too many apples in Howard's basket.

In general, have Top 40's problems in the past been due to the audience getting older and changing its taste for the music... the quality of the music... or the way the stations were programmed?

Number one, it was the quality of the music and the fact that there was no consistency. Top 40 always seems to suffer from its cyclical nature. When the really good artists come out with hit Top 40 music – the Rod Stewarts, the Whitney Houstons, the Janet Jacksons – stations become a lot more listenable. The stations won't do well when they're playing music by artists whose names will be forgotten next week. People want to hear good music from good artists.

It also comes down to how the stations are programmed. It's often attributable to a combination of bad music, bad product and bad programming. But I don't think it's the listeners. If the music is good and the station is entertaining, they're sold.

Finally, with 13 stations in Pyramid's group, how much bigger do you want to get?

Broadcasting Magazine just published the Top-25 groups and we were – based on total 12+ cume – 18th. That was prior to buying Boston and Philadelphia, which would move us up to either 12th, 13th or 14th. I'd certainly like to be in the Top 5. ▣

MUSIC MEETING

NIRVANA

"All Appologies"

(DGC)

The latest album from the defiant trio spawns yet another smash. Totally accessible to Top 40 and Rock radio, this track continues to enjoy tremendous success at Alternative stations, moving into the Top 3 of *The Network Forty* X chart. Already in heavy rotation at Los Angeles' KROQ, with spiking at WDCG and many other cutting edge stations, this reactionary tune promises to be huge. Don't miss this one; it's ready for rotation at your station. A *Best Bet* in this week's Morning Line.

ARETHA FRANKLIN

"A Deeper Love"

(ARISTA)

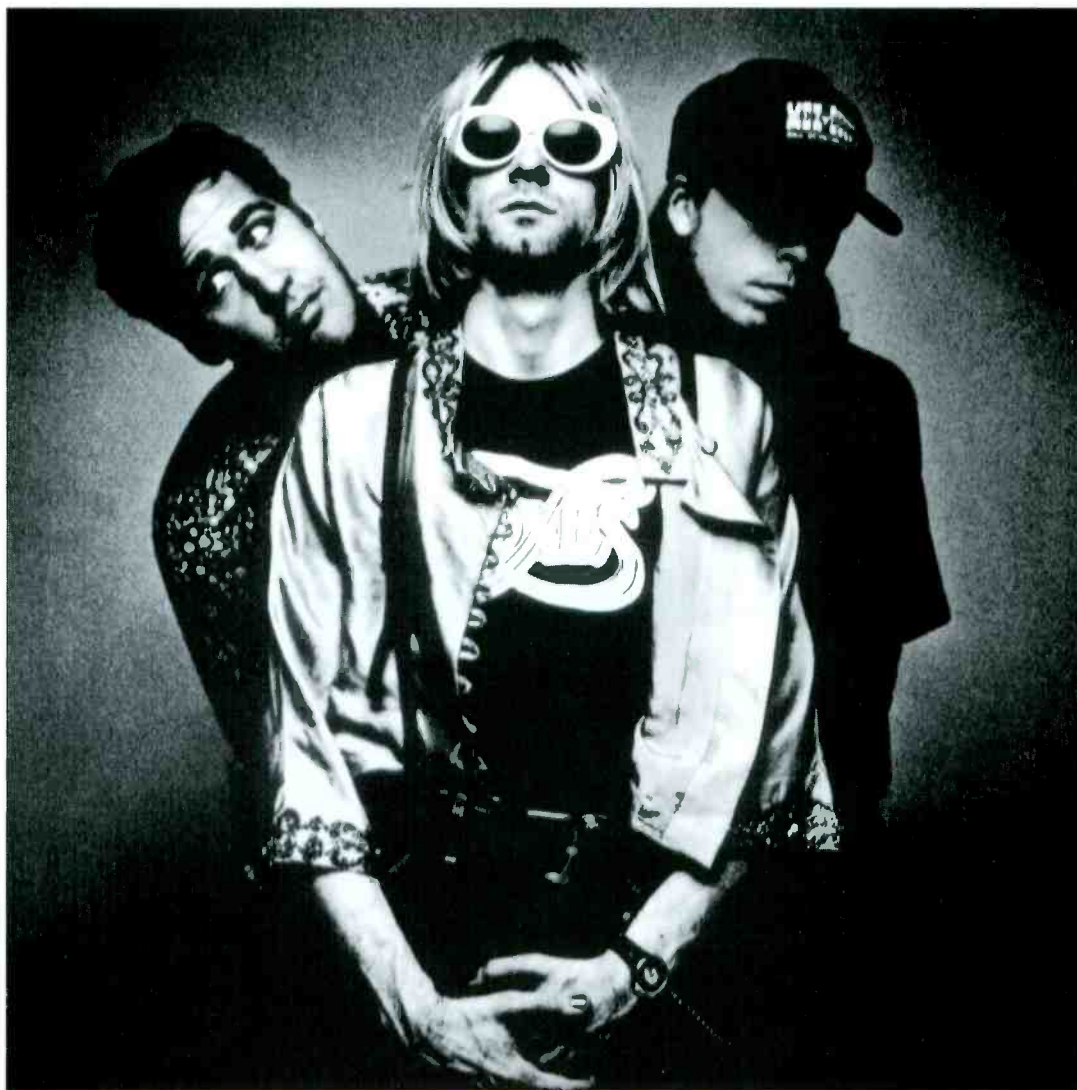
A soulful uptempo Dance tune brings this legendary Hall of Famer back onto the scene. Belted familiar vocals over '90s Funk characterizes the Queen of Soul's latest gem. Pumping out hits for more than 30 years, Aretha waves her magical wand again with a brilliant rendition that transcends any format restrictions. Taking the best of what we remember her for, then adding a little more spice than in recent projects, this track targets all demos.

ROBERT PLANT

"If I Were A Carpenter"

(ES PARANZA/ATLANTIC/AG)

Carving out his own cool niche with a golden oldie, the Tall Cool One cranks out in exceptional fresh vocal form. He's still finding a way of stretching his trademark pipes. The latest song from his sixth solo album, *Fate*



NIRVANA

Of Nations, Plant strikes with a multi-demo, multi-format smash. Equally bright and upbeat, the former Led Zeppelin vocalist comes through with his best Mainstream single in quite some time. Accessible to all day-parts, "If I Were A Carpenter" will build into a major-league hit.

TORI AMOS

"God"

(ATLANTIC/AG)

Few artists exude as much passion and personal awakenings as Tori Amos. Contradictory emotions practically drip from her

lyrics, bringing tears of sorrow cushioned by the brilliance of her astonishing musical gifts. Her debut solo effort, *Little Earthquakes*, went Gold last year, establishing a strong core audience who have been anxiously awaiting new music ever since. A piano prodigy at the age of four, this North Carolina native takes the Howard Stern approach to songwriting in finding truth "endlessly entertaining." The first single, "God," continues where *Little Earthquakes* singles left off, with sultry sounds and demanding lyrics. "God" breaks

the drought of fresh new music from established artists. Expect Tori and her piano to tour in the coming months, offering commanding performances that will leave the audience breathless and quiet as church mice. She'll hit the States around the first of February for a two-week press and promo tour. Expect a full tour starting in April '94.

—Karen Holmes

BAHA MEN

"Oh Father"

(BIG BEAT/ATLANTIC/AG)

After an eventful year in which



smashing pumpkins ★ disarm
from the platinum plus album *siamese dream*



produced by butch vig and billy corcoran
representation: raymond eoffer management

© 1994 virgin records america, inc.



MUSIC MEETING

Reggae ruled, the Baha Men re-release another Rasta-rhythmed treat. Combining American Funk and Hip-Hop to create a danceable sound spiked by a Bahamian twist, this hard-grooving sextet from Nassau have already toured the U.S., receiving accolades from their faithful following. Joyous and catchy, "Oh Father" puts a unique refreshing package together to flavor the airwaves beautifully.

FAST FORWARD

HOT MOVIE MUSIC: Soon to be a monstrous soundtrack, *Philadelphia* has many programmers buzzing on a multitude of tracks. Many stations are finding success on the Bruce Springsteen tune, "Streets Of Philadelphia" (Columbia). Of course, the obvious choices include WIOQ Philly, but Southern and Western regions are receiving phones as well. An official release date on The Boss' song may be coming soon. Stay tuned to this bar channel for further info. The Indigo Girls goes for adds from the same *Philadelphia* ST with an Adult smash, "I Don't Wanna Talk About It" (Epic)... WEZB's longtime Music Director Joey G is experimenting with the Spin Doctor's C.C.R. Top-10 remake, "Have You Seen The Rain" (Epic) and it's blistering the request lines.



TORI AMOS

RESEARCHING THROUGH THE ROOF: Early call-out showing phenomenal reaction is the continuing resurgence of Meat Loaf. "Rock And Roll Dreams Come Through" seems to be picking up positive research right where the #1 "I'd Do Anything For Love" left off. Over 1,000 Plays Per Week al-

ready in just a few weeks... The follow-up single to Ace Of Base's "All That She Wants," "The Sign" (Arista) might be larger than the debut smash from the Swedish quartet. Many stations nationwide claim the second track is well ahead of the first one at this point of the game. For all the pertinent facts

and figures on upcoming new tunes and how they are performing, check out the new and improved *The Next 40*. It examines in-depth reports on upcoming hits including PPW, total reporting stations and average moves at a glance. A must for every music meeting.

-John Kilgo

UPCOMING RECORD RELEASES

NEXT WEEK

CULTURE BEAT
"Gotta Get It"
(550 MUSIC)

JAMIROQUAI
"Emery"
(COLUMBIA)

JAZZY JEFF & FRESH PRINCE
"I Wanna Rock"
(JIVE)

DIANA KING
"Stir It Up"
(CHAOS)

SUDDEN CHANGE
"Comin' On Strong"
(EASTWEST)

A TRIBE CALLED QUEST
"Electric Relaxation"
(JIVE)

IN TWO WEEKS

BABYFACE
"And Our Feelings"
(EPIC)

MICHAEL BOLTON
"Completely"
(COLUMBIA)

COUNTING CROWS
"Mr. Jones"
(DGC)

CRASH TEST DUMMIES
"MMM MMM MMM MMM"
(ARISTA)

HI-FIVE
"Faithful"
(JIVE)

A LIGHTER SHADE OF BROWN
"Hey DJ"
(MERCURY)

• DOMINO •



MOVED TO HEAVY!



MOST PLAYED VIDEO FOR 5 WEEKS IN A ROW!



HEAVY REQUESTS!

GETTO JAM

"#7 SALES IN BUFFALO INDICATES LARGE MASS APPEAL POTENTIAL... WE'RE IN!"
- BRIAN BURNS, SUE O'NEAL-WKSE

SOUNSCAN SINGLE: #3 SOUNSCAN ALBUM: #51-45

CLEVELAND	WJMO #1 BDS	SoundScan Single #7-4/Camelot #1
INDIANAPOLIS	WHHH #1 BDS	SoundScan Single #1-1/Scott's #1
BOSTON	WJMN #10 BDS	SoundScan Single #7-6/Strawberries #4-3
SEATTLE	KUBE #12 BDS	SoundScan Single #7-4/Camelot #1
LOS ANGELES	KPWR #8 BDS	SoundScan Single #7-4/Camelot #1

MUSICLAND (Over 900 stores) - #6-4 Singles Sales

**EXECUTIVE PRODUCERS: ANTHONY "ANTI" LEWIS, GREEDY GREG
AND BIG BASS BRIAN WALKER
PRODUCED BY DJ BATTLECAT.
CO-PRODUCED BY DOMINO.**



Exploding!



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www.americanradiohistory.com

MOST REQUESTED

KIISFM

KIIS FM LOS ANGELES, DOMINO

1. All-4-One, So Much In Love
2. Salt-N-Pepa, Shoop
3. Ace Of Base, The Sign
4. Celine Dion, The Power Of
5. Adams/Sting/Stewart, All For



WPLJ NEW YORK, A.J. HAMMER

1. Richard Marx, Now And
2. Celine Dion, The Power Of
3. Adams/Sting/Stewart, All For



WPRO FM PROVIDENCE, T.J. NAPP

1. Mariah Carey, Without You
2. Snoop Doggy Dog, What's My
3. Ace Of Base, The Sign
4. US3, Cantaloop
5. Joan Jett, I Love Rock



KKRZ PORTLAND, SCOTT LANDER

1. Salt-N-Pepa, Shoop
2. Celine Dion, The Power Of
3. Xscape, Just Kickin' It
4. Ace Of Base, The Sign
5. All-4-One, So Much In Love



WKRC CINCINNATI, RACE TAYLOR

1. Adams/Sting/Stewart, All For
2. Whitney Houston, Queen Of
3. Celine Dion, The Power Of
4. Ace Of Base, All That She
5. Little Texas, What Might



1. Ace Of Base, The Sign
2. Salt-N-Pepa, Shoop
3. Salt-N-Pepa w/En Vogue, Whatta Man
4. Aerosmith, Amazing
5. Celine Dion, The Power Of Love
6. Color Me Badd, Choose
7. All-4-One, So Much In Love
8. Mariah Carey, Without You
9. US3, Cantaloop (Flip Fantasia)
10. Janet Jackson, Because Of Love



WKDQ ST LOUIS, RIKK IDOL

1. Salt-N-Pepa, Shoop
2. Gabrielle, Dreams
3. Beck, Loser
4. US3, Cantaloop
5. Color Me Badd, Choose



KQKS DENVER, J.B. GOODE

1. Xscape, Understanding
2. Salt-N-Pepa, Whatta Man
3. Salt-N-Pepa, Shoop
4. Snoop Doggy Dog, What's My
5. Ace Of Base, The Sign
6. Janet Jackson, Because Of
7. Domino, Getto Jam
8. The Cranberries, Linger



WNVZ NORFOLK, JUSTIN STONE

1. Ace Of Base, The Sign
2. Gabrielle, Dreams
3. Salt-N-Pepa, Shoop
4. Pearl Jam, Daughter
5. US3, Cantaloop
6. Smashing Pumpkins, Today
7. Joan Jett, I Love Rock
8. Salt-N-Pepa, Whatta Man
9. Aerosmith, Amazing



WKSE BUFFALO, SUE O'NEIL

1. Salt-N-Pepa, Shoop
2. K7, Zunga Zeng
3. Salt-N-Pepa, Whatta Man
4. Sagat, Why Is It
5. K7, Come Baby Come



KQKQ OMAHA, ADAM THUNDER

1. Ace Of Base, The Sign
2. Haddaway, Life
3. Toni Braxton, Breathe Again
4. Ace Of Base, All That She
5. Babyface, Never Keeping



KJYO OKLAHOMA CITY, TOD TUCKER

1. All-4-One, So Much In Love
2. Ace Of Base, The Sign
3. Richard Marx, Now And
4. Salt-N-Pepa, Whatta Man
5. Joan Jett, I Love Rock
6. Janet Jackson, Again
7. Celine Dion, The Power Of



WZEE MADISON, CATFISH COOPER

1. Salt-N-Pepa, Shoop
2. Ace Of Base, The Sign
3. Aerosmith, Amazing
4. Gabrielle, Dreams
5. Whitney Houston, Queen Of
6. Adams/Sting/Stewart, All For
7. Gin Blossoms, Found Out
8. Color Me Badd, Choose



KYIS OKLAHOMA CITY, MIKE ALEXANDER

1. Celine Dion, The Power Of
2. Adams/Sting/Stewart, All For
3. Heart, Will You Be There
4. Janet Jackson, Because Of
5. Mariah Carey, Hero
6. Toni Braxton, Breathe Again
7. Janet Jackson, Again
8. Whitney Houston, Queen Of



Terence Trent D'Arby's

TAMPA'S STORY:

*Power Pig #17 Most Played Song
4 to 5 Plays Per Day Playlist Move: 21-14**

*SINGLE SOLD OUT In All Area Stores!
Local Video Channel: V-32 Add This Week!*

*"Just listen to the words. This is a song
everyone can relate to. Once it's on the
radio, females eat it up."
Marc Chase-OM-Power Pig*



*The new song and video
from his album "Symphony Or Damn
(Exploring The Tension Inside The Sweetness)."*

COLUMBIA

*Try not to be affected by this song.
Produced, written, and arranged by TTD.
Management: Lippman Entertainment.*

MOST REQUESTED

107.3 KKRD

KKRD WICHITA, GREG WILLIAMS

1. Salt-N-Pepa, Shoop
2. Mariah Carey, Without You
3. Ace Of Base, The Sign
4. Lisette Melendez, Goody
5. Joan Jett, I Love Rock
6. Color Me Badd, Choose
7. US3, Cantalooop
8. Janet Jackson, Because Of
9. Gabrielle, Dreams
10. Guns N' Roses, Since I



KZZU FM SPOKANE, CASEY CHRISTOPHER

1. Ace Of Base, The Sign
2. Celine Dion, The Power Of
3. Aerosmith, Amazing
4. Mariah Carey, Without You
5. Heart, Will You Be There
6. Def Leppard, Miss You In A
7. US3, Cantalooop
8. Phil Collins, Everyday
9. Gin Blossoms, Found Out



WLXK ROANOKE, JENNA FROM ANOTHER PLANET

1. Bryan Adams, Please Forgive
2. Salt-N-Pepa, Shoop
3. Cher, I Got You Babe
4. Janet Jackson, Because Of
5. Aerosmith, Amazing



WZYP HUNTSVILLE, WALLY B.

