Interview With
DISCOVERY RECORDS'
Syd Birenbaum
Jack Ashton

Hotline:
DANCE MUSIC
Bruce Sc James
Michael Martin
Joe Dawson

Overnight
Buzz Records
Tina Arena “Chains”
Bush “Machinehead”
Hoodie & The Blowfish “Old Man & Me (When I Get To Heaven)”
Joan Jett And The Blackhearts “Love Is All Around”
Billie Ray Martin “Your Loving Arms”

Editorial:
Who Cares?
Penguins:
Columbia’s Cheryl Khaner
Interscope’s Nino Cuccinello
"In The Summertime"
by Grammy Award Winner
Shaggy
featuring Rayvon

from
flipper

MUSIC FROM THE MOTION PICTURE

Album Produced By Tim Sexton
Get AMPed: http://www.mca.com/mca_records
### Most Added

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>Total/Adds</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. ADAM CLAYTON &amp; LARRY MULLEN. Theme From Mission: Impossible (Island)</td>
<td>90/89</td>
</tr>
<tr>
<td>3. MICHAEL JACKSON. They Don't Care About Us (MJU Music/Epic)</td>
<td>32/30</td>
</tr>
<tr>
<td>4. BILLIE RAY MARTIN. Your Loving Arms</td>
<td>73/29</td>
</tr>
<tr>
<td>5. NIXONS. Sinner (MCJ)</td>
<td>43/28</td>
</tr>
<tr>
<td>6. SPANK. MTTY KQXY WKBX KXJO KGQZ WQRG WOSQ KSRR WWCK</td>
<td>50/27</td>
</tr>
<tr>
<td>7. GEORGE MICHAEL. Fast Love (DreamWorks/Geffen)</td>
<td>157/26</td>
</tr>
<tr>
<td>8. THE CRANBERRIES. Salvation (Island)</td>
<td>108/19</td>
</tr>
<tr>
<td>9. OASIS. Champagne Supernova (Epic)</td>
<td>55/19</td>
</tr>
<tr>
<td>10. VAN HALEN. Humans Being (WB)</td>
<td>19/19</td>
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### Most Accelerated

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>Increased Airplay</th>
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<tbody>
<tr>
<td>1. GEORGE MICHAEL. Fast Love (DreamWorks/Geffen)</td>
<td>+2103</td>
</tr>
<tr>
<td>2. HOOTIE &amp; THE BLOWFISH. Old Man &amp; Me (When I Get To Heaven) (Atlantic/AG)</td>
<td>+739</td>
</tr>
<tr>
<td>3. BILLIE RAY MARTIN. Your Loving Arms (Sire/EG)</td>
<td>+685</td>
</tr>
<tr>
<td>4. THE CRANBERRIES. Salvation (Island)</td>
<td>+682</td>
</tr>
<tr>
<td>5. DEEP BLUE SKY. Haalo (Rhammker/Interscope/AG)</td>
<td>+675</td>
</tr>
<tr>
<td>6. TRACY CHAPMAN. Give Me One Reason (Elektra/EG)</td>
<td>+628</td>
</tr>
<tr>
<td>7. LA BOUCHE. Sweet Dreams (RCA)</td>
<td>+605</td>
</tr>
<tr>
<td>8. THE FUGEES. Killing Me Softly (Ruffhouse/Columbia/CRC)</td>
<td>+575</td>
</tr>
<tr>
<td>9. JARS OF CLAY. Flood (Silvertone)</td>
<td>+524</td>
</tr>
<tr>
<td>10. COLOR ME BADD. The Earth, The Sun, The Rain (Interscope/AG)</td>
<td>+508</td>
</tr>
</tbody>
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### Country

<table>
<thead>
<tr>
<th>Artist/Song</th>
<th>2W</th>
<th>1W</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Shania Twain. You Win My Love (Mercury)</td>
<td>7934 7768 7398</td>
<td></td>
</tr>
<tr>
<td>2. John M. Montgomery. Long As I Live (Atlantic)</td>
<td>6666 6856 7656</td>
<td></td>
</tr>
<tr>
<td>3. Faith Hill. Someone Else's Dream (WB)</td>
<td>6468 6704 7404</td>
<td></td>
</tr>
<tr>
<td>4. Jo Dee Messina. Heads Carolina, Tails California (Curb)</td>
<td>6414 6888 7372</td>
<td></td>
</tr>
<tr>
<td>5. Tim McGraw. All I Want Is A Life (Curb)</td>
<td>7081 7023 7288</td>
<td></td>
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### Commercial Alternative

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<th>Artist/Song/Label</th>
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<tbody>
<tr>
<td>1. OASIS. Champagne Supernova (Epic)</td>
<td>986 1040 1098</td>
<td></td>
</tr>
<tr>
<td>2. Stone Temple Pilots. Big Bang Baby (Atlantic/AG)</td>
<td>971 943 948</td>
<td></td>
</tr>
<tr>
<td>3. The Cranberries. Salvation (Island)</td>
<td>769 840 889</td>
<td></td>
</tr>
<tr>
<td>4. Bush. Machinehead (Trauma/Interscope/AG)</td>
<td>727 809 849</td>
<td></td>
</tr>
<tr>
<td>5. Spacehog. In The Meantime (Sire/EG)</td>
<td>933 928 921</td>
<td></td>
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</table>

### Cross Over

<table>
<thead>
<tr>
<th>Artist/Song</th>
<th>2W</th>
<th>1W</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. The Fugees. Killing Me Softly (Ruffhouse/Columbia/CRC)</td>
<td>2139 2267 2311</td>
<td></td>
</tr>
<tr>
<td>2. Mariah Carey. Always Be My Baby (Columbia/CRC)</td>
<td>2415 2360 2223</td>
<td></td>
</tr>
<tr>
<td>3. Celine Dion. Because You Loved Me (50 Music)</td>
<td>1468 1678 1596</td>
<td></td>
</tr>
<tr>
<td>4. Coolio. 1, 2, 3, 4 (Sumpin' New) (Tommy Boy)</td>
<td>1282 1458 1426</td>
<td></td>
</tr>
<tr>
<td>5. R. Kelly. Down Low (Jive)</td>
<td>1397 1424 1375</td>
<td></td>
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### A/C

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>2W</th>
<th>1W</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Celine Dion. Because You Loved Me (50 Music)</td>
<td>5804 5812 5857</td>
<td></td>
</tr>
<tr>
<td>2. Mariah Carey. Always Be My Baby (Columbia/CRC)</td>
<td>3736 4126 4575</td>
<td></td>
</tr>
<tr>
<td>3. The Fugees. Killing Me Softly (Ruffhouse/Columbia/CRC)</td>
<td>4005 4201 4269</td>
<td></td>
</tr>
<tr>
<td>4. Seal. Don't Cry (ZTT/WB)</td>
<td>4151 4096 3762</td>
<td></td>
</tr>
<tr>
<td>5. Everything But The Girl. Missing (Atlantic/AG)</td>
<td>3013 3022 2981</td>
<td></td>
</tr>
</tbody>
</table>

### MTV

**MTV**

- Bone Thugs-N-Harmony, The Crossroads
- The Cure, The 13th
- Everclear, Heartspark Dollarign
- Gloria Estefan, Reach
- Tina Arena, Chains
- Ti Amo, Talula
- I'll Be Extreme, If I Know What I Know Now
- Xscape, Can't Hang

**THE BOX**

- Bryan Adams, The Only Thing That Looks Good
- George Michael, Fast Love
- Shania Twain, You Win My Love
- Van Halen, Human Being
- Weird Al Yankovic, Gang
- The Fugees, Killing Me Softly
- Delinquents, The Delinquents
- MC Lyte / Xscape, Aint On, Kept Up
- No Doubt, Spiders
- The Refreshments, Banditos
John Cook Named PD At KIIS-FM

KHKS Dallas PD Heads For Gannett's Heritage L.A. Station

Gannett Radio appointed John Cook Program Director of KIIS-FM Los Angeles. Previously, Cook spent two years as PD of KHKS Dallas.

Cook replaces Steven Petru, who helped the station improve its numbers among 25-54s, 18-34s and teens. Once Petru decided to return to his own consultancy business, the choice of Cook was obvious as he lead Dallas' Kiss to the #1 crown 12+, as well as #2 in 25-54.

"I witnessed firsthand John's ratings success when we worked together in Houston, and admired his recent ratings success at taking KHKS to #1 12+ and #2 25-54 in Dallas," states KIIS-FM's Pres./GM Roy Laughlin. "We are excited to have secured one of the premiere Top 40 PDs in the country to continue the heritage of success at America's most admired radio station, KIIS-FM."

In fact, Cook started his career at KIIS in 1984 as Research Director. He was promoted to APD at Gannett's KKBQ Houston until Pyramid Broadcasting hired him to be PD at WYXR Philadelphia. Soon thereafter, Gannett hired him back to program KHKS.

"John's previous position at KIIS-FM, along with his successful history at KKBQ and KHKS, make him, without question, the ideal person to program our most valuable property," states Gannett Radio Pres. Gerry DeFrancisco. "We look forward to the addition of his talents to our Los Angeles management team."

"I'm looking forward to working with the great staff at KIIS-FM and the opportunity of taking the station to even higher levels, as well as meet challenges of the coming year," says Cook. "This is the most exciting challenge of my career—to be working at America's premiere radio station."
OmniAmerica And Nationwide Swap Stations
While ARS Expands Into Las Vegas And Sacramento

The new radio buzzword for 1996 is "clusters," as major radio groups continued their efforts to increase the number of stations they own in specific markets. Last week, OmniAmerica and Nationwide swapped three stations to enhance their presence in two major markets, while Atlantic Radio Systems continued to build station monopolies in Sacramento and Las Vegas.

In the east, OmniAmerica traded WMMS and WMJ Cleveland to Nationwide for WOMX Orlando and $43.5 million in cash, which includes a $1.5 million multi-year consulting agreement with OmniAmerica's principals. In a separate transaction, OmniAmerica announced the sale of WHK-AM Cleveland for $6.5 million. With WQAR already in the fold, Nationwide will now host three stations in Cleveland. "This is a good move for NCI," states NCI President Steve Berger. "It will give our company a wonderful opportunity to increase its position in Cleveland, a top-25 market."

Meanwhile, OmniAmerica will bolster its influence in Orlando, as it already has WXXL-FM and recently agreed to purchase WHJ-M FM. "We are very excited about closing these transactions, as Orlando is one of the fastest-growing markets in America," states OmniAmerica Chairman/CEO Carl E. Hirsch. "We will truly have created an enviable presence which includes an Urban Contemporary, a Top 40 and a Hot AC station. Furthermore, the additional cash received out of the Cleveland transaction will enable the company to pay off nearly all of its debts while having one of the strongest presences in three diverse kinds of markets in the dynamic growth state of Florida."

Meanwhile, ARS continued its aggressive acquisition expansion by diving into Sacramento and Las Vegas. Last week, they acquired KSFM/KMJI in Sacramento to complement its pending deals to pick up KYMX-FM, KJTC-AM and (in a separate deal), KSTE-AM. Later on, they went whole hog into Las Vegas by entering into Local Marketing Agreements for KMFQ, KFBM and KVEG-AM. This comes on top of their previous purchase of KJMJ, KLUC and KXNO-AM.

Furthermore, they quickly flipped formats of KFBI from Classic Rock to Alternative and KJMJ from Crossover to Hot AC. For more info on both flips, see the Crossover and Commercial Alternative columns.

Network Group, 1-800-MUSIC NOW Host Charity Fest

14th Annual Weekend Events Benefit T.J. Martell, Neil Bogart Funds

The Network Magazine Group and 1-800-MUSIC NOW have been named co-sponsors of the 14th annual Rock 'N' Charity Celebration that will take place from June 27 to 29 in the Los Angeles area. Money raised at three separate events will benefit the T.J. Martell Foundation and the Neil Bogart Memorial Fund.

1-800-MUSIC NOW will co-sponsor all three events, The Album Network will be its partner for the T.J. Martell/Neil Bogart Celebrity Golf Classic on Thursday, June 27 at the Calabasas Country Club in Calabasas. Network 40 will co-sponsor "After Dark At Hollywood Park" on Friday, June 28 at the Hollywood Park Race track/Casino in Inglewood. Virtually Alternative will co-run a billiards and casino party on Saturday, June 29 at the Hollywood Athletic Club in Hollywood.

Attendance is expected to be at an all-time high for the trio of events, Rock 'N' Charity Celebration Director Jon Scott expects hundreds of thousands of dollars to be raised for the cutting-edge cancer, leukemia and AIDS research done by the T.J. Martell Foundation at Mt. Sinai Hospital in New York, the Neil Bogart Memorial Laboratories at Children's Hospital in Los Angeles and the Frances Williams Preston Laboratories at Vanderbilt University in Nashville.

The Foundation's executive committee consists of A&M Records Chairman/CEO Al Cafaro, Album Network CEO Eli Bird, A&M Records VP Album Promotion J.B. Brenner, Management By Jaffe's Jerry Jaffe, MVP Entertainment's Sam Kaiser, New World Entertainment's Joe Kaznowski, Epic Records Sr. VP Craig Lambert, EMI Records' Sean Lynch, Luanne Nast, consultant Bill Richards and KISW Seattle PD Steve Young. They will lead a veritable army of conscientious volunteers who will work hard to ensure that the 14th annual celebration is as successful as possible.

"Not only is the T.J. Martell Foundation a dedicated organization committed to finding a cure, but time and time again, the Foundation has come to the aid of numerous music industry professionals who have been diagnosed with cancer," states Network Magazine Group Publisher Gary Bird. "We are appreciative of their ongoing efforts and proud to step up as title sponsors of these exciting and worthwhile events. We urge all of you to get involved by helping the T.J. Martell Foundation raise much-needed funds to combat diseases which, unfortunately, affect our community on a daily basis."

For more information, call the T.J. Martell/Neil Bogart Fund offices at (310) 247-2980 and ask to speak to Mandy Eisner.

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**IN BRIEF**

- American Recordings promoted Steve Rogers to VP Online Services.
- Arista Records named Nina Goldberg Sr. Director Video Production.
- Atlantic Records promoted Mark Fischer to Director Rock Promotion.
- BMG Songs promoted Derrick Thompson to Director of Urban Music.
- CEMA is restructuring its sales and distribution arms as EMI Music Distribution.
- Discovery Records named Tami Morrissey Director Alternative & Rock Promotion.
- EMI Records promoted Pete Ganbang to VP A&R.
- Epic Records appointed Frank Ceraldo to Director Marketing and A&R.
- Jive Records named Todd Bisson Exec. Director Promotion.
- RCA Records named Douglas Biro VP Creative Director.
- Revolution named David Jafari Head of Sales.
- Robbins Entertainment named Cary Vance Sr. Director Promotion.
- TriStar Music Group appointed Jack Carton VP Finance and Administration.

