

# NETWORK<sup>40</sup>

Issue 240 • November 25, 1994

**OLD News**

**Conference Called:  
Is '94 OVER YET?**

**Interviews:  
"The Worst Of..."**

**STALE Editorial**



**THANKSGIVEN:  
THE LEFTOVER ISSUE**

ALL NEW SONGS FROM THE MOTION PICTURE

# STREET FIGHTER



## "STRAIGHT TO MY FEET"

DEION SANDERS & HAMMER



ALSO NEW TRACKS FROM



ICE CUBE • AHMAD/RAS KASS/SAAFIR •



NAS • THE PHARCYDE • PARIS • RALLY

RAL • THE B.U.M.S • LL COOL J • CRAIG



MACK • HAMMER/DEION SANDERS •

PUBLIC ENEMY (CHUCK D) INTRODUCING

THE WRECK LEAGUE • ANOTHA LEVEL •

CHAGE & ASKA



PRIORITY<sup>®</sup>  
RECORDS

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# MUSIC OUT THIS WEEK

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#1 Most Added ▶



TONI BRAXTON

#1 PPW ▶



MADONNA

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**MADONNA**  
"Take A Bow"  
(MAVERICK/SIRE/WB)

**MPEOPLE**  
"Excited"  
(DECONSTRUCTION/EPIC)

**NATALIE COLE**  
"No More Blue  
Christmas"  
(ELEKTRA)

**CHANGING FACES**  
"Foolin' Around"  
(BIG BEAT/ATLANTIC/AG)

**CELINE DION**  
"Only One Road"  
(550 MUSIC/EPIC)

**EVERYTHING BUT THE  
GIRL**  
"Missing"  
(ATLANTIC/AG)

**ROLLING STONES**  
"You Got Me Rocking"  
(VIRGIN)

# OUT NEXT WEEK

**JIMMY PAGE AND  
ROBERT PLANT**  
"Thank You"  
(ATLANTIC/AG)

**BONNIE RAITT**  
"Storm Warning"  
(CAPITOL)

**HUEY LEWIS AND  
THE NEWS**  
"Little Bitty Pretty One"  
(EPIC)

**CEDERIC CEBALLOUS**  
"Flow On"  
(IMMORTAL/EPIC STREET)

**TANYA BLOUNT**  
"Hold On"  
(ISLAND)

**GLADYS KNIGHT**  
"End Of The Road"  
(MCA)

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### Russ Thyret, David Altschul WB Vice Chairmen

*Promotions Of Label Vets A Calming Influence*

In a memo to the staff, Warner Bros. Records imminent Chairman/CEO Danny Goldberg announced the promotions of longtime label executives Russ Thyret and David Altschul to newly created Vice Chairman positions. The two will take their new posts when Goldberg officially takes his on January 1.

After weeks of tumultuous changes, the announcement is seen as

a reassuring gesture that the label's successful style and operations will continue. Thyret, 49, moves up from his post as Sr. VP of Marketing and Promotion, while Altschul, 47, was Sr. VP of Business Affairs. Both men have earned high marks for their business acumen and personal relatability both within the label and throughout the industry.

"Both of these men are well known

to you and I am thrilled that they are committed to work for us for the next several years," Goldberg says. "I don't delude myself that I could ever fill the shoes of Mo [Ostin] or Lenny [Waronker], but I share their belief in the Warner Bros. staff, the Warner Bros. culture and, of course, the Warner Bros. artists. I am convinced that Russ and David will help all of us go forward to have a spectacular 1995 and beyond."

### WALL IN THE MIX

Former Z90 San Diego and KKXX Bakersfield PD Steve Wall landed the PD slot at KMXV Kansas City. "Steve is one of the best in the business," says Apollo Radio/K.C. Director of Programming Tom Land. "His energy, drive and love for radio made him our hands-down choice to take KMXV to new heights."

### TIPPIN' THE LIZARD SCALES

Nancy's puppet-for-a-husband said it best: "There you go again!" No sooner had we exposed the ballot box-stuffing tactics of WLAN Lancaster did we get a mess o' mail from WERZ Exeter. Attached to the xeroxed ballots were notes that read, "This is legit! I am a real person and I want Stella Mars to win!" ...As if we cared! Okay, 'ERZ's, you got yer two votes... now it's up to the other unwashed masses. (We can say that 'cuz we've ID'ed the other voters by their fingerprints!)

### COMING & GOING

Ex-WLUM Milwaukee PD Tony Dee was named GM at KSIQ Brawley (Imperial Valley, CA)... Robbie Rags was promoted to PD at WILN Panama City... Nighttimer JB Goode left KQKS Denver to do airtime at WPLY Philadelphia... KSSK-AM Honolulu PD Dave Lancaster adds afternoon-drive duties... Former Country KID-FM Idaho Falls PD Jeff Evans is now doing weekends/fill at KFTZ Moscow.

### HOSTAGE TURKEY

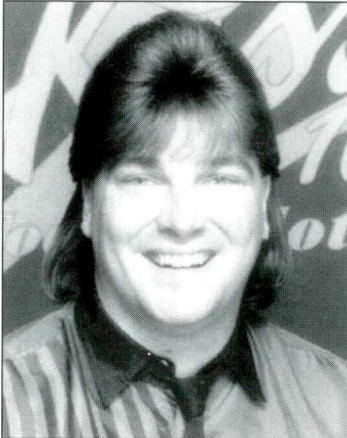
The name itself - "Thanksgiving" - may be comprised of two warm-hearted and caring words, but that didn't stop WPLY Philadelphia morning cad Barsky and Promo Vamp Lynne Jeanrenaud, who decided to hold "Timmy the Turkey" hostage. They threatened PETA (People for Ethical Treatment of Animals) that they'd kill a turkey and donate the carcass to a hungry family for Thanksgiving... unless PETA coughed up \$100 - which would then be donated to a local food bank. Rumor had it that Ricki Lake was unavailable for comment; her mouth was full at the time.

### KQKS, Take 2: Mark Feather Named PD

*Jeff Ballentine Opts Out For Dayton*

No sooner had Jeff Ballentine been announced as the new PD at KQKS "KS104" Denver than he had second thoughts and turned it down. While he opted for a programming position at Hot A/C WMMX Dayton, KQKS hired Mark Feather to be their new PD.

Although KQKS GM Ron Jamison wouldn't elaborate on the reasons for Ballentine's change of heart, it has been reported that Ballentine accepted the Dayton post to be closer to his family. Feather, formerly PD at KISF Kansas City, was on the short list for the KS104 opening in the first place.



MARK FEATHER

"We were blessed having a terrific number of outstanding candidates for this position," Jamison notes. "Mark was always at the top of the heap in terms of being a very strong candidate. He competed in Kansas City with Steve Perun, where he did a lot of very good guerrilla marketing tactics that caught our eye. Based on that, we invited him to come out and be our PD."

Yet after what just happened, you can't blame Jamison for being a tad wary. "We're not sending out a press release on this until I see the whites of his eyes," he declares.

### Don Benson Returns To Star 94 Atlanta

*Jefferson Pilot's New Corp. VP Operations/Programming*

Don Benson was named Corporate VP, Operations/Programming for Jefferson Pilot's Radio division. One of his new responsibilities will be to program WSTR "Star 94," the heritage Top 40 he previously guided for 11 years.

"I consider Don one of the finest programming minds in our industry, states Radio division President Clarke Brown, "and his track record validates that. Besides being talented, he's a great person to work with. I've been trying to get him back to Jefferson Pilot since the day he left."

Benson, whose career spans two decades, has served as VP Operations for KIIS-FM Los Angeles and Corporate VP for Western Cities Broadcasting, which later merged with Nationwide. After an 11-year stint at WQXI (now Star 94) Atlanta, he became Exec.



DON BENSON

ing with Clarke and [Jefferson Pilot Comm. President] Bill Blackwell in this newly created position," Benson says. "Jefferson Pilot is a resource-rich company with great stations and programming people, and it's an exciting time to be coming on board.

"I'm proud of my association with Burkhart/Douglas and appreciate the opportunity Dwight Douglas and Kent Burkhart have given me to work with such wonderful clients."

VP Operations for Burkhart/Douglas & Associates, a position he held until the Jefferson Pilot offer.

"I'm enthusiastic about returning to Jefferson Pilot and honored to be work-

**VOTE! VOTE! VOTE!**  
**The Chrome Lizard Awards**  
*It's now or almost never!*  
**Balloting Ends December 7!**

# Polly Anthony Earns Dual Promotions

*Named Pres. Sony 550 Music / Sr. VP Epic Records Group*

Polly Anthony picked up two new stripes to her already impressive resumé with a promotion to President of Sony 550 Music and the new title of Sr. VP of the Epic Records Group.

"Polly's contribution to the growth of Epic Records Group and Sony Music has been consistent and substantial," states Sony Music Entertainment President/COO Thomas D. Mottola. "While each phase of her career has revealed new facets of Polly's talents, they all share the same constant: creative growth. She has proven time and time again her ability to take artists, and now labels, to the next level."

Anthony played a pivotal role in the launching of Sony 550 Music in Octo-



**POLLY ANTHONY**

ber, 1993. As its GM, she was responsible for its sales, marketing and promotion activities. "Polly's great success with Sony 550 Music has been multi-Platinum and multicultural," com-

ments Epic Records President Richard Griffiths. "She and her staff have taken Celine Dion to superstar status, while establishing a collection of synthesized pygmy chants - the Deep Forest project - as a worldwide phenomenon. They have established Des'ree as one of the most exciting 'must-see' new acts this year, and set the stage for Eve's Plum and Germany's Culture Beat to break through to new audiences in 1995."

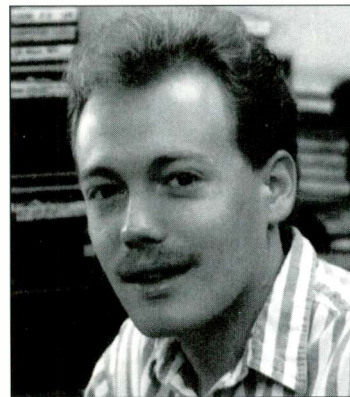
Anthony has spent 16 years in the Sony Music organization, beginning in CBS Records' West Coast Promotion department in 1978. She eventually became Manager A/C Promotion for Epic and earned a series of promotions that eventually made her Epic's Sr. VP of Promotion in 1990.

# Don Parker To Pilot New Rocket

*Named PD At Houston's Alternative KRQT*

Don Parker was appointed Program Director at KRQT "Rocket 107.5" Houston, the new Alternative station recently acquired by Shamrock Broadcasting. He starts on December 5.

Parker comes to the station from KBOS Fresno, but his main claim to Alternative fame was helping launch KEDG "The Edge" Las Vegas in 1992. "Don's passion for Modern Rock and appreciation for the audience's lifestyle will be an incredible asset to Rocket 107.5," states KRQT GM Mary Bennett. "We're confident in his ability to guide the station through the launch phase and beyond."



**DON PARKER**

He has great instincts about what works in the format as well as superb

insights into the Houston landscape."

"I'm thrilled to be joining Shamrock Broadcasting and I look forward to taking Rocket 107.5 to the top!" exclaims Parker. "I've felt there's been a hole in the Houston market for a Modern Rock station and I'm excited to have the opportunity to establish Rocket 107.5 as Houston's premiere outlet for Modern Rock. [Z100 New York VP Operations/Programming] Steve Kingston and Mary Bennett have done a terrific job in launching Rocket 107.5 and I look forward to working closely with them in tailoring Rocket 107.5 to the Houston market."

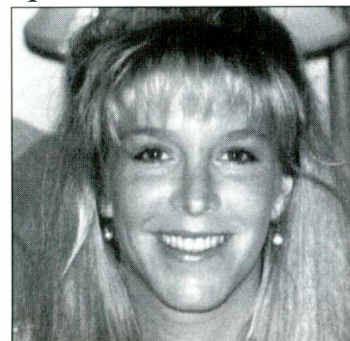
# Network 40: Jamie Matteson Country Radio Editor

*Brings Country Radio Experience To New Division*

Jamie Matteson was appointed Country Radio Editor for Network 40's new Country music division. She will serve as the chief liaison between Country radio programmers and the magazine, working out of the Burbank offices.

Matteson comes to Network 40 after stints at Global Satellite Network, where she cleared syndication for Country radio, and Platinum Music, where she was National Director of Promotions.

"Jamie has been one of the most



**JAMIE MATTESON**

visible people in Country syndication for the last two years," states Network 40 VP/Country Editor Barry Freeman. "Her expertise will be one of the main factors contributing to the future success of the Country division."

"Combining Barry's extensive Country label experience with Jamie's considerable radio contacts creates a perfect team for what will soon become the premiere Country music division in trade publishing," adds VP/GM Gerry Cagle.

# RECORDS

## BMG

Bruce Pollock was named Producer, A&R, for RCA Special Products. Previously, he was a consultant at EMI Music Publishing Co.

## CAPRICORN

Luann Sullivan Myers was appointed Southeast Region Sales Director. Previously, she was Regional Marketing Director for Capitol Records... Rick Pridgen was promoted to Artist Development Coordinator.

## COLUMBIA

Nick Terzo was named VP of A&R. He returns to the label after a stint at Hollywood Records as VP of A&R.

## MCA

Glen Lajeski, Sr. VP Artist Development, was named Executive Director of the 1995 Los Angeles Grammy Host committee.

## UNI

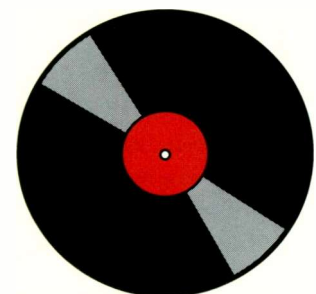
Denise Fanelli, Jim Weatherson and Rich Grobceker were promoted to Western, Central and Eastern Division VPs, respectively, for Uni Distribution.

## VIRGIN

Tommy Delaney was appointed to National College Promotion Manager. Previously, he worked in Atlantic Records' Progressive Marketing department.

## RELATED FIELDS

Alan McGlade was appointed President/CEO of Video Jukebox Network, Inc. The current President of StarNet, Inc. was named acting CEO of VJN in December of '93. In his new permanent position, McGlade will assume full-time management responsibility for VJN, owner and operator of The BOX.





## ***Polly Want A Presidency?***

Who isn't applauding Polly Anthony's ascendancy to the throne at 550? (See News section for more.) Polly has earned it, deserves it and will do well in it. President Polly. It's perfect! So perfect that the new President of 550 makes this week's Page 6 picture with *Network 40* VP/GM Gerry Cagle.

## ***They're The Men!***

In a memo from Chairman/CEO-elect Danny Goldberg to the Warner Bros. staff last Thursday, Russ Thyret and David Altschul have been named Vice Chairmen, effective January 1, 1995. Today, it was officially announced. (See News section for details.) Russ has been with the label for 25 years, serving most recently as Sr. VP of Marketing and Promotion. He is well-liked and respected by the staff, artists and managers and will serve as an important link with the people and structures that have made Warner Bros. so effective in the past. Altschul has been Sr. VP of Business Affairs for several years. After several months of uncertainty, Danny, since assuming control, is making all the right moves to stabilize the label and move it into an even stronger position.

## ***Chaos?***

The eye of a hurricane of attention seems to blow from record company to record company on a daily basis. It is now centered around Chaos, though the winds of change aren't howling as they have in the past. With Jeff Ayeroff and Jordan Harris officially taking over Chaos Records, the next question is: Who is coming with them? Will Jeff and Jordan bring someone to the label as GM? Will the promotional team remain in place? Those questions are being answered as you read this. You can expect an official announcement shortly as well as a new name for the "new" label.



And what about Phil Quartararo? As late as today, some scuttlebutt still had him moving into the vacant Columbia Presidency slot. That doesn't look like it's going to happen. Expect Virgin to

ask Phil to honor his contract and expect Phil to do so. Virgin, under the guidance of Mr. Q, has had a fantastic year. The company wouldn't let the "Q-Man" go without a fight. Neither will he have to answer the bell.

## ***Headed For Houston***

It didn't take Shamrock and Steve Kingston long to find a PD for Rocket 107. Don Parker from KBOS Fresno begins calling the shots immediately.



Is the next step for Rocket 107 finding an APD/MD? Is KWOD Sacramento PD Alex Cosper being eyed for that opening?



Meanwhile, former *Network 40* coverboy and KRBE PD Tom Poleman isn't waiting around. KRBE just posted its highest 12+ numbers ever with a 5.8 and a cume of over 700,000.

## ***Who's In Denver?***

Just when you thought it was safe to visit Jeff Ballentine in Denver, it isn't. After being announced as the new PD of KS104, Ballentine evidently had second thoughts and passed. KS104 wasted no time in filling the opening, grabbing former KISF Kansas City PD Mark Feather. Look for Ballentine to resurface at WMMX Dayton. (More in News.)



Meanwhile, back in Joe Montana's home town, with KISF Kansas City PD Alex Valentine leaving to do afternoons at KDGE Dallas, is current MD Booker Madison in line for the top spot?



And in next week's coverboy and RCA VP Promotion Skip Bishop's old home town of Panama City, the new PD of W11N is Robbie Rags.



The new GM at KSIQ Brawley (Imperial Valley) is Tony Dee, the former PD of WLUM and KBOS.



WKSS Hartford is flying Tina Marie Simonet in for an interview.

## ***Tackling, Singing, Talking & Broadcasting***

All-Pro Broadcasting's Willie Davis (owner of WLUM Milwaukee) has joined forces with Quincy Jones, Geraldo Rivera and Tribune Broadcasting to form Qwest Broadcasting. The company will be in a very active acquisition mode.

## ***Nope***

Kill the rumors about Bill Richards joining Burkhardt/Douglas with Don Benson's departure to WSTR Atlanta. As the hottest consultant in the business, Bill has been asked by more than one firm to join their team. Look for Richards to expand his operation... not join another. (See page 53 for more on Richards.)

## ***Things You Should Know***

Is former EMI whiz kid Monte Lipman about to become overexposed at another label in the Big Apple?



What was former WCIL Carbondale PD Tony Waitekus doing on the air at WKBQ St. Louis?



Is KQKQ Omaha's PD (and former Chrome Lizard Award winner) Dan Kielely looking at a staff member of a major station to fill his APD/MD opening?

## ***We're Growing***

Like a snowball rolling down the side of a snow-covered hill, *Network 40* keeps expanding. The latest member of our tribe is Country Radio Editor Jamie Matteson. (See News section for more.) Jamie will work in the *Network 40* L.A. offices coordinating Country Radio information from our reporting stations.



The latest scathing Country Editorial appears on page 30 opposite a detailed explanation of PPWs.



The *Network 40* New York office will be open December 5th. The address is 116 E. 27th Street, 11th Floor, NY 10023. The phone number is 212-686-4458 and the fax number is 212-686-4669.



Don't look now, but time is running out on those famed Chrome Lizard Awards. Fax or mail the ballot on page 55.



For a listing of the greatest "Turkey" records of all time, check out page 51's "Oh Wow!"

## ***Buzz***

Ron Gregory...Scott Shannon...Rusty Walker...Charlie Walk...Daniel Glass...



*She gets the nod.*

# THE ONE PAGE

TIPSHEET®

## THE ONLY CHART THAT MATTERS\*

TW	LW	TITLE/Artist (Combined audience totals for the week ending 11/21/94.)	AUDIENCE +/-
1	3	ON BENDED KNEE - Boyz II Men	+12.56%
2	1	ANOTHER NIGHT - Real McCoy	+4.38%
3	2	I'LL MAKE LOVE TO YOU - Boyz II Men	-8.30%
4	4	HERE COMES THE HOTSTEPPER - Ini Kamoze	+7.16%
5	7	ALWAYS - Bon Jovi	+6.10%
6	5	SECRET - Madonna	-7.34%
7	6	ALL I WANNA DO - Sheryl Crow	-9.78%
8	9	100% PURE LOVE - Crystal Waters	-1.45%
9	10	YOU WANT THIS - Janet Jackson	+1.27%
10	11	NEVER LIE - Immature	+7.95%
11	12	I'M THE ONLY ONE - Melissa Etheridge	+8.67%
12	8	I WANNA BE DOWN - Brandy	-6.83%
13	16	SUKIYAKI - 4 P.M.	+14.63%
14	13	WHEN CAN I SEE YOU - Babyface	-9.54%
15	14	LIVING IN DANGER - Ace Of Base	-7.84%
16	20	EVERY DAY OF THE WEEK - Jade	+11.06%
17	17	DECEMBER 1963 - Four Seasons	-1.82%
18	23	CREEP - TLC	+30.40%
19	15	I'LL STAND BY YOU - Pretenders	-11.78%
20	18	WHAT'S THE FREQUENCY, KENNETH? - R.E.M.	-14.63%
21	24	YOU GOTTA BE - Des'ree	+9.91%
22	28	SHAME - Zhané	+15.32%
23	19	AT YOUR BEST - Aaliyah	-22.45%
24	25	ALLISON ROAD - Gin Blossoms	+2.53%
25	22	TURN THE BEAT AROUND - Gloria Estefan	-4.64%
26	21	WILD NIGHT - John Mellencamp	-10.71%
27	29	INTERSTATE LOVE SONG - Stone Temple Pilots	+3.01%
28	26	STAY - Lisa Loeb & Nine Stories	-11.51%
29	40	THE RHYTHM OF THE NIGHT - Corona	+17.94%
30	31	SOMETHING'S ALWAYS WRONG - Toad The Wet Sprocket	-3.78%
31	34	SHINE - Collective Soul	-4.10%
32	35	PLAYAZ CLUB - Rappin' 4-Tay	+2.82%
33	27	FANTASTIC VOYAGE - Coolio	-13.52%
34	43	TOOTSEE ROLL - 69 Boyz	+18.49%
35	46	BE HAPPY - Mary J. Blige	+21.14%
36	30	DON'T TURN AROUND - Ace Of Base	-11.30%
37	37	THE SWEETEST DAYS - Vanessa Williams	+0.79%
38	47	FAR BEHIND - Candlebox	+15.69%
39	38	COME TO MY WINDOW - Melissa Etheridge	+2.25%
40	48	HOLD MY HAND - Hootie & The Blowfish	+15.67%

## THE ONE PAGE TIPSHEET® ONE ONE COLUMN QUESTION INTERVIEW®



Which two Texas programmers had their balls stuck at Dave and Busters in Dallas last week? Could one of them be KWTX Program Director Tom Martens, or was it KISX PD Michael Storm? We're not sure but the phrase, "Let's pop 'em," is awful popular down in the Lone Star state.

O.P.T. on A.O.L.: Due to overwhelming requests, O.P.T. is now on-line. Reach us on America Online at OPTUSA. If you have an A.O.L. address, the technophiles at O.P.T. would love to know. Fax us with your info at (818)777-0666. Get in the technology express lane - drive down the information highway with O.P.T.

## BREAKTHROUGH OF THE WEEK

**Murmurs**  
"You Suck"

From a murmur to a scream! As we tipped you last week, the response to "You Suck" keeps getting larger and larger. Last week, Z 100 and WKBQ. This week, WPLY and WGRD. On the modern rock side Live 105 and KPOI add to the list. This single is now over 500 detections and is burning the phones out whenever played. Capture the true holiday sentiment, play "You Suck."



**This Week's Guest:**

**Dusty Hayes**  
Program Director  
WABB, Mobile

**O.P.T.:** With Thanksgiving this week and the holidays in full swing, do you feel the need to comment on last week's interview with Tom Martens?

**Dusty Hayes:** No, I'm totally confused because I just saw the issue with Michael Steele. How old is he anyway, about 12? Actually I would like to ask Tom what it's like to live in a town where they roll up the streets at 8 pm - I used to live in Killeen! Happy Thanksgiving to everyone!

## COVER STORY - All Meat With No Leftovers -- Time To Give Thanks

As the One Page Tipsheet (O.P.T.) heads into the holiday season, we want to thank you for your incredible support. In just two short months, you've propelled us to become the industry's chart leader.

Remember, Mainstream hit music is defined in many different ways. The O.P.T. Only Chart ranks records based upon their audience exposure, leading you to the biggest Mainstream hits in the quickest fashion.

With up to 12 different genres of Top 40 alone, why

accept an arbitrary definition of what is Mainstream, Rhythm, Adult, Alternative, Rock, Major or Secondary? The bottom line is simple, Mainstream hits have the widest audience, and the records with the widest audience can only be found on the O.P.T. Only Chart.

With the heat of every other chart breathing down our back, as you get together with your family and friends this holiday, give thanks to the O.P.T. and our vision; it is that same vision that has led to the biggest revolution in chart

history. This Thanksgiving will you sit down with O.P.T.?

**Chart Highlights:** The O.P.T. editorial board couldn't help but notice that Mary J. Blige's "Be Happy" is on fire! With the second-biggest audience gain of any single on the Only chart, Mary moves 46-35 with an audience gain of 21%! The single moves 53-25\* at Musicland and with the video set to go on MTV, BET and The Box next week, the pieces of the puzzle are set. Mary's *My Life* CD hits the stores this week.

## URGE OVERKILL

"Girl, You'll Be A Woman Soon"

• 4 Straight Weeks Most Added!!

• New This Week:

PRO FM, WKSE, WPXX, Plus 20 More!