1. Tevin Campbell, Can We Talk
2. Def Leppard, Miss You In A
3. Celine Dion, The Power Of
4. Tom Petty, Mary Jane's
5. Ace Of Base, The Sign
6. Aerosmith, Amazing
7. Mariah Carey, Hero
8. Culture Beat, Mr. Vain



NIGHT PERSON

OF THE WEEK

MIKE SHANNON
WDJX Louisville

1. Ace Of Base, The Sign
2. Salt-N-Pepa, Shoop
3. Richard Marx, Now And Forever
4. Aerosmith, Amazing
5. Janet Jackson, Because Of Love



WVSR CHARLESTON, T.J. STEVENS

1. Celine Dion, The Power Of
2. Tom Petty, Mary Jane's
3. Def Leppard, Miss You In A
4. Gin Blossoms, Found Out
5. Aerosmith, Amazing
6. Whitney Houston, Queen Of
7. Eternal, Stay
8. Janet Jackson, Again



WJMX FLORENCE, BOOKER MADISON

1. Mariah Carey, Without You
2. Beavis & Butthead, Come To
3. Janet Jackson, Because Of
4. Ace Of Base, The Sign
5. Pearl Jam, Animal
6. Color Me Badd, Choose
7. Aerosmith, Amazing
8. The Cranberries, Linger



WFLY ALBANY, ELLEN ROCKWELL

1. Salt-N-Pepa, Whatta Man
2. Xscape, Understanding
3. Ace Of Base, The Sign
4. Salt-N-Pepa, Shoop
5. Adams/Sting/Stewart, All For
6. Collage, I'll Be Loving You
7. US3, Cantalooop
8. Jodeci, Cry For You
9. Domino, Getto Jam
10. Snoop Doggy Dog, Gin And



WRHT NEW BERN, CHRIS CROSS

1. Salt-N-Pepa, Whatta Man
2. Ace Of Base, The Sign
3. Guns N' Roses, Since I
4. Aerosmith, Amazing
5. Xscape, Understanding



KDUK EUGENE, JONNY QUEST

1. Salt-N-Pepa, Whatta Man
2. Deep Forest, Sweet Lullaby
3. Ace Of Base, The Sign
4. US3, Cantalooop
5. Color Me Badd, Choose



WVKS TOLEDO, KURT CRUISE

1. Snoop Doggy Dog, What's My
2. Ace Of Base, The Sign
3. Salt-N-Pepa, Whatta Man
4. Xscape, Understanding
5. Gabrielle, Dreams



WVVC LANSING, RYNO

1. Salt-N-Pepa, Shoop
2. Heart, Will You Be There
3. Aerosmith, Amazing
4. Rod Stewart, Having A Party
5. Rozalla, I Love Music



WRCK UTAH, B.B. GOOD

1. Salt-N-Pepa, Shoop
2. DRS, Gangsta Lean
3. Mariah Carey, Without You
4. Ace Of Base, The Sign
5. US3, Cantalooop



Today's Best Music!

KIOK TRI-CITIES, MICHAEL DEAN

1. Village People, Y.M.C.A.
2. Ace Of Base, The Sign
3. Mariah Carey, Without You
4. Gabrielle, Dreams
5. Celine Dion, The Power Of



WMME AUGUSTA, JEFF ANDREWS

1. Salt-N-Pepa, Shoop
2. Salt-N-Pepa, Whatta Man
3. Stone Temple Pilots, Creep
4. Guns N' Roses, Since I
5. Tom Petty, Mary Jane's



Debuts
At #1
THE
BOX
MUSIC TELEVISION
THE CONTROL

understanding.

The follow-up to the first hit Just Kickin' It from the Gold album
"Hummin Comin At Cha'."



***"We waited too long to play Just Kickin' It...
Understanding is NOW and we're taking advantage
of the moment. We are already seeing solid sales
and immediate phones."*** Gary Hoffman-WZPL

**Over 1700 Top 40 BDS Detections!
#2 BDS Rhythm-Crossover Chart!**

NETWORK Moves 26-22! NETWORK #1 On The Street Chart!

★ Top 10 Most Played!

Moves 11-9* SoundScan Single Chart!

#34* SoundScan Album Chart!

MTV Active Rotation!

Produced by Jermaine Dupri for So So Def Productions. Co-Produced by Manuel Seal, Jr.
Management: Entertainment Resources International.

COLUMBIA

MOST REQUESTED

TODAY'S **K7** BEST MUSIC 93

WKZW PEORIA, ANDY MASUR

1. Ace Of Base, The Sign
2. Salt-N-Pepa, Whatta Man
3. Snoop Doggy Dog, What's My
4. K7, Come Baby Come
5. Xscape, Understanding
6. To Be Continued, One On One
7. US3, Cantaloop
8. All-4-One, So Much In Love



WSPK POUGHKEEPSIE, SCOTTY MAC

1. Queen Latifah, U.N.I.T.Y.
2. Gabrielle, Dreams
3. Lisa Lisa, Skip To My Lu
4. Mariah Carey, Without You
5. Collage, I'll Be Loving You
6. Salt-N-Pepa, Whatta Man
7. Lisette Melendez, Goody
8. Eternal, Stay



WMEE FORT WAYNE, ZACK SKYLER

1. Janet Jackson, Because Of
2. Ace Of Base, The Sign
3. Mariah Carey, Without You
4. All-4-One, So Much In Love
5. US3, Cantaloop
6. Color Me Badd, Choose
7. Aerosmith, Amazing
8. The Breeders, Cannonball

BREAKOUT ARTIST OF THE WEEK



XSCAPE

"Understanding"

- | | | |
|-------------|---------------|----|
| KQKS | Denver | #1 |
| WFLY | Albany | #2 |
| WVKS | Toledo | #4 |
| WKZW | Peoria | #5 |
| KSOL | San Francisco | #7 |



KYYY BISMARCK, BOBBY ROCK

1. Ace Of Base, The Sign
2. US3, Cantaloop
3. Salt-N-Pepa, Shoop
4. Xscape, Understanding
5. Color Me Badd, Choose
6. Janet Jackson, Because Of
7. Richard Marx, Now And
8. Whitney Houston, Queen Of
9. Gabrielle, Dreams



WIXX GREEN BAY, STEVE LOUZOS

1. Salt-N-Pepa, Shoop
2. Adams/Sting/Stewart, All For
3. US3, Cantaloop
4. Ace Of Base, The Sign
5. Color Me Badd, Choose
6. Tag Team, Whoomp!
7. Def Leppard, Miss You In A
8. Aerosmith, Amazing
9. The Cranberries, Linger



The Beach's Biggest Hits!

WWXIM MYRTLE BEACH, JAMES GREGORY

1. Celine Dion, The Power Of
2. Whitney Houston, Queen Of
3. Tom Petty, Mary Jane's
4. Haddaway, Life
5. Janet Jackson, Because Of



Today's Hits!

WBHT WILKES-BARRE, BILLY HAMMOND

1. Janet Jackson, Because Of
2. Beck, Loser
3. Cure, Purple Haze
4. US3, Cantaloop
5. Eternal, Stay



KIMN FORT COLLINS, CHRIS HOLLAND

1. Janet Jackson, Because Of
2. The Breeders, Cannonball
3. Ace Of Base, The Sign
4. Mariah Carey, Without You
5. Eternal, Stay
6. Color Me Badd, Choose
7. CeCe Peniston, I'm In The
8. Little Texas, What Might



KISX TYLER, JEFF EVANS

1. Tom Petty, Mary Jane's
2. Ace Of Base, The Sign
3. Richard Marx, Now And
4. Heart, Will You Be There
5. Stone Temple Pilots, Creep
6. Mr. Big, Ain't Seen Love
7. Guns N' Roses, Since I
8. Celine Dion, The Power Of
9. Def Leppard, Miss You In A



KKMG COLORADO SPRINGS, KEVIN KINCAID

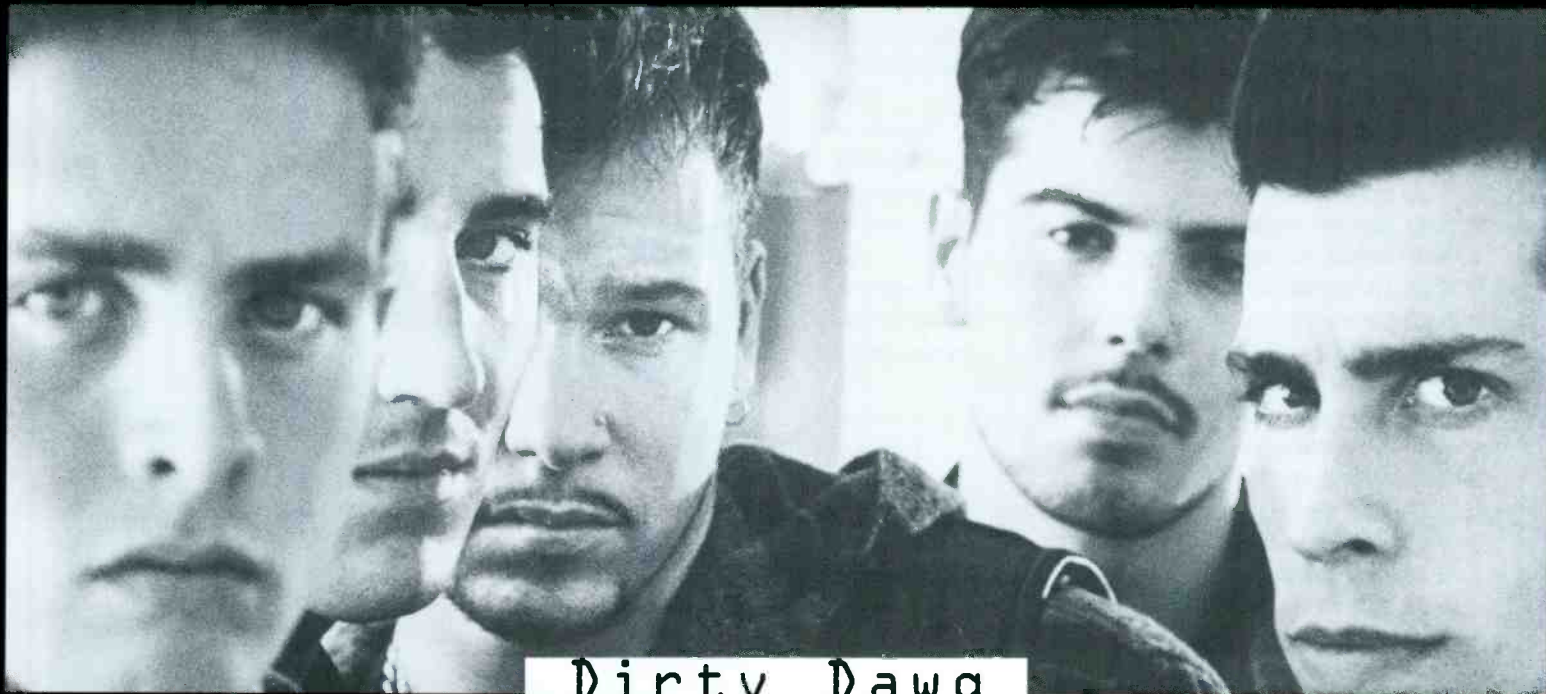
1. The Cranberries, Linger
2. Salt-N-Pepa, Shoop
3. Color Me Badd, Choose
4. Bryan Adams, Please Forgive
5. Culture Beat, Mr. Vain
6. Gin Blossoms, Found Out
7. 10,000 Maniacs, Because The
8. Heart, Will You Be There
9. Ace Of Base, The Sign



KFBQ CHEYENNE, WOODY HARRELSON

1. Salt-N-Pepa, Shoop
2. Mariah Carey, Without You
3. Heart, Will You Be There
4. Ace Of Base, The Sign
5. Xscape, Understanding
6. Haddaway, Life
7. Snoop Doggy Dog, What's My
8. Celine Dion, The Power Of
9. Eternal, Stay

NKOTB



Dirty Dawg
Featuring
Nice & Smooth

"This week we inducted NKOTB into the Tower Records/Boston Walk-Of-Fame; we kicked it off with a party, press conference, and then an in-store at midnight. The band stayed until 4:30 a.m. signing autographs for over 3,000 people from over 30 states and 4 countries"
- David Fitzgerald, Regional Promotions Director Tower Records, New England

Over 500 Top 40 BDS Spins!

WHYT #4 BDS Airplay!

WZPL #8 BDS Airplay!

Rotating:

KMEL!
WXKS!

KSOL!
WJMN!
WPOW!

Z90!
WWKX!
B96!

KISF!
WFHN!
92Q!

KLUC!
KKFR!

From the album
"Face The Music."



Top 5 Request!

Single produced by Donnie Wahlberg.
Management: Dick Scott Entertainment, Inc.

COLUMBIA

Nice & Smooth appears courtesy of RAL.

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

CROSSOVER

TM

STREETCHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W LW TW Artist/SONG LABEL

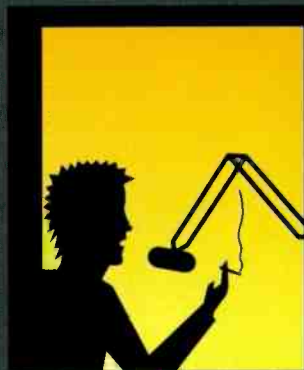
2	2	1	XSCAPE, Understanding	So So Def/Columbia
6	3	2	DOMINO, Getto Jam	Outburst/ral/Chaos
1	1	3	SALT-N-PEPA, Shoop	Next Plateau/London/PLG
18	5	4	JANET JACKSON, Because Of Love	Virgin
17	12	5	ALL-4-ONE, So Much In Love	Blitz/Atlantic/AG
14	8	6	JODECI, Cry For You	Uptown/MCA
10	7	7	COLOR ME BADD, Choose	Giant/Reprise
40	29	8	SALT-N-PEPA w/EN VOGUE, Whatta Man	Next Plateau/London/PLG
8	9	9	BABYFACE, Never Keeping Secrets	Epic
16	13	10	TONY TONI TONÉ, (Lay Your Head On My) Pillow	Wing/Mercury
12	11	11	LISETTE MELENDEZ, Goody Goody	Fever/ral/Chaos
37	20	12	ETERNAL, Stay	First Avenue/EMI/ERG
5	6	13	MARIAH CAREY, Hero	Columbia
15	14	14	QUEEN LATIFAH, U.N.I.T.Y.	Motown
9	10	15	TONI BRAXTON, Breathe Again	LaFace/Arista
19	17	16	TEVIN CAMPBELL, Shhh	Qwest/WB
21	19	17	ZHANÉ, Groove Thang	Motown
24	22	18	ACE OF BASE, The Sign	Arista
11	15	19	BRYAN ADAMS/STING/ROD STEWART, All For Love	A&M/Hollywood
3	4	20	TEVIN CAMPBELL, Can We Talk	Qwest/WB
23	21	21	US3, Cantaloup (Flip Fantasia)	Blue Note/Capitol
35	26	22	R. KELLY, Bump N' Grind	Jive
32	25	23	CECE PENISTON, I'm In The Mood	A&M
25	24	24	SWV, You're Always On My Mind	RCA
39	32	25	CELINE DION, The Power Of Love	550 Music
28	27	26	HADDAWAY, Life (Everybody Needs Somebody To Love)	Coconut/Arista
▶DEBUT	27	27	MARIAH CAREY, Without You	Columbia
—	31	28	SNOOP DOGGY DOG, Gin And Juice	Death Row/Interscope/AG
34	30	29	MINT CONDITION, U Send Me Swingin'	Perspective/A&M
4	16	30	DRS, Gangsta Lean	Capitol
—	37	31	NKOTB, Dirty Dog	Columbia
7	18	32	SNOOP DOGGY DOG, What's My Name?	Death Row/Interscope/AG
26	35	33	COLLAGE, I'll Be Loving You	Metropolitan
▶DEBUT	34	34	THE CRANBERRIES, Linger	Island/PLG
—	40	35	TONI BRAXTON, Seven Whole Days	LaFace/Arista
13	23	36	2PAC, Keep Ya Head Up	Interscope/AG
29	28	37	A TRIBE CALLED QUEST, Award Tour	Jive
27	36	38	MICHAEL BOLTON, Said I Loved You... But I Lied	Columbia
22	33	39	CULTURE BEAT, Mr. Vain	550 Music
20	39	40	BRYAN ADAMS, Please Forgive Me	A&M

most added

1.	Salt-N-Pepa w/En Vogue, Whatta Man	Next Plateau/London/PLG
2.	Mariah Carey, Without You	Columbia
3.	Eternal, Stay	First Avenue/EMI/ERG
3.	Zhané, Groove Thang	Motown
5.	All-4-One, So Much In Love	Blitz/Atlantic/AG
5.	R. Kelly, Bump N' Grind	Jive
7.	Jodeci, Cry For You	Uptown/MCA
7.	Xscape, Understanding	So So Def/Columbia
9.	CeCe Peniston, I'm In The Mood	A&M
9.	Tony Toni Toné, (Lay Your Head On My) Pillow	Wing/Mercury

RHYTHMNATION

From After
Dark To Around
The Clock...
Nationwide!



WIOQ's Joe Mamma

WQHT's Baltazar

KKXX's Kozman

What do these guys
have in common?
No, silly - they are just
a few of the night-time
air personalities
featured on our
upcoming *Tuneup*
#66. On your desk
mid-February.

Over 6 Million Gross Impressions!

Hot 97 New York	8-1* Hot	53 Plays	
Q102 Philadelphia	16-13* Hot	43 Plays	
KLUC Las Vegas	Add #26*	20 Plays	
WWKX Providence	Add #28*	6 Plays	
WPCW Miami	30-22*	7 Plays	
WJMN Boston		27 Plays	Ranked 23rd
WKSE Buffalo		17 Plays	Ranked 34th
WOLV West Palm Beach		12 Plays	Ranked 49th
WBSS Atlantic City	39-27* Hot		



K7

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STAXX OF JOY

"Joy"

(CHAMPION/CHAOS)

Crossover programmers rejoice! Here's another delectable Dance tune to liven up your current library of down-tempo jams and ballads. Speaking from experience, this song gets calls when played (even at 4 am). A hot import that's all the rage in the clubs, it's also in rotation at KKXX, KJYK, WHJX and KRBE. Mix show exposure at KPRR, WBBM, WXKS, KHQT, WTIC, KUBE, WHHH, WFLY, WPST and many, many more. The Gods of Domestic Vinyl have blessed us once again.

SHAQUILLE O'NEAL

"I'm Outstanding"

(JIVE)

Shaq can do more than just shoot hoop and make TV commercials. He proved he had the skillz on "What's Up Doc" with the Fu-Schnickens and his first single, "(I Know I Got) Skillz." Now he attacks radio once again and leaves no doubt about his

lyrical abilities. From his debut album, *Shaq Diesel*, which was produced by Erick Sermon, this track is in the mix at WQHT, WUSL Philly, WIOQ, KPWR, The Beat, KBXX, KUBE and KRCK Utica.

A BEAT AHEAD

THEY KNOW HOW TO SATISFY A WOMAN... Don't you know that I'm the envy of my office now that I have my own double-12 of Ralpie Rosario presents Xaviera Gold's "You Used To Hold Me '94" (Strictly Hype). The remixes are too sassy. And even though I didn't want to, I like them just as much as the original mix. Mucho thanks to the Masters At Work for keeping the vocal break – which made the song – intact. Many more thanks to Danny Tenaglia for his digital rewording. And that Tribal drum track would satisfy a cheese stick. Best line in his mix – "let me tell you about my man / you know he's a woman!" I better take my big long-hair butt and move on... Have I mentioned Justin Warfield's "Fisherman's Grotto" (Qwest/Reprise) this week? Did I also mention that the Delta House Of Funk Vocal Mix is just the deal? Just checking.

