

TOP 40 AIRPLAY Monitor

• We Listen To Radio •

November 28, 1997 \$4.95 Volume 5 • No. 48

TOP 40 HIGHLIGHTS

MAINSTREAM

#1

CHUMBAWAMBA

Tubthumping (REPUBLIC/UNIVERSAL)

★★★ AIRPOWER ★★★

INOJ • Love You Down (SO SO DEF/COLUMBIA)

GOING FOR AIRPLAY

BRYAN ADAMS • Back To You (A&M)

CELINE DION • My Heart Will Go On (Love Theme From "Titanic") (550 MUSIC)

GREEN DAY • Time Of Your Life (Good Riddance) (REPRISE)

RED HOT R&B ALL STARS • Every Nation (COLUMBIA)

RHYTHMIC TOP 40

#1

USHER

You Make Me Wanna . . . (LAFACE/ARISTA)

★★★ AIRPOWER ★★★

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

Crossover

#1

USHER

You Make Me Wanna . . . (LAFACE/ARISTA)

★★★ AIRPOWER ★★★

UNCLE SAM • I Don't Ever Want To See You Again (STCNECREEK/EPIC)

2PAC • I Wonder If Heaven Got A Ghetto (AMARU/INTERSCOPE/JIVE)

USHER • Nice & Slow (LAFACE/ARISTA)

GOING FOR AIRPLAY

MILITIA • Burn (RED ANT)

ADULT TOP 40

#1

PAULA COLE

I Don't Want To Wait (Imago/Warner Bros.)

★★★ AIRPOWER ★★★

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

ADULT CONTEMPORARY

#1

ELTON JOHN

Something About The Way You Look Tonight (ROCKET/A&M)

★★★ AIRPOWER ★★★

TONI BRAXTON WITH KENNY G • How Could An Angel Break My Heart (LAFACE/ARISTA)

BILLY JOEL • Hey Girl (COLUMBIA)

GOING FOR AIRPLAY

BRYAN ADAMS • Back To You (A&M)

CELINE DION • My Heart Will Go On (Love Theme From "Titanic") (550 MUSIC)

GREEN DAY • Time Of Your Life (Good Riddance) (REPRISE)

RED HOT R&B ALL STARS • Every Nation (COLUMBIA)

Industry Mourns Heston Hosten, Airplay Monitor Editor In Chief

Heston Hosten, editor in chief of Billboard's four Airplay Monitor publications, died Nov. 19 in New York after an extended battle with colon cancer. He was 29 years old.

Hosten, who joined Airplay Monitor in April, was a five-year veteran of the Airplay Monitor-affiliated Broadcast Data Systems (BDS), where he first began to cement his extensive relationships with record- and broadcast-industry members. At BDS, Hosten worked his way up from administrative assistant to BDS' R&B administrator, becoming director of radio and

charts in 1995. He was also the author of Airplay Monitor's BDS-themed column, Watching the Detectives.

Before joining BDS, Hosten majored in public administration at John Jay College of Criminology and business administration at LaGuardia College.

Despite Hosten's ongoing battle with cancer, his tenure at Airplay Monitor was marked by the development of numerous charts and features, some of which will continue to debut in these publications in the months to come.

Co-workers and industry executives alike praised Hosten's natural affability, positivity, and dedication.

"All of us here are deeply saddened by the loss of our colleague and

Continued on page 5

Are You Ready To Get Jiggy?

WILL SMITH

Gettin' Jiggy Wit It

*The blazin' new single from
Will Smith's first solo album
"Big Willie Style."*

(36) - (22)

Monitor Rhythmic Top 40

Gettin' Jiggy:

B96	K105	WKTU
WERQ	W10Q	WKSS
WBLL	WKSE	KKFR
KUBE	WJMN	WPST
KYLD	KTFM	WZUM
WHHH	KZZU	KHOM
KLUG	KQKS	KKSS
KGGI	WDHQ	KRQQ
WWKX	KZQZ	KWNZ





COLUMBIA

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada © 1997 Sony Music Entertainment Inc. <http://www.sony.com>

Billie Myers

kiss the rain

(33) - (27) Top 40/Adult Monitor

(28) - (25) Modern Adult Monitor

NEW AIRPLAY THIS WEEK:

KRBE	Houston	(Add)
KKPN	Houston	(Add)
KHMX	Houston	(Add)
Y100	Miami	(Add)
WALC	St. Louis	(Add)
WTKI	Milwaukee	(Add)
KSMG	San Antonio	(Add)
WMBX	West Palm Beach	(Add)
WMJY	Biloxi	(Add)

ALBUM IN STORES NOW!



PRODUCED BY DESMOND CHILD
Management: Diggit! Entertainment/Bill Diggins

© 1997 Universal Records Inc.



MAJOR MARKET AIRPLAY

WPLJ/New York City (#2 Phones)

WTMX/Chicago (#10 Phones)

KLLC/San Francisco (#10 Phones)

Q95/Detroit (#8 Phones)

KDMX/Dallas (#2 Phones)

KALC/Denver (#5 Phones)

... and MANY MORE!

EARLY AIRPLAY :

TOP 40!

WXKS/Boston (#2 Phones)

WNKS/Charlotte (10 spins)

WDJX/Louisville (12 spins)

WLAN/Lancaster (33 spins)

WSTW/Wilmington (16 spins)

WSSX/Charleston (14 spins)

KKRD/Wichita (12 spins)

KRUF/Shreveport (25 spins)

WJBQ/Portland (16 spins)

WDDJ/Paducah (26 spins)

KHTO/Springfield (27 spins)

Chancellor's Z100 Inks Zapoleon

Guy Zapoleon, who already consulted Chancellor's rhythmic top 40 WKUT New York, has inked a deal to also work with sister WHTZ (Z100). That station was last consulted by Rick Peters, now with Capstar's Southern Star division. In other Z100 news, WIOQ (Q102) Philadelphia night jock Billy Hammond is now doing P/T at the station, which has also added Billy Burke's syndicated Christian AC show, "Victory," and APD/night host Kid Kelly's "Backtrax USA" to the weekend schedule.

Meanwhile, WKUT has rescheduled its "Saturday Night Fever" reunion show for Jan. 31 at the Theater at Madison Square Garden. All the artists scheduled for the recently rained-out concert have promised to repeat, including the Bee Gees. As for the 2001 Odyssey club, where the original show was scheduled (and where "Saturday Night Fever" was filmed), it'll hold an open house for listeners earlier that day.