From the original soundtrack

### PULP FICTION

- GOLD Album In 4 Weeks
- 60,000 More Sold This Week

## Live "I Alone"

- MTV Increase -- Heavy Rotation!
- Over 1000 PPW -- Acoustic Edit Out Now!
- Z 100 23 PPW/WHYT 39 PPW/WZJM 17 PPW/KRBE 15 PPW/WKBQ 17 PPW/WLUM 29 PPW
- Three Quarters Of A Million People Own The Live Album!

## MARY J. BLIGE

"Be Happy"

- 24-14\* Crossover Monitor
- 46-35\* "Only" Chart
- 21% Audience Increase From Last Week
- 53-25\* Musicland Singles
- WWKX 19-67 PPW/WPGC 19-29 PPW/HOT 97 40-54 PPW/KKSS 0-18 PPW/KZHT 28-36 PPW/KZFM 19-26 PPW
- "My Life" Album Ships GOLD, Arrives In Stores Next Week

# STALE STORIES

Commentary by  
**Gerry Cagle**

**O**ur brilliant, newly-promoted Editor-In-Chief Jeff Silberman came up with the concept of this week's magazine...the leftover issue. It is an interesting concept, based on the American tradition of

Thanksgiving leftovers and the *Network 40* tradition of the necessity of publishing when Thursday is a holiday. In order for *Network 40* to arrive on your desk more or less on the same day as usual, we have to go to press one day earlier. This means we have one less day to prepare the cutting-edge editorial content that you have grown to know and love.

So Jeff, (you remember, the newly-promoted Editor-In-Chief) came up with this "left over" concept. To aid our writing (i.e. to make it easier), we would fill the magazine with leftovers. On the surface, it's a great concept. You put into the magazine all of the things that were, for one reason or another, left out during the past year. There's only one problem...I haven't left anything out...anything I could write about.

I could write about the VP of Promotion who had an interesting experience on a long road trip. This guy stayed at the most expensive hotel...as VPs always do. Most of the hotels have maids who turn down the beds at night and place mints on the pillows. Instead of mints, this particular hotel leaves a large chocolate candy with nuts. Upon returning to the hotel after a late night drinking with the local program director, the VP fell immediately into bed and went to sleep. As the next day was Tuesday, our promotion whiz was up early making calls. He didn't take a shower...just put on a robe and sat down at the table in the living room of the suite. When the maids came to make up the room, he was on the phone and just waved them inside. One of the maids went to the bed, turned back the covers, saw a huge, brown stain (with nuts) on the sheets and began gagging. Realizing what the maid thought, the VP tried to explain, but she threw up on his feet.

I could write about that...but it's pretty gross.

Or I could write about the program director of a major-market station who wanted to send off his departing morning man with a great going-away present. Instead of the same, lame parties and gifts, this PD came up with the idea of bring-

ing several sheep into the control room during the jock's last few breaks. The local zoo agreed to supply the sheep. Unfortunately, the sheep were a bit agitated at seven o'clock in the morning and lost control in the lobby, urinating and defecating all over the new carpeting.

Unknown to the PD, the general manager picked up the new owner at the airport that morning. The GM spent the entire trip to the station explaining what a professional organization he ran. The new owner was a bit suspect of Top 40 radio and had his doubts about continuing in the format. By the time they arrived at the

*"The GM fired the PD. The owner fired the GM. And the sheep went back to the zoo."*

building, however, the GM believed he had turned the owner around. That is, until they walked into the lobby.

I can't write about that because it is a sad story. The GM fired the PD. The owner fired the GM. And the sheep went back to the zoo.

Then there is the story of the new act, signed to a large label, that went on a promotional tour. A major station had added the record out-of-the-box and the label wanted to show appreciation by having the group play at a station event in a local nightclub. The place was packed and everyone was drinking heavily, including the members of the band. After the set, the singer and lead guitarist grabbed two "willing" ladies and went backstage. It turns out that the ladies weren't as "willing" as the band members thought and it got ugly in the dressing room. Some clothes were ripped and threats were made, but the manager stepped in and averted something more serious. The PD and MD were surprised when they went into the dressing room and found their respective wife

and fiancée upset and crying because the two had been "attacked" by band members. The VP Promotion was not, however, surprised when the record was dropped from the playlist. The promotional tour, and the act, were cancelled.

Of course, I couldn't write about that. Any more than I could write about the program director who invited his independent record promoter to visit the market and meet his new wife. Of course, the indie flew in and was quite surprised to be introduced to a beautiful young lady. Surprised, because the PD was much older than his new bride. And much uglier. The PD went to great lengths to express his love for his wife. He told the indie how he was hopelessly in love, how the new "Mrs." had changed his life and how they would live happily ever after. The indie was elated to see the PD happy. He was less elated, however, at dinner when the bride, while the PD wasn't looking, ran her hand up his leg.

It got worse when the PD went to the bathroom. His bride leaned over and whispered in the indie's ear, "Tonight, after my husband goes to sleep, I'm coming to your room and make mad, passionate love to you."

The PD returns and begins the drive to his home. The indie insists on staying at a nearby hotel. The PD will hear nothing of it. He wants the indie to spend the night so he can find out how well his new wife makes breakfast.

The indie is shown upstairs to his room and is doomed when he sees there is no lock on the door. Long minutes turn into an hour and the house is quiet. Then he hears footsteps creaking on the stairs.

The door opens and the PD's wife enters. Even in the moonlight, he can see she's wearing nothing but a robe. And she wasn't wearing that long. Now naked, she throws herself on the bed. The indie tries to fight her off, to reason with her, but she's having none of it. She's young, beautiful and naked. But she's also the PD's wife. If the PD finds out, the indie is done.

Then, the worst happens. The PD enters the room and finds his new wife and the indie naked in bed together. He screams and cries and runs down the stairs. The indie follows, trying to explain. In the living room, the PD breaks into laughter. He explains that the young lady isn't his wife, only someone he hired for the evening to play a joke on the indie.

It worked. We assume the indie paid.

These are all stories I could have written, as leftovers, but of course, I can't. So I guess I'll just leave this column blank. ▀





**KNOCK KNOCK.  
WHO'S THERE?  
DES'REE.  
DES'REE WHO?  
YOU GOTTA BE KIDDING.**

**“If radio misses this one it’s because there’s a bunch of  
programmers with tin ears out there.”  
Testing neck and neck with Sheryl Crow**

– Dave Robbins, WNCI/Columbus

**KIIS-FM 12 Spins**

<b>WZJM</b>	<b>KKXX</b>	<b>KHMX</b>	<b>KISN</b>
<b>WPXR (Re-Add)</b>	<b>WGLU (Re-Add)</b>		<b>WKMIX (Re-Add)</b>

**21\*-19\* Mainstream Monitor    24\*-17\* Adult Monitor**  
**2,300 Hot 100 Plays, + 300 Plays**  
**23.5 Million Audience Reach, + 3 Million**  
**#1 Billboard Heatseekers!**

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**KUBE 73 Spins**  
**WDJX 49 Spins**  
**KRQ 43 Spins**  
**WMXQ 39 Spins**  
**WIOQ 35 Spins**  
**WSTR 33 Spins**  
**WAPE 29 Spins**  
**WZPL 24 Spins**

**WEDJ 68 Spins**  
**WIXX 46 Spins**  
**KHTT 42 Spins**  
**WZYP 39 Spins**  
**KZHT 35 Spins**  
**KXYQ 33 Spins**  
**WMXV 29 Spins**  
**WMXN 22 Spins**

**KBFM 52 Spins**  
**WNCI 45 Spins**  
**WKTJ 41 Spins**  
**KKRZ 38 Spins**  
**WTIC 35 Spins**  
**KDWB 31 Spins**  
**WKSS 25 Spins**  
**WRQX 21 Spins**

**WFMF 51 Spins**  
**Y100 43 Spins**  
**WXXX 40 Spins**  
**KPLZ 37 Spins**  
**KKFR 33 Spins**  
**KRBE 30 Spins**  
**WPLJ 24 Spins**  
**B97 20 Spins**

**ON TOUR WITH SEAL. STANDING OVATIONS AFTER EVERY SHOW!**



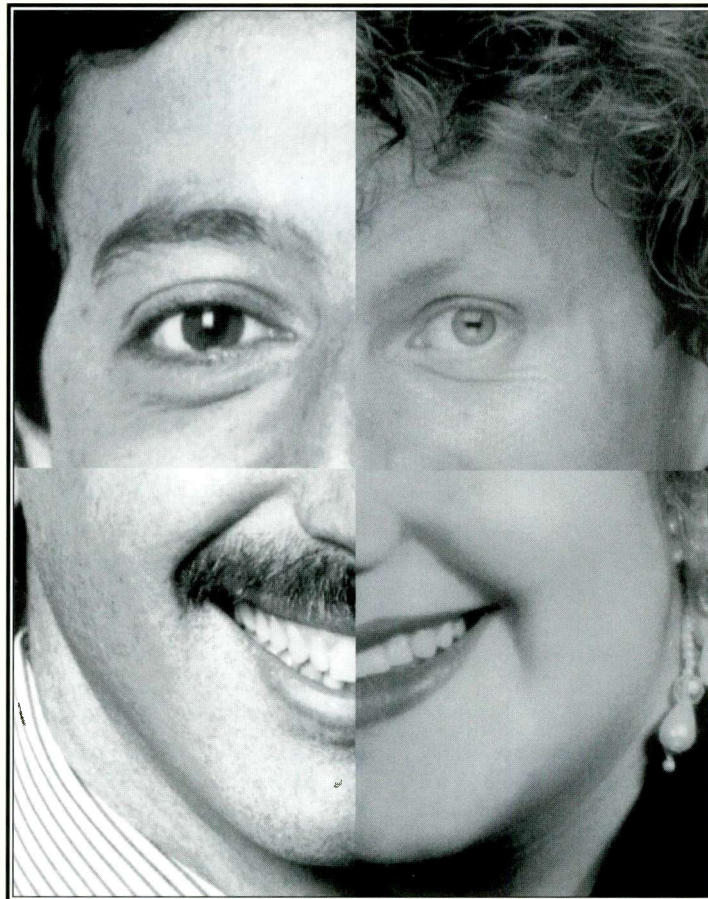
# Outtakes From Hell

*Famous Lost Words From Loose Lips*

BY JEFF SILBERMAN

**I**n the publishing business, the edit is quicker than the eye. Case-in-point: *The Network 40 Interview*. To the casual observer, the movers and shakers who grace this two-page showcase come off as bright, lucid and always to the point. In reality, on the strips of audiotape that records these conversations, they can be anything but. Some are long-winded; others profane. A select few are, well, not of this earth. But through editing sleight-of-hand, they all come off as Marconi winners. 'Cuz we edit good.

However, for our special "Leftover Issue," we thought it appropriate to paste together a variety of people's comments that didn't survive the editing process. (A few entire interviews never made it!) Upon the advice of our lawyers, the names were omitted to protect the indolent.



**How do you combat the "teen image" albatross that they often label stations like yours?**

No other demo in radio's history, outside of 25-54 child molesters, has been so unfairly maligned as this so-called "dreaded teen audience."

This audience is the future of not just our format, but of radio in general. If we fail to attract them, that means fewer new artists will break through, which means less new product, which means less music overall, which means a radio world of Oldies and News/Talk.

Furthermore, if I was a product manufacturer and I wanted to generate a larger audience for my goods, would it be easier for me to, a) turn on someone who has yet to establish brand loyalty to my product... or, b) persuade someone who already uses a competitor to dump

their choice for something different? And what segment of the audience is comprised of "a" listeners? You got it - the teens.

**So, specifically, what do you do when you're tagged a teen radio station?**

What else? Flip Hot A/C.

•••••

**Do you still beat your MD?**

Hell, no. I have the APD do it.

•••••

**Are there any other instances where the PPW era has changed the way you, as a programmer, do business?**

Absolutely. One aspect that has been hidden under the rug, so to speak, is the "add trade-out." I doubt that there is one programmer or label rep who doesn't know what I'm talking about. I'm just surprised that it has gone on for so

long with just a wink and a nod.

Well, damn it, I'm tired of seeing it go on as the unspoken "business-as-usual" aspect of this industry - and I, for one, am willing to go on the record! It may be "business as usual" for a station to "magically" receive a CD player or two for adding a couple of records that happen to be on the same label, but that doesn't make it right! Fortunately, with the advent of PPWs and the decline of "paper adds," immoral programmers won't be able to land some CDs or Super Bowl tickets by calling in a late add to you-know-who!

Now they'll only be able to get the shit for calling in *spins*.

•••••

**Does it bother you when more than one label rep calls to hit you up on the same record?**

To be honest, it depends on the label. When the Sr. VP of (*Name Withheld*) Records calls, I certainly drop what I'm doing and take the call. It shows me that this company really believes in the record and that I should give it a second or third listen and maybe try it out at night. And if the CD players make the station by the next Tuesday, who knows...

But for [*Name Withheld*] Records, I wouldn't take a call from the corporate CEO for all the track dates in China. That label couldn't break an egg with a mallet.

•••••

**Everyone claims to have Music Directors whose ears are "on the street." Bottom line... what does that really mean?**

It means they answer the request line a lot and they try to pick up chicks in clubs by saying they

work for the radio station. Next question, trade slime.

•••••

**Do you still beat your local?**

What's a local?

•••••

**After programming in a major market for so long, what made you consider, then accept a small-market position?**

Gee, I dunno, maybe the fact that this major-market station was going down the crapper faster than Montezuma's revenge because the new GM had shit for brains... maybe not. Hell, I thought making six-figures a year was too much money for my modest tastes and instead of being unceremoniously blown outta there, I'd lie low in a station who's audience were extras in *Deliverance*.

The truth can hurt in this business, let me tell you, so just put something about... hmmm... after so many years at the same place, I felt I'd accomplished all the goals I'd set out for myself, and that going to friggin' Podunk is a great new challenge that will bring me closer to the real basics of plain-and-simple radio... would *you* buy that?

•••••

**In an era where Mainstream Top 40 is being niched out by Crossover, Adult and now Alternative stations, can a mass-appeal Top 40 still succeed?**

Absolutely. The key is to really know your market and to play just the best of the best... the best Crossover, the best Alternative, the best Pop, the best ballads. You can just play the Top 10 off the national charts, or what the so-called "influential" stations have in power rotation. You have to have a clear understanding of what your target audience likes - and you must be able to play the right hits at the right times.

Then you go beyond the music. You need an aggressive on-the-streets promotional presence and upbeat, friendly *personalities* (and not liner card readers) who know how to create a theatre-of-the-mind that'll stop the station surfers dead in their tracks.

To top it off, the station has to

show a solid commitment to the needs and issues that the market truly cares about. If the station doesn't care about the market, its audience won't care about the station.... So, how'd that sound?

**Pretty... uh, comprehensive. You pretty much covered it all...**

*Phew!* I hope so. I feel like looking into a mirror to see if my eyes turned brown.

•••••

**So how difficult was it to get that dinosaur of a trade rag off your hands?**

...How'd you get my number?

•••••

ruffled a lot of feathers.

**Okay... was your first label gig basically a learning experience?**

It's hard to say. I broke some big records there, but if I named them, it'd get too political real fast, so it's not worth bringing up. I'd appreciate it if we'd just discuss my current job.

**Fine, let's talk about your current gig. You've been able to rise in the ranks in seemingly record time. What do you attribute your success to?**

Well, there are a lot of reasons why, although most of them are kinda personal. And I don't want

## THE LOST AND WHINING DETOURS

### O.T.R. NON-INDUSTRY GIGS

Club Mel, Bucksport TN

Weekend deejay

Encyclopedia Is Us, Encino CA

Phone sales

Capt. Barry's Cartoon Cruise TV show

Firstmate "Skippy Poopdecker"

Domino's

Product Transportation Supplier

Church Of Scientology

Membership Recruiter

State Dept. Of Transportation

Roadside Waste Monitor

The Price Is Right

Contestant semi-finalist

American Red Cross

Plasma supplier

**What was your first label gig?**

Wait a second... how come I'm not being interviewed by Cagle? What, you don't think I'm big enough to be interviewed by that Southern-fried radio has-been? Just because I'm not one of his drinkin' buddies, I can't be interviewed by the only slug who matters at that trade rag of yours? So all I deserve is questions from a lackey like you?

**Yup.**

Oh, well then, it all started in a small station outside of... hello... you still there? Hello? Hello?

•••••

**You landed a pretty high promotion post right out of radio. How'd you do that?**

I'd rather not go into it. It was a very strange time and my hiring

to make my fellow employees feel jealous or anything, so I'll just say that it's been okay.

**Is there a question I can ask that will enable you to give me a straight, direct answer?**

I could go either way on that. Which reminds me, could you fax me the layout so I can make sure I've been quoted correctly?

•••••

**When you're releasing singles from a new act and an established superstar on the same week, how can you give equal emphasis to promoting them?**

Two words: We don't. Do I look *stupid* to you? When the CEO of this company looks at PPW, BDS and SoundScan each week, he better see the records by

artists he's paid half a lung for to be on those charts. And if I want to be able to afford the Supra payments and keep the corporate Gold Card, I better put the lion's share of my efforts on artists who put out records of least add-resistance.

...Uh, you haven't started rolling tape yet, have you?

•••••

**What goes through your mind when programmers say they won't add your record because "it doesn't fit" their markets?**

Before or after I put on the hip-boots? That phrase goes into my "Check's In The Mail" Hall of Shame as the most-repeated lame-brain excuse I've ever heard. These clowns haven't even done call-out on it and they're telling me it doesn't fit their market? Doesn't fit their consultants' wallets is more like it.

Now ask me something that *might* make print!

•••••

**You've developed a reputation over the years for being very arbitrary. Has that affected your career progress in the business?**

Arbitrary? I am not!

**Yes, you are.**

No, I'm not!

**Are so!**

Am *not!*

**Uh huh!**

Nuh *uhhh...*

•••••

**How do you convince programmers who say their "gut" tells them the song doesn't fit their station's sound?**

I tell them their gut is going to feel as empty as their wallets if their competitors play the hell out of that record and passes them in the ratings.

**That kind of threatening reasoning works?**

It does when it's tied to track dates or Super Bowl tickets.

•••••

**Do you still beat your locals?**

You know, rumors like that are really a low blow and I believe are actionable. If I ever find out who started that malicious gossip, they'll get a lovely letter from my lawyers.

**In other words...**

I have my Nationals do it. ▽

## THIS WAS THE YEAR THAT IS

*It's been an eventful year for contemporary radio. Typically, many of the players change positions and new ideas replace old. In 1994, major changes in ownership rules have affected the entire industry. The line between Alternative and Mainstream Pop music continued to blur to the point where Alternative has become a legitimate staple of our format. And Plays Per Week, a feather in the cap of Network 40, became the new virtual reality for the entire industry. Each week in this column, we've continually tracked the events that took place in and around our format; this Programmer's Conference Call looks both to the past and the future.*

### This Week Featuring:

#### ADAM COOK

PD, WXXL Orlando

#### CRUZE

PD, WKBQ St. Louis

#### MIKE MORGAN

PD, WFLY Albany

### *What were the most significant events of the past year as they relate to our industry?*

ADAM: 1994 has been a very, very interesting year for radio in general. We've seen the revenue in the [Orlando] market increase almost exponentially. This station had done extremely well, outperforming the budgets by quite a bit. Most radio stations, even the mediocre ones in this market, are doing well. It's great to see the radio dollars coming back and increasing simultaneously. The other thing we're seeing is the continuance of consolidation and duopolies. I look for more of this, especially in a market like Orlando, where it would be great to have two radio stations. I see more of this happening and more changes on this front. Hopefully, some of the people who are into duopolies are seeing that it's good to run two radio stations somewhat separately – keeping in mind the marketing plans of each and not getting in the way of one another. If we continue to see this trend of duopoly with a balance of separation, we'll continue to

see stations individually and jointly maximize themselves. Nationwide is doing this with their Columbus properties and I firmly believe this is the way to go.

CRUZE: The way the radio and record industries look at what makes a song a hit has changed dramatically this year in terms of the national picture. It has become totally based on how many plays an



*"We've seen an entire makeover in the way record companies are*

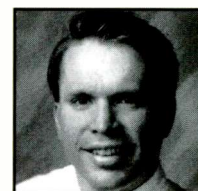
*approaching radio with their records. I stop short of jumping on the 'Alternative bandwagon' because there are a lot of people going too far too fast and playing too many bad records."*

– Cruze  
 PD, WKBQ St Louis

individual record is receiving as opposed to how many stations have *added* it to their individual lists. This has been significant to the entire industry. We've seen an entire makeover in the way record companies are approaching radio with their

records. Now, not only do they want us to play it...they want us to play it "X" number of times. It's different and it's interesting because it may be easier to convince a program director to try a record than it is to convince him to give it spins. He may not feel the record's at that point yet. With spins, you're dealing in a less subjective arena. The other significant thing this year is the disappearance of Rhythm/Crossover stations in many markets. At the same time, Rhythm/Crossover records don't appear to be as viable for Mainstream Top 40 stations as in the past.

MIKE: Much like last year, the continuing duopoly situation is probably the biggest factor. It's creating situations where former enemies are becom-



*"Duopolies are going to create markets with a maxi-*

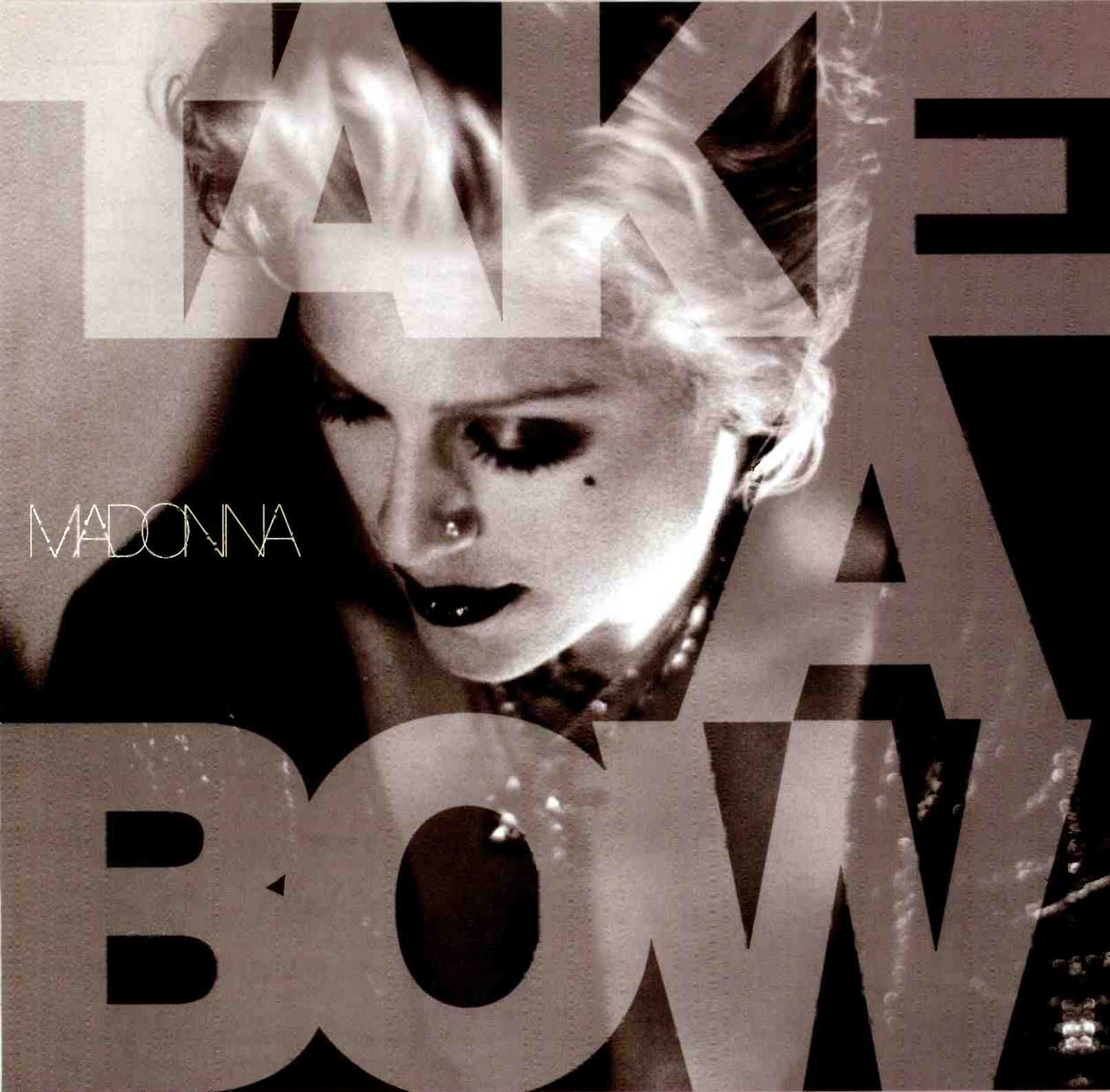
*mum of three or four players in each. The rich will get richer and the poor will become more so."*

– Mike Morgan  
 PD, WFLY Albany

ing bedfellows. It's also creating very interesting market makeups. Eventually, in most major and medium markets, duopolies are going to create markets with a maximum of three or four players in each. The rich will get richer and the poor will become more so.