THE TWO SIDES OF KANDINSKI...

Who knew that the Fresh Prince – aka Will Smith – could act? If you haven't already, go and see *6 Degrees Of Separation* with Stockard Channing and Donald Sutherland. This movie (previously not on



DIANA KING

my list of movies to see) is fantastic! Great lines and fabulous acting. It opens up a completely new side of Will Smith. Promotional idea: tie a screening in with Jazzy Jeff & Fresh Prince's new single "I Wanna Rock" (Jive)... Speaking of Jazzy Jeff, plans are in the works for him to terrorize turntables at various mix shows. Contact Kelly Schweinsberg at Jive for the 411.

CHAOS AND CONTROL... I am not a geek (although I play one on TV). So I like the new NKOTB and Hammer tracks. Well, I also like Vanilla Ice's "Roll 'Em Up" (SBK/ERG). Hey, back off – it's a slam dunk that's winning battles around the country at stations like KMEL, KPWR, WLUM and KBXX. Even the street crew is giving it props. WAMO Pittsburgh mixer Mel Plowden says, "As much as I hate Vanilla Ice, this track is all that." Catch an in-depth interview with Ice in next month's *Source* magazine... And knowing how much you want

more EFX, Das EFX is back with "Back In Effect" (EastWest). After only *two* plays at WQHT, the phones were ringing off the hook, making "Back In Effect" #5 in requests... Look for Diana King's "Stir It Up" (Chaos) to hit your desk soon.

A HELPING HAND... Not everyone in Southern Cali was as incapacitated as I seemed to be last week. Epic's Suzie Spender took a car load of groceries to a volunteer center in Northridge (the epicenter of the quake) and then spent the rest of the day transporting "care packages" to those victims who were stranded... On the other side of the country, buried in a ton of snow and ice, Albie Dee and the entire 'PGC crew gave out vital information on scheduled brown-outs, school closures and emergency shelters. Quite a feat, considering the station went off the air numerous times due to loss of power... I think that now is a perfect time for an indo convention in Jamaica.

—Wendi Cermak



JOINED AT THE HIP?

OVERNIGHT SENSATION

Everybody's Talking About...

THE NETWORK
40

Morning Line

Questions?
Comments!
1-800-443-4001

Vol. 1 No. 13 "All the fits that's news to us" July 20, 1994

NEWS

Sylvia Rhone Heads Elektra/EastWest
As predicted in *Network Forty* last week, Sylvia Rhone was named Chairman of the newly formed Elektra/EastWest Records. Rhone, who has been Chairman/CEO of East West since 1991, will now be responsible for the recording businesses of Elektra, Asylum, East West and their associated labels. Details on the Elektra/East West merger were not made public. For the present time, the labels will continue to be staffed and run separately.

Glenn Kalina Named PD At WIOQ
Glenn Kalina, former WICQ "Q102" Philadelphia RHD/midkeys who recently left to become Managing Director at *Friday Morning Quarterback*, is returning to the station to become Program Director.

EDITORIAL

Added

It won't be too long until radio and record company vets all back and wistfully recall the concept of "Must Added" records in the same way many fans were nostalgic about eight-track tapes and 45 rpm singles. They were fun while they lasted, but...

The times, as *Network Forty* VP/CM Gerry Cagle notes in this week's Editorial, they are a change, and in this case, it's definitely for the better. Gone are the days when "adds were flat, parallel status was where it was at and a chart could be rigged at the drop of a hat.

"Today, simply rules," he continues. "Whether or not a radio station officially adds a record is a moot point. It's the play that matters."

Cagle describes radio's new playing field and how labels will play a game where you need spins to win. In this week's Editorial:

- **ALSO:** Spotlight on KOCQ Cape Girardeau and "Rinôçérôse" on sleeve sums writers, the "Leik Laxik" and a bloody glove found on Jupiter!

THE EARLY WORD...

Page 6

Radio out of the week... a friend of The Chrome Lizard, dining in a restaurant in a Top 60 Northeast market, found himself eating next to (and overhearing) some shop talk (twice the GM and consultant of the big Top 40 in town. Were his ears burning when they talked about hiring a new PD? Someone named John, perhaps?

♦ ♦ ♦

Cosmo (sometimes CBS and Group W) Shamrock and Liverpool?

♦ ♦ ♦

What was KIXY San Angelo PD Michael Steele doing in San Antonio? Vacationing, perhaps? Only Jerry Quinn knows for sure.

♦ ♦ ♦

Gary Zapoleon gets a big KHS... he's now consulting the heritage L.A. Top 40.

♦ ♦ ♦

In a major major market Cosmo's Top 40, still looking in the glow of an up Spring book, about to see Corporate have its PD work on (but not *add* a new acquisition across country)?

♦ ♦ ♦

Speaking of Arlo, we've got plenty of spring numbers that have made more than a few Top 40s very, very happy...

THE INTERVIEW

John Candelaria

"People complain that Top 40 plays the same records over and over," states KPRR El Paso PD John Candelaria. "They're the reason we play the same records over and over it because it works! The ratings go up every time listeners turn on the radio and hear familiar hits. That's what they want to hear... and if you don't play bonafide hits all the time, people are going to punch you out."

Candelaria used that philosophy to get this Dance Top 40 back into the groove. He has helped raise its ratings into the tent by sharply focusing on its target demo, Hispanic women, 18-34, both musically and promotionally. Of course, there's more to a market leading station than a good music mix and fun promotions. And the seven-year veteran describes the deceptively tricky terrain in El Paso when it comes to dealing with "one-hit" Dance models and competing against Howard Stern every morning in this week's Interview.

CONFERENCE CALL

When Spring's The Only Book

The spring Advertisers are just starting to come in and while it's quite an important book for the major markets, for Top 40s in the smaller markets, it is the *only* book. In this week's Conference Call, four programmers of small-market stations describe the pros and cons of putting all their eggs in one ratings basket.

"Advantage number one is that if you have a good book, you can be with those numbers for the entire year," notes Tom Matsons, PD at KWTX Waco. "The obvious disadvantage is if the consumer is out, you haven't lost with it as well."

Another advantage: You can concentrate your already tight promotional budget into one 12- or 13-week rating period. Another disadvantage: There are no monthly trends you can use to talk the station. As KPRR's Sylvia PD Michael Kirby says, "You spend a lot of time on gut instinct, attempting to reflect what the street is telling you."

The Devlins "Someone To Talk To"
Added At WAPE Jacksonville
Already In Rotation At Kiss 108 Boston, WENZ Cleveland, 99X Atlanta And Others!

To Get On-Line, Call:
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THE NETWORK
FORTY

Each year, broadcasters across America spend
HUNDREDS OF THOUSANDS OF DOLLARS to obtain
the advice of these consultants.

Well, here it is FOR FREE.

"The best Pretenders single in years—I love it!"
— Guy Zapoleon, partner, Zapoleon-Richards Media Strategies

"A terrific song! It sounds like their best shot at a major hit in a long time."
— Bill Richards, partner, Zapoleon-Richards Media Strategies

**"Instantly likeable; emotional multi-format potential. It has a good shot at
being a hit." — Randy Lane, Vallie Consulting**

**"This mass appeal single, combined with the Pretenders' hip image, will result
in a major hit." — Jeff Johnson, Alan Burns and Associates**

"'I'll Stand By You' is perfect for Pop/CHR radio." — Harv Blain, Blain Consulting

PRETENDERS

I'LL STAND BY YOU

The New Single. Produced by Ian Stanley
From the album: LAST OF THE INDEPENDENTS

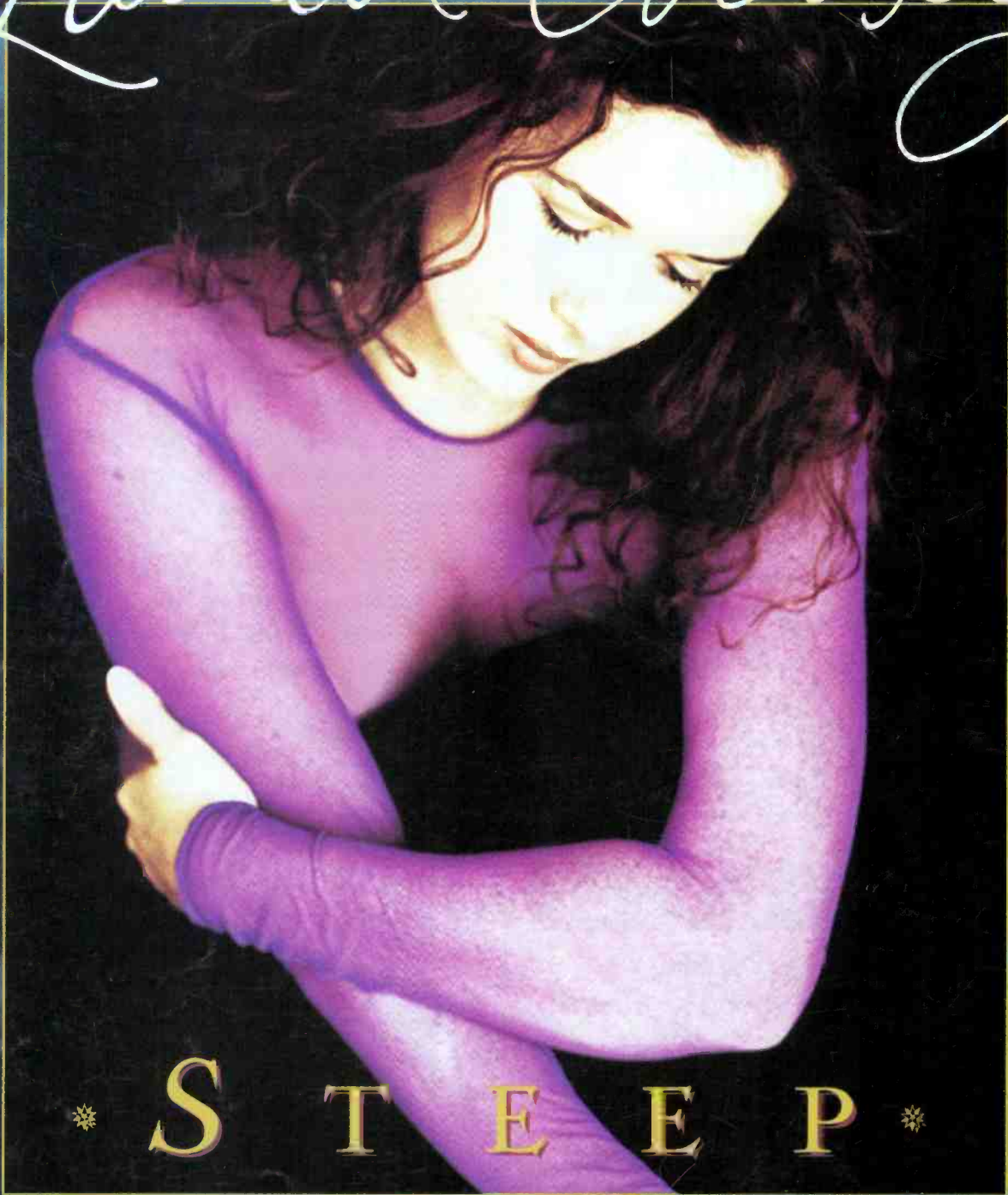
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Lauren Christy



* S T E E P *

American Music Award Best New AC Artist Nominee.

The crossover Top 10 A/C smash.
The highest charting debut artist of 1993 at A/C radio.
The difference in a world of imitation.

Produced by Tony Peluso



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CONSENSUS PICK

(THE ONE RELEASE THIS WEEK THAT THE NETWORK FORTY STAFF FEELS STRONGEST ABOUT)

No Consensus Pick

BEST BETS

(UP TO THREE RELEASES WE FEEL MERIT STRONG CONSIDERATION FOR AIRPLAY)

Nirvana, "All Apologies" (DGC)

HANDICAPPER'S PICK

(ONE SONG A MEMBER OF OUR STAFF FEELS STRONGLY ABOUT)

Dwayne Ward

Tori Amos, "God" (Atlantic/AG)

TEST TUBE BABY

(SOMETHING WE'VE HEARD EARLY AND WANT YOU TO BE AWARE OF)

Counting Crows, "Mr. Jones" (DGC)

GUEST HANDICAPPER

Bill Sheridan, PD Wilkes/Barre, PA

Beck, "Loser" (DGC)

Salt-N-Pepa with En Vogue,

"Whatta Man" (Next Plateau/London/PLG)

PAST PERFORMANCE

Eternal, "Stay" (First Avenue/EMI/ERG)

The *Consensus Pick* and *Guest Handicapper* WAZY Lafayette MD Jason Dean's pick from 1/14 is #4 most-added this week. It moves up the chart from #35 to #23*, as 167 total stations can't keep it from shooting to the top.

Guns N' Roses, "Since I Don't Have You" (Geffen)

A *Best Bet* from 1/14 and another pick from *Guest Handicapper* Jason Dean is #6 most-added this week. As 30 more stations jumped on this obvious hit, raising its total to 103.

ZZ Top, "Pincushion" (RCA)

A *Test Tube Baby* from 1/7 and a *Best Bet* from 1/14 is #7 most-added this week another 21 sharp stations chose this smash and pushed its total up to 61.

Lenny Kravitz, "Heaven Help" (Virgin)

Yet another last pick from Jason Dean is tied for #7 most-added with 21 more stations getting a jump-start on this future smash. It's now on 54 total stations.

Janet Jackson, "Because Of Love" (Virgin)

A *Consensus Pick* from 1/7 continues to move up the chart from #15 to #12*, as 9 more stations added yet another touching hit from this amazing artist.

Ace Of Base, "The Sign" (Arista)

A *Best Bet* from 1/7 and *Guest Handicapper* WIFC Wausau APD/MD Bill Mitchell continues to fly up the chart from #14 to #7*. It's obviously destined for the top; another 12 stations won't be left out on this tune. "The Sign" now totals a whopping 201 stations.


Haddaway, "Life" (Arista)

A *Test Tube Baby* from 11/19 continues to move up the chart this week from #22 to #19*, as 9 more stations breathe life into this follow-up smash. A healthy 170 stations are now into "Life."

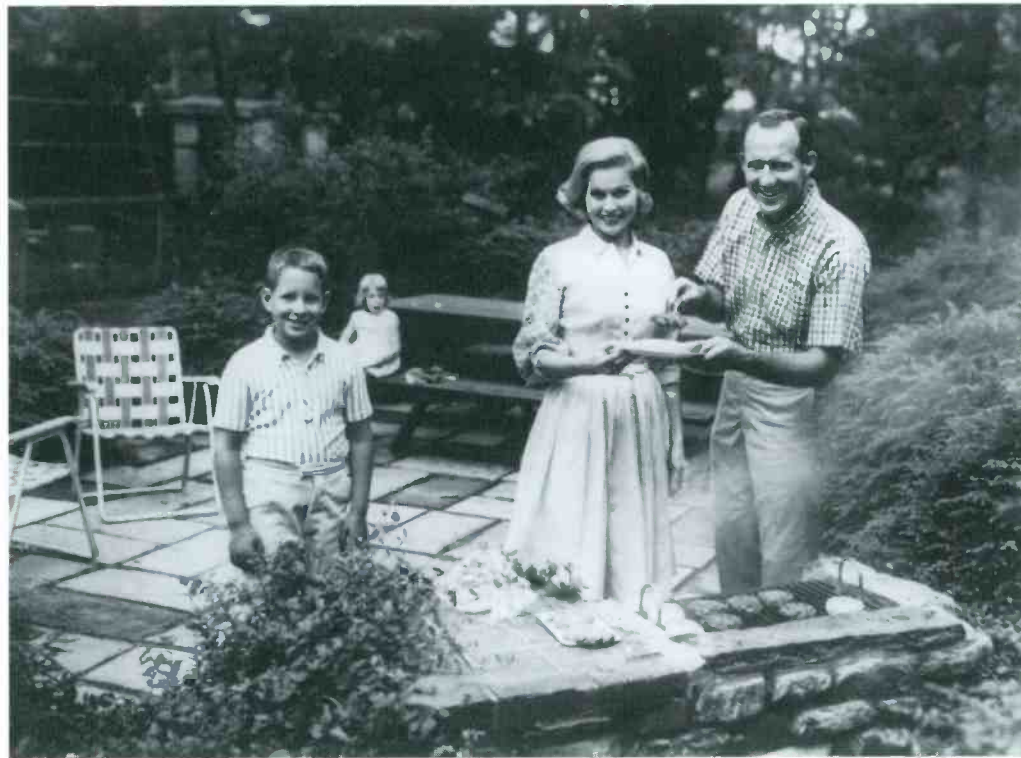
Meat Loaf, "Rock And Roll Dreams Come True" (MCA)

A *Best Bet* from 1/7 and the second single from *Bat Out Of Hell 2* continues to roll up the chart from #34 to #28*. By now, we're sure you've checked out the remixes on *The Network Forty* sampler, CD #65. If you haven't, give Josie a call at 800-443-4001 to get your copy.