In addition, Chancellor flipped its KBBT (B100) Los Angeles from rhythmic top 40 to Latin-targeted gold, as tipped last week, with a gala kick-off party at L.A.'s ultra-hip Skybar, featuring the entire Chancellor brain trust, including Scott Ginsburg, Jimmy de Castro, Steve Rivers, Bev Tilden, and PD Harold Austin, along with a few hundred of their friends. The new format launched jockless with "the top 500 lowrider jams of all time." War, whose "Cisco Kid" was the first song featured, also played a live set. On Christmas Eve, Chancellor plans to award \$25,000 to the listener who submits the new name chosen for the station.

PROGRAMMING: NASH UPGRADE

Incoming WKCI (KC101) New Haven, Conn., MD Kelly Nash gets the optional upgrade to PD/MD even before he hits the front door. Nash, on his second tour of duty at the station, replaces Tony Bristol, now programming WPRO-FM (Pro-FM) Providence, R.I. Simultaneously, Mike Raub, PD of N/T sister WELI, is upped to OM for Clear Channel New Haven. KC101 former MD/afternoon jock Jeff McCartney becomes creative services director for both stations. Night jock Michael Maze will now do 4-8 p.m.; Nash will do 1-4 p.m.

Modern adult WLNK (the Link) Charlotte, N.C., PD Stacy Cantrell exits to finish her Ph.D. and embark on a teaching career. While owner Jefferson-Pilot is accepting PD packages, OM Tom Jackson and APD Josh Goodman will run the show at least through the holidays. P.S.: The Link still has middays open, currently being covered by P/T Jen Thompson.

Veteran Florida programmer Lee Reynolds, OM/PD of top 40 WWLD (Wild 106) and AC WBZE (the Breeze) Tallahassee, Fla., is named

Australia Mourns Michael Hutchence

Australia's music industry is in mourning after INXS singer/songwriter Michael Hutchence's apparent suicide in Sydney Nov. 22. Radio stations block-programmed INXS music and opened lines to callers. Australian Prime Minister John Howard described Hutchence as "an important player in Australia's worldwide music industry" and called his demise "a tragic incident." Fans set up a shrine outside the Ritz-Carlton hotel, where a staffer found the 37-year-old's body hanging from a belt in his fifth-floor suite.

INXS had returned to Sydney three days before for the final leg of a 20th-anniversary world tour. The tour has been cancelled.

CHRISTIE ELIEZER, Billboard Bulletin

PD of Clear Channel's soft AC WILV (Love 101.5) Tampa, Fla., which had been without a PD since the format flipped from religious in September. Former Wild 106 PD Orlando, now readying to launch live programming on sister R&B outlet WHBX, will again oversee WWLD for now.

PEOPLE: STACY STAYS

KQKS (KS107.5) Denver PD/morning co-host Rick Stacy inks a new, two-year deal with the Jefferson-Pilot outlet. He also needs a night jock to replace Naughty Boy, who exits.

WIOQ (Q102) Philadelphia morning co-host Valerie Knight crosses the street for similar duties at N/T WWDB. She's replaced by Kim Douglas, morning sidekick at modern rival WPLY (Y100). Meanwhile, The Chicago Sun Times reports that Q102 midday talent Dede McGuire will move to Dallas to work with ABC Radio Networks' syndicated Doug Banks show.

KBBT (the Beat) Portland, Ore., morning team Brian Shook and Brian Suits have exited the modern adult outlet. P.M. driver Troy Daniels will cover for now. Packages to PD Michael Newman or consultant Randy Lane.

New modern adult KOZN (the Zone) Kansas City snags Drew Bennett for nights from MD/ mornings at rival modern/top 40 hybrid KCHZ. Nycki Pace is new to afternoons from country

KBEQ (Q104), while MD Slacker adds midday duties. PD Paul Kriegler still needs mornings.

Crossover outlet KCAQ (Q104.7) Oxnard, Calif., names its new night show "The Flava Camp." It features Jeffro and the Khoolaid Kid, who move up from their Saturday-night mix-

show duties, replacing Rico and Mambo.

WKSE (Kiss 98.5) Buffalo, N.Y., promotions director Janice Gaworecki moves to Syracuse, N.Y., for similar duties for Pilot Communications' cluster, including top 40 WNTQ (93Q). Gaworecki, who is replaced in Buffalo by promotions assistant Jill Monroe, succeeds Daryl Thomas, who exits.

KZHT Salt Lake City PD Marc Summers taps his former station, WZYP Huntsville, Ala., to hire Helen Jordan to fill the long-vacant promotion director slot. Jordan will also oversee sister rock outlet KURR (Rock 99).

In a series of moves at crossover WKXJ Chattanooga, Tenn., morning host Roy "Cadillac Jack" Jaynes goes to afternoons. That sends Shadow Hayes to middays and Dr. Dave to mornings.

VIDEO CHANNELS MULTIPLY

MTV Networks and the Box have both unveiled new services for 1998.

Billboard Bulletin reports that the Box announces the Box Set, which consists of four new digital, all-music channels: Pulse, with a top 40/modern adult mix; Classic, with mid-'70s to '90s classic videos; Urban, with contemporary R&B, hip-hop, and reggae; and Edge, featuring modern rock videos.

Next July, MTV Networks will bow the Suite From MTV and VH1, which will include the freeform M2; MTV Ritmo, targeted to a Latino audience; MTV Indie, with rap, techno, and college releases from independent labels; MTV Rocks, featuring hard rock and heavy metal; VH1 Soul, featuring R&B artists; VH1 Country; and VH1 Smooth, featuring jazz, new age, and AC music.

YOU ASKED FOR IT!

WZPL Indianapolis suspends normal programming Dec. 1 for an 18-hour "Request-A-Thon" to benefit the Make-a-Wish Foundation. For a minimum \$10 donation, PD Tom Gjerdum promises to play anything you ask for, "from AC/DC to Frank Sinatra." Needless to say, the air staff will be heavily tapping their personal record collections.

White Named Monitor Account Manager

Sharon White is named account manager for Top 40 and Rock Airplay Monitor for the Western U.S. She will work out of Monitor's L.A. office, starting Dec. 9.

White, a record-industry veteran, previously served as a regional promotion manager for RCA, Geffen, and EMI and also worked on the Album Network's Yellow Pages of Rock directory.

TOP 40 TOPICS BY SEAN ROSS

212-536-5264 • sross@billboard.com

A Friend And Genuine Fan Of Monitor

There are two things in particular that you can say about Heston Hosten, Airplay Monitor's editor in chief, that you can't say about many other folks in the music business.