### *Is there one thing that stands above the rest as the most positive event for the Top 40 format?*

ADAM: From a format standpoint, contemporary radio in general had a relatively good *up* year. I don't know how the Fall will fare for us. The last half of '93 and the first half of '94 have been prof-



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- KMXV 32x
- KJYO 13x
- WPXY 13x
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# Bedtime Stories



World Premiere November 30



# PROGRAMMER'S CONFERENCE CALL

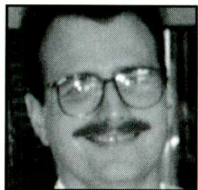
itable for us and the format in general. As long as we continue to receive good product, we're going to be okay. If it swings in the balance of going too far one way or the other, the rubber band may get stretched too far and we might end up getting hurt. Mainstream radio stations need to continue to tow the line and play the hits. This is key to continued success for our format.

**CRUZE:** Sure. Realizing that young adult women also happen to like records that have guitars in them!

**MIKE:** A couple of things. First of all, the Plays Per Week and the BDS systems have become the industry standard where most accept it as the methodology. It's helped a lot. It's slowing down the true hits, where we had been eating them up, then tossing them out. It's helping the format overall because both are giving us real information. The reincarnation of Modern Rock music has been positive as well. This kind of music has become extremely popular.

## *How has the music influenced change in '94?*

**ADAM:** Well, music has influenced change in regard to the types of songs being put out and released by record labels. Everybody has Alternative groups on their respective labels, whereas two years ago just a few labels had them.



*"As long as we continue to receive good product, we're going to be okay.*

*If it swings in the balance of going too far one way or the other, the rubber band may get stretched too far and we might end up getting hurt."*

— Adam Cook  
PD, WXXL Orlando

This is great because it gives us more to choose from within this particular genre of music. It's easy to get hit records from this side now. There have been fewer Rhythmic/Crossover records that have achieved mass-appeal status while more Alternative music has made the transition. I like to see it balanced out, for the good of this station, since a bit of everything works for us.

**CRUZE:** The music has worked for our format this year. I stop short of jumping on the "Alternative bandwagon" because there are a lot of people going too far too fast and playing too many bad records. It's just like when Top 40 jumped on the "Urban/Crossover bandwagon" six or even seven years ago. On the positive side, a lot of great, commercial Pop music has made it on radio and become legitimate hits. When I say legitimate hits, I'm talking about records that have called-out and albums that have sold like crazy from bands that would never have gotten a shot at Mainstream Top 40 radio a year or two ago. That's an incredibly positive step because even though we're a song-driven format, sometimes I believe it's important to embrace artists the public feels are important. This has happened to a larger extent at Top 40 radio this year than in years past. Instead of 75% of our records being one-hit wonders, 75% have been from bands that will have another album and people will pay money to see when they come to town.

**MIKE:** We have a number of Modern Rock groups that probably would never have seen the light of day two years ago. This is good music that has helped Top 40, Modern Rock stations and even some AORs to get people excited about music of the '90s. For a long time, people weren't excited about current music. This is when Classic Rock and Oldies formats began to come on strong. You're still going to have people liking the '70s music, but the number of people who enjoy the music of the '90s is growing very rapidly. They're excited about it, they're buying it and they're listening to the radio stations that are playing it.

## *How will current-driven radio perform in '95?*

**ADAM:** Contemporary radio stations can do very well next year. What they have to do is, first, focus

on their listeners and make sure that each and every thing they do is a benefit to their listeners... including promotions and music. At the same time, radio needs to continually research what pushes their audience's target button. What kind of music do they want? Obviously, the format has changed somewhat over the years. It's a trendy format and as long as we don't get too far ahead of the trends or conversely, too far behind, we're going to continue to do very well. To safely assume what worked two years ago in music rotations is going to work next year is wrong. You need to make sure your audience doesn't begin taking you for granted, which means you may have to begin stepping outside that box and taking chances on some things.

**CRUZE:** I'm very worried about Top 40 in the next year. Modern Rock radio has become much smarter. I won't make this a blanket statement, but many Modern Rock stations in the last year have figured out what a hit is and have learned to play those records more often. [laughs] This means the competition for the Modern Rock arena is increasing. I'm worried about Top 40 as a format deciding to categorize where all the hits are coming from — that being from the Alternative genre. As long as Top 40 keeps its head on straight and remembers that a hit is a hit is a hit, then the ground is more fertile for 1995 than it has been in years. There are going to be a lot of great records available to Top 40 next year.

**MIKE:** I couldn't be more optimistic. When I read the statistics about how many Top 40s have left the format, I look at it as more of a cleansing of the format. Now, we're going to have one major player per market and that station is going to do well. The stations that have stuck with the format through the tough times, ones that have stayed true to the format, are going to be the real winners in 1995. I've read quite a bit of information recently suggesting Top 40 is going to continue to do well and I believe it. It's going to be great.

—Dwayne Ward

*You, too, can participate in Network 40's  
Programmer's Conference Call.  
Contact Dwayne Ward at (800) 443-4001.*

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# NETWORK 40 SPOTLIGHT



**KHQT ..... 97.7 FM**

## Hot 97.7

2860 Zanker Road #201

San Jose, CA 95134

(408) 943-0770 Office

(408) 943-1962 Fax

Bob Perry .....Program Director

Pete Manriquez .....Music Director

Music Calls: ..... Th/F 10:00 am – 12:00 pm

Dayton Phillips.....General Manager

Joe Cunningham .....General Sales Mgr.

Trevor Carey .....Asst. PD

Audrey Van Den Akker.....Promo Director

Joe Lopez.....Street Coordinator

Morning Doghouse..... 5:30 am - 10:00 am

Elvis Medina/ JV/ Hollywood Hernandez/ Joe Lopez

Lisa Foxx.....10:00 am - 12:00 pm

Trevor Carey .....12:00 pm - 3:00 pm

Dr. Dave.....3:00 pm - 7:00 pm

Christopher Lance .....7:00 pm - 12:00 am

Jay Love .....12:00 am - 5:30 am

Ownership:.....Anaheim Broadcasting

Consultant:.....Steve Smith

## WAR GAMES IN THE SOUTH BAY

Hot 97.7 in San Jose is involved in one of the toughest Top 40 battles in America. PD Bob Perry states, "Even though Hot 97.7 is *San Jose's* Top 40 station, we're fighting a three-way war with our direct competitors Wild 107 and KMEL San Francisco." For those unfamiliar with the logistics, "San Jose (market #30) is just 40 miles from San Francisco and we have our own Arbitron Report. However, our San Jose listeners *also* participate in the San Francisco Arbitron! Actually, over one-third of the diaries for the San Francisco book come out of San Jose."



**Bob Perry**

Yet, somehow, Hot 97.7 continues to beat its formidable competition locally. According to Perry, it's all a matter of positioning. "Everything on Hot 97.7 – including marketing, jock content and street appearances" is focused on San Jose. Positioning statements like "Hot 97.7 only plays what San Jose wants" are very effective and focused on one theme...Hot 97.7 is San Jose's radio station. This kind of attack has allowed us to re-position our competitors back to what they really are...out-of-town stations

that *wanna-be* San Jose, but can't and never will be."

Hot 97.7's strategic warfare starts every weekday at 5:30 am. Armed with a new morning show, "The Morning Doghouse," "we're seeing immediate ratings success. Their show contains a mixture of 'on the edge' humor and content that's balanced with extensive appearances and charity work in the market."

Station contests and promotions are also used to sell the fact that "Hot 97.7 is San Jose. Our fall promotion was 'Show Your South Bay Pride!' Listeners were informed that if they put our bumper sticker on, they were showing their San Jose pride and could win cash. We distributed our stickers through weekly 1,000 Prize Sticker Stops – the first 1,000 cars won a T-shirt and a sticker."

From a musical perspective, Hot 97.7 is focused on the 12-34 demographic. "We utilize call-out research, auditorium testing and a continuous effort on the street, talking to our listeners about what they want to hear. Our idea is simple... to make the streets of San Jose come out of the speakers."

—Leah Brandon

### 5 PM SAMPLE HOUR

**Immature**  
*Never Lie*

**Connie**  
*Funky Little Beat*

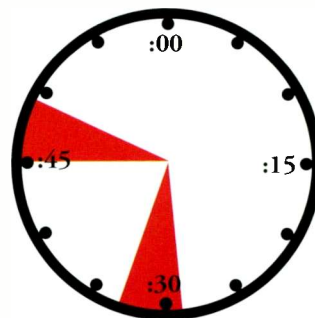
**Bone Thugs 'N Harmony**  
*Thuggish Ruggish Bone*

**Debbie Deb**  
*When I Hear Music*

**69 Boyz**  
*Tootsie Roll*

**Brandy**  
*I Wanna Be Down*

**Afro-Rican**  
*Give It All You Got*



### ON AIR SLOGAN

"The South Bay's Hottest Music"

**STOPSET**

**N II U**  
*I Miss You*

**Ini Kamoze**  
*Here Comes the Hotstepper*

**Changing Faces**  
*Stroke You Up*

**STOPSET**

**Boys II Men**  
*On Bended Knee*

**Real McCoy**  
*Another Night*



# Zhané

**NETWORK D-38\***

**NETWORK Approaching 2200  
Plays Per Week!**

**NETWORK On Over 100 Stations  
In Only 4 Weeks!**

**Monitor II\***

**New Adds Including:**

PRO FM WJET WKRZ WNIN WSNX  
KWAZ KHTY KMGZ KNIN

**Immediate Hot Rotations:**

KDON 73 Plays	KKFR 47 Plays
KTFM 47 Plays	Wild 107 47 Plays
KLUC 46 Plays	WZOQ 46 Plays
KWIN 44 Plays	Z90 41 Plays
KMXZ 40 Plays	WIOQ 39 Plays
KZHT 38 Plays	KHTN 37 Plays
KIKI 37 Plays	WHHH 35 Plays
WHJX 34 Plays	WWIC 33 Plays
KPSI 31 Plays	KBXX 31 Plays
KGGI 30 Plays	WPXY 30 Plays
WOVV 28 Plays	WZPL 26 Plays
Hot 97 25 Plays	WJMH 25 Plays
Power Pig 24 Plays	WJJS 22 Plays
WJMN 21 Plays	KKLQ 18 Plays
Power 106 16 Plays	Kiss 108 16 Plays
Kix 106 14 Plays	G105 14 Plays
92Q 13 Plays	WKSS 10 Plays



**FROM THE ORIGINAL MOTION  
PICTURE SOUNDTRACK**

## A LOW DOWN DIRTY SHAME

# “SHAME”

Produced by Mike "Nice" Chapman and Trent Thomas for Crucial Music Company, Inc.

Zhané appears courtesy of Illtown/Motown Record Company, L.P.

**The Movie "A LOW DOWN DIRTY SHAME" opens November 23.**

**The cast includes writer, director Keenen Ivory Wayans, Charles S. Dutton, Jada Pinkett,  
Salli Richardson and Andrew Divoff.**

featuring music from

**Silk**  
**Nuttin' NYCe**  
**Tevin Campbell**  
**R. Kelly**  
**Aaliyah**  
**Changing Faces**  
**Souls of Mischief**  
**Casual**  
**Smooth**  
**Organized Konfusion**  
 and others



**Album in stores November 8!**

# PROMOTIONS

- Compiled by Jeff Silberman  
and Kathryn Danyluk

## "FREELoader" CARDS

WNNX, Atlanta

Joan Marshall

99X started giving away "Freeloder cards" with a magnetic strip and bar code on the back. Anyone who fills out a form, gets a free music sampler CD; free or reduced admission to 99X concerts, parties, etc.; discounts at stores and restaurants; discounts on 99X memorabilia and more. Freeloaders can call an interactive phone system that has updates on new benefits. So far, over 30,000 people have signed up.

**COST:** CARDS CAN RUN INTO THOUSANDS. CD TRACKS SOLD TO LABELS, DISCOUNTS TRADED FOR MENTIONS.

**RETURN:** EXCELLENT WAY TO BUILD A HUGE DATABASE. BIG ACTIVE AUDIENCE APPEAL. BAR CODE TRACKS BUYING HABITS OF AUDIENCE - PERFECT WAY TO SHOW STATION'S CLOUT TO ADVERTISERS.

## "MILLION DOLLAR BANK RUN"

WPLJ, New York

Ted Maturo

The first listener to identify four secret superstar laughs had two minutes to carry as much cash out of a bank vault as possible - up to one million dollars. The winner walked away with a little over \$80,000.

**COST:** A WILD GUESS... MAYBE "A LITTLE OVER \$80,000."

**RETURN:** BUILT CUME AND TSL, PLUS GENERATED NATIONAL TV EXPOSURE AND LOCAL NEWSPAPER COVERAGE.

## "KIDD'S KIDS"

KHKS, Dallas

Joy Melendey

Morning man Kidd Kraddick gathered a group of 100 chronically ill children from area hospitals and took them to Disney World. On Nov. 14, he broadcast live from the theme park. He had been asking listeners for donations to pay for the trip since May.

**COST:** PAID FOR BY LISTENERS.

**RETURN:** INCREDIBLE GOOD WILL, ESPECIALLY WARM & FUZZY FOR THE HOLIDAYS.

## "FREE MONEY" CARD

WPXY, Rochester

Tristano Korlou

WPXY, in conjunction with four malls, gave away a \$10,000 shopping spree to one lucky listener. For 17 days beforehand, WPXY gave away \$50 mall gift certificates and station T-shirts to the 8th

## SPECIAL PROMO OFFER OF THE YEAR

### Special Offer! Promo Planners In Advance For Free!

*That's right! You can get both our exclusive January '95 and February '95 Promo Planners at least one week in advance of publication! All you have to do is simply fill out this Promotion Poll and fax it back to us ASAP!*

Network 40 is dedicated to offering its readers the best and most relevant informa-

*tion possible. So, we want to know what you would like to see on our Promotion pages! Your honest input as to what we do and what we could do better will enable us to cater to your needs the best way we can. And for taking your busy time out to do this, we're giving you the first crack at our cracked monthly Promo Planners. Thanks!*

(1 = useless, 10 = great) (circle the appropriate description)

	Grade (1-10)	How often would you like to see it?		
Station Promotions	_____	More	Less	Just Right
Topical Promotions	_____	More	Less	Just Right
Holiday Promotions	_____	More	Less	Just Right

Does that mean you want...

(circle the appropriate description)

More holidays each year? Yes No  
More ideas each holiday? Yes No

Monthly Promo Planner

Would you like...

(circle the appropriate description)

More events each day? Yes No  
More ideas for each event? Yes No  
More days in the month? Yes Hel-looo!

How far in advance would you like the Monthly and Holiday Promos?

\_\_\_ About right \_\_\_ 6 weeks to 2 months \_\_\_ Other

Name \_\_\_\_\_ Stn: \_\_\_\_\_ Fax: \_\_\_\_\_

**Fax To: 818-846-9870! • Offer Good Until Dec. 9, 1994!**

caller after they played the "Free Money Song." Sixty-eight winners qualified for a drawing. The grand prize winner had 98 minutes to spend \$10,000 at all four local malls. Guess what? She did.

**COST:** MALLS TRADED PRIZES FOR A MESS OF MENTIONS.

**RETURN:** BUILDS CUME, TSL AND HAS A FUN THEATRE-OF-MIND CLIMAX.

## "MEADOWLANDS MAGIC"

WQHT, New York

Rocco Macri

Air personality Deborah Rath has become a favorite of New York Jet and other local pro sports fans throughout the tri-state area. Why? After she sang "The National Anthem" before the games, the Jets were 3-0 and local teams playing at the nearby Meadowlands sports complex were 7-0.

**COST:** ZIP.

**RETURN:** GREAT PRESS FOR STATION. RAISES STATION PROFILE TO NON-CORE AUDIENCE.

## "BURIED ALIVE!"

KJMZ, Dallas

Ann Rindone

On November 17, nighttimer Lisa Lisa was buried alive for 48 hours in a record store in a symbolic effort to "bury" teen violence once and for all. She also broadcast during that time (although it was a tad cramped for in-studio guests). People who came to the record store could actually look into the coffin via a closed-circuit TV system. Donations were taken at the store to benefit Mothers Against Teen Violence.

**COST:** SILCO SUPER PROMOTIONS RUNS THIS STUNT.

**RETURN:** IT'D BE HARD TO AUTOPSY A FLASHIER WAY TO ILLUSTRATE A GRAVE SITUATION WITH A SIMPLE PLOT, OF CORPSE. GOOD CAUSE PR MIGHT BE GREATER IF IT WAS HELD CADAVER THANKSGIVING.

## REQUEST-A-THON

Mix 93.3, Peoria

Rebecca Mandel

Morning man Dave Kallaway turned the station over to listeners on Nov. 18. For a \$5 donation to the Salvation Army, listeners could hear their favorite songs and dedications. The next morning, he

took the Request-A-Thon to a local mall, where food donations were also accepted for requests.

**COST:** MINIMAL.

**RETURN:** GREAT GOOD CAUSE PROMOTION ALSO TURNS ON ACTIVE REQUEST AUDIENCE.

## "POLKAFEST"

WKQI, Detroit

Suzanne Belanger

Q95's ninth annual "Polkafest," benefiting the Children's Hospital of Michigan, was held Nov. 12. Station personalities hosted the event, which featured the Polish Muslims, annual performers who turn Pop hits into Polka parodies. (They have nothing to do with the radical Hamaski Polish Muslims, who hold themselves hostage and wait for anyone to demand something.)

**COST:** EVERYTHING DONATED FOR GOOD CAUSE, EXCEPT FOR THE COFFEE, CABBAGE ROLLS AND JOSH AND STAN SCHMENG ICE SCULPTURES.

**RETURN:** ENTERTAINING WAY TO BE IDENTIFIED WITH A GOOD CAUSE.

## MOVIES FOR FREE

KWTX Waco

Brian Tarter

When KWTX was voted the #1 radio station in Waco's largest newspaper, the staff decided to thank readers and station listeners for their votes. The station teamed up with a local movie theater that was voted #1 in the same poll and let everyone go to the movies for free. All 1,700 seats at the 7:00 pm showings were filled. Before each showing, Flash Phillips and The Breakfast Club, along with the theater manager, personally thanked everyone.

**COST:** MINIMAL; THEATER DONATED ALL SEATS.

**RETURN:** REWARDS LISTENERS. CLIENT MADE AN ENORMOUS AMOUNT OF MONEY ON CONCESSIONS AND THERE WAS LOCAL NEWSPAPER COVERAGE.

## "CHILI AID"

KGRS, Burlington

Cosmo Leone

To celebrate a local chili cook-off, KGRS offered listeners "Chili Aid" - a sack filled with Roloids, Pepto Bismol tablets and bumper stickers. The station handed out 107 sacks at 1:07 pm (guess KGRS' frequency). One of the sacks also had a jalapeno pepper. Whoever received that sack won a new barbecue set.

**COST:** MINIMAL FOR CONTENTS OF SACKS. PRIZE COURTESY OF BUDWEISER.

**RETURN:** NICE TIE-IN WITH HIGH-PROFILE LOCAL EVENT. TARGETS A NICE DEMO AND GENERATES PRESS.

# 4 P.M.

## "SUKIYAKI"

**NETWORK** Moves 22-19\* With Over 4500 PPW!

*Close To 2200 BDS Detections!*

B94 Add

WZJM Add

WIXX Add

WNOK Add

WKMX Add

WWST Add

WZOQ Add

And More!

*On Over 160 Top 40 Stations!*

KHKS 86 Plays	KIIS 84 Plays	KMXV 71 Plays	KIKI 66 Plays	KKRD 66 Plays
KIXY 66 Plays	KZII 64 Plays	KQMQ 58 Plays	WAPE 55 Plays	KDON 55 Plays
KZFM 55 Plays	KQKS 54 Plays	WIOQ 51 Plays	KDUK 51 Plays	KFRX 49 Plays
KFTZ 48 Plays	KKLQ 47 Plays	KPSI 45 Plays	KGGI 44 Plays	KTFM 44 Plays
WRKY 43 Plays	WZPL 42 Plays	KZZU 42 Plays	WEDJ 40 Plays	KBOS 39 Plays
WWCK 39 Plays	KKRZ 38 Plays	KUBE 38 Plays	WDCG 38 Plays	WFLY 38 Plays
WKSS 38 Plays	KZHT 38 Plays	KKFR 37 Plays	WAOA 37 Plays	KHFI 37 Plays
WVIC 37 Plays	KHTN 36 Plays	KLUC 33 Plays	KISF 32 Plays	WJET 32 Plays
KRQQ 32 Plays	WZEE 32 Plays	WHHH 31 Plays	WXXL 31 Plays	KCAQ 30 Plays
WHOT 30 Plays	KWNZ 30 Plays	KYLD 29 Plays	WFLZ 26 Plays	WTIC 23 Plays
		KDWB 21 Plays	WPOW 21 Plays	WXKS 19 Plays

Most Requested At:



**THE BOX**  
WVC LICENSE  
YOU GOT IT!

**KHKS  
WXLK**

**KQKS  
WABB  
And Others!**



# MUSIC MEETING

## M A I N S T R E A M

### MADONNA

"Take A Bow"

(MAVERICK/SIRE/WB)

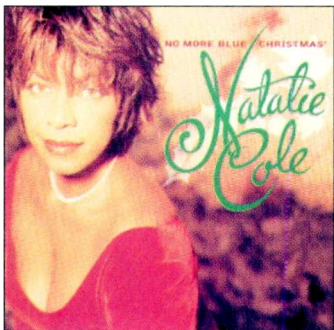
This week's no-brainer award winner. Sexy and smooth, this is a great follow-up to her previous hit, "Secret." Top 40, A/C and Crossover will all have success with this soft groover.

### MPeOPLE

"Excited"

(DECONSTRUCTION/EPIC)

Continuing to spread their magic through the United States, this UK trio scores big on this track. The third release from *Elegant Slumming* is an uptempo jammer poised for airplay at Top 40 and Crossover radio.



NATALIE COLE

### NATALIE COLE

"No More Blue Christmas"

(ELEKTRA)

Another contemporary holiday classic! The sensational daughter of legendary performer Nat King Cole releases this Yuletide tune as the Christmas season closes in. The track will stack up as one of the most memorable of the holiday season.

### CHANGING FACES

"Foolin' Around"

(BIG BEAT/ATLANTIC/AG)

The long-awaited second single from the ladies' debut album is also an R. Kelly track. Just as smooth as the first, these funky divas debuted last week on *Network 40's* Street Chart.



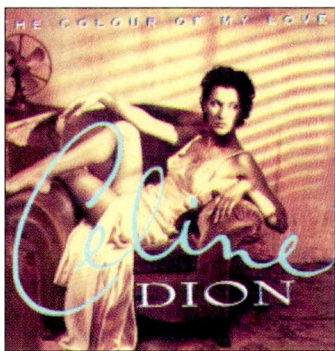
CHANGING FACES

### CELINE DION

"Only One Road"

(550 MUSIC/EPIC)

Already storming up *Network 40's* A/C chart with nearly 1,500 Plays Per Week, this is an upper-demo daytime gem. A no-miss multi-format hit.



CELINE DION

### EVERYTHING BUT THE GIRL

"Missing"

(ATLANTIC)

A very exciting uptempo

groover from this debut artist. Crossover radio has been warming this track up for weeks; now Mainstream radio begins to spin this accessible Dance number.



EVERYTHING BUT THE GIRL

### FORWARD MOTION:

**WRAPPING IT UP:** As 1994 draws to a close, you will notice fewer releases being shipped to your station. This enables you to fill the airwaves with special programming and concentrate on recurrenents and quality new music. Still to come before year's end will be fresh tunes from **Bonnie Raitt**, **Huey Lewis And The News** and **Gladys Knight**, to name a few... Meanwhile, anticipation has run totally amok concerning the announcement of the winners of *Network 40's* coveted **Chrome Lizard Awards**. (And to think, amok could barely walk a week ago!) If you haven't voted, check out the ballots in this week's magazine, cast your vote and fax back to (818) 846-9870.

**WORKING:** **Freedy Johnston's** "Bad Reputation" (Elektra) is a solid Top 40 hit. This tune has been building for weeks and

continues to be one of the weekly Most Added. **WLUM**, **B97** and **WHYT**, just to mention a few, are experiencing great success. **WPRO** and **WKSE** are two of the latest believers as the video earns **MTV Active** rotation and airplay on **VH1**. Mix in huge sales numbers with nearly 1,000 Plays Per Week and you've got the complete package... **WAYV Atlantic City MD Jay Towers** says to check out the special **Des'ree** remix on "You Gotta Be" (550 Music/Epic)... **Melissa Etheridge's** "I'm The Only One" (Island) is a hit record with a full head of steam. Add **KISX's PD Michael Storm** to the long list to second that notion. Creating a buzz out of the South is the forthcoming **Todd Snider** track, "Talkin' Seattle Grunge Rock Blues" (MCA). **Jacksonville's WAPE** is just one of the many Southern stations to give the humorous reactionary tune the nod... Another perfect combination of airplay, sales and requests are stacking up in favor of **Tom Petty's** latest number "You Don't Know How It Feels" (WB). Increased airplay on **MTV** and **VH1** helps the cause as well... Also watch **Anita Baker's** "I Apologize" (Elektra); already two million sales are reported and it's just warming up... For more in-depth research on music, check out everything you want to know about a release with *Network 40's Spin Cycle* on pages 56 and 57.

-John Kilgo

" ★ ★ ★ ★. He writes pop songs  
that snap like small but potent firecrackers.  
Nobody sounds like Freedy Johnston.  
He's an American original."

--Rolling Stone

" 'Bad Reputation' is a gem as good as a pop song gets."

--San Francisco Chronicle

# freedy johnston

## bad reputation

the premiere single and video from *This Perfect World*.