THE next 40

ARTIST NAME	SONG TITLE	RECORD LABEL	 TOTAL STATIONS	ADDS	ONS	DEBUTS	AVERAGE MOVE
THE BREEDERS	CANNONBALL	4AD/ELEKTRA	842	110	5	16	14
U2	STAY (FARAWAY, SO CLOSE!)	ISLAND/PLG	958	106	10	15	9
GUNS N' ROSES	SINCE I DON'T HAVE YOU	GEFFEN	569	103	30	21	31
CECE PENISTON	I'M IN THE MOOD	A&M	755	88	14	22	16
MR. BIG	AIN'T SEEN LOVE LIKE THAT	ATLANTIC/AG	581	86	38	14	25
MELISSA ETHERIDGE	COME TO MY WINDOW	ISLAND/PLG	526	80	18	25	20
BIG HEAD TODD & THE MONSTERS	BITTERSWEET	GIANT/REPRISE	803	72	1	14	4
SWV	YOU'RE ALWAYS ON MY MIND	RCA	580	68	6	11	6
ZZ TOP	PINCUSHION	RCA	339	61	66	8	8
JIMMY CLIFF	HIGHER & HIGHER	INTERSCOPE/AG	301	59	15	20	8
LISA KEITH	I'M IN LOVE	PERSPECTIVE/A&M	841	59	1	3	2
CURE	PURPLE HAZE	REPRISE	334	55	3	20	9
LENNY KRAVITZ	HEAVEN HELP	VIRGIN	278	54	21	18	10
ZHANÉ	GROOVE THANG	MOTOWN	363	53	10	10	8
JOAN JETT AND THE BLACKHEARTS	I LOVE ROCK & ROLL	REPRISE	304	52	3	14	2
NICK HEYWORD	KITE	EPIC	425	52	3	23	6
TERENCE TRENT D'ARBY	LET HER DOWN EASY	COLUMBIA	168	44	12	9	10
TO BE CONTINUED	ONE ON ONE	EASTWEST	186	38	4	4	7
JAMES	LAID	FONTANA/MERCURY	199	37	8	13	5
R. KELLY	BUMP N' GRIND	JIVE	250	34	13	3	10
LITTLE TEXAS	WHAT MIGHT HAVE BEEN	WB	239	33	12	5	7
NKOTB	DIRTY DOG	COLUMBIA	244	33	1	11	5
COLLAGE	I'LL BE LOVING YOU	METROPOLITAN	279	31	3	2	2
ELTON JOHN & K.D. LANG	TEARDROPS	MCA	157	31	5	7	6
SNOOP DOGGY DOG	GIN AND JUICE	DEATH ROW/INTERSCOPE/AG	141	31	7	6	4
TEVIN CAMPBELL	SHHH	QWEST/WB	188	31	4	3	4
BRUCE SPRINGSTEEN	STREETS OF PHILADELPHIA	COLUMBIA	175	24	15	2	12
DEEP FOREST	SWEET LULLABY	550 MUSIC	162	22	5	5	3
DOG SOCIETY	LOVE IS ALL GONE	EASTWEST	111	21	18	2	2
A TRIBE CALLED QUEST	AWARD TOUR	JIVE	182	19	1	4	1
THE POGUES	TUESDAY MORNING	CHAMELEON/ELEKTRA	156	18	6	3	3
COWBOY JUNKIES	ANNIVERSARY SONG	RCA	125	17	11	2	1
LISA LISA	SKIP TO MY LU	PENDULUM/ERG	147	15	0	3	0
BLIND MELON	TONES OF HOME	CAPITOL	119	14	7	1	3
NIRVANA	ALL APPOLOGIES	DGC	145	14	6	0	2
INXS W/RAY CHARLES	PLEASE(YOU GOT THAT RIGHT)	ATLANTIC/AG	18	13	12	1	3
COUNTING CROWS	MR. JONES	DGC	139	11	5	0	5
JAMIROQUAI	WHEN YOU GONNA LEARN?	COLUMBIA	146	11	4	3	3
ME'SHELL NDEGÉOCELLO	IF THAT'S YOUR BOYFRIEND(IT WASN'T LAST NIGHT)	MAVERICK/SIRE/REPRISE	80	11	4	1	3
BECK	LOSER	DGC	86	7	3	0	2

“Of course, I’d rather be at home with the family”



“But I can’t afford to miss the **1994 GAVIN SEMINAR**, and I’m aiming to make my way to San Francisco to meet up with all my friends from radio and music once again. It amazes me how fast it comes around each year but I wouldn’t miss it for the world.

“You see, as well as finding lots of familiar faces (and new ones!), I actually learn a lot from it, unlike some conventions I could mention. You get a nice mix of very specific sessions and broader topics which tackle the real issues. As well as keynote addresses by high-flyers like Capitol Records president Gary Gersh and that Superbowl football coach Bill Walsh, there are panels dedicated to just about every format you can think of, including Top 40, A³, Alternative, College radio and Rap. My favorites. I can tell you. I hear there’s going to be lots about some of them new technologies in 1994. I guess we’ve got to face up to change.

Why, I’m even thinking of investing in one of those gas BBQ’s sometime soon. But that’s another story.

“The other thing I like about the Seminar is the chance to cut a rug at the live performances. You can really let your hair down, in a manner of speaking, as well as finding out what the latest “big thing” is likely to be.

“So take a tip from a regular. Better book your place real fast on that new fangled Seminar Hotline (that’s 415-495-3200, if memory serves me correctly) and feel the benefit of those early registration rates.

“As for burning those burgers that weekend, I guess I’ll be letting those nice people at the Westin St. Francis take care of all that stuff. I hear they’ve got some special Gavin room rates if you act quickly (415-397-7000)”

“Nice talking to you.”



February 17, 18, 19 Westin St. Francis Hotel San Francisco



As Valentine's Day nears, many programmers search for those special Love Songs for the music mix. Here are some of the best to spike in on February 14:

1. The Power Of Love.....Celine Dion
2. CupidSpinners
3. Always And ForeverHeatwave
4. Listen To Your HeartRoxette
5. My Heart Can't Tell You NoRod Stewart
6. I Will Always Love You.....Whitney Houston
7. Straight From The HeartBryan Adams
8. You're In My Heart.....Rod Stewart
9. When A Man Loves A WomanMichael Bolton
10. Forever Your GirlPaula Abdul
11. AnniversaryTony Toni Tone
12. Again.....Janet Jackson
13. Always On My Mind.....Willie Nelson
14. Can't Help Falling In Love.....UB40
15. Keep On Loving YouREO Speedwagon
16. Three Times A Lady.....Commodores
17. Kiss You All OverExile
18. The First Time Ever I Saw Your Face.....Roberta Flack
19. Never Can Say Goodbye.....Jackson Five
20. Kiss Is On My List.....Hall & Oates
21. I Love YouClimax Blues Band
22. Sometimes When We TouchDan Hill
23. You Sexy ThingHot Chocolate
24. The Greatest Love Of All.....Whitney Houston
25. Just The Way You AreBilly Joel
26. Open ArmsJourney
27. Cherish.....Kool And The Gang
28. Shining StarManhattans
29. Kiss.....Prince
30. Addicted To LoveRobert Palmer
31. Lovin' Touchin' Squeezin'Journey
32. Wishing You Were HereChicago
33. It's Only Love.....Bryan Adams/Tina Turner
34. Everything I DoBryan Adams
35. All You Need Is Love.....Beatles
36. Happy AnniversaryLittle River Band
37. You're The InspirationChicago
38. White Wedding.....Billy Idol
39. Best Of My LoveEagles
40. I Want Your SexGeorge Michael

POGUES



“TUESDAY MORNING”

WRFY Reading Add!
KQIZ Amarillo Add!
KYYY Bismarck Add!

WENZ Cleveland #7*
KFAV St. Louis 31-26*
WWKZ Tupelo 37-31*
WHTO Williamsport 40-36*
WZAT Savannah

WSTW Wilmington Add!
KWTO Springfield Add!
KCGQ Cape Girardeau Add!

KQKY Kearney 34-12*
KGGG Rapid City D-28*
KIOC Beaumont 38-34*
KMOK Lewiston D-40*
KLYV Dubuque



RETAIL SALES

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	ARTIST/TITLE	LABEL
1	1	1	SNOOP DOGGY DOGG. Doggystyle	Death Row/Interscope/AG
5	2	2	JODECI. Diary Of A Mad Band	Uptown/MCA
4	4	3	TOM PETTY & THE HEARTBREAKERS. Greatest Hits	MCA
2	3	4	MARIAH CAREY. Music Box	Columbia
3	5	5	PEARL JAM. Vs.	Epic
10	6	6	TONI BRAXTON. Toni Braxton	LaFace/Arista
20	14	7	SALT-N-PEPA. Very Necessary	London/Next Plateau/PLG
9	8	8	SMASHING PUMPKINS. Siamese Dream	Virgin
23	12	9	R KELLY. 12-Play	Jive
◆DEBUT	10	10	ZZ TOP. Antenna	RCA
7	7	11	BRYAN ADAMS. So Far So Good	A&M
12	10	12	JANET JACKSON. Janet.	Virgin
—	35	13	COUNTING CROWS. August And Everything After	DGC
21	17	14	ACE OF BASE. The Sign	Arista
6	9	15	ICE CUBE. Lethal Injection	Priority
—	30	16	PHILADELPHIA. Soundtrack	Epic Soundtrax
15	15	17	THE CRANBERRIES. Everybody Else Is Doing It So Why Can't We	Island/PLG
16	16	18	AEROSMITH. Get A Grip	Geffen
11	13	19	MICHAEL BOLTON. The One Thing	Columbia
14	18	20	10,000 MANIACS. MTV Unplugged	Elektra
18	20	21	NIRVANA. In Utero	DGC
17	21	22	MEAT LOAF. Bat Out Of Hell II: Back Into Hell	MCA
24	23	23	THE BREEDERS. Last Splash	4AD/Elektra
27	24	24	TEVIN CAMPBELL. I'm Ready	Qwest/WB
38	27	25	CELINE DION. The Colour Of My Love	550 Music
28	26	26	GIN BLOSSOMS. New Miserable Experience	A&M
26	25	27	STONE TEMPLE PILOTS. Core	Atlantic/AG
8	11	28	FRANK SINATRA. Duets	Capitol
13	19	29	VARIOUS ARTISTS. The Beavis And Butt-Head Experience	Geffen
19	22	30	GUNS N' ROSES. "The Spaghetti Incident?"	Geffen
22	29	31	VARIOUS ARTISTS. Common Thread: The Songs Of The Eagles	Giant
25	28	32	BILLY JOEL. River Of Dreams	Columbia
33	31	33	THE BODYGUARD. Soundtrack	Arista
—	40	34	US3. Hand On The Torch	Blue Note/Capitol
30	32	35	EAZY-E. It's On (Dr. Dre) 187um Killa	Ruthless/Relativity
31	33	36	SLEEPLESS IN SEATTLE. Soundtrack	Epic Soundtrax
40	37	37	XSCAPE. Hummin Comin At Cha'	So So Def/Columbia
◆DEBUT	38	38	RAGE AGAINST THE MACHINE. Rage Against The Machine	Epic
◆DEBUT	39	39	FREDDIE JACKSON. Here It Is	RCA
29	34	40	BLIND MELON. Blind Melon	Capitol

IN STORE PLAY

1.	Counting Crows, August And Everything After	DGC
2.	Crowded House, Together Alone	Capitol
3.	US3, Hand On The Torch	Blue Note/Capitol
4.	ZZ Top, Antenna	RCA
5.	Ramones, Acid Eaters	Radioactive/MCA
6.	The Breeders, Last Splash	4AD/Elektra
7.	Philadelphia, Soundtrack	Epic Soundtrax
8.	King's X, Dogman	Atlantic/AG
9.	Tom Petty & the Heartbreakers, Greatest Hits	MCA
10.	Crash Test Dummies, God Shuffled His Feet	Arista

BEST BUYS

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

ONE DOVE

morning dove white
(FFRR)

If you haven't yet been treated to the almost indescribable sounds of One Dove, get ready to be swept away on a transient stream of a hybrid mood/Dance vibe like you have never heard. The debut release from this Scottish trio, which was produced by Andy Weatherhall (Primal Scream, U2, Happy Mondays), was first issued in Europe and rose to the Top 30 on the British album charts. The track, "Fallen," was voted as the "Dance Single of the Year" in 1992 by *NME*. Since the album's US release in October of last year, *morning dove white* has quickly developed from an underground whisper into a mainstream roar. The seductive, vibrant style of One Dove has been likened to a low-key type of Rave music, laid over groove-infested Reggae rhythms and set free by vocalist Dot Allison's otherworldly interpretations. Major radio markets have been on the track, "White Love," for some time now and we've been seeing a real impact at retail in those markets, as well as at the stores that have been playing *morning dove white* in-store. The video for the track has been airing on MTV's *120 Minutes* and *Alternative Nation*; additional impact is coming from dance floors across America. That club play has landed One Dove in the Top 20 on the dance charts.

- Holly Sharpe

ALSO NEW

NKOTB

Face The Music (Columbia)

TORI AMOS

Under The Pink (Atlantic/AG)

CECE PENISTON

Thought 'Ya Knew (A&M)

PETER FRAMPTON

Peter Frampton (Relativity)

VARIOUS ARTISTS

In The Name Of The Father soundtrack (Island/PLG)

FREDDIE JACKSON

The Greatest Hits Of Freddie Jackson (Capitol)

THE BREEDERS

"Cannonball"

HEAVY ROTATION!
LP Gold Plus!
New This Week!
WNNK HARRISBURG
WAZY LAFAYETTE
WHTO WILLIAMSPORT
KIGL SPENCER
KQCR CEDAR RAPIDS
WENZ CLEVELAND 12-1*
Z100 NEW YORK #10*
KISF KANSAS CITY 19-15*
KRBE HOUSTON 19-17*
WKBQ ST LOUIS 22-19*
B97 NEW ORLEANS #21*
KIIS LOS ANGELES #23*
KKFR PHOENIX D-30*

Most Requested... Overnight

The POGUES

"TUESDAY MORNING"

New This Week:
WRFY READING
WSTW WILMINGTON
KQIZ AMARILLO
KWTO SPRINGFIELD
KYYY BISMARCK
KCGQ CAPE GIRARDEAU
KQKY KEARNEY 34-12*
KFAV ST. LOUIS 31-26*
KGGG RAPID CITY D-28*
WWKZ TUPELO 37-31*
KIOC BEAUMONT 38-34*
WHTO WILLIAMSPORT 40-36*
KMOK LEWISTON D-40*

STAYing Power!



Over 2300 BDS Spins!

Incredible Sales:

San Diego 42-8*

San Francisco 84-25*

Fresno #11*

Las Vegas 57-18*

Sacramento #22*

Los Angeles 76-22*

Phoenix #28*

And Many More!



Moves 35-23*!

Most Added...Again!

WAQQ

KBXX 46 Plays!
KMEL 29 Plays!
WZPL 20 Plays!
Q99 28 Plays!

KHKS

KJIS 39 Plays!
KDWB 27 Plays!
KKFR 56 Plays!
KKSS 47 Plays!

PRO-FM

KUBE 53 Plays!
WHHH 34 Plays!
Power 106 27 Plays!
Hot 97 23 Plays!
KISF 27 Plays!

KTFM

WHYT 26 Plays!
WJMN 52 Plays!
WXXL 25 Plays!
WLUM 44 Plays!
And Many More!

WWHT

92Q 31 Plays!
Star 94 27 Plays!
KKRZ 20 Plays!
Q106 24 Plays!
Q102 42 Plays!
B95 52 Plays!
Kiss 108 32 Plays!
WJMH 56 Plays!

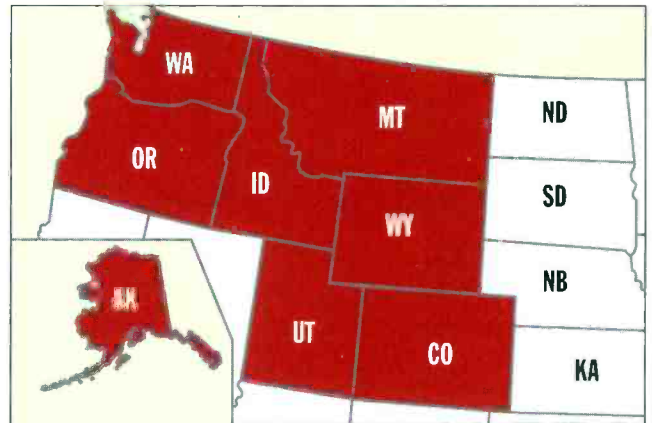
STAY The Years First Multi-Format Smash From **eternal**



First Avenue Management

NORTHWEST/ROCKIES

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BRYAN ADAMS/STING/ROD STEWART. All For Love	17	35.6	606
2	TONI BRAXTON. Breathe Again	16	37.6	602
3	CELINE DION. The Power Of Love	16	36.6	586
4	THE CRANBERRIES. Linger	17	31.9	543
5	ACE OF BASE. The Sign	15	35.4	531
6	COLOR ME BADD. Choose	16	30.8	492
7	GIN BLOSSOMS. Found Out About You	14	34.9	488
8	HEART. Will You Be There (In The Morning)	14	34.7	486
9	JANET JACKSON. Because Of Love	16	29.9	479
10	RICHARD MARX. Now And Forever	15	31.3	470
11	DEF LEPPARD. Miss You In A Heartbeat	14	33.3	466
12	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	14	30.9	433
13	WHITNEY HOUSTON. Queen Of The Night	15	28.1	422
14	BRYAN ADAMS. Please Forgive Me	14	29.9	419
15	MARIAH CAREY. Hero	14	28.4	398
16	MICHAEL BOLTON. Said I Loved You... But I Lied	15	25.8	387
17	HADDAWAY. Life (Everybody Needs Somebody To Love)	14	27.4	383
18	AEROSMITH. Amazing	13	28.9	376
19	MEAT LOAF. Rock And Roll Dreams Come Through	14	26.9	376
20	PHIL COLLINS. Everyday	14	26.1	365
21	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	11	31.2	343
22	ROD STEWART. Having A Party	12	26.6	319
23	GABRIELLE. Dreams	9	34.3	309
24	BILLY JOEL. All About Soul	10	27.9	279
25	BABYFACE. Never Keeping Secrets	7	38.7	271


NORTHWEST/ROCKIES REGIONAL ANALYSIS

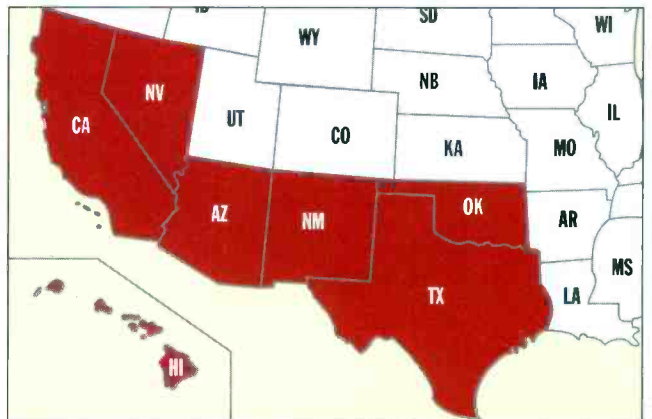
There was no PPW Breakout last week due to the LA earthquake. The regular Regional Analysis will resume next week.

Outside this week's Top 25, the hottest titles include:

- U2 "Stay (Faraway, So Close!)" - #31 with an average 25.2 PPW on 9 stations.
- Eternal "Stay" - #32 with an average 24.0 PPW on 9 stations.
- US3 "Cantalooop" - #35 with an average 27.6 PPW on 7 stations.
- The Breeders "Cannonball" - #36 with an average 27.6 PPW on 10 stations.
- Mariah Carey "Without You" - #38 with an average 26.4 PPW on 7 stations.