One is that he genuinely liked and cared about other people in a way that went well beyond the usual mutual-advantage relationships that mark the industry and, in return, was well loved by an amazingly wide spectrum of folks, the breadth of which has only become fully apparent following his Nov. 19 death, at age 29, after a yearlong battle with cancer.

The other is that he genuinely loved being in this industry, both at Monitor and in his five previous years at Broadcast Data Systems. During his time at BDS, he wasn't just a friend and co-worker, but a genuine fan of Airplay Monitor, and the wealth of suggestions he brought to it once he joined us bespoke that. Not everybody who's lucky enough to be in the business, rather than the real world, seems to appreciate it. Heston always did.

For one thing, he'd spent six years educating himself on the business. He came to BDS with an education in business and public administration. As such, he was one of the few people whom I've ever seen teach themselves the business from the ground up. His own great affability, however, always seemed to come naturally to him—something that those of us who were missing the same "tact" lobe as Estelle Getty on "The Golden Girls" always envied.

Heston came to Airplay Monitor in April

at a time when this publication was more embroiled than ever in the format-definition controversy. It was at a point when, for the first time in its history, Monitor was in danger of being considered the establishment and not the scrappy underdog by some in the industry. Heston's considerable goodwill allowed him to defuse that situation almost singlehandedly and broker a consensus in two months' time in a dispute that had dragged on for more than a decade.

He did that, by the way, while coming in each morning with a sheaf of new chart and editorial ideas that he'd come up with on the subway ride to work. But more amazing were the conditions under which he accomplished all of this. Heston knew, but had not wanted it widely known, that he had colon cancer since January. Anybody who works on a weekly publication can vouch for the not inconsiderable stresses that accompany the job under the best conditions. And Heston was not doing the job under the best conditions.

Greatly sympathetic to others, Heston wasn't the type to look for sympathy himself. So there's probably somebody reading this who wishes they had more of a chance to offer more in the way of concern or support. One can only hope that Heston knew how important he was to others. And that during the three years we were allowed to know each other I considered both our friendship and our working relationship to be greater than the sum of its parts. And there aren't a lot of people in this business or any other you can say that about.

Spiceworld Inducts Honorary 'Horny Spice'



That ripping sound you're hearing is a gaping hole in the space-time continuum, allowing Howard Stern and Spice Girls to inhabit the same room at the same moment. Pictured, from left, are Spice Girls Victoria, Melanie B., and Melanie C.; Stern; and fellow members of the Spicebabes Emma and Geri.



WHAT'S NEWS

by Theda Sandiford-Waller

212-536-5053 • theda@billboard.com

RCA's Carlton Official; Geffen Changes

MUSICAL CHAIRS: After several months in the chair, **Ray Carlton** is officially named RCA VP of top 40 promotion . . . By the end of the year, look for Geffen's **Craig Coburn** to move into A&R, while **Steve Kline** relocates from New York to L.A. to pick up Coburn's promotion chores and VP title . . . Columbus, Ohio-based promotion man **Dave Watson** steps up for national alternative promotion duties in New York . . . A&M's national director of rock promotion **Gina Suarez** and national director of triple-A promotion **Charlie Londono** exit. Reach Londono at 213-937-2990 . . . Island Detroit regional **Kevin Kay** jumps to V2 in the same role; Island L.A. regional **Sue Waters** moves to PGD in a marketing capacity . . . **Jim Welch** joins Atlantic as director of A&R from Columbia. Also joining Atlantic as director of sales is **Eric Wood**, most recently GM of Tower Records in Carle Place, N.Y. And the label ups **Margo Scott** to VP of business and legal affairs and **Angelica Cob** to director of media relations on the West Coast.

IN INK: Madonna inks **Cliff Burnstein** and **Peter Mensch** of Q Prime as her new managers. Q Prime also represents **Metallica** and **Smashing Pumpkins**, among others . . . Smashing Pumpkins drummer **Matt Walker** exits the group to focus on his own group, DreamWorks' **Cupcakes** . . . Former **J. Geils Band** front man **Peter Wolf** signs a recording contract with Mercury . . . Columbia picks two independent singles that were already receiving monitored airplay, **Lord Tariq** and **Peter Gunz'** "Deja Vu," which was on Codine, and **Mon A Q**'s "Stay In Love," which was on Matrix, a small Miami-based indie.

ARTIST MONITOR: Last week, **Cyndi Lauper** gave birth to a 9-pound baby boy . . . According to the **Hollywood Reporter**, **Mariah Carey** is in advanced talks to star in and possibly sing in a film for Disney . . . Have you played **Skate n' Fly**, a new game inspired by **Sugar Ray**? The premise is simple: Use your skateboard to get to a Sugar Ray concert and mosh your way through the show while avoiding security guards. Check it out at www.mediacome.com . . . **Rick James** tells **The New York Daily News** that he's working on his memoirs, tentatively titled "Confessions Of A Superfreak" . . . **Martha Wash** and drag diva **RuPaul** have rerecorded the **Weather Girls'** "It's Raining Men" for Wash's new album, "The Collection" (Logic). The album features a couple of original songs and some rerecordings of her classics, along with a few gems for which she was the uncredited lead vocalist, like **Black Box**'s "Strike It Up." The album is due in stores Jan. 27 . . . "Treat Her Like A Lady," on **Celine Dion**'s album "Let's Talk About Love," was co-written by artist **Diana King**.

TUBE TUNES: If you missed the **Lilith Fair** tour this summer, you can catch some of the action on pay-per-view Dec. 5 . . . **Spice Girls** have their own TV special, "Spice Girls: Too Much Is Never Enough," Dec. 2 on UPN . . . And on Dec. 12, look for the **Rolling Stones** to perform live on pay-per-view, unless you subscribe to DirecTV, which will air the show for free.

Semi-Charmed Life = A Week In Wilkes-Barre



Elektra recording act **Third Eye Blind** was traveling through the Keystone State when its bus apparently broke down outside **WKRZ** Wilkes-Barre, Pa. Pictured after using the station pay phone to call AAA, from left, are **Elektra's** **Mark Snider**, **PD Tony Banks**, and **MD Jerry Padden**, along with **Stephen Jenkins** and **Brad Hargreaves** of **Third Eye Blind**.