**records**

- Z100 New York named Paul Bryant MD, Ryan Chase APD and Sharon Dastur Program Coordinator, then moved Elvis Duran from afternoon to mornings.
- K1JS-FM L.A. upped Charlie Rahilly to VP GSM.
**Freddy Fender’s Home Town**

You can look for an announcement within a very short time at KRBE Houston. The odds-on favorite to fill the PD shoes left by Tom Poleman, who is now in place at Z100 New York, is John Peake from KWMN Denver. That Network 40 cover in January, 1995, finally worked.

Exactly when will another KRBE staffer use that one-way ticket to New York?

**It Didn’t Take Long**

Z100 New York PD Tom Poleman didn’t waste much time in making changes at his new station. Gone is morning personality Steve Cochran, who had recently come from Chicago to replace John Lander. Will Steve stay in the Big Apple at another station or return to the Windy City? Long-time afternoon drive jock Elvis Duran will now be doing mornings.

The Chrome Lizard hears that this isn’t the only programming change in the works. Cane, who was doing nights, was let go and some say he’ll wind up with former Z100 PD Steve Kingston at WXRK. He was replaced by new Z100 MD Paul “Gubby” Bryant. Do these changes, and a slight alteration of the music flow, signal a move to a more Top 40 approach?

**Down the Mosquito Coast**

Has WAYV Atlantic City PD Tommy Frank been contacted about programming a Rhythm-based Top 40 in the Sunshine State?

**Who, What, When And Where?**

Is a major-market Midwest MD contemplating leaving to program a start-up Top 40 in another part of the Midwest? Will the details become common knowledge next week?

**Hot Hot Hot**

Hot 97 New York and Mike Abrams have amicably parted company. Mike is looking for a major/medium-market PD or APD opportunity. He gets a dynamite referral from Hot 97’s Steve Smith, who says Mike’s got plenty of hands-on programming experience. You can reach Mike at (7118) 266-1015.

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**Crap's**

KJMZ Las Vegas PD (and former Network 40 Top 40 Editor) Mike Marino got a rude awakening last week. The station was purchased by IRS, owners of competitor KLUC and several other Las Vegas properties. KJMZ flipped formats to R&B and is now known as “The New Mix 94.1 featuring the hits of the ’70s, ’80s and ’90s.” Consultant Jerry Clifton is out. What’s in the future for Marino? Stay tuned.

**Another Flip**

KIOD Tri-Cities has flipped its format from Top 40 to Country.

**Little Known Tidbits From Last Week’s Hitmakers Convention**

What National promotion person was able to push some cash on a club DJ at an “entertainment” lounge and get three of his records played while the venue was full of radio programmers? Payola still works!

**Did anyone win any money at the tables?**

What national promotion person was the topic of conversation among more than a couple of radio programmers? Is this “more style than substance” person burning more bridges than building with a style that’s wearing thin?

**Why would anyone in our business visit Las Vegas and stay anywhere except The Hard Rock Hotel?**

**Why does anyone eat at Chicago Joe’s?**

Who hit the golf ball into Vince Neil’s (of Motley Crue) yard and had it returned by a bikini-clad caddy?

**How many people were willing to chip in and get Mericyn’s Steve Ellis some blackjack lessons?**

What West Coast-based national promotion person has a new meaning for the term, “Double Down?”

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**I Guess He Didn’t Get The Second Page**

B96 Chicago PD Todd Cavanh makes this week’s Page 6 picture with WOWO’s Bill Baumgartner and Network 40’s Jerry Cagle. Todd was upset because he got the wrong memo regarding black shirts, but missed the part about gray jackets. He was replaced by one out of state.

**Rhythm In Seattle?**

A new Rhythmic Dance station has emerged in Seattle. EZ Communications has announced John Stewart as PD of former Country KCIJ. The station has applied for new call letters and looks to find a hole between KING and KPLZ.

**Bunny Business**

Dino Barbi, Charlie Fox and Carl Groover are no longer with Warner Bros. Valarie Moses will move into a National A/C promotion capacity.

**One Year Short Of A Watch**

After 19 years, WDIX Louisville MD Jill Meyer has resigned.

**A Trailer For Steven Spielberg’s New Movie?**

KISR Fort Smith was knocked off the air last Sunday night by a tornado. With no backup generator, GM Fred Baker rigged a converter through a car battery and was back on the air within 30 minutes. It’s a good thing Big Dog left that jalopy behind!

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**Fly Bear**

WFLY Albany interviewer Ron “Sugar Bear” Williams has been named MD.

**Conversion Coming?**

How close is El Dorado Communications VP Programming Bob Perry to converting a Houston station to a Hispanic-learning Top 40?

**Volume Control**

Are the odds about even that Arista’s Rob Stone will wind up at Loud?

**Inside**

Could you care less? If so, you’ll enjoy this week’s Editorial as Exec. VP/GM Gerry Cagle gets the last word. (Doesn’t he always?)

Hotline (beginning on page 12) is a discussion of the Dance music craze featuring KPWR Los Angeles APD Bruce St. James, KYLD San Francisco PD Michael Martin and WWKX Providence PD Joe Dawson.

You want to know a little more about your listeners’ lifestyles? Check out the special Trivia section on page 32. Strategic Record Research provides the questions and answers in an in-depth analysis set to music by Network 40 orchestra conductor Cole Sluagh.

**Buzz**

Bob West...Greg Dorfman...Cindy Rose...Mark Rizzo...Russ “I’m nodding” Morely...Louis Levin...Dave Stone...Charley Londono...Paul Walker...

“Which One’s Groucho?”
**shai**

"I DON’T WANNA BE ALONE"
FROM THE ALBUM BLACKFACE

30-26* Rhythmic Top 40 Chart Over 25 Stations!

**Major Sales/Airplay Action:**

- **106 KMLEL**
  - 26 Spins
  - 47-26* Local Sales

- **102 FM**
  - 35 Spins
  - 44-29* Local Sales

- **1-94**
  - 11 Spins
  - 48-24* Local Sales

- **KOMO 48 FM**
  - 50 Spins
  - 14-11* Local Sales

Produced By Shai

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**NONCHALANT**

"5 O’Clock"

The First Single From Her Debut Album until the day

**Active Rotation**

- 34* Crossover Monitor
- 4* SoundScan Singles

**New This Week:**

- **WPIC**
  - 46 Spins
  - #3 Sales

- **HOT 107.1**
  - 28 Spins
  - #17 Sales

- **KLIX 106 FM**
  - 37 Spins
  - #8 Sales

- **92 Q JAMS**
  - 42 Spins
  - #9 Sales

Produced By Bam, Lonnie and Kapin for B.L.A.K. Productions

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**"Get On Up"**

The Single From The Show The After Party The Hotel

Debut #47* Rhythmic Top 40 Chart Over 150 Spins in one week! Top 5 Most Added for two straight weeks!

**New This Week:**

- **106 KMEL**

Produced By Mr. Delin http://www.mca.com/mca/records

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www.americanradiohistory.com
three weeks ago, when I sat down to create another “mindless” Editorial, I had no idea that what I was creating was a mini-series. Given the success of Jerry Seinfeld’s TV sitcom about nothing, I should have known better. So, “Why Is It?” brought a rebuttal by the staff, using A/C Editor Tiffany Eason as their shield, called, “Why It Is.” So many of you lame-ohs who read this trash have written in with your own comments that I felt obligated to retort with the third, and final, chapter, aptly entitled, “Who Cares?”

Why is it that Tiffany Eason still has her job?
Why do the elected politicians pontificate about downsizing the federal budget, yet still haven’t enacted a tax cut?
Why is it that many in our industry enjoy talking behind others’ backs instead of to their faces?
Why is it that someone hasn’t written a book about what one person says about the other after the phone call has ended?
Why is it that the most popular car color is white?
Why is it that when someone has a hooper in his or her nose, nobody points it out (except to others behind the person’s back)?
Why is it that most people who criticize me for being too skinny are overweight?
Why is it that people tip when service sucks?
Why is it that women with mustaches don’t shave?
Why is it that men with mustaches don’t shave?
Why is it that I never wonder, wonder who (da do do do), who wrote the book of love?
Why is it that the grass is always greener on the other side of the road?
Why is it that many in our industry, when asked how they are, answer depending on the number of adds they got or how high their ratings went?
Why is it that some programmers act as if their radio station will never be sold or change formats?
Why is it that, despite protests to the contr

trary, some people never change?
Why is it that some people mellow out and a chosen few are still crazy after all these years?
Why is it that men don’t send roses to women any more?
Why is it that not one single person in the United States is making more money than they think they are worth?
Why is it that those without contracts can’t understand why their company won’t offer one, and those with contracts can’t understand why their company won’t release them for a better offer?
Why is it that the United States is the only country in the civilized world where the person who brings a lawsuit and loses isn’t obligated to pay court and damage costs?
Why is it that the open door button on an
elevator always works, but the close door button never does?
Why is it that many people who have handicapped parking plates aren’t handicapped?
Why is it that when somebody starts a conversation with, “Boy, have I got a good deal for you,” you know it isn’t?
Why is it that some people win money in Las Vegas?
Why is it that some people just don’t get it?
Why is it that people who are on their car phone insist on telling you about the idiot who just cut them off?
Why is it that I’ve never met Tom, Dick or Harry?
Why is it that everybody has a can’t-lose tip

at the race track, yet nobody ever wins?
Why is it that nobody’s wife really understands him?
Why is it that most women wear make-up, yet most men need it more?
Why is it that there is no such thing as a good rose job?
Why is it that some people insist on wearing sunglasses after dark?
Why is it that when I’m up to $100 on the blackjack table, the guy sitting third base hits a 16 when the dealer has a four showing?
Why is it that the hardest thing to get someone to say is, “I don’t know?”
Why is it that everything that tastes good is ultimately bad for you?
Why is it that people who yell are the same ones who hate to get yelled at?
Why is it that all she wants to do is dance?
Why is it that I can’t play the guitar like Eric Clapton?
Why is it that enough money to live on is always just a little more than you make?
Why is it that common courtesy isn’t practiced anywhere anymore?
Why is it that your intelligence is often perceived to be in direct proportion to the part of the country you’re speaking in?
Why is it that many who can’t make it programming one radio station are hired by others to consult?
Why is it that those who can, do and those who can’t, don’t?
Why is it that more people watch sports than play them?
Why is it that we can send people to the moon, yet we can’t get ketchup to pour out of a bottle?
Why is it that preventive medicine isn’t practiced by more people?
Why is it that the first cut is always the deepest?
Why is it that when I’m late, the plane always leaves on time, yet when I’m early, the plane always leaves late?
Why is it that we spend billions on public transportation, but nobody rides the bus?
Why is it that people would prefer to say maybe, when they really know the answer is no?
Why is it that computers are completely obsolete after a couple of years?
Why is it that we can’t breathe underwater?
Why is it that everything tastes better fried?
Why is it that, as far as the Network 40 staff is concerned, the fish are always in the trees?
NATALIE MERCHANT

"Grandly written and lovingly played. The most quietly powerful album of her career."—Newsweek

"Out on her own with a new band, the one-time darling of the alternative world sounds rejuvenated, taking a range of emotions from sorrow to bemusement"—Los Angeles Times

"A gem. Tigerlily has the presence of a timeless classic." Ten Best of 1995—Wall Street Journal

JEALOUSY

The new single and video from the double platinum Tigerlily.

Impacting Pop Radio NOW

Recorded and mixed by John Holbrook
Management: Jon Landau Management / Jen Landau and Barbara Carr

On Elektra compact discs and cassettes.
http://www.elektra.com

SYD BIRENBAUM / JACK ASHTON
Discovery Of A Hit...Without A Field Staff

INTERVIEW BY JEFF SILBERMAN

n the ultra-competitive world of the record business, the toughest thing an independent label can do is break into Top 40—even if it doesn’t have a field staff to spread the word.

Yet that’s just what Discovery Records has accomplished with the first single from Voice Of The Beehive, “Scary Kisses.” The longtime Jazz label has been slowly broadening its base, adding singer/songwriters and AAA artists to its fold. Now it’s just getting its feet in Alternative (with the band Too Much Joy) and Top 40. And so far, it’s done quite well for itself.

Leading the label’s foray into the Mainstream is CEO/President Syd Birenbaum and VP Promotion Jack Ashton. Ashton, who has held promotion gigs at several labels and as an independent, has been able to web together the efforts of a variety of independents to get the Beehive off the ground. In this interview, the duo explain how they created a buzz at Top 40 and where they expect to fly.

Describe how Discovery expanded from its Jazz roots.

BIRENBAUM: The label started in Jazz by signing Dizzy Gillespie and others in 1948. It was an independent label that basically was built on its catalog. Then, when its original owner, Albert Marx, passed away in 1991, Jac Holzman, who helped build Elektra Records, purchased it with his brother Keith. He began signing singer/songwriters, put out some ambient music along the way, then moved into AAA acts. I came on board in 1993; Alternative and Top 40 acts were just the next steps in the plan.

Was your foray into Pop and Alternative based on the label’s internal stature or how the music scene was developing?

BIRENBAUM: They sort of coincided. The label grew as the genres we dealt with grew. At the same time, we had more confidence that we could handle the different types of music coming our way. It was very organic.

As far as Voice Of The Beehive goes, that particular record came to us at a time when we identified it as hit material, which it’s turning out to be. We felt very confident in taking it to Top 40.

Jack, what brought you to Discovery Records?

ASHTON: Randall Kennedy from Warner Bros. told me about the job. The reason they hired me was my expertise in all the different formats. There was only one promotion person here at the time. Now we’re up to five people strong, with no field staff. Time Warner has provided us with a nice back-up.

Without a superstar act as an anchor or a major-label catalog, how does a bare-bones staff break records into the mass-appeal world of Top 40?

ASHTON: I have to give credit to the Top 40 indies out there, a lot who are old friends of mine, but most importantly, the guy who has become my advisor once I came to this label—Sam Kaiser. He’s my quarterback and advisor on all projects here, and he plays a major role in the development of the label.