W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	TONI BRAXTON. Breathe Again	13	44.7	581
2	JANET JACKSON. Because Of Love	13	32.5	423
3	XSCAPE. Understanding	9	45.8	412
4	TEVIN CAMPBELL. Can We Talk	8	50.3	402
5	COLOR ME BADD. Choose	13	30.0	390
6	MARIAH CAREY. Hero	12	32.3	387
7	SALT-N-PEPA. Shoop	8	44.3	354
8	ACE OF BASE. The Sign	10	35.2	352
9	ETERNAL. Stay	10	35.1	351
10	DRS. Gangsta Lean	8	42.6	341
11	BABYFACE. Never Keeping Secrets	7	47.1	330
12	ALL-4-ONE. So Much In Love	7	45.0	315
13	LISETTE MELENDEZ. Goody Goody	8	39.3	314
14	DOMINO. Getto Jam	7	42.7	299
15	BRYAN ADAMS/STING/ROD STEWART. All For Love	7	39.7	278
16	GIN BLOSSOMS. Found Out About You	8	33.4	267
17	THE CRANBERRIES. Linger	8	32.6	261
18	SNOOP DOGGY DOG. What's My Name?	8	32.0	256
19	CELINE DION. The Power Of Love	6	42.2	253
20	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>)	6	42.2	253
21	CULTURE BEAT. Mr. Vain	7	33.6	235
22	GABRIELLE. Dreams	7	33.4	234
23	ZAPP & ROGER. Slow And Easy	5	44.4	222
24	AEROSMITH. Amazing	7	31.3	219
25	DEF LEPPARD. Miss You In A Heartbeat	6	36.3	218


WEST REGIONAL ANALYSIS

There was no PPW Breakout last week due to the LA earthquake. The regular Regional Analysis will resume next week.

Outside this week's Top 25, the hottest titles include:

- Tom Petty & the Heartbreakers "Mary Jane's Last Dance" - #31 with an average 26.0 PPW on 7 stations.
- Richard Marx "Now And Forever" - #37 with an average 27.8 PPW on 6 stations.
- Chantay Savage "Betcha'll Never Find" - #40 with an average 39.3 PPW on 4 stations.
- Haddaway "Life (Everybody Needs Somebody To Love)" - #44 with an average 24.5 PPW on 6 stations.
- Meat Loaf "Rock And Roll Dreams Come Through" - #46 with an average 20.3 PPW on 6 stations.

PPW Regional Analysis By Pat Gillen

ALL-4-ONE

So Much In Love

⊕ Most Added!

KHKS Dallas
WWHT Columbus

KIIS Los Angeles
KZHT Salt Lake City

WJMN Boston
FLY92 Albany

WVNZ Norfolk
WKSS Hartford

Q99 Salt Lake City
And Dozens More!

OVERNIGHT Moves 39-26* and 12-5* on The Street 40!!

SoundScan Breakout Single Sales:

BDS Already Over 1675 Spins!

Los Angeles #1 KIIS, Power 106, KMBT 77 Spins
San Francisco #1 KMEL, KSOL, Hot 97.7 232 Spins
Sacramento #1 FM102 37 Spins
Fresno #1 KBOS 77 Spins
San Diego #2 Q10E, Z90 24 Spins
Seattle #5 KUBE 50 Spins

Jacksonville #5 WHJX, WAPE 68 Spins
San Antonio #9 KTFM 58 Spins
Greensboro #13 WJMH, WKSI 68 Spins
Tucson #15 KRQ 19 Spins
Orlando #24 WXXL 22 Spins
Houston #28 KBXX 55 Spins

Baltimore #30 WERQ 35 Spins
Indianapolis #35 WZPL, WHHH 68 Spins
Boston WXKS, WJMN 61 Spins
Hartford WTIC, WKSS 48 Spins
Providence WPRO, WWKX, WFHN 51 Spins



Most Requested..Overnight!



THE ATLANTIC GROUP

MR. BIG

Ain't Seen Love Like That

⊕ Most Added... Again!

WBBO Greenville
WNDU South Bend
WRQK Canton

WERZ Exeter
WNNK Harrisburg
WVIC Lansing

WHYY Montgomery
WPXR Quad-Cities
KWNZ Reno

KJ103 Oklahoma City
WPXY Rochester
WYKS Gainesville

WKEE Huntington
KQKQ Omaha
KZZU Spokane

WMGV Oshkosh
WQUT Johnson City
And Many More!

Tons Of Debuts Nationwide!

KISN Salt Lake City D-22*
WJMX Florence D-25*
WVSR Charleston D-27*
KFAV St. Louis E-32*

WRFY Reading D-22*
WKFR Kalamazoo 36-25*
KZII Lubbock D-28*
WZAT Savannah D-33*

WYCR York 27-24*
WRKY Stubenville D-27*
KISR Ft Smith 36-29*
KHTT Tulsa 40-35*

WPRR Altoona D-24*
KROC Rochester D-27*
KNIN Wichita Falls D-31*
And More!

KQIX Grand Junction 38-24*
WAAL Binghamton 29-27*
CK105 Flint 37-32*



THE ATLANTIC GROUP

INTRO

Ribbon In The Sky

Early Believers!

WJMO Cleveland
KHTN Modesto

KDON Salinas
KSTN Stockton



THE ATLANTIC GROUP

TORI AMOS

"God"

On Your Desk Now!

G R E A T L A K E S

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BRYAN ADAMS/STING/ROD STEWART. All For Love	17	45.9	780
2	TONI BRAXTON. Breathe Again	19	38.0	722
3	THE CRANBERRIES. Linger	18	39.2	706
4	GIN BLOSSOMS. Found Out About You	17	38.9	661
5	HEART. Will You Be There (In The Morning)	18	33.2	598
6	CELINE DION. The Power Of Love	16	36.3	580
7	10,000 MANIACS. Because The Night (from MTV Unplugged)	14	41.3	578
8	AEROSMITH. Amazing	16	35.9	575
9	ACE OF BASE. The Sign	17	32.5	552
10	MICHAEL BOLTON. Said I Loved You... But I Lied	15	36.1	542
11	DEF LEPPARD. Miss You In A Heartbeat	15	35.7	535
12	COLOR ME BADD. Choose	18	29.4	529
13	MARIAH CAREY. Hero	15	35.1	527
14	JIMMY CLIFF. I Can See Clearly Now	13	35.5	461
15	JOSHUA KADISON. Jessie	13	33.3	433
16	RICHARD MARX. Now And Forever	16	26.6	426
17	JANET JACKSON. Because Of Love	16	25.8	412
18	ROD STEWART. Having A Party	16	24.3	388
19	BRYAN ADAMS. Please Forgive Me	13	29.6	385
20	MEAT LOAF. Rock And Roll Dreams Come Through	17	22.5	382
21	PHIL COLLINS. Everyday	15	25.0	375
22	HADDAWAY. Life (Everybody Needs Somebody To Love)	15	24.7	371
23	WHITNEY HOUSTON. Queen Of The Night	14	25.9	362
24	GABRIELLE. Dreams	13	27.3	355
25	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	14	24.9	348


GREAT LAKES REGIONAL ANALYSIS

There was no PPW Breakout last week due to the LA earthquake. The regular Regional Analysis will resume next week.

Outside this week's Top 25, the hottest titles include:

- Mariah Carey "Without You" - #26 with an average 30.7 PPW on 10 stations.
- Etemal "Stay" - #28 with an average 26.2 PPW on 11 stations.
- Culture Beat "Mr. Vain" - #29 with an average 25.3 PPW on 11 stations.
- US3 "Cantaloop" - #31 with an average 20.6 PPW on 12 stations.
- The Breeders "Cannonball" - #45 with an average 18.4 PPW on 7 stations.

M I D W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BRYAN ADAMS/STING/ROD STEWART. All For Love	19	41.6	790
2	THE CRANBERRIES. Linger	18	38.7	696
3	GIN BLOSSOMS. Found Out About You	20	34.8	695
4	AEROSMITH. Amazing	18	38.6	694
5	ACE OF BASE. The Sign	18	37.3	672
6	DEF LEPPARD. Miss You In A Heartbeat	18	36.9	664
7	CELINE DION. The Power Of Love	17	37.0	629
8	HEART. Will You Be There (In The Morning)	16	35.9	574
9	COLOR ME BADD. Choose	18	31.6	569
10	TONI BRAXTON. Breathe Again	17	31.8	541
11	JANET JACKSON. Because Of Love	19	27.8	528
12	RICHARD MARX. Now And Forever	15	33.4	501
13	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	16	30.9	494
14	10,000 MANIACS. Because The Night (from MTV Unplugged)	12	39.4	473
15	MARIAH CAREY. Hero	14	32.0	448
16	BRYAN ADAMS. Please Forgive Me	15	29.3	440
17	MEAT LOAF. Rock And Roll Dreams Come Through	17	25.8	438
18	WHITNEY HOUSTON. Queen Of The Night	16	27.1	433
19	HADDAWAY. Life (Everybody Needs Somebody To Love)	17	25.5	433
20	GABRIELLE. Dreams	13	32.2	419
21	MICHAEL BOLTON. Said I Loved You... But I Lied	16	25.1	402
22	PHIL COLLINS. Everyday	15	26.3	395
23	PEARL JAM. Daughter	16	23.1	369
24	ROD STEWART. Having A Party	13	27.6	359
25	CULTURE BEAT. Mr. Vain	11	32.0	352


MIDWEST REGIONAL ANALYSIS

There was no PPW Breakout last week due to the LA earthquake. The regular Regional Analysis will resume next week.

Outside this week's Top 25, the hottest titles include:

- US3 "Cantaloop" - #26 with an average 26.6 PPW on 13 stations.
- Etemal "Stay" - #27 with an average 26.3 PPW on 13 stations.
- Mariah Carey "Without You" - #30 with an average 33.3 PPW on 9 stations.
- Freddie Mercury "Living On My Own" - #36 with an average 31.0 PPW on 7 stations.
- The Breeders "Cannonball" - #38 with an average 21.4 PPW on 10 stations.

hip-hop-beat-beat-
goin'-goin'-
with a little bit of
SWING to it

sudden change

Coming On Strong To Pop Radio
February 7th!



Approaching 90
Spins!

Just Added At
KJMZ Dallas at #28*
And
KKBT Los Angeles!

Early Believers!

WJMH Greensboro 25-20*
KBXX Houston D-22*

hear these sistas catch wreck
on their first single

comin'
strong

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

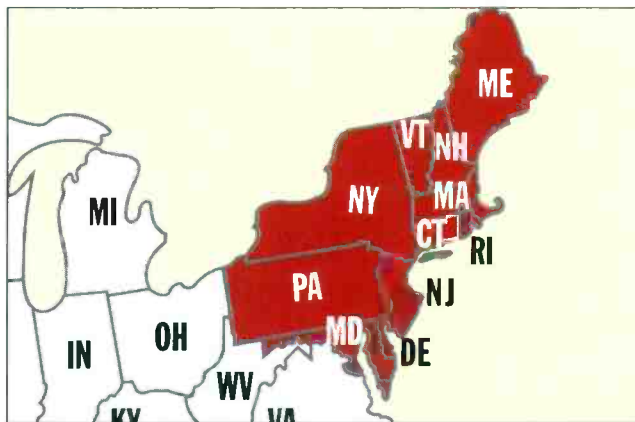


the atlantic group division of atlantic recording corporation

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N O R T H E A S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BRAYN ADAMS/STING/ROD STEWART. All For Love	21	36.7	770
2	GIN BLOSSOMS. Found Out About You	19	33.6	639
3	THE CRANBERRIES. Linger	18	33.2	598
4	10,000 MANIACS. Because The Night (from MTV Unplugged)	20	29.0	580
5	BRYAN ADAMS. Please Forgive Me	19	28.7	546
6	AEROSMITH. Amazing	18	29.9	538
7	DEF LEPPARD. Miss You In A Heartbeat	17	30.1	511
8	ACE OF BASE. The Sign	16	30.7	491
9	HEART. Will You Be There (In The Morning)	15	31.8	477
10	TONI BRAXTON. Breathe Again	14	32.9	460
11	CELINE DION. The Power Of Love	15	29.8	447
12	MEAT LOAF. Rock And Roll Dreams Come Through	18	23.9	430
13	MARIAH CAREY. Hero	15	28.5	427
14	JANET JACKSON. Because Of Love	17	23.9	407
15	ROD STEWART. Having A Party	14	28.9	405
16	SALT-N-PEPA. Shoop	13	30.7	399
17	COLOR ME BADD. Choose	14	28.4	398
18	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	13	29.8	387
19	PHIL COLLINS. Everyday	17	20.2	343
20	PEARL JAM. Daughter	13	25.1	326
21	RICHARD MARX. Now And Forever	18	18.1	326
22	CULTURE BEAT. Mr. Vain	13	24.6	320
23	JIMMY CLIFF. I Can See Clearly Now	12	26.0	312
24	MARIAH CAREY. Without You	11	27.5	302
25	JANET JACKSON. Again	14	21.1	295



NORTHEAST REGIONAL ANALYSIS

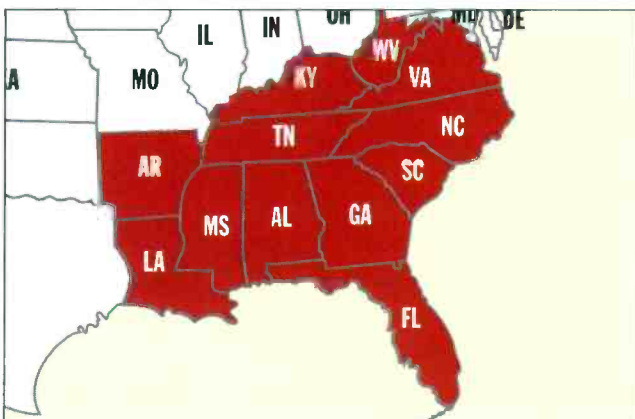
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Outside this week's Top 25, the hottest titles include:

- Haddaway "Life (Everybody Needs Somebody To Love)" - #29 with an average 19.5 PPW on 14 stations.
- Etemal "Stay" - #34 with an average 22.9 PPW on 9 stations.
- Salt-N-Pepa w/ En Vogue "Whatta Man" - #39 with an average 29.3 PPW on 7 stations.
- Guns N' Roses "Since I Don't Have You" - #43 with an average 22.6 PPW on 8 stations.
- U2 "Stay (Faraway, So Close!)" - #47 with an average 20.4 PPW on 8 stations.

S O U T H

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	TONI BRAXTON. Breathe Again	20	41.2	823
2	BRYAN ADAMS/STING/ROD STEWART. All For Love	20	38.7	774
3	MARIAH CAREY. Hero	19	34.5	656
4	CELINE DION. The Power Of Love	19	34.4	654
5	THE CRANBERRIES. Linger	18	33.3	599
6	GIN BLOSSOMS. Found Out About You	18	30.2	544
7	10,000 MANIACS. Because The Night (from MTV Unplugged)	17	31.7	539
8	COLOR ME BADD. Choose	18	29.7	534
9	AEROSMITH. Amazing	17	29.9	508
10	ACE OF BASE. The Sign	19	26.3	499
11	DEF LEPPARD. Miss You In A Heartbeat	17	28.7	488
12	MICHAEL BOLTON. Said I Loved You... But I Lied	17	28.6	487
13	JIMMY CLIFF. I Can See Clearly Now	19	25.4	482
14	HEART. Will You Be There (In The Morning)	17	28.0	476
15	BRYAN ADAMS. Please Forgive Me	16	25.7	411
16	PHIL COLLINS. Everyday	18	22.3	401
17	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	15	26.1	391
18	JANET JACKSON. Again	14	27.9	391
19	RICHARD MARX. Now And Forever	16	24.3	388
20	JANET JACKSON. Because Of Love	16	24.1	386
21	ROD STEWART. Having A Party	17	22.5	382
22	UB40. Higher Ground	13	26.0	338
23	CULTURE BEAT. Mr. Vain	13	25.5	331
24	GABRIELLE. Dreams	11	29.4	323
25	JOSHUA KADISON. Jessie	12	25.8	310



SOUTH REGIONAL ANALYSIS

There was no PPW Breakout last week due to the LA earthquake. The regular Regional Analysis will resume next week.

Outside this week's Top 25, the hottest titles include:

- Haddaway "Life (Everybody Needs Somebody To Love)" - #26 with an average 22.0 PPW on 12 stations.
- Meat Loaf "Rock And Roll Dreams Come Through" - #27 with an average 18.4 PPW on 16 stations.
- Eternal "Stay" - #33 with an average 18.7 PPW on 10 stations.
- U2 "Stay (Faraway, So Close!)" - #37 with an average 21.0 PPW on 7 stations.
- The Breeders "Cannonball" - #42 with an average 14.0 PPW on 9 stations.



(Actual Size)

Going for adds February 1st.