EDITOR IN CHIEF: HESTON HOSTEN
EDITOR: SEAN ROSS
MANAGING EDITOR: KEVIN CARTER
DIRECTOR OF CHARTS: THEDA SANDIFORD-WALLER
ASSOCIATE DIRECTOR OF CHARTS: STEVEN GRAYBOW
WRITER/REPORTER: DANA HALL
CHART PRODUCTION MANAGER: MICHAEL CUSSON
ASST. CHART PRODUCTION MANAGER: ALEX VITOLIS
EDITORIAL PRODUCTION MANAGERS: BARRY BISHIN, MARCIA REPINSKI
EDITORIAL PRODUCTION: SUSAN CHICOLA, MARC GIAQUINTO
SARAH JOHNSON, MARIA MANLICIC
COPY EDITOR: CARL ROSEN
ADVERTISING PRODUCTION MANAGER: LYDIA MIKULKO
ASSOC. ADVERTISING PRODUCTION MANAGER: CINDEE WEISS
ART DIRECTOR: RAY CARLSON
ADVERTISING PRODUCTION ARTIST: SHIRA HALFON

©1997 BPI Communications
1515 Broadway, New York, NY 10036 212-764-7300
5055 Wilshire Blvd., 7th floor, Los Angeles, CA 90036 213-525-2300
For subscriptions call: 800-722-2346
Airplay Monitor reporting panels are based solely on a station's musical content.

GENERAL MANAGER: JON GUYNN
ACCOUNT MANAGER: JEFF SOMERSTEIN
ADVERTISING SERVICES MANAGER: ALYSE ZIGMAN
SALES ASSISTANTS: EVELYN ASZODI, ERICA BENGTON
EDITORIAL ADVISER: TIMOTHY WHITE
PRODUCTION DIRECTOR: MARIE GOMBERT
DIRECTOR OF MARKETING: ELISSA TOMASETTI
CIRCULATION DIRECTOR: JEANNE JAMIN



PRESIDENT: HOWARD LANDER
SENIOR VP/GENERAL COUNSEL: GEORGINA CHALLIS
VICE PRESIDENTS: KAREN OERTLEY, ADAM WHITE
DIRECTOR OF STRATEGIC DEVELOPMENT: KEN SCHLAGER
BUSINESS MANAGER: JOELLEN SOMMER

RADIO CONCERT MONITOR

DATE	CALL LETTERS	EVENT	SCHEDULED TO APPEAR
Nov. 29	WNVZ Norfolk, Va.	Z104 Night	Corona
Dec. 2	KZHT Salt Lake City	Acoustic Xmas	Blessid Union, Shawn Colvin, Lisa Loeb
Dec. 4	WBLL Long Island, N.Y.	X-mas Show	Club 69, Love Tribe, She Moves, more
Dec. 4	WJMN (Jam'n 94.5) Boston	Super Jam	Aaliyah, Rob Base, BLACKstreet, LSG (Gerald Levert, Keith Sweat, Johnny Gill), Ginuwine, LL Cool J, Salt 'N Pepa, Shaggy, Uncle Sam
Dec. 4	WPXY Rochester, N.Y.	X-mas Show	Blessid Union, Shawn Colvin, DJ Company, Diana King, Le Click, Lisa Loeb, Sister Sledge
Dec. 5	KBOS (B95) Fresno, Calif.	Holiday Bomb	Jon B., Kurtis Blow, Immature, Lil Suzy, No Authority, Nu Flavor, Rome, Sugarhill Gang, Total, more
Dec. 5	KROQ Los Angeles	Acoustic X-mas	Fiona Apple, more
Dec. 6	KWNZ Reno, Nev.	Holiday Jam	3rd Party, 98 Degrees, Immature, No Authority, Nu Flavor, She Moves, Sugarhill Gang, Total, more
Dec. 7	WWKX Providence, R.I.	Kix-mas Bash	Aaliyah, Stevie B., BLACKstreet, Montell Jordan, Diana King, Total, Uncle Sam
Dec. 8	KRBE Houston	Christmas Show	Chumbawamba, Sneaker Pimps
Dec. 9	WHTZ (Z100) New York	Jingle Ball	Aerosmith, Allure, Fiona Apple, Backstreet Boys, Chumbawamba, Hanson, Lisa Loeb, Sarah McLachlan, Savage Garden, Wallflowers, more
Dec. 10	KCAQ Oxnard, Calif.	Flava Fest	Born Americans, K-Ci & Jojo, Nastyboy Klick, Somethin' For The People
Dec. 10	WQAL (Q104) Cleveland	Jingle Bell Ball	Blessid Union, Chantal Kreviazuk, Sister Hazel
Dec. 10	WXKS (Kiss 108) Boston	Acoustic Kiss-mas	Fiona Apple, Michael Bolton, Meredith Brooks, Chumbawamba, Hanson, Robyn, Wallflowers
Dec. 11	KUBE Seattle	Office X-mas Party	TBA
Dec. 11	WKSE Buffalo, N.Y.	Kiss-mas Bash	Aaliyah, INOJ, Diana King, Lisa Loeb, Rockell
Dec. 12	KHKS Dallas	Kiss-mas Party	Robyn, more
Dec. 12	WNKS Charlotte, N.C.	Kiss-mas Show	Aqua, Savage Garden, Sister Hazel
Dec. 12	WNVZ	Z104 Night	Wild Orchid
Dec. 12	WPLT Detroit	Holiday Hootenanny	Big Head Todd & the Monsters, Cure, Huffamoose, Duncan Sheik, Toad The Wet Sprocket
Dec. 16	WBZZ Pittsburgh	B94 Jingle Ball	Meredith Brooks, Shawn Colvin
Dec. 17	KIIS Los Angeles	Rick Dees' Kiss-mas	Allure, Chumbawamba, Hanson, Savage Garden

Let us monitor your event! Kevin Carter: 213-525-2303 or E-mail KCarter@billboard.com

Police Seek Arm Matching Mystery Hand



A smug-looking KRBE Houston PD John Peake, left, and MD Jay Michaels somehow eluded security long enough talk someone into snapping this action photo with Arista Records president Clive Davis, center, at the Billboard/Airplay Monitor Radio Seminar and Awards in Orlando, Fla.

Industry Mourns Heston Hosten, Airplay Monitor Editor In Chief

Continued from page 1

friend," says Howard Lander, president/publisher of Billboard and president of the Billboard Music Group. "When I brought Heston over from BDS to be editor in chief of Airplay Monitor, it was evident immediately that his energy, enthusiasm, and knowledge of the industry would lead our radio publications to greater heights. The additional benefit was that we gained a warm-hearted individual with a terrific sense of humor. He will be greatly missed."

"Clearly, everyone at BDS is going to miss Heston desperately," says BDS GM Joe Wallace. "We're going to miss his drive, his intensity, and his sense of humor. Heston was our greatest hit . . . I thought he was a terrific guy, and we just miss him terribly."