**Getting Stronger Every Week!**  
**#5 Most Added Mainstream!**

**Adds Include:**

WKQB KHTT Y107 WKRZ

**Major Market Support!**

PRO FM WZJM WAHC  
KRBE Q99 KLRZ  
WLUM B97 WHYT

**Multi-Format Hit!**

**Audience Approaching 7 Million!**  
**Over 900 Spins!**

**LP Sales Over 100,000**



Active!



produced by Butch Vig

management: Jamie Kitman / The Hornblow Group USA

On Elektra compact discs and cassettes.

© 1994 Elektra Entertainment, a division of Warner Communications Inc. A Time Warner Company.



# A/C CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 MADONNA. Secret (Maverick/Sire/WB)	3530	3705	4036
2 BOYZ II MEN. I'll Make Love To You (Motown)	3620	3775	3659
3 SHERYL CROW. All I Wanna Do (A&M)	3162	3373	3326
4 ELTON JOHN. Circle Of Life (Hollywood)	3142	3323	3245
5 GLORIA ESTEFAN. Turn The Beat Around (Epic)	2450	2874	3037
6 MICHAEL BOLTON. Once In A Lifetime (Columbia)	2214	2668	2924
7 JOSHUA KADISON. Picture Postcards From L.A. (SBK/EMI Records)	1966	2505	2774
8 KATHY TROCOLLI. If I'm Not In Love (Reunion/RCA)	1887	2204	2512
9 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	1035	1833	2435
10 AMY GRANT. Lucky One (A&M)	2503	2548	2415
11 BABYFACE. When Can I See You (Epic)	2464	2503	2329
12 MELISSA ETHERIDGE. I'm The Only One (Island)	1586	1818	2059
13 STING. When We Dance (A&M)	1510	1719	2015
14 JON SECADA. If You Go (SBK/EMI Records)	1765	1951	1879
15 JOHN MELLENCAMP. Wild Night (Mercury)	1774	1943	1768
16 HUEY LEWIS AND THE NEWS. But It's Alright (Elektra)	1944	1983	1700
17 AMY GRANT & VINCE GILL. House Of Love (A&M)	951	1373	1693
18 CELINE DION. Only One Road (550 Music/Epic)	1077	1410	1648
19 BON JOVI. Always (Mercury)	1197	1400	1632
20 MELISSA ETHERIDGE. Come To My Window (Island)	1358	1459	1577
21 RICHARD MARX. Nothing Left Behind Us (Capitol)	865	1328	1559
22 STEVE PERRY. Missing You (Columbia)	713	988	1327
23 BONNIE RAITT. Storm Warning (Capitol)	1052	1174	1297
24 PRETENDERS. I'll Stand By You (Sire/WB)	987	1069	1191
25 JOHN MELLENCAMP. Dance Naked (Mercury)	862	973	1176
26 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	1105	1140	1124
27 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	1113	1059	1102
28 JON SECADA. Mental Picture (SBK/EMI Records)	277	697	1098
29 WET WET WET. Love Is All Around (London/Island)	1047	1154	1083
30 EAGLES. Get Over It (Geffen)	1099	1151	1072
31 DES'REE. You Gotta Be (550 Music/Epic)	629	776	1021
32 ROLLING STONES. Out Of Tears (Virgin)	1040	1021	953
33 LISA STANSFIELD & BABYFACE. Dream Away (Fox/Arista)	528	722	945
34 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	1504	1155	920
35 SEAL. Prayer For The Dying (ZTT/Sire/WB)	926	959	886
36 WYNONNA & MICHAEL ENGLISH. Healing (Curb)	488	678	860
37 MARIAH CAREY. Anytime You Need A Friend (Columbia)	932	930	848
38 JOSHUA KADISON. Beautiful In My Eyes (SBK/EMI Records)	764	759	814
39 GIN BLOSSOMS. Allison Road (A&M)	637	703	789
40 ANITA BAKER. Body & Soul (Elektra)	1481	1074	777

# HOT NOTES

OKAY, WE'RE ALL STUFFED...and probably getting a little tired of the leftovers. But with that also comes the feeling that the year-end holidays are just around the corner. Which brings to mind the age-old question, "How do the holidays alter the A/C station's programming?" Here are a few answers:

**Karen Rite, WMXS Montgomery:** "We'll start playing Christmas music about two weeks in front of Christmas, but we'll spin only one song an hour. WMXS will be running a holiday special on Christmas Eve, but the holiday music probably won't get any heavier than that."

**Marc S. Cole, WINQ Winchendon:** "The week after Thanksgiving, we'll start spinning holiday music about once an hour. As we get closer to Christmas, maybe two an hour. We really don't want to change the sound of the station too much. WINQ will be doing a couple of Christmas promotions revolving around community involvement. We want to maintain consistency throughout the holidays."

**Dave Reynolds, WQMZ Charlottesville:** "We'll play music that fits the season. About the second week in December, we will put holiday music in a very light rotation. The closer to Christmas, we'll start spinning holiday music two to three times an hour. Then from Christmas Eve through Christmas day, we'll play 24 hours of holiday music because Christmas falls on the weekend this year. WQMZ will be focusing the holiday promotions around consumer-oriented items - perhaps offering listeners one less holiday gift to purchase."

Keep your news and promotions coming... And remember to fax in your Plays Per Week, (818) 846-9870, on Mondays.

## COMING YOUR WAY NOVEMBER 28TH:

### SEAL "Newborn Friend" (ZTT/Sire/WB)

This cutting edge track contains a special remix that's very radio-friendly. Many stations couldn't wait, including WLQR, KBCQ, KVIC, and WHAI. Watch for Seal on tour now.

### BOB SEGER & THE SILVER BULLET BAND "In Your Time" (CAPITOL)

Appearing on *Network 40's* CD #74 and Bob's current *Greatest Hits* release, this mid-tempo track is a heartfelt tribute to his young son Cole. "In Your Time" is classic Seger.

### BOYZ II MEN "On Bended Knee" (MOTOWN)

The follow-up to the #1 single, "I'll Make Love To You," "On Bended Knee" will duplicate the previous hit's feat. A smash for all formats!

### BASIA "3rd Time Lucky" (EPIC)

### 3RD MATINEE "Family Tree" (REPRISE)

-Kristen Guarino

## accelerated airplay

1 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	+602
2 LUTHER VANDROSS. Always And Forever (LV/Epic)	+428
3 JON SECADA. Mental Picture (SBK/EMI Records)	+401
4 BOYZ II MEN. On Bended Knee (Motown)	+361
5 STEVE PERRY. Missing You (Columbia)	+339

## most added

1 LUTHER VANDROSS. Always And Forever (LV/Epic)	27
2 JON SECADA. Mental Picture (SBK/EMI Records)	19
2 PATTY SMYTH. Look What Love Has Done (MCA)	19
4 EAGLES. Love Will Keep Us Alive (Geffen)	18
5 BOYZ II MEN. On Bended Knee (Motown)	16

A photograph of Bob Seger, a man with a beard and dark hair, wearing a brown jacket over a black t-shirt. He is leaning against a light-colored, textured wall. The text "Bob Seger & THE SILVER BULLET BAND" is overlaid on the image in a stylized, metallic font.

# Bob Seger

& THE SILVER BULLET BAND

“ IN YOUR TIME ”

THE NEW CLASSIC  
FROM THE LONG-AWAITED  
GREATEST HITS ALBUM



# CROSSOVER

TM

## STREET CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 <b>BOYZ II MEN.</b> On Bended Knee (Motown)	2400	2790	2988
2 <b>INI KAMOZE.</b> Here Comes The Hotstepper (Columbia)	2270	2409	2535
3 <b>BRANDY.</b> I Wanna Be Down (Atlantic/AG)	2141	2285	2317
4 <b>BOYZ II MEN.</b> I'll Make Love To You (Motown)	2681	2363	2151
5 <b>REAL McCOY.</b> Another Night (Arista)	1930	2065	2066
6 <b>JANET JACKSON.</b> You Want This (Virgin)	1780	1852	1962
7 <b>IMMATURE.</b> Never Lie (MCA)	1851	1925	1925
8 <b>MADONNA.</b> Secret (Maverick/Sire/WB)	1899	1836	1859
9 <b>TLC.</b> Creep (LaFace/Arista)	1047	1225	1515
10 <b>JADE.</b> Every Day Of The Week (Giant)	1173	1349	1350
11 <b>AALIYAH.</b> At Your Best (You Are Love) (Blackground/Jive)	1701	1534	1285
12 <b>4 P.M.</b> Sukiyaki (Next Plateau/Island)	1030	1078	1127
13 <b>ZHANÉ.</b> Shame (Hollywood/Jive)	685	1073	1118
14 <b>ACE OF BASE.</b> Living In Danger (Arista)	1032	1081	1054
15 <b>MARY J. BLIGE.</b> Be Happy (Uptown/MCA)	640	746	968
16 <b>SHERYL CROW.</b> All I Wanna Do (A&M)	980	934	961
17 <b>RAPPIN' 4-TAY.</b> Playaz Club (EMI Records)	909	923	949
18 <b>CRYSTAL WATERS.</b> 100% Pure Love (Mercury)	988	1013	945
19 <b>BABYFACE.</b> When Can I See You (Epic)	921	835	779
20 <b>VANESSA WILLIAMS.</b> The Sweetest Days (Wing/Mercury)	461	744	736
21 <b>BLACKSTREET.</b> Before I Let You Go (Interscope/AG)	390	493	708
22 <b>BON JOVI.</b> Always (Mercury)	545	652	703
23 <b>BONE THUGS-N-HARMONY.</b> Thuggish Ruggish Bone (Ruthless/Relativity)	661	677	665
24 <b>CHANGING FACES.</b> Stroke You Up (Big Beat/Atlantic/AG)	945	734	634
25 <b>69 BOYZ.</b> Tootsee Roll (Downlow/Rip-It)	463	478	614
26 <b>CORONA.</b> The Rhythm Of The Night (EastWest/Elektra)	287	386	577
27 <b>GLORIA ESTEFAN.</b> Turn The Beat Around (Epic)	616	578	560
28 <b>SALT-N-PEPA.</b> None Of Your Business (Next Plateau/London/Island)	609	590	558
29 <b>DA BRAT.</b> Fa All Y'all (So So Def/Chaos)	653	622	553
30 <b>K-CI HAILEY.</b> If You Think You're Lonely Now (Mercury)	216	399	547
31 <b>BARRY WHITE.</b> Practice What You Preach (A&M/Perspective)	425	493	545
32 <b>L. VANDROSS/M. CAREY.</b> Endless Love (Columbia)	927	710	537
33 <b>N II U.</b> I Miss You (Arista)	239	345	518
34 <b>TONI BRAXTON.</b> How Many Ways (LaFace/Arista)	855	671	489
35 <b>R. KELLY.</b> Seems Like Your Ready (Jive)	376	388	476
36 <b>BLACK MEN UNITED.</b> U Will Know (Mercury)	471	496	453
37 <b>CHANGING FACES.</b> Foolin' Around (Big Beat/Atlantic/AG)	351	381	445
38 <b>20 FINGERS.</b> Short Short Man (Zoo)	373	382	441
39 <b>DES'REE.</b> You Gotta Be (550 Music/Epic)	406	375	433
40 <b>WARREN G.</b> Do You See (Violator/ral/Island)	409	429	412

## RHYTHMNATION

**MOMENTOUS OR MEMENTO:** The word "infamy" or a reasonable facsimile thereof was used again last week. On "Black Wednesday," Nov. 16, the legendary *Black Album* was at last released to radio. As you recall, the original impact date was supposed to be Dec. 12, 1987, but on hour 11-and-three-quarters, Prince pulled the plug on the project. The Bunny was far enough into the deal that CDs were pressed and then destroyed. A small number were spared and demand has created legend. Some Australian guy paid \$13,500 for an original last April. More recently, 92Q and WPGC dedicated their morning shows to the Symboled One. KUBE did a "Black-And-White Weekend," where winners collected Prince or Karyn White CDs. The most original has to be KYLD and the "Bay Area Blackout." Promos for the event so intrigued listeners that interim PD Michael Martin was receiving calls from kidney patients worried about the blackout affecting their machines. Who said radio wasn't a cure for the world's ills?

**NEW AREA ORDER:** Speaking of the Bay, changes at Wild 107 continue while the pesky interim titles still persist. Heather Hammen joins Frank Lozano for mornings while former morning co-host Rene Taylor slides into middays. The Black Widow from KMXZ Salinas joins for late nights and Michael Martin continues to handle music and programming duties. As for putting an end to the speculation, Michael reports earth-shaking revelations will be coming soon. Keep it under a 6.0, please.

**A STIR IS BORN:** Six showcases later, the buzz is we have a major star on our hands. Los Angeles was the host to Silas/MCA artist Chante Moore at the Wilshire Ebell Club House recently. A stunning six-song set from the new record floored the hard-to-please, industry-heavy crowd. By the last number of a set that included the single, "Old School Lovin'," and a tasty cover of Deniece Williams' "Free," all heads were seen moving. If you were lucky enough to catch the six-city mini-showcase, the timing is good to give thanks.

**IT'S BEEN A SLICE, OR LIFE IS A BOWL OF CRANBERRIES:** Thanksgiving fun at radio...Power Pig Tampa is giving away Thanksgiving turkeys with Rolling Stones stuffing. Win a turkey and look inside for the tickets... KSFM Sacramento had Touchdown Trivia for a chance to lunch with Changing Faces and catch the Rams-vs.-49er game in San Francisco. The Atlantic act was singing "The National Anthem" prior to the game... KKXX Bakersfield is filling up the Mayflower. The 35-foot moving van is parked in front of grocery stores throughout the area; the goal is 15,000 pounds of food for the needy... WHHH Indianapolis continues the tradition of feeding the needy with 20,000 meals delivered throughout the area... Finally, KLUC Las Vegas held an on-air all-request radiothon to raise funds for a youth slain over Halloween. A \$100 pledge for some serious Old School got "The 1812 Overture" played. In all, \$12,700 was raised in 24 hours.

- Stephen Meade

### accelerated airplay

1 <b>TLC.</b> Creep (LaFace/Arista)	+290
2 <b>MARY J. BLIGE.</b> Be Happy (Uptown/MCA)	+222
3 <b>BLACKSTREET.</b> Before I Let You Go (Interscope/AG)	+215
4 <b>BOYZ II MEN.</b> On Bended Knee (Motown)	+198
5 <b>CORONA.</b> The Rhythm Of The Night (EastWest/Elektra)	+191

### most added

1 <b>TONI BRAXTON.</b> I Belong To You (LaFace/Arista)	11
2 <b>BLACKSTREET.</b> Before I Let You Go (Interscope/AG)	8
2 <b>N II U.</b> I Miss You (Arista)	8
3 <b>TEVIN CAMPBELL.</b> Don't Say Goodbye Girl (Qwest/WB)	7
4 <b>ALL-4-ONE.</b> (She's Got) Skillz (Blizz/Atlantic/AG)	6



# CORONA

## THE RHYTHM OF THE NIGHT

PRODUCED BY BU  
CHECCO AND  
SOUL TRAIN FOR  
LEE MARROW  
PRODUCTIONS

### **Key Adds:**

Q106 Wild 107 KZHT WSPK WKSE

**Rhythm Crossover: D-35\***

**Mainstream: 34\***

**Over 11.5 Million Listeners!**

### **Over 1200 Spins:**

WIOQ	35x	Kiss108	19x
Power 96	29x	Pro FM	18x
Kix 106	21x	Power Pig	27x
The Edge	52x	KMXV	49x
B96	28x	WZPL	50x
KRBE	34x	KUBE	55x
KKFR	24x	KIIS	16x
Q106	11x	KZHT	17x

### **Huge Sales!**

Boston #9	Philadelphia #24
Houston #25	Miami #13
Orlando #13	Providence #13
Nashville #25	Rochester #13



**Requests Everywhere!**

the atlantic group division of atlantic recording corporation ©1994 atlantic recording corp. a time warner company



## BROWNSTONE

"If You Love Me"

(MJJ Music/Epic)

A long-anticipated track from the ladies, who have been patiently waiting for their release date. Given the early interest from radio, the first single should make a serious impact. Mid-tempo and sultry, the three ladies can sing. The Brownstone ladies are all quite fine to gaze at and they wear very few clothes on the cover. What more do you need?



BROWNSTONE

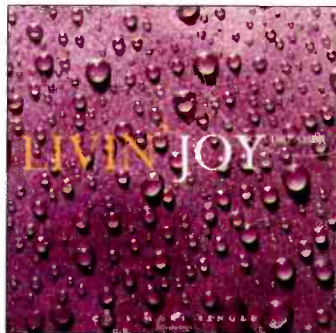
## LIVIN' JOY

"Dreamer"

(MCA)

Interest in the project has taken off quicker than the availability of the record. Pioneered by Bobby Shaw, the group is already catching airplay at B96 and else-

where. True Dance music for Crossover radio is no easy trick; Livin' Joy has a story being told in the clubs. It's time for radio to embrace another hit record.



LIVIN' JOY

## DANA DANE

"Record Jock"

(MAVERICK/SIRE/WB)

The vibe on this release is phat. Produced by Battlecat, "Record Jock" slams hard to the hook and then will not let you go. A clean rapping style that deserves to be heard. Let us note that sales revenue will not be used for Terry Anzaldo's legal fees.

## BONE THUGS-N-HARMONY

"Foe Tha Love Of \$"

(RUTHLESS/RELATIVITY)

The track radio has been playing with it

has finally been released. The same style of rapping as on "Thuggish" coupled with a refrain you will soon be singing in the shower. Featuring the vocals of Eazy-E, this is one for immediate consideration. Ten mixes on the pro-CD assure hours of listening pleasure.

## NUTTIN' NYCE

"Down 4 Whateva"

(HOLLYWOOD/JIVE)

Can we skip the movie and just enjoy the soundtrack? Another from *A Low Down Dirty Shame*, the mid-tempo feel will strengthen sales of the soundtrack and the career of the band. Ask yourself how many singles you can play from the same record, then throw this on. The soundtrack also features fresh tracks from Keith Murray, Tevin Campbell, Aaliyah and R. Kelly.



NUTTIN' NYCE

## THE BEAT OF THE WEEK

No one gets into the spirit of the season better than Natalie Cole, whose "The Holly and Ivy" (EastWest/Elektra) is a must for the holidays as she recreates the classics of the Xmas season. Very traditional, very cool... Sade has an early sales story on her *Best of Sade* (Epic). Three new tracks are available at the end of the record; choose your favorite and spin away... A new Coolio should be on your desk. Live with "Mama, I'm In Love" (Tommy Boy) for a while and see if the raw message is something you can deal with. Like it or not, reality needs to be addressed... Although the release schedule does not correspond, a few adventurous stations are jumping early on the Immature "Constantly" (Silas/MCA). Early indications are that it's just as big as the first one... The soundtrack that may soon move into most talked-about status is from the film, *Streetfighter* (Priority). Included are tracks from Paris, LL Cool J, Craig Mack, Public Enemy and the long-awaited collaboration by Hammer and Deion Sanders. With your basic running start, the soundtrack hits with 12 million kids already owning the video game; the movie stars Jean Claude Van Damme and is slated for Christmas release.

—Stephen Meade

## BOBBY DEE

KMXZ Salinas

Corona "The Rhythm Of The Night"  
Toni Braxton "I Belong To You"  
Tevin Campbell "Don't Say Goodbye Girl"

## CHUCK FIELD

KSFM "FM102" Sacramento

K-Ci Hailey "If You Think You're Lonely Now"  
Mary J. Blige "Be Happy"

## MC BOOGIE D

KJYK Tucson

Bone Thugs-N-Harmony "Foe Tha Love Of \$"  
Raja-Neé "Turn It Up"  
N II U "I Miss You"

## MARK ADAMS

KBOS "B95" Fresno

Angel Moore "Ecstasy"  
Changing Faces "Foolin' Around"  
TLC "Digg'in' On You"

## GREG

KDUK Eugene

Nuttin' NYCe "Down 4 Whateva"  
Corona "The Rhythm Of The Night"  
Toni Braxton "I Belong To You"

## TINA MARIE SIMONET

KPRR "Power 102" El Paso

Livin' Joy "Dreamer"  
Corona "The Rhythm Of The Night"  
Snoop Doggy Dogg "Murder Was The Case"

## KEVIN KOSKE

KKXX "The Power Station"

Bakersfield  
Des'ree "You Gotta Be"  
Strickly For U "Tender/Tierno"  
Toni Braxton "I Belong To You"

## SONIA JIMENEZ

KGCI "99 One" Riverside

Madonna "Forbidden Love"  
Corona "The Rhythm Of The Night"  
Brandy "Baby"

## LUCY BARRAGAN

KCAQ "Q105" Oxnard/Ventura

Jewell "Woman To Woman"  
Y?N-Vee "Going Down"  
Immature "Constantly"

## JAY CRESSWELL

WXSR Tallahassee

Mariah Carey "Christmas Album"  
All-4-One "(She's Got) Skillz"  
Toni Braxton "I Belong To You"

## MICHAEL NEWMAN

KDON Salinas/Monterey

Changing Faces "Foolin' Around"  
Dru Down "Pimp Of The Year"  
N II U "I Miss You"

## CHARLIE MAXX

KZFM Corpus Christi

Toni Braxton "I Belong To You"  
Immature "Constantly"  
All-4-One "(She's Got) Skillz"

## ROB ROYSTER

KKSS "97.3 Kiss" Albuquerque

Fu-Schnickens "Breakdown"  
Dru Down "Pimp Of The Year"  
Immature "Constantly"

## DAMION YOUNG

KHTY "Y-97" Santa Barbara

Nuttin' NYCe "Down 4 Whateva"  
Blackstreet "Before I Let You Go"

## SCOTT WHEELER

WHHH "Hoosier 96" Indianapolis

All-4-One "(She's Got) Skillz"

## CAT THOMAS

KLUC Las Vegas

Prince "Le Grind"  
Tevin Campbell "Don't Say Goodbye Girl"

## HURRICANE SHANE

KBFM "B104"

McAllen/Brownsville  
Willi One Blood "Whiney, Whiney..."  
Hit & Run "Jump 94"

## LISA VAZQUEZ

XHTZ "Z90" San Diego

Mariah Carey "Christmas Album"  
Tevin Campbell "Don't Say Goodbye Girl"

## MIKE KEENE

KPSI Palm Springs

Vanessa Williams "The Sweetest Days"  
Blackstreet "Before I Let You Go"



# WARREN

*"Do You See"*

## *A Top 50 SoundScan LP!*

KBOS ADD	KLUC ADD	KBXX 33 PLAYS	KJYK 32 PLAYS
KHQT 30 PLAYS	WJMH 28 PLAYS	KMEL 27 PLAYS	KZHT 27 PLAYS
KPRR 20 PLAYS	KWIN 20 PLAYS	WERQ 18 PLAYS	KSFM 18 PLAYS
KSIQ 18 PLAYS	KPWR 14 PLAYS	XHTZ 14 PLAYS	KZFM 14 PLAYS
WWKX 13 PLAYS	WFLZ 12 PLAYS	KHTN 12 PLAYS	WHHH 11 PLAYS
WILN 10 PLAYS	KPSI 9 PLAYS	WJMN 7 PLAYS	WPOW 5 PLAYS
			WJJS 5 PLAYS



*Generating Hot Requests!*



## CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 THE CRANBERRIES. Zombie (Island)	1708	1677	1568
2 NIRVANA. About A Girl (DGC)	1587	1576	1489
3 SMASHING PUMPKINS. Landslide (Virgin)	1344	1420	1423
4 R.E.M. Bang And Blame (Warner Bros.)	370	1015	1368
5 HOLE. Doll Parts (DGC)	1173	1253	1336
6 WEEZER. Buddy Holly (DGC)	829	951	1219
7 LIZ PHAIR. Supernova (Matador/Atlantic/AG)	1241	1262	1181
8 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG)	1170	1171	1073
9 VERUCA SALT. Seether (Minty Fresh/DGC)	1137	1156	1039
10 OASIS. Supersonic (Epic)	887	960	974
11 GREEN DAY. Welcome To Paradise (Reprise)	1118	1065	952
12 COWBOY JUNKIES. Sweet Jane (Nothing/Interscope/AG)	904	926	857
13 URGE OVERKILL. Girl, You'll Be A Woman Soon (MCA)	513	698	848
14 PEARL JAM. Tremor Christ (Epic)	592	774	757
15 DINOSAUR JR. Feel The Pain (Sire/Reprise)	1017	937	737
16 BAD RELIGION. 21st Century (Digital Boy) (Atlantic/AG)	537	681	723
17 CANDLEBOX. Cover Me (Maverick/Sire/WB)	582	661	708
18 THE GO-GO'S. The Whole World Lost It's Head (I.R.S.)	489	590	690
19 SOUL ASYLUM. Can't Even Tell (Chaos/Columbia)	842	831	675
20 SOUNDGARDEN. My Wave (A&M)	708	724	665
21 AIMEE MANN. That's Just What You Are (Giant)	518	573	652
22 GREEN DAY. When I Come Around (Reprise)	120	397	649
23 BIG AUDIO. Looking For A Song (Columbia)	494	621	637
24 R.E.M. What's The Frequency, Kenneth? (Warner Bros.)	1303	856	606
25 OFFSPRING. Self Esteem (Epitaph)	1051	897	595
26 THE BLACK CROWES. A Conspiracy (American/Reprise)	394	520	579
27 OFFSPRING. Gotta Get Away (Epitaph)	278	345	562
28 THE MURMURS. You Suck (MCA)	405	465	558
29 LOVE SPIT LOVE. Change In The Weather (Imago)	410	485	552
30 PETE DROGE. If You Don't Love Me (RCA/American/Reprise)	349	406	508
31 LIVE. I Alone (Radioactive)	641	520	500
32 PEARL JAM. Spin The Black Circle (Epic)	861	751	487
33 COMPULSION. Delivery (Interscope/AG)	496	501	437
34 SARAH McLACHLAN. Good Enough (Arista)	601	528	407
35 THE MIGHTY MIGHTY BOSSTONES. Kinder Words (Mercury)	368	408	393
36 SOUNDGARDEN. Fell On Black Days (A&M)	337	364	379
37 BRYAN FERRY. Mamouna (Virgin)	326	345	363
38 MAZZY STAR. Halah (Capitol)	239	309	361
39 WEEN. Voodoo Lady (Elektra)	277	300	355
40 PORTISHEAD. Sour Times (Nobody Loves Me) (GO Discs!/London)	129	182	352



**ROCKETING INTO HOUSTON:** After bantering around several impressive names for the PD position at the new Rocket 107.5 in Houston, GM Mary Bennett settled on well-established and respected Alternative programmer Don Parker. Most recently at Fresno's Top 40 station KBOS, Parker is most recognized by Alternative music followers from his days at KEDG Las Vegas, where he took the station to #1 18-34, and KKDJ Fresno. "I've felt there's been a hole in the Houston market for a Modern Rock station and I'm excited to have the opportunity to establish Rocket 107.5 as Houston's premiere outlet for Modern Rock," Parker said. Jacobs Media Consultant Tom Calderone said, "Don will be in charge of any new hires from this point on." No word yet on an official announcement of a Music Director. Don will start at his new post December 5th.

**DEAR DON:** In other Rocket news, the Shamrock-owned station, which also owns the New York property WHITZ "Z100," started simulcasting "Z100's" very popular nightly love advice show, "Lovephones," this past week. The show airs at 11 pm. KRQT will be the second Alternative station to have such a show; KROQ in Los Angeles started it all with "Loveline," which continues to receive the station's highest ratings in a time slot.

**THE CORNDOG MOVES ON:** He started as the bassist in the influential San Pedro Punk/Jazz/Noise trio Minutemen. A while after guitarist d. Boon tragically died in a car crash, Watt put Firehose together. At the same time was his collaboration with his wife, Kira Roessler, as Dos. Now, a decade later, Firehose is no more and Watt is about to release his first solo record next February. Entitled *ball-hog or tugboat*, the effort features the talents of the best musicians in the business as well as several special vocalist appearances. The record was recorded in L.A., New York and Seattle. Eddie Vedder came down to Pedro to knock out a couple of songs, "Big Train" and the soon-to-be an American anthem called "Against The 70's." Henry Rollins contributed a track that offers a new appreciation for his talents and Frank Black certainly did the record justice. Dave Pirner also appears, but my favorite track – surprising to even me – is one with Evan Dando called "Piss Bottle Man." It's amazingly cool.

**BUSH LEAGUE:** In sort of a "who's who" in Alternative radio, several Western programmers made it out for the debut appearance by Bush as a new Trauma/Interscope/AG artist, appearing at the Dragonfly. The electricity went out no less than three times but the band kept coming back, showing more professionalism than most people I know. Willobee, Gene Sandbloom, KRZQ's Rob Blaze Brooks, Mike Buddy Holly Halloran, Kevin Weatherly and super-cool X96 MD Sean Ziebarth were hanging with Del Williams, Johl Kohl, Lynn McDonnell, Marc Kordellos, Andy Cooper, Mr. Ted Field and Michael Papale, to name a few. Great party!... Spins equals sales as proven by Portishead's retail action. Check your local numbers... Music to love and embrace: Stone Roses, Meat Puppets, Victoria Williams, D Generation, Deus, Girls Against Boys (who are great in concert), and 91X PD Mike Halloran's choice of the week is the amazing S\*M\*A\*S\*H (Vernan Yard/Virgin).

– Karen Holmes

## accelerated airplay

1 R.E.M. Bang And Blame (Warner Bros.)	+353
2 WEEZER. Buddy Holly (DGC)	+268
3 GREEN DAY. When I Come Around (Reprise)	+252
4 OFFSPRING. Gotta Get Away (Epitaph)	+217
5 PORTISHEAD. Sour Times (Nobody Loves Me) (GO Discs!/London)	+170

## most added

1 PEARL JAM. Better Man (Epic)	22
1 BUSH. Everything Zen (Trauma/Interscope/AG)	22
2 NINE INCH NAILS. Piggy (Nothing/TVT/Interscope/AG)	17
3 PEARL JAM. Corduroy (Epic)	13
4 THE FLAMING LIPS. She Don't Use Jelly (Warner Bros.)	11



# MISSISSIPPI

featuring  
"superstar"

Available on cd, cassette and limited edition vinyl



## SPELL CHECK

	YES	NO
Big ol'noisy three-piece rock band	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Touring, touring, touring	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Playing halftime at the Superbowl	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Plan to move to Seattle when the van's fixed	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Video for "Superstar" filmed at Rocky Mountain racetrack	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Garrett was in The Fluid	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Steve Masters thinks it's retarded	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Added out of the box by hometown KTCL	<input checked="" type="checkbox"/>	<input type="checkbox"/>
On these fine stations:		
WHFS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
KWOD	<input checked="" type="checkbox"/>	<input type="checkbox"/>
WFNX	<input checked="" type="checkbox"/>	<input type="checkbox"/>
KPNT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CIMX	<input checked="" type="checkbox"/>	<input type="checkbox"/>
WEQX	<input checked="" type="checkbox"/>	<input type="checkbox"/>
WRXS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
KLZR	<input checked="" type="checkbox"/>	<input type="checkbox"/>
WOXY	<input checked="" type="checkbox"/>	<input type="checkbox"/>
KACV	<input checked="" type="checkbox"/>	<input type="checkbox"/>
KITS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
KPOI	<input checked="" type="checkbox"/>	<input type="checkbox"/>
KRZQ	<input checked="" type="checkbox"/>	<input type="checkbox"/>
WENZ	<input checked="" type="checkbox"/>	<input type="checkbox"/>
WZRH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
WWDX	<input checked="" type="checkbox"/>	<input type="checkbox"/>



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Mgmt:  
Misanthrope Management Inc.

# THANKSGIVING TURKEY

Commentary by  
**Gerry Cagle**

**I**t is Thanksgiving...time to give thanks...and I would like to do that...even if it is against my nature. Bah! Humbug! (Oops, that's the Christmas Editorial!)

We want to give thanks to all of our new friends in Country radio who have welcomed *Network 40* and made it possible for us to move to the next step. Also to our friends in the Country music industry, who are working with us to create a system of tracking Country music that is complete, fair and accurate. And, of course, to *R&R*, for having a chart that is so totally screwed up. Without all of you, none of this would be possible.

Before BDS started monitoring airplay, *Network 40* began experimenting with a concept called Plays Per Week. With the help of a small number of radio programmers, we began plotting a chart based on the actual number of times a song was played during the previous seven days. It was quite a daring concept. We asked that programmers supply us with their computer-generated airplay reports and we began compiling a chart based on this information.

Although every record company was demanding accurate information from radio and nearly every radio programmer paid lip service to honesty, in the beginning there were few who complied with our request and fewer still who believed the concept would work.

Slowly, but surely, our list of Plays Per Week reporters began to grow. More and more programmers were interested in having their lists reflect reality. Even as the record and radio industries cried out for a chart based on reality, *R&R* continued to print playlists that had little or no relation to actual plays. Why? Because it was in *R&R*'s best interest to continue with an antiquated system. The fact that this type of chart was not in the best interests of the radio and record industries as a whole meant little to *R&R*. *R&R* has never been in the business of listening to radio programmers or record executives. *R&R* has dictated policy to the industries and demanded compliance. If you didn't like *R&R*'s rules, you couldn't play.

Well, a funny thing happened on the way to the playground. Radio programmers began to take a stance *against* the dictatorial principles demanded by *R&R*. And when BDS began monitoring the spins of records on radio stations, the

circle became complete. *R&R* was forced, kicking and screaming, into the world of reality. Everyone wanted...everyone *demand*ed accurate descriptions of airplay. *Network 40*'s Plays Per Week and BDS-monitored airplay became the standards against which all others were judged.

Even though *Network 40* was the first publication to print a chart based on Plays Per Week, we thought it was important that the industry adopt a standard that would be accepted throughout. We offered the use of our term, "Plays Per Week" to other publications. Instead of demanding compensation for our original idea and title, we gave it to any publication...free...for the good of the industry.

*R&R has been forced to reflect actual Plays Per Week in almost every other format except Country. Why not Country?*

Other publications, including *R&R*, began using the description and it has become an industry standard. But unfortunately *R&R* stopped short of the industry goal...that of total accuracy in reporting reality.

Instead of accepting faxed, computer printouts of actual airplay, *R&R* demanded that stations report *predicted* plays. This battle was quickly lost in most formats.

Every programmer knows it is impossible to *predict* how many times a record will be played in the coming weeks. The better question is: Why would a publication want to print inaccuracies? Why *R&R* continues to ask radio programmers to provide information that can be easily manipulated is beyond comprehension. Radio programmers want reality. The record industry wants reality. The faxed, computer-generated *Network 40* Plays Per Week chart is reality. BDS is reality.

What is *R&R*?

Unreal.

On the opposite page, you'll find a simple explanation of how to provide Plays Per Week to *Network 40*. It isn't guesswork. It is a reflection of your previous week's airplay. Just as *Network 40* reflects the wants and needs of the industry in the rest of our publication, so will the chart.

In monitored markets, *Network 40*'s Plays Per Week chart can be compared with BDS to make sure all detections are picked up. As a programmer, you won't be getting calls from record companies asking why your predicted plays differed from the actual monitor. As a record executive, you can check the comparison to make certain all of your detections are counted.

In non-monitored markets, *Network 40* acts as a monitoring system so everyone will know *exactly* how many times a song was played.

It is an honest, reliable system that both the radio and record industries embrace. Because it is honest and reliable. And easy for programmers.

You don't have to guess. You don't have to wonder whether or not breaking news stories, inclement weather conditions or other emergencies will make your predictions inaccurate. Or what about new releases you get on Tuesday or Wednesday that you want to begin playing immediately? Those songs weren't included in your predictions. What happens then? There are so many reasons for *not* predicting Plays Per Week that it is amazing *R&R* continues with the system. Made-up playlists, paper adds, imaginary airplay...these are not a part of today's radio and record industries. Predicting Plays Per Week allows those who would manipulate charts a way to continue. It is time for the entire industry to reflect what is...not what might be...or could be...or probably won't be. *R&R* has been forced to *reflect* actual Plays Per Week in almost every other format except Country. Why not Country? Maybe it is because, until now, there has been no alternative.

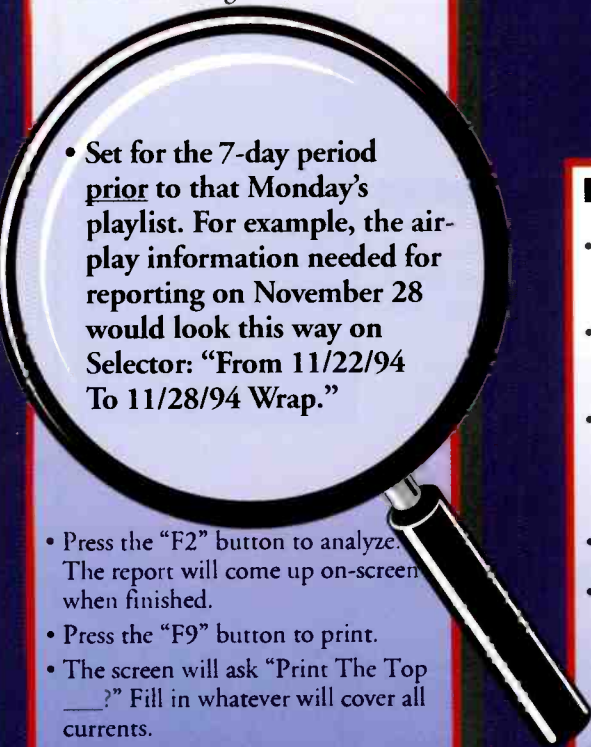
*Network 40* is the alternative. Our publication is designed to reflect the realities of our business. The entire magazine is devoted to sharing concepts and ideas to make your jobs easier. We want to make sure that those concepts and ideas are a direct reflection of *your* ideas.

*Network 40* is dedicated to serving the radio and record industries...not dictating what is best for us. So during this holiday season, we would like to give thanks to all of you who are helping.

Now if you'll excuse me, I have to carve the turkey...*R&R*. ♣

## Selector (Version 12)

- From the "Main Menu," press "6 Analysis."
- From the "Analysis Menu," press "1 Historical Analysis."
- From the "Historical Analysis" Menu, press "4 Most Frequently Played."
- Press the "F2" button.
- Screen will ask, "For What Date/Hour Range?"



• Set for the 7-day period prior to that Monday's playlist. For example, the airplay information needed for reporting on November 28 would look this way on Selector: "From 11/22/94 To 11/28/94 Wrap."

- Press the "F2" button to analyze. The report will come up on-screen when finished.
- Press the "F9" button to print.
- The screen will ask "Print The Top \_\_\_?" Fill in whatever will cover all currents.
- Press the "F9" button again.
- Press "1 Print."

**This will print the airplay analysis needed to report to Network 40.**

## Auto-Jock (Network 40 Report)

- From the "Main Menu," press "R Reports."
- From the "Reports Menu," press "H History."
- On the "History Screen" enter the size of the report. Include all currents.
- Enter the one-week date range.
- Select to print title and artist.
- Send output to printer or a disk file for editing with your word processor.

**This will print the airplay analysis needed to report to Network 40.**

# COUNTRY

## How To PPW

### Powerplay

- From the "Main Screen," press "H History."
- From the "History Screen," press "T Title Rank."
- On the "Title Rank Screen," you can specify "How Many Days?" Specify "7."
- Press "F5" to print.
- Screen will allow you to specify which categories you want included in this report. Highlight your currents.
- Press "Escape."
- Screen will ask how many titles you want included in this report. Include all currents.
- Send output to "Printer."

**This will print the airplay analysis needed to report to Network 40.**

**COUNTRY REPORTERS  
REMEMBER TO FAX  
YOUR PLAYS PER  
WEEK INFORMATION  
ON MONDAYS BY  
5PM PACIFIC.**

### MusicScan

- From the "Main Menu," press "H History."
- From the "History Menu," press "S Sorted."
- From the "Sorted Menu," you can set various fields to print this report.
- Choose "Custom Play History Analysis."
- Choose to sort by "Total Plays."
- Set "First Date" and "Last Date." For example, the airplay information needed for reporting on Monday, November 28 would look this way on MusicScan: "First Date: TUES 11/22/94 Last Date: MON 11/28/94." If the hours aren't already set for "All," change to reflect that.
- Choose which categories you wish to include in this report. To report to Network 40, include all current categories.
- Set the output to "Printer."
- Press "G Go."

**This will print the airplay analysis needed to report to Network 40.**

...and that's all there is to it.  
Now all you have to do is  
*do it!*

**(818) 846-9870**

**For additional information, call Barry Freeman at 1-800-443-4001**

**Fax your station's Plays  
Per Week information  
by Monday 5:00 pm  
Pacific Time to  
Network 40 Magazine**

# RETAIL CHART

NATIONWIDE PRICE-COUNT SALES

2W	LW	TW	ARTIST/LP	LABEL
—	1	①	EAGLES. Hell Freezes Over	Geffen
1	2	2	NIRVANA. Unplugged In New York	DGC
5	4	③	BOYZ II MEN. II	Motown
◆	DEBUT	④	METHOD MAN. Tical	Def Jam/ral
—	6	⑤	STING. Best Of Sting - Fields Of Gold	A&M
◆	DEBUT	⑥	TLC. CrazySexyCool	LaFace/Arista
7	7	⑦	TOM PETTY. Wildflowers	WB
—	8	⑧	SADE. Greatest Hits	Epic
2	5	9	MURDER WAS THE CASE. Soundtrack	Death Row/Interscope/AG
◆	DEBUT	⑩	FRANK SINATRA. Duets II	Capitol
—	3	11	JIMMY PAGE/ROBERT PLANT. No Quarter	Atlantic/AG
8	9	12	OFFSPRING. Smash	Epitaph
12	14	⑬	THE CRANBERRIES. No Need To Argue	Island
13	12	14	PULP FICTION. Soundtrack	MCA
10	11	15	R.E.M. Monster	WB
16	16	⑮	BARRY WHITE. The Icon Is Love	A&M
23	20	⑰	MARIAH CAREY. Merry Christmas	Columbia
3	10	18	MEGADETH. Youthanasia	Capitol
—	29	⑱	KENNY G. Miracles: The Holiday Album	Arista
14	18	20	ERIC CLAPTON. From The Cradle	Duck/Reprise
4	17	21	MADONNA. Bedtime Stories	Maverick/Sire/WB
9	13	22	AEROSMITH. Big Ones	Geffen
11	19	23	SCARFACE. The Diary	Rap-A-Lot/Noo Trybe/Virgin
24	24	⑳	GREEN DAY. Dookie	Reprise
20	21	25	JASON'S LYRIC. Soundtrack	Mercury
19	22	26	SHERYL CROW. Tuesday Night Music Club	A&M
15	23	27	BOB SEGER & THE SILVER BULLET BAND. Greatest Hits	Capitol
6	15	28	BLACK CROWES. America	American/Reprise
22	28	29	ANITA BAKER. Rhythm Of Love	EastWest/Elektra
18	26	30	BON JOVI. Cross Road	Mercury
—	33	⑳	KEITH MURRAY. The Most Beautifullest Thing In The World	Jive
21	27	32	GLORIA ESTEFAN. Hold Me, Thrill Me, Kiss Me	Epic
—	25	33	GEORGE STRAIT. Lead On	MCA Nashville
31	35	㉑	MELISSA ETHERIDGE. Yes I Am	Island
28	34	35	STONE TEMPLE PILOTS. Purple	Atlantic/AG
38	36	㉓	BRANDY. Brandy	Atlantic/AG
26	32	37	LUTHER VANDROSS. Songs	LV Records/Epic
27	37	38	B.O.N.E. THUGS-N-HARMONY. Creepin' On Ah Come Up	Ruthless/Relativity
33	38	39	CANDLEBOX. Candlebox	Maverick/Sire/WB
25	31	40	SMASHING PUMPKINS. Pisces Iscariot	Virgin

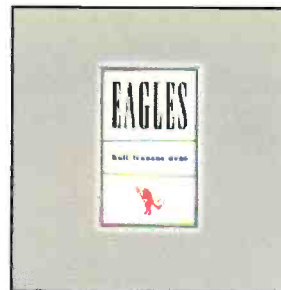
# BIN BURNERS

RECORDS WITH THE BIGGEST SALES INCREASES OVER THE PAST WEEK

## 1 EAGLES Hell Freezes Over Geffen

**Regional Sales Breakout:** Midwest, West and East lead the way. Top-3 sales in Minneapolis, Missouri, Georgia, Florida, Arizona/Vegas, Tennessee, New York City and state, West Coast.

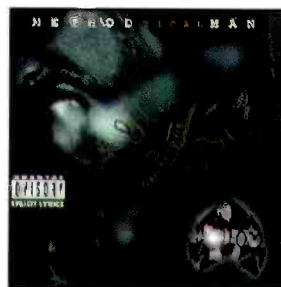
**Primary Media Exposure:** Multi-format radio airplay still the biggest force. VH1 and press exposure tied for second.



## 2 METHOD MAN Tical Def Jam/ral

**Regional Sales Breakout:** Very consistent across country. Number-one sales in New York City and state, Philadelphia, Illinois, Atlanta, Florida, Carolinas, Ohio.

**Primary Media Exposure:** Word-of-mouth fueling strong initial buzz. Urban/Crossover radio play second.



## 3 TLC CrazySexyCool LaFace/Arista

**Regional Sales Breakout:** Midwest, South and West all tied. Top-10 sales in Ohio/Indiana, Illinois, Atlanta, Arizona/Las Vegas, Colorado, southern California, Carolinas.

**Primary Media Exposure:** Crossover and Urban radio keying early sales action. BET and MTV video play a solid second and third, respectively.



## 4 SADE Greatest Hits Epic

**Regional Sales Breakout:** West strongest, consistent elsewhere. Top-10 sales in New York City, Massachusetts, Michigan, Atlanta, Arizona/Vegas, entire West Coast.

**Primary Media Exposure:** VH1 and word-of-mouth spreading buzz in its second week. Everything else tied for third.



## 5 FRANK SINATRA Duets II Capitol

**Regional Sales Breakout:** Surprisingly consistent across country. Top-10 sales in New York City, Philadelphia, Florida, southern California, Maryland, Michigan.

**Primary Media Exposure:** Press coverage leads the way; record store listening posts second, retail campaign and longtime fan interest follow.





More Than 3,000 BDS Detections!  
More Than 24 Million Listeners!

Tom Petty



**"You Don't Know How It Feels"**

His Warner Bros. debut, from Wildflowers.

Produced by Rick Rubin with Tom Petty & Mike Campbell  
Management: Tony Dimitriadis for East End Management



**1** Extra Large!  
MUSIC FIRST

**M**TV Heavy!

©1991 Warner Bros. Records Inc.

**One Of The Most Added!!!!**

B94	Star94	WNVZ	KRBE	Y107	WPKY
KKSS	G105	KOKZ	KLYV	KKMG	WNNK
KGOT	KOUK	Z104	WNDU	WWCK	KZII
	KQKQ	WGRD	WA1A		And More!

**Huge Phone Action!!!**

WFMF WCIL WGRG KQKY WYYS

**The Airplay Continues To Build!!!!**

WRQK 67x	WNFZ 53x	KQID 39x
The Edge 37x	FLY 92 36x	WYCR 35x
WCH 35x	WZAT 35x	KIQK 34x
WSEG 34x	WJHY 33x	930 33x
WMCK 33x	KJOC 32x	KISR 31x
WIFC 30x	WSPK 30x	WRKY 29x
KSYB 28x	WTRG 28x	KQIX 28x
WXLK 27x	WNRV 27x	WINKI 27x
KQKY 26x	WVFX 26x	WFMF 25x
KBWJ 25x	KGLI 25x	WYYS 25x
KTYT 25x	WVHC 24x	WKRZ 24x
WYSR 24x	WPKZ 24x	WJMX 24x
WZDQ 24x	KGGQ 24x	WHOB 24x
WLAN 23x	KLYV 23x	B97 22x
KRBE 22x	WGLU 22x	WVKS 22x
WWXM 22x	WBY 22x	WMME 22x
WRFY 21x	KQCR 21x	KTMT 21x
WEXJ 21x	KZFN 21x	WPRB 20x
KLBQ 20x	WPXR 19x	WDDJ 18x
KFAV 18x	KIMN 17x	KTRS 17x
WZJN 16x	WJAL 16x	WZOK 16x
WBEC 16x	KSG 16x	WNSL 15x
99Q 14x	WVPE 14x	WZST 14x
WYSR 13x	WQJN 12x	WHTO 12x
KLRZ 12x	WNNJ 12x	WTWR 11x
WMLC 11x	WBBO 10x	WERZ 10x
KJYO 10x	WSMX 10x	WVIC 9x
KISF 8x	WSTW 8x	KQIZ 7x
WQIC 7x	Y 107 6x	WBIZ 6x
WBNQ 6x	KC 101 5x	KCHX 5x

## PLAY IT! SAY IT!

### URGE OVERKILL (Geffen)

Nash Kato (guitar, vocals).

"Eddie" King Roeser (bass, vocals).

Blackie Onassis (drums, vocals).

• The band started travelling down the road to stardom in Chicago in the fall of 1986.

• They released their first album, a Punk Rock mini-LP on the Ruthless label entitled, *Strange I...*



• During that time in Chicago, the music scene wasn't happening, so UO felt a duty to create a new vibe.

• They studied James Brown moves, learned the entire Jimmy Webb songbook (including "MacArthur Park") and listened to the likes of the Misfits, Devo and Booker T and the MG's. They sampled anything they could get their hands on to learn what they termed "the groove."

• Then, in 1987 they covered a Glenn Campbell hit (written by Jimmy Webb) entitled "Wichita Lineman." The release of the 45 led them on a nonstop bout of touring.

• Urge's stage presence is, in a word, colorful. Wearing bell bottoms, medallions and turtle necks, they look like survivors from the '60s Pop art era who've spent the past two decades holed up in a Vegas lounge.

• Their debut Geffen album, *Saturation*, featured the Alternative hit, "Sister Havana." That album also has a song dedicated to *All My Children's* vamp, Erica Kane.

• Their current single is from MCA Records' *Pulp Fiction* soundtrack and is entitled "Girl, You'll Be A Woman Soon."

### DAN HARTMAN (Chaos)

• This writer, producer and former lead singer for the Edgar Winter Group (of "Free Ride" fame) was in the music industry for two decades.

• One of his best known hits, "I Can Dream About You," from the film soundtrack to *Streets Of Fire*, was only a sample of Hartman's many-faceted songwriting talents.



• In the '80s, Hartman met Charlie Midnight, who became his songwriting partner. Together they wrote music for movies such as *Fletch*, *Down And Out In Beverly Hills*, *Bull Durham* and *Scrooged*.

• Hartman passed away on March 22, 1994 at his home in Bridgeport, Connecticut, at the age of 43, after a prolonged battle with AIDS.

• He left Charlie Midnight as trustee of the Dan Hartman Foundation, which was established to further the education of artistically gifted individuals. The foundation places an emphasis on the field of music.

• The first single off a compilation album of his work entitled, *Keep The Fire Burnin'*, is "The Love In Your Eyes."

### MARY J. BLIGE (Uptown/MCA)

• Mary J. Blige was born in the Bronx 22 years ago. She spent her early childhood in Savannah, GA before returning to Yonkers, NY.

• Although she sang in church at an early age, Blige cites Oris Redding, Gladys Knight, Al Green and Donny Hathaway as her main influences.

• Her big break: While shopping in a White Plains, NY mall, she decided to make a demo tape of Anita Baker's "Caught Up in The Rapture." That tape caught the ears of Uptown/MCA, which soon signed her.



• Blige has appeared on several other hit projects, including Father MC's Gold single, "I'll Do For You," and sessions with Heavy D and Christopher Williams.

• She also performed on a duet with Christopher Williams for his album, *Changes*, and did an encore performance on Father MC's release, "One Night Stand."

• Her debut album, *What's The 411?*, produced three hit singles: "Reminiscence," "You Remind Me" and "Sweet Thing."

• Between albums, she went on an overseas tour.

• The new single off her upcoming second album is "Be Happy."



Percent Of The Public That Believes The Following Are True:

■ Serving coffee causes turbulence on airplanes.

■ Variables won't; constants aren't.

■ It may be that your sole purpose in life is to serve as a warning to others.

## RIMSHOTS

By Dwayne & Jeff

Burt Reynolds says he can't pay Loni Anderson \$11,000 a month in alimony and her \$1.3 million mortgage because he's bankrupt and Anderson "has assets and ability to support herself."

He's got to be kidding. There's no way her assets can support themselves! In fact, she's been crowned "Miss Underwire" for umpteen years running...

◆◆◆

Did you know you can increase your gas mileage by 1% every time you remove 100 pounds of weight from your car? How did the researcher prove that statistic? He broke up with his girlfriend.

◆◆◆

In a new book about Bobby Darin and Sandra Dee, the author claims that Darin, then 19, told girlfriend Connie Francis that he basically needed to have sex with other girls to keep his skin clear. And... she bought it.

Even back then, it had to work better than "Sure, I'll respect you in the morning!"

Stock tip: Clearasil. Sell it all *now*.

◆◆◆

According to *Men's Health* magazine, 68% of poll respondents admitted to engaging in sex with a co-worker. Most popular place for the tryst: the supervisor's desk.

Which gives a whole new meaning to getting a "desk job."

◆◆◆

The much-ballyhooed film, *Frankenstein*, didn't do as well at the box office as expected. Why? Some critics say no one believes Robert DeNiro as the Monster, the patchwork of cadaver parts brought back to life.

A better choice? Bill Clinton and the Democratic Party.

On second thought, *even fewer* people would believe that.

◆◆◆

Charlton Heston is offering \$1,000 to anyone who comes up with the best title for his upcoming book.

Here are our choices for the gun-lovin' actor who portrayed Moses in *The Ten Commandments*: "Packing a Rod For God," "Planet Of The NRApes," "Holy Moses," "Soylent God."

◆◆◆

Average number of sexual references per half-hour made on TV dramas like *NYPD Blue*: 6.1. Average number of sexual references per half-hour on *Melrose Place*: 13.5.

Average number of sexual references per 30 minutes of daytime talk shows: 437.

◆◆◆

Excuse of the year: Raleigh attorney Mark Kirby was accused of "routinely" billing clients over 1,000 work hours in a 31-day, 744-hour work month. Pleading not guilty to fraud charges, Kirby's attorney "reasoned" that "actual time is not attorney billable time."

Yet another benefit from speed-reading courses...

If Kirby ever repped someone who pleaded "not guilty by reason of insanity," the judge must've responded, "Who? You or the defendant?"

And if you buy that one, get ready cuz we're about to play 8,417 songs in a row.

◆◆◆

These cracks are taken from *The Daily Rimshot*, which has been read by jocks in New York, L.A., Chicago, Hartford, Detroit, Cleveland and scores more. A free, introductory five-day package can be yours by calling 1-800-443-4001.

ORIGINAL  
MOTION  
PICTURE  
SOUNDTRACK

# DUMB AND DUMBER



66523-2/4

The New Dumb Comedy Starring

**JIM CARREY & JEFF DANIELS**

The Dumber Soundtrack Featuring Music From

**CRASH TEST DUMMIES FEATURING ELLEN REID,**

**BUTTHOLE SURFERS, GREEN JELLY,**

**DEEE-LITE, ECHOBELLY,**

**DEADEYE DICK, PETE DROGE, GIGOLO AUNTS,**

**THE PRIMITIVES, THE LUPINS and more.**

# IT'S A NO-BRAINER

Soundtrack Available on The RCA Records Label Cassettes & CD's



THE RCA RECORDS LABEL

**RCA**  
RECORDS LABEL

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NEW LINE CINEMA

# MOST REQUESTED

## 106 KMEL

**KMEL SAN FRANCISCO, ROSEMARY HART**

1. 69 Boyz, Tootsee Roll
2. Ini Kamoze, Here Comes The
3. Boyz II Men, On Bended Knee
4. N 2 Deep, Deep N 2 The Game
5. Dru Down, Mack Of The Year



**WBBM FM CHICAGO, GEORGE McFLY**

1. Blackstreet, Booti Call
2. Boyz II Men, On Bended Knee
3. Rula, Lick It
4. Maximillion, Fat Boy
5. Snoop Doggy Dogg, Murder



**WPLJ NEW YORK, A.J. HAMMER**

1. Bon Jovi, Always
2. Boyz II Men, I'll Make Love
3. Amy Grant, Lucky One
4. Steve Perry, Missing You



**WFLZ TAMPA, BUBBA THE LOVE SPONGE**

1. 69 Boyz, Here Kitty Kitty
2. B.L.T.S., How Long Can You
3. Boyz II Men, On Bended Knee
4. Craig Mack, Flava In Ya Ear
5. Bone Thugs-N-Harmony, Thuggish

# MOST REQUESTED USA

1. Boyz II Men / On Bended Knee
2. Bon Jovi / Always
3. Ini Kamoze / Here Comes The Hotstepper
4. Real McCoy / Another Night
5. Lucas / Lucas (With The Lid Off)
6. Offspring / Self Esteem
7. 20 Fingers / Short Short Man
8. Deadeye Dick / New Age Girl
9. The Cranberries / Zombie
10. Immature / Never Lie



**WJMN BOSTON, RALPHIE MARINO**

1. 69 Boyz, Tootsee Roll
2. K-Ci Hailey, If You Think You're
3. TLC, Creep
4. N I U, I Miss You
5. 20 Fingers, Short Short Man



**WKRQ CINCINNATI, RACE TAYLOR**

1. Wet Wet Wet, Love Is All
2. Boyz II Men, On Bended Knee
3. Melissa Etheridge, Come To My
4. Four Seasons, December '63
5. R.E.M., What's The Frequency



The Planet's Hottest Music!

**WKBQ ST LOUIS, RICK IDOL**

1. Offspring, Self Esteem
2. Boyz II Men, On Bended Knee
3. The Cranberries, Zombie
4. Veruca Salt, Seether
5. 20 Fingers, Short Short Man



**KKRZ PORTLAND, SCOTT LANDER**

1. Real McCoy, Another Night
2. Boyz II Men, On Bended Knee
3. Immature, Never Lie
4. Janet Jackson, You Want This
5. Brandy, I Wanna Be Down



**KPWR LOS ANGELES, BIG BOY**

1. 69 Boyz, Tootsee Roll
2. Ini Kamoze, Here Comes The
3. G-Mo, Everydaything
4. Snoop Doggy Dogg, Murder
5. Lords Of The Underground, Tic

## MIX 107.3 FM

Washington's Best Music Mix

**WRQX WASHINGTON, GEORGE MASON**

1. Madonna, Secret
2. Sheryl Crow, All I Wanna Do
3. Bon Jovi, Always
4. John Mellencamp, Wild Night
5. Four Seasons, December '63



**WWKX PROVIDENCE, MOCHA**

1. K-Ci Hailey, If You Think You're
2. 20 Fingers, Short Short Man
3. Boyz II Men, On Bended Knee
4. K7, Move It Like This
5. Corona, The Rhythm Of The
6. Brandy, I Wanna Be Down



**WIOQ PHILADELPHIA, JO JO WRIGHT**

1. Bon Jovi, Always
2. Boyz II Men, On Bended Knee
3. Ini Kamoze, Here Comes The
4. The Cranberries, Zombie
5. Boyz II Men, I'll Make Love
6. 69 Boyz, Tootsee Roll
7. 4 P.M., Sukiyaki
8. R.E.M., What's The Frequency

(reborn)



Harry  
Connick, Jr.

Whisper Your Name

If Steve Rivers says "We are playing 3-4 times a day & there is no question that Whisper Your Name is a hit record from a mass appeal superstar," & Q102's Jimmy Steele, G105's Brian Bridgman & KRQ's Mark Todd agree, may we ask: "What are you doing?"

Mariah  
Carey

All I Want For  
Christmas Is You

This week, Santa delivers to your listeners Mariah's new single, All I Want For Christmas Is You. Stuff your listeners' stockings with the CD & play the season's most sensational song that will bring everyone together under one tree. Amen.

Steve  
Perry

Missing You

So he plays to sold-out crowds in every city, your listeners are in the audience singing every word from the past and present. His new single Missing You is massive in Miami at Y100, according to their research. What does this mean to you? Absolutely nothing if you're not paying attention.

COLUMBIA

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

# MOST REQUESTED

## 107.1 KISS FM

WAHC COLUMBUS, MIKE DURAN

1. Ini Kamoze, Here Comes The
2. Bon Jovi, Always
3. Boyz II Men, On Bended Knee
4. The Cranberries, Zombie
5. Deadeye Dick, New Age Girl
6. Veruca Salt, Seether
7. Real McCoy, Another Night
8. Offspring, Self Esteem
9. Lucas, Lucas (With The Lid Off)

## FLY 92

THE TRI-CITIES' ONLY HIT MUSIC STATION

WFLY ALBANY, ELLEN ROCKWELL

1. Immature, Never Lie
2. Boyz II Men, On Bended Knee
3. Ini Kamoze, Here Comes The
4. Bon Jovi, Always
5. Brandy, I Wanna Be Down
6. Corona, The Rhythm Of The
7. Lucas, Lucas (With The Lid Off)
8. 20 Fingers, Short Short Man
9. Deadeye Dick, New Age Girl
10. Stone Temple Pilots, Interstate

## WZYP

WZYP HUNTSVILLE, WALLY B.

1. Boyz II Men, On Bended Knee
2. Ace Of Base, Living In Danger
3. Aerosmith, Blind Man
4. Eagles, Get Over It
5. Weird Al Yankovic, Headline News
6. Green Day, Basket Case
7. Pretenders, I'll Stand By You
8. Gloria Estefan, Turn The Beat

**NIGHT PERSON OF THE WEEK**  
Sean Valentine KHKS Dallas

1. Boyz II Men / On Bended Knee
2. Ini Kamoze / Here Comes The Hotstepper
3. Boyz II Men / I'll Make Love To You
4. Immature / Never Lie
5. 69 Boyz / Tootsee Roll



KDUK EUGENE, BRIAN BECK

1. Boyz II Men, On Bended Knee
2. 20 Fingers, Short Short Man
3. 4 P.M., Sukiyaki
4. Jaki Graham, Ain't Nobody
5. Prince, Space



WJMH GREENSBORO, BUSHMAN

1. Boyz II Men, On Bended Knee
2. Snoop Doggy Dogg, Murder
3. Brandy, I Wanna Be Down
4. TLC, Creep
5. Immature, Constantly



KWIN STOCKTON, MARK MEDINA

1. Bone Thugs-N-Harmony, Thuggish
2. Boyz II Men, I'll Make Love
3. Ini Kamoze, Here Comes The
4. Immature, Never Lie
5. Rappin' 4-Tay, Playaz Club



WVIC LANSING, GERONIMO

1. Deadeye Dick, New Age Girl
2. Boyz II Men, On Bended Knee
3. The Cranberries, Zombie
4. Real McCoy, Another Night
5. Ini Kamoze, Here Comes The



WQGN NEW LONDON, ROB HAYES

1. Boyz II Men, On Bended Knee
2. Lucas, Lucas (With The Lid Off)
3. Ini Kamoze, Here Comes The
4. The Cranberries, Zombie
5. Zhané, Shame



WYHY NASHVILLE, GATOR HARRISON

1. Boyz II Men, On Bended Knee
2. Ini Kamoze, Here Comes The
3. Lucas, Lucas (With The Lid Off)
4. 2 Unlimited, Get Ready For
5. Deadeye Dick, New Age Girl



WXLK ROANOKE, AIR JORDAN

1. Ini Kamoze, Here Comes The
2. Bon Jovi, Always
3. Boyz II Men, On Bended Knee
4. Deadeye Dick, New Age Girl
5. Lucas, Lucas (With The Lid Off)



KBOS FRESNO, MARK ADAMS

1. Boyz II Men, On Bended Knee
2. Brandy, I Wanna Be Down
3. Boyz II Men, I'll Make Love
4. Ini Kamoze, Here Comes The
5. 4 P.M., Sukiyaki
6. Aaliyah, At Your Best (You Are
7. TLC, Creep



KBFM BROWNSVILLE, HURRICANE SHANE

1. Green Day, Basket Case
2. Mazzy Star, Fade Into You
3. Ini Kamoze, Here Comes The
4. Boyz II Men, On Bended Knee
5. Real McCoy, Another Night
6. 4 P.M., Sukiyaki
7. Hit And Run, Jump 94
8. Juliana Hatfield, Spin The Bottle
9. Bon Jovi, Always

# Joshua Kadison



## Picture Postcards From L.A.

***A Great Callout Artist!***  
***Give Your Adult Audience A Hit They Can Relate To!***

**NETWORK Over 1300 Plays Per Week At Top 40! 2500 More At A/C!**

WMJQ 42 Plays

WSTR 25 Plays

WAEB 25 Plays

WKQI 24 Plays

KHTT 22 Plays

WBT 21 Plays

WZOK 20 Plays

KPLZ 20 Plays

WMTX 19 Plays

WVIC 14 Plays

WHYI 12 Plays

WPLJ 10 Plays

**Also Starting On WBMX, WNCI And KKRZ!**

EMI Records



# MOST REQUESTED



## WPRR ALTOONA, J.B. SAVAGE

1. R.E.M., What's The Frequency
2. Bon Jovi, Always
3. Madonna, Secret
4. Aerosmith, Blind Man
5. Oasis, Supersonic
6. Mazzy Star, Fade Into You
7. Sting, When We Dance
8. Liz Phair, Supernova



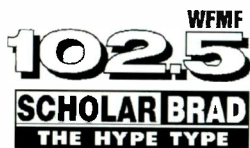
## KHFI AUSTIN, BO NASTY

1. 20 Fingers, Short Short Man
2. Boyz II Men, On Bended Knee
3. 69 Boyz, Tootsee Roll
4. Real McCoy, Another Night
5. 4 P.M., Sukiyaki



## WJMX FLORENCE, C.J. MCKAY

1. Toad The Wet Sprocket, Something's
2. Bon Jovi, Always
3. Rolling Stones, Out Of Tears
4. Janet Jackson, You Want This
5. Live, I Alone
6. Corona, The Rhythm Of The
7. Aerosmith, Blind Man
8. Andru Donalds, Mishale



## WFMF BATON ROUGE, SCHOLAR BRAD

1. Offspring, Self Esteem
2. Des'ree, You Gotta Be
3. John Mellencamp, Dance
4. Madonna, Secret
5. R.E.M., What's The Frequency

# BREAKOUT

## ARTIST OF THE WEEK



### BRANDY

#### "I Wanna Be Down"

- |      |                 |    |
|------|-----------------|----|
| KBOS | Fresno          | #2 |
| KSLY | San Luis Obispo | #4 |
| KKRZ | Portland        | #5 |
| WFLY | Albany          | #5 |
| WWKX | Providence      | #6 |



## WBNO BLOOMINGTON, GREGGER

1. Bon Jovi, Always
2. Boyz II Men, On Bended Knee
3. Immature, Never Lie
4. Lucas, Lucas (With The Lid Off)
5. Janet Jackson, You Want This



## WLAN LANCASTER, DANA DANA

1. Lucas, Lucas (With The Lid Off)
2. Boyz II Men, On Bended Knee
3. Hootie & The Blowfish, Hold
4. Corona, The Rhythm Of The
5. Bon Jovi, Always



Today's Best Music!

## KIOK Tri-CITIES, MICHAEL DEAN

1. Offspring, Self Esteem
2. Pearl Jam, Tremor Christ
3. Boyz II Men, On Bended Knee
4. Real McCoy, Another Night
5. Veruca Salt, Seether



## WSNX GRAND RAPIDS, KEITH CURRY

1. Boyz II Men, On Bended Knee
2. Weird Al Yankovic, Headline News
3. Real McCoy, Another Night
4. Nine Inch Nails, Closer
5. Ini Kamoze, Here Comes The



## WVIVE AUGUSTA, ARTY THE ONE MAN PARTY

1. Four Seasons, December '63
2. Boyz II Men, On Bended Knee
3. Bon Jovi, Always
4. Real McCoy, Another Night
5. Offspring, Self Esteem



## KWTX WACO, DINO

1. Boyz II Men, On Bended Knee
2. Ini Kamoze, Here Comes The
3. Lucas, Lucas (With The Lid Off)
4. 4 P.M., Sukiyaki
5. 20 Fingers, Short Short Man



## KZMG BOISE, C.B.

1. Boyz II Men, On Bended Knee
2. Bon Jovi, Always
3. Real McCoy, Another Night
4. Deadeye Dick, New Age Girl
5. 4 P.M., Sukiyaki



## KZIO DULUTH, ERIC AUSTIN

1. Eagles, Love Will Keep Us Alive
2. Boyz II Men, On Bended Knee
3. 20 Fingers, Short Short Man
4. Vanessa Williams, The Sweetest
5. Jon Secada, Mental Picture



WYYS • 99.9FM / 100.3FM

## WYYS ITHACA, CHRIS SHADOW

1. Boyz II Men, On Bended Knee
2. Bon Jovi, Always
3. Aerosmith, Blind Man
4. Jade, Every Day Of The Week
5. Ini Kamoze, Here Comes The
6. Ace Of Base, Living In Danger
7. Tom Petty, You Don't Know
8. The Cranberries, Zombie



## WAOA MELBOURNE, DANNY WRIGHT

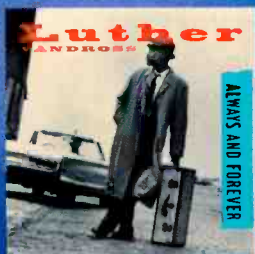
1. 20 Fingers, Short Short Man
2. The Cranberries, Zombie
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5. Boyz II Men, On Bended Knee
6. Ini Kamoze, Here Comes The
7. 4 P.M., Sukiyaki
8. Bon Jovi, Always
9. Jon Secada, Mental Picture



# Luther

## VANDROSS

THE NEXT MASTERPIECE  
FROM "SONGS."



**DON'T MISS:** UPCOMING NATIONAL TOUR.

"LIVE FROM ROYAL ALBERT HALL," THE HOME VIDEO, IN STORES NOVEMBER 22ND.

"IN THE SPOTLIGHT" SPECIAL AIRING ON PBS, MONDAY, NOVEMBER 28TH AT 9PM.

DAVID LETTERMAN APPEARANCE, ALSO NOVEMBER 28TH. CHECK LOCAL LISTINGS.

### New Adds Include:

<b>B97</b>	<b>KMXV</b>	
<b>WTIC</b>	<b>WHJX</b>	
<b>WSPK</b>	<b>WQGN</b>	<b>KC101</b>
<b>KPRR</b>	<b>KQIZ</b>	<b>KHTT</b>
<b>G105</b>	<b>WWCK</b>	<b>KISX</b>
<b>KFRX</b>	<b>WNKI</b>	<b>WVSR</b>
<b>KCLD</b>	<b>KQID</b>	<b>WWKZ</b>
<b>WJMX</b>	<b>WKXJ</b>	<b>WIFC</b>
	<b>XWTX</b>	<b>WNNK</b>

AND MANY MORE!

### Already On:

<b>Power 96</b>	<b>WPGC</b>	
<b>WWKX</b>	<b>Z90</b>	
<b>WHHH</b>	<b>KMEL</b>	
<b>WKSS</b>	<b>Wild 107</b>	
<b>92Q</b>	<b>Power Pig</b>	
<b>Kiss 108</b>	<b>Y 107</b>	
<b>KHQT</b>	<b>WBMX</b>	
<b>KZFM</b>	<b>KKSS</b>	<b>KWIN</b>
<b>WFHN</b>	<b>KMXZ</b>	<b>KJYO</b>
<b>WZOQ</b>	<b>WERZ</b>	<b>WAEB</b>
<b>WOVY</b>	<b>KLUC</b>	<b>KWNZ</b>

PLUS MANY MORE!

**Total BDS Detections: 374**

**Total Audience Reach: 2.6 Million**

**"ALWAYS AND FOREVER"**



# MOST REQUESTED



**WAYV ATLANTIC CITY, DEBORAH HEWITT**

1. Boyz II Men, On Bended Knee
2. Bon Jovi, Always
3. Eagles, Get Over It
4. Vanessa Williams, The Sweetest
5. Aerosmith, Blind Man
6. Toad The Wet Sprocket, Something's



**WVAQ MORGANTOWN, LACY NEFF**

1. Ini Kamoze, Here Comes The
2. Boyz II Men, On Bended Knee
3. Deadeye Dick, New Age Girl
4. Bon Jovi, Always
5. Janet Jackson, You Want This
6. Jade, Every Day Of The Week
7. Immature, Never Lie
8. Real McCoy, Another Night
9. Crystal Waters, 100% Pure Love



**WIXX GREEN BAY, STEVE LOUZDS**

1. Bananas At Larg, 30 Point Buck
2. Deadeye Dick, New Age Girl
3. Lucas, Lucas (With The Lid Off)
4. Bon Jovi, Always
5. Boyz II Men, On Bended Knee
6. Real McCoy, Another Night
7. Green Day, Basket Case
8. Pretenders, I'll Stand By You
9. Crystal Waters, 100% Pure Love

# BUZZ RECORDS

1. Ini Kamoze / Here Comes The Hotstepper
2. Boyz II Men / On Bended Knee
3. Veruca Salt / Seether
4. Aerosmith / Blind Man
5. Pearl Jam / Tremor Christ



**WRHT MOORHEAD CITY, GREG BRADY**

1. The Cranberries, Zombie
2. Boyz II Men, On Bended Knee
3. Nine Inch Nails, Closer
4. Ini Kamoze, Here Comes The
5. Offspring, Self Esteem



**KKXL GRAND FORKS, TREVOR DEE**

1. Boyz II Men, On Bended Knee
2. Lucas, Lucas (With The Lid Off)
3. 4 P.M., Sukiyaki
4. Crystal Waters, 100% Pure Love
5. Offspring, Self Esteem



**KKMG COLORADO SPRINGS, RICH WARD**

1. Lucas, Lucas (With The Lid Off)
2. Gin Blossoms, Allison Road
3. Boyz II Men, On Bended Knee
4. Janet Jackson, You Want This
5. Offspring, Self Esteem



**WCIL CARBONDALE, MARK HOLLAND**

1. Boyz II Men, On Bended Knee
2. Bon Jovi, Always
3. Juliana Hatfield, Spin The Bottle
4. Boyz II Men, I'll Make Love
5. The Cranberries, Zombie



**KFTZ IDAHO FALLS, TODD SWAN**

1. Boyz II Men, On Bended Knee
2. 4 P.M., Sukiyaki
3. Crystal Waters, 100% Pure Love
4. Real McCoy, Another Night
5. The Cranberries, Zombie



**WBHT WILKES-BARRE, BILLY HAMMOND**

1. Offspring, Self Esteem
2. Boyz II Men, On Bended Knee
3. Salt-N-Pepa, None Of Your
4. Veruca Salt, Seether
5. Lucas, Lucas (With The Lid Off)



**WPST TRENTON, BRIAN DOUGLAS**

1. Pearl Jam, Spin The Black Circle
2. The Cranberries, Zombie
3. Ini Kamoze, Here Comes The
4. Murmurs, You Suck
5. Offspring, Self Esteem



**KKBJ BEMIDJI, TONY KELLY**

1. Tesla, Need Your Lovin'
2. John Mellencamp, Dance
3. Aerosmith, Blind Man
4. Rolling Stones, Out Of Tears
5. Big Head Todd, In The Morning
6. Dinosaur Jr., Feel The Pain
7. Ace Of Base, Living In Danger



**KFFM YAKIMA, JERRY KELLY**

1. Weird Al Yankovic, Headline News
2. 20 Fingers, Short Short Man
3. Boyz II Men, On Bended Knee
4. Brandy, I Wanna Be Down
5. Jade, Every Day Of The Week
6. Bone Thugs-N-Harmony, Thuggish
7. Jaki Graham, Ain't Nobody
8. TLC, Creep
9. Immature, Never Lie



**KCPI ALBERT LEA, STEPH HELLEKSEN**

1. The Cranberries, Zombie
2. The Go-Go's, The Whole World
3. Deadeye Dick, New Age Girl
4. Boyz II Men, On Bended Knee
5. Offspring, Self Esteem

# ANITA BAKER

"I APOLOGIZE"



## Great Rotations:

92Q 23x  
WPGC 34x  
KBXX 30x  
KCAQ 11x

## Great Adds:

FM102  
WHHH  
KZHT  
WJJS

**LP Sales Approaching 2 Million!**

**Multi-Format Success!**

**#5 Most Added At A/C Radio!**

**Urban Over 1100 Spins!**



# KEITH SWEAT

"GET UP ON IT"

New Adds: WJMH WJJS KMXZ

Spinning At:

Kix 106 38x    WJMH 21x    92Q 19x  
WHHH 17x    WHJX 33x    KCAQ 19x



**Heavy!**

**LP Over 1 Million!**

SoundScan Single:

Baltimore #30    Indianapolis #20  
Jacksonville #13    Greensboro #12  
Providence #41



**Strong Requests!**



▲ **MIDNIGHT AT THE...**

Epic recording artists Oasis express joy at learning how to use a straw. (l-r): Tony McCarroll, Oasis manager Marcus Russell, Oasis' Liam Gallagher, Epic Pres. Richard Griffiths, Oasis' Paul McGuigan, Epic VP A&R David Massey and Oasis' Paul Arthurs and Noel Gallagher.



▲ **JUST CHILLIN'**

Priority recording artist Ice Cube (right) chilled with Priority Records' Tommy Napoli recently and discussed the benefits of wearing a parka the size of Cleveland.



◀ **NO HIPBOOTS REQUIRED**

Sunshine Records artist Miranda went to KZFM Corpus Christi to practice the lost art of T-shirt trading. (l-r): Sunshine Records Walter Kahn, Miranda and Hot Z95 MD/APD Charlie Maxx.



◀ **DON'T HATE HIM 'CUZ SHE'S BEAUTIFUL**

This picture of WKBQ night guy Rikk Idol and an anonymous "Hooter" girl leaves us all asking the question, "Is that an owl in your pants or are ya just glad to see me?"



▲ **LIVE AND LET LIVE**

MCA artists Live hung with WMMS Cleveland staffers recently. Pictured (l-r): WMMS' Zoo Producer Cheryl Zivich, Live's Chad Gracey and Patrick Dahlheimer, MCA's Mark Diller, WMMS APD Doug Kubinski, Promo Dir. Heidi Kramer and (kneeling) Steven Nicola.



▲ **IT'S NEVER TOO EARLY!**

Celebrating the holidays and, more importantly, the release of Mariah Carey's new album *Merry Christmas* are (l-r): Columbia Dir. Natl. A/C Promo Elaine Locatelli, WMXV New York VP Programming Bob Dunphy, WHYZ New York's John Lander, Columbia VP Nat. A/C Promo Jerry Lembo, WPLJ New York PD Scott Shannon, WPLJ VP Programming Tom Cuddy and Columbia New York Promo Mgr. Kevin Kertes.

• You, too, can get your mug on these pages. Send your PR pix to Network 40, 120 N. Victory Blvd., Burbank, CA 91502 •

# the cranberries

*no need to argue*

includes  
zombie

the new album, following their smash debut,

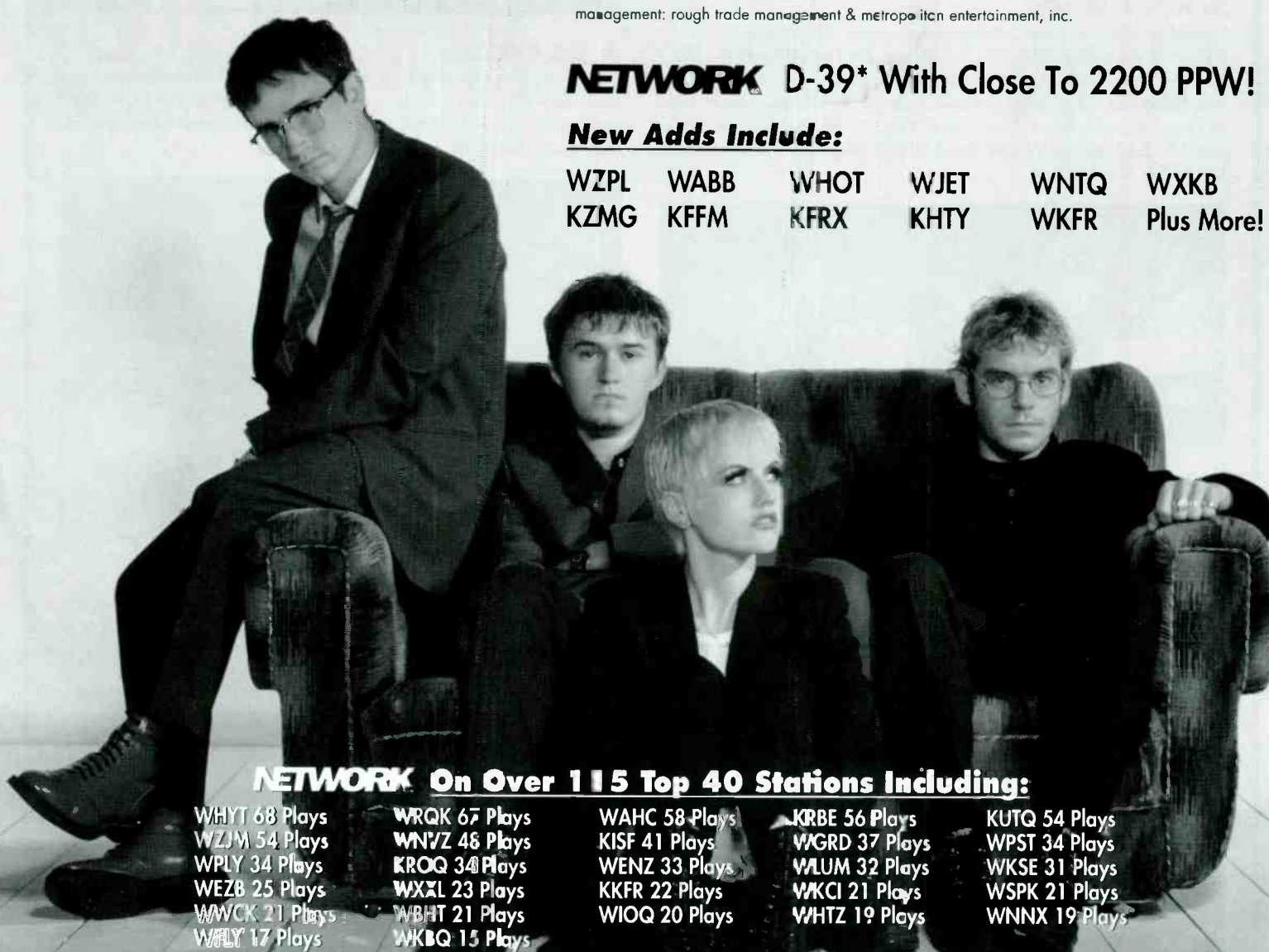
*everybody else is doing it, so why can't we?*

management: rough trade management & metropo itcn entertainment, inc.

**NETWORK D-39\* With Close To 2200 PPW!**

**New Adds Include:**

WZPL	WABB	WHOT	WJET	WNTQ	WXKB
KZMG	KFFM	KFRX	KHTY	WKFR	Plus More!



**NETWORK On Over 115 Top 40 Stations Including:**

WHYT 68 Plays  
WZJM 54 Plays  
WPLY 34 Plays  
WEZB 25 Plays  
WWCK 21 Plays  
WFLY 17 Plays

WRQK 67 Plays  
WN'Z 48 Plays  
KROQ 34 Plays  
WXL 23 Plays  
WBHT 21 Plays  
WKBQ 15 Plays

WAHC 58 Plays  
KISF 41 Plays  
WENZ 33 Plays  
KKFR 22 Plays  
WIOQ 20 Plays

KRBE 56 Plays  
WGRD 37 Plays  
WLUM 32 Plays  
WKCI 21 Plays  
WHTZ 19 Plays

KUTQ 54 Plays  
WPST 34 Plays  
WKSE 31 Plays  
WSPK 21 Plays  
WNNX 19 Plays



**Most Requested!**

WAHC  
WKCI

WIOQ  
WKSE

WKBQ  
WVIC

WNVZ  
And Others!



**Buzz Bin!**

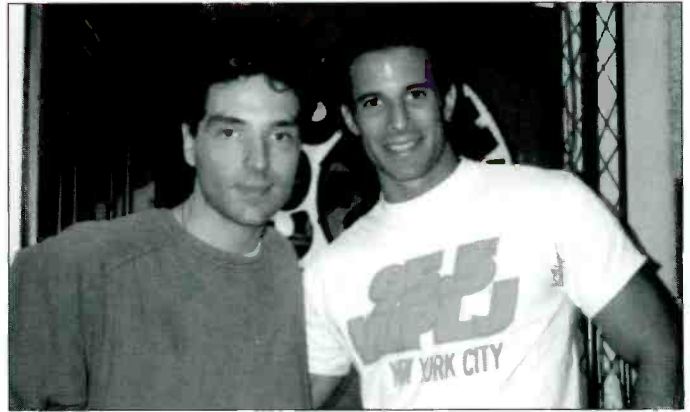


© 1994 island records, inc.



▲ **FLY ME TO THE MOON**

Elektra Entertainment Group hosted a party for Grammy Award winner Nanci Griffith's recent four-night Broadway run. (l-r): Manager Ken Levitan, Elektra Dir. NAC, Jazz, AAA Promo Lisa Michelson-Sonkin, Elektra VP Adult Formar Promo Suzanne Berg, Elektra Exec. VP Admin. Gary Casson, Elektra Sr. VP/GM David Bither, Elektra Chair./CEO Sylvia Rhone, Nanci Griffith, Elektra Sr. VP Sales Alan Voss, Elektra Exec. VP Craig Lambert, Elektra VP Natl. Sales/Field Mktg. Chris Tobey and Elektra Sr. VP Mktg. Steve Kleinberg.



▲ **BABE MAGNETS**

Hanging out after a recent acoustic performance are Capitol artist Richard Marx (left) and WPLJ New York night guy AJ Hammer (who would be *Network 40's* distaff staff's nominee for "Best Looking" category of the *Chrome Lizard Awards*, if there was such a category).



▲ **LOST THEIR HEADS**

I.R.S. Records group the Go-Go's got all shook up amongst a bevy of "Elvi" recently at the MGM Grand Hotel in Las Vegas, where they will perform six shows later this month. (l-r): Go-Go's Kathy Valentine, Charlotte Caffey, Gina Schock and Belinda Carlisle.



▲ **"A" FOR EFFORT**

Proudly showing their gold stars for their "circling things" lesson are (l-r): KPWR Los Angeles AMD Charlie Huero, EMI SW Reg. Promo Mktg. Mgr. Joe Reichling and Power 106 MD Bruce St. James.



▲ **AN EPIC STRUGGLE**

The Columbia Records Killers smeared Epic at a recent charity game for TJ's Friends, which raised over \$1,300. (l-r) are: Johnny Coppola, Nyan Lassiter, Jean Rousseau, David Nathan, Danny Wright, Chris Woltman, Michael Block, Lee Leipsner, Joe Carroll, (kneeling) Mike Webb, Richie Bonelli, Joe Carvello, Ken Wilson, Richie Bastone and (front) Willie. Missing: Jerry Blair and Charlie Walk.



▲ **FASTEN YOUR SEATBELTS**

Legendary singer and songwriter Joni Mitchell returned to Reprise and recently released a new album, *Turbulent Indigo*. There to celebrate were (l-r): Mitchell manager Peter Asher, Warner Bros. Records Board Chair. Mo Ostin, Joni Mitchell, Warner Bros. Pres. Lenny Waronker and Mitchell attorney Jay Cooper.

# the PICTURE <sup>TM</sup> page also



### ▲ THIS ONE'S TOO EASY!

KCAQ Oxnard/Ventura's "Woody" shows us a) the world's largest squash or b) he's just glad to see ya!



### ▲ TAKE THE MONEY AND RUN

Basking in the afterglow of winning cold, hard cash is the winner of WPLJ New York's "Million Dollar Bank Run." (l-r): winner's husband Steve Levi, WPLJ morning show co-host Todd Pettengill, WPLJ morning show co-host/PD Scott Shannon and Mary Frances Levi at the Chemical Bank Vault.



### ▲ NICE SASS

MCA artist Sass Jordan dropped by the KISF Kansas City studios recently. (l-r): KISF PD Alex Valentine, Sass Jordan and MCA's Tom Starr.



### ▲ EASY MONEY

Wallowing in the materialistic pig-out of WPXY Rochester's \$10,000 shopping spree are (l-r): 98PX's Joan Brandenburg and winners Lerry and Laura Hovey.



### ▲ FASHION SENSELESS

Rationalizing why Soundgarden's Chris Cornell wasn't told that it was blue jean jacket day were (l-r): A&M VP Nat. Album Promo J.B. Brenner, SG's Kim Thayil and Cornell and A&M Nat. Album Promo Dir. Mark Tindle.



### ▲ LIVE FOR THE DAY

WKQB St. Louis welcomed MCA group Live to their studios to play a hand of gin rummy with staffers. (l-r): Live's Ed Kowalczyk and WKQB's Kenny Knight and Meagan Schicker.

• You, too, can get your mug on these pages. Send your PR pix to Network 40, 120 N. Victory Blvd., Burbank, CA 91502 •







# THE FLAMING LIPS

"she don't use jelly"



## Add!

**More Than 500 Total BDS Detections!**  
**More Than 6 Million Listeners!**  
**KROQ Los Angeles Add 16x**

**New On The Air At:** Z100 New York    B96 New Orleans

### **Added At:**

KROQ Los Angeles 16x  
WDRE New York  
KPNT St. Louis

Live 105 San Francisco 13x  
WFNX Boston  
WYCR York 31x

CIMX Detroit 13x  
KOME San Jose  
WAAL Binghamton

### **Spinning At:**

KLRZ 40x    Q101 Chicago 32x  
WLUM Milwaukee 35x    KWOD Sacramento 15x  
Z102 Sacramento 11x    WBNQ Bloomington 10x  
WBBO Greenville 6x

WHYT Detroit 27x  
KTCL Denver 13x  
91X San Diego 7x  
Z100 New York 5x

The Edge Minneapolis 24x  
WRFY Reading 12x  
WBRU Providence 7x  
KJYO Oklahoma City 5x

### **Spiking At:**

WZPL    WPGC    KRQQ    WKSE    KMXZ    B95    KZZU    WRVQ    WTVR

"Every night we dim the lights & play 'She Don't Use Jelly'  
before we come on stage. What more can I say?"

-Adam Duritz, Counting Crows





## Biggest Turkey Songs Of All Time

- 
1. Seasons In The Sun . . . . . Terry Jacks
  2. You Light Up My Life . . . . . Debbie Boone
  3. The Night Chicago Died . . . . . Paper Lace
  4. I Am Woman . . . . . Helen Reddy
  5. Tie A Yellow Ribbon . . . . . Tony Orlando & Dawn
  6. Easy Come, Easy Go . . . . . Bobby Sherman
  7. Go Away Little Girl . . . . . Donnie Osmond
  8. I Think I Love You . . . . . Partridge Family
  9. In The Navy . . . . . Village People
  10. Puttin' On The Ritz . . . . . Taco
  11. Stars On 45 . . . . . Stars On 45
  12. A Boy Named Sue . . . . . Johnny Cash
  13. Which Way You Goin' Billy . . . . . Poppy Family
  14. Snoopy Vs. The Red Baron . . . . . The Royal Guardsman
  15. Candy Man . . . . . Sammy Davis, Jr.
  16. Convoy . . . . . C.W. McCall
  17. Brand New Key . . . . . Melanie
  18. The Night The Lights Went Out In Georgia . . . . . Vicki Lawrence
  19. The Morning After . . . . . Maureen McGovern
  20. The Streak . . . . . Ray Stevens
  21. Kung Fu Fighting . . . . . Carl Douglas
  22. Thank God I'm A Country Boy . . . . . John Denver
  23. Saturday Night . . . . . Bay City Rollers
  24. Rhinestone Cowboy . . . . . Glen Campbell
  25. Afternoon Delight . . . . . Starland Vocal Band
  26. Disco Duck . . . . . Rick Dees
  27. Escape (The Piña Colada Song) . . . . . Rupert Holmes
  28. Islands In The Stream . . . . . Kenny Rogers & Dolly Parton
  29. Torn Between Two Lovers . . . . . Maureen McGovern
  30. Micky . . . . . Toni Basil
  31. I Honestly Love You . . . . . Olivia Newton-John
  32. Copacabana (At The Copa) . . . . . Barry Manilow
  33. (You're) Having My Baby . . . . . Paul Anka
  34. Undercover Angel . . . . . Alan O'Day
  35. Billy, Don't Be A Hero . . . . . Bo Donaldson & The Heywoods
  36. Run Joey Run . . . . . David Geddes
  37. Me And You And A Dog Named Boo . . . . . Lobo
  38. Rubber Duckie . . . . . Ernie
  39. Achy Breaky Heart . . . . . Billy Ray Cyrus
  40. Swingin' . . . . . John Anderson



*Every great endeavor* begins with principles – here are those I value most. *Always put the interest* of the client ahead of my own. I will work personally with a limited number of clients and be completely devoted to their success. *Provide my clients* with honest, open input. Clients deserve a

*declaration*

## **OF PRINCIPLES**

relationship based upon integrity, hard work, respect and total confidentiality.

*I will help* my clients develop a market specific strategy and assist in the design of a practical plan to achieve their goals.

*Closely monitor performance* to

ensure clients stay on strategy and revisit strategy as market dynamics dictate.

An important part of what clients pay for is accessibility. *I promise* to return phone calls promptly. Provide clients with accurate and timely information.

*Constantly evaluating* trends and developments will keep my clients on the cutting-edge of successful promotions, marketing strategies, and formatic innovations.

*I will leverage* my years of experience in markets across the country and my professional relationships applying this knowledge as needed

to give my clients a clear competitive advantage. *I understand* that Program Directors, General Managers, and other key players at the radio station produce

winning ratings. *The best consultants* are great coaches and strategists but they alone can't produce ratings and should never take undeserved

credit. *I will always provide* clients with a detailed written report to follow any market visits, research projects or to summarize my position in

discussions of major issues. *Let me take* this opportunity to express my

sincere appreciation to the many fine stations and radio companies that have

shown faith in me and the unique value of my advice. My charter is to create radio's finest programming consulting company.



Named Billboard's Program Director of the Year in 1992 when he was program director of KIIS-FM, Los Angeles, Bill Richards has programmed other great radio stations including WNCI, KKBQ, KDWB, and KLUC. His services are available on a limited and custom basis.

**BILL**  
**RICHARDS**  
**RADIO CONSULTING**

5338 Pitch Pine Drive • Orlando, FL 32819  
407.292.4424 • Fax. 407.292.4646



# THE 1994 CHROME LIZARD AWARD NOMINATIONS

## RADIO FIELD

### Radio Station Of The Year

#### MAJOR MARKETS (1-20)

- KPWR Los Angeles
- WPGC Washington, D.C.
- WPLJ New York
- KHKS Dallas
- KROQ Los Angeles
- WHIZ New York

Write-in candidate: \_\_\_\_\_

#### LARGE MARKETS (21-50)

- WXXL Orlando
- KKRZ Portland
- WKSE Buffalo
- WKSS Hartford

Write-in candidate: \_\_\_\_\_

#### MEDIUM MARKETS (51-100)

- KHFI Austin
- KLUC Las Vegas
- KQKQ Omaha
- WFLY Albany

Write-in candidate: \_\_\_\_\_

#### SMALL MARKETS (101+)

- KIXY San Angelo
- WRFY Reading
- KTMT Medford
- WNDU South Bend

Write-in candidate: \_\_\_\_\_

### Operations Manager/

### Program Director Of The Year

#### MAJOR MARKETS

- Kevin Weatherly, KROQ
- Steve Smith, WQHT
- Tom Poleman, KRBE
- Chuck Field, KSFM
- Steve Kingston, Z100

Write-in candidate: \_\_\_\_\_

#### LARGE MARKETS

- Scott Wheeler, WHHH
- Mason Dixon, WMTX
- Jimmy Steal, WKRQ
- Don London, WNVZ

Write-in candidate: \_\_\_\_\_

#### MEDIUM MARKETS

- Mike Sommers, WSTW
- Mark Todd, KRQQ
- Chuck Geiger, KWNZ
- Chris Shebel, WDJX

Write-in candidate: \_\_\_\_\_

#### SMALL MARKETS

- Neil Sharpe, WJET
- Michelle Stevens, WPST
- R. Charles Snyder, KTMT
- Mike Steele, KIXY

Write-in candidate: \_\_\_\_\_

### Assistant Program Director/ Music Director Of The Year

#### MAJOR MARKETS

- "Mr. Ed" Lambert, KHKS
- Erik Bradley, WBBM FM
- Paul "Cubby" Bryant, KRBE
- Shellie Hart, KUBE
- Andy Shane, WHTZ

Write-in candidate: \_\_\_\_\_

#### LARGE MARKETS

- Tom Steele, Power Pig
- Kandy Klutch, WDCG
- Gretchen Corbett, WGTZ
- Cat Collins, WJMN

Write-in candidate: \_\_\_\_\_

#### MEDIUM MARKETS

- Eddie Munster, WFME
- Cat Thomas, KLUC
- Michael Steele, KQKQ
- Bushman, WJMH

Write-in candidate: \_\_\_\_\_

#### SMALL MARKETS

- Stella Mars, WERZ
- Nikki Nite, WZYP
- Liz Jordan, WQGN
- Ed Parreira, KWNZ

Write-in candidate: \_\_\_\_\_

### Promotion Director Of The Year\*

#### LARGE MARKETS

- Karen Tobin, KIIS
- Mark Schecterle, KRBE
- Kenny Bernstein, WPOW
- Von Freeman, WKRQ

Write-in candidate: \_\_\_\_\_

#### MAJOR MARKETS

- Marshall Goudy, WENZ
- Devonne Dingley, Power Pig
- Dave Demer, WXXL
- Dan Bowen, WNCI

Write-in candidate: \_\_\_\_\_

#### MEDIUM MARKETS

- Ric Reese, KJYO
- Karen Menke, KQKQ
- Dusty Hayes, WABB
- Allyson Berry, WGTZ

Write-in candidate: \_\_\_\_\_

#### SMALL MARKETS\*

\*(May be PDs if no official Promo Dir.)

- Jay Murphy, KQHT
- Jimmy Steele, KCGQ
- Neil Sharpe, WJET
- Melissa Collins, WNDU

Write-in candidate: \_\_\_\_\_

## CHROME DROPPINGS FIELD

### The Most Overexposed In The Magazine

- Bruce Tenenbaum, MCA
- Monte Lipman, EMI
- R. Charles Snyder, KTMT
- Paul "Cubby" Bryant, KRBE
- Charlie Walk, Columbia

Write-in candidate: \_\_\_\_\_

### Worst Golfer Of The Year

- Burt Baumgartner, Columbia
- Craig Lambert, EastWest
- Bill Richards, Consultant
- Kevin Weatherly, KROQ

Write-in candidate: \_\_\_\_\_

### Computer Geek Of The Year...

#### The Pat Gillen Award

- Mark Gorlick, MCA
- John Weston, Atlantic
- Bob Catania, Geffen
- Mark Driscoll, Starship 20987
- Greg Lee, WB

Write-in candidate: \_\_\_\_\_

### Person You'd Most Like To Put On Hold

- Tony Novia, M.I.A.
- Jeff McClusky
- Jerry Blair, Columbia
- Dwayne Ward
- Rich Stevens, WFKS

Write-in candidate: \_\_\_\_\_

## Page 6 Photo Of The Year

(fill in the blank)

### Lamest Cagle Editorial Of The Year

(fill in the blank... at your own risk)

### Most Ludicrous Promo Planner Idea

July 30: "Is That Your Hair On My Can Or Are You Just Glad To Meet Me?" For Anita Hill's birthday, we suggested you ask listeners to send in their pubic hair for prizes, or to sue listeners for "jock harassment."

August: 21: "Seen Her, Done That." For Wilt "Man Of 2,000 Boinks" Chamberlain's birthday, we suggested that you stage a "Best Fake Orgasm" contest and pit one mate against the other - one has to abstain for a length of time for a big prize, while the other has to do it with the former to win a big prize.

January 22: Linda Blair's Birthday. We suggested you throw a pea soup spitting contest, a Blair-as-Satan sounding contest and an on-air exorcism of a gangsta Rap song (by turning it into a Break record).

Write-in candidate: \_\_\_\_\_

### Best Career Move Of The Year

- Joel Denver
- Lee Chesnut
- Darcy Fulmer

Write-in candidate: \_\_\_\_\_

### Worst Career Move Of The Year

- Tony Novia
- Geraldine Cagle


Write-in candidate: \_\_\_\_\_

### CONTEST RULES & REGULATIONS

Only *Network 40* reporters are eligible to nominate and vote on The Chrome Lizard Awards. Voting will be conducted by phone, fax and psychic hotline. The deadline for voting will be determined by *Network 40* staff, who assumes all responsibility for vote tabulation. All results are relatively final: awards will be given at an unforeseen time and era unbeknownst to civilized man. Any reproduction of this poll without written consent or at least a pinch on the cheek is inhibited. Anyone so anal as to read this fine print is automatically disqualified from participating. May God have mercy on our souls. Die, you Pagan dogs.



# SPIN@CYCLE™

TW	ARTIST	SONG	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
1	Madonna	Secret			10173	246	1	2	18	41.3
2	Bon Jovi	Always			9169	216	4	3	2	43.0
3	Boyz II Men	On Bended Knee			8933	225	3	0	1	39.8
4	Real McCoy	Another Night			8484	187	5	3	4	46.1
5	Sheryl Crow	All I Wanna Do			7254	191	1	20	25	37.9
6	Ace Of Base	Living In Danger			7092	193	2	6	19	36.9
7	Melissa Etheridge	I'm The Only One			7027	187	1	6	67	37.5
8	Boyz II Men	I'll Make Love To You			7012	186	0	20	16	37.7
9	Gin Blossoms	Allison Road			5796	175	2	4	50	33.3
10	Janet Jackson	You Want This			5719	174	6	5	15	33.2
11	Toad The Wet Sprocket	Something's Always Wrong			5029	165	1	8	36	30.4
12	R.E.M.	What's The Frequency, Kenneth?			4930	182	1	5	22	27.2
13	John Mellencamp	Dance Naked			4717	175	2	6	31	27.2
14	Hootie & The Blowfish	Hold My Hand			4565	165	7	4	48	28.5
15	Ini Kamoze	Here Comes The Hotstepper			4541	155	9	0	3	30.2
16	Gloria Estefan	Turn The Beat Around			4474	154	2	23	31	29.0
17	Crystal Waters	100% Pure Love			4372	121	0	10	16	36.1
18	Eagles	Get Over It			4283	147	0	25	25	29.1
19	4 P.M.	Sukiyaki	Page 19		4178	146	12	1	11	30.0
20	Pretenders	I'll Stand By You			4125	133	2	20	42	31.2
21	Aerosmith	Blind Man			3579	169	2	1	12	21.4
22	Babyface	When Can I See You			3574	117	0	15	92	30.5
23	Jade	Every Day Of The Week			3536	144	7	4	27	25.8
24	Des'ree	You Gotta Be	Page 9		3531	130	11	5	37	29.4
25	Vanessa Williams	The Sweetest Days			3516	188	17	4	40	20.0
26	Four Seasons	December '63 (Oh What A Night)			3395	112	1	11	47	30.3
27	Immature	Never Lie	Page 7		3370	131	2	0	10	25.9
28	Counting Crows	Rain King			3235	140	8	1	64	24.1
29	Brandy	I Wanna Be Down			3120	93	8	0	13	35.8
30	Nirvana	About A Girl			3031	140	1	4	38	21.8
31	John Mellencamp	Wild Night			2867	114	0	11	91	25.1
32	Sting	When We Dance			2754	145	6	3	59	19.8
33	Stone Temple Pilots	Interstate Love Song			2619	109	2	12	34	24.0
34	Deadeye Dick	New Age Girl			2594	102	1	9	7	25.4
35	Jon Secada	Mental Picture			2468	142	14	1	54	18.4
36	Mazzy Star	Fade Into You			2312	93	0	34	41	24.8
37	TLC	Creep			2303	104	13	2	39	24.5
38	Zhané	Shame	Page 17		2179	108	9	0	68	21.5
39	The Cranberries	Zombie	Page 45		2151	113	15	2	9	21.0
40	Sass Jordan	Sun's Gonna Rise			2121	102	2	10	95	21.0



# SPIN CYCLE™

TW	ARTIST	SONG	INDEX	TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
41	Aaliyah	At Your Best (You Are Love)		1974	65	0	17	61	30.3
42	Rolling Stones	Out Of Tears		1961	85	0	21	45	23.0
43	Tom Petty	You Don't Know How It Feels	Page 33	1956	112	28	1	35	21.4
44	Elton John	Circle Of Life		1881	77	0	12	98	24.4
45	Lucas	Lucas (With The Lid Off)		1866	97	3	15	5	19.6
46	Corona	The Rhythm Of The Night	Page 25	1849	81	13	0	28	24.6
47	Andru Donalds	Mishale		1736	96	13	0	69	19.7
48	Amy Grant	Lucky One		1649	66	0	9	62	24.9
49	Amy Grant & Vince Gill	House Of Love		1632	90	7	1	89	19.4
50	Melissa Etheridge	Come To My Window		1621	60	0	5	89	27.0
51	Lisa Loeb & Nine Stories	Stay (I Missed You)		1580	70	0	11	93	22.5
52	Luther Vandross/Mariah Carey	Endless Love		1550	63	0	23	91	24.6
53	Green Day	Basket Case		1547	75	0	14	14	20.6
54	Seal	Newborn Friend		1541	72	1	2	88	21.7
55	Steve Perry	Missing You	Page 37	1509	96	7	0	79	16.5
56	Collective Soul	Shine		1416	61	0	10	90	23.2
57	Harry Connick, Jr.	(I Could Only) Whisper Your Name	Page 37	1413	83	2	6	99	17.4
58	Joshua Kadison	Picture Postcards From L.A.	Page 39	1315	83	3	3	92	16.4
59	Seal	Prayer For The Dying		1280	50	0	4	91	25.6
60	Jon Secada	If You Go		1251	52	0	11	97	24.0
61	Live	I Alone	Page 7	1236	92	8	2	56	14.3
62	Freedy Johnston	Bad Reputation	Page 21	1193	88	13	2	96	15.1
63	Ace Of Base	Don't Turn Around		1184	51	0	8	90	23.2
64	Candlebox	Far Behind		1164	46	0	8	82	25.3
65	Veruca Salt	Seether		1147	84	16	0	20	15.9
66	Eric Clapton	Motherless Child		1137	54	1	14	99	21.4
67	Urge Overkill	Girl, You'll Be A Woman Soon	Page 7	1122	88	23	1	95	16.2
68	Offspring	Self Esteem		1117	63	1	7	6	18.0
69	20 Fingers	Short Short Man		1103	71	6	3	7	16.4
70	Smashing Pumpkins	Landslide		1076	64	15	0	31	20.6
70	Mary J. Blige	Be Happy	Page 7	1076	42	4	0	92	28.3
72	Rappin' 4-Tay	Playaz Club		1028	38	2	1	28	27.7
73	Salt-N-Pepa	None Of Your Business		973	46	0	7	24	21.1
74	Juliana Hatfield	Spin The Bottle		926	47	0	10	44	19.7
75	Tom Jones	If I Only Knew		910	60	0	20	91	15.1
76	Toni Braxton	How Many Ways		876	38	1	22	88	23.6
77	Changing Faces	Stroke You Up		871	29	0	9	70	30.0
78	Huey Lewis & The News	But It's Alright		860	33	0	7	99	26.0
79	Elton John	Can You Feel The Love Tonight		857	48	0	3	90	17.8
80	Gin Blossoms	Until I Fall Away		854	39	0	6	94	21.9

# CRUNCH™

## MOST ADDED

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	TOTAL/ADDS
1 <b>TONI BRAXTON.</b> I Belong To You (LaFace/Arista) KSLY WQIC WQHT KCAQ KDON KMXZ KYLD KNIN WBIZ WFLZ	59/43
2 <b>LUTHER VANDROSS.</b> Always And Forever (LV/Epic) WQIC WSPK WAYV WBSS WKCI WQGN WTIC KKLQ WDCG WEZB	82/36
3 <b>TOM PETTY.</b> You Don't Know How It Feels (WB) WQIC WAYV KRBE WSTR WBZZ WZYQ WKSS KDUK WYHY WDCG	111/28
4 <b>ALL-4-ONE.</b> (She's Got) Skillz (Blitz/Atlantic/AG) WBSS KNIN WZJM KFFM WQGN WHHH KTMT KZHT KZFM WWSR	27/25
5 <b>URGE OVERKILL.</b> Girl, You'll Be A Woman Soon (MCA) WNNX WBIZ WVAQ KIMN WZYQ WAOA WSNX WVIC WKSE WFHN	87/23
6 <b>DISHWALLA.</b> It's Going To Take Some Time (A&M) WHOB KIOC WRQK KDUK KTMT WLUM WBBO KUTQ WLAN WHHY	21/19
6 <b>ROLLING STONES.</b> You Got Me Rocking (Virgin) WHYT KIOC WDJX WRFY WABB KISR KKRK KSKG WAAL WYYS	27/19
8 <b>VANESSA WILLIAMS.</b> The Sweetest Days (Wing/Mercury) WPLJ KPSI WKDD WAZY KKRZ WEDJ WNVZ WHJX KQKQ WZPK	188/17
9 <b>BLACKSTREET.</b> Before I Let You Go (Interscope/AG) KHTY KPSI WBSS KMXZ WJMN WPGC WNVZ KTFM WFHN WLAN	56/16
9 <b>VERUCA SALT.</b> Seether (DGC/Minty Fresh) KRBE WZJM KROC WVIC WFLY WNKI WJMX WDJB WWKZ WPRR	84/16
11 <b>THE CRANBERRIES.</b> Zombie (Island) KHTY KFFM WZPL WKFR WJET KMGZ WABB WYKS WNTQ WMME	113/15
11 <b>SMASHING PUMPKINS.</b> Landslide (Virgin) WSPK WQGN WAOA WWSR WBNQ WDDJ KQID KWTX KKMGM KBIU	64/15
13 <b>JON SECADA.</b> Mental Picture (SBK/EMI Records) KSLY WRQX WVIC WJET WNNK WHOT KCGQ KCPJ KGLI KIXY	142/14
14 <b>TLC.</b> Creep (LaFace/Arista) KGGI KPWR KKFR WZPL WNNK WAPE WKDY WYYS KJYK WZNY	104/13
14 <b>ANDRU DONALDS.</b> Mishale (Metro Blue/Capitol) WRQK KKRK WKSS WQGN KKLQ WKTI WHTO WWCK KLYV KCHX	96/13
14 <b>CORONA.</b> The Rhythm Of The Night (EastWest/Elektra) WSPK KIIS KXXX WAYV KKLQ WKSE KBFM WHJX WDJB KKMGM	81/13
14 <b>FREEDY JOHNSTON.</b> Bad Reputation (Elektra) WQIC WKBQ WTIC WYHY WKRZ WKMX KHTT KQCR WPRR KCPJ	87/13
18 <b>4 P.M.</b> Sukiyaki (Next Plateau/Island) WKZW KMXZ WZJM WTBX WBZZ WKMX WTCF WZOQ WIXX WYYS	146/12
18 <b>CANDLEBOX.</b> Cover Me (Maverick/Sire/WB) WRQK WKCI KTMT WAHC WKSE WYCR WHHY KLYV KBIU KKBJ	20/12
20 <b>DAN HARTMAN.</b> The Love In Your Eyes (Chaos) KHTN WOSC WQXA WHTO WLXK WXXM WNSL WWKZ WSTO KCPJ	46/11

## ACCELERATED AIRPLAY

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	INCREASED AIRPLAY
1 <b>BOYZ II MEN.</b> On Bended Knee (Motown) KSLY KIIS KHTY WBBM WBSS KYLD KNIN KHKS WKDD KDWB	+1716
2 <b>JON SECADA.</b> Mental Picture (SBK/EMI Records) WKZW KSLY KPSI KHTY WIOQ WAYV WRQX WZJM KROC WHYI	+1057
3 <b>TOM PETTY.</b> You Don't Know How It Feels (WB) KRBE WRQK WZJM WQGN WAHC WSNX KUTQ WHHY WAPE WZOQ	+635
4 <b>VANESSA WILLIAMS.</b> The Sweetest Days (Wing/Mercury) KSIQ WKZW WPLJ KDON KPLZ WTIC XHTZ KKRZ WKTI WEDJ	+581
5 <b>4 P.M.</b> Sukiyaki (Next Plateau/Island) KSLY KGGI WIOQ KYLD KNIN WTBX WVAQ WZYQ WKSS KKLQ	+574
6 <b>INI KAMOZE.</b> Here Comes The Hotstepper (Columbia) WKZW KIIS WIOQ WPST KHKS KUBE WPOW KWNZ KSFM WKCI	+561
7 <b>ZHANÉ.</b> Shame (Hollywood/Jive) WKZW WSPK WIOQ KDON KIMN WAOA WZPL WVIC KMGZ WFLY	+469
8 <b>ANDRU DONALDS.</b> Mishale (Metro Blue/Capitol) WZJM WBIZ WOSC WKSS WKTI KZHT WWSR WOVV WABB WAPE	+468
9 <b>CORONA.</b> The Rhythm Of The Night (EastWest/Elektra) KCAQ KIIS WBBM KYLD KNIN KQKS KKLQ WAOA WXXL WHHH	+460
10 <b>DAN HARTMAN.</b> The Love In Your Eyes (Chaos) WBSS WBMX KIOC WBIZ WQGN KTMT KBFM WNNK WQXA WWSR	+459
11 <b>TLC.</b> Creep (LaFace/Arista) WKZW KGGI KCAQ WBBM KMEL WPGC KSFM WQGN XHTZ KZFM	+442
12 <b>JADE.</b> Every Day Of The Week (Giant) KSLY WSPK KHTY KIIS KPSI WJMN KWIN WQGN KISF WNCI	+425
13 <b>AEROSMITH.</b> Blind Man (Geffen) KRBE WRQK WAOA WAZY WBBO WSNX WJET WYYS WNKI KQKQ	+423
14 <b>TONI BRAXTON.</b> I Belong To You (LaFace/Arista) WQHT WPGC WERQ WKSS WHHH KDUK KZFM WFHN KBOS WTVR	+419
15 <b>URGE OVERKILL.</b> Girl, You'll Be A Woman Soon (MCA) WRQK WNNX WAHC WBBO KUTQ WPRO WTVR WNTQ WWFX WPXR	+402
16 <b>COUNTING CROWS.</b> Rain King (DGC) WIOQ WBSS WRQK WZJM WZYQ WAZY WKHQ WTCF WZOQ WXLX	+378
17 <b>VERUCA SALT.</b> Seether (DGC/Minty Fresh) WHTZ WHOB KRBE WZPL WBBO KUTQ WABB WYKS WZOQ WWFX	+351
18 <b>SMASHING PUMPKINS.</b> Landslide (Virgin) WHYT KIMN WOSC WZPL WBBO WVIC WNVZ KLYV WJMX KFRX	+334
19 <b>JANET JACKSON.</b> You Want This (Virgin) WKZW WIOQ KNIN KKRK WZYQ WTIC XHTZ KISF WNCI WJET	+320
20 <b>HOOTIE &amp; THE BLOWFISH.</b> Hold My Hand (Atlantic/AG) KZIO KFFM KIMN KWNZ WZPL WKTI WNCI WSNX WKFR WJET	+298

**Top 10 Most Requested . . . . . Page 36**  
**Hottest Buzz Records Of The Week . . . . . Page 42**  
**Spin Cycle – In-Depth Airplay Analysis . . . . . Pages 56-57**  
**The Chart Page . . . . . Page 60**

*A New Christmas Classic*

*Natalie Cole*

Impacting Top 40 Radio December 5th!  
At A/C Radio Now!

## NO MORE BLUE CHRISTMAS'

*The premiere single from Holly & Ivy.*

### NATALIE COLE ON TV:

- The Tonight Show, December 1.
- "Lily In Winter," her dramatic debut on the USA Network, December 8 at 9:00 pm EST.
- Christmas concert special, on PBS throughout early December.

Produced by Michael Masser for Prince Street Productions. Executive Producers: Natalie Cole and Tommy LiPuma. Management: Dan Cleary Management Associates.

Available on Extra Compact Discs and Cassettes

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# NETWORK <sup>40</sup>

## PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	ZW	LW	TW
1 <b>MADONNA</b> . Secret (Maverick/Sire/WB)	10484	10361	<b>10173</b>
2 <b>BON JOVI</b> . Always (Mercury)	8359	8932	<b>9169</b>
3 <b>BOYZ II MEN</b> . On Bended Knee (Motown)	5014	7217	<b>8933</b>
4 <b>REAL McCoy</b> . Another Night (Arista)	7901	8313	<b>8484</b>
5 <b>SHERYL CROW</b> . All I Wanna Do (A&M)	9213	8166	<b>7254</b>
6 <b>ACE OF BASE</b> . Living In Danger (Arista)	6750	7013	<b>7092</b>
7 <b>MELISSA ETHERIDGE</b> . I'm The Only One (Island)	7370	7264	<b>7027</b>
8 <b>BOYZ II MEN</b> . I'll Make Love To You (Mctown)	9513	7986	<b>7012</b>
9 <b>GIN BLOSSOMS</b> . Allison Road (A&M)	5189	5516	<b>5796</b>
10 <b>JANET JACKSON</b> . You Want This (Virgin)	4969	5399	<b>5719</b>
11 <b>TOAD THE WET SPROCKET</b> . Something's Always Wrong (Columbia)	5002	5178	<b>5029</b>
12 <b>R.E.M.</b> What's The Frequency, Kenneth? (WB)	4632	4880	<b>4930</b>
13 <b>JOHN MELLENCAMP</b> . Dance Naked (Mercury)	4118	4467	<b>4717</b>
14 <b>HOOTIE &amp; THE BLOWFISH</b> . Hold My Hand (Atlantic/AG)	3754	4267	<b>4565</b>
15 <b>INI KAMOZE</b> . Here Comes The Hotstepper (Columbia)	3491	3980	<b>4541</b>
16 <b>GLORIA ESTEFAN</b> . Turn The Beat Around (Epic)	5156	5171	<b>4474</b>
17 <b>CRYSTAL WATERS</b> . 100% Pure Love (Mercury)	4925	4650	<b>4372</b>
18 <b>EAGLES</b> . Get Over It (Geffen)	5168	5038	<b>4283</b>
19 <b>4 P.M.</b> Sukiyaki (Next Plateau/Island)	2929	3604	<b>4178</b>
20 <b>PRETENDERS</b> . I'll Stand By You (Sire/WE)	4855	4650	<b>4125</b>
21 <b>AEROSMITH</b> . Blind Man (Geffen)	2777	3156	<b>3579</b>
22 <b>BABYFACE</b> . When Can I See You (Epic)	4621	4151	<b>3574</b>
23 <b>JADE</b> . Every Day Of The Week (Giant)	2387	3111	<b>3536</b>
24 <b>DES'REE</b> . You Gotta Be (550 Music/Epic)	3192	3331	<b>3531</b>
25 <b>VANESSA WILLIAMS</b> . The Sweetest Days (Wing/Mercury)	1866	2935	<b>3516</b>
26 <b>FOUR SEASONS</b> . December '63 (Oh What A Night) (Curb Records)	4289	3806	<b>3395</b>
27 <b>IMMATURE</b> . Never Lie (MCA)	2931	3182	<b>3370</b>
28 <b>COUNTING CROWS</b> . Rain King (DGC)	2486	2857	<b>3235</b>
29 <b>BRANDY</b> . I Wanna Be Down (Atlantic/AG)	2587	2882	<b>3120</b>
30 <b>NIRVANA</b> . About A Girl (DGC)	2792	2996	<b>3031</b>
31 <b>JOHN MELLENCAMP</b> . Wild Night (Mercury)	3728	3065	<b>2867</b>
32 <b>STING</b> . When We Dance (A&M)	2481	2597	<b>2754</b>
33 <b>STONE TEMPLE PILOTS</b> . Interstate Love Song (Atlantic/AG)	2838	2756	<b>2619</b>
34 <b>DEADEYE DICK</b> . New Age Girl (Ichiban)	2794	2704	<b>2594</b>
35 <b>JON SECADA</b> . Mental Picture (SBK/EMI Records)	207	1411	<b>2468</b>
36 <b>MAZZY STAR</b> . Fade Into You (Capitol)	3806	3366	<b>2312</b>
37 <b>TLC</b> . Creep (LaFace/Arista)	1533	1861	<b>2303</b>
38 <b>ZHANÉ</b> . Shame (Hollywood/Jive)	1045	1710	<b>2179</b>
39 <b>THE CRANBERRIES</b> . Zombie (Island)	1555	1867	<b>2151</b>
40 <b>SASS JORDAN</b> . Sun's Gonna Rise (Impact/MCA)	2166	2176	<b>2121</b>

ARTIST/SONG/LABEL	ZW	LW	TW
41 <b>AALIYAH</b> . At Your Best (You Are Love) (Blackground/Jive)	2886	2476	<b>1974</b>
42 <b>ROLLING STONES</b> . Out Of Tears (Virgin)	2702	2466	<b>1961</b>
43 <b>TOM PETTY</b> . You Don't Know How It Feels (WB)	798	1321	<b>1956</b>
44 <b>ELTON JOHN</b> . Circle Of Life (Hollywood)	2883	2245	<b>1881</b>
45 <b>LUCAS</b> . Lucas (With The Lid Off) (Big Beat/Atlantic/AG)	2060	2088	<b>1866</b>
46 <b>CORONA</b> . The Rhythm Of The Night (EastWest/Elektra)	925	1389	<b>1849</b>
47 <b>ANDRU DONALDS</b> . Mishale (Metro Blue/Capitol)	857	1268	<b>1736</b>
48 <b>AMY GRANT</b> . Lucky One (A&M)	2382	1884	<b>1649</b>
49 <b>AMY GRANT &amp; VINCE GILL</b> . House Of Love (A&M)	984	1358	<b>1632</b>
50 <b>MELISSA ETHERIDGE</b> . Come To My Window (Island)	1672	1630	<b>1621</b>
51 <b>LISA LOEB &amp; NINE STORIES</b> . Stay (I Missed You) (RCA)	2326	1799	<b>1580</b>
52 <b>LUTHER VANDROSS/MARIAH CAREY</b> . Endless Love (Columbia)	3357	2238	<b>1550</b>
53 <b>GREEN DAY</b> . Basket Case (Reprise)	2050	1818	<b>1547</b>
54 <b>SEAL</b> . Newborn Friend (ZTT/Sire/WB)	1590	1589	<b>1541</b>
55 <b>STEVE PERRY</b> . Missing You (Columbia)	911	1279	<b>1509</b>
56 <b>COLLECTIVE SOUL</b> . Shine (Atlantic/AG)	1705	1664	<b>1416</b>
57 <b>HARRY CONNICK, JR.</b> (I Could Only) Whisper Your Name (Columbia)	1434	1428	<b>1413</b>
58 <b>JOSHUA KADISON</b> . Picture Postcards From L.A. (SBK/EMI Records)	1351	1271	<b>1315</b>
59 <b>SEAL</b> . Prayer For The Dying (ZTT/Sire/WB)	1437	1381	<b>1280</b>
60 <b>JON SECADA</b> . If You Go (SBK/EMI Records)	1603	1483	<b>1251</b>
61 <b>LIVE</b> . I Alone (Radioactive)	1037	1095	<b>1236</b>
62 <b>FREEDY JOHNSTON</b> . Bad Reputation (Elektra)	608	925	<b>1193</b>
63 <b>ACE OF BASE</b> . Don't Turn Around (Arista)	1551	1261	<b>1184</b>
64 <b>CANDLEBOX</b> . Far Behind (Maverick/Sire/WB)	1462	1357	<b>1164</b>
65 <b>VERUCA SALT</b> . Seether (DGC/Minty Fresh)	372	796	<b>1147</b>
66 <b>ERIC CLAPTON</b> . Motherless Child (Reprise)	1417	1371	<b>1137</b>
67 <b>URGE OVERKILL</b> . Girl, You'll Be A Woman Soon (MCA)	401	720	<b>1122</b>
68 <b>OFFSPRING</b> . Self Esteem (Epitaph)	1088	1198	<b>1117</b>
69 <b>20 FINGERS</b> . Short Short Man (Zoo)	820	901	<b>1103</b>
70 <b>SMASHING PUMPKINS</b> . Landslide (Virgin)	574	742	<b>1076</b>
70 <b>MARY J. BLIGE</b> . Be Happy (Uptown/MCA)	733	858	<b>1076</b>
72 <b>RAPPIN' 4-TAY</b> . Playaz Club (EMI Records)	961	979	<b>1028</b>
73 <b>SALT-N-PEPA</b> . None Of Your Business (Next Plateau/London/Island)	1008	1089	<b>973</b>
74 <b>JULIANA HATFIELD</b> . Spin The Bottle (Mammoth/RCA)	1201	1081	<b>926</b>
75 <b>TOM JONES</b> . If I Only Knew (Interscope/AG)	1200	1121	<b>910</b>
76 <b>TONI BRAXTON</b> . How Many Ways (LaFace/Arista)	2343	1416	<b>876</b>
77 <b>CHANGING FACES</b> . Stroke You Up (Big Beat/Atlantic/AG)	1331	934	<b>871</b>
78 <b>HUEY LEWIS AND THE NEWS</b> . But It's Alright (Elektra)	1196	1065	<b>860</b>
79 <b>ELTON JOHN</b> . Can You Feel The Love Tonight (Hollywood)	1061	915	<b>857</b>
80 <b>GIN BLOSSOMS</b> . Until I Fall Away (A&M)	1102	942	<b>854</b>