

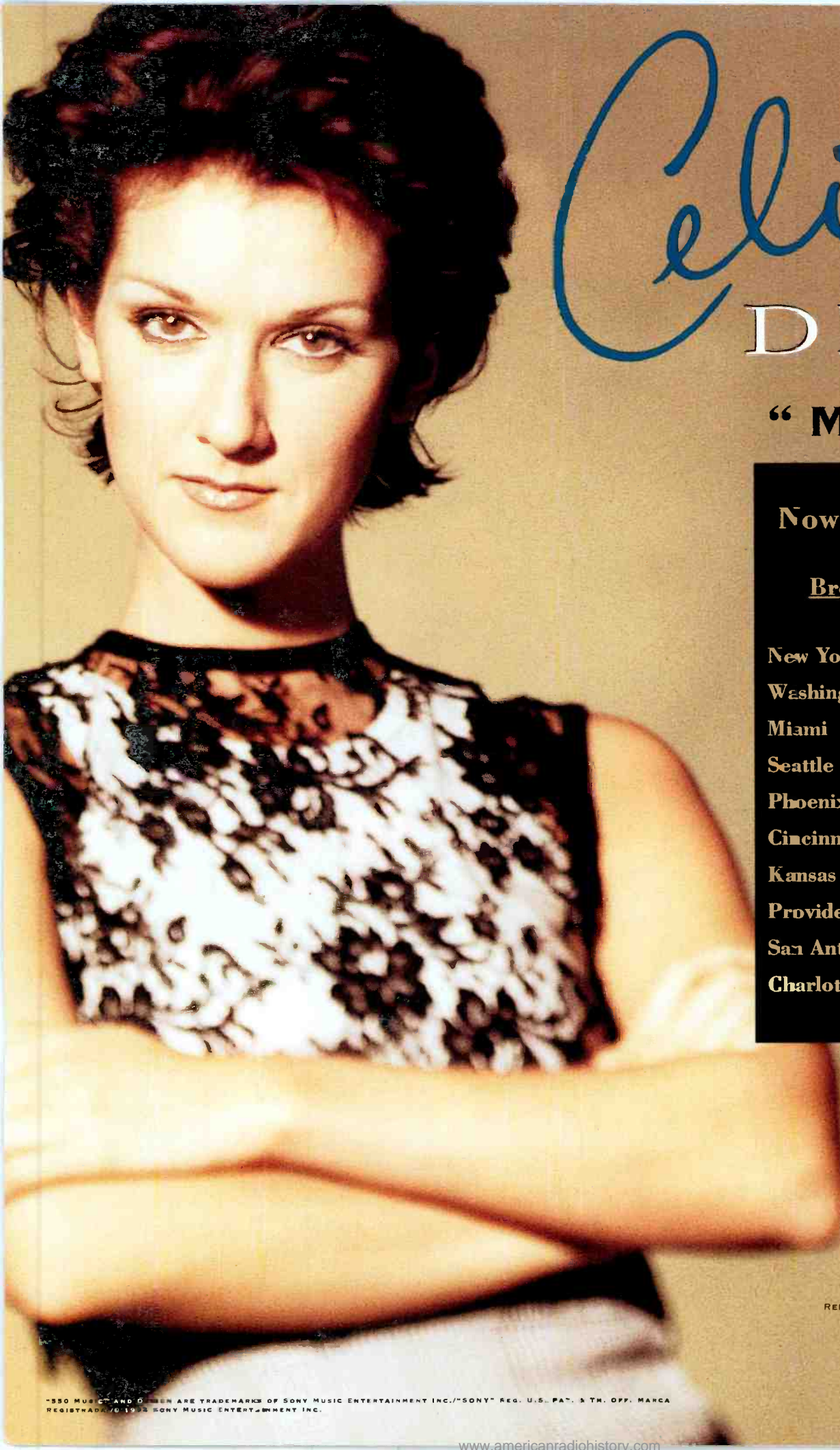
THE NETWORK

FORTY®

CONTEMPORARY RADIO'S MUSIC & NEWS RESOURCE



APRIL 15, 1994 • Spotlight On WVSR Charleston • Interview With Rick Upton • Bullshit Editorial



Celine DION

“ MISLED ”

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130 Stations!**

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| Seattle | San Diego |
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**DON'T MISS CELINE
ON TOUR WITH
MICHAEL BOLTON
STARTING JUNE 8TH.**

**EXECUTIVE PRODUCERS:
VITO LUPRANO AND JOHN DOE, P**

PRODUCED BY RIC WAHE.

**MANAGEMENT:
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epic records group

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THE CHARTS

PLAYS PER WEEK™

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG/LABEL	TOTAL PLAYS
4	4	1	BIG MOUNTAIN. Baby I Love Your Way (RCA)	9431
1	1	2	ACE OF BASE. The Sign (Arista)	9332
7	5	3	PRINCE. The Most Beautiful Girl In The World (N.P.G. Records/Bellmark)	8881
3	2	4	COUNTING CROWS. Mr. Jones (DGC)	7584
13	9	5	MADONNA. I'll Remember (Maverick/Sire/WB)	7583
2	3	6	MARIAH CAREY. Without You (Columbia)	7337
10	8	7	CRASH TEST DUMMIES. MMM MMM MMM MMM (Arista)	7091
8	6	8	BRUCE SPRINGSTEEN. Streets Of Philadelphia (Columbia)	7015
6	7	9	ALL-4-ONE. So Much In Love (Blitz/Atlantic/AG)	6921
22	14	10	ENIGMA. Return To Innocence (Charisma/Virgin)	5743
5	10	11	RICHARD MARX. Now And Forever (Capitol)	5733
15	12	12	BONNIE RAITT. Love Sneakin' Up On You (Capitol)	5482
9	11	13	JANET JACKSON. Because Of Love (Virgin)	5176
19	16	14	TEVIN CAMPBELL. I'm Ready (Qwest/WB)	5092
24	20	15	ROSCO MARTINEZ. Neon Moonlight (Zoo)	4494
12	13	16	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance (MCA)	4294
16	17	17	MELISSA ETHERIDGE. Come To My Window (Island/PLG)	4280
26	22	18	THE BRAND NEW HEAVIES. Dream On Dreamer (Delicious Vinyl/EastWest)	4231
11	15	19	CELINE DION. The Power Of Love (550 Music)	4232
39	27	20	TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	4089
36	30	21	GENERAL PUBLIC. I'll Take You There (Epic Soundtrax)	4009
21	18	22	BABYFACE. And Our Feelings (Epic)	3853
25	23	23	JULIET ROBERTS. I Want You (Reprise)	3850
20	21	24	SALT-N-PEPA w/EN VOGUE. Whatta Man (Next Plateau/London/PLG)	3613
29	26	25	THE CRANBERRIES. Dreams (Island/PLG)	3500
28	25	26	MICHAEL BOLTON. Completely (Columbia)	3426
18	24	27	US3. Cantaloop (Flip Fantasia) (Blue Note/Capitol)	3349
14	19	28	MEAT LOAF. Rock And Roll Dreams Come Through (MCA)	3237
27	28	29	GIN BLOSSOMS. Found Out About You (A&M)	3080
17	29	30	ETERNAL. Stay (1st Avenue/EMI/ERG)	2721
—	32	31	ALICE IN CHAINS. No Excuses (Columbia)	2717
34	31	32	BECK. Loser (Bong Load/DGC)	2695
35	36	33	R. KELLY. Bump N' Grind (Jive)	2521
23	33	34	TONI BRAXTON. Breathe Again (LaFace/Arista)	2464
30	34	35	ZHANÉ. Groove Thang (Illtown/Motown)	2327
37	35	36	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>) (Elektra)	2273
◆DEBUT	37	37	JOSHUA KADISON. Beautiful In My Eyes (SBK/ERG)	2016
◆DEBUT	38	38	GABRIELLE. Dreams (Go! Discs/London/PLG)	1982
—	40	39	MORRISSEY. The More You Ignore Me, The Closer I Get (Reprise)	1883
◆DEBUT	40	40	THE BREEDERS. Divine Hammer (4AD/Elektra)	1807

RETAIL SALES

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	ARTIST/SONG	LABEL
◆DEBUT	1	1	PINK FLOYD. The Division Bell	Columbia
8	2	2	ABOVE THE RIM. Soundtrack	Death Row/Interscope/AG
2	1	3	BONNIE RAITT. Longing In Their Hearts	Capitol
5	5	4	COUNTING CROWS. August And Everything After	DGC
30	9	5	BENEDICTINE MONKS OF SANTO DOMINGO. Chant	Angel
4	4	6	ACE OF BASE. The Sign	Arista
6	7	7	R KELLY. 12-Play	Jive
10	8	8	CRASH TEST DUMMIES. God Shuffled His Feet	Arista
1	3	9	PANTERA. Far Beyond Driven	EastWest/AG
3	6	10	SOUNDGARDEN. Superunknown	A&M
14	11	11	YANNI. Live At The Acropolis	Private Music
12	10	12	ENIGMA. The Cross Of Changes	Charisma/Virgin
13	13	13	BECK. Mellow Gold	Bong Load/DGC
11	12	14	TONI BRAXTON. Toni Braxton	LaFace/Arista
15	15	15	SNOOP DOGGY DOGG. Doggystyle	Death Row/Interscope/AG
7	14	16	NINE INCH NAILS. The Downward Spiral	Nothing/TVT/Interscope/AG
26	25	17	SMASHING PUMPKINS. Siamese Dream	Virgin
22	17	18	PHILADELPHIA. Soundtrack	Epic Soundtrax
19	18	19	RHYTHM, COUNTRY & BLUES. Rhythm, Country & Blues	MCA
17	19	20	CELINE DION. The Colour Of My Love	550 Music
18	16	21	MORRISSEY. "Vauxhall And I"	Sire/Reprise
16	21	22	REALITY BITES. Soundtrack	RCA
—	24	23	PHISH. Hoist	Elektra
21	20	24	MARIAH CAREY. Music Box	Columbia
◆DEBUT	25	25	TIM MCGRAW. Not A Moment Too Soon	Curb
20	23	26	SALT-N-PEPA. Very Necessary	London/Next Plateau/PLG
28	28	27	TEVIN CAMPBELL. I'm Ready	Qwest/WB
9	22	28	MOTLEY CRUE. Motley Crue	Motley/Elektra
27	27	29	TORI AMOS. Under The Pink	Atlantic/AG
25	26	30	ALICE IN CHAINS. Jar Of Flies	Columbia
—	40	31	THE CROW. Soundtrack	Atlantic/AG
23	30	32	TOM PETTY & THE HEARTBREAKERS. Greatest Hits	MCA
29	29	33	YES. Talk	Victory/PLG
33	34	34	US3. Hand On The Torch	Blue Note/Capitol
32	35	35	JODECI. Diary Of A Mad Band	Uptown/MCA
37	37	36	ICE CUBE. Lethal Injection	Priority
31	32	37	THE BODYGUARD. Soundtrack	Arista
36	38	38	HAMMER. The Funky Headhunter	Giant/Reprise
24	31	39	GANG STARR. Hard To Earn	Chrysalis/ERG
35	33	40	ELVIS COSTELLO AND THE ATTRACTIONS. Brutal Youth	WB

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

It's The End Of The Playlist Chart As We Know It..

And PPW Charts Feel Fine

VETO THE CENSOR

Washington Governor Mike Lowry vetoed a bill that would've made exposing minors to so-called "erotic material" a crime. According to the bill, such material included CDs, radio broadcasts, live performances, videos, etc. Lowry blew out the bill because the wording was too broad and wouldn't survive a court challenge. Score one for creative expression. *For now.*

COMING & GOING

Larry Moon was named co-host of KHMV Houston's morning show, joining Susan Lennon... Not coming or going are WDCG Raleigh morning tandem Bob (Dumas) and Mike (Stiles), who just signed a new two-year deal with owners Prism Radio Partners. Also, they welcomed new morning show producer Karen Farmer, formerly from WTOG Savannah... KKRZ Portland morning man Humble Billy Hayes was released from his deal as long as he abides by a no-compete clause... Scott Drake takes over on an interim basis, but PD Kent Benson would still love to see your T&Rs... KLYK nightguy Todd Baker moved to a similar slot at KDUK Eugene... KMIX Modesto airman Ray Richards is doing weekends/fill for KIOK Tri-Cities...

PROMO GOES BOOM

Here's a promotion that blew up *real* good. To encourage use of the public library, KYNG Dallas told listeners that it had planted money in the books of the Ft. Worth public library. About 500 people stormed the facility, dumping up to 4,000 books on the floor. When the dust settled, KYNG offered to pay for the clean-up, for any new books and to sponsor a book drive fund-raiser.

TV O. DEES

KIIS Los Angeles' morning star Rick Dees is catching some major cathode rays on the boob tube lately. Last week, he guested on *Married With Children*. Playing a jock not unlike himself, Peg Bundy called his show and qualified to win a \$10,000 trip to Tahiti if she made love to husband Al by "Nooner or Sooner." Want more of the plot? Catch it in reruns or syndication! Dees also starred in a recent episode of *Burke's Law*. He portrayed an unpopular prankster named Goodtime Charlie who pulled one prank too many in "Who Killed Goodtime Charlie."

Turn out the lights, the playlist chart is over. Beginning next week, *The Network Forty* will only accept Plays Per Week lists from its reporting radio stations.

The transition is the culmination of an effort by *The Network Forty* to bring reality into radio reporting. Two years ago, the first PPW chart was compiled and published. Today, it and the BDS monitors have become industry standards, the main difference being BDS' universe covers approximately 180 stations in approximately 100 markets, while *The Network Forty's* PPW chart accepts frequency reports from the entire Top 40 universe of over 260 stations.

The goal of *The Network Forty's*

computer-generated PPW rankings is to provide the most realistic and comprehensive overview of the country's Top 40 format. It is in stark contrast to a chart that relies on over-the-phone reports, a method that can be as susceptible to rotation tampering as the obsolete playlist chart. As one industry observer put it, "phone spins could be the '90s paper adds." Because of this, many record companies are basing the remuneration of independent promotion efforts in non-BDS markets on *Network Forty* PPW information.

Stations that have yet to compile, run out and disseminate a PPW list should turn to page 37 for "The Perfect PPW List."

In Brief

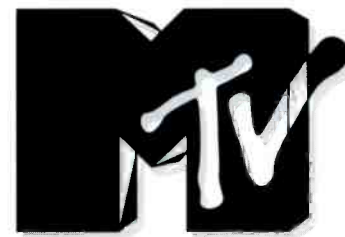
CUSTOM CDS TO DEBUT

By the end of this year, 500 Blockbuster music stores will offer customers the chance to create their own customized "party CDs." Consumers will be able to choose their favorite catalog songs (availability of songs off hot just-released albums are doubtful) from a computer library and have them compiled and stamped on their own personalized CD within seconds.

Blockbuster Technology VP Robert L. Carberry broke the news at the recent New Media Expo in Los Angeles. He described the national rollout of the service as "a step at a time." The original start-up date for the service was supposed to be Christmas of '93, but the major labels complained about copyright infringement and royalties. Those issues have apparently been resolved.

MTV NABS EAGLES CONCERT...

The reunited Eagles will perform April 25 and 26 in Burbank before MTV cameras. The exact broadcast date has yet to be confirmed. The band will be backed up by a 37-



piece orchestra for the two-day taping, which will be integrated into one performance that will air sometime in May.

Meanwhile, a new Eagles album is currently in limbo, being courted by Geffen and Giant Records. Complicating matters are lawsuits by Don Henley and Glen Frey to extricate themselves from contracts with Geffen and MCA Records, respectively. The labels are countersuing the artists for failing to deliver albums called for under terms of the respective deals.

...AS CLINTON RETURNS

President Bill Clinton will return to MTV for a special forum to address the causes and possible solutions to the increasing wave of violence in our society. MTV's *Enough Is Enough Forum With The*

INSIDE THIS ISSUE...

EDITORIAL: BULLSHIT

VP/GM Gerry Cagle discusses the most recent eruption from Mount St. Joel and how it serves no one's interests but *R&R's*. ...page 8.

MOTHER'S DAY PROMOTIONS

Editor Jeff Silberman pulls out some entertaining ideas for stunts that'll attract your favorite target demo. ...page 10.

CONFERENCE CALL

Programmers discuss the influence of megasales on airplay... where it can help – and when it shouldn't. ...page 14.

RICK UPTON INTERVIEW

KTFM San Antonio PD Rick Upton discusses the ways he has made a successful heritage Top 40 even more successful. ...page 18.

MUSIC MEETINGS

Now rearranged for easier reading, including both Alternative and Crossover product on the same page. ...page 20.

SHOW PREP

"Play It, Say It" – bio liners on Counting Crows, Bonnie Raitt and Rosco Martinez – and "Rimshots" on Barney bashing, the '90s Woodstock and dead air travel. ...page 28.

NOW PLAYING

PPW lists of 6 influential Top 40s, including Hor 97 New York, KISF Kansas City and WAPI Birmingham. ...page 34.

MOST REQUESTED

A *Network Forty* exclusive: The hottest new reaction records from around the country – from both Mainstream and Crossover stations. ...page 38.

BIN BURNERS

Detailed information on records enjoying the biggest sales increases over the past week – why they're selling and where. ...page 55.

President will feature Clinton discussing the situation with a group of 100 young people between the ages of 16 and 20. Clinton first appeared on MTV as part of the network's *Choose Or Lose* political awareness campaign.

CAPRICORN GOES INDIE

Capricorn Records announced that its product will now be distributed by R.E.D. Initial releases include Ian Moore's "Harlem" single, Vigilantes of Love's "Welcome To Struggleville" and new albums by Dixie Dregs, 311 and Widespread Panic.

Kurt Cobain Calls It A Life

Suicide Sparks Record Sales Boom

After numerous threats and failed suicide attempts, Kurt Cobain finally got it wrong. On April 11, the 27-year-old guitarist/singer for Nirvana died of a self-inflicted gunshot wound at his home in Aberdeen, Washington. The suicide, while hardly a total surprise to those close to him, incited a wave of depression among fans of the band and, as typical of these kind of Rock star tragedies, incited a dramatic resurgence in sales of Nirvana's records.

Cobain, whose body was discovered by an electrician installing a security system at his house, had been missing for six days. Reportedly, he checked himself out of a detox treatment facility and bought a shotgun.

Despite selling millions of albums and becoming a spokesman for a generation that, in a sense, rejected spokesmen, Cobain didn't seem to enjoy his position in life. As a child, he was shuttled between relatives until, when none would take him, he sought refuge with friends or on the streets. Success in Nirvana was no panacea, either. Cobain had a history of drug problems and reportedly downed 60 pills with alcohol on March 4 in Rome in his first attempt to commit suicide. He survived a 24-hour coma and returned to the States.

Although his wife, Courtney Love, his band mates and others urged him to get treatment for drugs and depres-

sion, Cobain resisted. On March 18, he locked himself in a room at the couple's house after a domestic dispute. Love called the police, who found Cobain with four guns and 25 boxes of ammunition. Love continued to press him about rehab until Cobain acceded to her requests and checked into a recovery program on



KURT COBAIN

March 28. Three days later, he left the facility without warning.

News of the suicide caused huge aftershocks in the Alternative Rock community. Crises lines were flooded with calls; radio stations and MTV devoted massive air time to counsel grieving fans and play Nirvana's music. An outdoor memorial service was held in Seattle two days after news of his death. Approximately 5,000 mourners gathered to hear speakers and a taped message

from Love, who read excerpts from Cobain's suicide note.

"We are all devastated by the unbelievable tragedy of Kurt Cobain's death," states Geffen/DGC President Ed Rosenblatt. "The world has lost a great artist and we've lost a great friend — it leaves a huge void in our hearts. Obviously, Kurt will be missed by all."

Gold Mountain Entertainment, the management company that represented Nirvana, stated: "We are deeply saddened by the loss of such a talented artist, close friend, loving husband and father. The intensity and creativity of Kurt's music and his thoughts will always be treasured. Kurt's art has transcended beyond the popular to speak to millions around the world. Painfully, Kurt's passion and feelings about his fame overwhelmed him. We will miss him, his music and his friendship dearly."

91X San Diego PD Mike Halloran offers his recollections of Cobain in the GenX column on page 26.

Meanwhile, one of the macabre facts of business life resurfaced soon after Cobain's death: Nirvana albums practically flew out the door at retail. Sales of *In Utero* more than doubled in the few days since his death; *Nevermind* more than tripled. Sales would probably have been greater, but many stores simply weren't prepared for the sudden demand and quickly sold out.

RCA Restructures Promotion Department

New "Rock Department" Commitment to Rock Music

RCA Records restructured its Promotion department by creating a new division that will be known as the "Rock Department." The changes, affecting the label on both coasts, illustrate RCA's renewed emphasis on breaking its Rock-oriented talent.

"As RCA President Joe Galante's commitment to Rock music continues to bring us great projects that are either presently on the table or are being prepared for the

table, Sr. VP Promotion Butch Waugh and I realized that we might be one sandwich short of a picnic," explains Dave Loncao, VP Rock Promotion. "Hence, we increased the responsibilities of some great people — Jordan Zucker, Thomas Westfall and Nick Bull — and added Lisa Worden. The redesign work resulted in the creation of the Rock Department."

RCA hired Lisa Worden to be its Rock Department Manager of Na-

tional Alternative Promotion on the West Coast. Previously, she worked Alternative Promotion for EMI/ERG. Thomas Westfall was promoted to Rock Department Director of Alternative Promotion; he will be based in New York. Nick Bull was named Rock Department Manager, National College & Progressive Adult Promotion. He will be based in Los Angeles. Jordan Zucker's title was changed to Rock Department Director, National Promotion.

RECORDS

ARISTA

Madelyn Scarpulla was appointed Mainstream Marketing Manager. Previously, she was Marketing Director of Artist Services, John Mellencamp's management company.

CAPITOL

Linda Ingrisano was named VP, Visual Marketing. Previously, she was Sr. Director, National Video Promotion for Elektra Entertainment.

GEFFEN/DGC

Mark Burger was promoted to National Field Promotion Director. Before joining Geffen/DGC, Burger was a professional musician who released a solo album, *Tracker*, on Elektra.

MCA

Mitch Brody was named Manager, A&R. Previously, he was Assoc. Manager, Talent Acquisition for EMI Music Publishing... Angee Jenkins was promoted to National Director of Publicity.

RADIOACTIVE

Linda Christiano was named National Alternative Director of Promotion.

SONY

J. David Waldman was appointed Director, Business Affairs for Sony Music Special Products... Deborah Aldea was promoted to Director, Licensing for Sony Music Special Products.

WARNER BROS.

Glen Heidenreich was promoted to National Advertising Coordinator.

WEA

Annie Reeves was named Director of Corporate Travel.

ZOO

Stephen Prendergast was promoted to VP, International.



RUMORS, HALF-TRUTHS AND OUTRIGHT LIES

Meet Me In Miami

Les Garland and The BOX threw a party in Miami last weekend for... who knows? Among those attending were EastWest's Craig Lambert, *The Network Forty's* Gerry Cagle with Madonna on his arm, Chris Blackwell, Sylvester Stallone and 2 Live Crew's Luther Campbell. The question is: Did Cagle see the inside of Madonna's house? (Lizard note: Laura, you rock!)



The best line of the weekend? Garland introducing Stallone to Lambert, "Rambo, meet Lambo."



The second best line is under the Page 6 photo when Luther gave up Cagle to his some of his posse.

L.A. Scene

Los Angeles was the place to be this past week. Janet Jackson's after-concert party drew the usual gang of suspects, including Virgin's Phil Quattararo and the dapper Michael Plen, KROQ's Darcy Sanders Fulmer, Interscope's Stevie Rocker, American's Steve Richards and *The Network Forty's* Wendi Cermak.



A lot of people couldn't wait for ERG's Monte Lipman to leave for New York. Those wishing him bon voyage at a party in his honor were host Billy Brill, KHS' Tracey Austin and Anita Dominguez, KLUC's Cat Thomas and Bo Jackson, KPWR's Tha Baka Boyz, MCA's Bruce Tenenbaum, Capitol's Bruce Reiner and Jamie Hyatt, among others.



Consultant Randy Kabrich finally met his true love, Heather Locklear. He spent three hours at the bar in Le Dome buying the drinks. Rick Dees put Kabrich on the air the next day to talk about it, in the process identifying Randy as the nation's greatest programmer. Alan Burns happened to be listening. Since Kabrich and Burns (who

used to be partners) aren't exactly on the best of terms, we wonder if Burns found Dees' comments "entertaining?"

Don't Forget New York

And what were Columbia's Burt Baumgartner and EastWest's globe-trotter Craig Lambert doing huddled with Z100's Steve Kingston Wednesday night at the Park Avalon? Kingston isn't playing any of their records. They must have been talking about something else. What was the topic of conversation?

Here Today, Gone Tomorrow

WKZW Peoria is gone as a Top 40. They're now AC.



WAKS Columbus also bites the dust. The station is now an Arrow.