**For more info contact
Restless Promotion VP
Kim Travis @ (213) 957-4357 x221**



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RHYTHM/CROSSOVER

COMPUTER GENERATED AIRPLAY REPORTS

ZW	LW	TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
NA	NA	1	SALT-N-PEPA. Shoop	12	46.4	557
NA	NA	2	XSCAPE. Understanding	12	44.5	534
NA	NA	3	TONI BRAXTON. Breathe Again	13	40.2	522
NA	NA	4	BABYFACE. Never Keeping Secrets	12	41.3	495
NA	NA	5	TEVIN CAMPBELL. Can We Talk	11	40.3	443
NA	NA	6	DOMINO. Getto Jam	11	38.8	427
NA	NA	7	JODECI. Cry For You	9	42.0	378
NA	NA	8	ETERNAL. Stay	11	32.6	359
NA	NA	9	DRS. Gangsta Lean	9	37.7	339
NA	NA	10	SALT-N-PEPA w/EN VOGUE. Whatta Man	8	40.4	323
NA	NA	11	HI-FIVE. Never Should've Let You Go	8	38.0	304
NA	NA	12	ALL-4-ONE. So Much In Love	9	33.8	304
NA	NA	13	JANET JACKSON. Because Of Love	12	24.4	293
NA	NA	14	LISETTE MELENDEZ. Goody Goody	8	35.8	286
NA	NA	15	SNOOP DOGGY DOG. What's My Name?	8	33.4	267
NA	NA	16	MARIAH CAREY. Hero	10	26.5	265
NA	NA	17	QUEEN LATIFAH. U.N.I.T.Y.	6	43.8	263
NA	NA	18	SWV. You're Always On My Mind	9	28.9	260
NA	NA	19	TONY TONI TONÉ. (Lay Your Head On My) Pillow	8	31.8	254
NA	NA	20	R. KELLY. Bump N' Grind	6	41.7	250
NA	NA	21	2PAC. Keep Ya Head Up	6	37.8	227
NA	NA	22	CECE PENISTON. I'm In The Mood	9	25.1	226
NA	NA	23	ZHANÉ. Hey Mr. D.J.	8	27.8	222
NA	NA	24	COLOR ME BADD. Choose	9	24.7	222
NA	NA	25	ZAPP & ROGER. Slow And Easy	5	44.4	222
NA	NA	26	MINT CONDITION. U Send Me Swingin'	6	36.2	217
NA	NA	27	JANET JACKSON. Again	8	26.1	209
NA	NA	28	ZHANÉ. Groove Thang	7	28.3	198
NA	NA	29	TEVIN CAMPBELL. Shhh	6	28.7	172
NA	NA	30	XSCAPE. Just Kickin' It	8	20.3	162
NA	NA	31	ACE OF BASE. The Sign	6	24.0	144
NA	NA	32	ACE OF BASE. All That She Wants	5	27.8	139
NA	NA	33	SNOOP DOGGY DOG. Gin And Juice	6	22.0	132
NA	NA	34	NKOTB. Dirty Dog	6	21.0	126
NA	NA	35	A TRIBE CALLED QUEST. Award Tour	6	20.3	122
NA	NA	36	COLLAGE. I'll Be Loving You	3	40.3	121
NA	NA	37	SAGAT. Why Is It (Funk Dat)	4	30.0	120
NA	NA	38	JODECI. Feenin'	2	60.0	120
NA	NA	39	TONI BRAXTON. Seven Whole Days	3	39.7	119
NA	NA	40	CHANTAY SAVAGE. Betcha'll Never Find	5	22.6	113

MAINSTREAM/ADULT

COMPUTER GENERATED AIRPLAY REPORTS

ZW	LW	TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
NA	NA	1	BRYAN ADAMS/STING/ROD STEWART. All For Love	26	39.7	1031
NA	NA	2	TONI BRAXTON. Breathe Again	25	38.4	961
NA	NA	3	THE CRANBERRIES. Linger	24	34.6	830
NA	NA	4	CELINE DION. The Power Of Love	23	35.5	817
NA	NA	5	10,000 MANIACS. Because The Night (from MTV Unplugged)	24	32.3	774
NA	NA	6	ACE OF BASE. The Sign	22	35.1	773
NA	NA	7	MARIAH CAREY. Hero	23	33.3	767
NA	NA	8	GIN BLOSSOMS. Found Out About You	21	36.3	762
NA	NA	9	BRYAN ADAMS. Please Forgive Me	23	30.5	701
NA	NA	10	DEF LEPPARD. Miss You In A Heartbeat	21	32.3	678
NA	NA	11	COLOR ME BADD. Choose	21	31.6	664
NA	NA	12	MICHAEL BOLTON. Said I Loved You... But I Lied	22	29.8	655
NA	NA	13	HEART. Will You Be There (In The Morning)	21	30.0	629
NA	NA	14	JANET JACKSON. Because Of Love	21	26.7	561
NA	NA	15	JOSHUA KADISON. Jessie	17	32.2	548
NA	NA	16	WHITNEY HOUSTON. Queen Of The Night	19	28.4	540
NA	NA	17	RICHARD MARX. Now And Forever	21	25.7	539
NA	NA	18	PHIL COLLINS. Everyday	22	23.7	522
NA	NA	19	AEROSMITH. Amazing	18	28.8	518
NA	NA	20	JIMMY CLIFF. I Can See Clearly Now	18	28.1	506
NA	NA	21	ROD STEWART. Having A Party	21	23.1	485
NA	NA	22	HADDAWAY. Life (Everybody Needs Somebody To Love)	19	25.0	475
NA	NA	23	MEAT LOAF. Rock And Roll Dreams Come Through	20	23.8	475
NA	NA	24	GABRIELLE. Dreams	14	31.0	434
NA	NA	25	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	17	24.9	424
NA	NA	26	JANET JACKSON. Again	13	28.3	368
NA	NA	27	BILLY JOEL. All About Soul	16	22.3	356
NA	NA	28	ACE OF BASE. All That She Wants	14	22.7	318
NA	NA	29	UB40. Higher Ground	12	25.3	304
NA	NA	30	ROZALLA. I Love Music	11	26.0	286
NA	NA	31	CULTURE BEAT. Mr. Vain	12	22.3	268
NA	NA	32	U2. Stay (Faraway, So Close!)	11	23.4	257
NA	NA	33	MARIAH CAREY. Without You	10	25.3	253
NA	NA	34	HADDAWAY. What Is Love	14	17.6	246
NA	NA	35	BLIND MELON. No Rain	13	18.8	244
NA	NA	36	US3. Cantaloop (Flip Fantasia)	11	21.0	231
NA	NA	37	BABYFACE. Never Keeping Secrets	8	28.5	228
NA	NA	38	BILLY JOEL. The River Of Dreams	13	17.4	226
NA	NA	39	ETERNAL. Stay	10	21.9	219
NA	NA	40	BIG HEAD TODD & THE MONSTERS. Bittersweet	9	22.8	205

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

BOX TOPS MARKET FOCUS

ORLANDO, FL

1. **Keith Washington** "Believe That" (WB)
2. **Xscape** "Understanding" (So So Def/Columbia)
3. **Eazy-E** "Real Compton City G's" (Ruthless/Relativity)
4. **Jodeci** "Cry For You" (Uptown/MCA)
5. **Salt-N-Pepa** "Shoop" (Next Plateau/London/PLG)

BIRMINGHAM, AL

1. **MC Lyte** "I Go On" (First Priority/Atlantic/AG)
2. **Xscape** "Understanding" (So So Def/Columbia)
3. **Original Flavor** "Can I Get Open" (Atlantic/AG)
4. **KRS-One** "Sound Of Da Police" (Jive)
5. **Prince** "Nothing Compares 2 U" (Paisley Park/WB)

OAKLAND, CA

1. **Hammer** "It's All Good" (Giant/Reprise)
2. **Xscape** "Understanding" (So So Def/Columbia)
3. **SWV** "You're Always On My Mind" (RCA)
4. **Toni Braxton** "Seven Whole Days" (LaFace/Arista)
5. **Conscious Daughters** "Somethin' To Ride To
(Fonky Expedition)" (Scarface/Priority)

BREAKIN' OUT OF THE BOX

Toni Braxton "Seven Whole Days"

(LaFace/Arista)

The Braxtons lend their voices to Toni's third big hit in a row.

Elton John & RuPaul

"Don't Go Breaking My Heart" (MCA)

This unusual duo come together to perform a campy version of the '70s hit originally done by Elton and Kiki Dee.

NEW VIDS THIS WEEK

Aretha Franklin "A Deeper Love" (Arista)

Counting Crows "Mr. Jones" (DGC)

Faith Hill "Wild One" (WB)

Hammer "Pumps & Bumps" (Giant/Reprise)

Kid N' Play "Bounce" (Select)

Legion f/Black Sheep "Jingle Jangle"

(One Love/Mercury)

Ramones "Substitute" (Radioactive)

Robert Plant "If I Were A Carpenter"

(Es Paranza/Atlantic/AG)

Shaquille O'Neal "I'm Outstanding" (Jive)

Sudden Change "Comin' On Strong"

(EastWest)

Travis Tritt "Take It Easy" (Giant/Reprise)

Worl-A-Girl "No Gunshot"

(Put Down The Gun)" (Chaos)

NEW VIDS TO WATCH

J. GIBBS "Shaq's second free throw is a sure shot."

LES GARLAND "Glenn, Henley and the rest of The Eagles re-unite for the first time in over 14 years in Travis' version of "Take It Easy"... You gotta see it! Plant's "If I Were A Carpenter" is quite cool, too!!"

20 OF THESE

- | | | |
|----|----|---|
| 6 | 1 | Cher w/Beavis And Butt-Head "I Got You Babe" Geffen |
| 2 | 2 | Tevin Campbell "Can We Talk" Qwest/WB |
| — | 3 | Toni Braxton "Seven Whole Days" LaFace/Arista |
| 1 | 4 | Rage Against The Machine "Freedom" Epic |
| 3 | 5 | NKOTB "Dirty Dawg" Columbia |
| 4 | 6 | Babyface "Never Keeping Secrets" Epic |
| 12 | 7 | Biohazard & Onyx "Judgement Night" Immortal/Epic |
| 7 | 8 | Bobby Brown w/Whitney Houston "Something In Common" MCA |
| — | 9 | Elton John & RuPaul "Don't Go Breaking My Heart" MCA |
| — | 10 | Prince "Nothing Compares 2 U" Paisley Park/WB |
| — | 11 | Whitney Houston "Queen of The Night" Arista |
| 8 | 12 | Toni Braxton "Breathe Again" LaFace/Arista |
| 14 | 13 | Jane Child "Do Whatcha Do" WB |
| 9 | 14 | Mariah Carey "Hero" Columbia |
| 15 | 15 | Ren & Stimpy "Happy Happy Joy Joy" Nickelodeon/Epic |
| 10 | 16 | Lisette Melendez "Goody Goody" Fever/ral/Chaos |
| 16 | 17 | Tag Team "Addams Family (Whoop!)" Atlas/PLG |
| 17 | 18 | Tom Petty & the Heartbreakers "Mary Jane's Last Dance" MCA |
| 20 | 19 | Janet Jackson "Again" Virgin |
| 21 | 20 | Color Me Badd "Time And Chance" Giant/Reprise |

20 OF THOSE

- | | | |
|----|----|--|
| — | 1 | Xscape "Understanding" So So Def/Columbia |
| 1 | 2 | Eazy-E "Real Compton City G's" Ruthless/Relativity |
| 3 | 3 | DRS "Gangsta Lean" Capitol |
| 4 | 4 | Salt-N-Pepa "Shoop" Next Plateau/London/PLG |
| 2 | 5 | Salt-N-Pepa w/En Vogue "Whatta Man" Next Plateau/London/PLG |
| 5 | 6 | Masta Ace, Inc. "Born To Roll" Delicious Vinyl/EastWest |
| 7 | 7 | Jodeci "Cry For You" Uptown/MCA |
| 8 | 8 | K7 "Zunga Zeng" Tommy Boy |
| — | 9 | SWV "You're Always On My Mind" RCA |
| 9 | 10 | Bloods & Crips "Steady Dippin'" Dangerous/Pump/Quality |
| 11 | 11 | Snoop Doggy Dog "What's My Name?" Death Row/Interscope/AG |
| 13 | 12 | Outkast "Player's Ball" LaFace/Arista |
| 10 | 13 | A Tribe Called Quest "Award Tour" Jive |
| 12 | 14 | Casual "I Didn't Mean To" Jive |
| RE | 15 | Domino "Getto Jam" Outburst/ral/Chaos |
| 20 | 16 | Too \$hort "Money In The Ghetto" Jive |
| 19 | 17 | Queen Latifah "U.N.I.T.Y." Motown |
| 14 | 18 | MC Ren "Same Ol'" Ruthless/Relativity |
| RE | 19 | MC Lyte "I Go On" First Priority/Atlantic/AG |
| 16 | 20 | Chaka Demus & Pliers "Tease Me" Mango/Island |

MTV



EXCLUSIVE ROTATION

Smashing Pumpkins "Disarm"

HEAVY ROTATION

- Aerosmith "Amazing"
- Domino "Getto Jam"
- Gin Blossoms "Found Out About You"
- Guns N' Roses "Estranged"
- Nirvana "All Apologies"
- Tom Petty & the Heartbreakers "Mary Jane's Last Dance"
- Salt-N-Pepa w/En Vogue "Whatta Man"
- Snoop Doggy Dog "Gin And Juice"
- Stone Temple Pilots "Creep"

BUZZ ROTATION

- Beck "Loser"
- Counting Crows "Mr. Jones"
- Crash Test Dummies "MMM MMM MMM MMM"
- Danzig "Mother '93"
- Deep Forest "Sweet Lullaby"
- Dig "Believe"
- Rage Against The Machine "Freedom"
- US3 "Cantaloup (Flip Fantasia)"

STRESS ROTATION

Candlebox "You"

- Def Leppard "Miss You In A Hearbeat"
- Queen Latifah "U.N.I.T.Y."
- Meat Loaf "Rock And Roll Dreams Come Through"
- ZZ Top "Pincushion"

NEW ON 120 MINUTES

- Aphex Twin "On"
- Beck "Loser"
- The Juliana Hatfield Three "Spin The Bottle"
- Mark Lanegan "House A Home"
- Medicine "Never Click"
- Sage "Ahpook"

NEW ON YO! MTV RAPS

- Down South "Southern Comfort"
- Terminator X f/Whodini "It All Comes Down To Money"

ADDED THIS WEEK

- Beck "Loser"
- Toni Braxton "Seven Whole Days"
- Crash Test Dummies "MMM MMM MMM MMM"
- Eternal "Stay"
- The Lemonheads "The Great Big No"
- Paw "Couldn't Know"
- Sagat "Why Is It (Funk Dat)"
- Snoop Doggy Dog "Gin And Juice"

hour info



Jackson Browne	Poughkeepsie NY	Feb 12
	Binghamton NY	Feb 13
	Portland ME	Feb 15
Billy Joel	Miami FL	Feb 8
	St. Petersburg FL	Feb 10
	Miami FL	Feb 14
Meat Loaf	New York NY	Feb 9
	Sunrise FL	Feb 27
Rod Stewart	Boston MA	Feb 13
	Worcester NY	Feb 14
	East Rutherford NJ	Feb 16
Das EFX	Baltimore MD	Feb 10
	Virginia Beach VA	Feb 12
	Richmond VA	Feb 13

The Pie Chart



- Percentage of PDs who think Tonya Harding is guilty.
- Percentage of PDs who think Tonya Harding is not guilty.
- Percentage of PDs who think Tonya Harding was signed to a contract by A & M Records.

ETCETERA

by Dwayne Ward

Howard Stern made a gazillion off pay-per-view. Now it's the macho pig master's turn to step up to the channel. Andrew "Dice" Clay's *The Valentine's Day Massacre* airs Feb 12. Cost to view: \$21.95.

Blockbuster Entertainment is buying the Miami Dolphins. I hate to say I told you so, but if you go back a few issues, Blockbuster was a stock tip.

Pithy remark of the week comes from a radio traffic guy in L.A... "Well, traffic is gridlocked, but the freeways are moving!"

John Madden and Pat Summerall are on their way to Fox for millions of bucks. Madden alone could make as much as \$32 million over the next four years. Boom! For that kind of money, they can keep Madden in one place and bus the games to him.

Just what the world needs - another slang term for the male member! The new word guaranteed to be street-speak by this time next year is... "Bobbitt."

But... *Bobbitt*head? I dunno... yet "Bobbitt implant" works for me... figuratively speaking, of course...

MTV is moving into the home shopping arena..Details in this week's News section.

Meanwhile, Sony Music, Warner Music Group and possibly two other majors have joined forces to explore the possibility of offering an alternative to MTV. That's also in the News section.

Brainstorm! Here's an alternative to MTV.... records!

Have you seen the new Heidi Fleiss doll? Buy the doll and she gets you another doll!

Intel debuted its PC video-conferencing products this week. Among the features: the ability to move the video picture around the screen, on-screen telephone dialing pad and imaging at 15 frames per second. Price: \$1,500-2,400.

Kneissl has a really cool new ski out. It's called "Ergo," short for ergonomic. It's narrow in the middle and so wide at the ends it looks like a kayak paddle. Great for novice skiers. And for stopping dogs from going after fish in the trees.

No, I don't know what that means. Ask Cagle.

Jackson... Harding... Lorena... Menendez... the extremely fat bodyguard... 0.01 million to a gogolplex million. There! The week in news is covered.

Unofficial odds on which event will become a made-for-TV movie: Michael Jackson, 2-1... Tonya Harding, 3-2... the Bobbitts... 6 inches to 1.

Whah? You want class? Read *The New Yorker*, fer chrissakes...

Coollest new phrase from beer commercial: "Yes I Am!"

The latest race in digital technology has big telephone companies like MCI and Bell Atlantic studying the Mexican marketplace. And what, perchance, would they call their new south o' la border phone company?Nope, too easy...

Taco Bell. There, ya happy?

cure

“purple haze”

***New Reported Adds Include WKBQ St Louis And KWOD Sacramento!
807 Total BDS Weekly Spins!***

Double Digit Weekly Spins Include:

Z100 New York 11

KRBE Houston 31

B97 New Orleans 16

KKLQ San Diego 11

WKBQ St Louis 16

I95 Birmingham 12

WHHY Montgomery 11

WZAT Savannah 15

KHTT Tulsa 10

WKSI Winston-Salem 12

WDCG Raleigh 12

WPST Trenton 17

WKRZ Wilkes-Barre 12

KWTO Springfield 13

WWZZ Knoxville 28

joan jett and the blackhearts

“i love rock & roll”

***New Reported Adds This Week Include WAEB Allentown, WRVQ Richmond
And WXLK Roanoke!***

Double Digit Weekly Spins Include:

B94 Pittsburgh 42

PRO-FM Providence 17

FLY92 Albany 12

KC101 New Haven 11

WHHY Montgomery 13

WRVQ Richmond 14

WZPK Portland, ME 12

93Q Syracuse 15

WDCG Raleigh 20

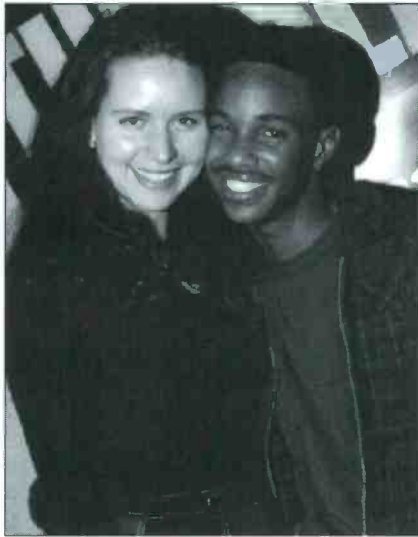
WVSR Charleston 13

CK105 Flint 24

WWZZ Knoxville 15

WQUT Johnson City 10





CHEEK TO CHIC ▶

KKBT Los Angeles APD Michelle Santosuosso exchanges dimples with Qwest Records singer Tevin Campbell.



▲ **BERNIE TAUPIN STAND-IN**

MCA Records superstar Elton John gamely smiles as WSTR Atlanta OM Tony Novia pitches him on being his new songwriter collaborator.



▲ **WILSON-STERN?**

Auditioning as the third singer for the group, Howard Stern (center) wows Wendy and Carney Wilson.