Former Airplay Monitor publisher Michael Ellis, now VP of A&R for Crave Records, recalls Hosten as "just a really positive, can-do kind of person." When Hosten was at BDS, "he used to pull off miracles . . . and he always had positive solutions to problems," Ellis adds.

"All of us who knew Hosten were affected by his loving, caring, and unique personality. We have a difficult time understanding why such a young, wonderful person has passed on," says Jonas Cash, CEO of Active Industry Research. "We will remember him for the rest of our lives and are grateful to the Almighty for sharing him with us. I suppose he missed him as much as we will and wanted him home."

"We had a great relationship, he was the best, and he always looked out [for your interests]," says Lionel Ridenour, VP of R&B music at Arista Records. "You do business with a lot of people, and some of them you don't really like, but it's like, whatever it takes to get the job done. But I genuinely, really liked Hosten—he was a great guy. My Monday was not complete without talking to him. I'd be driving in the car after I got

my BDS numbers, and my next phone call was to Hosten. We'd laugh and joke about stuff. I consider myself to be an intense person about business, but he'd be right there with me, pound for pound. He was so knowledgeable—I told him they should have changed it to BDS."

"I got to know him on a daily basis through dealing with him at BDS, and a relationship that developed that was far more than business," says Arista VP of promotion Jim Elliott. "What I admired and respected about him was his work ethic, his fairness, and his incredible positive attitude. Even when he was extremely ill, he didn't bring you down when you visited him; he was still very positive up 'til the end."

"In the couple of years that I worked with Hosten, I came to consider him a real friend," says Elaine Locatelli, VP of AC promotion for Columbia Records. "He had a real good feeling for people, he respected people, and everybody who knew him genuinely liked him."

"I've lost a good friend, and the industry has lost an inspiring and valuable voice," says Virgin/Noo Trybe VP of promotion Dwight Bibbs. "He showed us how much one can accomplish as a young African-American man. He was a trailblazer and an innovator. I admired him greatly and will truly miss him."

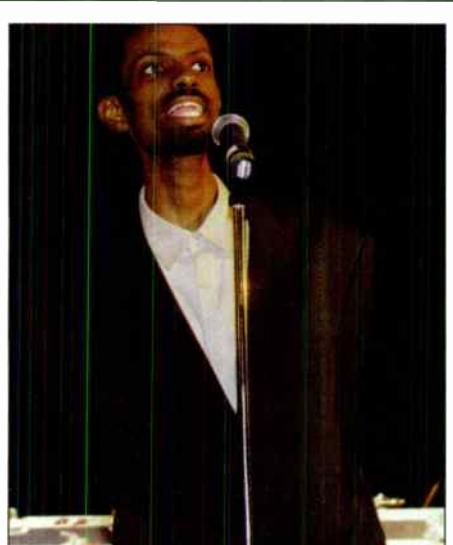
Funeral services were held Nov. 25, at St. Charles Borromeo Catholic Church in Harlem, N.Y. Billboard and Airplay Monitor plan to establish a fund in his honor, more details of which will be forthcoming.

Hosten is survived by his mother, Greta; his aunt, Barbara Perrotte; and three cousins, Carol, George, and Sadina Perrotte.

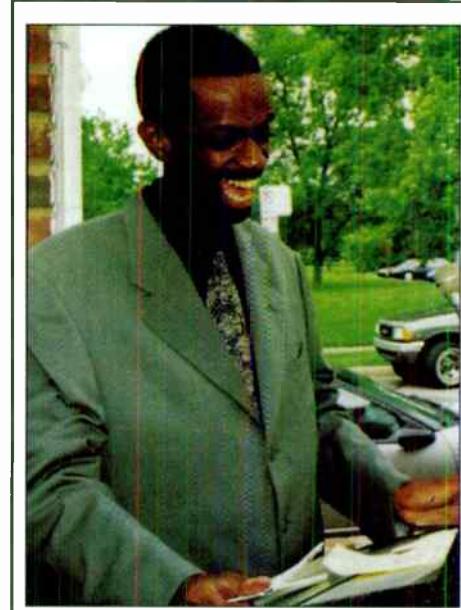
The family has asked that in lieu of flowers, donations should be made in Hosten's name to cancer-related charities.



Hosten is surrounded by some of his staffers at the Reader Appreciation Party in New Orleans. Pictured, from left, are reporter Dana Hall, R&B chart manager Datu Faison, Top 40 chart manager Theda Sandiford-Waller, editor Sean Ross, account executive Hank Spann, Heston Hosten, and R&B Monitor managing editor Janine Coveney.



While in New Orleans this August for the National Black Programmers Coalition meet, Hosten addressed participants at the R&B Monitor's Reader Appreciation Party.



Hosten brandishes Country Airplay Monitor at June's Monitor anniversary celebration in Nashville.

MONITOR PROFILE

A Marc Summers' Night's Dream:
KZHT Second In Salt Lake City

Even if I had to sleep with Randy Michaels, dammit, I wanted to work for this company," says Marc Summers, PD of Jacor's top 40 KZHT Salt Lake City. Summers set that goal (or something close to it) several years ago, after viewing Michaels' video presentation called "Positioning Your Radio Station."

After 18 months programming WZYP Huntsville, Ala., Jacor did come calling, and Summers moved to Salt Lake City in August.

Fast forward less than five months, and Summers and staff have managed not only to reinvent KZHT's longtime rhythmic image to mainstream, but also to adjust audience expectation. The most recent trends bear that out, showing KZHT jumping 5.5-5.9 12-plus, up to No. 2 in a market where top 40 hasn't been a major player for several years.

Anyone who lands in Salt Lake City quickly discovers a market, Summers says, that "leans heavily LDS" (for "Latter Day Saints" or Mormons). "In this town, it's normal to see a 20-year-old married woman with two or more kids, driving a minivan."



Marc Summers
Program Director
KZHT Salt Lake City

'It had been a while since there was a true top 40 here that played the true hits'

Salt Lake City has traditionally been home to a higher-than-average number of AC stations. KUTQ (Q99), after a flirtation with modern, flipped to rock last year, leaving the rhythmic-leaning KZHT as the lone top 40.

Summers' edict from Jacor was to finish mainstreaming the station, a process that had been started by corporate top 40 chief B.J. Harris, who had relaunched the old Hot 94.9 as 94.9 'ZHT.'

The fact that adult-leaning modern rival KENZ (the End) was No. 1 18-34 and doing well with women was not lost on the Jacor brain trust. "It had been a while since there was a true top 40 in this market that played the true hits," Summers says, although what those hits were for Salt Lake City was still being determined at that time. In order to answer the burning question, "Bizarre Inc. or 'Bizarre Love Triangle,'" Summers threw a bunch of musical styles, currents and gold, into call-out. "I ended up flushing 90% of the gold library," he says. Results showed that the more mass-appeal, alternative-leaning product tested the best, along with mass-appeal R&B product such as Will Smith and the Notorious B.I.G. "Which worked out perfectly, because we weren't about to pigeonhole ourselves as a rock top 40," he says.

With the help of Harris and KKRZ (Z100) Portland, Ore., PD Ken Benson, Summers gutted the system, reset rules in Selector, redesigned the hourly clocks, pulled Broadcast Data Systems data, checked local record sales, and "looked at stations in similar markets that had a rock lean. I also spent a lot of time talking to people who had grown up with [top 40] KCPX in the '80s."

Summers needed to address the negative baggage of KZHT's longstanding rhythmic heritage. "Sure, that product was testing when I got here, because our core at the time wanted it. But we adjusted our research screener, tweaked the criteria to the pop side, and those pop partisans have responded." What he tapped into, he says, was a large, disenfranchised audience that was wandering around town. Now, KZHT draws cume from both the End and hot AC rival KISN.

If you're wondering if Summers made any minor staff adjustments during this image overhaul, wonder no more. "Hey, the staff didn't nickname me 'the Ax Man' for no reason," he says. Summers brought in Frankie C. from WNKS Charlotte, N.C., for mornings, teaming him with Marci Wiser from KISN, while retaining the services of sidekick Danger Boy. Summers also tapped Ceci Williams for middays from crosstown hot AC KBEE. "Her first reaction was to say no, based on the past image of this station," Summers says. "This used to be the station you came to when you got fired everywhere else in town." MD Dr. Doug Dodds does p.m. drive; the night show is currently open. And, last week, Summers hired WZYP's Helen Jordan as promotion director.

Dodds broke some new ground recently by giving away \$1,000, the first cash in the station's history. "We've never had a lot of resources until recently, and the response has been huge," Summers says of the song-of-the-day promo. "These songs are specifically selected to help highlight the musical changes we've made here. KZHT was rhythmic for seven years—you don't wash that away overnight."

Here's a recent 3 p.m. hour on KZHT: Chumbawamba, "Tubthumping"; Mariah Carey, "Fantasy"; Spice Girls, "2 Become One"; Third Eye Blind, "Semi-Charmed Life"; Alanis Morissette, "Ironic"; LeAnn Rimes, "How Do I Live"; Gin Blossoms, "Hey Jealousy"; Backstreet Boys, "As Long As You Love Me"; Sister Hazel, "All For You"; Jewel, "Foolish Games"; Soft Cell, "Tainted Love"; Robyn, "Show Me Love"; and Celine Dion, "Because You Loved Me."

Coupled with the new musical slant was a conscious effort to market to females, to the point of tying in with local charities like the Women's Resource Center, as well as an upcoming Christmas benefit featuring Shawn Colvin, Blessid Union, and Lisa Loeb for the local YWCA's battered women's shelter. "This also marks the first time this station has done a full-blown concert that wasn't done in a bar with a DAT tape," he says.

By April of next year, Summers, GM Tom Sly, and staff will move into a new, 60,000-square-foot facility that will house KZHT, country KKAT, rock KURR (the former Q99), N/T KALL, and soon-to-be-acquired KISN-AM. "It's also going to have a volleyball court out back and a barbecue pit for a party every Friday," says Summers, who is the first to admit how anal he is about every station element. "I'm never happy. I drive the production staff crazy about keeping promos, sweepers, and image stuff up to date, plus I change them a lot. It's funny; sometimes I listen to something and think it's godawful, but then I listen to tapes of the old days [as PD of WXMK Brunswick, Ga.], and realize that we're much too close to be objective. But I also realize that it's that constant struggle for perfection that ultimately makes a radio station great."

KEVIN CARTER

FIRST PLACE

AIR ADULT TOP 40 / MODERN ADULT
COMPETITION THREE

KEVIN MILLER

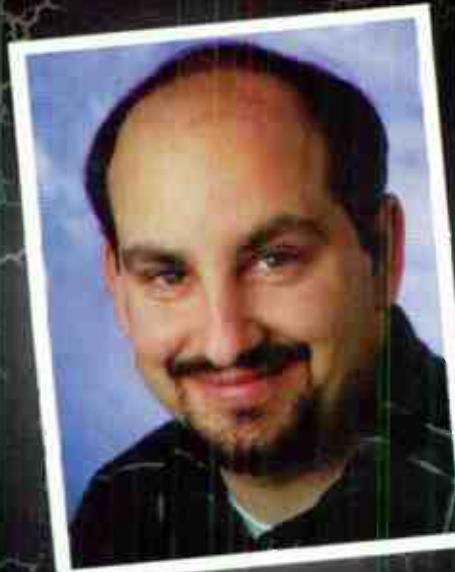
KURB/Little Rock, AR

"I feel like I just hit the winning home run in the World Series! I wish I could describe how blessed and honored I feel to be among this group of talented programmers. Thanks to the B crew for giving me the place to do my thing. Thanks to AIR for giving your insight, information, and for bringing great music to my attention every week. By the way ... Janet, you're the best!"

Grand Prize
BMW Z3 roadster



A C T I V E I N D U S T R Y R E S E A R C H



SECOND PLACE

Michael Newman

\$5,000

KBBT / Portland, OR

"It's been over 10 years, hundreds of calls, hundreds of songs, since I began with AIR and I'm overwhelmed to be in this position. I appreciate all the expert information that I get each week from Alan which helps me with certain decisions on songs. AIR is the real deal for testing new music. I have been here for a decade, I'm hooked."

3
\$4,000



JAY NACHLIS

WLCE / BUFFALO, NY

"I feel truly blessed. Placing in the Top 10 in a competition that rewards doing what I love most ... listening to music! Many thanks to Janet and everyone at AIR."

4
\$3,000



LEE CHESNUT

VH-1 / NEW YORK, NY

"I'm thrilled to have won again. It's been a great ten years of participation in the AIR Competition. AIR has had a profound influence on my programming career. Thanks to Jonas, Alan, Bruce, Bob and all of the AIR staff."

5
\$2,500



BARRY MCKAY

WMXB / RICHMOND, VA

"I want to thank my Lord and Savior Jesus Christ who makes all things possible in my life! Thanks to Janet for all the fun on the weekly calls. This competition is a great way to get PDs/MDs to LISTEN to music. Plus it's great to finish in the Top 10. Hats off to all at AIR for putting it all together!"

6
\$2,000



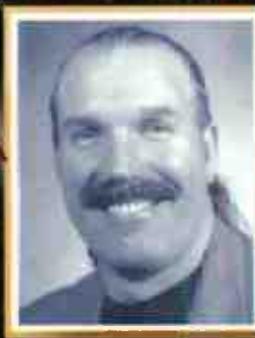
RICH DAVIS

KDWB / MINNEAPOLIS, MN

FORMERLY AT WYXR/PHILADELPHIA

"Last competition is putting the down payment on my new house. This competition ought to get me a nice stove and refrigerator! Seriously, the information I get from AIR each week is invaluable. Thanks to Alison, Alan, Jonas and everyone at AIR. It's awesome to be in the Top 10 again!"

7
\$1,750



BRUCE WAYNE

WMC-FM / MEMPHIS, TN

"Killer! I can't believe I placed this well my first time out, especially when you look at the quality of talent involved. My boss is upset however that I didn't win the Beamer. It's amazing that I can draw valuable information from AIR and win money for doing so. Kudos to Janet and the entire AIR staff."

8
\$1,500



FRANK BRINSLEY

WMTX / TAMPA, FL

"Wow! Imagine my surprise when I found out I beat my boss, Chuck Morgan. Thanks to Alison, Jonas, Alan and everyone at AIR for providing the most pertinent and relevant information in the industry. Follow your dreams, they will come true. I'm living proof! Beefcake!"

9
\$1,250



TOMMY MATTERO

WALC / ST. LOUIS, MO

"I'd like to thank AIR for providing us with a great source for music information. The AIR Competition is a great avenue for expressing our opinions on records. It's great when you can call up Bob Brady and find out what's happening with music in this crazy industry."

10
\$1,000



DOUG ERICKSON

WMGX / PORTLAND, ME

"Considering the competition, it's a great honor to finish in the Top 10. Talking with Janet and the staff at AIR helps me keep our station sounding its best. The AIR Competition is fun, easy and it rewards you for pickin' the hits!"

SECOND HALF WINNERS



FIRST PLACE

\$1,500

**JAY
NACHLIS**

WLCE / BUFFALO, NY

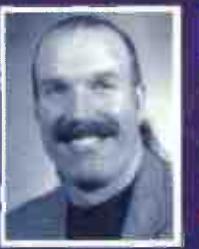


SECOND PLACE

\$1,000

**KEVIN
MILLER**

KURB / LITTLE ROCK, AR



THIRD PLACE

\$500

**BRUCE
WAYNE**

WMC-FM / MEMPHIS, TN

ADULT TOP 40/MODERN ADULT Competition Four is currently underway.
Winners will be announced July 1998.

*Grand Prize
Mercedes-Benz SLK*





BDS IMPACT™

BDS
Broadcast Data Systems
© 1997 Broadcast Data Systems

AIRPOWER

(Minimum 500 detections for the first time)

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

AIRPOWER BOUND

Total Plays/Gain

WILL SMITH 496/194
Gettin' Jiggy Wit It (Columbia)
Total Stations: 29/Chart Move: 36-22
Heavy (40+): 4 KGGI, KIKI, KQKS, KUBE
Medium (20-39): 4 KOHT, KSFM, WHHH, WJMN
Light (Under 20): 21
New Airplay This Week: 8 KQKS, KLUC, KQKS, KSFM, WBBM, WFHN, WIOQ, WKU

NEXT 473/26
Butta Love (Arista)
Total Stations: 24/Chart Move: 25-23
Heavy (40+): 5 KCAQ, KGGI, WJJS, WKXJ, XHTZ
Medium (20-39): 6 KDGS, KKFR, KKSS, KZFM, WHHH, WWKX
Light (Under 20): 13
New Airplay This Week: 3 KBOS, KSFN, WJMN

BOYZ II MEN 469/55
A Song For Mama (Motown)
Total Stations: 24/Chart Move: 25-24
Heavy (40+): 3 KLUC, KQMQ, WBBM
Medium (20-39): 7 KDGS, KPNN, KSFN, KTFM, KUBE, KYLD, KZFM
Light (Under 20): 14
New Airplay This Week: 2 KDON, WPOW

K-CI & JOJO 431/225
All My Life (MCA)
Total Stations: 16/Chart Move: Debut 26
Heavy (40+): 4 KIKI, KLUC, KQMQ, KYLZ
Medium (20-39): 5 KSFN, KYLD, WJMN, WWKX, XHTZ
Light (Under 20): 7
New Airplay This Week: 4 KGGI, KYLZ, WHHH, WWKX

JON B. 425/35
Are U Still Down (Yab Yum/550 Music)
Total Stations: 18/Chart Move: 31-28
Heavy (40+): 4 KCAQ, KOKS, KUBE, KYLZ
Medium (20-39): 5 KDGS, KKFR, WHHH, WJJS, WWKX
Light (Under 20): 9
New Airplay This Week: 4 KDON, KLUC, WNVZ, WWKX

SPICE GIRLS 420/5
Spice Up Your Life (Virgin)
Total Stations: 20/Chart Move: 27-29
Heavy (40+): 3 KPNN, KZFM, WKXJ
Medium (20-39): 6 KQKS, WDRQ, WFHN, WJJS, WKU, WWKX
Light (Under 20): 11
New Airplay This Week: 1 KQKS

LOS UMBRELLOS 371/10
No Tengo Dinero (Flex/EMI/Virgin)
Total Stations: 14/Chart Move: 30-30
Heavy (40+): 3 KIKI, KPNN, KQMQ
Medium (20-39): 5 KDON, KQKS, KOHT, WFHN, WKU
Light (Under 20): 6
New Airplay This Week: 2 WBBM, WWKX

BILLY LAWRENCE 351/59
Up & Down (EastWest/EEG)
Total Stations: 17/Chart Move: 37-32
Heavy (40+): 2 KDON, WJJS
Medium (20-39): 6 KDGS, KKSS, KYLZ, KZFM, WFHN, WHHH
Light (Under 20): 9
New Airplay This Week: 1 KIKI

LEANN RIMES 325/53
How Do I Live (Curb)

Total Stations: 13/Chart Move: 40-34
Heavy (40+): 2 KPNN, KZFM
Medium (20-39): 5 KLUC, KQMQ, KSFN, KTFM, WFHN
Light (Under 20): 6
New Airplay This Week: 3 KLUC, KSFN, WBBM

ERICK SERMON, KEITH MURRAY & REDMAN 297/61
Rapper's Delight (Priority)
Total Stations: 25/Chart Move: Debut 37
Heavy (40+): 0
Medium (20-39): 5 KQKS, WHHH, WKXJ, WWKX, XHTZ
Light (Under 20): 20
New Airplay This Week: 3 KTFM, KZFM, WPOW

NO AUTHORITY 285/44
Don't Stop (MJJ/WORK)

Total Stations: 13/Chart Move: Debut 38
Heavy (40+): 1 KLUC
Medium (20-39): 6 KBOS, KDGS, KDON, KIKI, WFHN, XHTZ
Light (Under 20): 6
New Airplay This Week: 1 WKU

TONY TONI TONE 282/25
Boys And Girls (Mercury)

Total Stations: 13/Chart Move: Debut 39
Heavy (40+): 1 KIKI
Medium (20-39): 6 KCAQ, KDGS, KOHT, WFHN, WJJS, XHTZ
Light (Under 20): 6

CHART BOUND

Total Plays/Gain

QUEEN PEN 240/85
All My Love (Lil' Man/Interscope)

Total Stations: 21
Heavy (40+): 1 KIKI
Medium (20-39): 3 KDGS, KKFR, XHTZ
Light (Under 20): 17
New Airplay This Week: 4 KOHT, WHHH, WJJS, WWKX

MARIAH CAREY 235/3
Breakdown (Columbia)

Total Stations: 11
Heavy (40+): 2 KLUC, KUBE
Medium (20-39): 2 KSFN, KTFM
Light (Under 20): 7

DIANA KING 226/22
L-L-Lies (WORK)

Total Stations: 13
Heavy (40+): 1 KIKI
Medium (20-39): 5 KDGS, KOHT, KQMQ, WPOW, WWKX
Light (Under 20): 7
New Airplay This Week: 1 WNVZ

2PAC 217/14
I Wonder If Heaven Got A Ghetto (Amaru/Interscope/Jive)

Total Stations: 14
Heavy (40+): 1 KYLZ
Medium (20-39): 4 KDGS, KKFR, WHHH, WKXJ
Light (Under 20): 9
New Airplay This Week: 3 KCAQ, WJJS, WWKX

ERYKAH BADU 216/68
Tyrone (Kedar/Universal)

Total Stations: 14
Heavy (40+): 2 KDGS, WHHH
Medium (20-39): 2 KQKS, KUBE
Light (Under 20): 10
New Airplay This Week: 1 KQKS

MOST NEW STATIONS

No. Of Stations

WILL SMITH <i>Gettin' Jiggy Wit It (Columbia)</i>	8
K.P. & ENVYI <i>Swing My Way (EastWest/EEG)</i>	5
DESTINY'S CHILD <i>No, No, No (Columbia)</i>	4
DRU HILL <i>We're Not Making Love No More (LaFace/Arista)</i>	4
JON B. <i>Are U Still Down (Yab Yum/550 Music)</i>	4
K-CI & JOJO <i>All My Life (MCA)</i>	4
QUEEN PEN <i>All My Love (Lil' Man/Interscope)</i>	4

2PAC FEAT. OUTLAWZ 101/23

Lost Souls (Death Row/Priority)

Total Stations: 5
Heavy (40+): 0
Medium (20-39): 2 KYLZ, XHTZ
Light (Under 20): 4
New Airplay This Week: 2 KDGS, KQMQ

BORN JAMERICANS 96/-5

Send My Love/Send One Your Love (Delicious Vinyl)
Total Stations: 7
Heavy (40+): 1 XHTZ
Medium (20-39): 2 KCAQ, KIKI
Light (Under 20): 4
New Airplay This Week: 1 WKXJ

K.P. & ENVYI 94/77
Swing My Way (EastWest/EEG)

Total Stations: 9
Heavy (40+): 0
Medium (20-39): 1 KQKS
Light (Under 20): 8
New Airplay This Week: 5 KDGS, KKSS, KQKS, KYLZ, WWKX

NA LEO PILIMEHANA 87/23

The Rest Of Your Life (Na Leo Pilimehana)
Total Stations: 2
Heavy (40+): 1 KIKI
Medium (20-39): 1 KQMQ
Light (Under 20): 0

RAKIM 85/16
Guess Who's Back (Universal)

Total Stations: 9
Heavy (40+): 0
Medium (20-39): 1 XHTZ
Light (Under 20): 8

TIMBALAND AND MAGOO 82/29

Luv 2 Luv U (Background/Atlantic)
Total Stations: 9
Heavy (40+): 1 XHTZ
Medium (20-39): 1 KDGS
Light (Under 20): 7
New Airplay This Week: 1 WWKX

KINSU 72/13
Tha Hop (Blunt/TVT)

Total Stations: 11
Heavy (40+): 0
Medium (20-39): 1 KYLZ
Light (Under 20): 10

MARY J. BLIGE 67/21
A Dream (Arista)

Total Stations: 4
Heavy (40+): 0
Medium (20-39): 1 KKFR
Light (Under 20): 3
New Airplay This Week: 1 WWKX

LUTRICIA MCNEAL 64/38

Ain't That Just The Way (Crave)
Total Stations: 9
Heavy (40+): 0
Medium (20-39): 0
Light (Under 20): 9
New Airplay This Week: 3 KDGS, WFHN, WNVZ

BEE GEES 64/28
Still Waters Run Deep (Polydor/A&M)

Total Stations: 4
Heavy (40+): 0
Medium (20-39): 2 KGGI, WKU
Light (Under 20): 2
New Airplay This Week: 1 WKXJ

AMBER 62/18
One More Night (Tommy Boy)

Total Stations: 4
Heavy (40+): 1 WKU
Medium (20-39): 0
Light (Under 20): 3
New Airplay This Week: 1 WDRQ

the verve

BITTER SWEET SYMPHONY

7

MODERN ROCK MONITOR

BREAKING AT TOP 40 & MODERN AC:

KBBT

WSTR

KPLZ

KLLC

WAOA

KFMB

KZZP

G105

WPTE

AND MANY OTHERS

WVRV

WSHE

WPLT

WSSX

WNTQ

KJ103

KLAZ

WERZ

OVER 125,000 SCANNED!



<http://www.virginrecords.com>
AOL Keyword: Virgin Records

© 1997 Virgin Records USA Inc. All Rights Reserved.
Unauthorized copying, recording, and/or distribution of this material
is illegal. Virgin Records America, Inc.