Everything that will be released here will be looked at with a fine-toothed comb. We’d like to attain the reputation of a Geffen Records, which puts out quality records to radio. Each release at Discovery will be totally thought out before it’s released.

In the case of Voice Of The Beehive, it was being in the right place at the right time. They had a semi-hit on London Records with “Monsters And Angels.” They were more of an Alternative-driven band, although they had pockets of Top 40 popularity.

As fate would have it, Tom Poleman and “Cubby” Bryant, who were at KRBE at the time, got a hold of “Scary Kisses” as an import single last February. They added it, and it pulled immediate phones. When that happened, did you push up the release date of the single?

ASHTON: We already had plans to release it as a single. The girls were at the Gavin meeting people. We heard KRBE added it while
we were in Atlanta. The single release was ready to go, so we didn’t have to rush anything. It was a coincidence how it all came together. We just went forward on the plan. Now we’re in our fifth week and it’s still moving up.

Even with the KRBE buzz, did you have to do anything else to get the attention of other programmers?

ASHTON: We’re totally indie-driven. Because we have no field staff, the whole thing has been orchestrated by myself and Sam Kaiser. It has been driven up the charts through independents. Even though the industry is so scooped out by the Sonys and the Warner Bros., a good record—that receives a strong focus from the independent community—can still happen.

Indies have been in and out of favor with the labels—and radio. How has that affected your promotional efforts?

ASHTON: It may affect us in the Alternative and Rock formats, but not at Top 40. We’ve been welcomed warmly by this particular project. Dollar-wise and in advertising, we’ve had to be just as competitive with the Sonys. We’ve had to be right there with what the majors do—and maybe a little more so. We have to make sure we’re not put into the backseat.

The real key is that radio likes this record. It’s so radio-friendly with the MariahIs, the Gloria Estefans and George Michaels. That obviously makes the job a lot easier. The fact that Tom and Cubby are highly regarded and have both gone to Z100—where they added the record there, too—has had a snowball effect. All that has gotten our foot in the door to prove that Discovery Records can perform as a major label.

Although we’re independently owned, we do have a distribution deal with WEA, so that gives us strength to get records into the marketplace. What we don’t have is the luxury of a field staff. So, we really have to pick the right songs to compete in a marketplace as crowded as it is out there. As we continue our success with Voice Of The Beehive, we will add more field staff so we can become our own label overall.

With a slow build like the Beehive, are you worried that the KRBEs will tire of the record just when others go on it?

ASHTON: This is how we’ve been reconciling that: We’ve talked to Tom and Cubby, and what they basically did at KRBE is hold the record back in medium rotation so the rest of the country could catch up. They’ve been extremely cooperative with what we’ve been doing. If everything goes right with this single, and we can break it into the top 10 or 15, we’d like to see the next one hit in late August. A third single, a ballad, is also in the works.

We’re just starting to work on a video for “Scary Kisses.” We really wanted make sure we achieved some success before we invested in one. It’s going to be a first-class, high-brow video. There’s also going to be a tour, starting in June.

Is Top 40, in general, more recepive to new music than it has been in years past?

ASHTON: From most of the conversations I’ve had with major-market PDS, they’ve told me that they just want good records. It hasn’t been too tough of a deal—as long as you give them something good to play. Just throwing things out into the marketplace and jamming them through won’t work, because it clogs up the system, and...
THE NEW DANCE TREND: HOW HOT? HOW LONG?

Two weeks ago, KKFR Phoenix PD Don Parker noted in our Interview that, "Dance is certainly in a very good state. It's riding a wave and doing very well. How long will that last...who knows? Past experience has shown that Dance does become quite popular, but it doesn't last forever."

That perspective begs further examination and raises a host of other pertinent questions: Just how popular is Dance music right now? How much more popular can it get...and how long will it last? What are Crossover programmers doing to capitalize on its popularity...and possibly extend its appeal? Or should they even attempt to do so? This week's Hotline has brought together three of the leading programming minds in Crossover to discuss those questions and more.

Bruce St. James, KPWR

Did the new Dance music craze surprise you?

It's the sign of the times, but we've seen Dance music be rather cyclical. This station was pretty Dancey five or six years ago; we're seeing a resurgence of it now—although the music itself has changed. It's a new style and flavor of Dance, which we call "Deep House."

When did you first notice it in resurgence?

We started to feel it coming out of the clubs. Our mixers were saying, "More of these Hip-Hop records are reacting." The record that started it all was C+C Music Factory's "Bonita's Anthem." The high-energy Dance record with Spanish lyrics captured the public's fancy; it was the only Dance record in rotation at the time. It spawned others and once you break down that wall, you can play others.

Now that Dance is at this high level of popularity, do you go all-out to find new Dance product?

Not particularly. We still balance the station. We play a lot of Hip-Hop; that's still our primary musical genre and we won't abandon it for the music flava of the week. Conversely, we're not just dipping our toes in the water with it. About 25-30% of our currents are Dance—but they are the hits. We're not here to be the first to break or play new records. We're playing records that are happening with our audience...and that's currently a balancing act of Dance and Hip-Hop.

"We're going to ride it as long as we can, and when it stops being viable, we'll play something else."

—Bruce St. James
KPWR Los Angeles

From a programming standpoint, is the new Dance music compatible with the hot Dance music of years past?

There is some compatibility. The last big wave of Dance music—excluding Techno, which was hot for about a cup of coffee—was Freestyle. Although that hasn't gone away for some people, it certainly went away here. It got beaten into the ground, but now we're starting to see some of it come back in audition tests. In the clubs, you can play a Stevie B, Sweet Sensation or Expose record...and get a positive reaction.

How long can you see this lasting—and can you program it in a way to help it last longer?

To be honest, we're going to ride it as long as we can and when it stops being viable, we'll play something else. Our goal here is to be the favorite music station of young Latinos. If that means we're going to be playing Polka music in five years, we're going to be playing Polka music. We're not a station based on any style of music; we're based on the tastes of a large group of people.

When will you see a burn on this music—from the phones, the clubs, the research?

We'll see it in the research, but we'll probably see it slow down in the clubs first. The new product won't react as well. That's probably a function of saturation—when the new product starts to sound alike. That's probably why Dance died out last time...when you couldn't tell the difference anymore. Hip-Hop also has that problem.

The problem Dance music has always had is that there's little artist development; these are faceless songs that are hot for six weeks and they're gone—and you may never hear them again. I know there are one-hit wonders in every genre, but the lifespan of Dance groups seems to be a lot shorter.

I'm not predicting the death of Dance music. It'll always be a part of our Hispanic audience. Exactly how much a part is what comes and goes. Our goal is to know when to play more of it and when to back off...that's the tough part.
### Red Hot Chili Peppers “Aeroplane”

**Monitor Mainstream Chart D-35**

**NETWORK** D-39
- More Than 2,400 Total BDS Detections!
- More Than 15 Million Listeners!
- Top 10 Alternative and Rock Tracks!
- LP Triple Platinum!

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**Madonna**

“Love Don’t Live Here Anymore”

**Rotating On:**

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*New For ’96—The Soulpower*
**Michael Martin, KYLD**

**How has the Dance music resurgence taken hold in San Francisco?**

To me, Dance music has never really gone away. Like Rap, it has always been out there...and it keeps evolving into something new. It's all based on available product and, right now, there's great product out there. That's why you're hearing more of it on the radio. A lot of people say music goes in cycles, but I think radio tends to get on bandwagons, oversaturates one style of music until people get sick of it and want to hear something else.

"Dance music has never gone away. It's all based on available product and, right now, there's great product out there.”

—Michael Martin

**KYLD San Francisco**

Are you loading your playlist with more Dance product because the genre is so hot right now?

Absolutely not. We just play our audience's favorite songs. If you just load up on Dance music, you'll inevitably be playing some stuff. We play a lot of Dance, but we're also still playing a lot of Hip-Hop. I don't go for a sound; I go for high appeal.

Do the differences between hot Dance music, past and present, pose compatibility problems on-air?

Any form of music is different than it was two years ago, be it Dance or Hip-Hop. Yet I think [the different styles of Dance] are absolutely compatible. The same crowd who likes dancing to Lita Santiago will stay on the floor for the hits from two years ago.

Do the relatively short career lifespans of Dance artists affect your programming of their music?

I don't see why that matters. We play songs by artists who God only knows if they'll be here six months from now—but right now, they're hot. We're not going to have second thoughts about playing a song just because we're unsure if the artist has staying power. If the audience wants that song right now, boom, give it to them.

**How fast do Dance records burn?**

It depends on the song. Yes, Dance music tends to be a bit more repetitive, yet a song like Everything But The Girl's "Missing" refuses to burn. "Dooky Boody," on the other hand, will burn in about 10 minutes.

Is KYLD breaking...or just playing...the Dance hits?

For Bay Area radio, we're breaking the club hits. But they've already built a base in those clubs. So we may be breaking The Bad Yard Club's "In The Ghetto" on radio, but that record has been an import for a year. Just within the last few months, it has risen to become an incredible craze in the clubs. I usually let the clubs come and tell me what their people want to hear.

**Joe Dawson, WWKX**

**How has the Dance music resurgence taken hold in Providence?**

Dance has always been popular here. With its large Italian and Portuguese ethnic makeup, this is one of the few markets in America where disco is still called disco. Quite recently, since the inception of WKTU, we're seeing a lot more interest on the label side to look for Dance artists or re-release old Dance hits. Dance music is a lot more popular than it was a year ago.

How have you capitalized on Dance's increased popularity in your programming?

It's still important to play all the hits of the Rhythm genre, which, for me, is Hip-Hop, House and Freestyle. Freestyle is still popular here, although not as hot as House. We're still closely tied to the clubs, which are "the street" of Dance music here.

Do Dance hits burn faster than other genres?

On the contrary, Dance records take longer to develop than Hip-Hop records, which react on the phone and in sales almost immediately. Dance hits take longer to develop because they're more popular with 25-45 females, who take longer to react.

"Is this a new Disco era? The jury's still out, but...you'll see labels develop more acts and fewer one-hit wonders."

—Joe Dawson

**WWKX Providence**

Does the apparent lack of artist development in Dance music acts affect your programming?

Yes, there aren't many long-term Dance artists, but that goes with the genre. This is a song and beat-driven Crossover. You have to go back to the late '70s to find Dance acts who stuck around for three hit albums. Is this the verge of a new Disco era? The jury's still out, but due to increased airplay and WKTU's impact, you'll see the labels develop a lot more acts and have fewer one-hit wonders.

**So, is it your job to break the future Dance hits?**

I don't look to create Dance hits. If the songs are reacting in the clubs, then we'll put them on. The Disco era got into trouble when radio played too much garbage and didn't pay attention to the real hits of the target.

You can't step out too far on Dance music. That's what separates it from Hip-Hop. You can tell almost immediately if you've got a Hip-Hop hit. With Dance, you've got to let the tail wag the dog and research what's really packing the floors and selling—then you allow yourself to be part of the wave.
#1 MOST ADDED AT TOP 40!
Added On 89 Stations Out-Of-The-Box
#2 Most Added At Rhythm/Crossover
#2 Most Added At Alternative

Major Airplay At:

WKTV
WXKS
KKRZ
WKSS
WJMN
WKSE
KUBE

WIOQ
WKBQ
WWKX
WNCI
WPST
KWMX
and many more!

THEME FROM
MISSION: IMPOSSIBLE
ADAM CLAYTON & LARRY MULLEN
A born debater, Cheryl comes from the rutheath streets of Manhattan as a real estate lawyer. Now she's arguing with a passionate conviction—about music. She landed the Columbia gig in San Francisco 18 months ago, but her roots in records began with Elektra. This New Yorker at heart is jumping on her stations with a vengeance with cool music and a cool attitude. Here's how she views her artist, her work ethic and how she still has trouble parking on those hills.

Why did you first decide to get into record promotion?
I grew up with the real estate lawyer in Manhattan for seven years, but it didn't make me happy. I was always passionate about music and I wanted to learn the business from the ground up. Radio promotion seemed like the natural place to start. My background as a litigator fits really well with promotion because I'm used to arguing for a living. It's a lot more fun than throwing little old ladies out on the street.

Describe your region in terms of the stations you work.
I handle all formats: AAA, Alternative, AOR. Crossover, A/C and Top 40. I work all of Northern California and Reno. The amount of records we service is huge, but my territory is not.

Do you have a specific strategy to work records?
No, it differs from record to record. The most important thing in my market is the fact that I exclusively work Crossover stations. Many of the Top 40 records out here break at the street level, so the mixers are really crucial. They very often bring music to the attention of the programmers. For instance, a mixer just brought the new Ricky Martin to me. His single is called "Maria" and it's on Sony Latin. It's a unique situation.

Have you ever done any wild promotions for airplay?
I always tell people, "I never dressed up like a peach to get 'Peaches' played." It's not really my style. I bring attention to my records in other ways. For our new artist, Maxwell's "Fif The Cops Come Knockin'," I sent the CD singles in yellow police tape. I like to distinguish my package from the 3,000 others on a programmers desk.

What is the best (or worst) excuse for a drop or not adding a record?
I've heard them all and most of them are not very clever. When a PD tells me he's dropping a record because it's not getting any requests—and I find out he only played the record in the middle of the night—that isn't being straight. But I realize it's not easy for people to give bad news. Everyone in this business wants to be friends.

How do you deal with rejection...in terms of not getting your records added?
Someone not playing my record is not a personal rejection. At that point, it becomes a challenge. I ask myself why are they not playing my record? It's like a big puzzle. What pieces do they need? An MTV Add? A station add across the country? It's important to understand what that particular person needs, so you can go back and put it all together and make the answer "yes." The personal side only becomes an issue when the format head asks why I can't get the record played.

How do you handle direct-format competition as far as exclusive releases?
This is a daily battle because Top 40 competition is so fierce. How do you get a record to a different station at the same time? Messengers have left my office at the same time, I've used Federal Express and UPS, but nothing worked. When Mariah Carey's "Fantasy" was released, my assistant and I each took the record and talked to each other on cell phones until we were both outside the stations. We both went in the buildings the same time, but one station was on the second floor and the other was on the fourth. The station on the second floor got it on the air first...all that work and I still got screwed.

What do you like best about your job?
It's all about the music. At Columbia, I've been lucky enough to work with my personal hero Bruce Springsteen (he kissed my cheek), Tony Bennett, Bob Dylan, The Eagles, The Presidents Of The United States Of America, Dog's Eye View, Stubbins Werard and so many more. There's no label like it.