Gotta Getta Gig?

The race is heating up for the coveted B96 Chicago night slot. Could George McFly return to the Windy City or is the station still looking? Send a tape and find out.



KOKZ Waterloo is in search of a morning show. T&Rs to Dan Olsen.

Sorry About That

What major-market PD hired a new night jock... only to find out on the air that the person that showed up wasn't the person on the tape?

Buffaloed

WKSE OM Brian Burns checked in to note that last week's Editorial (quoting Buffalo as the 38th largest market, but only 61st in record sales) lacked crucial information. According to Brian, the largest record retailer in the market, Record Theater, is not tracked by SoundScan. Record Theater accounts for upwards of half the sales in the Buffalo area through its 9 stores. The research quoted in the Editorial was provided by Capitol Records and used Sound-

scan as the determination of record sales. Brian's point is well taken. Other factors must always be considered when evaluating research. In Buffalo's case, an extreme winter caused a decrease in all retail sales. It certainly wasn't *The Network Forty's* intention to suggest that WKSE doesn't sell records... just that the market as a whole didn't perform, according to the research, as well as the population should indicate.

Movement

KGLI Sioux City PD Kevin Kollins is upped to Operations Manager.



Chris Squires is the new PD at KKXX Bakersfield replacing Ken Richards.



Has the list for the PD at WRCK Utica been narrowed down to Andy Shane of Z100 and Wally McCarthy of WYYS Ithaca? Look for an announcement soon.

How Long?

After only a couple of weeks on the job, in-house consultant Billy Bass has left ERG. Maybe it only took him a few days to get the job done. Or maybe it had something to do with Larry Stessel being named VP/GM. Larry left a similar position at Mercury not long ago.

Giant Moves

Barry Lyons goes to Giant Records to do promotion.

Back To Greatness

OmniAmerica has purchased WMMS Cleveland. With the takeover will come changes. Watch for the station to return to its "glory days" of programming. Moves have already been made. Complete details in next week's issue.

Mr. President

President Clinton appears Tuesday on MTV. Did the White House staff call on Columbia's Jerry Blair and ERG's Billy Brill to provide him with information on the record business?

Why?

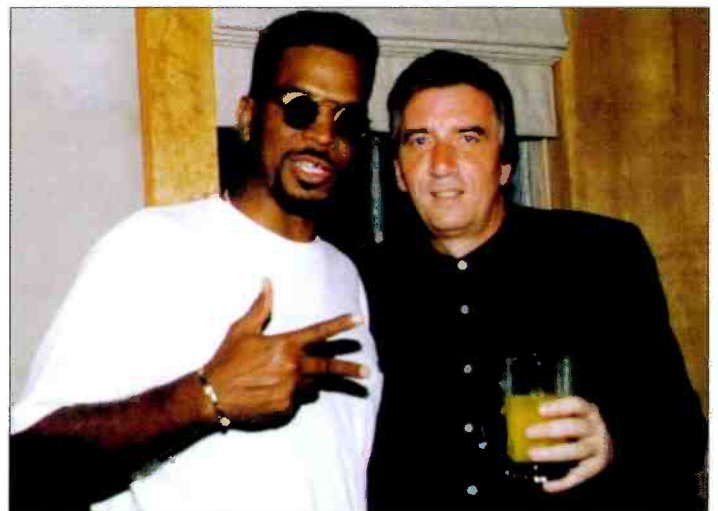
The Network Forty sympathizes with the family, friends and fans of Kurt Cobain. He will be missed. (See the News Section and Karen Holmes' column on Page 26 for more.)

Detect This

What major West Coast label quietly (until now) cancelled BDS this week?

Buzz

Anne Marie Reggie... Dawn Fox... Chuck Field... Bill Richards... Bob Hamilton...



Gerry Gotta Magazine Thang Goin' On!

The Song You've Been Waiting For

Meat Loaf

**"Objects In The Rear View Mirror
May Appear Closer Than They Are"**

The Next Record-Breaking Single

From The Album Bat Out Of Hell II: Back Into Hell

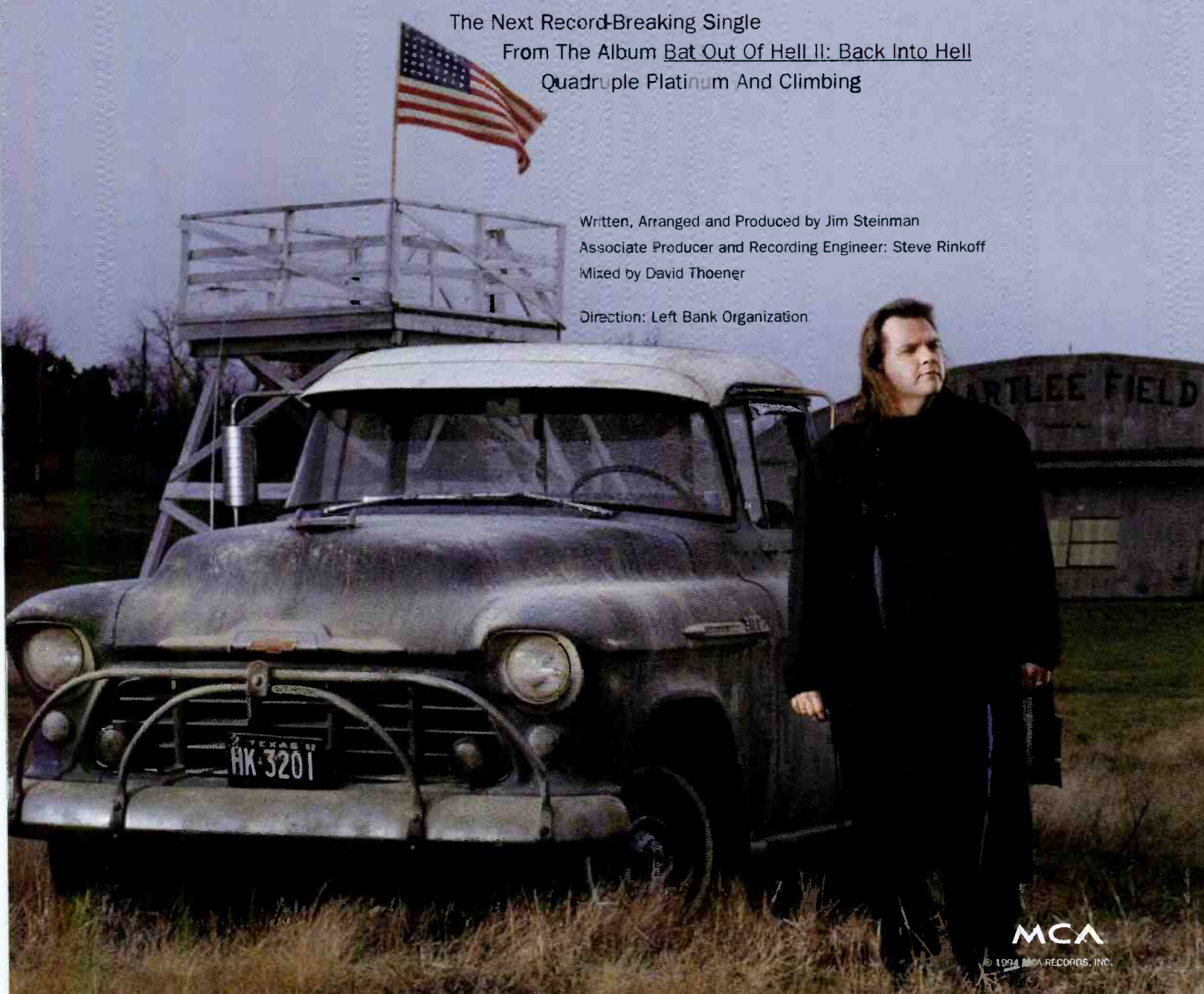
Quadruple Platinum And Climbing

Written, Arranged and Produced by Jim Steinman

Associate Producer and Recording Engineer: Steve Rinkoff

Mixed by David Thoener

Direction: Left Bank Organization



MCA

© 1994 MCA RECORDS, INC.

BULLSHIT

Commentary by
Gerry Cagle

Radio stations across the country received letters from *R&R* this week describing the new Plays Per Week reporting system set to go into effect with the next issue. Just what Top 40

needs. Another "Dear Joel" letter.

Bullshit!

R&R has made many blunders in the past year as it has gamely *tried* to dictate to radio, but these latest edicts may very well be the worst ever. This editorial space always tries to reflect the opinions prevalent in our industry. Sometimes the opinions are offered by a few. This week, the industry as a whole seems to have reached a breaking point with *R&R*.

Joel Denver's letter to all reporters opens with the following statement: "After years of planning and months of exhaustive testing, *R&R*'s dynamic new music information gathering system is ready to go! We're convinced that it will provide the industry with the most comprehensive and accurate national airplay information."

Bullshit.

I guess what Joel is trying to say is that he's been reading *The Network Forty* for the past two years. That's how long we've been producing and printing Plays Per Week. We *gave* the term "Plays Per Week" to the industry to use. And now *R&R* wants the industry to believe that *R&R* has spent years developing a "dynamic new system."

All together now... Bullshit.

R&R's latest system has a lot of problems, not the least of which is their decision to break Top 40 into two subformats: 12-24 CHR/Top 40 and 18-34 CHR/Top 40. Radio stations are once again being categorized by *R&R*, based on what *R&R* decides. Top 40 radio faces enough problems trying to sell their audience to advertisers without *R&R* diminishing its importance by placing "stigmas" that have nothing to do with individual station's own positioning. Why is *R&R* doing this?

Checking through the breakouts, *R&R* seems to have decided that all radio stations playing a heavy mixture of Urban or Dance music automatically qualify for inclusion in the 12-24 category... regardless of demographic dominance. This means that a station like WPGC in Washington, D.C. will be listed in *R&R*'s 12-24 category even though WPGC is #1 25-54! And a station like KSFM in Sacramento, ranked #1 18-34, will be listed by *R&R* in the 12-24 category!

What is wrong with this picture? The fish are definitely in the trees!

Who in our industry wants two separate charts, broken into these demographics? There isn't a radio station in the world that wants its advertisers to believe they appeal only to the 12-24 year-old audience. There certainly isn't a Top 40 radio station anywhere that wants its competition to have a national magazine identifying it as a 12-24 station. The format is hard enough to sell as it is. Do we need *R&R* further diluting Top 40's sales picture by incorrectly defining a station's format and downgrading its influence in the upper demos?

Say it again... Bullshit.

How can *R&R* misread the concerns of radio so badly? How could *R&R* announce these changes without first researching radios' reaction?

*"R&R is
like AM
radio.
Nobody's
listening
anymore."*

To quote a programmer, "*R&R* is like AM radio and the latest attempts at change are like AM stereo. Nobody's listening anymore."

Radio's response to *R&R*'s latest dictates have been immediate and harsh. Many radio stations that have been classified as 12-24 are seriously reconsidering the value of reporting PPWs to *R&R*. All radio stations should do the same.

The Network Forty believes that all trade magazines owe a debt of gratitude to radio stations because radio provides the information. All trade magazines should reflect the needs and wants of the radio and record industries. If any trade magazine does not reflect a constructive position for your radio station, why give it information?

The Network Forty is dedicated to helping both the radio and record industries discover new and innovative ways that will ensure a successful future. *The Network Forty*

has *championed* Top 40 radio since our inception and will continue to do that.

The fact that *R&R* continues to apply restrictions and arbitrary judgments that are detrimental to Top 40 specifically, and radio in general, is appalling. *R&R* does not ask the industry what the industry needs, it *tells* the industry what it needs.

What's that smell? Bullshit.

There are other problems with *R&R*'s "new" and "innovative" system. *R&R* will only take PPW information over the phone. This allows too much room for manipulation, something that *R&R* seems reluctant to discourage. *The Network Forty* accepts only computer-generated PPW information via fax. This makes *The Network Forty* PPW information harder to manipulate; and our additional checks against computer-generated daily music logs makes manipulation impossible. Simply put, despite *R&R*'s hollow claims, *The Network Forty*'s PPW information is the most comprehensive and accurate barometer of actual airplay available.

No bullshit.

Joel's letter also states that "Maintaining *R&R* status is more important than ever, since only our reporters have access to *R&R* ONLINE." Access? Didn't *R&R* promise *free* computers and software to all reporters a while back? Is *R&R* now only offering access?

How long will radio continue to pander to a trade magazine like *R&R*? *R&R* continues to make promises it doesn't keep.

Radio deserves better.

At one time, *R&R* status was meaningful to radio. It isn't any longer. It's time for radio to decide whether or not to continue to provide information to a trade magazine that doesn't serve radio's best interest.

If you, like many other programmers, believe that *R&R*'s latest demands aren't in your best interest, the answer is simple.

Don't report.

It's my guess that *R&R* will change its terminology when radio refuses to participate in the latest "innovation." This won't be the first time *R&R* has proposed a "new" system, only to have it shot down by radio. Remember the initial *R&R* PPW pitch? Top 40 was to supply *predicted* plays for the upcoming week. That dog didn't hunt, either.

The bigger question is: When will *R&R* consult with the industry it claims to serve *before* instituting new procedures? How many mistakes will *R&R* make before the industry turns its back on them completely? And how long in the future will it be until radio flatly rejects *R&R* as a positive influence on its livelihood?

The future is now. ■

EARLY ACTION!
KIIS Los Angeles 16 Plays
WAPE Jacksonville 12 Plays
Q99 Salt Lake City 24 Plays
WKSI Greensboro 20 Plays

MPeople "moving on up"



after walking away with a brit award and

racking up seven consecutive top-10 singles

move on it.

in the U.K., M People shack up in America

remixes by MK, Roger S., & M People.

with their premier epic release,

cassette single, 12" and CD-5 in-store now.

"moving on up." from their forthcoming

"elegant slumming" lands on your couch 5/17.

album, "elegant slumming."

Produced by M People.

"a deconstruction record."

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epic records group

PROMOTIONS

MOTHER'S DAY PROMOTIONS!

Here's nine ways for Top 40 to say "I love you" to your favorite target demo – or an unreasonable facsimile thereof.

MATCHMAKER

Listeners nominate mothers who have an "intuition" for matching up their kids/relatives. Mothers become judges during on-air dating game for their sons/daughters. They ask questions of nominees and choose the date. After five dates are arranged, they all go out the next weekend. They report on the dates the next Monday and the ones who had the best time (judged by air staff) win prizes – as well as the mother who chose them.

COST: \$50 SPENDING MONEY PER DATE; GRAND PRIZE TRADED OUT.

RETURN: ROMANCE, POSSIBLE SEX AND HIGH POTENTIAL FOR LISTENER EMBARRASSMENT = GREAT THEATRE-OF-THE-MIND RADIO. BESIDES, MORNING TEAM CAN ARGUE OVER WHO GETS TO BE CHUCK WOOLERY.

ADOPT-A-MOM

Jocks recruit listeners to become "adopted" children for elderly women in nursing homes, mothers raising kids on their own, mothers whose kids are out of town or who lost their children tragically. Station gives listeners presents to give moms when they visit them on Mother's Day. The jocks should go along for the visits, too

COST: PRESENTS COULD EASILY BE TRADED OUT WITH CLIENTS.

RETURN: IDEAL WARM-AND-FUZZY FOR LOCAL TV STATIONS.

MOTHER MATCH GAME

Listeners are asked questions such as: When does your mother think you lost your virginity? What dish your mom makes you really can't stand? What was her most common complaint about your at-home living habits? What other occupation did she wish you took up? Which of your old boy/girl-friends was *her* favorite? When was the first/last time you, as a child, walked in on your parents making love? What was the last thing you were grounded

for? What's the most useless piece of advice she has given you lately? When was the last time you forgot to either call or do something with your mother? Then you call their mothers and ask them same questions. Whoever matches the most answers wins.

COST: PRIZES TRADED OUT.

RETURN: VERY RELATABLE THEATRE-OF-THE-MIND CONTEST WITH GREAT POTENTIAL FOR LISTENER EMBARRASSMENT – YEAH!

REFRIGERATOR PHOTO ART SHOW

Jocks and art critic go to "qualified" moms' homes and look at their adornment of family photos stuck on fridge. (They qualify by sending in photos of their display first; the top 10 or 20 are visited.) The art/photo critic chooses the best three/five/10 displays; those refrigerators are taken to a local art gallery, where they're put on display for the entire Mother's Day weekend. The winners win new refrigerators.

COST: FRIDGES NEED TO BE TRADED OUT.

RETURN: GOOD THEATRE-OF-THE-MIND DURING THE REMOTE JUDGING. THE FRIDGE PHOTO EXHIBIT WILL ATTRACT TONS OF LOCAL PRESS COVERAGE.

MOM OR CONSEQUENCES

A group of listeners and their moms are brought into the studio. The jocks ask the

moms about "cute" (read: embarrassing) stories about their sons/daughters when they were young. Exs: how many hours they were in labor with child, the time their kid played in the toilet, etc. The poor schlub of a kid who endures the most humiliating tales wins a prize... like a free name and/or phone number change. Whoever audibly tells their mom to cut it out or shut up are automatically eliminated. Extra credit for embarrassing baby pictures. One way to measure winners: whoever's face turns the reddest – sweat and gritted teeth extra credit.

COST: PRIZES TRADED OUT.

RETURN: GREAT THEATRE-OF-THE-MIND LISTENER ABUSE.

LEFTOVER QUEENS

Jocks go to listeners' moms' homes to count the number of leftover food items in the fridge. They then eat them with kids. Prizes are given to moms for most leftovers and best-tasting leftovers. Special award for moldiest food.

COST: PRIZES TRADED OUT.

RETURN: GOOD THEATRE-OF-THE-MIND COULD WORK THROUGHOUT THE DAY.

FUTURE MOM

Jocks go to obstetrician offices to give Mother's Day gifts

to expectant mothers during the week leading up to the holiday. Bigger prizes goes to women who let jocks in to provide color commentary on sonogram. Also go to maternity wards bearing gifts.

COST: GIFTS TRADED OUT.

RETURN: EXCELLENT THEATRE-OF-THE-MIND THAT'S ALSO WARM-AND-FUZZY.

MOM'S PACK RAT MUSEUM

Mothers are encouraged to come to a remote to submit their proudest (and hopefully most embarrassing) moment of their children's early years. Jocks interview each mom to hear the story. Mom's kids have the chance to pay the jocks to stop the interview before it gets too embarrassing. Prizes given to cutest, weirdest and most off-the-wall moments.

COST: ZIP, EXCEPT COST (IF ANY) TO RENT THE INDOOR SPACE.

RETURN: GREAT THEATRE-OF-THE-MIND EVENT BRINGS JOCKS TO LISTENERS WITH HIGH EMBARRASSMENT POTENTIAL. WORKS FOR US.

TRUTH OR MOM

Listeners (who come into the studio with their moms) and are wired up to a lie detector. The moms can ask them any yes/no question about their public or private lives: As teens, did they ever get drunk or do dope in the house? Did they ever have sex on the parents' bed? Did they ever cheat on a test? Did they really like their meat loaf, etc? Whoever sets off the lie detector the most is "grounded" – and has to watch mom's place when she goes out for a night on the town courtesy of the station. "Parting gifts" for all contestants.

COST: PRIZES AND NIGHT OUT ON TOWN TRADED OUT.

RETURN: ANOTHER FINE EXAMPLE OF TOP-NOTCH THEATRE-OF-THE-MIND LISTENER ABUSE.

MOTHER'S DAY PRIZES

The following are appropriate prizes to give mothers on their special day:

- Facial makeovers.
- Gift certificates to fancy-ass clothing stores.
- A month of free cleaning service.
- Delivery gourmet caterers for breakfast in bed.
- Weekend trip to spa.
- Pay the phone bill for a month.
- Free airline tickets to see out-of-state children.
- Free dinners and fancy restaurants.
- Free photo shoot of her children/grandchildren.
- Theatre tickets.
- Free baby-sitter/daycare for a day.
- Free newborn supplies for expectant mothers.
- Get to talk to Dr. Brazelton, Penelope Leach or some other kid expert for advice.
- Beepers so she can always contact her kids.
- A chance to be an extra on her favorite soap opera.

Oh the carpenter goes bang

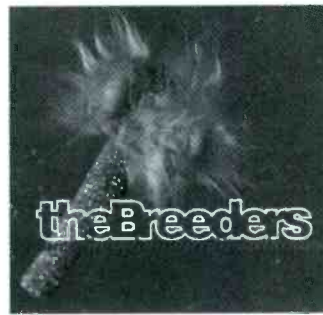
Bang bang

On Over 100 Top 40 Radio Stations Including:

WHTZ 16 Plays	WEDJ 17 Plays	B97 13 Plays	KRBE 8 Plays	KKLQ 14 Plays
WAPI 15 Plays	WKSI 13 Plays	WHHY 30 Plays	WZAT 14 Plays	WQVW 15 Plays
KHTT 26 Plays	WFMF 10 Plays	WYCR 28 Plays	WPST 20 Plays	WFHN 23 Plays
WKCI 11 Plays	WZPK 12 Plays	WVSR 14 Plays	KWTO 13 Plays	WWCK 18 Plays
KKRD 10 Plays	KIMN 22 Plays			

the Breeders

DIVINE HAMMER



The new single and video

MTV Active!

Album near platinum

Lollapalooza '94

Produced by Fred Maher Album produced by Kim Deal and Mark Freeguard Management: Gold Mountain Entertainment

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WVSR102.7 FM

Super 102

817 Suncrest Place

Charleston WV 25303

(304) 342-3136 Office

(304) 343-1240 Music

(304) 342-3118 Fax

Burke Allen Operations Manager

Bill Shahan Program Director

Music Calls:

Burke:.....M 1-3pm

Bill:M 3-5pm

Tom CollinsVP/General Manager

Nancy Hurley General Sales Manager

Caroleigh Short News Director

Mike Edwards..... Prod Director

Pat Holt..... Business Manager

Ruth ThomasTraffic Manager

Bob & Josh 5:30 am - 10:00 am

Bill Shahan 10:00 am - 3:00 pm

Burke Allen 3:00 pm - 7:00 pm

T.J. Stevens..... 7:00 pm - 12 midnight

McFly..... 12 midnight - 5:30 am

Ownership:..... Ardman Broadcasting

Consultant: None

CHARLESTON'S HERITAGE TOP 40

West Virginia's state capital, Charleston, is home to 12-year Top 40 WVSR. OM Burke Allen describes his outlet as "a very Mainstream station that the listeners have come to depend upon for the hits. We do that with the highest profile personalities in the market. Our morning team is very relatable, very up, without being hype. They're plugged into what's going on locally and they're very visible. In fact, they probably do more charitable functions than the rest of the market's morning shows combined." Allen's description of the rest of the staff is "uptempo, yet adult. We have a very stable, veteran staff here. This is the place in Charleston that everyone else in the market wants to work."



Burke Allen

Charleston is at a crossroads geographically. The market is in southwestern West Virginia, about halfway between Virginia and Ohio. Because of this, it has characteristics of both a Southern market as well as a Northern/Great Lakes station. "History can help you understand West Virginia. The state used to be a part of Virginia, but broke away during the civil war, so as not to fight on the Southern side with Virginia. On the other hand, most people here still consider themselves Southerners. Today, this is easily the most cosmopolitan city in the state. In addition to the state government, the largest employers are the coal and chemical industries, with tourism being third. That may surprise some, but there's great whitewater rafting here in the summer and terrific skiing in the winter. All in all, the cost of living is very low and it's really a great place to live. While the demographics in the rest of the state are a little high, Charleston is reasonably young."

Allen points to Bill Shahan as an important part of the station's success. "He's a local guy who knows everybody in the market. He's plugged into the taste of this area and is invaluable in programming as well as music." As far as the music is concerned, "if there's any lean at all, it's towards the Rock/Pop songs. There's only a 6% ethnic population in the city, so you would expect we'd be slow to Urban records. What does work for us is the typical the Top 40 mainstays like Mariah Carey and Whitney Houston. The Bruce Springsteen record is huge here. So is the Tom Petty." As far as Gold product is concerned, Allen is playing "a number of titles. Remember, we've been in the format for a dozen years and made many of these songs popular here. I can still play 'The Electric Slide' on a Friday afternoon and get a great response to it."

Promotionally the station used to give away a lot of cash, but has recently moved towards more "lifestyle contests aimed at our target 27-year-old female listener. We just did a 'Clown Around With Bob & Josh' promotion that tied in the Ringling Brothers Circus that was in town. We invited listeners to come down, dressed as clowns, to win a chance to be in the circus. Bob & Josh were the ringmasters that night. We ended up with moms bringing the kids, grandparents, the whole family! It worked out great. Another example would be our planned 'Baby Olympics,' where young moms can bring their babies to a local mall and compete in the fastest crawl or best temperament. These are all fun promotions that are specifically aimed at getting our target audience to be continually involved with the station."