▲ **THE FRANCHISE**

Seen at Sony Music Plaza's grand opening were (l-r:) Sony Music Entertainment President/COO Thomas D. Mottola, Michael Bolton and SME Chairman/CEO Michael P. Schulhof.



▲ **SHAI CUBED**

Showing off their lovely T-shirts are (back row, l-r:) Shai members Marc and Carl, KUBE Seattle APD Chet Buchanan, Shai's Darnell, KUBE's ex-Promo. Dir. Deena Brancel and Shai's Garfield. (Kneeling, l-r:) KUBE staffers, including dark-shirted guy on left who's Joe Montana's long-lost twin brother.



◀ **STAND-UP ARM WRESTLING**

Tersely smiling in mid-battle are (l-r:) KDON Salinas air personality Cory Mikhals and Roger Troutman.

KHFI Austin Add!

WNTQ Syracuse Add! KZFM Corpus Christi Add!

to be continued...

the latest flavor swirl from

future
is...
Z
M



FROM THE ALBUM
FREE TO BE

**Over 500
Hot Spins
Continue At:**

- WJMN Boston #3*
- WHHH Indianapolis #15*
- PRO-FM Providence 19-16*
- KS104 Denver #18*
- Kiss 108 Boston 21-19*
- WZPL Indianapolis 23-21*
- KHKS Dallas 30-23*
- Power Pig Tampa #24*
- WKQB St Louis D-31*
- KLUC Las Vegas #13*
- KCAQ Oxnard 25-15*
- WFHN New Bedford 20-17*
- WKZW Peoria 20-17*
- KKXX Bakersfield D-24*
- KMQQ Honolulu D-24*
- WKSS Hartford 29-26*

**Strong Singles
Continuing At:**

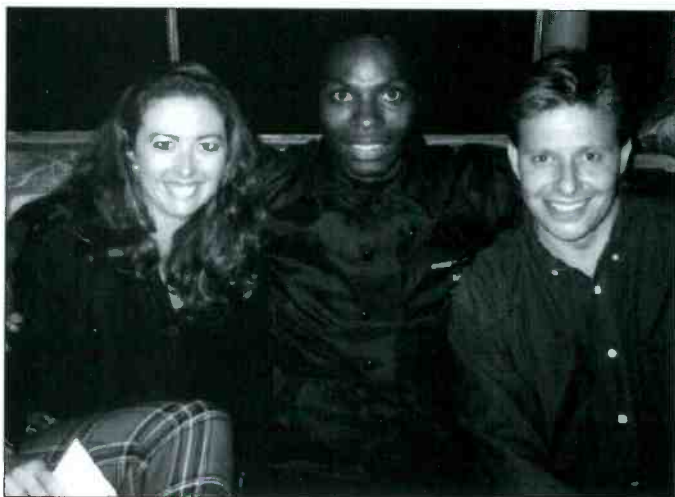
- Boston #42*
- Providence #42*
- Minneapolis D-55*



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.



▲ **POWER (PIG) TRIO**

(l-r): WFLZ Tampa Promotions Dir. Devonne Dingley, Capt. Hollywood of Project fame and Power Pig mixer Matt Bradley enjoy a post-hypnotic trance.



▲ **BEASTIE OF BURDEN**

Honoring Platinum sales of their *Check Your Head* album are Beastie Boys' Ad-Rock, MCA and Mike D and Capitol Records' Pres./CSO Gary Gersh.



▲ **BAD GOLD**

Atlantic Records artists Inner Circle toast the Gold record for their *Bad Boys* album. (l-r): Atlantic A&R rep Bill Deutsch, manager Bruce Garfield, Inner Circle's Ian Lewis, Calron Coffie and Touter Harvey, Atlantic Group Vice Chairman Mel Lewinter, Atlantic Exec. VP/GM Val Azzoli, Inner Circle's Roger Lewis and Lancelot Hall, Big Beat Records President Craig Kallman.



▲ **VEGETABLE MAGNETISM**

Backstage at a benefit concert for PETA's "Rock Against Fur" are (l-r): PM Dawn's Prince Be and B-52 singer Fred Schneider.



▲ **FRAMED FOR LIFE**

Presenting KMEL San Francisco with a plaque honoring sales of Arrested Development's hit album are (l-r) KMEL Street Music Coordinator Alex Mehia, PD Dave Shakes, MD Joey Arbagey, APD Mike Marino and ERG San Francisco rep Joe Reichling.



◀ **CROON DUO**

RCA/Orpheus Records singer Freddie Jackson (r) compares pipes with singer Keith Washington at recent SWV party in New York.

THE NETWORK
PARTY

Moves 26-22* On The Street 40!
From The Platinum Album "12-Play"
#1 On Billboard's R&B LP Chart
#12 On Billboard's Top 200 LP Chart

R. Kelly Bump N' Grind

KBXX Houston 1-1' Hot
WJMH Greensboro 6-1' Hot
KUBE Seattle #7
KMEL San Francisco 26-12'
KCAQ Oxnard D-23'
WLUM Milwaukee 1-1' Hot
WERQ Baltimore 11-5' Hot
KSFM Sacramento #10'
WWKX Providence 19-15'
WHHH Indianapolis D-27'

WHYT Detroit D-12' Hot!
WIOQ Philadelphia 21-17'
KHTN Modesto 34-28'

Power Pig Tampa Add!
Hot 97 New York Add!
WA1A Melbourne Add!
WQVW West Palm Beach Add!
KMGZ Lawton Add!

WJMO Cleveland On
WPGC Washington, D.C. 23-18'
KTFM San Antonio #29'

WJMN Boston Add!
KKBT Los Angeles Add!
KKSS Albuquerque Add!
WRCK Utica Add!
KQIZ Amarillo Add!
WYYS Ithaca Add!

KWIN Stockton 28-22'
KDON Salinas #35'

THE
BOX
MUSIC TELEVISION
YOU CONTROL



Tribe Called Quest Award Tour

New This Week On KIKI Honolulu!

Hot 97 New York 4-2*
KKBT Los Angeles #7*
WJMH Greensboro #13*
WJMN Boston #18*
KPRR El Paso 24-22*
WHYT Detroit 8-7*
WJMO Cleveland 11-8*
KHQT San Jose 19-18*
KSFM Sacramento #19*
KZFM Corpus Christi D-31*
KDON Salinas #33*

WANTED

ALL-HIT 97-7, Q-FM seeks aggressive news personnel. Rush T&R to: Bill Maxwell, GM, WINQ, 3 Central Street, Winchendon, MA 01475. EOE.

LOOKING FOR phone-intensive night person/Production Director. Send T&R to: Steve Williams, WTCF, PO Box 5649, Saginaw, MI 48603.

WWKX needs a night jock and an overnight jock. Send T&R to: WWKX, Scotty Snipes, 8 North Maine Street, Attelboro, MA 02703. No phone calls, please.

KZIO IS LOOKING for our next hot, energetic night jock. RUSH tapes, resumes and salary requirements to: John Michaels, KZIO, 1105 E. Superior, Duluth, Minn, 55802.

MAGIC 105.7, KOKZ. We're an adult hits monster with openings for air talent with a presentation that is positive, natural, friendly and relatable to the 18-49 demo. Experience and above average production skills necessary. Solid chance for APD, Creative Services and Promotions Associate duties for the right candidates. T&R fast: Dan Olsen, OM, KOKZ-FM, PO Box 1540, 3721 Independence Avenue, Waterloo, IA 50703. NO CALLS! EOE.

MEDIUM MARKET TOP 40 just outside of Dallas seeks future morning opening. Good bucks for the right talent. Send tape, resume and photo to: Michael Storm, KISX, 3810 Brookside Drive, Tyler, Texas 75701.

PALM BEACH TOP 40 needs Production Director/middays right now. Requirements: Great pipes, multi-track wiz, hot promos and sweepers, commercials, copywriting, hot jock! Rush T&R to: M.J. Kelly, PD, WOVV, 901 Northpoint Pkwy. #201, West Palm Beach, FL 33407. Feel free to call day or night. 407-478-9688. EOE.

98.5 WKRZ... America's leading Top 40 is looking for America's leading night talent. Heavy phones and appearances a must. No beginners! Send your best stuff in confidence to: Ken Medek, 305 Highway 315, Pittston, PA, 18640. No phone calls! EOE.

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

KISS 98.5 BUFFALO seeks weekend personalities who will arrive on time, sober and wearing deodorant. Send tape, resume, food stamps and permission from your Mommy to: WKSE, 695 Delaware Ave. Buffalo, NY 14209.

LOOKING

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

DAVID G. COOK AKA CADILLAC JACK Known for nights and afternoons at KISS-FM, Greensboro is looking for his next gig anywhere. Please call: 910-275-5121.

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

GERONIMO Hot 105/107 Columbus APD and afternoon-drive searching for a new opportunity. 16-track production, Selector and a helluva airshift waiting for you now. All formats, shifts and markets considered, but ya gotta have fun and ya gotta have heart!! 419-692-2511.

MARK SUMMERS most recently worked at WLAN/ Lancaster doing mornings. Looking for morning or afternoon drive. 717-394-7635. Anywhere.

NETWORK 40 MUSIC DIRECTOR OF THE YEAR nominee ready to make a move. If you're looking for a hard-working air talent with MD, production and promotion skills... I'm your guy! Call Kevin Ross: 414-465-6726

MAJOR MARKET AND TOP 40 AIR TALENT AVAILABLE IMMEDIATELY in any competitive market. I'm already packed!! Looking for nights, mornings, promotions, music, programming, whatever! Size isn't important, commitment is. Call Ace, 816-351-2307. I'm house-broken.

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

FORMER MIDDAY AIR TALENT, Programming Assistant at Top-50 Hot AC looking for next challenge, all formats considered, all airshifts considered or first time PD gig. Great production skills and a winning attitude will take your station to the next level. Brian 904-279-8711.

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

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

14-YEAR VET with medium and major-market experience. All types of music and formats. Good credentials - ready to relocate now. Call 814-454-5102.

MORNING MAN with great ratings and an excellent track record is looking for a new adventure. Voices, bits and fun. Have tools, will travel. Call Marc: 601-485-6167.

LATE-NIGHT LEE is looking for a full-time position preferably in Georgia, but will consider other areas of the country. A hard working and disciplined man with 4 years experience would appreciate a Top 40 or Urban station to grow with. Call Lee at: 205-347-5071.

PUTTING THE PERSONALITY BACK INTO RADIO Incredible celebrity imitations, comedy bits and song parodies. Multi-track experience, hot phones, no line jock. Prefer Top 40 but will consider other formats. Call Tony at: 919-423-2093 or 704-956-2582.

BLAINE KELLIS formerly of WROQ, WBT-FM, WRFX now ready for your market. Reach him at: 704-532-5580.

WILLING AND WAITING Former Hot 105/Hot 107 Columbus Ohio night jammer ready for that next opportunity. Good numbers and great references. Call Joby at: 614-837-6098.

MEDIUM-MARKET VETERAN ready for next step, wherever that may be. Outstanding qualifications. Held Production Director position at the last 4 stations and formerly morning dude at KWTO, Springfield, MO as well. Interested employers feel free to phone Jay Shannon 417-882-5971.

BLAKE THUNDER recent APD at Hot 105, Columbus, OH, middays, afternoon, multi-track, voiceover is NOW AVAILABLE. Experience includes: 92X Columbus, Power 99 Atlanta, WALR Atlanta, Z93 Tampa, Z106 Sarasota. Looking for afternoons, middays, nights. Excellent references. 614-861-4567.

EXPERIENCED, PROFESSIONAL complainer. Add this piece of deadwood to your staff if you're looking for someone who always calls in sick, threatens to sue for all non-paid appearances and will stab you in the back to the GM to keep his job. Will only work for 50k plus. Call The Weasel at 716-832-9877.

TEN-YEAR VET looking for full-time air shift. Preferably afternoons or nights. Needs medium to large market in the northwest or midwest areas, any format. Has also been an APD and an AMD. Please call Mike at 303-933-7286.

JEFF ST. JOHN former B104 mornings and drive-time jock is a 16-year vet on the loose. He's accepting offers from all over. Call him at: 402-464-8734.

RESCUE ME FROM ALABAMA! Looking for a format primarily in Oklahoma, Texas, Louisiana or Arkansas. Call Eddie 205-598-4459.

Whatta man
with en vogue

SALT 'N' PEPA



Whatta Man featuring En Vogue

DEBUTS 35*

69 More Adds For This Smash Including:

92Q	Power Pig	KHKS	Hot 97.7	WHYT	KIIS	WJMO	KKRZ	Power 106
Hot 97	KSFM	KSOL	Q99	Kiss 108	WZPL	KC101	WKSE	WKSS

Major Airplay!

WLUM 30 Plays!	KZHT 47 Plays!	WIOQ 57 Plays!	KIIS 18 Plays!	B96 34 Plays!	WHHH 35 Plays!
KISF 18 Plays!	KMEL 25 Plays!	KUBE 33 Plays!	WHJX 46 Plays!	WKSE 55 Plays!	KGGL 26 Plays!
WJMN 58 Plays!	WPGC 19 Plays!	290 21 Plays!	KTFM 14 Plays!	KS104 22 Plays!	KKSS 79 Plays!

Most Requested... Overnight!

KIIS FM	WIOQ	KISF	WKBQ	Power 106	Hot 97	KS104	WKSE
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ON THE COVER

NIRVANA (DGC)

Krist Novoselic, bass (b 5/10/65).

Kurt Cobain, vocals, guitar (b 2/20/67).

Dave Grohl, drums, vocals (b 1/14/69).

- Cobain first met Novoselic in the Fall of '85; they played in several bands together, including the Stiff Woodies.

- Cobain, Novoselic and drummer Aaron Burckhard formed the original lineup of Nirvana in Aberdeen, WA in December, 1987. The first gig came the next spring at a house party in rural Raymond, WA. They were nearly beaten up because they didn't play any covers and they drank all the beer.

- Nirvana recorded a 10-song demo with Seattle grunge producer Jack Endino with The Melvins' Dale Crover sittin in on drums. Local indie label Sub Pop Records likes the demo



and puts out a single from it, entitled "Love Buzz" b/w "Big Cheese."

- The band goes through a succession of drummers and add a second guitarist in January of '89. They cut a full-length album for a grand total of \$606.17.

- The influential British music weekly, *Melody Maker* runs a series on the Seattle grunge explosion in March of '80. Three months later, Nirvana's debut album, *Bleach*, is released.

- After more drummers come and go, Washington, D.C.'s Dave Grohl joins the band. They tour England with L7 while a major label bidding war ensues, with DGC/Geffen eventually signing the band.

- From May through June of 1991, they record their second album (and first for Geffen) with producer Butch Vig.

- The album, *Nevermind*, was released on September 24 as the band went on a national tour. A surprise hit, the album went Gold in less than a month. "Smells Like Teen Spirit" became an anthem for the X generation.

- *Nevermind* hit #1 on the charts on two separate occasions; the band toured the world and performed on *Saturday Night Live*.

- After the release of an album of B-sides and rarities, the trio hit the studio with Steve Albini to record their second major studio album.

- The latest single is "All Apologies."

LISETTE MELENDEZ (FEVER/RAL/CHAOS)

- Lisette Melendez, 23, grew up in east Harlem, one of five children, where she still resides.



- She first took an interest in singing at the age of 12; both her mother and aunt sang in church and in community theatres - as did Lisette. Her biggest influence: Bette Midler.

- She started singing in various boy/girl groups as well as backing up artists who performed in the area.

- Four years later, Lisette met producer/manager Carlos Berrios, whose credits included Sweet Sensation and Samantha Fox. He put her into a "group" entitled Together Forever and he played them for Fever Records execs Sal Abbatiello and free-style producer Andy "Panda" Tripoli. Tripoli signed Lisette to Fever Records, while Abbatiello took on co-managing duties with Berrios.

- Lisette began performing on stage with a full band and two dancers to round out her show.

- Lisette Melendez' latest single is "Goody Goody."

US3 (BLUE NOTE/CAPITOL)

- US3 is comprised of Geoff Wilkinson and Mel Simpson. Wilkinson, a major Jazz enthusiast and rare record collector, worked in a London record store and organized special one-off live musical events. Classically trained, Simpson was a Jazz musician who owned and ran Flame Studio in North London.



- In 1990, Wilkinson organized a three-day Jazz event at the Edinburgh Festival and started booking live Jazz and Rap acts at London's Jazz Cafe. Simpson, who had played in various local Jazz groups and in John Mayall's band, had succeeded

in building Flame's rep to the point where acts like the Eurythmics and Mica Paris recorded there.

- Wilkinson visited Simpson's studio; they hit it off and in the summer of '91, they worked on "Where Will We Be In The 21st Century?" with rapper Honey Bee and Jazz pianist Jessica Lauren. Geoff pressed 5000 copies and sold them in London record stores.

- Record producers Colcut were sufficiently impressed to offer the duo a one-off deal, which resulted in the single, "The Band Played The Boogie," featuring samples from the catalog of the renowned Jazz label, Blue Note.

- In January of '92, they received a phone call from Capitol Records and instead of being threatened with a lawsuit for using Blue Note material, the label offered them a deal which would give them complete access to the library. The result is *Hand On The Torch*.

- Main contributors to the project are Brooklyn rappers Kobie Powell and Rashaan and British-born/Jamaican-bred rapper Tukka Root.

- The debut single is "Cantaloup (Flip Fantasia)."

BIG HEAD TODD AND THE MONSTERS (GIANT/REPRISE)

Todd Park Mohr, guitars/keyboards/vocals.

Rob Squires, bass/vocals.

Brian Nevin, drums/vocals.

- The Colorado-based trio first performed as Big Head Todd in 1986. Before that, they played in a high school Oldies band. (Mohr at the time played sax and didn't sing.)



- The unit split when Mohr went to study English Lit and Oriental History at Colorado State University. The other two attended the University of Colorado in Boulder; Nevin studied music and Squires majored in business. However, a year later, Mohr transferred to Boulder and they officially became Big Head Todd.

- They started gigging regularly in the Boulder clubs. By 1987, the local press and audience buzz was significant. They put out their own albums, *Another Mayberry* in 1989 and *Midnight Radio* a year after that.

- They began regularly touring Chicago and other areas of the Midwest and Rocky Mountain states on their own, developing a considerable grassroots following.

- The growing buzz led to a label deal with Giant Records. They cut a new album, *Sister Sweetly*. The new single is "Bittersweet."

ANOTHER SIDE OF ALICE.