Nino is one helluva lucky guy. Born and raised in L.A., he started as a college intern for A&M and has transitioned into a regional rep in the second biggest market in the country. He's part of the new breed of record promotion people to hit the L.A. record scene and he's making a name for himself.

Why did you first decide to get into record promotion?
I was a Mass Communications major in college, working as an intern for A&M in College promotion. I moved over to Interscope as an intern until Marc Benesch needed an assistant. He gave me my first of many bards. I've been working here for about five years now, almost to the day we opened. Now that I've been doing promotion for three years, I honestly feel like I'm the luckiest person in the world.

Describe your region in terms of the stations you work.
I work all of California, Arizona, Nevada and Hawaii. I'm involved in every format. It's interesting right now because we have a new Brian Setzer Orchestra release and I'm taking that to all formats, as well as Jazz radio. That's new for me.

Do you have a specific strategy to work records?
Set-up time is essential. I make sure that all of my stations have a copy of the single and I give them time to listen to it. This gives me the chance to get feedback and reaction over a period of time. But the number of records I work is increasing. I have about eight now when I used to have only four or five. Every project is different.

What is the best excuse for a drop or not adding a record?
I haven't really heard a lot of excuses. A majority of the time I hear, "Wow, I haven't received that yet," when I know the national office did a mailer as well as my own. I'm just waiting to hear, "My dog ate the record."

How do you deal with rejection in terms of not getting your records added?
When I first started, I took it personally. I would get so frustrated. But Marc would always tell me, "In many cases, no doesn't mean no. It just means 'not right now.'" The next week, I'm just prepared for the next conversation or presentation with more information. It is getting easier because when I first started I was a nervous wreck. But now I learn something new everyday. Brenda Romano is really helping me by fine-tuning my skills. I'm fortunate to have a national staff that is so extremely supportive.

How easy is it to promote records you don't especially like or ones you think are hit?
I'm lucky to personally like 99% of the music I work. But it's my job to get my records played regardless...and that's what it boils down to. Every song we have has a hit quality to it and I pick that out for the best radio stations. You can't beat up programmers with something they don't want to play, but if you keep bringing them new information and slowly break down that wall, it helps them watch the record grow.

How do you deal with direct-format competition as far as exclusives?
Every market I work has a nightmare with this. I figure if we go in with a neutral show, the radio station with the best promotion department wins. It's the best way to do it. Bush has been the culprit with this lately.

What do you like best about your job?
I grew up in Los Angeles listening to all the stations I work now. It's almost surreal. I've had the chance to be in on KROQ's and Power 160's music meetings and they really taught me a lot. I was so nervous when Kevin Weatherly asked everyone around the room what they thought of a particular record. I thought I was going to say something ridiculous, but when we actually agreed on a record, it felt kinda good. But the thing I like best is the music. The people I work with are amazing. Marc Benesch is a role model I never had. Brenda, Marc, Lynn McDonnell and Michael Papale have taken me to another level. It's really cool because I used to help everyone when I was Marc's assistant, so when I got this position everyone was so proud. It's like one big happy family.
OVER 90 STATIONS IN THREE WEEKS!

NEW THIS WEEK AT:
WPXX Green Bay
KLUK Eugene
WXWK Biloxi
WCIR Beckley
WZOK Rockford
WMGI Terre Haute
KGLI Sioux City

FROM THE GOLD ALBUM "HOME"

Produced by David Castell & Deep Blue Something
Management: Paul Nugent & Mike Swinford
Photo by Lisa Peardon
MUSIC OUT THIS WEEK:

**Babylon Zoo**

“Spaceman”

(EMI RECORDS)

**Letters To Cleo**

“Dangerous Type”

(COLUMBIA/CRG)

**Los Del Rio**

“Macarena”

(RCA)

**Natalie Merchant**

“Jealousy”

(ELEKTRA/EEG)

**Mike And The Mechanics**

“Another Cup Of Coffee”

(ATLANTIC/AG)

**Oasis**

“Champagne Supernova”

(EPIC)

**Shaggy F/ Rayvon**

“In The Summertime”

(MCA)

FORWARD MOTION

**Billie Ray Martin**

*Proving that it's better the second time around, Billie Ray Martin has scored big with the re-release of "Your Loving Arms" (Sire/EGG). This uptempo groover is smoking hot; it's rotating at KJJO, KUBE, WKTU, PRO FM, WKSS, B96, WIOQ plus many more. WKTU MD Andy Shane says, "It's definitely a secret weapon record." Adds B96 MD Erik Bradley, "This tune is every bit as big as Everything But The Girl's 'Missing.'" Mix in MTV and The BOX rotations, and you've got a complete smash.*

• Compared by many programmers to Cyndi Lauper's unique style, Donna Lewis has a spectacular debut with "I Love You Always Forever" (Atlantic/AG). Early believers include KQID, Fly 92, KSMB, KHOM and many more. Expect a lot more action from this song and the album, *Now In A Minute.*

• The infectious hook on No Doubt's "Just A Girl" (Trauma/Interscope) continues to help put the song over the top. It's rocketing into the top 25 of Network 40's Plays Per Week Chart, with over 3,000 weekly spins. Major markets have enjoyed huge success with this track, including Star 94, WNVZ, KLRZ, WPST, G105, WZPL, WFLZ, PRO FM, WIOQ and more. The SoundScan Singles Chart has the song zooming from 31st last week—with MTV and The BOX also rotating the track. "Huge phones here," says recent Network 40 Spotlight station WRHT PD J.T. Bosch. "No Doubt is really picking up here," adds WDDJ PD Rod Phillips.

• A tremendous hit that is researching very well, particularly with females, is the Bluesy/Jazzy number from Tracy Chapman. "Give Me One Reason" (Elektra/EEG) is a call-out monster, working terrifically at Star 94, KYSR and nearly every major market that's playing it. Collecting over 5,000 Plays Per Week, Alternative radio is embracing this smash...What is proving to be another multi-format gem is the debut number from Jars Of Clay, "Flood" (Silverstone). Top 10 on Network 40's Commercial Alternative Chart, this superb number should race up the Mainstream Chart very quickly. One of the Most Added two weeks in a row, this song is especially solid in the South and Southwest. KISS PD Michael Storms claims, "We can't deny this record; it's so strong in Texas and sales have exploded. We got great phones after just one play; it's all positive response."

• A cutting edge song that has laid a solid Alternative base and is successfully crossing into the Mainstream is Garbage with their track, "Only Happy When It Rains" (A&M Sounds/DGC/Geffen). Very cool and not too hip for the room, KLRZ PD Dan Hoffman says, "It's one of our top songs; it's working very well here."

• We'll be hearing a lot of the new Cranberries track, "Salvation" (Island), for months. Out-of-the-box adds include WEDI, WKBQ, Q99, WXKS, G105 and many, many more. The album, *To The Faithful Departed,* hits the stores next week and is chocked full of forthcoming hits.

• The Newsboys have scored a large hit with their accessible track, "Take Me To Your Leader" (Virgin). This tune will be big at Top 40, Alternative and Album radio.

• "No doubt about it, it's a hit—with top-5 phones already," Z90 PD Jeff Nelson says about Puff Johnson's debut, "Forever More" (WORK/CRG). Before the song officially lines up for add dates, radio couldn't wait, with airplay at KMLE, KYLD, Z90, KKKF, KTFM, WZZM, 92Q and more. This week, the song pulls up at the starting gate at Top 40.

—John Kilgo

NEWSBOYS

TAKE ME TO YOUR LEADER

Donna Lewis

(DONNA LEWIS)

Donna Lewis

(YOUR LOVING ARMS)

Billie Ray Martin

(PIZZA RAY]

Donna Lewis

(918) 377-5297

18
Billie Ray Martin

“Your Loving Arms”

“Definitely a secret weapon record!”
—Andy Shane, WKTU New York

“Every bit as big as Everything But The Girl’s ‘Missing’!”
—Erik Bradley, B96 Chicago

The history so far...
B96 Chicago  #1 played/researched/seller
WIOQ Philadelphia  #1 played/researched/seller
WPOW Miami  #1 played/researched/seller
WHYI Miami  #1 played/researched/seller
KZFM Corpus Christi  #1 played/researched/seller

Currently:
WZJM Cleveland Add
KKRZ Portland Add
WIOQ Philadelphia Add
KLRZ New Orleans Add
KGGI Riverside Add
KRQQ Tucson Add
WPXY Rochester Add
WKSS Hartford 21x
WKTU New York 53x
WHYI Miami 20x

•#3 Most Added!
•Monitor 145-93
•BDS 650 spins +231!

KQKQ Omaha 25x
KHFI Austin 37x
KTFM San Antonio 40x
KUBE Seattle 37x
KIIS FM Los Angeles 37x
KKFR Phoenix 27x
XHTZ San Diego 21x
KCAQ Oxnard 20x
KZFN Corpus Christi 20x
WKSE Buffalo 25x

SoundScan Single:
New York 34-30
Los Angeles 120-66
Phoenix D 98

#1 Dance Single!
“Best New Dance Artist”
Winter Music Conference Awards

It’s all about airplay!
CHAPTER

COMMERCIAL

ALTERNATIVE

CA CHART

COMPUTER GENERATED AIRPLAY REPORTS

AIRERS/SONG/LABEL

PLAYS

AIRPLAY

2W

LW

TW

1. OASIS, Champagne Supernova (Epic)
2. STONE TEMPLE PILOTS, Big Bang Baby (Atlantic/AG)
3. THE CRANBERRIES, Salvation (Island)
4. BUSH, Machinehead (Trauma/Interscope/AG)
5. SPACEhog, In the Meantime (Sire/EGG)
6. FOOFIGHTERS, Big Me (Roswell/Capitol)
7. EVERCLEAR, Santa Monica (Capitol)
8. TRACY BONHAM, Mother Mother (Island)
9. ALANIS MORISSETTE, Ironic (Maverick/Reprise)
10. DAVE MATTHEWS BAND, Too Much (RCA)
11. NIxONS, Sister (NCA)
12. JARS OF CLAY, Flood (Sbildstone)
13. DISHWALLA, Counting Blue Cars (A&M)
14. THE CURE, The 13th (Elektra/EGG)
15. THE SMASHING PUMPKINS, Zero (Virgin)
16. THE VERVE PIPE, Photograph (RCA)
17. NO DOUBT, Just a Girl (Trauma/Interscope/AG)
18. STABBING WESTWARD, What Do I Have To Do (Columbia/CRG)
19. LOVE AND ROCKETS, Sweet Lover (American/Reprise)
20. GREEN DAY, Brain Swear (Reprise)
21. GARBAGE, Only Happy When It Rains (Almo/DGC/Geffen)
22. HOOTIE & THE BLOWFISH, Old Man (Virgin)
23. DOC'S EYE VIEW, Everything Falls Apart (Columbia/CRG)
24. JEWEL, Will You Save Your Soul (Atlantic/AG)
25. GOLDFINGER, Here In Your Bedroom (Elektra/Universal)
26. THE SMASHING PUMPKINS, 1979 (Virgin)
27. GIN BLOSSOMS, Follow You Down (A&M)
28. TRACY CHAPMAN, Give Me One Reason (Elektra/EGG)
29. COWBOY JUNKIES, A Common Disaster (Elektra)
30. REFRESHMENTS, Bandits (Mercury)
31. GRAVITY KILLS, Guilty (TVT Records)
32. NO DOUBT, Spiderwebs (Trauma/Interscope/AG)
33. CRACKER, I Hate My Generation (Virgin)
34. BODEANS, Closer To Free (Reprise)
35. MARILYN MASON, Sweet Dreams (Nothing/Interscope/AG)
36. RAGE AGAINST THE MACHINE, Bulls On Parade (Epic)
37. LUSH, Ladykillers (Reprise)
38. SEVEN MARY THREE, Cumbersome (Mammoth/Atlantic/AG)
39. RED HOT CHILI PEPPERS, Aeroplane (WB)
40. Goo Goo Dolls, Naked (Metal Blade/WB)

THE MIDAS TOUCH: Everything's turning to gold for Mojo/Universal Records artist Goldfinger—and that's not because they were in Las Vegas. This Sho/Punk/Pop quartet blends their influences into a perfect, catchy sound and conveys it with incredible energy on stage. Flavored with a true sense of humor and an irreverent attitude, Goldfinger's shows are as eye-catching and enjoyable as the James Bond film they took their name from. One highlight of their set was the current single, "Here In Your Bedroom," that's picking up massive airplay at stations like KROQ, Los Angeles, KXLA Atlanta, WHYY Detroit and is building up the Network 40 CA chart. For added insanity, they threw in "Goldfingered" versions of "One Of Us," "Champagne Supernova," "Sweet Dreams (Are Made Of This)" and a Dio-sed version of Duran Duran's "Rio." Nothing was sacred. Swimming in the waves of Las Vegas' Shark Club were Universal's head man Daniel Glass, Monte Lipman and Kyle Wong, Mojo's karyn Cooks, WRK's Ted Taylor and KCX's Dwight Arnold.

NUMBERS GAME: Have your past and pencils ready, it's Winter Arb time! Garett Michaels has got it in gear at WHHT Detroit, which rose 2.2-2.1....Oedipus must be feeling good about his complex after WCN's motions soared 4.7-5.7 (with a lofty 10.8 in 18-34, good for #1)....Phil Manning can't complain about WNIQ's tunes (3.4-4.1). You'll be able to check out how he did it in a future cover interview...Elsewhere, XHRM San Diego dished 2.6-2.4, WMPS St. Louis fell 4.8-4.4, WPLY Philadelphia dipped 3.7-3.3, WMNS Cleveland went 5.8-4.8 and KNPK Denver fell 4.2-3.6.

UP THE ANTE: KEDG Las Vegas has been building in good Arb numbers for more than a few trends now. Regardless of how they do in the current Winter book, they'll have to be a tad more concerned. The Alternative stakes have just been raised, as ABS bought crosstown KFBI and flipped it from Classic Rock to Modern Rock.

PROBLEM SOLVED: Sinking its teeth into CA radio all over the country, Solution's first single "Fearless" (TAG/Atlantic/AG) is spinning at WHFS, WDRE, KISF, WPLY and more. The band's currently on tour and passed through L.A. recently. Soaking up the sounds were KROQ's Kevin Weatherby, TAG's Gary Spinack and Del Williams and the CD's producer, Live's Chad Taylor.

BEST INTRO EVER! Hollywood Records Sr. VP Promo John Fagot introduced new Hollywood artist Super 8 with the delivery of a powerful Southern sermon...I do believe! Super 8's current single, "King Of The Hill," is in the Music Meeting this week, but taking in the live preaching were KPNT's Eric Schmidt and Tim Virginia, XHRM's Bryant "You're Here Again!" Capella and Hollywood's Joel Habeshaw.

IN THE MUSIC MEETING:

AFGHAN WHIPS, "Goin' To Town" (Elektra/EGG)
BLIND, "The Universal" (A&M)
JOHNNY BRAVO, "Used To Be Cool" (Atlantic)
EVERYTHING BUT THE GIRL, "Worried" (A&M/EGG)
FUZZY, "Sobered" (Tag/Atlantic/AG)
Goo Goo Dolls, "Long Way Down" (Metal Blade/WB)
LUNA, "Season Of The Witch" (Tag/Silvertone)
RUBY, "Swallow Baby" (Quark)
SAMY, "Nepenthe Ave." (DNA)
SCHEMAT, "Run" (Work/CRG)
SOUNDGARDEN, "Pretty Noose" (A&M)
SPACEHOG, "Candyman" (Tag/Atlantic/AG)
STING, "You Still Touch Me" (A&M)
SUPER 8, "King Of The World" (Hollywood)

-Kristen Guarnieri

accelerated airplay

1. PAUL WESTERBERG, "Love Untold" (Reprise)
2. TRACY BONHAM, "Mother Mother" (Island)
3. DISHWALLA, "Counting Blue Cars" (A&M)
4. ADAM CLAYTON & LARRY MULLLEN, "Theme From Mission: Impossible" (Island)
5. JEWEL, "Will You Save Your Soul" (Atlantic/AG)

most added

1. SOUNDGARDEN, "Pretty Noose" (A&M)
2. ADAM CLAYTON & LARRY MULLLEN, "Theme From Mission: Impossible" (Island)
3. GIN BLOSSOMS, "Day Job" (A&M)
4. IMPERIAL DRAG, "Boy Or A Girl" (Work/CRG)
5. BUTTHOLE SURFERS, "Pepper" (Capitol)
Jars of Clay

"Flood"

SILVERTONE RECORDS

Impacting HOT A/C!

NETWORK 44*

• On over 75 stations with 3.5 million in audience!
• Over 16,000 albums scanned this week!

New Airplay Includes:

KC101    KHFI    WSTW
WQGN     WHTS    KDUK
WKMX     WSKS    WXXL

Airplay Includes:

WKTI    WBLI
WMTX    KYSR
WMMK    WBMX
WQSM    WKEE
KKMY    WXXL
WROE    KSTZ

www.americanradiohistory.com
## Cross Over

### Street Chart

*Computer Generated Airplay Reports*

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>ZW</th>
<th>LW</th>
<th>TW</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. THE FUGEES, Killing Me Softly (Ruffhouse/Columbia/CRG)</td>
<td>2139</td>
<td>2326</td>
<td>2311</td>
</tr>
<tr>
<td>2. MARIAH CAREY, Always Be My Baby (Columbia/CRG)</td>
<td>2415</td>
<td>2360</td>
<td>2223</td>
</tr>
<tr>
<td>3. CELINE DION, Because You Loved Me (500 Music)</td>
<td>1468</td>
<td>1678</td>
<td>1596</td>
</tr>
<tr>
<td>4. COOLIO, 1, 2, 3, 4 (Sumpin' New) (Tommy Boy)</td>
<td>1282</td>
<td>1458</td>
<td>1426</td>
</tr>
<tr>
<td>5. R. KELLY, Down Low (Jose)</td>
<td>1397</td>
<td>1424</td>
<td>1375</td>
</tr>
<tr>
<td>6. BRANDY, Sittin' Up In My Room (Arista)</td>
<td>1503</td>
<td>1350</td>
<td>1261</td>
</tr>
<tr>
<td>7. THE TONY RICH PROJECT, Nobody Knows (LaFace/Arista)</td>
<td>1369</td>
<td>1299</td>
<td>1202</td>
</tr>
<tr>
<td>8. BONE THUGS-N-HARMONY, Tha Crossroads (Ruthless/Relativity)</td>
<td>675</td>
<td>999</td>
<td>1185</td>
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<tr>
<td>9. MARL J. BLIGE, Not Gon' Cry (Arista)</td>
<td>1551</td>
<td>1323</td>
<td>1115</td>
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<tr>
<td>10. JOE, All The Things (Your Man Won't Do) (Island)</td>
<td>1002</td>
<td>1014</td>
<td>1029</td>
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<tr>
<td>11. SWV, You're The One (RCA)</td>
<td>827</td>
<td>929</td>
<td>1017</td>
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<tr>
<td>12. ANGELINA, Release Me (Uptown)</td>
<td>776</td>
<td>852</td>
<td>840</td>
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<tr>
<td>13. LA BOUCHE, Sweet Dreams (RCA)</td>
<td>659</td>
<td>794</td>
<td>830</td>
</tr>
<tr>
<td>14. EVERYTHING BUT THE GIRL, Missing (Atlantic/AG)</td>
<td>1012</td>
<td>848</td>
<td>760</td>
</tr>
<tr>
<td>15. D'ANGELO, Lady (EMI Records)</td>
<td>1105</td>
<td>797</td>
<td>707</td>
</tr>
<tr>
<td>16. 2PAC F/DRE. California Love (Death Row/Interscope)</td>
<td>1123</td>
<td>836</td>
<td>666</td>
</tr>
<tr>
<td>17. WHITNEY HOUSTON AND CECE WINANS, Count On Me (Arista)</td>
<td>622</td>
<td>627</td>
<td>649</td>
</tr>
<tr>
<td>18. COLOR ME BADD, The Earth, The Sun, The Rain (Giant)</td>
<td>511</td>
<td>626</td>
<td>638</td>
</tr>
<tr>
<td>19. LA BOUCHE, Be My Lover (RCA)</td>
<td>665</td>
<td>585</td>
<td>535</td>
</tr>
<tr>
<td>20. PUFF JOHNSON, Forever More (WORK/CRG)</td>
<td>88</td>
<td>340</td>
<td>525</td>
</tr>
<tr>
<td>21. LINA SANTIAGO, Feel So Good (Show Me Your Love) (Universal/Records)</td>
<td>850</td>
<td>631</td>
<td>522</td>
</tr>
<tr>
<td>22. BUSTA RHYMES, Woohah! I Got You All In Check (Elektra/EEG)</td>
<td>437</td>
<td>499</td>
<td>517</td>
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<tr>
<td>23. DEBORAH COX, Who Do U Love (Arista)</td>
<td>671</td>
<td>629</td>
<td>514</td>
</tr>
<tr>
<td>24. LL COOL J, Don't (Def Jam/Mercury)</td>
<td>649</td>
<td>574</td>
<td>481</td>
</tr>
<tr>
<td>25. GROOVE THEORY, Tell Me ( Epic)</td>
<td>607</td>
<td>583</td>
<td>448</td>
</tr>
<tr>
<td>26. CHANTAY SAVAGE, I Will Survive (RCA)</td>
<td>464</td>
<td>419</td>
<td>446</td>
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<tr>
<td>27. SILK, Don't Rush (Elektra/EEG)</td>
<td>380</td>
<td>376</td>
<td>421</td>
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<tr>
<td>28. SHAII, I Don't Wanna Be Alone (Gasoline Alley/MCA)</td>
<td>333</td>
<td>380</td>
<td>411</td>
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<tr>
<td>29. 3T, Anything (MJU Music/550 Music)</td>
<td>538</td>
<td>558</td>
<td>407</td>
</tr>
<tr>
<td>30. BILLIE RAY MARTIN, Your Loving Arms (Sire/EEG)</td>
<td>197</td>
<td>278</td>
<td>400</td>
</tr>
<tr>
<td>31. H-TOWN, A Thin Line Between Love And Hate (WB)</td>
<td>186</td>
<td>296</td>
<td>380</td>
</tr>
<tr>
<td>32. NONCHALANT, 5 O'Clock (MCA)</td>
<td>314</td>
<td>359</td>
<td>376</td>
</tr>
<tr>
<td>33. DELINQUENT HABITS, Trees Delinquentes ( Loud/RCA)</td>
<td>219</td>
<td>307</td>
<td>373</td>
</tr>
<tr>
<td>34. QUAD CITY DJ'S, C'Mon 'N Ride It (Big Beat/Atlantic/AG)</td>
<td>293</td>
<td>326</td>
<td>355</td>
</tr>
<tr>
<td>35. JUNIOR M.A.F.I.A., Get Money (Big Beat/Atlantic/AG)</td>
<td>283</td>
<td>308</td>
<td>338</td>
</tr>
<tr>
<td>36. HORE HAY TEW, One For The Money (Motown)</td>
<td>353</td>
<td>344</td>
<td>333</td>
</tr>
<tr>
<td>37. LL COOL J B/BOY II MEN, Hey Lover (Def Jam/Mercury)</td>
<td>589</td>
<td>505</td>
<td>327</td>
</tr>
<tr>
<td>38. SELENA, I'm Getting Used To You (EMI Records)</td>
<td>499</td>
<td>482</td>
<td>322</td>
</tr>
<tr>
<td>39. MONICA, Before You Walk Out Of My Life (Rowdy/Arista)</td>
<td>566</td>
<td>496</td>
<td>320</td>
</tr>
<tr>
<td>40. ALANIS MORISSETTE, Incon (Maverick/Reprise)</td>
<td>263</td>
<td>296</td>
<td>303</td>
</tr>
</tbody>
</table>

**Bulleted Indicate Increased Airplay**

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## Rhythm

**Radio News:** Congrats to KKRZ MD Chet Buchanan, who was named PD at KZHT Silt Lake City. Former KZHT PD Geronimo remains on the air... Congrats also to KWLN morning Jack CK, who picks up MD stripes... Within a month of purchasing KLUC Las Vegas, American Radio Systems bought cross-town competitor KJZM and flipped it to "The New Mix 94.1, The Best Mix Of The 60s, 70s and 80s." No word yet on the fate of the KJZM staff... Congrats to PD Mike Tierney and the KUBE Seattle crew for taking market-leader honors by going 6:1 to 6:6 in the Winter book. KUBE will also have some new company as EZ Communications names John Stewart PD of former Country KGIN. The station is applying for new calls and plans to be a Rhythmic Top-40.

**Viva Las Vegas:** Virtually the entire Crossover world spent last weekend in Vegas for the Hitmakers convention and it was a blast! The whole thing kicked off with a hystorical softball tournament sponsored by KLUC and Universal Records... Then it was off to KJZM for a cocktail party hosted by PD Mike Manno and Kid Stevens... In keeping with the weekend's most popular item—organ Priority Records threw a huge "eagel" bash in their suite later that night... Greg Lee, Ritch Bloom and Trent Campbell hosted a breakfast the next morning to debut Trent's much-anticipated new single, "Come Back To The World." (Qwest/WB) A ton of programmers, MDs and mixers met Trent, including John Candelandia, Harold Austin, Maurice DeVoe, Chet Buchanan, Lopez Tucker, Lucy Barragan, Joe Dawson and a host of others. Needless to say, the song is awesome... Later that day, Andre Harrell and Motown sponsored the official Hitmakers cocktail party, where new artists LaDae and Horace Brown performed... Dinner that night was most memorable thanks to Liz Pokora and Ric Lippincott... Later, everyone who wasn't still at Cat Thomas' bachelor party showed up in Columbia's suite at the Hard Rock Hotel with Jerry Blair, Charlie Walk, Bruce Reiner, Lee Lipton and John Strazza. Dancing up a storm to The Fugees' "Killing Me Softly" over and over again, among others. Val Delong, Steve Kline, Bobbi Hoch, Monte Lipman, David Nathan, Joe Hecht, Bruce Tenenbaum, Bruce St James, Russ Allen, Andy Shank, Harold Austin, Carmi Ferrari, Pamela Jouan, Ed Green, Don Coddington, Dave Eubanks, Desiree Schuon, Danny Cooper, and my buds, James Israel and his fianc Shandor Anderson... "Five o'clock in the morning, where you gonna be?"... just leaving the Columbia suite... Even though most people didn't leave until the sun was up, everyone still made it to the grand finale at Lake Mead, where Jay Sanchez and George Hess threw a huge picnic complete with Jet-Skis, water-skis and barbecue. Over 100 PDs, MDs, mixers and promotion people lounged on the beach. A total blast was had by all... By now, everyone was exhausted. Back to the MGM, where I spent my last few hours in Sin City watching the Discovery channel (yeah... right), with Ricky Leigh Mensch, Rob Stone, Mike Kyser, Matt Shuman, Eric Baker and Jonathan Richland... Gotta say, Crossover rules!

**On The Music Tip:** Atlantic ships Todd Terry club remixes of the new Everything But The Girl single, "Wrong," this week. The record is already spinning at KJLY, WPWO and KQRR... Also see great early action on the first single from the Nanny Profes soundtrack, Case's "Touch Me, Tease Me" (Def Jam/Mercury) with airplay already reported at Hot 97, KBST and WMMK. Make sure to check out this week's Hotline with Joe Dawson, Michael Martin and Bruce St James on page 12 as well as a special Crossover Picture Page on page 24.

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**Accelerated Airplay**

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>ZW</th>
<th>LW</th>
<th>TW</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. GEORGE MICHAEL, Faith (Dreamworks/Geffen)</td>
<td>199</td>
<td>199</td>
<td>199</td>
</tr>
<tr>
<td>2. BONE THUGS-N-HARMONY, Tha Crossroads (Ruthless/Relativity)</td>
<td>186</td>
<td>186</td>
<td>186</td>
</tr>
<tr>
<td>3. PUFF JOHNSON, Forever More (WORK/CRG)</td>
<td>186</td>
<td>186</td>
<td>186</td>
</tr>
<tr>
<td>4. JODECI, Get On Up (UpTown/MCA)</td>
<td>147</td>
<td>147</td>
<td>147</td>
</tr>
<tr>
<td>5. BILLIE RAY MARTIN, Your Loving Arms (Sire/EEG)</td>
<td>122</td>
<td>122</td>
<td>122</td>
</tr>
</tbody>
</table>

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**Most Added**

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>ZW</th>
<th>LW</th>
<th>TW</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. 2T, Tease Me (550 Music)</td>
<td>9</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>2. JSON, I'll Never Stop Loving You (Hollywood)</td>
<td>7</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>3. ADAM CLAYTON &amp; LARRY MULLEN, Theme From Mission: Impossible (Island)</td>
<td>7</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>4. MICHAEL JACKSON, They Don't Care About Us (MJU Music/Epic)</td>
<td>6</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>5. PUFF JOHNSON, Forever More (WORK/CRG)</td>
<td>5</td>
<td>5</td>
<td>5</td>
</tr>
</tbody>
</table>
The movie "Sunset Park" opens this week

Break-Out Markets
Los Angeles 12-7
Philadelphia 20-15
San Francisco 17-12
Boston 44-27
Houston 8-6
St. Louis 4-3

Album ships Gold!

See the movie • Hear the song • Play the song

North, South, East and West
Woo-Hah Woo-Hah
Busta Is The Best!

NETWORK Street Chart #26*–22*
Monitor Rhythm Crossover #26*–25*
BILLBOARD HOT 100 87*–75*

WWKX Providence 84x
WQHT New York 38x
WERQ Baltimore 15x
WPGC Washington, D.C. 38x
WPOW Miami 20x
WJMH Greensboro 26x
WHHH Indianapolis 21x
KKSS Albuquerque 26x
KPPR El Paso 15x
KBXX Houston 33x
KUBE Seattle 15x
KDOW Monterey 12x
KMRL San Francisco 10x
KYLD San Francisco 11x
XHTZ San Diego 9x
▲ Magical Misery Tour
Not altogether happy they were put in the back of the bus are (far left) Charles Chavez; (back row, l-r): the wife of KBXX Houston mixer Reg-N-Effect, Reg-N-Effect. H.O.I.A. Records' Joey Carvello; (middle row, l-r): Columbia's John Strazza; Elektra's Tom Maffei; (front row, l-r): Network 40 Crossover Editor Debby Peterson and KWIN Stockton MD C.K.

▲ He's Not A Believer
Mercury's James Israel (left) and his fiancée Shannon Anderson (right) try not to act too disappointed after finding out that Elektra's Don Coddington (center) isn't Mickey Dolenz. Ticked off that he's not in the foreground is Columbia's Bruce Reiner, thrilled to just make the bottom left corner of the shot is Network 40's Debby Peterson.

▲ Friend Or Faun a?
Admiring the lush foliage of Las Vegas are (l-r) Universal Records' David Nathan, KWNZ Reno APD/MD Bill ("2B Or...") Shakespeare, WJBT Jacksonville PD Paco Lopez and KBXX Houston mixer Reg-N-Effect.

▲ Surf's Down!
Hoping to hang at least one in the heavy Vegas surf are (l-r) Relativity's Joe Hecht, KSOL San Francisco PD Russ Allen, KPWR Los Angeles APD Bruce St. James, SIN's Tony Monte and Roadrunner's Marco Navarra.

▲ Only One Of Them's Really Got The Beat
KBKT PD Harold Austin pumps up Universal's David Nathan with the absurd notion that one day, he, too, might be able to grow facial hair.

▲ Funny, He Doesn't Look Like Buckwheat
Columbia Crossover bon vivant Bruce Reiner sheepishly admits to Network 40's Debby Peterson that he was one of the original Little Rascals.

☆ You, too can get your mug on these pages. Send your PR pic to Network 40, 120 N. Victory Blvd., Burbank, CA 91502 ☆
**THE SUBSTITUTE**

MACK 10 featuring ICE CUBE

"HOO BANGIN'"

AFRO-RICAN

"ALL OF PUERTO RICO"

Just Added!  KMEL  KKSS

Rotating On:

KKBT 40 Plays
KPWR 22 Plays
Z90 9 Plays

KMEL 14 Plays

KHTN 10 Plays

KWIN 8 Plays

KYLD 25 Plays

WWKX 5 Plays

FROM THE MOTION PICTURE SOUNDTRACK
I DO: 550 Music hosted an excellent shindig which started with a delicious dinner with Mary Me Jane before their on-stage performance at Hollywood's Luna Park. There to enjoy the tunes were 550's Neda Leppard and Brian Corona, managers Julie Levine and Lewis Levin and the usual Network 40 pose. Be sure to catch future Mary Me Jane (550 Music/Epic) tunes that will enter the A/C realm.

JIVE TALKIN': The search for Debbie Cercone is over; she just landed a choice gig at Island Records in the Big Apple and will remain in the A/C world. Congratulations, Debbie...Laura Hinsen has decided to find her future out in the real world—and not return to the record business...Laura Kurtz, former A/C queen of EMI Records, is now in Florida heading the A/C department for Universal Records...The programming department at WLTX Chattanooga is playing musical titles. Former MD Robin Daniels is now PD and former PD Joel Dearing is now MD. Are they trying to make us dizzy...We have added a new station to our cozy Network 40 family. WCBH Terre Haute is making moves with Greg Vincent at its helm.

HEAVY ROTATION: From the upcoming summer blockbuster flick, Mission: Impossible, starring heartthrob Tom Cruise, comes the theme from U2's Larry Mullen and Adam Clayton (Island)...MCA artist Karla Bonoff is easy to believe in with "You Believed In Me"...Intrigue is singing especially for all the Wallflowers with "Dance With Me" (Universal Records)...Superheroes Queen are blessing us all with "Heaven For Everyone" (Hollywood)...If you thought you've heard the last of The Mary Tyler Moore Show, not a chance. Joan Jeat And The Blackhearts have an awesome remake of "Love Is All Around" (Blackheart/WB)...And the man with the golden touch is back with "You Still Touch Me" (A&M). Adds on this Sring release include WHUD Peckskill, KMQQ Santa Barbara, WCOD Cape Cod, KWAT Monterey, WRQX Washington, D.C., KKMV Beaumont, WKDD Akron, KMXR Corpus Christi and WMJJ Birmingham.

REPORT CARD: Here are some 25-54 numbers: WRQX Washington, D.C. (5.7), WASH Washington, D.C. (5.4), WLFM Buffalo (6.7), KOSI Denver (6.2), WMQW Buffalo (7.2), WBER Philadelphia (6.6), WBXM Boston (5.3), KIOI San Francisco (4.5), KEZK St. Louis (8.6), KYKY St. Louis (8.6), WDLK Cleveland (7.2), WWIL Providence (9.3), WSNE Providence (6.1), WRCH Hartford (10.0) and WLEV Allentown (13.1).

Please remember your deadline for A/C playlists (adds indicated, of course) is Mondays at 5 pm. Fax 'em over to (818) 973-2420. And don't forget to call with station news and promo ideas toll-free, (800) 443-4001.

COMING YOUR WAY APRIL 29TH:

**KARLA BONOFF** "You Believed In Me" (MCA)

**INTRIGUE** "Dance With Me" (Universal Records)

**JOAN JETT AND THE BLACKHEARTS** "Love Is All Around" (Blackheart/WB)

**ADAM CLAYTON AND LARRY MULLEN** "Theme From Mission: Impossible" (Island)

**QUEEN** "Heaven For Everyone" (Hollywood)

—Tiffany Eason

### Accelerated Airplay

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### Most Added

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Fax over your weekly playlist to

at

(818) 973-2420
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<td>STONE TEMPLE PILOTS, Tiny Music...songs From The Vatican Gift Shop</td>
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<td>FUGEES, The Score</td>
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<td>CELINE DION, Falling Into You</td>
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<td>ALANIS MORISSETTE, Jagged Little Pill</td>
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<td>OASIS, (Whats The Story) Morning Glory</td>
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<td>2 PAC, All Eyez On Me</td>
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<td>D'ANGELO, Brown Sugar</td>
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<td>GARBAGE, Garbage</td>
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<td>RED HOT CHILI PEPPERS, One Hot Minute</td>
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<td>MC REN, The Villain In Black</td>
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<td>EVERCLEAR, Sparkle And Fade</td>
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**Bullets Indicate Increased Sales**

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<td>COWBOY JUNKIES, Lay It Down</td>
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<td>ADAM SANDLER, What The Hell Happened To Me?</td>
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<td>RAPPIN' 4-TAY, Off Parade</td>
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<td>JEWEL, Pieces Of You</td>
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<td>GIN BLOSSOMS, Congratulations I'm Sorry</td>
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<td>MADONNA, Something To Remember</td>
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<td>QUINCY JONES, Q's Jook Joint</td>
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<td>TRACY BONHAM, The Burdens Of Being Upright</td>
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<td>EZAYE-Z, Stroll Off Tha Streetz Of Compton</td>
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<td>CHANTAY SAVAGE, I Will Survive (Doin' It My Way)</td>
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<td>BAHAMADIA, Kellage</td>
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<td>MARK KNOPFLER, Golden Heart</td>
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<td>ALICE IN CHAINS, Alice In Chains</td>
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**Bullets Indicate Increased Sales**
Tina Arena

Chains
The worldwide hit from the dazzling new star.
Discover what the rest of the world already has.

Written by Tina Arena, Steve Werfel, and Pam Feswick
Produced by David Tyson
Management: Ralph Carr for RCM International

Callout:
Power96 Miami
Top 10 25+ Females
PRO FM Providence
80% Familiarity
#14 Testing Record
KPLZ Seattle
#6 Best Testing Overall

KDWB Minneapolis
KWDM Denver
WZPL Indianapolis
WXXL Orlando
WRVQ Richmond
KLRZ New Orleans
WTIC Hartford
WMXV New York
WMJQ Buffalo
KHOM New Orleans
WHHY Montgomery
KPLZ Seattle
Y100 Miami
Power96 Miami

Top 15 Phones
18-34 Female Phones
Top 15 Phones
Top 20 Phones
Top 5 Phones
Top 10 Phones
Top 5 Phones
Top 10 Phones
Top 5 Phones
Top 10 Phones
Top 5 Phones

"Epic" and "The" Reg. U.S. Pat. & Tm. Off. Made by the Sonys Music Entertainment (Australia) Pty Ltd.
“CINCO DEES MAYO”
KIIS-FM Los Angeles
Karen Tobin

In yet another round of the infamous “Battle of the Sexes” between Rick Dees and Ellen K., the bet was that the loser would be shot out of a cannon at a remote in celebration of Cinco De Mayo. Ellen K. lost and, at the celebration inspired by the Battle of Puebla, she will become cannon fodder. Also present at the celebration will be magicians, mariachis, the South American Miss USA and marching bands from local high schools. The winner of a station-sponsored “best tacos” contest will provide the food.

COST: A PORTION OF THE CANNON COST.
RETURN: GREAT, HIGH-PERFECT TIE-IN WITH A HUGE SEGMENT OF THE AUDIENCE. GUARANTEED TO ATTRACT PLENTY OF TV COVERAGE AS WELL.

“LESBIAN HOUSE PARTY”
WPLY Philadelphia
David Burgess

Y100 held the first-ever on-air “Lesbian House Party.” Although listeners are not invited, friends and neighbors of lesbian couples will show up for fun and games such as “Know Your Mate,” which pits wossames against each other, “Blind Date-A-Rama” and “Pin the Tail on the Beaver.” Barsky will also bring in a hypnotist and a stripper to see if he can turn a lesbian straight. The purpose of the broadcast is to allow Y100 listeners to hear about alternative lifestyles and how the lesbian couples’ life is the same as a straight couples. Yup. Sure. Right.

COST: ANY CHANCE OF GETTING INVITED TO A CHRISTIAN COALITION PARTY.
RETURN: TACTY, FASTESST, SEXIST AND TO SOME, PERVERTED. WHICH MEANS EVERYONE WILL BE LISTENING.

“TOPICAL PROMO OF THE WEEK”

UNABOMBER MANIA!

Call it tasteless, call it exploiting tragic, senseless murder... nevertheless, the capture of the alleged Unabomber has become a mercantilizing bonanza that has reached beyond the frozen tundra of Montana. Here’s how you can capitalize:

- “Una-Look-Alikes.” Have an artist draw the infamous “Unabomber artist renderings”—only with the jocks’ faces behind the sunglasses and ‘stache. Put up “Captured” posters of them around the marker in client stores, etc. Whoever collects them all, wins a prize at a remote.
- “No-Tech Marathon.” At a park.
- “Spot The Bomb.” Insert a really godawful song (a “bomb”) at random in the middle of a music sweep. First one to call in and de-fuse it by naming the title and artist, wins a prize.
- “The Dancing Unabombers.” Throw a club dance party, and anyone dressed as the Unabomber gets in free.

—Jeff Silberman

THE GREAT PEANUT BUTTER AND JOEY DADDY LICK

KDON Salinas
Andy Rivas

To win movie passes, tickets to Great America and CDs, one contestant had to hold out not laughing the longest after the adopted station dog licked peanut butter from in between the listener’s toes. (If no animal available, the overwarker will do.)

COST: A LICK OF PEANUT BUTTER.
RETURN: TERRIFICALLY ENTERTAINING THEATRE-OF-THE-MIND STUNT.

TRIPLE PLAY GIVEAWAY

KLRZ New Orleans
Dan Hoffman

In order to build cume for the station, KLRZ is giving away $10,000 total (at $500 a pop) in this contest. After three songs in a row are played by an artist or band about which the audience has already been warned, the 100th caller who can name the songs will win the $500.

COST: WILD GUESS... HMM... CARRY THE ONE AND DIVIDE BY 3.7... SOMEWHERE IN THE NEIGHBORHOOD OF... $10,000.
RETURN: GREAT CUME AND TSL HOLDER.

“HAPPILY EVER AFTER”

WAEV Savannah
Burke Allen/Lyn Michaels

Afternoon personality Brad Kelly will actually be married to listener contestants who have to live in a shack with no electricity, gas, plumbing (you supply a Porta-John), etc. Whoever "roughs" it the longest, wins a big ecologically-correct prize.

“McCarthyism”

KISF Kansas City
Dave Horn

Jenny McCarthy from MTV’s Singled Out made a personal appearance at a K.C. Blades hockey game. Over 2,000 people waited in line to see get her autograph. Jay Charles from “The Morning Head Rush” had an exclusive interview with her and Jenny spent time with station winners of an "arena suite party," which offered plenty of food and beverage.

COST: TRADED OUT WITH BEER DISTRIBUTOR AND HOCKEY TEAM.
RETURN: TONS OF MEDIA EXPOSURE.

THE MOTHER OF ALL SHOPPING SPREES”

WNJN Newton
Chris Abate

In celebration of Mother’s Day, the 15th caller after the “Mother” sounder will win a prize (tickets to a play, dinner, etc.) and be entered in the running for the grand prize: a $1,000 shopping spree at a local mall with limo service. After the day of shopping, the winner will be treated to a trip to New York in the limo to see a Broadway play.

COST: TRADED FOR MENTIONS.
RETURN: BUOYS CUME AND TSL AMONG ACTIVE AND WORKING LISTENERS.

“THERE’S BUSINESS IN THE HOMES”

WQSM Fayetteville
Dave Stone

Q98 will qualify listeners to “live free” for a year if they send in their name, address and phone number. If they hear their name on-air, they qualify by calling the station within 10 minutes. If picked, Q98 will pay for rent, car, cable, phone and gas, as well as send the listener on a seven-day vacation to the Caribbean.

COST: BILLS PAID OUT OF BUDGET; TRIP TRADED FOR MENTIONS.
RETURN: HIGH-INTEREST PROMOTION BUILDS CUME AND TSL AND MAKES STATION THE TALK OF THE MARKET.

IS IT DEAD YET?

Hey, we had to do something to get you to read this shameless plug for the massive Slicktoria’s Secret promo packages. They boast gobs of promo ideas for every day of the year, with special pages devoted to holidays and major events! Why wouldn’t you call (800) 443-4001 for an informative order form?
Appeared on Letterman 4/22!

“Who Will Save Your Soul”

JEWEL

from her album Pieces Of You

PRODUCED BY BEN KEITH
**datebook**

by Cole Slaugh

**MONDAY (29)**
- Moment Of Laughter Day. Best caller jokes. Beware of jokes in set-up line; first caller with the punch line wins. Badge of Honor: biggest laugh machine in high-traffic areas, whoever finds 'em wins.
- National Family Reading Week. On top of nursery rhyme music beds, read erotic or adventure novels. Read product liability warnings and song lyrics as if they're nursery rhymes. Whoever guesses the production wins.
- Jerry Seinfeld's Birthday: He's 42. (Not that there's anything wrong with that.)

**TUESDAY (30)**
- National Honesty Day. Call and tell listeners they've been called. If they turn down the prize, they win. Jocks at a restaurant cash register give a little money back in change; whoever returns it, wins.
- Hairstylist Day. Wildest hairstyle (and color) show. Offer free hair styling as a remote. Whoever cuts their hair.
- Give away free hair styling at the most chic place in town.

**WEDNESDAY (5/1)**
- National Photo Month. Listen for photo shows. "Best shot of tail-less "contest. Ask for specific shots (a baby crying, a guy's butt crack, someone picking their nose). The first one to bring it in is a remote winner.

**THURSDAY (2)**

**FRIDAY (3)**
- Tuba Day. Tubaists play the hits on-air. First caller to ID songs, wins. Jack takes tuba lessons. Tubaists play at remote. (with call letters over the horns' mouths).
- James Brown's Birthday. "Mr. Please Please Please Me" is 63. JB Dance contest. Listeners win if they can "take it to the bridge"—where jack's doing a secret remote. Prizes to those who wear "Hot Pants" or eat "Mother Popcorn," etc.

**SATURDAY (4)**
- Kentucky Derby. Run in Louisville. Hold owls Derby, racing gerbils, turtles, babies, humans on all fours, going on a muddy track, etc.

**SUNDAY (5)**
- National Postcard Week. Create own postcards of jocks at market landmarks; whoever collects them all at client stores wins. | Colorful postcard coupons for client stores.
- National Pet Week. Offer free spaying and neutering. Hold own pet show. Give away pets from the local pound or free shoes for pets, catalog shows.

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**rimshots**

by Turner Hendenoff

A dispute between United Airlines and its catering company has led to public airing of food complaints against the airline. During a six-month period, airline passengers have found: a live slug in a plate of pork, a dead moth in a breakfast biscuit, glass shards in salmon, a large worm in a salad and a dead spider in a fruit plate.

The catering company blames it all on a hearing-impaired chef who thought the airline's slogan was "try the friendly flies!"

Alleged Unhospitable Theodore Kaczynski's lifestyle has changed a bit now that he's an in-custody. His jail cell is about the same size as his cabin, but instead of eating wild porcupine and turnips, he eats cold cereal and turkey noodle casserole.

The prosecution is currently insisting that, if found guilty, Kaczynski should be forced to eat United Airlines food.

Eureka, CA police are stumped by "The Breast Feeding Strangers," a woman who approaches mothers carrying their babies and—when they least expect it—grabs the babies and breast-feeds them before giving them back. "Every child needs lactation nourishment," she told one shocked mother.

Police are trying to plant an undercover cop as a baby. So far, most of the mule detectives have volunteered.

Weird still, a judge threw out a lawsuit a woman filed against a church after an incident at one of its bingo games. Allegedly, when a bingo playing card had the woman in the bead, she started having continuous orgasms, then turned gay.

Although the church is not liable for the woman's condition, it has removed "O-69" from the game. This just in: Bingo attendance has just skyrocketed.

Wisconsin lawmakers are considering a bill to require electric companies to install a separate grounding device near dairy barns. It seems poorly grounded wiring enables a low electric current to flow through the ground and through metal objects in the barn—such as the devices that pump milk from the cows' udders. The cows quit eating, become irritable and milk production declines.

On the other hand, sales of poorly grounded electric milk-pumping devices are flying out the doors of local S&M shops.

The Brockton, MA City Council thought they could shut down the clientele of local strip clubs by rezoning them next to a sewage treatment plant. For some strange reason, the clientele hasn't noticed.

One-word summary of the recent exploitative TV special, *Why Planet Go Down*: gravity.

---

Percentage of PDs who...

- Liked Jerry Cagle's "Why Is It" Editorial. [Green]
- Liked Tiffany Eason's "Why It Is" rebuttal better. [Red]
- Liked Tiffany Eason better. [Blue]
HIS #1 WORLDWIDE SMASH HIT...
NOW A MAJOR REACTION SONG
SWEEPING ACROSS AMERICA

ROBERT MILES CHILDREN

New This Week:
B96
WXXL
Y100

— Charlie Huero, KTFM San Antonio
“Great adult phone response. Big reaction record. Top 5 request.”

— Don Parker, KKFR Phoenix
“No question, this song will be huge for us. It blows out the phones on
every play and it’s all demos.”

— Hitman, KBFM McAllen
“Top 5 request. Lots of curiosity calls. This record will be huge.”

— John Candelaria, KPRR El Paso
“Robert Miles is the biggest buzz record on KPRR. 34 plays in one week. This
is a winner.”

— Scott Seipel, CK105 Flint
“We got instant reaction from airplay! ‘Children’ is Top 10 in requests.
It’s a huge song for us! The big bonus...women absolutely love it!”

— Danny Clayton, WKTI Milwaukee
“‘Children’ is the most active record on WKTI. It lights up the phones like
a contest every time we play it!”

The fast-breaking premiere single
from his forthcoming Arista debut album
DREAMLAND

E-Mail us at: Arista96@aol.com
Visit us at: http://www.aristarec.com
Billy Mann (DV8/A&M)

- Singer/songwriter Billy Mann was born and raised in Philadelphia.
- He began playing the piano at age five, then guitar, bass, harmonica, flute and anything else that was put in front of him.
- Billy grew up listening to '70s radio and was influenced by Carole King, Stevie Wonder, Billy Joel and the Doobie Bros.
- In addition to lots of practice, he took lessons in songwriting while attending Philadelphia’s High School for Creative and Performing Arts.
- He worked at many odd jobs and performed at coffeehouses and clubs throughout Boston, San Francisco, Miami, London and New York.
- The 23-year-old has collaborated with many performers and co-written compositions that will be released this coming year.
- Billy was discovered in New York by multi-Platinum hit producer Ric Waite (Mariah Carey, Whitney Houston, Hall & Oates).
- The first single from Billy Mann’s self-titled debut album is called “Turn Down The World.”

Salt (Island)

- Nina Ramsby, vocals/guitar • Daniel Ewerman, bass • Jim Tegman, drums
- The Swedish trio was formed three years ago after meeting at a Stockholm art school.
- Initially, Salt was a five-piece band that went down to a trio to allow for more individual contributions.
- Nina, Daniel and Jim formed a unique bond when they moved onto a houseboat together, not for artistic reasons but because they couldn’t afford anything better.

Lina Santiago (Universal Records)

- Seventeen-year-old former Mountain View High School homecoming queen Lina Santiago is from El Monte, CA.
- She is one of three sisters and a brother born to musical parents, who support her at just about all of her club appearances.
- Lina is a down-to-earth teenager whose interests include modeling and comedy.
- Growing up, Lina was heavily influenced by her father, who played guitar, and her mother, a former club singer.
- Lina was introduced by a mutual friend to producers/Groove Nation Records owner DJ Juanito, who invited her to sing on the song “Feels So Good (Show Me Your Love).”
- The song was written and recorded in less than five hours in Juanito’s own recording studio.
- Juanito and Lina are currently in L.A. working on an album due out in Spring which will include the latest track, “Feels So Good (Show Me Your Love).”

SWV (RCA)

- Sisters With Voices are the New York City born and based trio of Cheryl “Coko” Gamble, Leanne “Lelee” Lyons and Tamara “Taj” Johnson.
- Coko, whose mother is a well-known Gospel artist, began singing solos in church at age six and was recording with the Gospel choir by age 11.
- Lelee, who also has Gospel roots, won almost every talent competition she entered throughout junior high and high school. Later, she went on to perform at other schools, clubs and parties.
- Taj attended performing arts high schools and was influenced by Gospel and classic R&B.

Bullet • Bites

Due out next month are two new Green Day songs on a mini-CD called Brian’s Too Faded (Reprise). “Do Da Da” is a song about singer Billie Joe’s wife and “Good Riddance” is an acoustic track.

Metal Blade/WB artists Goo Goo Dolls will appear on the May 11 season finale of Beverly Hills, 90210, performing three songs from their album, A Boy Named Goo.

New releases: Due to hit the stores on May 14 is the Butthole Surfers’ new album, Electric Larryland (Capitol), while Me’Shell Ndegocello’s eagerly-awaited sophomore release, Peace Beyond Passion (Maverick) is due June 11.

Baby Love is a charity album, raising money for research into the nature of miscarriage and stillbirth. Contributors include Whitney Houston, Sinead O’Connor, Eric Clapton and Elton John, to name a few.

Sometime in mid-summer, Epic Records will release Pearl Jam’s Stone Gossard’s solo project, Three Fish.
H-Town "A Thin Line Between Love & Hate"

R&B Mainstream Monitor 8*-3*
R&B Adult Monitor 21*-18*
More Than 2,600 BDS Detections!
More Than 32 Million Listeners!
SoundScan Singles Chart 19*
SoundScan Single Sales
22* SoundScan LP Chart!
LP Now Gold!
Where It's Played, It Sells!

"A Thin Line Between Love & Hate"
Now Showing At Theaters Nationwide
#1 Box Office Per Screen Average!

Spinning:
HOT97 23 Plays
WPGC 53 Plays
WWKX 24 Plays
KKSS 24 Plays
WJJS 24 Plays
WHHM 22 Plays
WJMH 16 Plays
KKFR 15 Plays
KLHZ 13 Plays
KHOM 11 Plays
KQID 70 Plays

Jams!
Joan Jett And The Blackhearts "Love Is All Around"
Whether you play it at 2:25 or :56, it delivers nothing but multi-format pleasure!

On The Air And Blowing Up The Phones At:
Top 40:
KC101 Add WRVW Add
WRFY Add Z100
PRO FM FLY92
WEDJ Q99
WPST WXLK
WAPE KQKQ
WKBQ WNTQ
KHOM KLRZ
KWMM XWIS
WNNK WKRZ
Hot A/C
KFMB-Add
Star98.7
WPLJ
WMXX
KYKY
Q106
KLSY
WRQX
Alternative
Live105-Add WPLY-Add
99X WDRE WHFS
WXDX WZRH XHRM
KXRT KIBF WBCN

VAN HALEN "HUMANS BEING"
MUSIC FROM THE MOTION PICTURE SOUNDTRACK TWISTER!
THE STEVEN SPEILBERG BLOCKBUSTER MOVIE FOR THE SUMMER OF `96
OPENS MAY 10TH

OUT-OF-THE-BOX ADDS INCLUDE:
WKBQ WKRZ WRFY WWCK KISR WPRR KQID KSMB
KBCQ KHOM KLRZ WOSC KQIX WSKS WXIS WXYK
AND MANY MORE!

#1 MOST ADDED AT ROCK RADIO! CLOSED OUT-OF-THE-BOX!

www.americanradiohistory.com
1. Celine Dion / Because You Loved Me
2. Alanis Morissette / Ironic
3. Coolio / 1, 2, 3, 4 (Sumpin' New)
4. Mariah Carey / Always Be My Baby
5. Weird Al Yankovic / Amish Paradise
6. The Fugees / Killing Me Softly
7. No Doubt / Just A Girl
8. The Presidents Of The U.S.A. / Peaches
9. Red Hot Chili Peppers / Aeroplane
10. La Bouche / Sweet Dreams

1. Bone Thugs-N-Harmony, Tha
2. Mariah Carey, Always Be
3. The Fugees, Killing Me
4. Coolio, 1, 2, 3, 4
5. La Bouche, Sweet Dreams
6. Delinquent Habits, Ties Delinquents
7. The Tony Rich Project, Nobody
8. Fugees, Fu-Gee-La

1. Alanis Morissette, Ironic
2. Celine Dion, Because You
3. Bone Thugs-N-Harmony, Tha
4. Noel Gallagher, Be Here Now
5. Smashing Pumpkins, 1979
6. Dog's Eye View, Everything
7. Brandy, Sittin' Up In
8. Bodeans, Closer
9. The One, The Tony Rich Project, Nobody
10. Red Hot Chili Peppers, Aeroplane
Music for Generation Hex.

The Craft

Music from the Motion Picture

Featuring “Dangerous Type” by Letters to Cleo and new songs from:

Elastica
Juliana Hatfield
Jewel
Love Spit Love
Our Lady Peace
Heather Nova
Spacehog
Sponge
Matthew Sweet
Tripping Daisy

Album in stores
tuesday, April 30.

Movie opens
nationwide May 3.
1. Tina Arena / Chains
2. Bush / Machinehead
3. Hootie & The Blowfish / Old Man And Me
4. Joan Jett & The Blackhearts / Love Is All Around
5. Billie Ray Martin / Your Loving Arms

WJX FLORENCE, CJ McKay
1. Tracy Chapman, Give Me One
2. Foo Fighters, Big Me
3. Amy Arena, Excuse Me
4. Red Hot Chili Peppers, Aeroplane
5. Jars Of Clay, Flood
6. Stone Temple Pilots, Big Bang
7. No Doubt, Just A Girl
8. Joan Osborne, Right Hand Man
9. Jann Arden, Insensitive

WSW JACKSONVILLE, JAMES GREGORY
1. The Fugues, Killing Me
2. No Doubt, Just A Girl
3. Celine Dion, Because You
4. Mariah Carey, Always Be
5. Coolio, 1, 2, 3, 4
6. La Bouche, Sweet Dreams
7. Color Me Badd, The Earth
8. Hootie & The Blowfish, Old Man
9. Bone Thugs-N-Harmony, That

KBGM MCALLEN/BROWNSVILLE, HITEMAN
1. Coolio, 1, 2, 3, 4
2. Mariah Carey, Always Be
3. Alanis Morissette, Ironic
4. The Fugues, Killing Me
5. Celine Dion, Because You
6. Red Hot Chili Peppers, Aeroplane
7. Paraje, Animal Action
8. Quad City DJ's, C'Mon 'N

WINKELMIRA, GREG MATTHEWS
1. Alanis Morissette, Ironic
2. Celine Dion, Because You
3. Dog's Eye View, Everything
4. Foo Fighters, Big Me
5. No Doubt, Just A Girl

WIKOC ROCHESTER, JAMES RABE
1. No Doubt, Just A Girl
2. Celine Dion, Because You
3. Alanis Morissette, Ironic
4. Mariah Carey, Always Be
5. Dog's Eye View, Everything
6. Brandy, Sittin' Up In
7. Everclear, Santa Monica
8. Tracy Chapman, Give Me One
9. Tina Arena, Chains
KIIS FM ADD!!!
KHKS ADD!!!
WPOW ADD!!!
KGGI ADD!!!

IMPACTING MAINSTREAM RADIO
THIS WEEK

#27 CROSSOVER MONITOR CHART
IN TWO WEEKS

PUFF
Johnson
“forever more”

"Immediate calls from females 18-34!! Sounds great on the air."
—Al Chio, Y100 Miami

“No doubt about it. It’s a hit! Already top 5 phones.”
—Jeff Nelson, Z90 San Diego

ALREADY OVER 500 SPINS AT
Z90 46X
KLUC 40X
KTFM 38X
Y100 27X
KMEL 22X
92Q 22X
KBXX 18X
KKFR 17X
KYLD 13X
WHHH 12X
WZJM NEW
WWKX NEW
WJBT NEW
KZHT NEW
KSFM NEW
KUBE NEW

WORK

produced by:
Narada Michael Walden
management:
Marie Johnson & Creative Partners
107 FM
PLAYIN' THE HITS!

KFFM Yakima, Jerry Kelly
1. The Fugees, Killing Me Softly
2. Coolio, 1, 2, 3, 4
3. Celine Dion, Because You
4. Mariah Carey, Always Be
5. R. Kelly, Down Low
6. 2Pac ft. Dr. Dre, California
7. Deborah Cox, Who Do U
8. Weird Al Yankovic, Amish
9. Busta Rhymes, Woo-hah!! Got

ALL HITS
KLYV

KLYV Disguise, Jonathan Knight
1. Coolio, 1, 2, 3, 4
2. Mariah Carey, Always Be
3. Los Del Rio, Macarena
4. Alanis Morissette, Ironic
5. The Presidents Of The USA, Peaches
6. Weird Al Yankovic, Amish
7. Everclear, Santa Monica
8. The Tony Rich Project, Nobody
9. No Doubt, Just A Girl

Z93

KQIZ Amarillo, Scotty D.
1. The Presidents Of The USA, Peaches
2. Coolio, 1, 2, 3, 4
3. R. Kelly, Down Low
4. La Bouche, Sweet Dreams
5. Frost, La Familia
6. Mariah Carey, Always Be
7. Voice Of The Beehive, Scary
8. The Tony Rich Project, Nobody
9. Planet Soul, Set U Free

WZYP
Huntsville, Kramer
1. Red Hot Chili Peppers, Aeroplane
2. Weird Al Yankovic, Amish
3. Los Del Rio, Macarena
4. Celine Dion, Because You
5. The Presidents Of The USA, Peaches

198

WJNI Willimantric, Brent McKay
1. The Presidents Of The USA, Peaches
2. Mariah Carey, Always Be
3. Weird Al Yankovic, Amish
4. Seven Mary Three, Cambesome
5. The Fugees, Killing Me

WYCR York, Captain Conners
1. Weird Al Yankovic, Amish
2. Mariah Carey, Always Be
3. Alanis Morissette, Ironic
4. 3T, Anything
5. Red Hot Chili Peppers, Aeroplane

WCL Carbondale, Kim Berg
1. BoDeans, Closer To Free
2. The Presidents Of The USA, Peaches
3. Mariah Carey, Always Be
4. No Doubt, Just A Girl
5. The Tony Rich Project, Nobody
GEORGE MICHAEL

"FASTLOVE"

THE NEW SINGLE AND VIDEO FROM THE FORTHCOMING ALBUM OLDER IN STORES MAY 14

TOP 40 BDS SPINS AFTER 1 WEEK!
1,393 Spins (+829)
BDS Chart - Top 40/Mainstream Debut 29*
NETWORK Debut 26*

MOST ADDED AGAIN AT:
Top 40/Mainstream
Top 40/Rhythm-Crossover
A/C Mainstream
Hot A/C!!!!

27 More Top 40/Mainstream Adds:
KKRZ Portland
Y100 Miami
B94 Pittsburgh
WXXL Orlando
WRVQ Richmond
KHFI Austin
KKMG Colorado Springs
KZZU Spokane

On 15 RHYTHM-CROSSOVER Stations:
KTFM Z90 KUBE KKFR
KGGI KKXX KHTN KWIN
KDON KZFM KJMN WIJS
and more!

Produced by George Michael and Jon Douglas
Engineered by Paul Gomersall
© 1996 Big Geoff Overseas Ltd.
MOST REQUESTED

WYMK GREENSBORO, JAY MILLER
1. Celine Dion, Because You
2. Alanis Morissette, Ironic
3. Red Hot Chili Peppers, Aeroplane
4. Mariah Carey, Always Be
5. Joan Osborne, Right Hand Man

WXYK GULFPORT/BILoxi, Jonathan Reed
1. Coolio, 1, 2, 3, 4
2. Hootie & The Blowfish, Old Man
3. Everclear, Santa Monica
4. Foo Fighters, Big Me
5. La Bouche, Sweet Dreams

KDUK EUGENE, Matt James
1. Celine Dion, Because You
2. Alanis Morissette, Ironic
3. Tracy Chapman, Give Me One
4. Dog’s Eye View, Everything
5. Color Me Badd, The Earth,

KXKK DALLAS/FORT WORTH, TOM LAMBERT
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WYFL MEMPHIS, TED WELLS
1. Coolio, 1, 2, 3, 4
2. Hootie & The Blowfish, Old Man
3. Everclear, Santa Monica
4. Foo Fighters, Big Me
5. La Bouche, Sweet Dreams

WFXC COLUMBUS, AL \CHRIS MOORE
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WFMK MICHIGAN CITY, GREG WENER
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WZCT CLEVELAND, ROB HUGHES
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WMMR PHILADELPHIA, STEVE REED
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

KZOK SEATTLE, RICK MOORE
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WNYW NEW YORK, KEN COLE
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WUSW HAMILTON, MIKE MURPHY
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WQTS WASHINGTON, D.C., RICK ODUM
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WHTL LEXINGTON, MIKE MCINTYRE
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

WMLF-AM/FM MONTGOMERY, JIM ROBERT
1. Mariah Carey, Always Be
2. Alanis Morissette, Ironic
3. Coolio, 1, 2, 3, 4
4. Red Hot Chili Peppers, Aeroplane
5. Oasis, Champagne

www.americanradiohistory.com
BILLY MANN

...Spinning on over 50 stations including...

KLRZ  WXKS  WSTW  WFLY  WGTZ  WSSX

TURN DOWN THE WORLD

from the self-titled debut

Direction: Simon Cook & Olga Gerrard for Bittersweet Management Inc.
Produced by Ric Wake for W&R Group. Executive Producers: Al Cafaro & Ric Wake

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### No Playing MAJOR MARKETS

**Selected Major Market PPW Reports**

<table>
<thead>
<tr>
<th>Market</th>
<th>Station</th>
<th>Format</th>
<th>Call Letters</th>
<th>Owner</th>
<th>Program Director</th>
<th>Program Director</th>
<th>Station Manager</th>
<th>Market Rank</th>
<th>Rating</th>
<th>Share</th>
<th>Listeners</th>
<th>Employment Report</th>
<th>Notes</th>
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</thead>
<tbody>
<tr>
<td>DFW, Dallas</td>
<td>KXZE</td>
<td>Classic Rock</td>
<td>Z-Rock</td>
<td>Townsquare</td>
<td>Michael Francis</td>
<td>Michael Francis</td>
<td>Michael Francis</td>
<td>1</td>
<td>4.5</td>
<td>6</td>
<td>1,000,000</td>
<td>40 employees</td>
<td>22</td>
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<td>WIND</td>
<td>News/Talk</td>
<td>Wind News</td>
<td>Cumulus</td>
<td>John Bolaris</td>
<td>John Bolaris</td>
<td>John Bolaris</td>
<td>1</td>
<td>4.0</td>
<td>6</td>
<td>1,500,000</td>
<td>20 employees</td>
<td>45</td>
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<tr>
<td>L.A., Los Angeles</td>
<td>KLON</td>
<td>Classic Rock</td>
<td>The Rock</td>
<td>iHeartMedia</td>
<td>Steve Black</td>
<td>Steve Black</td>
<td>Steve Black</td>
<td>1</td>
<td>3.8</td>
<td>6</td>
<td>1,100,000</td>
<td>15 employees</td>
<td>35</td>
</tr>
<tr>
<td>SAN, San Antonio</td>
<td>KZND</td>
<td>Country</td>
<td>NASH</td>
<td>Cumulus</td>
<td>T.J. Martin</td>
<td>T.J. Martin</td>
<td>T.J. Martin</td>
<td>1</td>
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A radio station's chart of popular alternative music, listing artists and songs. The chart includes various bands such as Pearl Jam, Soundgarden, Nirvana, Smashing Pumpkins, and others, along with their album and song titles. The chart also notes the position of each artist and song on the chart, indicating their popularity among listeners. The chart is presented in a readable and organized manner, allowing for easy reference and analysis of the music trends at the time.
SCENE STEALERS

GET ON TRACK

IN THE "HOUSE" WITH LL
KYLD San Francisco midday personality Renee Taylor poses with Def Jam/Mercury artist LL Cool J after his show at The House of Blues.

STRONG STUFF

THIS IS THE REASON
Following Elektra/EEG artist Tracy Chapman's sold-out show at NYC's Beacon Theatre, label execs presented her with a Gold plaque for her latest album, New Beginnings. (Back row, l-r): band members Glenys Rogers, Rock Deadrick and Andy Stoller. (Front row, l-r): Elektra Sr. VP A&R Nancy Jeffries, Sr. VP Promo Greg Thompson, Tracy Chapman, Chairman Sylvia Rhone, Pres. Seymour Stein and Sr. VP Mkg. Steve Kleinberg.

WHERE'S THE CREAM CHEESE?
A&M artist Billy Mann (center) visits the Jersey Shore and shares bagels with WJRX MD Sharon Zarnowski and PD Lance Debock.
let's
"Macarena"
again
like
we
did
last
summer

"Wow! Love It! It's the dance sensation that all demos are into."
- Rob Morris, APD KDWB Minneapolis

"We got 115 phone calls off just one spin. Macarena is a huge hit!"
- J.R. Ammons, MD Star 94 Atlanta

"'Macarena' was one of the Most Played records. 'Macarena' was one of our Most Requested records. When we held a line dance promotion, over 10 thousand listeners showed. It broke all sorts of records. 'Macarena' is huge for us... Huge!"
- John Cook, PD KHKS Dallas
**IN GRATUITY**


**ROQS OF CLAY**

Silverstone artists Jars Of Clay are shown here entertaining the staff of KROQ, Los Angeles... or vice versa. (Back row, l-r): Jive Sr. VP Pop Promo. Jack Satter, KROQ Prod. Dir. John Frost, Jars Of Clay member, Music Consultant Zeke, air personality Shuggo and APD Gene Sandbloom. (Front row, l-r): PD Kevin Weatherby, MD Lisa Worden, Jars Of Clay members and Silverstone Assoc. Dir. Promos. John Butler.

**SUDDENLY" SURROUNDED**

Island artist Soraya (center) gets stopped by the Network 40 staff on her way out the back door. (Standing, l-r): Editor-In-Chief Jeff Silberman, Tree Editor Ficus N. Bloom and Managing Editor Kristen Guarino. (Seated, l-r): A/C Editor Tiffany Eason, Radio Editor John Kilgo, Soraya, Crossover Editor Deby Petersen and Associate Editor Sara McCaffree.

**LOEB BLOW**

KSLY San Luis Obispo midday air personality Tim Brown is seen here schmoozing with Geffen artist Lisa Loeb after a recent Santa Barbara show.

**HARD AT WORK**

WMG1 Terre Haute hosted a visit from Loose Cannon/Island artists Bass Is Base. (Standing, l-r): PD/morning co-host Beau "Wax Museum Exhibit" Richards, BIB's Ivan, part-timer Apollo, BIB's Mystic, afternoon drive Rich O'Brien, BIB's Chin and overnight guy Ryan Olson. (Kneeling, l-r): APD/morning co-host Mike Echols and night guy Patrick O'Malley.

* You, too, can get your mug on these pages. Send your PR pic to Network 40, 120 N. Victory Blvd., Burbank, CA 91502 *
Already On:
KRBE Q99 KKDM KHTY

IMPACT DATE: 4/29

spaceman

the worldwide smash single from the album "the boy with the x-ray eyes"

© 1990 EMI Records

EMI Records
EMI

worldwide representation by clive banks for www.americanradiohistory.com

http://www.emirec.com
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**Bullets Indicate Increased Airplay**