- Pat Gillen

5 PM SAMPLE HOUR

Bruce Springsteen
Streets Of Philadelphia

Phil Collins
Both Sides Of The Story

Melissa Etheridge
Come To My Window

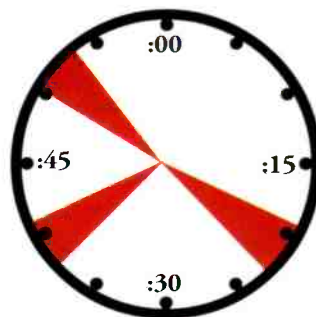
Janet Jackson
Again

Eddie Money
Take Me Home Tonight

STOPSET
Big Mountain

Baby I Love Your Way

Toni Braxton
Another Sad Love Song



ON AIR SLOGAN

**"Continuous Hits!
Super 102!"**

Enigma

Return To Innocence

STOPSET

Madonna

I'll Remember

Gin Blossoms

Found Out About You

Ovis

Regular Thang

STOPSET

Zhane'

Groove Thang

George Michael

Too Funky




Cocteau Twins

Bluebeard

The new single and video from
Four-Calendar Café

Already Added at
99X Atlanta
Moves 28-25-9* at
KRBE Houston

Now on 
120 Minutes

Written and Produced by Cocteau Twins
Management: Raymond Coffey



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SALES? YES. AIRPLAY... MAYBE!

What do you do when the #1 selling single and/or album in your market is Country or Heavy Metal or Rap? In the past year, Top 40 has had to deal with this fact on a consistent basis. Metal and Rap acts have sold millions with little airplay. Originally conceived as a format that plays the best of the best, now Top 40 driven by a nationwide homogenization of what consultants and ad agencies see as the best way to generate certain consumer demographics. Can Top 40 continue to ignore bands that sell millions or will the format concede to the power of the buying public truth?

This Week Featuring:

GARETT MICHAELS

PD, WPLY Philadelphia

CLAYTON ALLEN

PD, KCHX Midland

JACK OLIVER

GM, KKRK Wichita

JOHN DIMICK

PD, KISN Salt Lake City

How do you use sales information in airplay decisions?

GARETT: Each week we look at Soundscan information. It's a good tool; it can really give you a good read on something you're not playing that may be getting real hot. If something is really selling and happening – and it fits the format of the radio station – yet we're not playing it, maybe it should be considered for airplay.

CLAYTON: Sales information in this market isn't as readily available as is elsewhere. I've personally gone to most of the local record stores and met the people with access to the information in an effort to establish a better relationship, so the information I get is more thorough and reflective of the market. We use sales information more to make sure we're on the right track.

JACK: We look at the overall information and if we find something we're not playing that's selling well, we'll spike it in. This might be the nightly count-

down or in a music test situation. We'll check the response to these records and see if the sales match the reaction before we make a determination.

JOHN: We always looks at album sales as opposed to single sales. Single sales are teen-driven and this is an Adult-focused radio station. A lot of time, sales may push us in the direction of a record we're unsure of. It may counterbalance other research that discounts a record and convince us to play it or at least take a harder look at it. Or, sales may help us to vindicate something we're already playing.

If an album is showing huge sales locally, regionally and or nationally, how do you avoid giving cuts airplay?

GARETT: You have to decide what's important. Is it maintaining the focus of your radio station or stepping out and playing something that doesn't necessarily fit? Are the heavy users of your radio station expecting to hear Metallica on your radio station... unlikely. I don't think you will attract hardcore fans of the band just by playing one of their songs.

CLAYTON: Fortunately, we're in a non-competitive situation, so we can take the wait-and-see-position. It doesn't make us look bad when we don't play something like this because of the non-competitive factor. It's tough to be real hip for the listeners and non-offensive to the advertisers... especially when they pay the bills. It's really a balancing act.

JACK: At least in this market, most of these situations apply to people who don't listen to Top 40

anyway. If we were to react to these situations, it would alienate those who listen to us now. I'm not sure the listeners to this station care if we react to those type of records.

JOHN: We don't deal with them. There comes a time where you have to decide what your format boundaries are and stay within them. You can't go outside these boundaries in reaction to one record or album.

How do you deal with singles that explode in local sales, yet aren't conducive to your format parameters?

GARETT: We have to draw the line on a couple of things. Since we are a Mainstream radio station with a Rock/Alternative lean, a lot of the Rap and Hip-Hop titles simply aren't a proper fit. On the other hand, we've been able to detect some real good sales on other things conducive to our format. I'm personally interested in album sales information. If I see an album selling consistently for several weeks in a row, then I study the information more closely. A lot of things take off upon release, such as Soundgarden, Alice In Chains, Nine Inch Nails and Pantera, before experiencing a big drop in sales the following week. If I see something that is really consistent in sales, I track it. Pearl Jam's sales made a difference for a lot of people. Even though there was no *official* single release from the album, a lot of people played cuts from it because of the overall sales picture.

CLAYTON: We try to find a niche to stick them in at the beginning, such as a mix show, where it doesn't conflict with the overall image of the station. It's a matter of paying close attention to each single and deciding whether or not to spike it in a non-offensive way to the heavy listeners and clients who may question the airplay on a specific single.

JACK: Again, we take singles that may be exploding in sales and test them on the air. Usually, we do this in the nightly countdown and see if calls are generated because of airplay in this slot. If so,

Miracles & Destiny - you make your own Reality
"Look Up To The Sky"

THE INDIANS

from their debut album "Indianism"

In Rotation At:

KROQ Los Angeles

99X Atlanta

The Edge Dallas

WFXY Rochester



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PolyGram Label Group

PROGRAMMERS'S CONFERENCE CALL

we continue to spike them and watch to see if the reaction is solid and consistent. If they don't fit the station, we don't play them.

JOHN: It depends. If it's something like Ace Of Base's "The Sign," where sales drew our attention to the record, then we pay attention. As a general rule, though, we don't look at single sales.

What about situations like the death of Kurt Cobain and resulting explosion in sales of Nirvana albums?

GARETT: In this particular case, we were already playing "All Apologies" in a pretty good rotation even before his untimely death. Friday afternoon, after they confirmed it was him, [APD] Chuck Tisa and I were discussing the fact "All Apologies" would probably be the most-requested for the weekend because it was heavy on people's minds. People seem to have a morbid fascination with Rock N' Roll and when something like this happens to one of its young and vibrant stars, people request songs so they can hold their own private vigils over the situation. It's a rare instance, obviously, that hopefully, we won't see again.

CLAYTON: That's a bad example. I watched MTV basically glorify a man who committed suicide because he had a drug problem and his life wasn't going well, yet they portrayed him as a hero. In other situations where a natural disaster took the life of an artist, then it's comforting to fans for a radio station to feature their art in a very carefully planned and tasteful manner.

JACK: We were playing "All Apologies" anyway. We upped the rotation over the weekend and we'll continue to gauge how heavy to rotate it through this week. It's a situation-by-situation decision.

JOHN: If I were in a more aggressive market, yes, I would've reacted to the situation. In this market at this station... no. I would be surprised if Q99 [KUTQ Salt Lake] is still playing the new cut from Nirvana. After Madonna's performance on *Letterman*, we had to decide whether to continue playing her latest single. This is an image-con-

scious market and we have to deal with particular situations accordingly.

What advice would you give other programmers on incorporating sales information in the decision-making?

GARETT: The three things we look at in making our programming decisions are sales, requests and call-out research. Not a lot of guys in small markets have research. It's a good idea to use what you have and network with other stations in similar markets as a way to acquire other research. To me, sales tells me what I might be missing, not what I need to rotate more. Call-out research is 90% of my decision, sales is five percent, requests the other five.

CLAYTON: It depends on how sure you are about the information. If you feel the information is accurate, then treat it as a reflection of your market and the music you're playing. Sometimes in calling local record stores, the information is carelessly constructed, while other situations may provide you with great information. It's a matter of cross-checking before application.

JACK: It goes back to paying attention to the records that sound like your station. At the same time, you need to pay attention to the psychographics and demographics of the audience you're after. Barbara Streisand sells millions of albums, but should Top 40 play her? Make sure the records fit within the overall sound of the station.

JOHN: Use it to the point where you feel comfortable with it. This applies to all your available research because your ass is on the line. If you gear all your decisions toward sales, you're making a mistake. At the same time, if you make all your decisions and discount sales research altogether, you're making a mistake as well. Find a happy medium and make your radio station reflect your market. Watch it... but don't live by it.

— Dwayne Ward

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

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- Promo Reps who believe in flogging for misdemeanors.
- Promo Reps who believe in flogging for felonies.
- Promo Reps who believe in flogging for dropping a record.



The funky beat is back
to follow in the footsteps
of the #1 "If I Had No Loot"
and the #1 "Feels Good"

LEAVIN'

From the critically acclaimed album
"Sons of Soul."

**Added Early At
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**TONY
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TONÉ**

"#1 Album Of The Year..."
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"Best R & B Group"
- 1994 Critic's Pick Rolling Stone

"One Of The Year's Best"
New York Times
Newsday
USA Today

- A history of 7 #1 hit singles.
- 2 Grammy Award Nominations - 1994
- 3 Soul Train Music Award Nominations - 1994
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Always a step ahead and a beat beyond.

Produced by Tony Toni Toné
Executive Producer: Ed Eckstine



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Management: Left Bank Organization

Rick Upton

Spurred To New Heights

INTERVIEW BY JEFF SILBERMAN

It's one thing to take a station that's at the bottom of the ratings ladder and move it to or near the top. It's another to take an already prosperous station and make it even more successful. Rick Upton is doing just that as Program Director of KTFM San Antonio. For years, KTFM has been a heritage Top 40 station with a Crossover/Dance music mix that attracted a core demo of Hispanic females in droves. After battling KTFM earlier in his career at crosstown KITV, Upton returned to San Antonio and moved KTFM towards the middle, integrating more Mainstream Pop with the most mass-appeal Dance and Crossover. The result has been a continued dominance at the top of the 12+ heap, with an added bonus of increased older-demo listeners. Upton told Network Forty Editor Jeff Silberman how he has made the transition so successfully and how he plans to build on that success.



In your career, you've done everything from AC to Mainstream Top 40, yet KTFM was your first Crossover 40. Were or are you a closet fan of the music?

No. It comes down to where the hole is for whatever station you're programming. It's not that I'm crazy about Crossover or Top 40. It all comes down to the hole in the market and offering the format to fill that need.

KTFM has been a perennial market leader in San Antonio...

When I was programming Power 93, I spent five years in some pretty big battles with KTFM.

So you were pretty familiar with the station when they hired you.

And what I've done here is – not to say Mainstream it, but move the station more toward the center musically than it was in the past. We're not as extreme as we were, which means a lot less Rap. It's got to be a massive Pop/Rap song for us to play it; the only Rap we're playing now are the Salt-N-Pepa-types.

So the Snoop Doggy Doggs are pretty much out of the question...

No, baby, no, baby, no, baby, no...

Did you move KTFM towards the center as a way to attract more advertisers who were put off by any "teen station" connotation?

We did it simply to get more

listeners and more quarter-hours. The sales department is not involved in the programming of the music of KTFM. There's a hole in the market and we're filling it real nicely with what we're doing.

How much does research play into your music programming and how much is gut?

We rely on music research from Mike Samolis, our Research Director, who has an extensive department. We do call-out, auditorium testing and perceptuals through our telemarketing respondents.

How soon do you react to new research information?

The second I get it, we start working on it. As soon as it's in my hands, we look it over and

Mike does a report on it. There's no reason whatsoever to wait. You make the obvious changes and adjustments first, then you take a deep breath and really dig into it. After that, you make the more fine-point changes.

Some Crossover stations have run into problems trying to blend the Dance product with the Phil Collins and Michael Boltons. Obviously, you've overcome that... how?

Magic. If I really knew, I'd be working for a big-time trade magazine.

I think we'll file that one under "trade secrets."

I'll stick to that answer. It's a feel; you just try to feel what works the best.

To fit the new direction, did you make any airstaff changes?

No. The only change since I've been here is that we didn't sign Sunny Melendrez, who had been here for a long time, to another contract. We replaced him with Joe Nasty. The changes that have come, staff-wise, have mainly centered on the promotion department. We've put together probably the best promotion team in the country with Brunella Bruni and J.T. Without a doubt, they're the most aggressive promotion team in the city... and probably the state. Even our part-timers in promotion and on the air are phenomenal.

When you say aggressive, does that mean you do promotions for events outside your target or core demos?

Absolutely. We give away Phil Collins tickets, Guns N' Roses tickets, Rod Stewart tickets, Salt-N-Pepa tickets... we give away everything. Every hour from nine-to-five on Monday through Friday, we give away San Antonio Spurs tickets. We gave away trips to see the Cowboys, home and away. We opened our promotions a lot more. We pride ourselves on being a family radio station and our promotions help present that image.

Speaking of the Spurs, they have one of the more (literally) colorful personalities in sports – Dennis Rodman. Have you tried to make him a part of the station or tie promotions around his persona?

We have Willie Anderson on the air with us on a regular basis. Dennis pretty much does what Dennis wants to do. We have had him on the air at various times; when one of our AM guys did his show from the airport, he ran into Dennis and got him on tape – and we ran that immediately. He's an incredible asset to the

Spurs and the city has embraced him like you've never seen.

When you returned to San Antonio, KTFM was perceived as being a young-based Dance station. To coincide with moving the music towards the center, did you run a high-profile marketing campaign to trumpet the changes?

We didn't jump up and down, yelling and screaming about it. There's nothing I hate more than

what do you do to challenge the staff to keep improving?

We're #1, but we have a long way to go in certain demos. Our long-range goal is to be #1 in every demographic. That's not necessarily going to happen, but by striving for it, you'll attain more goals. We're going to accomplish those goals primarily through the music and dayparting.

As with the #1 station in practically every market in the country, it can seem like every

record. Plus, we have three or four Country stations, three Tejano stations and one Urban AC.

After spending some time on the label side at Zoo Records, did that experience affect the way you program or the way you look at radio?

Not especially, although it was interesting. I basically found out how the record companies work. Learning the rudiments of record promotion from Vicki Leben was a real nice thing to experience.

Obviously, you're familiar with the industry's transition to Play Per Week reporting. Has that affected the way you program at all?

No, we're going to play the best records for this market – and the best of the best get played more, period. Plays per week does not matter; if it does matter to someone, then that person is in the wrong business. If it matters to you, I'd like to have you across the street from me because you're going to lose.

Some Crossover stations are still reluctant to provide that information because they believe it'll give the competition too much information about their programming.

Well, what you can do? The technology's there and if your competitors are half-decent, they can monitor you anyway. It's not that difficult; just get a few people to sit in a room and write [the songs] down. You should be able to figure out what a competitor is doing in five to six hours anyway.

What about personal goals – do you see yourself going into the management side of radio in the foreseeable future?

I probably should be thinking about that, but my main focus is to keep KTFM a rock-solid heritage station in San Antonio for as long as humanly possible. I've got some great talent here to help me do that. ▣

THE LONG AND WINDING ROAD

RICK UPTON

WSJR/WLVC, Madawaska ME	Air personality
WEGP, Presque Isle ME	Air personality
WIGY, Bath ME	Air personality
WDBX, Portsmouth NH	Program Director
WHAV, Hayerhill MA	Program Director
KITY, San Antonio	nights, Program Director
KITY "Power 93" San Antonio	Prod. Dir./Program Director
Zoo Entertainment	Dallas Promotion Manager
KHTK/WKBQ St. Louis	Program Director
KTFM, San Antonio	Program Director

stations going on the air and proclaiming, "no Hard Rock, no Rap!" You might as well put out a flyer saying, "We're a wuss radio station." We've done things through telemarketing and backed it up on the air with subtle changes. We preferred to make a better product by refocusing a bit – not by screaming and yelling. The station was not in bad shape; it was doing well when I got here. We just realigned it a bit and, fortunately, it's been working. We've been #1 for four to five months now.

Now that you are #1 12+,

other station is gunning for you. Do you consider everyone to be a competitor, or do you set your sights primarily on one or two challengers?

Q102, the pina colada AC station, is my main competitor. Obviously, we're not going to go after their main strength. We want to cut them off at the knees, the part that's toughest for them to protect – the low end. For a station like that, if it's a choice between Barbara Streisand and Expose, who do you think they're going to play? Anything but the Expose

MUSIC MEETING

FORWARD MOTION

HOT ONES STRAIGHT AHEAD: Some stations are already spinning the next Mariah Carey track. In early May, expect "Anytime You Need A Friend" (Columbia) to hit your desks as Mariah shoots to keep her remarkable #1 string in tact... In late April, make sure you give Died Pretty a listen. "(Harness Up) Souls On Fire" (Columbia) could be one of the sleepers of the year. A special edit will be forthcoming for this uptempo, hooky Rock-edged track. Aerosmith's follow up to "Amazing" and "Cryin'" will be "Crazy" (Geffen)... El DeBarge returns to the Pop scene in late April with "Can't Get Enough" (Reprise). Also creating a huge buzz at radio everywhere is Primal Scream's "Rocks" (WB). Although the official add date isn't until April 26th, many stations have gone on this accessible track early and are receiving positive feedback already.

KEEPING TRACK: Elton John releases a monster ballad in the second week of May entitled "Can You Feel The Love Tonight" (Hollywood)... Also legendary performers Boston rejuvenate their career (*again*) with a tune in early May called "I Need Your Love" (MCA)... Some more hot Alternative acts will explode in early May. Frente!'s "Bizarre Love Triangle" (Atlantic/AG) and Meat Puppets' "Backwater" (London/PLG) are both building a big story. Both tunes continue to climb up *The Network Forty X* chart and show strong signs of crossover potential.

MAINSTREAM

MEAT LOAF

"Objects In The Rear View Mirror May Appear Closer Than They Are"

(MCA)

Who could've predicted the comeback of this superstar who last scored Platinum and Gold records in the late '70s and early '80s? To see the Loaf do it all over again is simply astonishing. The album, *Bat Out Of Hell II: Back Into Hell*, is quadruple-Platinum and will continue to rocket in sales as this trademark Meat Loaf tune keeps the buzz on.

ALLISON MOYET

"Whispering Your Name"

(COLUMBIA)

After building steam at Alternative radio, the soloist springs back into the forefront displaying her unique talents. Don't underestimate the former Yaz singer's dancey uptempo groove at any format.

MOTLEY CRUE

"Misunderstood"

(MOTLEY/ELEKTRA)

From the *Motley Crue* album that has already enjoyed Top 10 sales on *The Network Forty* Retail chart comes a dynamite power ballad. With a new singer slapping a fresh stamp on their well-known style, the Crue

should enjoy considerable success nationwide with this emotional epic.

COCTEAU TWINS

"Bluebeard"

(CAPITOL)

Mellow, yet exciting, the Cocteau Twins make their Top 40 debut in distinctive style. Showcasing silky smooth harmonies, this mass-appeal track spotlights an act who possesses a lot of potential.

THE INDIANS

"Look Up To The Sky"

(POLYDOR/PLG)

The Gen X explosion continues and this trio is the latest example. Lyrically provocative and totally accessible, this dynamic Folk ballad adds cutting

edge spice in your musical mix.

THE CHARLATANS

"Can't Get Out Of Bed"

(BEGGARS BANQUET/ATLANTIC/AG)

Marching into the Mainstream with an uptempo cadence comes another hot Alternative act. Still climbing into the Top 10 on *The Network Forty X* chart, this single now appears poised for Top 40 airplay.

TONY TONI TONE

"Leavin'"

(MERCURY)

Sure to be a multi-demo hit. Tony Toni Tone has successfully crossed formats and demos in hits such as last summer's #1 smash, "If I Had No Loot." "Leavin'" keeps the fire ablaze.

—John Kilgo



MEAT LOAF

UPCOMING RECORD RELEASES

NEXT WEEK:

AEROSMITH

"Crazy"
(Geffen)

DIED PRETTY

"Soul's On Fire (Harness Up)"
(Columbia)

EL DEBARGE

"Can't Get Enough"
(Reprise)

FRANCIS DUNNERY

"American Life In The Summertime"
(Atlantic/AG)

SARAH McLACHLAN

"Possession"
(Arista)

TOM PETTY & THE HEARTBREAKERS

"American Girl"
(MCA)

JON SECADA

"If You Go"
(SBK/ERG)

SNOOP DOGGY DOGG

"Doggie Dog World"
(Death Row/Interscope/AG)

US3

"Tukka Yoot's Riddim"
(Blue Note/Capitol)

THE CHARTS

THE next 40

COMPUTER GENERATED AIRPLAY REPORTS

RANK	ARTIST/SONG/LABEL	TOTAL PLAYS
41	PHIL COLLINS. Everyday (Atlantic/AG)	1738
42	AEROSMITH. Amazing (Geffen)	1682
43	SHERYL CROW. Leaving Las Vegas (A&M)	1638
44	JIMMY CLIFF. I Can See Clearly Now (Chaos)	1629
45	COLOR ME BADD. Choose (Giant/Reprise)	1573
46	HEART. The Woman In Me (Capitol)	1500
47	TAYLOR DAYNE. I'll Wait (Arista)	1412
48	CECE PENISTO. I'm In The Mood (A&M)	1367
49	LITTLE TEXAS. What Might Have Been (WB)	1346
50	SMASHING PUMPKINS. Disarm (Virgin)	1299
51	OVIS. Regular Thang (Restless)	1276
52	BRYAN ADAMS. Please Forgive Me (A&M)	1255
53	LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	1250
54	NIRVANA. All Apologies (DGC)	1174
55	BRYAN ADAMS/STING/ROD STEWART. All For Love (A&M/Hollywood)	1153
56	MICHAEL BOLTON. Said I Loved You...But I Lied (Columbia)	1113
57	PHIL COLLINS. We Wait And We (Atlantic/AG)	1085
58	ACE OF BASE. All That She Wants (Arista)	1075
59	COLLECTIVE SOUL. Shine (Atlantic/AG)	1038
60	CELINE DION. Misled (550 Music)	1031
61	MARIAH CAREY. Hero (Columbia)	1019
62	WHITNEY HOUSTON. Queen Of The Night (Arista)	1003
63	JOSHUA KADISON. Jessie (SBK/ERG)	973
64	ACE OF BASE. Don't Turn Around (Arista)	910
65	LISETTE MELENDEZ. Will You Ever Save Me (Fever/ral/Chaos)	875
66	COLOR ME BAD. Let's Start With Forever (Giant/Reprise)	858
67	HEART. Will You Be There (In The Morning) (Capitol)	844
68	DEF LEPPARD. Miss You In A Heartbeat (Mercury)	838
69	I TO I. The Right Time (Next Plateau/London/PLG)	838
70	JAMES. Laid (Fontana/Mercury)	837
71	SNOOP DOGGY DOGG. Gin And Juice (Death Row/Interscope/AG)	788
72	GABRIELLE. I Wish (Go! Discs/London/PLG)	782
73	A LIGHTER SHADE BROWN. Hey DJ (Mercury)	760
74	BILLY JOEL. Lullabye (Goodnight, My Angel) (Columbia)	754
75	VINCE GILL & GLADYS. Ain't Nothing Like The Real Thing (MCA)	723
76	CRACKER. Low (Virgin)	721
77	ALL-4-ONE. I Swear (Atlantic/AG)	716
78	MR. BIG. Ain't Seen Love Like That (Atlantic/AG)	712
79	SALT-N-PEPA. Shoop (Next Plateau/London/PLG)	707
80	THE KNACK. My Sharona (RCA)	698
81	THE CRANBERRIES. Linger (London/PLG)	674

MOST ADDED

RANK	ARTIST/SONG/LABEL	TOTAL ADDS
1.	CELINE DION. Misled (550 Music)	102
2.	ALL-4-ONE. I Swear (Blitz/Atlantic/AG)	60
3.	ERASURE. Always (Mute/Elektra)	37
4.	GABRIELLE. I Wish (Go! Discs/London/PLG)	36
5.	SHERYL CROW. Leaving Las Vegas (A&M)	26
6.	SWV. Anything (RCA)	23
7.	JOSHUA KADISON. Beautiful In My Eyes (SBK/ERG)	22
7.	XSCAPE. Love On My Mind (So So Def/Columbia)	22
9.	LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	21
10.	PHIL COLLINS. We Wait And We Wonder (Atlantic/AG)	17
10.	WARREN G. & NATE DOGG. Regulate (Death Row/Interscope/AG)	17
12.	LISETTE MELENDEZ. Will You Ever Save Me (Fever/ral/Chaos)	15
12.	TAYLOR DAYNE. I'll Wait (Arista)	15
14.	BABBLE. Take Me Away (Sire/Reprise)	13
14.	VINCE GILL & GLADYS KNIGHT. Ain't Nothing Like The Real Thing (MCA)	13

MOST REQUESTED

RANK	ARTIST/SONG	LABEL
1.	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
2.	BECK. Loser	Bong Load/DGC
3.	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
4.	ACE OF BASE. The Sign	Arista
5.	SALT-N-PEPA w/EN VOGUE. Whatta ManNext	Plateau/London/PLG
6.	ENIGMA. Return To Innocence	Chrisma/Virgin
7.	R. KELLY. Bump N' Grind	Jive
8.	MADONNA. I'll Remember	Maverick/Sire/WB
9.	PRINCE. The Most Beautiful Girl In The World	N.P.G. Records/Bellmark
10.	COUNTING CROWS. Mr. Jones	DGC

ATTENTION:
 Effective
 4.19.94
 only **PPW**
 reports will be
 accepted.

THE CHARTS

PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG/LABEL	TOTAL PLAYS
4	4	1	BIG MOUNTAIN. Baby I Love Your Way (RCA)	9431
1	1	2	ACE OF BASE. The Sign (Arista)	9332
7	5	3	PRINCE. The Most Beautiful Girl In The World (N.P.G. Records/Bellmark)	8881
3	2	4	COUNTING CROWS. Mr. Jones (DGC)	7584
13	9	5	MADONNA. I'll Remember (Maverick/Sire/WB)	7583
2	3	6	MARIAH CAREY. Without You (Columbia)	7337
10	8	7	CRASH TEST DUMMIES. MMM MMM MMM MMM (Arista)	7091
8	6	8	BRUCE SPRINGSTEEN. Streets Of Philadelphia (Columbia)	7015
6	7	9	ALL-4-ONE. So Much In Love (Blitz/Atlantic/AG)	6921
22	14	10	ENIGMA. Return To Innocence (Charisma/Virgin)	5743
5	10	11	RICHARD MARX. Now And Forever (Capitol)	5733
15	12	12	BONNIE RAITT. Love Sneakin' Up On You (Capitol)	5482
9	11	13	JANET JACKSON. Because Of Love (Virgin)	5176
19	16	14	TEVIN CAMPBELL. I'm Ready (Qwest/WB)	5092
24	20	15	ROSCO MARTINEZ. Neon Moonlight (Zoo)	4494
12	13	16	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance (MCA)	4294
16	17	17	MELISSA ETHERIDGE. Come To My Window (Island/PLG)	4280
26	22	18	THE BRAND NEW HEAVIES. Dream On Dreamer (Delicious Vinyl/EastWest)	4231
11	15	19	CELINE DION. The Power Of Love (550 Music)	4232
39	27	20	TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	4089
36	30	21	GENERAL PUBLIC. I'll Take You There (Epic Soundtrax)	4009
21	18	22	BABYFACE. And Our Feelings (Epic)	3853
25	23	23	JULIET ROBERTS. I Want You (Reprise)	3850
20	21	24	SALT-N-PEPA w/EN VOGUE. Whatta Man (Next Plateau/London/PLG)	3613
29	26	25	THE CRANBERRIES. Dreams (Island/PLG)	3500
28	25	26	MICHAEL BOLTON. Completely (Columbia)	3426
18	24	27	US3. Cantaloop (Flip Fantasia) (Blue Note/Capitol)	3349
14	19	28	MEAT LOAF. Rock And Roll Dreams Come Through (MCA)	3237
27	28	29	GIN BLOSSOMS. Found Out About You (A&M)	3080
17	29	30	ETERNAL. Stay (1st Avenue/EMI/ERG)	2721
—	32	31	ALICE IN CHAINS. No Excuses (Columbia)	2717
34	31	32	BECK. Loser (Bong Load/DGC)	2695
35	36	33	R. KELLY. Bump N' Grind (Jive)	2521
23	33	34	TONI BRAXTON. Breathe Again (LaFace/Arista)	2464
30	34	35	ZHANÉ. Groove Thang (Illtown/Motown)	2327
37	35	36	10,000 MANIACS. Because The Night (from <i>MTV Unplugged</i>) (Elektra)	2273
◆DEBUT	37	37	JOSHUA KADISON. Beautiful In My Eyes (SBK/ERG)	2016
◆DEBUT	38	38	GABRIELLE. Dreams (Go! Discs/London/PLG)	1982
—	40	39	MORRISSEY. The More You Ignore Me, The Closer I Get (Reprise)	1883
◆DEBUT	40	40	THE BREEDERS. Divine Hammer (4AD/Elektra)	1807

RETAIL SALES

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	ARTIST/SONG	LABEL
◆DEBUT	1	1	PINK FLOYD. The Division Bell	Columbia
8	2	2	ABOVE THE RIM. Soundtrack	Death Row/Interscope/AG
2	1	3	BONNIE RAITT. Longing In Their Hearts	Capitol
5	5	4	COUNTING CROWS. August And Everything After	DGC
30	9	5	BENEDICTINE MONKS OF SANTO DOMINGO. Chant	Angel
4	4	6	ACE OF BASE. The Sign	Arista
6	7	7	R KELLY. 12-Play	Jive
10	8	8	CRASH TEST DUMMIES. God Shuffled His Feet	Arista
1	3	9	PANTERA. Far Beyond Driven	EastWest/AG
3	6	10	SOUNDGARDEN. Superunknown	A&M
14	11	11	YANNI. Live At The Acropolis	Private Music
12	10	12	ENIGMA. The Cross Of Changes	Charisma/Virgin
13	13	13	BECK. Mellow Gold	Bong Load/DGC
11	12	14	TONI BRAXTON. Toni Braxton	LaFace/Arista
15	15	15	SNOOP DOGGY DOGG. Doggystyle	Death Row/Interscope/AG
7	14	16	NINE INCH NAILS. The Downward Spiral	Nothing/TVT/Interscope/AG
26	25	17	SMASHING PUMPKINS. Siamese Dream	Virgin
22	17	18	PHILADELPHIA. Soundtrack	Epic Soundtrax
19	18	19	RHYTHM, COUNTRY & BLUES. Rhythm, Country & Blues	MCA
17	19	20	CELINE DION. The Colour Of My Love	550 Music
18	16	21	MORRISSEY. "Vauxhall And I"	Sire/Reprise
16	21	22	REALITY BITES. Soundtrack	RCA
—	24	23	PHISH. Hoist	Elektra
21	20	24	MARIAH CAREY. Music Box	Columbia
◆DEBUT	25	25	TIM MCGRAW. Not A Moment Too Soon	Curb
20	23	26	SALT-N-PEPA. Very Necessary	London/Next Plateau/PLG
28	28	27	TEVIN CAMPBELL. I'm Ready	Qwest/WB
9	22	28	MOTLEY CRUE. Motley Crue	Motley/Elektra
27	27	29	TORI AMOS. Under The Pink	Atlantic/AG
25	26	30	ALICE IN CHAINS. Jar Of Flies	Columbia
—	40	31	THE CROW. Soundtrack	Atlantic/AG
23	30	32	TOM PETTY & THE HEARTBREAKERS. Greatest Hits	MCA
29	29	33	YES. Talk	Victory/PLG
33	34	34	US3. Hand On The Torch	Blue Note/Capitol
32	35	35	JOCELI. Diary Of A Mad Band	Uptown/MCA
37	37	36	ICE CUBE. Lethal Injection	Priority
31	32	37	THE BODYGUARD. Soundtrack	Arista
36	38	38	HAMMER. The Funky Headhunter	Giant/Reprise
24	31	39	GANG STARR. Hard To Earn	Chrysalis/ERG
35	33	40	ELVIS COSTELLO AND THE ATTRACTIONS. Brutal Youth	WB

cracker

"low"

The Longest Running Hit On Top 40... For 10 Months!

FLY92 Albany
WJMX Florence
KTRS Casper

WIFC Wausau
WNIN Wichita Falls
WTWR Toledo

WBNQ Bloomington
WSKS Wilkes-Barre

Z100 New York
WPRO Providence
WPST Trenton
WRQK Canton
WLAN Lancaster

KKFR Phoenix
B97 New Orleans
KJ103 Oklahoma City
WXHR Tallahassee
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Over 6000,000 Sold!  **Power!**

Virgin

smashing pumpkins

"disarm"

Airplay At:

WEDJ Charlotte
WFME Baton Rouge
KZIO Duluth
WYYS Ithaca
B97 New Orleans

WKBQ St. Louis
KJ103 Oklahoma City
WGRG Binghamton
WENZ Cleveland
KKFR Phoenix

KC101 New Haven
WVSR Charleston
KROC Rochester
KISF Kansas City
KDWB Minneapolis

Z100 New York
KQID Alexandria
WTWR Toledo
KRBE Houston
And Many More!

WWKZ Tupelo
WXHR Tallahassee
WLAN Lancaster

WRQK Canton
WXXL Orlando
WHY Montgomery

WPST Trenton
WSNX Grand Rapids
KHTT Tulsa

KZMG Boise
WFME Baton Rouge
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Approaching 3 Million Sold!  **Power!**

Virgin

MUSIC MEETING

CROSSOVER

alternative

DA KO BOYZ

"Da Booty Call"

(MAVERICK/SIRE/WB)

In the ever-popular Acid Jazz vein, this track is just starting to buzz on the street. First brought to our attention by WPGC.

K7

"Hi De Ho"

(TOMMY BOY)

Another Jazz jam. This is *the* track off the album. If you had doubts before, dispell them quickly.



K7

A BEAT AHEAD

CHORUS... WQHT's Tracy Cloherty is raving about the hot import-gone-domestic "Givin' It Up" by Incognito (Mercury). This number has just shipped on vinyl along with the album. The next single will come with remixes by David Morales... WBSS' Bob Burke reports calls on Gabrielle's "I Wish" (Go! Discs/London/PLG). His picks this week include El DeBarge's "Can't Get Enough" (Reprise) and Indonesia's "Do Thangz" (SBK/ERG)... KMEL's Joey Arbagey has three records for the Technics: Kathy Brown's "Turn Me Out" (Cutting), the MK Mix of Jane Child's "All I Do" (WB) and the Salvation Dub of Ten City's "Goin' Up In Smoke" (Columbia)... KMXZ's Christopher Lance is already getting phones on Anotha Level's "What's That Cha Say" (Priority). The most-requested song at the station is Heavy D & The Boyz' "Got Me Waiting" (Uptown/MCA)... KPRR's Charles Chavez notes increased interest on

Robin S' "I Want To Thank You" (Big Bear/Atlantic/AG)... KJYK's Bruce St. James says that Snoop Doggy Dogg's "Lodi Dodi" (Death Row/Interscope/AG) is getting more calls than "Gin And Juice" ever did... and KPWR's Tha Baka Boyz tip us to an upcoming track by Slick Rick and Warren G.

HEAVENLY ACTION... Who isn't talking about Aaliyah's "Back & Forth" (Jive)? Besides all the work from R. Kelly - backing vocals, Rap delivery, lyrics and production - the single comes with remixes by Mr. Lee and Peter Mokran. The Ms. Mello Radio Mix contains samples of "Atomic Dog" and Foster Sylvers' "Misdemeanor." Additional backing vocals by Stephanie Edwards and Stephanie Huff... Getting the buzz treatment in New York clubs is David Morales' "In The Ghetto" (Mercury)... Look for a clean version of *Above The Rim* (Death Row/Interscope/AG) to hit the stores very soon... By now you should have the WKSE mix of Crash Test Dummies' "MMM MMM MMM MMM" (Arista). If you don't, contact Bruce Schoen (212-830-2175)... And another Acid Jazz release to take note of is *Pacific Jazz Alliance - Cool Struttin'* (Planet Earth). The brainchild of Shawn Lee, this compilation features production by The Dust Brothers (Beastie Boys, Tone Lōc and Young MC) and trumpet performances by Art Manley (Gap Band). Contact Brian Bumbery (213-468-9494) for a copy.

STOP!... On the underground Rap tip, check out Smif-N-Wesson's "Bucktown U.S.A." (Wreck/Nervous) and King Just's - not a member of Wu-Tang Clan - "Warrior's Drum" (Black Fist/Select)... KRS-One has a new remix of "Return Of Da Boom Bap" (Jive) which features Mad Lion... Other Rap tunes to keep an eye on are Ill f/Al Scratch's Where's My Homies" (Mercury), Ahmad's "Back In The Day" (Giant) and Illegal's "Back In The Day" (Rowdy/Arista).

—Wendi Cermak

PRETENDERS

"Night In My Veins"

SIRE/WB

Simply brilliant. Chrissie Hynde returns with her Pop songwriting and performing abilities in peak form. Chrissie reunites with ex-bandmate Martin Chambers for the forthcoming album, *Last Of The Independents*. A quotable quote from the songster, giving advice to aspiring female musicians: "Don't think trying to look fuckable will help. It's not fuck me, it's fuck *you*."

SHONEN KNIFE

"Tomato Head"

(VIRGIN)

From the irresistibly cute Japanese Postpunk trio, Shonen Knife, comes a CD-pro of the single "Tomato Head" from the Top-10 College radio album *Rock Animals*. The guitar-based band distills influences of everything from the Ramones and Sonic Youth to today's Grunge scene. Catch them on tour now.



SHONEN KNIFE

JAMES

"Say Something"

(FONTANA/MERCURY)

James (whose name makes reference to nothing) showcases the unique vocal and live performance appeal of singer Tim Booth, who has been largely responsible for over 200,000 sold *so far*. Although the six-piece English group have cultivated a tremendous following abroad, it took the quirky lyric single, "Laid," to earn them well-deserved attention in the States. The second single's ballad style is masked in an uptempo flavor that illustrates the true strength of the band: great songwriting.

TORI AMOS

"Cornflake Girl"

(ATLANTIC/AG)

Showing off her exemplary piano skills to complement her well-known coy, breathy, piercingly passionate vocals, Tori Amos has established herself as a format-staple. "Cornflake Girl" is the second single from *Under The Pink*.

NEXT X

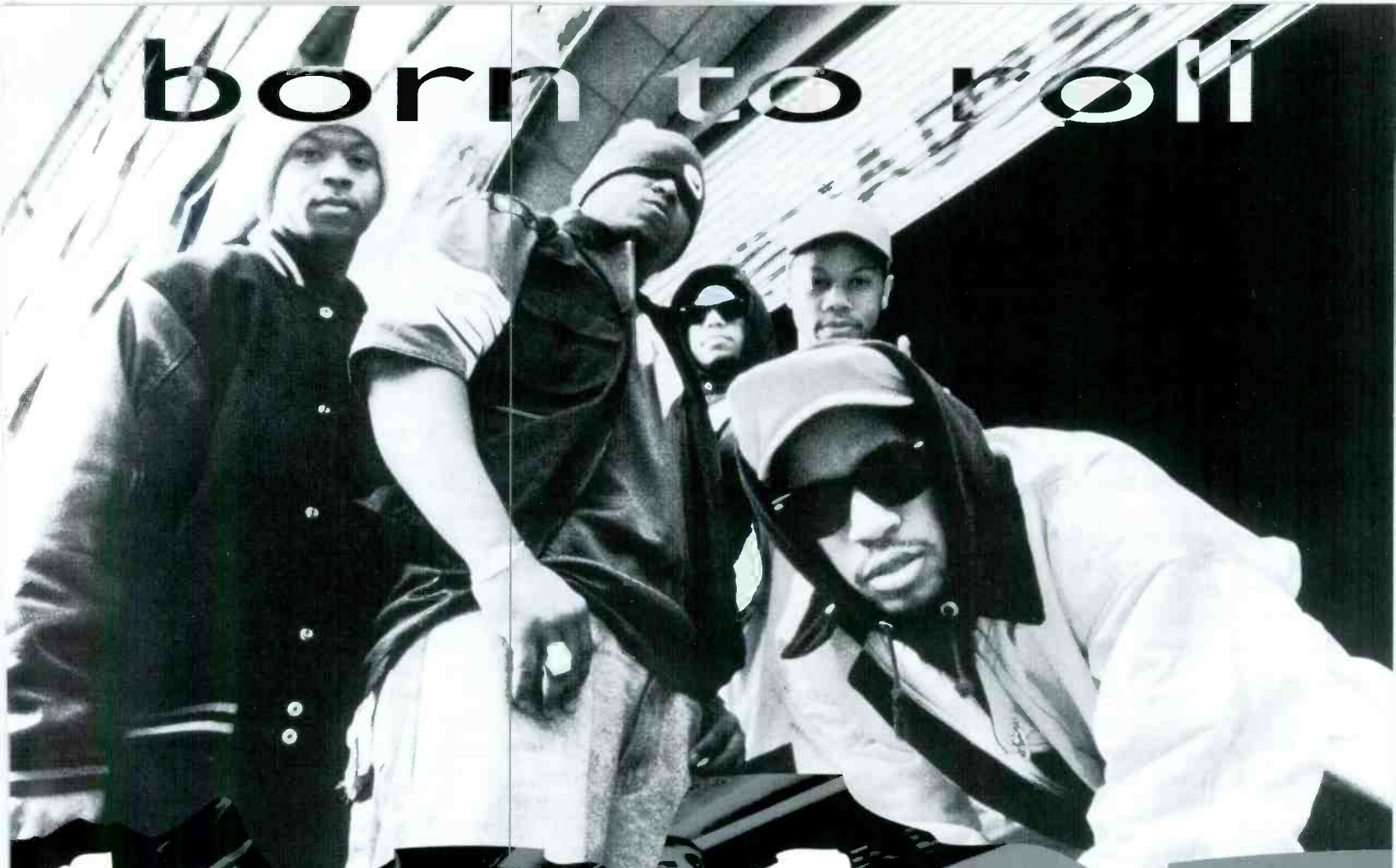
CLOSE TO X: An impressive list of groups are coming together to celebrate *The Carpenters'* 25th anniversary. Smashing Pumpkins, Bettie Seveert, The Cranberries, Sonic Youth, Sheryl Crow, Babes In Toyland and Redd Kross, among others, are contributing to a tribute album honoring the '70s brother-and-sister duo of Karen and Richard Carpenter. Each band will remake a favorite classic hit of the duo, who won three Grammys and sold millions of singles and albums worldwide. The enthusiastic participation of these Alternative heavyweights spotlights the duality of Karen's life - the wholesome image and pure voice vs. her self-destructive, tragic battle with anorexia nervosa, the eating disorder that claimed her life February 4, 1983. The album is due out this fall.

EXTc

GOOD FAITH BARGAINING: Elektra's Goddess-in-hertime Faith Henschel probably has blessed you with a copy of one of the most amazing performances by two music Goddesses, Björk and PJ Harvey. Taped live from the Brit Awards, Björk and Harvey took the stage to sing *The Rolling Stones'* "Satisfaction." The anthem's a favorite of PJ's, who regularly includes it in her live set. As if that wasn't enough, also on the way from the Elektra is a conversation with Afghan Whig's Greg Dulli on a CD-pro of B-sides. KNDD Seattle's Marco Collins hosts... Quote of the month comes from Tori Amos in the April issue of *US Magazine*: "I get tired of being judged by my New Age women friends. I'm ready to sticK my crystals up their ass."

—Karen Holmes

born to roll



Masta Ace Inc.

"Looking for a Pop/Rap song that works? Check out Masta Ace 'Born To Roll'!" -Erik Bradley B96 Chicago

"#5 Sales...#14 Requests...and it even calls out! MASTA-PPEAL!" -Bob Lewis KWIN Stockton

Just Added At B96 Chicago, KJMZ Dallas And WGTZ Dayton!

Over 12 Million Listeners! BDS Rhythm/Crossover #16*

Hot 97.7 #1 Most Played in San Jose
Q102 #7 Most Played in Philadelphia
WZJM #14 Most Played in Cleveland

KPWR #5 Most Played in Los Angeles
WHYT #13 Most Played in Detroit
WHJX #2 Most Played in Jacksonville

KSOL #7 Most Played in San Francisco
WHHH #18 Most Played in Indianapolis
And Many More!

**KGGI Riverside!
WWKX Providence!**

**B96 Chicago!
Z90 San Diego!**

**92Q Baltimore!
KKSS Albuquerque!**

**FM102 Sacramento!
KKXX Bakersfield!**

SoundScan Pop #21*

Over 300,000 Singles Sold!

LP Sales Over 200,000!

San Francisco #2

Indianapolis #2

St. Louis #4

Sacramento #4

Detroit #4

Los Angeles #5

Philadelphia #6

Baltimore #9

Dallas #2



20 Weeks With Top 20 Requests!



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CROSSOVER

TM

STREET CHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W LW TW Artist/Song

LABEL

1	1	1	R. KELLY. Bump N' Grind	Jive
3	2	2	TEVIN CAMPBELL. I'm Ready	Qwest/WB
4	3	3	PRINCE. The Most Beautiful Girl In The World	N.P.G. Records/Bellmark
7	5	4	BABYFACE. And Our Feelings	Epic
2	4	5	SALT-N-PEPA w/EN VOGUE. Whatta Man	Next Plateau/London/PLG
12	7	6	BIG MOUNTAIN. Baby I Love Your Way	RCA
5	6	7	ACE OF BASE. The Sign	Arista
23	13	8	TONI BRAXTON. You Mean The World To Me	LaFace/Arista
6	8	9	ZHANÉ. Groove Thang	Illtown/Motown
39	28	10	SWV. Anything	RCA
9	10	11	SNOOP DOGGY DOGG. Gin And Juice	Death Row/Interscope/AG
17	15	12	MASTA ACE, INC. Born To Roll	Delicious Vinyl/EastWest
14	14	13	JODECI. Feenin'	Uptown/MCA
—	19	14	WARREN G. & NATE DOGG. Regulate	Death Row/Interscope/AG
24	16	15	ENIGMA. Return To Innocence	Charisma/Virgin
11	12	16	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
18	17	17	THE BRAND NEW HEAVIES. Dream On Dreamer	Delicious Vinyl/EastWest
10	11	18	MARIAH CAREY. Without You	Columbia
8	9	19	A LIGHTER SHADE OF BROWN. Hey DJ	Mercury
31	25	20	MADONNA. I'll Remember	Maverick/Sire/WB
27	22	21	JULIET ROBERTS. I Want You	Reprise
—	29	22	R. KELLY. Your Body's Calling	Jive
25	23	23	DAWN PENN. You Don't Love Me (No, No, No)	Big Beat/Atlantic/AG
▶DEBUT	24	24	ALL-4-ONE. I Swear	Blitz/Atlantic/AG
26	26	25	CONSCIOUS DAUGHTERS. Somethin' To Ride To (Fonky Expedition)	Scarface/Priority
20	20	26	KEITH SWEAT. How Do You Like It?	Elektra
21	21	27	ICE CUBE. You Know How We Do It	Priority
40	31	28	LISETTE MELENDEZ. Will You Ever Save Me	Fever/ral/Chaos
—	40	29	HEAVY D & THE BOYZ. Got Me Waiting	Uptown/MCA
—	35	30	GABRIELLE. I Wish	Go! Discs/London/PLG
15	24	31	US3. Cantalooop (Flip Fantasia)	Blue Note/Capitol
22	27	32	CELINE DION. The Power Of Love	550 Music
—	39	33	DOMINO. Sweet Potatoe Pie	Outburst/ral/Chaos
35	34	34	GANG STARR. Mass Appeal	Chrysalis/ERG
37	36	35	WU-TANG CLAN. C.R.E.A.M.	Loud/RCA
▶DEBUT	36	36	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
—	32	37	COUNTING CROWS. Mr. Jones	DGC
▶DEBUT	38	38	JOCELYN ENRIQUEZ. I've Been Thinking About You	Classified
34	38	39	SUDDEN CHANGE. Comin' On Strong	EastWest
▶DEBUT	40	40	XSCAPE. Love On My Mind	So So Def/Columbia

most added

1.	All-4-One, I Swear	Blitz/Atlantic/AG
2.	SWV, Anything	RCA
3.	Xscape, Love On My Mind	So So Def/Columbia
4.	Celine Dion, Mised	550 Music
5.	Warren G. & Nate Dogg, Regulate	Death Row/Interscope/AG
6.	Ace Of Base, Don't Turn Around	Arista
6.	El DeBarge, Can't Get Enough	Reprise
6.	Jodeci, Feenin'	Uptown/MCA
9.	Da KO Boyz, Da Booty Call	Maverick/Sire/WB
9.	Heavy D & The Boyz, Got Me Waiting	Uptown/MCA

RHYTHMNATION

LEAVING, WHAT A GOOD IDEA... The going-away party for EMI's Monte Lipman (4/11) was one of the best. It started simply enough at a New World English eatery, then turned into a chopstick waving, sake drinking, karioke singing free-for-all. Rubbing elbows and spilling drinks were KIIS's Tracey Austin, Anita Dominguez and Leo Quinones, KLUC's Cat Thomas and Bo Jackson, KROQ's Darcy Sanders Fulmer, KPWR's Tha Baka Boyz, Frank Lozono and Charlie Huero (aka Gnarley Charlie), EMI's Billy Brill and Mark Matlock, Capitol's Bruce "Shake" Reiner, MCA's Bruce Tenenbaum, former XHTZ morning crew Steve Douglas, Jamie White and Chad Wagner, former WLUM PD Jamie Hyatt, Motown's Jacquie Lucky, CRD's Enrique Ongpin, KMXX's Jason Silva, KGGI's Deborah Flatmoe, RCA's Terry Anzaldo, Interscope's Sean Lynch, Priority's Liz Pokora, Columbia's Jonelle O'Neill, Virgin's Aggie Baghaei and a ton of other groovy people whose names escape me. (*Editor's Note: Cat Thomas can not rap!*)

HIS NAME IS NOT PRINCE... Well, The Purple One turned one year older (but we're not sure when). To celebrate, He held two separate Gold Masquerade Balls – one in Las Vegas and one here in El Lay. It was quite a spectacle to say the least. KPWR's Big Ass Bus was parked outside, KKBTV's Harold Austin manned the VIP entrance and KIIS' Domino broadcasted live from inside Glam Slam. The performance by Me'Shell NdegéOcello turned the crowd out, while That Symbol Guy popped in and out of the crowd. A video performance of Him was a showcase of *The Beautiful Experience* due out in a few weeks. Reprise's Nancy Levin was working that middle-age granny-in-mourning look – what happened to the fishnets?!

CH CH CHANGES... The new on-air lineup at WZJM Cleveland goes something like this: Jerry Mac and Le Ann Sommers mornings, Shannon Steele moves from overnights to middays, Production Director Big Dave on afternoon drive, former WAKSer Geronimo at night and weekender TJ Michaels goes to overnights... With KZFM's Tina Simonet taking the morning shift at KPRR El Paso, Charles Chavez moves to afternoon drive while afternoon-er John "Flash Gordon" Mills becomes the new Production Director.

CRACKERS INTERNATIONAL... KPRR is planning a Cinco De Mayo concert (5/8). Any labels interested in having their artists appear should contact Charles Chavez or John Candelaria... and WTIC Hartford is holding a Secret Sound contest. Snippets of windshield wipers, sewing machines and other sounds (no farts or belches) are played; listeners who guess the sound correctly win trips to warm destinations.



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"comin' on strong"

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Over 70,000!**

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Indianapolis #12
Baltimore #17
Cincinnati #24

Boston #15
Seattle #25
Houston #27
New Orleans #16

Norfolk #19

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sudden change

**BDS Over 8 Million Listeners!
BDS Over 400 Plays!**

WPGC Washington, D.C. 4* 18 Plays!

92Q Baltimore 6* 30 Plays!

WHJX Jacksonville 15-12* 43 Plays!

KBXX Houston #24-20* 17 Plays!

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WJMN Boston 17-11* 50 Plays!

WHHH Indianapolis #21-18* 28 Plays!

WWKX Providence #26-25* 39 Plays!



Huge Requests!



Medium Rotation!

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alternative

X CHART

COMBINING AIRPLAY, SALES AND REQUESTS

2W	LW	TW	ARTIST/SONG	LABEL
1	1	1	MORRISSEY. The More You Ignore Me, The Closer I Get	Sire/Reprise
2	2	2	ENIGMA. Return To Innocence	Charisma/Virgin
3	3	3	ALICE IN CHAINS. No Excuses	Columbia
5	5	4	ELVIS COSTELLO AND THE ATTRACTIONS. 13 Steps Lead Down	WB
11	8	5	GREEN DAY. Longview	Reprise
6	6	6	SOUNDGARDEN. Spoonman	A&M
9	7	7	MEAT PUPPETS. Backwater	London/PLG
12	10	8	THE CHARLATANS. Can't Get Out Of Bed	Beggars Banquet/Atlantic/AG
13	11	9	SARAH McLACHLAN. Possession	Arista
27	17	10	FRENTE! Bizarre Love Triangle	Mammoth
37	18	11	PRIMAL SCREAM. Rocks	Sire/WB
34	19	12	LIVE. Selling The Drama	Radioactive
15	14	13	GENERAL PUBLIC. I'll Take You There	Epic Soundtrax
8	12	14	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
24	16	15	PAVEMENT. Cut Your Hair	Matador
4	4	16	TORI AMOS. God	Atlantic/AG
10	9	17	PEARL JAM. Elderly Woman Behind The Counter In A Small Town	Epic
23	21	18	MATERIAL ISSUE. Kim The Waitress	Mercury
29	23	19	COUNTING CROWS. Round Here	DGC
7	13	20	SHERYL CROW. Leaving Las Vegas	A&M
14	15	21	SMASHING PUMPKINS. Disarm	Virgin
—	33	22	HOLE. Miss World	DGC
28	28	23	THE GRAYS. Very Best Years	Epic
25	24	23	CROWDED HOUSE. Distant Sun	Capitol
16	22	25	BECK. Loser	Bong Load/DGC
22	25	26	AFGHAN WHIGS. Gentlemen	Sup Pop/Elektra
18	26	27	CRACKER. Get Off This	Virgin
—	35	28	MILLA. Gentleman Who Fell	SBK/ERG
20	20	29	NINE INCH NAILS. March Of The Pigs	Nothing/TVT/Interscope/AG
—	36	30	WHALE. Hobo Humpin Sloba Babe	EastWest
17	27	31	FURY IN THE SLAUGHTERHOUSE. Every Generation Got It's Own Disease	RCA
—	37	32	GIN BLOSSOMS. Until I Fall Away	A&M
DEBUT	33	33	SOUNDGARDEN. Black Hole Sun	A&M
31	31	34	URGE OVERKILL. Positive Bleeding	Geffen
33	32	35	EVE'S PLUM. I Want It All	550 Music
DEBUT	36	36	ERASURE. Always	Mute/Elektra
—	39	37	THE SMITHEREENS. Miles From Nowhere	RCA
—	38	38	ROLLINS BAND. Liar	Imago
DEBUT	39	39	CURE. Burn	Atlantic/AG
DEBUT	40	40	NINE INCH NAILS. Closer	Nothing/TVT/Interscope/AG

GEN X

(Editor's note: The following eulogy for the untimely death of Kurt Cobain comes from 91X San Diego PD Mike Halloran, the first programmer and air personality in the country to play Nirvana's "Smells Like Teen Spirit," the song that catapulted the group to the forefront of a new generational movement. They inherited the mantle of becoming the spokesman for a generation that normally rejected spokesmen... a group of people who simply were identified with an X. [A better term these days might be the Blank Generation.] Home in Aberdeen, Washington, 27-year-old Kurt Cobain took his own life in a desperate attempt to relieve his pain and end his self-induced guilt.)

"I LOADED THE GUN; HEROIN PULLED THE TRIGGER"

It doesn't seem so long ago when a 91X show called "Shrapnel" featured songs from *Bleach*, Nirvana's first album on Sub Pop. Even then, it was clear Kurt was uncomfortable doing interviews when the band came into the studio for the first time.

When Kevin (Stapleford, VP of Programming for 91X) and I went up to Seattle to put KNDD Seattle on the air as The End, we decided to represent Seattle on the air. We were sure to throw the Mudhoney's, Soundgardens, and the Pearl Jams of the time into the programming. The week we were to go live, Mark Kates of Geffen Records gave us an advance copy of "Smells Like Teen Spirit." No other radio station in the world had it at that point. As far as radio was concerned, no one had even heard it. It was the third song we played that first day. Obviously, I had no idea how big the song would be, how legendary it would become, how much it would revolutionize a music scene and bring it back to its Punk Rock roots. In a sense, loading the CD player with the CD was like loading a weapon that, until now, we didn't know when it would go off. By reading Nirvana's lyric sheets, you could see the signs of Cobain's eventual fate. The fact that he posed for a publicity shot with a gun in his mouth was reason enough.

Back at 91X for the second visit, we tried to make the interview process easier. We put someone in front of Kurt he could relate to. Michael Shumate wasn't even a full-fledged DJ at the time of that second appearance, but he was a fan. A true fan who read the lyrics and felt connected with the band. Michael asked Kurt about the line, "how stupid can be contagious," referring to a verse in "Smells Like Teen Spirit." Kurt answered, "that's not it, the line is 'I feel stupid and contagious.' But I like your line better." And, he used it that night on stage. Michael's misinterpretation came back to haunt me when Kurt's mother's was quoted as saying, 'he joined the stupid club,' after learning of his death.

Few people can put the kind of emotions into song lyrics that can touch the mortal coil of its listeners. Kurt was one of the few who could translate his feelings. Peter Gabriel once said that to create music that spoke to people, he would sit at a piano playing notes individually, identifying how each note made him feel. Peter learned to identify notes, arrange them in a sequence and build enough human emotion to make a person cry. Kurt could write music that could draw up so much emotion in people that even misinterpreted lyrics didn't matter.

If Kurt's source for translating feelings through music came from his pain, suffering and mental anguish, then theoretically the music would have changed if he allowed himself to be happy. Therefore, the more comfortable Kurt became with his life and success, the more his music would have to become an impersonation of his former self. It may be just too hard to grow beyond the gift.

Ironically, Sub Pop Records' (the label that first released Nirvana's records) sixth anniversary was the weekend after the world learned of his death. The odd wake/cel- ebration offered the beneficiaries a chance to mourn the man who, through his brilliant songwriting, gave them reason to celebrate.

- Edited By Karen Holmes

"Hear It In My Spirit. I've seen heroin for myself. On the street so young laying wast- ed, enough ain't it enough crippled world. I just can't bring myself to see it starting.

"Tell me how I fear it, I buy prejudice for my health. Is it work so much when you taste it enough, there ain't enough hidden hurt. A time to sell yourself, a time for passing... spirit... how long..."

Mark Hollis of Talk Talk, from the song "I Believe In You"

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"Here We Go"



THE LATEST EXPORT
FROM SWEDEN



PolyGram Label Group



Stockholm Records

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SHOWprep

PLAY IT

On The Cover:

COUNTING CROWS (DGC)

Adam Durwitz, vocals/piano/harmonica.
 Matt Malley, bass/guitar/vocals.
 Charlie Gillingham, keyboards/accordion/vocals.
 David Bryson, guitars/vocals.
 Steve Bowman, drums/vocals.

- Born in Baltimore, Adam Durwitz went to a boarding school in Connecticut before moving to Berkeley when he was 10.

- As a freshman at UC Davis, he moved from writing poetry to writing lyrics and melodies for songs. He eventually transferred to University of California at Berkeley.



- Durwitz met Bryson and they began performing as an acoustic duo in Berkeley. They soon recruited the other members of the band, who were all playing in their own local groups.

- In 1991, they cut a six-song demo tape, which made the rounds. A performance at a BMI New Music Showcase in a local club initiated a bidding war for their services. The winner: DGC Records.

- T-Bone Burnett was chosen to produce their album, which was recorded in a vacant Hollywood Hills house (where they lived during the sessions). The result was *August And Everything After*.

- Before their debut album was released, Counting Crows were chosen to perform at the eighth annual Rock & Roll Hall of Fame dinner when Van Morrison couldn't make it. They performed Morrison's song, "Caravan."

- The debut single off their debut album is "Mr. Jones."

BONNIE RAITT (CAPITOL)

- Born November 11 in Burbank, CA, Raitt is the daughter of Broadway singer/actor John Raitt.

- Early on, she developed a love for Blues and R&B. She began singing and playing guitar in Boston clubs in the early '70s. Her self-titled debut album in 1971 featured traditional material from the likes of Robert Johnson and Sippie Wallace.

- Her Blues/R&B roots, mingled with Country Blues and Folk stylings, were evident in her singing and slide guitar playing on albums such as *Give It Up, Sweet Forgiveness*, *The Glow* and *Nine Lives*.

- After nearly 20 years of basically cult popularity, Raitt hit the big time with *Nick Of Time*, which won three major Grammy Awards and sold almost four million records.



(She also won a Grammy that year for a Blues duet with John Lee Hooker.)

- Her follow-up, *Luck Of The Draw*, featured the singles, "Something To Talk About" and "Thing Called Love" and sold five million records.

- Raitt continues to support roots music, evidenced in her being a founding member and Vice Chairperson for the Rhythm & Blues Foundation.

- The current single off her new *Longing In Their Hearts* album is "Love Sneakin' Up On You."

ROSCO MARTINEZ (ZOO)

- Martinez was born in Holguin, Oriente, a town west of Havana. He was six years old when his family immigrated to Plantation, Florida near Ft. Lauderdale.

- The self-taught musician started playing drums at age six and became fascinated with the guitar at 13. His brother, William, egged him on to practice daily and bought him his first Stratocaster guitar.



- Rosco was influenced by guitarists such as Jimi Hendrix, Jeff Beck, Albert King and Carlos Santana, as well as a slew of Blues/Rock legends. He honed his skills at Atlanta's Guitar Institute of Technology.

- Martinez joined the Latin Rock ensemble Bandera in the late '80s, which cut an album on Island Records. There he made a positive impression on then-label President Lou Maglia.

- When Maglia formed Zoo, he signed Martinez to a solo deal. The self-titled debut album was produced by Peter Wolf and features Rosco playing with a variety of all-star session vets.

- The first single off the album is "Neon Moonlight."

SAY IT!

RIMSHOTS

By Dwayne & Jeff

Wanted, extinct or alive: Barney the Dinosaur. A college student assaulted a woman dressed in a Barney suit. Why? "Because we hate Barney," he said. Well, as long as he had a good reason...

◆◆◆

San Francisco's famed Filmore Auditorium reopens its doors on April 27. Talent slated for opening ceremonies include Counting Crows, Queen Latifah, the Black Crowes, X and Chris Issak, to name a few.

◆◆◆

Also in the '60s vein, another Woodstock festival is all but confirmed. Of course, there will be *some* concessions made to the current times. For instance, a sample bit of stage advice: "Don't take the brown Beamer."

◆◆◆

Although there will be no searing at Woodstock, you can buy reserved "space."

◆◆◆

Country Joe & The Fish are booked to perform, playing their new hit, "I Fell Like I'm a-Fixin' To Lease Ditty."

◆◆◆

Dr. Death, Jack Kevorkian, turned up for the release party for Mitch Ryder's latest album. Why? Seems Mitch salutes the doc on one of the tracks.

◆◆◆

Talk about a nice fallback position: If the record stiffs, they already know who to blame!

◆◆◆

Best and worst airlines according to DOT statistics: Best - Southwest Airlines. Worst - Continental.

◆◆◆

US Air is giving away free-round trip airline tickets to funeral directors. All they have to do is ship at least 30 corpses via US Air for the free trip.

◆◆◆

Good thing they didn't offer it to the record industry. They'd go broke popping for freebies to certain labels who shipped at least 30 stiffs last year.

◆◆◆

Sure, we'll tell you what labels. Hold your breath. You look good in blue.

◆◆◆

Tips-o-Rama! Stocks: First Chicago. Movies: *Backbeat*. Techno: The Playboy Electronic Datebook.

◆◆◆

First we brought you Plays Per Week. Hang on, kids. The industry revolution continues... and it will be digitized!

◆◆◆

Ozzy Osbourne is looking for musicians to back him on his next project. Requirements: good chops and a taste for birds. Very rare.

◆◆◆

Best Vanity plate seen this week: IMABICH.

primal scream “rocks”

They Couldn't Wait!

KUTQ Add! 20 Plays Per Week!

WDDJ Add!

WRFY Add!

WWKZ Add!

WAZY Add!

KIOK Add!

WKRZ Add!

WBHT Add!

KCPI Add!

KZFN Add!

Currently In Test Rotation At 42

Top 40 Stations Including:

B97 8 Plays

WKBQ 7 Plays

B94 2 Plays

KJYO 2 Plays

Z102 14 Plays

WBBO 2 Plays

WKSE 2 Plays

WPST 11 Plays

WRQK 20 Plays

Album Network Moves 32-28*

Moves 24-22* At Expando!

 Buzz Clip!

**Going For Adds April 26th...
But Feel Free To Add It Early!!!**



TM



HEAVY ROTATION

- Alice In Chains "No Excuses"
- Beck "Loser"
- Mariah Carey "Without You"
- Cracker "Low"
- Ice Cube "You Know How We Do It"
- R. Kelly "Bump N' Grind"
- Adam Sandler "Buddy"
- Smashing Pumpkins "Disarm"
- Bruce Springsteen "Streets Of Philadelphia"
- Snoop Doggy Dogg "Doggy Dogg World"
- Soundgarden "Spoonman"

BUZZ ROTATION

- The Brand New Heavies "Dream On Dreamer"
- Green Day "Long View"
- Morrissey "The More You Ignore Me, The Closer I Get"

STRESS ROTATION

- All-4-One "So Much In Love"
- Tevin Campbell "I'm Ready"
- Collective Soul "Shine"
- Sheryl Crow "Leaving Las Vegas"
- Madonna "I'll Remember"
- Primal Scream "Rocks"

NEW ON 120 MINUTES

- Dig "Unlucky Friend"
- Archers Of Loaf "Web In Front"

NEW ON YO! MTV RAPS

- Spark 950 & Timbo King "Nuff Ruffness"

ADDED THIS WEEK

- Snoop Doggy Dogg "Doggy Dogg World"



- Andrew "Dice" Clay Las Vegas NV.....May 27-29
- Fabian Cohasset MA.....July 15
- Hyannis MA.....July 16
- Salt-N-Pepa Tampa FL.....April 27
- New York NY.....May 27



box tops market focus

LOUISVILLE, KY

1. Hammer "Pumps And A Bump"
2. Jodeci "Feenin"
3. E-40 "Captain Save Em Thoe"
4. DRS "Skoundrels Get Lonely"
5. Domino "Sweet Potatoe Pie"

ANCHORAGE, AK

1. Guess "Tell Me Where It Hurts"
2. Hammer "Pumps And A Bump"
3. R. Kelly "Bump N' Grind"
4. Crash Test Dummies "MMM MMM MMM MMM"
5. Tom Petty & the Heartbreakers "Mary Jane's Last Dance"

COMPTON, CA

1. Hammer "Pumps And A Bump"
2. South Central Cartel "Gang Stories"
3. Jodeci "Feenin"
4. Da Brat "Funkdafied"
5. Dawn Penn "You Don't Love Me (No, No, No)"

new vids this week

- 2 Live Crew "You Go Girl"
- Adam Sandler "Buddy"
- Ángela Winbush "Treat U Rite"
- Ant Banks f/Goldy "Parlayin"
- Anthrax "Hy Pro Glo"
- Born Jamericans "Cease & Seckle"
- Boss "Run, Catch, Kill"
- The Cranberries "Dreams"
- Da KO Boyz "Da Booty Call"
- Dandelion "Under My Skin"
- Dred Scott "Back In The Days"
- For Real "You Don't Wanna Miss"
- General Public "I'll Take You There"
- Indonesia "Do Thangz"
- Lucy's Fur Coat "Treasure Hands"
- MC Shy D "True To The Game"
- M.O.P. "How About Some Hardcore"
- Mr. Big "Nothing But Love"
- Nefertiti "Visions Of Nefertiti"
- Poison Clan "Check Out The Avenue"
- Rosco Martinez "Neon Moonlight"
- Snoop Doggy Dogg "Doggy Dogg World"
- War "Low Rider"
- Zapp & Roger "Computer Love"



GREATEST HITS

- Ace Of Base "The Sign"
- Mariah Carey "Without You"
- Counting Crows "Mr. Jones"
- Bruce Springsteen "Streets Of Philadelphia"

HEAVY

- Big Mountain "Baby I Love Your Way"
- Michael Bolton "Completely"
- Crash Test Dummies "MMM MMM MMM MMM"
- Janet Jackson "Because Of Love"
- Madonna "I'll Remember"
- Richard Marx "Now And Forever"
- Tom Petty & the Heartbreakers "Mary Jane's Last Dance"
- Prince "The Most Beautiful Girl In The World"

WHAT'S NEW

- All-4-One "So Much In Love"
- Toni Braxton "You Mean The World To Me"
- The Cranberries "Dreams"
- Enigma "Return To Innocence"
- Melissa Etheridge "Come To My Window"
- Joshua Kadison "Beautiful In My Eyes"
- The Knack "My Sharona"
- Add Celine Dion "Misled"
- Add Sarah McLachlan "Possession"



- April 15 BjörkThe Tonight Show
- April 16 Meat PuppetsConan O'Brien
- April 18 Boz ScaggsThe Tonight Show
- April 20 The CharlatansConan O'Brien
- Jodeci.....Arsenio Hall Show
- April 21 CandleboxDavid Letterman
- Me'Shell NdegéOcello.....Arsenio Hall Show
- April 22 Toni BraxtonEssence Awards
- CandleboxABC In Concert
- NKOTB.....Arsenio Hall Show
- April 25 Bruce CockburnThe Tonight Show
- April 26 B.B. KingThe Tonight Show
- Gin BlossomsDavid Letterman
- Ángela WinbushArsenio Hall Show
- April 27 Brian SetzerDavid Letterman
- April 28 Cheap TrickThe Tonight Show
- Bonnie RaittConan O'Brien
- April 30 The Neville BrothersEntertainment Tonight
- April 31 The Neville BrothersEntertainment Tonight
- May 2 The Neville BrothersDavid Letterman

 **BUZZ BIN!****NETWORK** Debuts 40*#1 BDS Modern Rock Monitor
One Of The Most Added!
Over 300,000 Albums Sold!10 New Adds!

WHTZ New York #16*

WPLY Philadelphia 27-18*

KUTQ Salt Lake City 24-22*

KRBE Houston 26-23*

KKFR Phoenix 29-26*

WEZB New Orleans #27*

WPRO Providence #29*

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

PRODUCED BY STEVE LILLYWHITE

WRFY Reading #12*

WRCK Utica Add

WPST Trenton 16-14*

WKCI New Haven 25-22*

KHFI Austin Add

WYCR York #22*

KDUK Eugene 26-23*

Y107 Nashville Add

WHHY Montgomery 27-23*

KBFM McAllen Add

KZMG Boise #24*

WBBQ Augusta #27*

KZII Lubbock Add

WWKZ Tupelo 33-27*

WAOA Melbourne 36-28*

WXSX Tallahassee Add

KIOC Beaumont 35-29*

WKRZ Wilkes-Barre 38-35*

WKHQ Charlevoix Add

WWCK Flint 39-36*

WPXR Quad Cities Add

NEW ALBUM!

"VAUXHALL AND I"



▲ **PICTURE PERFECT**

ERG's Eternal performed during a CEMA Distribution bash at NARM. (l-r) are: ERG North America Exec. VP/GM Terri Santisi, ERG North America Chmn./CEO Charles Koppelman, Eternal's Louise Nurdung, ERG Pres./CEO Daniel Glass, Eternal's Vernie Bennett, ERG Dir. Urban Sales Eric Turner, EMI Music Pres./CEO Jim Fifield and CEMA Distribution Pres. Russ Bach. Front row (l-r): Eternal's Kelle Brian and Easter Bennett.



▲ **FULL HOUSE**

Capitol Records' Richard Thompson and Crowded House joined "Modern Rock Live" host Tom Calderone for an appearance at WDRE Garden City. (l-r): CH's Mark Hart and Nick Seymour, Modern Rock Live's Tom Calderone, CH's Neil Finn and Richard Thompson.



▲ **TICKLED PINK**

Toasting the release of her new album, *Under The Pink* are (l-r): Atlantic Group Co-Chmn./Co-CEO Doug Morris, singer Tori Amos and Atlantic Group Vice Chmn. Mel Lewinter.



▲ **WILL THEY RESPECT EACH OTHER IN THE MORNING?**

WWXM Myrtle Beach's OM Michael Parnell takes it lying down from Columbia Records' Ray Mariner. Advice about what to add, of course. What were *you* thinking, you perverted slug?



◀ **BOYS IN THE HOOD**

Jive Records' R & B sensation R. Kelly recently went back to the 'hood to sign autographs and a few blank checks for local kids at George's House of Music in Chicago.



▲ **SMILE... OR WE'LL SHOOT**

KDON Salinas recently teamed up with the city of Gilroy and Bass Tickets in a "Gifts for Guns" exchange. (l-r): KDON night man Darrin Stone, city council members Charles Morales and Connie Rogers, KDON morning sidekick Marcus and KDON Promo Dir. Mary Liz Cortese.

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

"Dream on Dreamer"

the first single from

the brand new heavies



the new album brother sister

PRODUCED BY THE BRAND NEW HEAVIES
EXECUTIVE PRODUCER: MICHAEL ROSS
MANAGEMENT: WILDLIFE ENTERTAINMENT/UK

A Multi-Format Hit!

NETWORK Moves 25-22*!

Urban Moves 12-9*

College 44*

NAC 14 Majors!

Billboard Club 16*

SALES:

Single: 300,000

LP Approaching 250,000

VIDEO:

TV Buzz Bin!

★ Heavy! 2nd Most Played!



Over 12 Million Listeners! Over 2,400 Combined BDS Spins! 5 Adds Including WNVZ Norfolk And WAEB Allentown! Major-Market Power Nationwide!

Z90 San Diego
PRO-FM Providence
92Q Baltimore
KKRZ Portland
B94 Pittsburgh
KLUC Las Vegas
KZHT Salt Lake City

KTFM San Antonio
Power Pig Tampa
B97 New Orleans
The Edge Charlotte
WNVZ Norfolk
TIC-FM Hartford
WNCI Columbus

Q106 San Diego
WZPL Indianapolis
WHYI Miami
Star 94 Atlanta
Q102 Cincinnati
WXXL Orlando

WHHH Indianapolis
Q99 Salt Lake City
KKBT Los Angeles
KUBE Seattle
WKSE Buffalo
FLY92 Albany



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gabrielle



w i s h

36 New Adds Including:

KBXX	WEDJ
KIIS	Q106
KS104	WAPI

WPXY

Rotations Increased At:

KTFM
WXKS
WERQ
WIOQ
WWKX
WFLZ
WZPL
WHHH
KZHT
WKSE
KUTO

The follow up single to the smash "Dreams"
from the album "Find Your Way"

610 Detections... Up 264!
Audience: 6,224,600!



828 443-214



© 1994 Go Discs

THIS IS A PERFECT EXAMPLE OF HOW YOUR PLAYS PER WEEK SHOULD LOOK:

WPLJ-FM

Most Frequently Played IDs Analysis
From 4/6/94 at 12:00M to 4/12/94 at 11:59P (Wrap)

Rank	Plays	ID	CLPack	Title	Artists
1	42	1966	0	*WILD WORLD	*MR. BIG
2	40	2080	0	*THE SIGN	*ACE OF BASE
3	39	2004	0	*THE POWER OF LOVE	*CELINE DION
4	37	1928	0	*TWO STEPS BEHIND	*DEF LEPPARD
5	37	554	0	*STREETS OF PHILADELPHIA	*BRUCE SPRINGSTEEN
6	37	2005	0	*EVERYDAY	*PHIL COLLINS
7	35	2034	0	*HAVING A PARTY	*ROD STEWART
8	30	1968	0	*BECAUSE THE NIGHT	*10,000 MANIACS
9	29	1398	0	*PLEASE FORGIVE ME	*BRIAN ADAMS
10	29	2092	0	*LOVE SNEAKIN' UP ON	*BONNIE RAITT
11	28	1998	0	*I CAN SEE CLEARLY NOW	*JIMMY CLIFF
12	26	1029	0	*JESSIE	*JOSHUA KADISON
13	26	2104	0	*BABY I LOVE YOUR WAY	*BIG MOUNTAIN
14	25	1965	0	*ALL THAT SHE WANTS	*ACE OF BASE
15	24	2093	0	*COME TO MY WINDOW	*MELISSA ETHERIDGE
16	23	312	0	*ALL ABOUT SOUL	*BILLY JOEL
17	23	1982	0	*ALL FOR LOVE	*ADAMS/STING/STEWART
18	23	1972	0	*I'LL REMEMBER	*MADONNA
19	21	1874	0	*MR. JONES	*COUNTING CROWS
20	20	2103	0	*FOUND OUT ABOUT YOU	*GIN BLOSSOMS
21	18	375	0	*BEAUTIFUL IN MY EYES	*JOSHUA KADISON
22	17	570	2002	*WITHOUT YOU	*MARIAH CAREY
23	14	951	2003	*NOW & FOREVER (UNPLUGGED)	*RICHARD MARX
24	14	424	2002	*HERO	*MARIAH CAREY
25	13	2042	0	*ROCK AND ROLL DREAMS	*MEATLOAF
26	11	1974	0	*SAID I LOVED YOU, BUT	*MICHAEL BOLTON
27	11	2041	2003	*NOW & FOREVER	*RICHARD MARX
28	11	1778	0	*THE RIVER OF DREAMS	*BILLY JOEL
29	11	2123	0	*I'M FREE	*JON SECADA
30	9	227	0	*DO YOU BELIEVE IN US	*JON SECADA
31	9	325	0	*CONVICTION OF THE HEART	*KENNY LOGGINS
32	9	1763	0	*TWO PRINCES	*SPIN DOCTORS
33	9	2043	0	*WILL YOU BE THERE	*HEART
34	9	334	0	*ANGEL	*JON SECADA
35	8	1832	0	*FIELDS OF GOLD	*STING
36	8	901	0	*ALL I WANT	*TOAD THE WET SPROCKET
37	8	1864	0	*SIT DOWN YOU'RE ROCKING	*DON HENLEY
38	8	1607	0	*IF I EVER LOSE MY FAITH	*STING
39	6	1087	0	*FAITHFUL	*GO WEST
40	6	717	0	*IN YOUR EYES	*PETER GABRIEL

FAX YOUR  **(818) 846-9870**
by Tuesday at 5pm
(pacific time)

Juliet Roberts

"I Want You"

THE NETWORK #23
FORTY

WFLZ Tampa 11-8*
WBZZ Pittsburgh #14*
WEDJ Charlotte #17*
WHYI Miami #24*
KUTQ Salt Lake City 29-25*

KRBE Houston #10*
WXKS Boston #15*
KKFR Phoenix #19*
KQKS Denver 26-24*
KISF Kansas City 30-27*

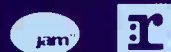
WSTR Atlanta 14-12*
WZPL Indianapolis #16*
WHHH Indianapolis #21*
WPRO Providence 27-25*
WPOW Miami 32-30*

WZEE Add!
KKSS 13-11*
KZHT 18-13*
WFLY #14*
WPXY #14*
WOVV 19-17*
WIFC 22-18*
KWTX Add!
KPRR #19*
KQKQ 22-20*
WNTQ 24-21*
WXXL 23-21*
KBFM 29-23*
WWKZ 30-24*
KWNZ 28-26*
WVKS 32-28*

KHTN 10-8*
WFMF 17-12*
KKXX #13*
WCIL Add!
WSPK 17-14*
KZMG 19-17*
WRCK 21-18*
WBBO 22-19*
WFHN #20*
KZFM 28-20*
WTIC 24-21*
KISX 26-22*
KHTT 29-23*
KWIN 27-25*
WNDU 29-27*
WXKB D-28*

WQGN 15-10*
WKSS 14-12*
KQMQ 18-13*
WJET 18-14*
WGTZ 19-16*
WAEB 20-18
WRHT 20-18*
WHOT 21-19*
KHFI #20*
WZYP 25-20*
KCGQ Add!
WKRZ 26-22*
KDUK 29-24*
WSKS 30-26*
WSNX #27*
WGLU 38-34*

KIKI 16-11*
KKRD 18-13*
WAOA 19-14*
WPXR #14*
WNOK 18-16*
KCAQ 24-18*
WWCK #18*
WKSI 22-19*
WNNK 23-20*
WERZ 24-21*
WVSR #21*
WBBQ 26-23*
WDJB Add!
WAPI 28-26*
WSTO #28*
KMVR Add!



Babble

"Take me Away"

13 Immediate Adds!

KHTT Tulsa
KTMT Medford
KFTZ Idaho Falls
KQIX Grand Junction

KIOC Beaumont
KCPI Albert Lea
KIGL Spencer
KQKY Kearney
KYYY Bismarck

WBNQ Bloomington
KFAV St. Louis
KLBQ El Dorado
KROC Rochester



MOST REQUESTED



WPLJ NEW YORK, A.J. HAMMER

1. Ace Of Base, The Sign
2. Joshua Kadison, Beautiful
3. Celine Dion, The Power Of



KIIS FM LOS ANGELES, DOMINO

1. Crash Test Dummies, MMM
2. All-4-One, So Much In Love
3. Tom Petty, Mary Jane's
4. Beck, Loser
5. Madonna, I'll Remember



WKRQ CINCINNATI, RACE TAYLOR

1. Counting Crows, Mr. Jones
2. Big Mountain, Baby I Love
3. Bruce Springsteen, Streets
4. Enigma, Return To Innocence
5. Madonna, I'll Remember



KKRZ PORTLAND, SCOTT LANDER

1. Gabrielle, Dreams
2. Salt-N-Pepa, Whatta Man
3. Us3, Cantalooop
4. All-4-One, I Swear
5. Beck, Loser

Today's Best Music



WKBQ ST LOUIS, RICK IDOL

1. All-4-One, So Much In Love
2. Bruce Springsteen, Streets
3. Salt-N-Pepa, Whatta Man
4. Crash Test Dummies, MMM



1. Crash Test Dummies, MMM MMM MMM MMM
2. Beck, Loser
3. All-4-One, So Much In Love
4. Ace Of Base, The Sign
5. Salt-N-Pepa w/En Vogue, Whatta Man
6. Enigma, Return To Innocence
7. R. Kelly, Bump N' Grind
8. Madonna, I'll Remember
9. Prince, The Most Beautiful Girl In The World
10. Counting Crows, Mr. Jones



KGGI RIVERSIDE, JOEY DEE

1. R. Kelly, Bump N' Grind
2. Masta Ace, Inc., Born To
3. Jodeci, Feenin'
4. Ace Of Base, The Sign
5. A Lighter Shade Of, Hey DJ



WIOQ PHILADELPHIA, EAZY STREET

1. R. Kelly, Bump N' Grind
2. Conscious Daughters, Somethin'
3. Ace Of Base, The Sign
4. Jocelyn Enriquez, I've Been
5. A Lighter Shade Of, Hey DJ



KPWR LOS ANGELES, DAVE MORALES

1. Snoop Doggy Dogg, Lodi Dodi
2. Warren G., Regulate
3. Tevin Campbell, I'm Ready
4. All-4-One, So Much In Love
5. Ahmad, Back In The Day



WQHT NEW YORK, BALTAZAR

1. Doug E. Fresh, Freaks
2. R. Kelly, Bump N' Grind
3. 2 In A Room, El Trago
4. SWV, Anything
5. Black Moon, I Got Cha Opin



WKSE BUFFALO, SUE O'NEIL

1. Crash Test Dummies, MMM
2. Snoop Doggy Dogg, Gin And
3. All-4-One, So Much In Love
4. Beck, Loser
5. Xscape, Understanding



KSOL SAN FRANCISCO, JOJO WRIGHT

1. All-4-One, So Much In Love
2. Snoop Doggy Dogg, Lodi Dodi
3. NKOTB, Never Let You Go
4. R. Kelly, Bump N' Grind
5. Warren G., Regulate
6. Mariah Carey, Without You
7. Tevin Campbell, I'm Ready



KUBE SEATTLE, CHET BUCHANAN

1. All-4-One, I Swear
2. Warren G., Regulate
3. R. Kelly, Bump N' Grind
4. Queen Latifah, U.N.I.T.Y.
5. Shai, Come Home To My Love
6. Snoop Doggy Dogg, Gin And
7. SWV, Anything



WWXK PROVIDENCE, MOJO

1. Warren G., Regulate
2. Conscious Daughters, Somethin'
3. Tevin Campbell, I'm Ready
4. Masta Ace, Inc., Born To
5. Toni Braxton, You Mean The
6. Snoop Doggy Dogg, Lodi Dodi
7. R. Kelly, Bump N' Grind

Xscape



Love On My Mind

Now Playing:

Hot97, Wild107, Power Pig, Z90, WHYT, WKSS, KQKS, WFMF, WZJM, KPRR, WTWR

Over 1.6 Million Albums Sold

See Xscape on tour with R.Kelly and Salt-N-Pepa

May Dates: Orlando, Las Vegas, Salt Lake City, Englewood, Kansas City, Louisville,
Cleveland, Chicago, Anaheim



COLUMBIA



Produced by Jermaine Dupri for So So Def Productions. Management: Entertainment Resources International.
Columbia Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1994 Sony Music Entertainment Inc.

MOST REQUESTED

99.5 WZPL INDIANAPOLIS

WZPL INDIANAPOLIS, ROB BLAIR

1. 12 Gauge, Dunkie Butt
2. Mariah Carey, Without You
3. Salt-N-Pepa, Whatta Man
4. All-4-One, So Much In Love
5. Prince, The Most Beautiful
6. Crash Test Dummies, MMM
7. Enigma, Return To Innocence
8. Beck, Loser

98.9 Kiss

KYIS OKLAHOMA CITY, MIKE ALEXANDER

1. Madonna, I'll Remember
2. Crash Test Dummies, MMM
3. Prince, The Most Beautiful
4. Enigma, Return To Innocence
5. Mariah Carey, Without You
6. Tom Petty, Mary Jane's
7. Counting Crows, Mr. Jones
8. Ace Of Base, The Sign

KIN 103

today's hottest music

KJYO OKLAHOMA CITY, TOD TUCKER

1. Beck, Loser
2. Crash Test Dummies, MMM
3. Nirvana, All Apologies
4. Madonna, I'll Remember
5. Counting Crows, Mr. Jones
6. Prince, The Most Beautiful
7. Enigma, Return To Innocence
8. All-4-One, So Much In Love

Z104

TODAY'S BEST MUSIC

WVNZ NORFOLK, JUSTIN STONE

1. Beck, Loser
2. Ace Of Base, The Sign
3. Crash Test Dummies, MMM
4. Smashing Pumpkins, Disarm
5. All-4-One, So Much In Love
6. Salt-N-Pepa, Whatta Man
7. Enigma, Return To Innocence
8. R. Kelly, Bump N' Grind
9. Zhané, Groove Thang



NIGHT PERSON

OF THE WEEK

SUE O'NEIL

WKSE BUFFALO

1. Crash Test Dummies, MMM MMM MMM MMM
2. Snoop Doggy Dogg, Gin And Juice
3. All-4-One, So Much In Love
4. Beck, Loser
5. Xscape, Understanding

99.7 WDJX

99.7 FM 1080 AM

WDJX LOUISVILLE, MIKE SHANNON

1. Beck, Loser
2. Crash Test Dummies, MMM
3. Salt-N-Pepa, Whatta Man
4. All-4-One, So Much In Love
5. Enigma, Return To Innocence
6. Prince, The Most Beautiful
7. Madonna, I'll Remember
8. Us3, Cantalooop
9. Counting Crows, Mr. Jones

98PXY

WPXY ROCHESTER, ARTE THE ONE MAN PARTY

1. A Lighter Shade Of, Hey DJ
2. Enigma, Return To Innocence
3. Crash Test Dummies, MMM
4. Beck, Loser
5. Us3, Cantalooop

SWEET 98

KQKQ 98.5 FM

KQKQ OMAHA, ADAM THUNDER

1. East 17, House Of Love
2. Jodeci, Cry For You
3. Collage, I'll Be Loving You
4. Crash Test Dummies, MMM
5. Beck, Loser

B-104

KBFM BROWNSVILLE/HURRICANE SHANE

1. All-4-One, So Much In Love
2. Salt-N-Pepa, Whatta Man
3. Ace Of Base, The Sign
4. Beck, Loser
5. The Immortals, Mortal Kombar
6. 12 Gauge, Dunkie Butt
7. Aerosmith, Amazing
8. Snoop Doggy Dogg, Gin And



KDUK EUGENE, CHRIS CULLEN

1. Crash Test Dummies, MMM
2. Beck, Loser
3. Juliet Roberts, I Want You
4. Prince, The Most Beautiful
5. Gabrielle, Dreams

Z104

Madison's Best Mix!

WZEE MADISON, CATFISH COOPER

1. Beck, Loser
2. Ace Of Base, The Sign
3. Salt-N-Pepa, Whatta Man
4. Crash Test Dummies, MMM
5. Mariah Carey, Without You
6. Counting Crows, Mr. Jones
7. All-4-One, I Swear
8. Us3, Cantalooop

98.5 KLUC FM

KLUC LAS VEGAS, DANNY CRUZ

1. All-4-One, I Swear
2. Ace Of Base, The Sign
3. Salt-N-Pepa, Whatta Man
4. Snoop Doggy Dogg, Gin And
5. Warren G., Regulate
6. Xscape, Understanding
7. K7, Zunga Zeng
8. A Lighter Shade Of, Hey DJ

Super 102

CONTINUOUS HITS!

WVSR CHARLESTON, T.J. STEVENS

1. Beck, Loser
2. All-4-One, So Much In Love
3. Crash Test Dummies, MMM
4. Us3, Cantalooop
5. Madonna, I'll Remember
6. Tevin Campbell, I'm Ready
7. Salt-N-Pepa, Whatta Man
8. Alice In Chains, No Excuses

WZYP

WZYP HUNTSVILLE, WALLY B.

1. R. Kelly, Bump N' Grind
2. Crash Test Dummies, MMM
3. Big Mountain, Baby I Love
4. Enigma, Return To Innocence
5. Prince, The Most Beautiful
6. All-4-One, So Much In Love
7. The Cranberries, Dreams
8. Tevin Campbell, I'm Ready

FLY 92

THE TRI-CITIES' ONLY HIT MUSIC STATION

WFLY ALBANY, ELLEN ROCKWELL

1. Crash Test Dummies, MMM
2. Beck, Loser
3. Sagat, Why Is It
4. The Immortals, Mortal Kombar
5. All-4-One, So Much In Love
6. Madonna, I'll Remember
7. Warren G., Regulate
8. Enigma, Return To Innocence
9. R. Kelly, Bump N' Grind
10. A Lighter Shade Of, Hey DJ

NKOTB

NEVER LET YOU GO.

FROM THE ALBUM "FACE THE MUSIC."



NOW PLAYING:

WXKS WPRO
WERQ WHJX
WZJM WWCK
WZPL WHHH
KTFM KLUC
WILD 107

CLUB TOUR

INDIANAPOLIS
CLEVELAND
SAN ANTONIO
EL PASO
VENTURA
LOS ANGELES
SACRAMENTO
DETROIT X 2
MILWAUKEE
ST. LOUIS

Produced by Teddy Riley, Leon F. Sylvers III
Management: Dick Scott Entertainment, Inc.

COLUMBIA

MOST REQUESTED



WBIZ EAU CLAIRE, DAVE DANIELS

1. Us3, Cantaloop
2. Crash Test Dummies, MMM
3. Madonna, I'll Remember
4. Enigma, Return To Innocence
5. The Cranberries, Dreams



WCIL CARBONDALE, SHAWNA MATTHEWS

1. Beck, Loser
2. Enigma, Return To Innocence
3. Ace Of Base, The Sign
4. Crash Test Dummies, MMM
5. Candlebox, You



Today's Best Music!

KIOK TRI-CITIES, MICHAEL DEAN

1. Crash Test Dummies, MMM
2. Beck, Loser
3. Collective Soul, Shine
4. Lisa Loeb, Stay
5. All-4-One, I Swear



WJMX FLORENCE, BOOKER

1. Nirvana, All Apologies
2. Crash Test Dummies, MMM
3. Beck, Loser
4. Prince, The Most Beautiful
5. Madonna, I'll Remember
6. Smashing Pumpkins, Disarm
7. Enigma, Return To Innocence
8. Counting Crows, Mr. Jones



NIGHT PERSON OF THE WEEK

LACY NEFF
WVAQ Morgantown

1. Nirvana, All Apologies
2. Crash Test Dummies, MMM MMM MMM MMM
3. All - 4 - One, So Much In Love
4. Us3, Cantaloop (Flip Fantasia)
5. R. Kelly, Bump N' Grind



WAZY LAFAYETTE, STEVE CLARK

1. Crash Test Dummies, MMM
2. All-4-One, So Much In Love
3. Big Mountain, Baby I Love
4. Beck, Loser
5. Enigma, Return To Innocence
6. Prince, The Most Beautiful
7. Counting Crows, Mr. Jones
8. The Cranberries, Dreams
9. Salt-N-Pepa, Whatta Man



WIXX GREEN BAY, STEVE LOUZOS

1. All-4-One, So Much In Love
2. Beck, Loser
3. Crash Test Dummies, MMM
4. Gabrielle, Dreams
5. Ace Of Base, The Sign
6. Salt-N-Pepa, Whatta Man
7. Us3, Cantaloop
8. Little Texas, What Might
9. Tom Petty, Mary Jane's



KISX TYLER, JEFF EVANS

1. Ace Of Base, The Sign
2. Madonna, I'll Remember
3. Crash Test Dummies, MMM
4. Mariah Carey, Without You
5. All-4-One, So Much In Love
6. Tevin Campbell, I'm Ready
7. Sheryl Crow, Leaving Las
8. Counting Crows, Mr. Jones
9. Smashing Pumpkins, Disarm



KLYV DUBUQUE, SCOTT THOMAS

1. All-4-One, I Swear
2. 12 Gauge, Dunkie Butt
3. The Immortals, Mortal Combat
4. Beck, Loser
5. R. Kelly, Bump N' Grind
6. Lisa Loeb, Stay
7. Motley Crue, Misunderstood
8. Sheryl Crow, Leaving Las
9. Enigma, Return To Innocence



WDJB FORT WAYNE, CHRIS CAGE

1. Beck, Loser
2. Björk, Big Time Sensuality
3. Crash Test Dummies, MMM
4. All-4-One, So Much In Love
5. The Breeders, Cannonball
6. Salt-N-Pepa, Whatta Man
7. CeCe Peniston, I'm In The
8. Enigma, Return To Innocence
9. Snoop Doggy Dogg, Gin And
10. Counting Crows, Mr. Jones



KFBQ CHEYENNE, WOODY HARRELSON

1. All-4-One, So Much In Love
2. R. Kelly, Bump N' Grind
3. Beck, Loser
4. Ace Of Base, The Sign
5. Salt-N-Pepa, Whatta Man
6. Prince, The Most Beautiful
7. Crash Test Dummies, MMM
8. Salt-N-Pepa, Shoop
9. Enigma, Return To Innocence



KJYK TUCSON, KILLER KEITH DUNCAN

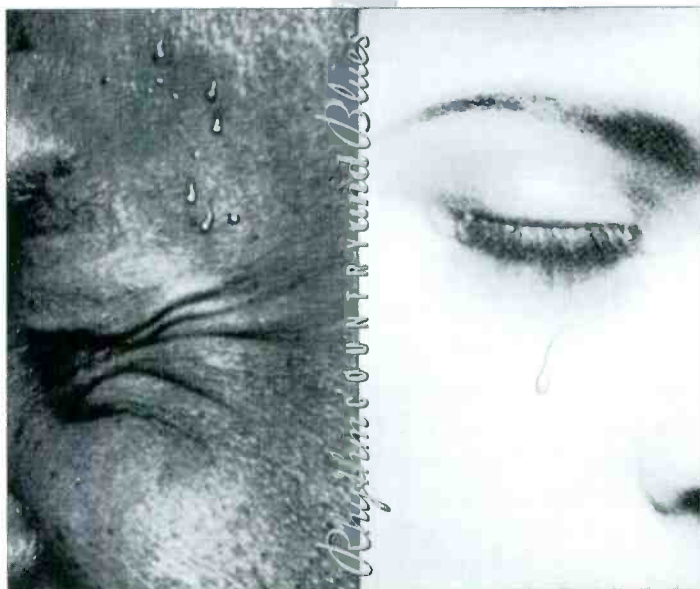
1. Snoop Doggy Dogg, Lodi Dodi
2. All-4-One, I Swear
3. Warren G., Regulate
4. Snoop Doggy Dogg, Gin And
5. Ace Of Base, The Sign
6. R. Kelly, Bump N' Grind
7. Masta Ace, Inc., Born To



KKXL GRAND FORKS, BLAIR NELSON

1. Beck, Loser
2. Enigma, Return To Innocence
3. The Knack, My Sharona
4. Salt-N-Pepa, Shoop
5. General Public, I'll Take

The Sound Of Platinum History In The Making...



Album Produced By Don Was
"Since I Fell For You" Produced By Tony Brown
Executive Producers: Al Teller, Kathy Nelson And Tony Brown

In March of 1994,
Rhythm, Country & Blues became the
first album to debut simultaneously
on Billboard's three biggest album charts:
R&B, Country and Top 200.

Heralded by critics as "a Classic,"
the album proceeded to soar into the
Top 20 of all three,
reaching No. 1 on the
Country chart in just two weeks.

Now, with
airplay just beginning,
the album has
surged past Platinum
on its way to Double Platinum
and beyond.

We thank the artists and all
who have made Rhythm, Country & Blues a
resounding success.

Appealing to fans of all races,
ages and genres,
this is one album that
knows no boundaries.
It is American music
at its finest.

MCA

MOST REQUESTED



KPRR EL PASO, VICTOR STARR

1. Salt-N-Pepa, Shoop
2. Ace Of Base, The Sign
3. 12 Gauge, Dunkie Butt
4. R. Kelly, Bump N' Grind
5. Domino, Sweet Potatoe Pie
6. Jocelyn Enriquez, I've Been
7. Queen Latifah, U.N.I.T.Y.
8. Prince, The Most Beautiful
9. Masta Ace, Inc., Born To



KQHT GRAND FORKS, BOBBY BRADY

1. Beck, Loser
2. Prince, The Most Beautiful
3. Counting Crows, Mr. Jones
4. The Knack, My Sharona
5. Cracker, Low
6. Crash Test Dummies, MMM
7. Smashing Pumpkins, Disarm
8. Ace Of Base, The Sign



WRCK UTICA, B.B. GOOD

1. Crash Test Dummies, MMM
2. R. Kelly, Bump N' Grind
3. Beck, Loser
4. Ace Of Base, The Sign
5. Us3, Cantaloop



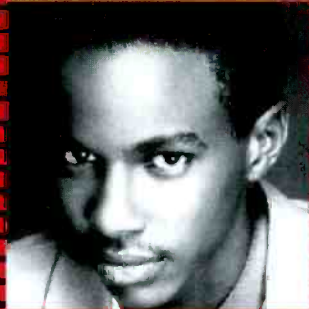
KZIO DULUTH, TOMMY SHAW

1. Crash Test Dummies, MMM
2. Beck, Loser
3. Janet Jackson, Where Are
4. CeCe Peniston, I'm In The
5. The Knack, My Sharona

BREAKOUT ARTIST OF THE WEEK

TEVIN CAMPBELL

"I'm Ready"



KPWR	Los Angeles	#3
WWKX	Providence	#3
KISX	Tyler	#6
WVSR	Charleston	#6
KIKI	Honolulu	#7



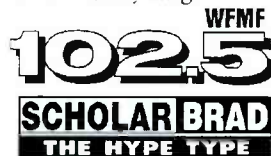
WXLK ROANOKE, AIR JORDAN

1. Crash Test Dummies, MMM
2. Salt-N-Pepa, Whatta Man
3. Beck, Loser
4. All-4-One, So Much In Love
5. Us3, Cantaloop



KDON SALINAS, DARRIN STONE

1. R. Kelly, Bump N' Grind
2. Wanen G., Regulate
3. Tony Toni Toné, (Lay Your
4. Conscious Daughters, Somethin'
5. All-4-One, I Swear
6. Keith Sweat, How Do You
7. Mariah Carey, Without You
8. SWV, Anything



WFMF BATON ROUGE, SCHOLAR BRAD

1. Beck, Loser
2. Salt-N-Pepa, Whatta Man
3. Enigma, Return To Innocence
4. Crash Test Dummies, MMM
5. General Public, I'll Take
6. Ace Of Base, The Sign
7. Rosco Martinez, Neon
8. Gin Blossoms, Found Out



The Beach's Biggest Hits!

WWXM MYRTLE BEACH, JAMES GREGORY

1. Crash Test Dummies, MMM
2. Prince, The Most Beautiful
3. Juliet Roberts, I Want You
4. Counting Crows, Mr. Jones
5. Big Mountain, Baby I Love



WRHT NEW BERN, CHRIS CROSS

1. All-4-One, I Swear
2. Beck, Loser
3. Prince, The Most Beautiful
4. Crash Test Dummies, MMM
5. Ace Of Base, The Sign



WSPK POUGHKEEPSIE, SCOTTY MAC

1. Dawn Penn, You Don't Love
2. Queen Latifah, Just Another
3. Beck, Loser
4. Domino, Sweet Potatoe Pie
5. Crash Test Dummies, MMM
6. Babyface, And Our Feelings
7. Wanen G., Regulate
8. Format, Anything To Make You
9. SWV, Anything



KIXY SAN ANGELO, JIMI JAMM

1. All-4-One, I Swear
2. Enigma, Return To Innocence
3. Beck, Loser
4. R. Kelly, Bump N' Grind
5. Ace Of Base, Don't Turn
6. Jocelyn Enriquez, I've Been
7. Tony Toni Toné, Leavin'
8. The Immortals, Mortal Combat
9. A Lighter Shade Of, Hey DJ



KIKI HONOLULU, LANAI BOY/AUGIE DOGG

1. Mariah Carey, Without You
2. Us3, Cantaloop
3. Hammer, It's All Good
4. K7, Zunga Zeng
5. Jodeci, Cry For You
6. Conscious Daughters, Somethin'
7. Tevin Campbell, I'm Ready
8. R. Kelly, Bump N' Grind
9. Dawn Penn, You Don't Love



WSNX GRAND RAPIDS, LUKE SANDERS

1. Crash Test Dummies, MMM
2. Beck, Loser
3. Enigma, Return To Innocence
4. Juliet Roberts, I Want You
5. Ace Of Base, Don't Turn



WVAQ MORGANTOWN, LACY NEFF

1. Nirvana, All Apologies
2. Crash Test Dummies, MMM
3. All-4-One, So Much In Love
4. Us3, Cantaloop (Flip Fantasia)
5. R. Kelly, Bump N' Grind

the cranberries "dreams"

NETWORK #29* *Over 1000 Detections! Moves 40-37* Mainstream Monitor!*

KISF Add!	WEZB #2*	WKBQ 31-13*	KIIS 22-15* Hot!
KUTQ 17-15*	WXXL 18-15*	KKFR #16*	WDCG 21-19*
WAPE 26-24*	WNVZ 29-25*	WPLY 30-28*	KRBE 41-39*



MTV Active!

LP Approaching Double Platinum! Upped In Rotation At Z100!



"come to my window"

NETWORK #20* *BDS Mainstream Monitor #28* Total BDS Detections Over 1300!*
Total Audience: LW - 9,342,000

TW - 11,776,000 Up Over 2 Million!

WHYI Add!	WSTR Add!	KHMX Add!	WMTX Add!	
KUTQ #8*	WEZB 11-9*	WAPI 17-9*	KKFR #12*	WEDJ 17-15*
WXKS #17*	WXXL 21-18*	WPLJ 24-19*	WNVZ 25-21*	WHTZ #22*
WKBQ 30-27*	WPRO D-30*	And Many More!		

Sales Approaching 750,000! MTV Active!



ItoI "the right time"

(pronounced eye to eye)

From The London Soundtrack "Four Weddings And A Funeral"
BDS 750 Plays Per Week!

WSTR Add!	WNTQ Add!	WVSR Add!	WXKB Add!	KGLI Add!
KHKS Dallas 13-11*		KRBE Houston 16-11*	WFLZ Tampa 13-13*	
KTFM San Antonio 16-14*		KIIS Los Angeles 19-16*	KQKS Denver 23-18*	
WEDJ Charlotte 28-19*		KUTQ Salt Lake City 30-26*		



Gram Label Group

PLAYLIST CHART

2W	LW	TW	ARTIST/SONG	LABEL
7	5	1	PRINCE. The Most Beautiful Girl In The World	N.P.G. Records/Bellmark
4	2	2	BIG MOUNTAIN. Baby I Love Your Way	RCA
5	4	3	COUNTING CROWS. Mr. Jones	DGC
2	3	4	ACE OF BASE. The Sign	Arista
1	1	5	MARIAH CAREY. Without You	Columbia
10	8	6	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
8	7	7	BRUCE SPRINGSTEEN. Streets Of Philadelphia	Columbia
13	12	8	TEVIN CAMPBELL. I'm Ready	Qwest/WB
14	11	9	MADONNA. I'll Remember	Maverick/Sire/WB
16	13	10	ENIGMA. Return To Innocence	Charisma/Virgin
3	6	11	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
6	9	12	RICHARD MARX. Now And Forever	Capitol
17	15	13	R. KELLY. Bump N' Grind	Jive
19	16	14	BONNIE RAITT. Love Sneakin' Up On You	Capitol
12	10	15	BABYFACE. And Our Feelings	Epic
9	14	16	SALT-N-PEPA w/EN VOGUE. Whatta Man	Next Plateau/London/PLG
20	18	17	MICHAEL BOLTON. Completely	Columbia
28	22	18	TONI BRAXTON. You Mean The World To Me	LaFace/Arista
25	21	19	BECK. Loser	Bong Load/DGC
22	20	20	MELISSA ETHERIDGE. Come To My Window	Island/PLG
18	19	21	CELINE DION. The Power Of Love	550 Music
27	25	22	THE BRAND NEW HEAVIES. Dream On Dreamer	Delicious Vinyl/EastWest
26	24	23	JULIET ROBERTS. I Want You	Reprise
29	27	24	ROSCO MARTINEZ. Neon Moonlight	Zoo
36	29	25	GENERAL PUBLIC. I'll Take You There	Epic Soundtrax
11	17	26	JANET JACKSON. Because Of Love	Virgin
15	26	27	US3. Cantalooop (Flip Fantasia)	Blue Note/Capitol
39	33	28	ALICE IN CHAINS. No Excuses	Columbia
35	30	29	THE CRANBERRIES. Dreams	Island/PLG
—	34	30	JOSHUA KADISON. Beautiful In My Eyes	SBK/ERG
21	23	31	ZHANÉ. Groove Thang	Illtown/Motown
23	28	32	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	MCA
24	31	33	MEAT LOAF. Rock And Roll Dreams Come Through	MCA
33	32	34	A LIGHTER SHADE OF BROWN. Hey DJ	Mercury
34	35	35	SNOOP DOGGY DOGG. Gin And Juice	Death Row/Interscope/AG
◆ DEBUT	36	36	ALL-4-ONE. I Swear	Atlantic/AG
◆ DEBUT	37	37	CELINE DION. Misdé	550 Music
30	36	38	PHIL COLLINS. Everyday	Atlantic/AG
37	37	39	TONI BRAXTON. Breathe Again	LaFace/Arista
◆ DEBUT	40	40	MORRISSEY. The More You Ignore Me, The Closer I Get	Sire/Reprise

MAINSTREAM/ADULT

COMPUTER GENERATED AIRPLAY REPORTS

2W	LW	TW	ARTIST/SONG	STNS.	AVG. PPM	PLAYS
3	2	1	ACE OF BASE. The Sign	33	37.2	1228
6	5	2	BIG MOUNTAIN. Baby I Love Your Way	32	37.8	1211
1	1	3	RICHARD MARX. Now And Forever	34	35.4	1202
4	3	4	BRUCE SPRINGSTEEN. Streets Of Philadelphia	33	35.0	1154
2	4	5	MARIAH CAREY. Without You	31	33.6	1043
7	6	6	COUNTING CROWS. Mr. Jones	28	36.4	1020
9	7	7	BONNIE RAITT. Love Sneakin' Up On You	34	29.8	1014
10	8	8	PRINCE. The Most Beautiful Girl In The World	27	36.4	983
14	10	9	MADONNA. I'll Remember	33	29.8	982
15	13	10	CRASH TEST DUMMIES. MMM MMM MMM MMM	27	30.2	816
8	9	11	JANET JACKSON. Because Of Love	27	29.3	790
5	14	12	CELINE DION. The Power Of Love	27	28.0	756
13	12	13	MEAT LOAF. Rock And Roll Dreams Come Through	29	25.3	734
11	11	14	ALL-4-ONE. So Much In Love	23	31.3	721
25	18	15	ENIGMA. Return To Innocence	26	25.8	671
21	15	16	MELISSA ETHERIDGE. Come To My Window	24	26.3	630
30	21	17	ROSCO MARTINEZ. Neon Moonlight	24	25.7	616
36	29	18	THE BRAND NEW HEAVIES. Dream On Dreamer	24	24.6	590
-	23	19	TEVIN CAMPBELL. I'm Ready	18	31.2	562
23	22	20	MICHAEL BOLTON. Completely	23	23.6	543
20	20	21	10,000 MANIACS. Because The Night (from MTV Unplugged)	19	28.3	538
12	16	22	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	19	26.6	505
-	39	23	GENERAL PUBLIC. I'll Take You There	22	22.9	504
22	17	24	BABYFACE. And Our Feelings	19	26.5	504
-	34	25	TONI BRAXTON. You Mean The World To Me	24	20.7	496
16	19	26	PHIL COLLINS. Everyday	15	32.3	485
39	36	27	JULIET ROBERTS. I Want You	19	24.6	467
17	28	28	TONI BRAXTON. Breathe Again	18	25.8	464
28	25	29	GIN BLOSSOMS. Found Out About You	18	24.1	433
26	30	30	US3. Cantalooop (Flip Fantasia)	14	29.9	418
29	26	31	MICHAEL BOLTON. Said I Loved You... But I Lied	13	32.2	418
18	27	32	ETERNAL. Stay	18	21.6	389
33	33	33	JIMMY CLIFF. I Can See Clearly Now	13	28.6	372
34	35	34	JOSHUA KADISON. Jessie	12	30.5	366
◆ RE-ENTRY	35	35	BRYAN ADAMS. Please Forgive Me	11	32.0	352
-	40	36	JOSHUA KADISON. Beautiful In My Eyes	20	17.5	350
-	38	37	THE CRANBERRIES. Dreams	15	22.7	341
24	31	38	COLOR ME BADD. Choose	14	23.6	331
◆ RE-ENTRY	39	39	SALT-N-PEPA w/EN VOGUE. Whatta Man	12	27.0	324
19	24	40	LITTLE TEXAS. What Might Have Been	11	28.5	314

F **818. 846. 9870** **PPW**

A by tuesday at 5pm (pacific time)

X YOUR

all-4-one

“i swear”

THE NETWORK *Debuts 36* Most Added With 60 Stations!*
Over 1000 BDS Spins!

- | | | | | |
|-----------------|--------------------|-----------------------|--------------------|-------------------|
| WBZZ Pittsburgh | WFLZ Tampa | WHHH Indianapolis | KKFR Phoenix | KKLQ San Diego |
| KKRZ Portland | KMEL San Francisco | WPGC Washington, D.C. | WPOW Miami | KRBE Houston |
| KSFM Sacramento | WSTR Atlanta | KTFM San Antonio | WZPL Indianapolis | XHTZ San Diego |
| WABB Mobile | KCAQ Oxnard | WDCG Raleigh | KDON Salinas | WGTZ Dayton |
| KHTN Modesto | WIFC Wausau | WJMH Greensboro | KJYO Oklahoma City | KKXX Bakersfield |
| KLUC Las Vegas | WMEE Fort Wayne | WPXY Rochester | KQMQ Honolulu | WSNX Grand Rapids |
| WTIC Hartford | WVKS Toledo | WVSR Charleston | KWIN Stockton | WWKZ Tupelo |
| | KWNZ Reno | WZEE Madison | And Many More! | |

Early Chart Action!

- | | | | |
|---------------------|---------------------------|----------------------|----------------------|
| WHYI Miami 28-1* | KBOS Fresno 10-4* | KBXX Houston D-6* | WLUM Milwaukee D-10* |
| KUBE Seattle 23-10* | KSOL San Francisco 20-17* | KHQT San Jose 26-19* | WXKS Boston 28-26* |

LP “All -4-One” In Stores April 12th!



collective soul

“shine”

9 New Adds!

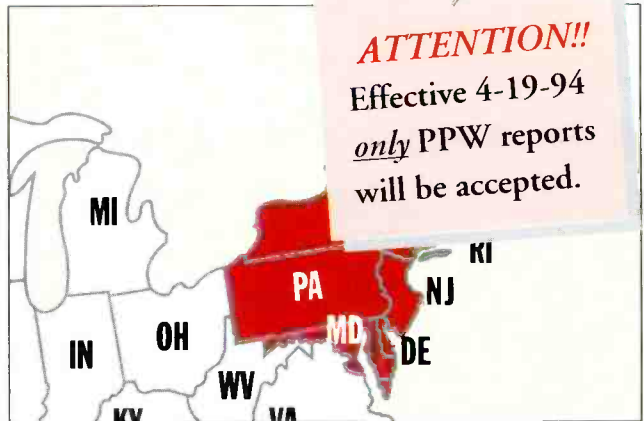
- | | | | | |
|---------------------------|--------------------------|------------------------|-----------------|------------|
| WEDJ Charlotte | WNNX Atlanta | WABB Mobile | WBBO Greenville | KHTT Tulsa |
| KLYV Dubuque | WBHT Wilkes-Barre | KCPI Albert Lea | WYYS Ithaca | |
| WRQK Canton 13-8* | KIOC Beaumont 20-12* | WRFY Reading 20-14* | | |
| WYCR York 24-19* | WAAL Binghamton 26-22* | WNNK Harrisburg 30-26* | | |
| WVKS Toledo 31-27* | WWCK Flint 31-28* | WWKZ Tupelo 34-28* | | |
| WHHY Montgomery 32-29* | KDUK Eugene 34-30* | WAOA Melbourne 39-32* | | |
| KJYO Oklahoma City 36-33* | WKRZ Wilkes-Barre 37-34* | | | |

TV Stress!



N O R T H E A S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	COUNTING CROWS. Mr. Jones	44	42.3	1859
2	BIG MOUNTAIN. Baby I Love Your Way	41	43.1	1767
3	ACE OF BASE. The Sign	39	41.8	1632
4	PRINCE. The Most Beautiful Girl In The World	41	37.8	1550
5	MADONNA. I'll Remember	42	34.4	1446
6	CRASH TEST DUMMIES. MMM MMM MMM MMM	39	35.0	1366
7	BRUCE SPRINGSTEEN. Streets Of Philadelphia	33	39.8	1315
8	RICHARD MARX. Now And Forever	35	34.4	1203
9	MARIAH CAREY. Without You	33	33.6	1109
10	ENIGMA. Return To Innocence	36	30.4	1096
11	TEVIN CAMPBELL. I'm Ready	33	32.9	1086
12	ALL-4-ONE. So Much In Love	27	35.8	966
13	JANET JACKSON. Because Of Love	34	28.2	958
14	MELISSA ETHERIDGE. Come To My Window	36	26.3	948
15	CELINE DION. The Power Of Love	29	31.9	926
16	GENERAL PUBLIC. I'll Take You There	34	26.6	905
17	BONNIE RAITT. Love Sneakin' Up On You	35	24.9	873
18	GIN BLOSSOMS. Found Out About You	29	28.7	831
19	JULIET ROBERTS. I Want You	29	28.7	831
20	THE BRAND NEW HEAVIES. Dream On Dreamer	30	26.5	794
21	BABYFACE. And Our Feelings	24	33.0	793
22	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	28	26.7	748
23	ROSCO MARTINEZ. Neon Moonlight	27	26.7	722
24	10,000 MANIACS. Because The Night (from MTV Unplugged)	27	26.7	721
25	MEAT LOAF. Rock And Roll Dreams Come Through	28	24.4	682



NORTHEAST REGIONAL ANALYSIS

MAJOR GAINER:

•Enigma jumps into the Top 10 (from 18th last week) with 1,096 total regional Plays Per Week.

UP-AND-COMING:

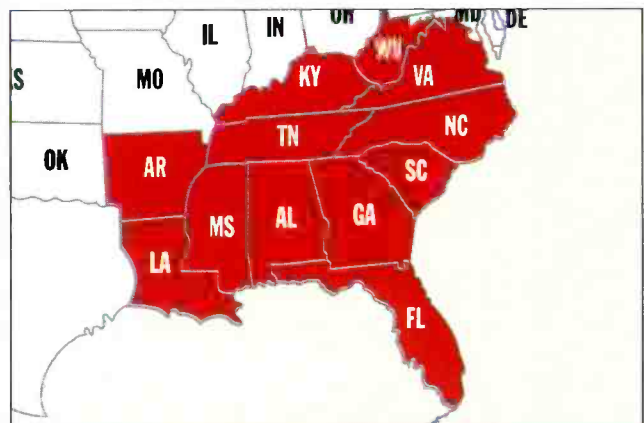
•Songs continuing to show growth include Madonna (7th to 5th), Crash Test Dummies (8th to 6th) and Juliet Roberts (24th to 18th). Also working are Toni Braxton (#30), Alice In Chains (#34), Beck (#41) and The Breeders (#42).

PLEASE NOTE:

Beginning this week, call in or fax only your Plays Per Week playlist. Please get your information in by TUESDAY at 5 pm Pacific Time.

S O U T H

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	COUNTING CROWS. Mr. Jones	42	41.8	1754
2	BIG MOUNTAIN. Baby I Love Your Way	44	37.9	1667
3	ACE OF BASE. The Sign	43	38.6	1660
4	PRINCE. The Most Beautiful Girl In The World	37	40.5	1498
5	MADONNA. I'll Remember	44	32.0	1406
6	BRUCE SPRINGSTEEN. Streets Of Philadelphia	43	32.3	1387
7	ALL-4-ONE. So Much In Love	32	40.5	1296
8	MARIAH CAREY. Without You	38	33.8	1283
9	CRASH TEST DUMMIES. MMM MMM MMM MMM	38	33.2	1262
10	RICHARD MARX. Now And Forever	37	34.1	1262
11	BONNIE RAITT. Love Sneakin' Up On You	37	29.9	1105
12	ROSCO MARTINEZ. Neon Moonlight	37	26.8	993
13	TONI BRAXTON. You Mean The World To Me	38	25.7	975
14	ENIGMA. Return To Innocence	36	26.8	963
15	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	29	31.3	909
16	MELISSA ETHERIDGE. Come To My Window	33	27.1	894
17	JANET JACKSON. Because Of Love	31	27.4	850
18	TEVIN CAMPBELL. I'm Ready	28	28.9	810
19	CELINE DION. The Power Of Love	28	28.9	808
20	JULIET ROBERTS. I Want You	35	22.6	790
21	THE BRAND NEW HEAVIES. Dream On Dreamer	31	25.3	783
22	BABYFACE. And Our Feelings	29	25.6	743
23	GENERAL PUBLIC. I'll Take You There	28	25.6	718
24	MICHAEL BOLTON. Completely	34	20.4	693
25	THE CRANBERRIES. Dreams	28	23.6	660



SOUTH REGIONAL ANALYSIS

MAJOR GAINER:

•Madonna jumps from 10th to 5th most-played in the South, adding 350 total plays.

UP-AND-COMING:

•Prince continues to add rotations in the South and moves from 9th to 4th most-played. Also hot are Tevin Campbell (debut #18), Juliet Roberts (debut #20), The Brand New Heavies (24th to 21st) and General Public (31st to 23rd).

PLEASE NOTE:

Beginning this week, call in or fax only your Plays Per Week playlist. Please get your information in by TUESDAY at 5 pm Pacific Time.

COOLIO



wants to take you on a

FANTASTIC VOYAGE

the new trunka funk single from the forthcoming debut album. slide, slide, slippity slide.

Airplay Leaders:

Power 106 Los Angeles 24-22* 22 Plays! KUBE Seattle #48* 10 Plays!
KWIN Stockton 31-23* 24 Plays!

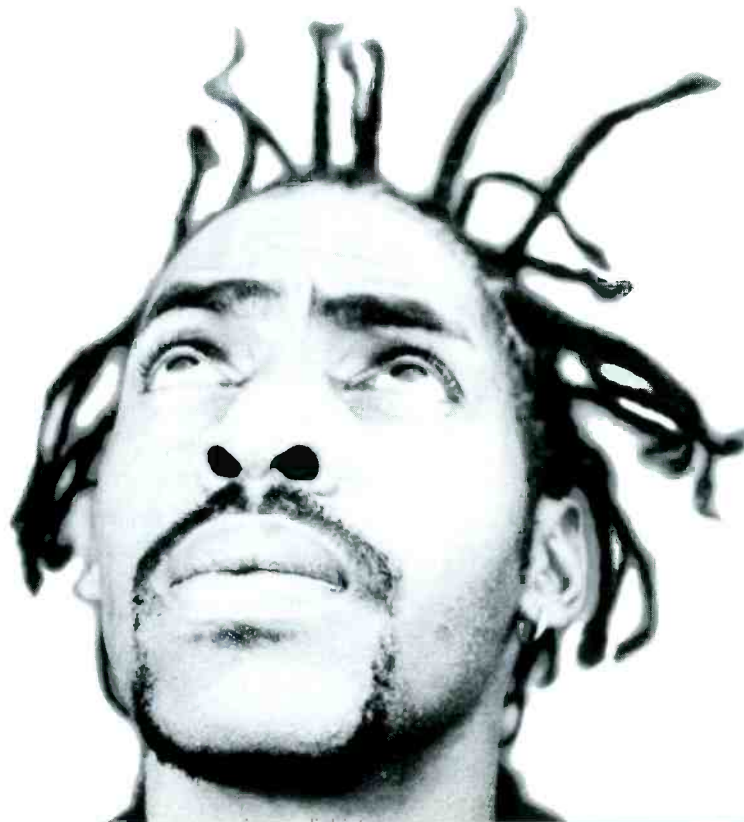
Early Buzz:

KBXX Houston
Z90 San Diego

WJMN Boston
KMEL San Francisco

WKSS Hartford
FM102 Sacramento

WHYT Detroit
KKXX Bakersfield



G R E A T L A K E S

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	COUNTING CROWS. Mr. Jones	38	42.6	1619
2	ALL-4-ONE. So Much In Love	38	41.6	1582
3	ACE OF BASE. The Sign	37	42.7	1579
4	BIG MOUNTAIN. Baby I Love Your Way	39	38.9	1518
5	PRINCE. The Most Beautiful Girl In The World	38	39.6	1503
6	BRUCE SPRINGSTEEN. Streets Of Philadelphia	34	38.3	1303
7	MARIAH CAREY. Without You	34	36.1	1229
8	RICHARD MARX. Now And Forever	36	32.6	1174
9	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	31	36.6	1134
10	MADONNA. I'll Remember	38	29.7	1128
11	CRASH TEST DUMMIES. MMM MMM MMM MMM	34	33.0	1121
12	JANET JACKSON. Because Of Love	32	32.1	1026
13	BONNIE RAITT. Love Sneakin' Up On You	33	31.1	1025
14	MELISSA ETHERIDGE. Come To My Window	35	27.9	975
15	TEVIN CAMPBELL. I'm Ready	30	32.0	960
16	BABYFACE. And Our Feelings	32	27.6	884
17	ENIGMA. Return To Innocence	35	25.3	884
18	MEAT LOAF. Rock And Roll Dreams Come Through	26	31.5	820
19	THE BRAND NEW HEAVIES. Dream On Dreamer	30	26.1	782
20	ROSCO MARTINEZ. Neon Moonlight	29	25.2	732
21	CELINE DION. The Power Of Love	21	31.8	668
22	GENERAL PUBLIC. I'll Take You There	26	24.8	645
23	JULIET ROBERTS. I Want You	27	23.2	626
24	SALT-N-PEPA w/EN VOGUE. Whatta Man	22	27.4	603
25	MICHAEL BOLTON. Completely	27	22.0	594


GREAT LAKES REGIONAL ANALYSIS
MAJOR GAINER:

•Counting Crows finally adds the Great Lakes region to its list of #1's, adding 150 total plays over last week.

UP-AND-COMING:

•Big Mountain, Prince and Madonna all continue to grow within the Top 10. Other hot titles include Crash Test Dummies (16th to 11th), Tevin Campbell (19th to 15th) and The Brand New Heavies (15th to 19th).

PLEASE NOTE:

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M I D W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	COUNTING CROWS. Mr. Jones	39	43.0	1676
2	ACE OF BASE. The Sign	35	44.5	1557
3	CRASH TEST DUMMIES. MMM MMM MMM MMM	39	39.3	1533
4	BIG MOUNTAIN. Baby I Love Your Way	37	41.3	1527
5	PRINCE. The Most Beautiful Girl In The World	36	41.0	1475
6	BRUCE SPRINGSTEEN. Streets Of Philadelphia	38	37.2	1414
7	ALL-4-ONE. So Much In Love	36	37.1	1336
8	MARIAH CAREY. Without You	30	43.2	1296
9	MADONNA. I'll Remember	38	31.6	1199
10	ENIGMA. Return To Innocence	37	28.1	1039
11	BONNIE RAITT. Love Sneakin' Up On You	35	28.3	992
12	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	24	35.1	842
13	ROSCO MARTINEZ. Neon Moonlight	31	24.8	770
14	RICHARD MARX. Now And Forever	27	28.4	766
15	JANET JACKSON. Because Of Love	22	33.6	740
16	BABYFACE. And Our Feelings	25	29.2	731
17	THE CRANBERRIES. Dreams	23	31.0	714
18	CELINE DION. The Power Of Love	22	32.3	711
19	THE BRAND NEW HEAVIES. Dream On Dreamer	27	25.9	700
20	TEVIN CAMPBELL. I'm Ready	22	29.7	653
21	GENERAL PUBLIC. I'll Take You There	28	22.6	633
22	BECK. Loser	29	21.8	631
23	MELISSA ETHERIDGE. Come To My Window	23	26.8	617
24	SALT-N-PEPA w/EN VOGUE. Whatta Man	21	28.6	600
25	TONI BRAXTON. You Mean The World To Me	29	20.6	596


MIDWEST REGIONAL ANALYSIS
MAJOR GAINER:

•Crash Test Dummies make their MMMove to the top, jumping from 7th to 3rd most-played and adding 150 total plays.

UP-AND-COMING:

•Hot songs include Enigma (16th to 10th), The Brand New Heavies (24th to 19th) and General Public (debuts #21). Also doing well are Juliet Roberts (#27), Alice In Chains (#28) and The Breeders (#35).

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“i’m ready”

tevin campbell



Moves 12-8*



Stress!

SoundScan LP #26*

Total Sales Of 1.5 Million!

4 Week Sales Trend:

40686-41240-45043-41179

Close Out Adds Include:

WABB Mobile
WVIC Lansing

WDCG Raleigh
KZMG Boise

WLAN Lancaster
KCGQ Cape Girardeau

KQKQ Omaha
WDJB Fort Wayne

WTIC Hartford
WKHI Ocean City

On Over 170 Top 40 Stations!

WIOQ Philadelphia 5-1*

WERQ Baltimore #2*

WFLZ Tampa #2*

KMEL San Francisco 4-2*

WWKX Providence 6-2*

KBXX Houston #3*

WHHH Indianapolis 4-3*

WQHT New York 10-3*

WJMN Boston 7-4*

KTFM San Antonio 9-4*

KKLQ San Diego 11-6*

WLUM Milwaukee 10-6*

KSOL San Francisco 17-6*

KSFM Sacramento 9-7*

KHQT San Jose 13-8*

WHYT Detroit 12-8*

WPGC Washington, D.C. #10*

WBZZ Pittsburgh 13-11*

KGGI Riverside 14-11*

KUBE Seattle #11*

WXKS Boston #11*

WZJM Cleveland #11*

KPWR Los Angeles 16-12*

KUTQ Salt Lake City 15-13*

XHTZ San Diego #16*

WPRO Providence 19-17*

WPOW Miami 25-19*

WZPL Indianapolis 23-19*

KKRZ Portland 27-23*

KISF Kansas City 27-24*

WNVZ Norfolk #26*

BDS All Format Over 4000 Detections! BDS Top 40 Near 3000 Detections!

Monitor Top 40/Mainstream 28-26* Monitor Top 40/Rhythm-Crossover 4-6*

SoundScan Single 17-16*

4 Week Sales Trend:

16482-18501-23674-25639



“da booty call”

da k.o. boyz

Early Adds!

KBXX Houston

WFLZ Tampa

WIOQ Philadelphia 27 Plays

WPGC Washington,

Winner Of The KMEL “Battle Of The Jams”

5 Days In A Row!



“get down to it”

tbftbt

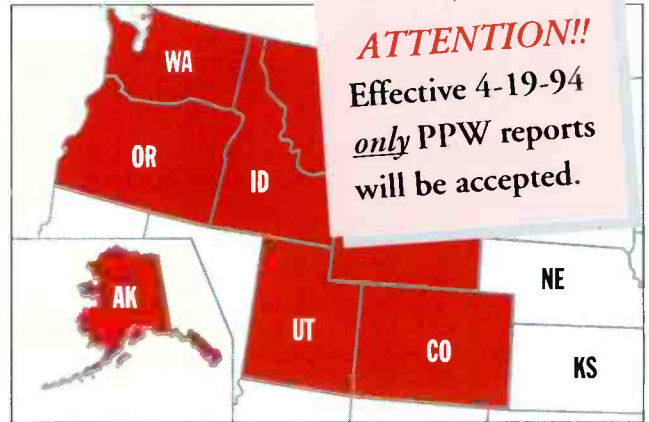
Happening At Z90 San Diego,

KLYV Dubuque And KOKZ Waterloo!



NORTHWEST/ROCKIES

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BIG MOUNTAIN. Baby I Love Your Way	20	38.3	765
2	ACE OF BASE. The Sign	21	33.9	711
3	PRINCE. The Most Beautiful Girl In The World	19	37.1	704
4	COUNTING CROWS. Mr. Jones	17	38.9	661
5	CRASH TEST DUMMIES. MMM MMM MMM MMM	18	35.6	641
6	BRUCE SPRINGSTEEN. Streets Of Philadelphia	19	32.5	617
7	MADONNA. I'll Remember	20	29.2	583
8	ALL-4-ONE. So Much In Love	16	34.4	550
9	ENIGMA. Return To Innocence	20	27.3	545
10	TEVIN CAMPBELL. I'm Ready	14	33.7	472
11	TONI BRAXTON. You Mean The World To Me	19	24.8	471
12	THE BRAND NEW HEAVIES. Dream On Dreamer	18	26.1	470
13	BONNIE RAITT. Love Sneakin' Up On You	16	27.5	440
14	ROSCO MARTINEZ. Neon Moonlight	15	29.1	436
15	RICHARD MARX. Now And Forever	13	32.7	425
16	MARIAH CAREY. Without You	15	28.1	422
17	GENERAL PUBLIC. I'll Take You There	17	24.7	420
18	TOM PETTY & THE HEARTBREAKERS. Mary Jane's Last Dance	13	31.2	405
19	ETERNAL. Stay	12	28.3	340
20	MELISSA ETHERIDGE. Come To My Window	9	36.4	328
21	BECK. Loser	12	26.8	322
22	MICHAEL BOLTON. Completely	14	22.2	311
23	SALT-N-PEPA w/EN VOGUE. Whatta Man	9	33.9	305
24	JULIET ROBERTS. I Want You	11	27.1	298
25	BABYFACE. And Our Feelings	11	27.1	298



NORTHWEST/ROCKIES REGIONAL ANALYSIS

MAJOR GAINER:

•Big Mountain climbs into the most-played position in this region, adding close to 100 new rotations.

UP-AND-COMING:

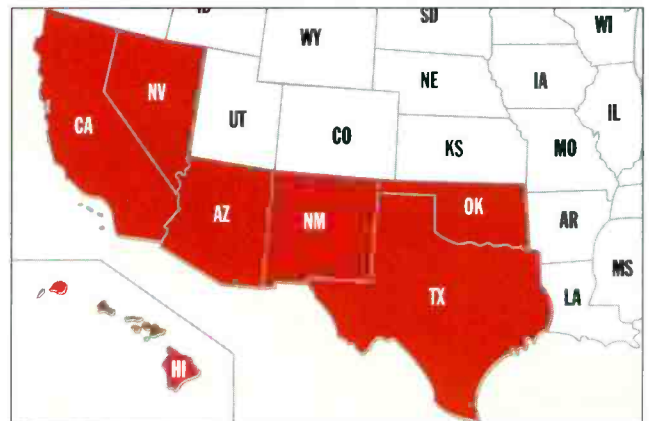
•Tevin Campbell moves into the Top 10. Also gaining additional rotations are Toni Braxton (23rd to 11th), General Public (20th to 17th), Beck (24th to 21st) and Juliet Roberts (debut #24). Also working are Morrissey (#26) and Alice In Chains (#29).

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W E S T

TW	ARTIST/SONG	STNS.	AVG. PPW	PLAYS
1	BIG MOUNTAIN. Baby I Love Your Way	39	49.6	1933
2	ACE OF BASE. The Sign	37	50.9	1883
3	PRINCE. The Most Beautiful Girl In The World	42	44.3	1862
4	MARIAH CAREY. Without You	36	44.4	1598
5	MADONNA. I'll Remember	37	41.1	1521
6	ALL-4-ONE. So Much In Love	36	35.4	1276
7	TEVIN CAMPBELL. I'm Ready	34	36.0	1224
8	SALT-N-PEPA w/EN VOGUE. Whatta Man	29	40.3	1170
9	JANET JACKSON. Because Of Love	30	38.1	1144
10	COUNTING CROWS. Mr. Jones	29	38.7	1122
11	ENIGMA. Return To Innocence	31	33.5	1039
12	CELINE DION. The Power Of Love	26	38.2	994
13	US3. Cantaloup (Flip Fantasia)	23	42.7	983
14	R. KELLY. Bump N' Grind	26	37.5	976
15	CRASH TEST DUMMIES. MMM MMM MMM MMM	27	33.3	900
16	RICHARD MARX. Now And Forever	20	38.8	776
17	JULIET ROBERTS. I Want You	25	28.9	723
18	TONI BRAXTON. You Mean The World To Me	29	22.9	665
19	OVIS. Regular Thang	16	38.3	612
20	ZHANÉ. Groove Thang	22	27.4	602
21	ROSCO MARTINEZ. Neon Moonlight	22	27.2	598
22	BRUCE SPRINGSTEEN. Streets Of Philadelphia	20	29.7	594
23	THE CRANBERRIES. Dreams	23	25.7	590
24	BONNIE RAITT. Love Sneakin' Up On You	24	24.6	590
25	BABYFACE. And Our Feelings	18	32.8	590



WEST REGIONAL ANALYSIS

MAJOR GAINER:

•Big Mountain is also #1 in the West. "Baby I Love Your Way" moves from 4th to most-played regionally.

UP-AND-COMING:

•Songs showing continued growth include Madonna (9th to 5th), Enigma (14th to 11th), Juliet Roberts (debut #17) and Toni Braxton (21st to 18th). Ovis, I To I and Warren G. & Nate Dogg are also happening.

PLEASE NOTE:

Beginning this week, call in or fax only your Plays Per Week playlist. Please get your information in by TUESDAY at 5 pm Pacific Time.

PPW Regional Analysis By Pat Gillen

Indelible melodies. Enduring emotions. Timeless soul.

Always Erasure.

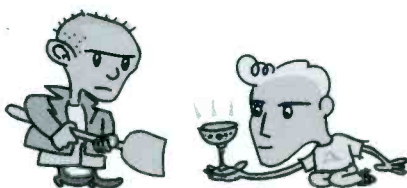
Most Added!

New Airplay Includes:

KRBE 30 Plays
WKBQ

KKFR 38 Plays
WPOW

B97 13 Plays
KROQ



e r a s u r e

Always

KHFI 21 Plays

WLAN
WHHY
KCHX
KTMT
KLYV

WXXL 20 Plays

WBBO
WAPE 17 Plays
KIOC
WGLU
KTRS

WTWR 17 Plays

WBBQ
KJYO
WZOQ
KQKQ
KIOC

The premiere single and video from the forthcoming album **I Say I Say I Say**

Produced by Martyn Ware



On Elektra Compact Discs and **dialog**® cassettes.

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THE CHARTS

THE next 40

COMPUTER GENERATED AIRPLAY REPORTS

RANK	ARTIST/SONG/LABEL	TOTAL PLAYS
41	PHIL COLLINS. Everyday (Atlantic/AG)	1738
42	AEROSMITH. Amazing (Geffen)	1682
43	SHERYL CROW. Leaving Las Vegas (A&M)	1638
44	JIMMY CLIFF. I Can See Clearly Now (Chaos)	1629
45	COLOR ME BADD. Choose (Giant/Reprise)	1573
46	HEART. The Woman In Me (Capitol)	1500
47	TAYLOR DAYNE. I'll Wait (Arista)	1412
48	CECE PENISTO. I'm In The Mood (A&M)	1367
49	LITTLE TEXAS. What Might Have Been (WB)	1346
50	SMASHING PUMPKINS. Disarm (Virgin)	1299
51	OVIS. Regular Thang (Restless)	1276
52	BRYAN ADAMS. Please Forgive Me (A&M)	1255
53	LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	1250
54	NIRVANA. All Apologies (DGC)	1174
55	BRYAN ADAMS/STING/ROD STEWART. All For Love (A&M/Hollywood)	1153
56	MICHAEL BOLTON. Said I Loved You...But I Lied (Columbia)	1113
57	PHIL COLLINS. We Wait And We (Atlantic/AG)	1085
58	ACE OF BASE. All That She Wants (Arista)	1075
59	COLLECTIVE SOUL. Shine (Atlantic/AG)	1038
60	CELINE DION. Misled (550 Music)	1031
61	MARIAH CAREY. Hero (Columbia)	1019
62	WHITNEY HOUSTON. Queen Of The Night (Arista)	1003
63	JOSHUA KADISON. Jessie (SBK/ERG)	973
64	ACE OF BASE. Don't Turn Around (Arista)	910
65	LISETTE MELENDEZ. Will You Ever Save Me (Fever/ral/Chaos)	875
66	COLOR ME BAD. Let's Start With Forever (Giant/Reprise)	858
67	HEART. Will You Be There (In The Morning) (Capitol)	844
68	DEF LEPPARD. Miss You In A Heartbeat (Mercury)	838
69	I TO I. The Right Time (Next Plateau/London/PLG)	838
70	JAMES. Laid (Fontana/Mercury)	837
71	SNOOP DOGGY DOGG. Gin And Juice (Death Row/Interscope/AG)	788
72	GABRIELLE. I Wish (Go! Discs/London/PLG)	782
73	A LIGHTER SHADE BROWN. Hey DJ (Mercury)	760
74	BILLY JOEL. Lullabye (Goodnight, My Angel) (Columbia)	754
75	VINCE GILL & GLADYS. Ain't Nothing Like The Real Thing (MCA)	723
76	CRACKER. Low (Virgin)	721
77	ALL-4-ONE. I Swear (Atlantic/AG)	716
78	MR. BIG. Ain't Seen Love Like That (Atlantic/AG)	712
79	SALT-N-PEPA. Shoop (Next Plateau/London/PLG)	707
80	THE KNACK. My Sharona (RCA)	698
81	THE CRANBERRIES. Linger (London/PLG)	674

MOST ADDED

RANK	ARTIST/SONG/LABEL	TOTAL ADDS
1.	CELINE DION. Misled (550 Music)	102
2.	ALL-4-ONE. I Swear (Blitz/Atlantic/AG)	60
3.	ERASURE. Always (Mute/Elektra)	37
4.	GABRIELLE. I Wish (Go! Discs/London/PLG)	36
5.	SHERYL CROW. Leaving Las Vegas (A&M)	26
6.	SWV. Anything (RCA)	23
7.	JOSHUA KADISON. Beautiful In My Eyes (SBK/ERG)	22
7.	XSCAPE. Love On My Mind (So So Def/Columbia)	22
9.	LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	21
10.	PHIL COLLINS. We Wait And We Wonder (Atlantic/AG)	17
10.	WARREN G. & NATE DOGG. Regulate (Death Row/Interscope/AG)	17
12.	LISETTE MELENDEZ. Will You Ever Save Me (Fever/ral/Chaos)	15
12.	TAYLOR DAYNE. I'll Wait (Arista)	15
14.	BABBLE. Take Me Away (Sire/Reprise)	13
14.	VINCE GILL & GLADYS KNIGHT. Ain't Nothing Like The Real Thing (MCA)	13

MOST REQUESTED

RANK	ARTIST/SONG	LABEL
1.	CRASH TEST DUMMIES. MMM MMM MMM MMM	Arista
2.	BECK. Loser	Bong Load/DGC
3.	ALL-4-ONE. So Much In Love	Blitz/Atlantic/AG
4.	ACE OF BASE. The Sign	Arista
5.	SALT-N-PEPA w/EN VOGUE. Whatta ManNext	Plateau/London/PLG
6.	ENIGMA. Return To Innocence	Chrisma/Virgin
7.	R. KELLY. Bump N' Grind	Jive
8.	MADONNA. I'll Remember	Maverick/Sire/WB
9.	PRINCE. The Most Beautiful Girl In The World	N.P.G. Records/Bellmark
10.	COUNTING CROWS. Mr. Jones	DGC

ATTENTION:
 Effective
 4.19.94
 only PPW
 reports will be
 accepted.

BIN BURNERS

RECORDS ENJOYING THE BIGGEST SALES INCREASES OVER THE PREVIOUS WEEK

1 PINK FLOYD

The Division Bell
Columbia



"With first week totals bigger than Pearl Jam's, Pink Floyd completes a record-breaking first week with their landmark release."

—Michael Toppe, *Best Buy*

Pink Floyd adds to their long lineage with *The Division Bell*, the release that millions hoped for and finally got! Making music history is one of many things that Pink Floyd is about — remember, *Dark Side Of The Moon* just hit 13 million in sales, making it the fourth best-selling album of all time!

Speaking of sales, if you think *The Division Bell* debuted anywhere but #1* on the Retail Chart, it's time to get out of the music business! With 2.2 million already tallied, 200 accounts show chart debuts, 178 of which are #1s.

Album Rock radio is already pounding three tracks: "Keep Talking" is #1*, while "What Do You Want From Me" hits the airwaves at #21* and "Take It Back" at #23*. The mega-tour will be playing at a stadium near you.

Regional Sales Breakout: You name the place, it's #1.

Primary Media Exposure: Saturation Album Rock radio play has alerted the millions.

2 VARIOUS ARTISTS

Above The Rim Soundtrack
Death Row/Interscope/AG



"When customers ask about new releases, I show them this beauty and it's an automatic sale!"

—Duke Ward, *Side 1 Music/Richmond*

The film is a Top-10 box office draw and radio support is intense. Al B. Sure's "I'm Still In Love With You" and H-Town's "Part Time Lover" are whacking Urban Radio (as part of a well-marketed double A-side single), while Nate Dogg & Warren G.'s "Regulate" is the #2 Most-Added Rap single and one of the most-added at Top 40 as well.

This isn't just a handful of hip artists thrown together to help make a sale. It's a definite best-seller, instead of a quick seller! *Above The Rim* would have owned the top of the Retail Chart had it not been for Pink Floyd's stunning performance, so #2* it is!

Regional Sales Breakout: West and Midwest strongest regions. Hot on the entire West Coast, Cincinnati, Detroit, Tennessee, the Carolinas, Philadelphia, Cleveland, Chicago and upstate New York.

Primary Media Exposure: Word-of-mouth of film and CD, plus in-store play, turning on new buyers.

3 MONKS OF SANTIAGO

Chant
Angel



"Sales have gone absolutely crazy!"

—Cherie Breaux, *Tower/Chicago*

The Benedictine Monks of Santo Domingo De Silos seem to be satisfying America's need for a spiritual connection. *Chant* has sold 700,000 units in just about one month's time, with publicity as the main impetus for sales.

However, marketing plans are in motion to carry sales even further. Says Angel VP of Sales Gilbert Heatherwick: "With the marketing and cable TV advertising kicking in, we've moved even further ahead. CEMA is planning a totally outrageous, grassroots-level marketing event!"

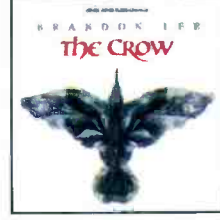
Entertainment Weekly gave *Chant* an "A" review and printed hilarious cartoons such as a marquee that has the Monks opening for Ministry and The Pope grooving to *Chant* on a Walkman next to a poster of "Meet The Monks" (with four monks positioned like a certain famous cover). *Chant* flies 9-5* on the Retail Chart.

Regional Sales Breakout: The coasts are hottest, including California, New York and New England.

Primary Media Exposure: Word-of-mouth has now overtaken the press blitz.

4 VARIOUS ARTISTS

The Crow Soundtrack
Atlantic/AG



"Radio is at least three cuts deep, and with today's most important bands in the lineup, The Crow flies 25-5."

—Mike Myers, *Zia Records/Phoenix*

Before anyone knew anything about the soundtrack to the film, *The Crow*, Brandon Lee's tragic death dominated the news regarding this film. Although the film's not due until late May, its soundtrack is steamrolling like a runaway semi headed downhill!

As of now, Atlantic Records is not working any one track, but Album Rock radio has picked up on Stone Temple Pilots' "Big Empty," while Alternative and Hard Rock programmers are also all over it. Thus, the buzz spreads and sales are immediately reflected. Second-week activity on *The Crow* leads to a 40-31* leap up the Retail Chart. But this is only the beginning!

Regional Sales Breakout: South and West hottest regions with Midwest not far behind. Southern California, Arizona, Boston, St. Louis, the Carolinas, Atlanta, Cincinnati.

Primary Media Exposure: Word-of-mouth buzz is building, but in-store play and video play are also spreading the word.

5 BOZ SCAGGS

Some Change
Virgin



"I love this record! It's real smooth and just perfect for our market."

—Joe Kboudi, *All That Jazz/Steamboat Springs*

Although Boz Scaggs has recorded several solo albums, he is perhaps best known for *Silk Degrees*, which sold six million copies. That was in 1976, and Boz followed *Silk* with three more Platinum albums.

The first single and title track, "Some Change," has just graced Album Rock playlists, while Adult Rock Radio has gone head-over-heels for it. Boz will tour in support of *Some Change*.

No hype necessary here, folks! *Some Change* is bound for greatness as well, with 10 solid songs that mix Scaggs' Blues/R&B past with happenin' Pop. *Rolling Stone* gave *Some Change* four stars. With the buzz from his fans and initial press exposure, Boz Scaggs segues back into the stores with savoir faire, as *Some Change* hits the Retail Chart at #66*.

Regional Sales Breakout: West region heaviest by far. Midwest and East bunched together behind it.

Primary Media Exposure: The word-of-mouth from Scaggs' devoted fan base comprise early sales buzz.

The Breeders "divine hammer"

Active!

On Over 100 Top 40 Radio Stations Including:

WHTZ 16 Plays

WEDJ 17 Plays

B97 13 Plays

KRBE 8 Plays

KKLQ 14 Plays

WAPI 15 Plays

WKSJ 13 Plays

WHYY 30 Plays

WZAT 14 Plays

WOVV 15 Plays

KHTT 26 Plays

WFMF 10 Plays

WYCR 28 Plays

WPST 20 Plays

WFHN 23 Plays

WKCI 11 Plays

WZPK 12 Plays

WVSR 14 Plays

KWTO 13 Plays

WWCK 18 Plays

KKRD 10 Plays

KIMN 22 Plays



COME TO WHERE LOVE AND MADNESS FIND A MUTUAL GROOVE.

ALISON MOYET
WHISPERING YOUR NAME

THE FIRST SONG FROM HER ACCLAIMED NEW ALBUM "ESSEX".

AVAILABLE IN TWO DISTINCT VERSIONS: SINGLE REMIX* AND ALBUM ACOUSTIC. THE CHOICE, AS ALWAYS, IS YOURS.

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*ADDITIONAL PRODUCTION AND REMIX
BY STEVE ROCKET AND JOHNNY NITRATE.
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