"JAR OF FLIES" EP.
IN STORES NOW.
THE FOLLOW-UP TO THEIR GOLD CD-5 "SAP."
HIT TRACK 4.

Produced by Alice In Chains.
Management: Susan Silver.

COLUMBIA

Don't give us any excuses.

ALICE IN CHAINS
 "No Excuses"
 (COLUMBIA)

Keeping our best interests at heart, Alice In Chains once again tide us over between albums with the release of their forthcoming EP *Jar Of Flies*. *Jar Of Flies* offers a diversity in musical styles that only heightens anticipation for each upcoming release. The first single, "No Excuses," is already a buzz record among radio, with a heavy sell already on KROQ's L.A. audience. Added at #5 at KNDD Seattle, the single is also in heavy at Q101 Chicago. And if the music isn't enough, you kids should enjoy the toys included with your CD release. Get ready to start your own fly collection.

SARAH McLACHLAN
 "Possession"
 (NETTWERK/ARISTA)

Canadian born singer/songwriter Sarah McLachlan embarks on her new album *Fumbling Towards Extasy*. Her spiritually torched Folk style has mellowed into a serene mood filled with assurance and self-confidence. The first single, "Possession," perfectly showcases her passionate vocal power. Sarah's music has always been light years ahead of her youthful age, her lyrics expressing visions of wisdom earned through experience. Please take up any offer to have Sarah come by your station and perform live in the studio. She will amaze your audience! The album hits the streets February 3rd.



Sarah McLachlan *Possession*

Original Motion Picture Soundtrack
REALITY BITES



LENNY KRAVITZ • THE JULIANA HATFIELD 3 • U2 • CROWDED HOUSE • WORLD PARTY • DINOSAUR JR. • THE POSIES • SQUEEZE • THE KNACK • THE INDIANS • LISA LOED A NINE STRIPES • ETHAN PHARRE • THE PHIL ME • BIG MOUNTAIN

Soundtrack from the motion picture *Reality Bites*

BABBLE
 "Take Me Away"
 (REPRISE)

What's in a name, anyway? Babble create intense soundscapes, fusing Ambient and Tribal styles. Their debut release, *The Stone*, should endear themselves to the underground fan base of Dead Can Dance. Singer/songwriters Alannah Currie and Tom Bailey (previously of The Thompson Twins) trade off lead vocals from song to song. They benefit from the creative expertise of mixing, programming and engineering experts.

NEXT X
SOUND THAT TRACK!
 It's movie time again with the release of *Reality Bites* (RCA) and *In The Name Of The Father* (Island/PLG) sound-

tracks on your desks now. Bono and Gavin Friday's "Billy Boola" boasts a sexy, Jazz-tempo single and is a personal fave. *Reality Bites* is great listening all the way through, showcasing hits and soon-to-be hit singles from Crowded House, Dinosaur Jr. and The Indians with a great song already on WENZ called "Bed Of Roses." In addition to recent hits, favorable flashbacks include "My Sharona" by The Knack and "Tempted" by Squeeze. The movie's premiere was postponed due to the earthquake... If you're heading up to San Francisco Thursday, February 17, don't miss Alison Moyet playing at 8 pm sharp in the Oz room of the St. Francis Hotel.

—Karen Holmes

"'cuz it's
good for you"

MEAT PUPPETS

Too High To Die

THE NEW ALBUM FEATURING THE RADIO FRIENDLY ☺
"BACKWATER" WITH BONUS RE-RECORDING OF
"LAKE OF FIRE"

PRODUCED BY PAUL LEARY MIXED BY DAVE JERDEN

"THE MEAT PUPPETS GAVE ME
A COMPLETELY DIFFERENT ATTITUDE
TOWARDS MUSIC. I OWE
SO MUCH TO THEM"

TESTIMONIALS

KURT COBAIN

"THEY'RE MY FAVORITE
F*CKING BAND"
DAVE PIRNER



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CHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
	1	1	1 COUNTING CROWS. Mr. Jones	DGC
	5	3	2 NIRVANA. All Apologies	DGC
	4	4	3 CROWDED HOUSE. Locked Out	Capitol
	12	8	4 BJORK. Big Time Sensuality	Elektra
	23	16	5 BECK. Loser	DGC
	7	6	6 THE BREEDERS. Divine Hammer	4AD/Elektra
	25	18	7 CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
	17	13	8 CRACKER. Get Off This	Virgin
	10	9	9 STONE TEMPLE PILOTS. Creep	Atlantic/AG
	3	5	10 PEARL JAM. Daughter	Epic
	2	2	11 NICK HEYWARD. Kite	Epic
	11	10	12 ONE DOVE. White Love	ffrr
	8	12	13 GIN BLOSSOMS. Found Out About You	A&M
	36	20	14 TORI AMOS. God	Atlantic/AG
	28	19	15 THE LEMONHEADS. The Great Big No	Atlantic/AG
	6	7	16 SMASHING PUMPKINS. Today	Virgin
	9	11	17 CURE. Purple Haze	Reprise
	16	15	18 U2. Stay (Faraway, So Close!)	Island/PLG
	32	22	19 POSSUM DIXON. Watch the Girl Destroy Me	Interscope/AG
	13	14	20 JAMES. Laid	Fontana/Mercury
	31	23	21 DIG. Believe	Radioactive
	40	24	22 PETER GABRIEL. Lovetown	Epic Soundtrax
	18	17	23 BLIND MELON. Tones Of Home	Capitol
	34	31	24 COWBOY JUNKIES. Anniversary Song	RCA
	30	27	25 KIRSTY MacCOLL. Angel	I.R.S.
RE-ENTRY	36	26	26 SMASHING PUMPKINS. Disarm	Virgin
	—	36	27 SHERYL CROW. Leaving Las Vegas	A&M
	22	21	28 BOO RADLEYS. Barney...(And Me)	Columbia
	19	26	29 MAE MOORE. Bohemia	Tristar Music
	39	33	30 THE OTHER TWO. Selfish	Quest/Reprise
	—	38	31 THE INDIANS. Look Up To The Sky	Polydor/PLG
	20	29	32 KATE BUSH. Rubberband Girl	Columbia
	15	25	33 R.E.M. w/ NATALIE MERCHANT. Photograph	Rykodisc
	33	28	34 RAMONES. Substitute	Radioactive
	27	30	35 BLUR. Chemical World	Food/SBK/ERG
	26	34	36 THE AFGHAN WHIGS. Debonair	Sup Pop/Elektra
DEBUT	37	37	37 COURSE OF EMPIRE. Infested	Zoo
	37	37	38 THE BREEDERS. Cannonball	4AD/Elektra
DEBUT	39	39	39 FURY IN THE SLAUGHTERHOUSE. Every Generation Got its Own Disease	RCA
DEBUT	40	40	40 CHAPTERHOUSE. We Are The Beautiful	Dedicated/Arista

GEN X

LOOK WHO'S CROSSING THE LINE: Listen for a new release on 99X Atlanta Recordings. Yup, WNNX is joining the record biz with a CD release of special acoustic performances by Lenny Kravitz, Matthew Sweet, World Party and The Bodeans, to name a few. The station has been stockpiling singles by inviting artists to perform in a nearby studio for a monthly promotion. Listeners are invited to the intimate setting for a live show that is broadcast the following Friday at noon. The monthly gigs have turned weekly with record companies booking acts in advance. The pressing of singles chosen by the artists themselves will appear on a CD due out in April. Proceeds raised will be given to Habitat For Humanity, an organization dedicated to helping the homeless. Upcoming performances are already planned with **Tori Amos** and **The Crash Test Dummies**. The Dummies are also playing two sold-out shows in Atlanta.

EDGING UP!: In more good ratings news, The Edge stations WMAD and KEDG both take healthy bumps. WMAD shot up to #2 in the market with a 12.7 18-34. WMAD PD Trevor Scott noted that "This was a market just waiting for a station like this." KEDG boasts a strong six share in Las Vegas.

HI, YOU'RE ON THE AIR: WRXQ "96X" Memphis, is ready to go live this next week with their first playlist due on Monday. The new Alternative station has been running since the beginning of the month with no commercials or air talent. A full staff with various format programming and radio experience is in place. PD Tony Williams has yet to announce the names, particularly a station Music Director.

HANGING IN HOLLYWOOD: Best show of '94 so far has got to be by **Morphine** (Rykodisc), who put on an excellent show at the Troubadour in Hollywood. An eclectic set featured Dana Colley playing two saxes at once, accompanied by drums and a single bass. Music simplicity never sounded so intensive. Singer Mark Sandman proved to be quite the showman, adding comedy to the interludes. Awesome.

UNPLUGGED RADIO: The Networks are proud to present to radio a special unplugged simulcast with MTV featuring Atlantic recording artists **Stone Temple Pilots** on Wednesday, February 2 at 10:00 pm Eastern. The live set will feature acoustic performances of "Creep," "Wicked Garden," "Sex Type Thing," "Plush" and more! For more information, call me at (800) 443-4001.

— Karen Holmes

**Fax Your
Alternative
RPM's
818-846
9870**

"gin and juice"

Added Heavy !

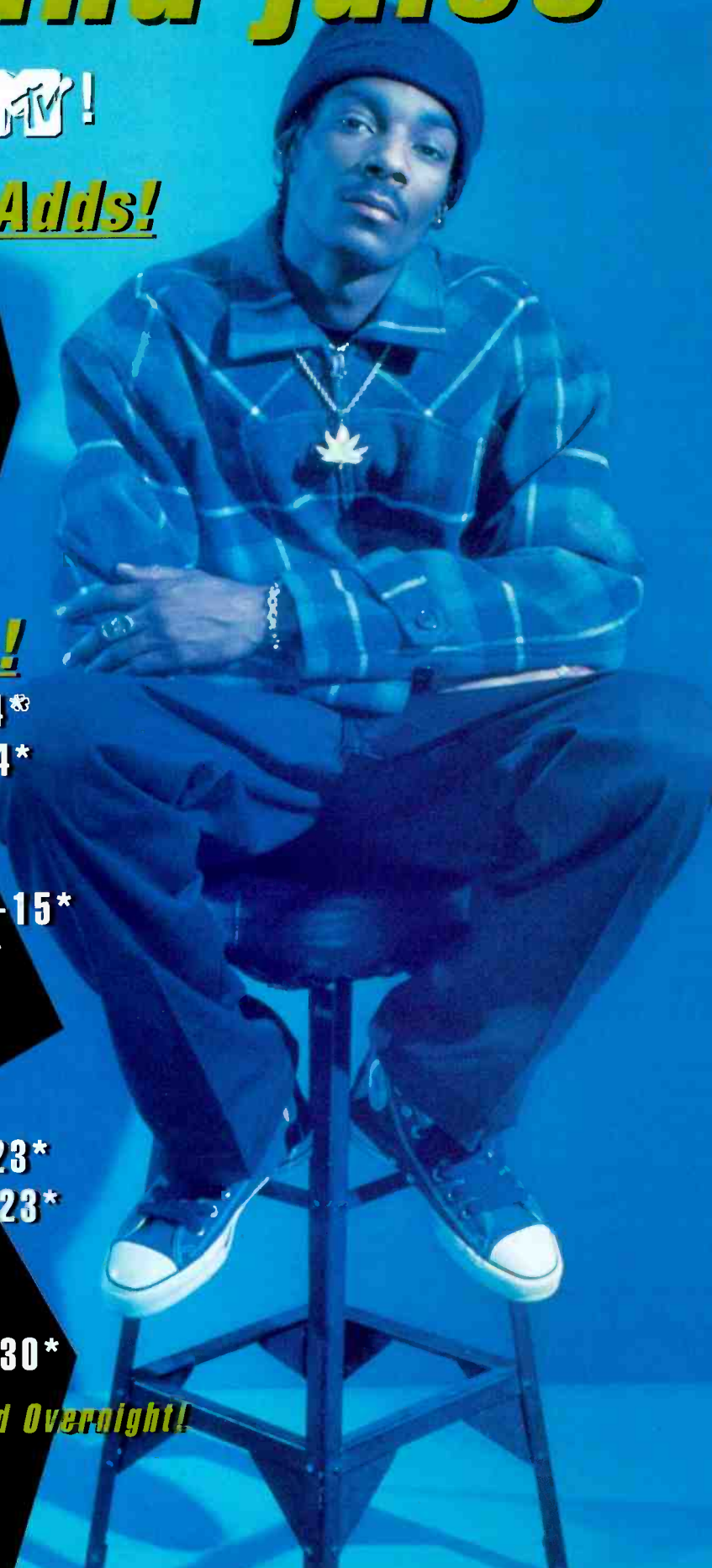
High Octane Adds!

KUBE Seattle
Hot 97.7 San Jose
KKSS Albuquerque
KWIN Stockton
KHTY Santa Barbara
KIXY San Angelo
KSMB Lafayette

Major Action!

KKBT Los Angeles 10-4*
FM102 Sacramento 5-4*
WHYT Detroit D-8*
WJMN Boston #10*
WHJX Jacksonville 20-15*
KGGI Riverside 18-16*
KBOS Fresno 18-16*
KBXX Houston #21*
92Q Baltimore 27-23*
KSOL San Francisco #23*
WWKX Providence 29-23*
WCKZ Charlotte #24*
FLY92 Albany D-29*
KZHT Salt Lake City D-30*

 **Most Requested Overnight!**
from Coast To Coast



SNOOP DOGGY DOGG



CROSSOVER

MOST REQUESTED™



WJMN BOSTON, MARC CLARK

1. All-4-One, So Much In Love
2. Me'Shell NdegéOcello, If
3. Snoop Doggy Dog, Gin And
4. Babyface, Never Keeping
5. Lisette Melendez, Goody



WQHT NEW YORK, BALTAZAR

1. Mad Lion, Shoot To Kill
2. K7, Zunga Zeng
3. Wu-Tang Clan, Method Man
4. Salt-N-Pepa, Whatta Man
5. KRS-One, Sound Of Da Police



WFLZ TAMPA, BUBBA THE LOVE SPONGE

1. 12 Gauge, Dunkie Butt
2. Snoop Doggy Dog, Gin And
3. K7, Come Baby Come
4. DRS, Gangsta Lean
5. D.J. Laz, Journey Into Bass



KSOL SAN FRANCISCO, JOJO WRIGHT

1. All-4-One, So Much In Love
2. NKOTB, Dirty Dog
3. Snoop Doggy Dog, Lodi Dodi
4. Salt-N-Pepa, Shoop
5. Jocelyn Enrique, I've Been
6. Queen Latifah, U.N.I.T.Y.
7. Xscape, Understanding



NIGHT PERSON OF THE WEEK

THA BAKA BOYZ
KPWR Los Angeles

1. All-4-One, So Much In Love
2. Ice Cube, You Know How We Do It
3. DRS, Gangsta Lean
4. Salt-N-Pepa w/En Vogue, Whatta Man
5. Snoop Doggy Dog, What's My Name?



KPRR EL PASO, VICTOR STARR

1. Salt-N-Pepa, Shoop
2. All-4-One, So Much In Love
3. Domino, Getto Jam
4. Johnny O, Runaway Love
5. Mariah Carey, Without You
6. Zhané, Groove Thang
7. Salt-N-Pepa, Whatta Man
8. Kolorz, A Little Love
9. Queen Latifah, U.N.I.T.Y.



KDON SALINAS, DARRIN STONE

1. All-4-One, So Much In Love
2. Salt-N-Pepa, Shoop
3. NKOTB, Dirty Dog
4. Ace Of Base, The Sign
5. SWV, You're Always On My
6. Too \$hort, Money In The
7. R. Kelly, Bump N' Grind
8. Salt-N-Pepa, Whatta Man



KHTN MODESTO, MARK ANTHONY

1. Tony Toni Toné, Pillow
2. Ace Of Base, The Sign
3. Tevin Campbell, Shhh
4. Coro, Stand By Your Lover
5. NKOTB, Dirty Dog



WBBM FM CHICAGO, ALAN KABLE

1. Salt-N-Pepa, Shoop
2. Salt-N-Pepa, Whatta Man
3. Ace Of Base, The Sign
4. DRS, Gangsta Lean
5. 2 Pac, Keep Your Head Up



KJYK TUCSON, KILLER KEITH DUNCAN

1. Salt-N-Pepa, Shoop
2. Snoop Doggy Dog, What's My
3. Snoop Doggy Dog, Gin And
4. DRS, Gangsta Lean
5. Queen Latifah, U.N.I.T.Y.
6. Domino, Getto Jam
7. Tevin Campbell, Shhh



WJKC ST CROIX, BIG JOHNSON

1. Salt-N-Pepa, Whatta Man
2. SWV, You're Always On My
3. Mariah Carey, Hero
4. Janet Jackson, Because Of
5. Ace Of Base, The Sign
6. CeCe Peniston, I'm In The
7. Tevin Campbell, Shhh
8. Salt-N-Pepa, Shoop



KMVR LAS CRUCES, BOBBY CORONA

1. Ace Of Base, The Sign
2. All-4-One, So Much In Love
3. Salt-N-Pepa, Whatta Man
4. Jodeci, Cry For You
5. Eternal, Stay
6. Janet Jackson, Because Of
7. Haddaway, Life
8. 2Pac, Keep Ya Head Up



KPWR LOS ANGELES, THA BAKA BOYZ

1. All-4-One, So Much In Love
2. Ice Cube, You Know How We
3. DRS, Gangsta Lean
4. Salt-N-Pepa, Whatta Man
5. Snoop Doggy Dog, What's My

If That's Your Boyfriend

(He Wasn't Last Night)

"Certified hit after ONE WEEK! Our adult phones went 33-17 after seven days. If you want some adults, don't try to say her name... just play it!"

— Blakely Tuggle & Mark Jackson, WHYT Detroit

"Nighttime play generating daytime phones. This one is for real!"

— Mark Feather, KISF Kansas City

"Without question the most compelling record on our radio station. Already getting phones."

— Shelley Hart, KUBE Seattle

"Very, very HEAVY PHONES. Female intensive."

— J. Nelson, Z90 San Diego

Weekly BDS Spins At:

Hot 97 New York 25

WJMN Boston 46

WHYT Detroit

KISF Kansas City 17

92Q Baltimore 40

WWXX Providence 18

WHJX Jacksonville 21

Z90 San Diego 16

KUBE Seattle 23

New Reported Adds Include:

WJMO Cleveland

KISF Kansas City

NETWORK Most Requested...Overnight! at WJMN Boston

ME'S SHELL

NdegéOcello

Produced by André Betts

Mixed by George Karas

Management and Direction by Beverly Jenkins and Bill

Toles for Splendid Splinter Group and Curtis' Sister

Immediate Adds At:

