

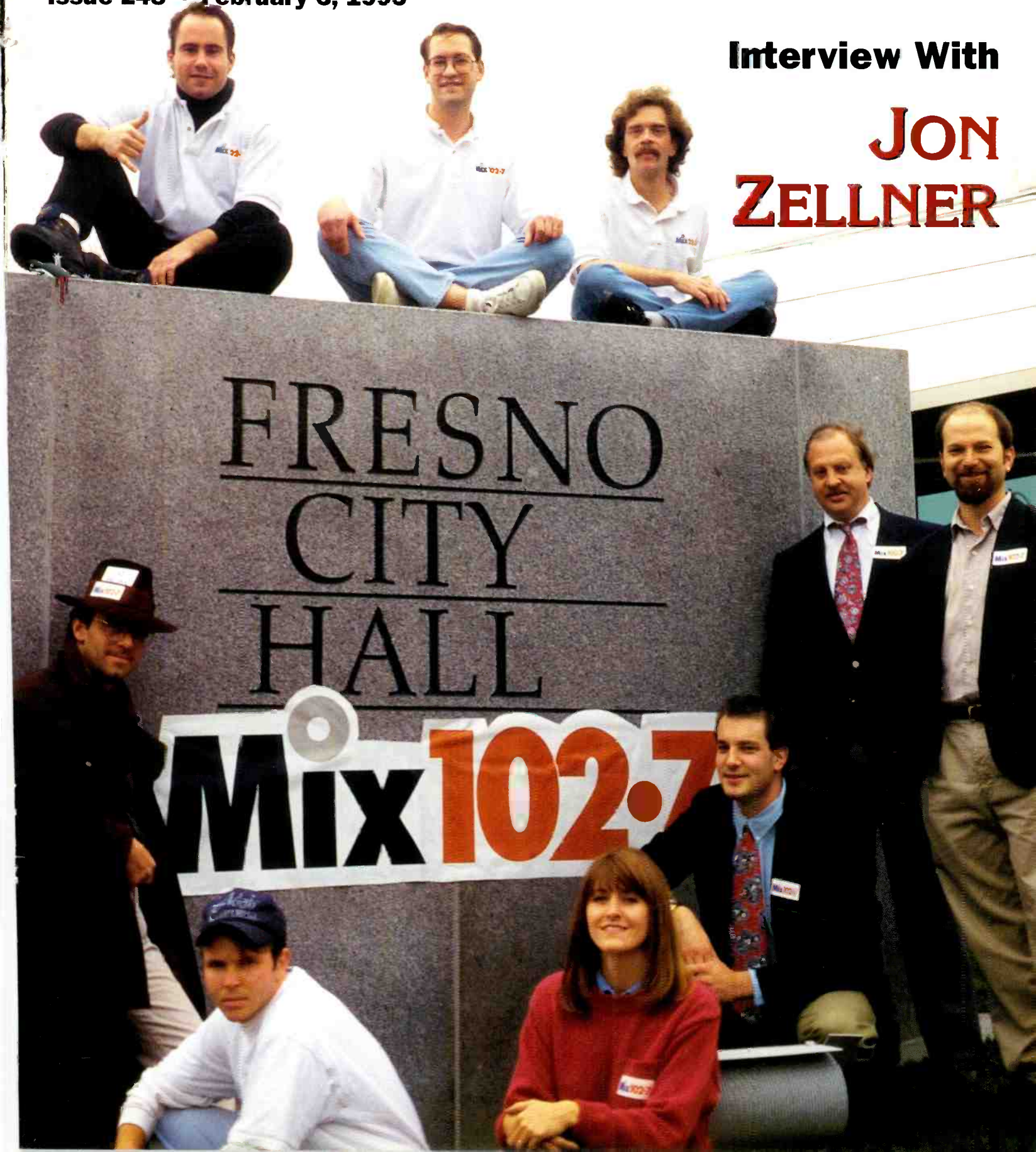
# NETWORK <sup>40</sup>

Issue 248 • February 3, 1995

Inside:  
Adds vs. Airplay  
Conference Call  
And More...

Interview With

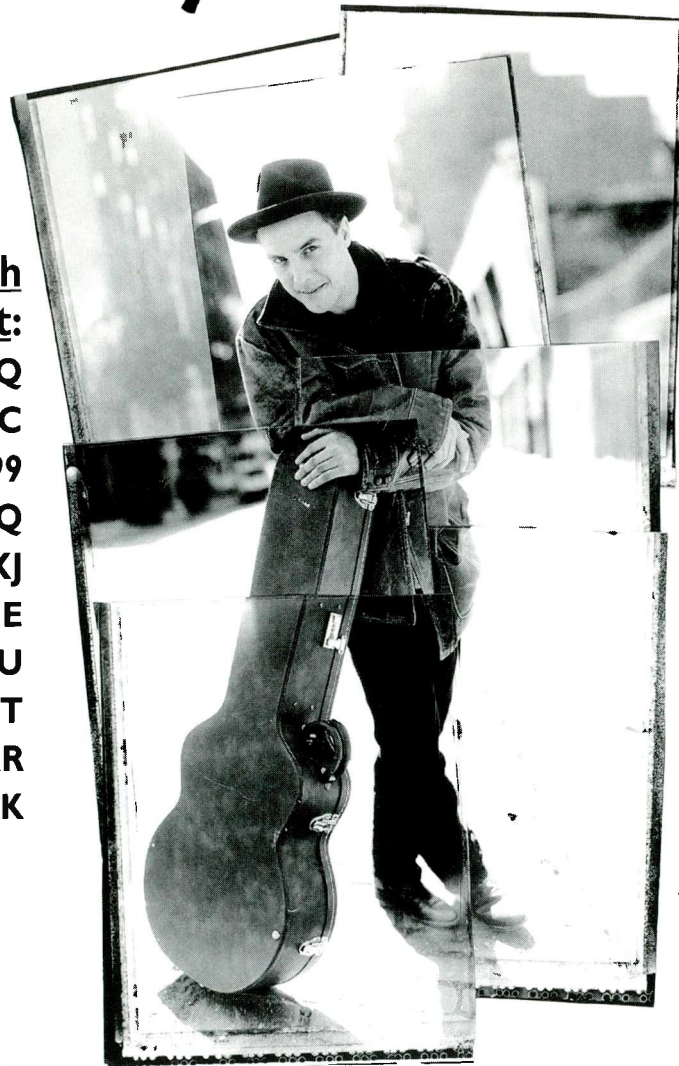
**JON  
ZELLNER**



# Freedy Johnston

**Great Research  
And Phones At:**

WKBQ  
WAHC  
Q99  
WRVQ  
WKXJ  
WAPE  
KZIU  
WPST  
WPXR  
WZOK



Over 100 Stations!  
Over 1100 Plays!  
BDS Monitor Jumps 34-29\*  
**NETWORK 24\***

**New Adds Include:**  
WHYT WZPL

**Major Market Support:**

WZJM	KISF	KQKQ
Q99	WKBQ	WAEB
Y107	WAHC	WPRO
KRBE	KRQQ	WNCI
WFLY	WXXL	WTIC
KJYO	WPLY	WAPE
WKSS	And Dozens More!	

Bad Reputation

**Tour With Sheryl Crow  
Begins 2/20.**



#18 Most Played



ON ELEKTRA COMPACT DISCS AND **Compact** CASSETTES.

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# Main Menu

#1 Most Added ▶



LONDONBEAT

#1 PPW ▶



BOYZ II MEN

## On The Cover

Jon Zellner (kneeling, third from right) with staff and hangers-on (far right) Guy Zapoleon and Steve Wyrostok.

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## COMING SOON

**BLUES TRAVELER**  
"Run Around"  
(A&M)

**4 P.M.**  
"Lay Down"  
(NEXT PLATEAU/ISLAND)

**THE CRANBERRIES**  
"Ode To My Family"  
(ISLAND)

**KEITH MARTIN**  
"Never Find Someone Like You"  
(COLUMBIA)

**STEVE WONDER**  
"For Your Love"  
(MCTGWN)

**TOAD THE WET SPROCKET**  
"Fly From Heaven"  
(COLUMBIA)

## MTV Restructures Music Department

*VPs Galluzzi, Howell, Largent Lead Bolstered Staff*

### READ THE RESUMÉ!

Never has the importance of hiring the right person - and closely checking their work habits - been so evident as in recent events. We refer, of course, to Sports/Talk station KVEG Las Vegas, which hired former Ohio State and NFL quarterback Art Schlichter. The same Art Schlichter who got thrown out of the NFL for gambling... and who told KVEG GM Jerry Kutner he moved to Vegas because "You can gamble anywhere in this country, but at least here, it's legal." It seems ol' Artie may have ripped off as much as \$500,000 from listeners, telling new-found listener "friends" that he didn't have the bucks to take his kid to the doctor... and ripping off 25 of Kutner's blank checks. He was caught trying to pass off a \$1,700 check at a local casino, was convicted and sentenced to two years hard time and five years probation. ....Wha, you thought we were referring to something else?

### EVERGREENER

This just in: Evergreen Media just completed a merger with Broadcasting Partners, with Evergreen the surviving conglomerate. The stock-and-bucks deal creates a 22-station group that includes four FMs in Chicago. Both companies will petition the FCC for a temporary waiver to keep the quartet for a while.

### COMING & GOING

Hot 97 New York's #1 nighttimer Baltazar is heading for WJMN Boston to do mornings... CRB Broadcasting (which owns WAEB AM/FM and WZZO Allentown, among others) promoted Maggie McAleer to Director of Marketing And Programming Services... Rich E. Cunningham left KKRZ Portland to do APD/nights at WXLK Roanoke... Su-Anna was named Asst. Production Director/mid-days... Laurie Gail was promoted to Asst. MD at WFNX Boston.

### BY THE BOOK

The most recent Interop study found produced the following results of the Fall book (in the Top 25 markets) by format: The most popular format was News/Talk, which rose 16.5-17.2. Next were Urban (down a point to 10.0), Country (flat at 7.9), Oldies (5.6-6.2), AOR (5.9-5.5), Spanish (5.1-5.3), A/C (5.1-4.9), Soft A/C (4.9-4.8), Top 40 (4.6-4.4), New - aka Alternative - Rock (2.9-3.9), Classic Rock (4.4-3.8) and Hot A/C (3.8-3.4)

In an effort to increase MTV's response to and communication with the record companies, MTV Music & Programming Sr. VP Andy Schuon restructured its Talent Relations and Music Programming departments, which have been merged into MTV Music. He also announced a full slate of appointments and promotions to run the new division.

"The most important thing we do each week at MTV is program music," Schuon states. "With these new people in place and new structure, we'll bring a new energy and focus to this process. It's great to welcome some passionate new people and to recognize the fantastic work of some of the people on our team."

On the upper level, VP Music

Programming Patti Galluzzi's duties now include the managing of the channel's weekly music meetings and communication with a host of major labels on programming decisions and priorities. Helping her out are Sheri Howell and Lewis Largent, both promoted to VP Music. Howell will help Galluzzi keep the labels in touch with the channel's programming decisions, while Largent will be mainly responsible for supervising the music scheduling process.

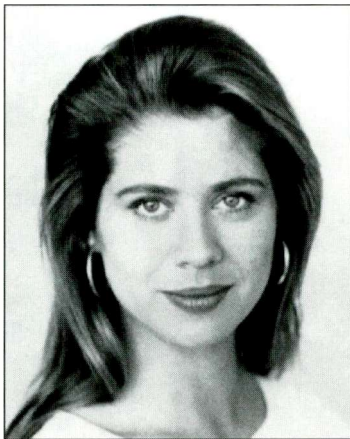
Down the corporate ladder is Kurt Steffek. The Director of Music Programming will also take on the responsibility for communicating programming decisions to the labels. He will be teamed with new Director, Music Programming, Stephen Hill,

who joins the video channel from a stint at ABC Satellite Network's "The Tom Joyner Show," where he served as Executive Producer.

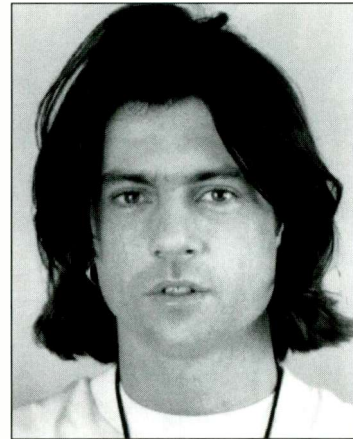
Elsewhere, Michele Megan Dix left her Sr. Segment Producer post at *Extra: The Entertainment Magazine* to become MTV's Director of Music and Talent. She'll be booking music talent for shows such as *The Grind* and *120 Minutes*. Also on board is Manager, Music Programming, Matt Pinfield; previously he was PD at WHTG Asbury Park. Elli Cola was promoted to Manager of Music and Talent; Fred Jordan was promoted to Music Coordinator; and Music Coordinator Amy Finnerty's duties now entail communicating MTV programming decisions to independent labels.



**PATTI GALLUZZI**



**SHERI HOWELL**



**LEWIS LARGENT**

### Country News Round-Up

## Wal\*Mart Initiates Nationwide Tour

Wal\*Mart and Anderson Merchandisers have joined together to present over two dozen up-and-coming Country artists in concert in the parking lots of Wal\*Marths across the nation. The tour, which runs from March 27 to October 14, will feature over 200 shows.

Two participating artists will perform each night for one week of the 29-week tour. They also will stick around to sign autographs inside the Wal\*Mart store immediately following each concert. In turn, the artists' new releases will be featured in an all-inclusive marketing campaign in the

1,400 Wal\*Marths serviced by Anderson Merchandisers.

Among the artists confirmed to the tour are Rhett Akins, Jeff Carson, Terri Clark, George Ducas, Wade Hayes, Boy Howdy, David Lee Murphy, Russ Taff, Woody Lee and James House.

### SW DEBUTS "MOST WANTED"

SW Networks will debut "Country's Most Wanted," a long-form Country music radio program hosted by Carl P. Mayfield on February 11. Among the 46 affiliates running the program are WSIX Nashville and WRBQ Tampa. Mayfield is WSIX's market-leading air personality, a posi-

tion he has held for 19 consecutive books.

"Carl is one of the most influential and creative professionals in Country radio," says SW CEO Susan Solomon. "His program is absolutely cutting edge. His wit and contributions to Country music have endeared him to such artists as Garth Brooks, Vince Gill, Brooks and Dunn, and Tanya Tucker."

"Country's Most Wanted" will feature the latest and hottest Country music, as well as interviews with both well-established, legendary personalities and the newest, most exciting stars on the Country scene.

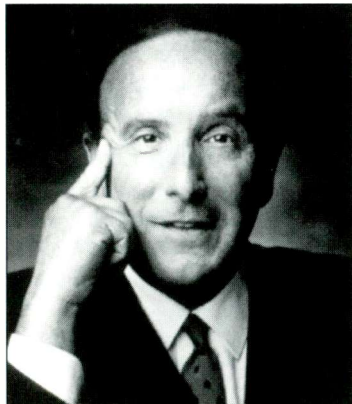
## Clive Davis, The \$70 Million Man?

*New Arista Contract Reportedly The Richest Ever*

In a front-page story, *The Hollywood Reporter* claimed that the Bertelsmann Music Group has offered Arista Records President Clive Davis a new contract that would make him the highest-paid executive in music business history. The five-year deal, still unconfirmed at press time, reportedly gives Davis a \$1 million per year raise to \$6 million, plus an unprecedented "signing bonus" of \$40 million.

However, those staggering figures don't surprise many industry pundits; they firmly believe that Davis is one of the few men in the business who deserve it. Judging by Arista's sales figures and profits, one would be hard-pressed to

dispute that contention. The label has enjoyed two record-breaking years in a row. Artists as diverse as Whitney Hous-



CLIVE DAVIS

ton, Kenny G and newcomers Toni Braxton and Ace of Base have earned multi-Platinum success. In fact, some figures indicate that 40% of Arista's acts have attained Gold or Platinum sales.

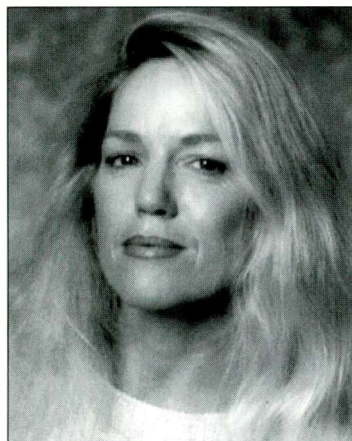
And the hits just keep on coming. *Network 40's* PPW chart lists two songs each by Real McCoy and TLC, plus singles by Toni Braxton, N II U and Ace Of Base. Hot album sellers still charting in the Top 100 include TLC, Ace Of Base (seven-million sales), the Tractors (Platinum), Alan Jackson (Platinum), Brooks & Dunn (Platinum), Notorious B.I.G. (Gold), two by Kenny G (seven million and triple-Platinum) and Sarah McLachlan (Platinum).

## Roberta Peterson Joins Geffen Records In A&R

*24-Year WB Vet Reunites With Rosenblatt, Berman*

Longtime A&R vet Roberta Peterson has accepted the Sr. Director of A&R and Administration post for Geffen Records. Previously, she was VP/GM of Warner Bros. Records.

Peterson comes to Geffen after spending her entire music industry career at Warner Bros., where she started in 1971 as a \$50-a-week tape listener. She eventually managed the A&R department and signed artists such as k.d. lang, Jane's Addiction, Dire Straits, Devo, Flaming Lips and the Bodeans. It was also at that label where she first worked with Geffen's current President,



ROBERTA PETERSON

Ed Rosenblatt, and Sr. Exec. Business and General Affairs, David Berman.

"This just happened out of the blue, and very quickly," Peterson says. "I'd been at Warner Bros. for 24 years and, although I've had many offers over the years, I'd always said I'd never leave the Warner family. However, I think Geffen is the best company out there right now and I couldn't resist an opportunity to rejoin Eddie [Rosenblatt] and David Berman. The A&R staff and small size of the roster at Geffen is also very appealing. It's a great, great company."

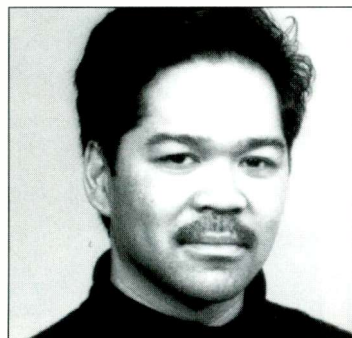
## Capitol Names Manny Bella VP, Urban Promotion & Marketing

*Former Eastwest R&B Promotion Veep To Be Based in New York*

Manny Bella was named VP, Urban Promotion & Marketing for Capitol Records. In his new capacity, Bella will direct all facets of Capitol's Urban promotion efforts, encompassing a diverse spectrum of music, ranging from Rap and R&B to Urban, Dance and the more Adult formats. He'll also strategize the label's priorities, select and schedule single releases, work with the field staff and interface with the marketing department on relevant projects and artists.

Previously, Bella was VP, R&B Promotion and Eastwest/Elektra Records, where he helped break artists such as

En Vogue, Gerald Levert, Das EFX, YoYo and Cindy Mizelle. Before that, he spent two years as VP Promotion at



MANNY BELLA

Profile Records.

"Having someone of Manny's caliber on our Urban team signals not only this label's commitment to our music and artists, but also the new direction Capitol is embarking on," President/CEO Gary Gersh states. "Manny's musical expertise, promotional acumen and artist vision will be very important in the continued development of such stellar acts as Portrait, Rachelle Ferrell, The Whispers and Bebe & Cece Winans, and in the breakthrough of our next generation of artists including Channel Live, Milkbone, Jesse Campbell and more."

## RECORDS

### ATLANTIC

Jennifer Marwood was promoted to Sr. VP of the Atlantic Group. She will oversee Human Resources, Administration and Payroll... Dave Statman was promoted to Producer/Special Projects.

### BMG

Stanford Singer was appointed Director, Archives and Vault Operations.

### CAPRICORN

Michelle Meisner was appointed Sr. Director, National Promotion. Previously, she was Sr. National Director, Rock Promotion for Elektra... Rooth Blackman was promoted to Director of National Promotion & Marketing.

### EMI

Legendary music industry figure Jimmy Bowen announced his resignation as Co-Chairman of EMI's Christian Music Group. EMI Music President/CEO Jim Fifield will assume Bowen's position alongside Billy Ray Hearn... Frances Pennington was named Sr. VP, Media and Creative Development for EMI Records.

### MCA

Bruce Ekstein was appointed Director of Promotion Research and Analysis... Chris Carey was named National College Promotion Manager.

### MERCURY

Nick Light was promoted to Director, Artist Development And Touring.

### RCA

Kathy Acquaviva was appointed Sr. Director, Publicity. The renowned PR diva brings a wealth of expertise to the label, having made her mark at Atlantic and, most recently, Hollywood Records... Catherine Loiacono was promoted to Manager, Packaging, Advertising and Merchandising Materials... Jimmy Waters and David Price were both promoted to Production Associate.

### SONY

Jody Graham Dunitz was appointed Exec. VP, Sony Music Publishing... Michael Neal was named Sr. Director, Business Services, for Sony Music.

### WARNER BROS.

Matt Pierson was promoted to Sr. VP/Jazz. Previously, he was Director of A&R/Staff Producer.



## EMInent Changes

Sr. VP Promotion Peter Napoliello confirmed many rumors this week by announcing changes in the promotion staff. Former VP Promotion Ken Lane is leaving the company. Arriving are Sean Lynch (formerly with Interscope) as Sr. Director of Promotion out of Los Angeles; Fred Zaer, Pacific Northwest Regional out of Seattle; Tony Davis, Texas Regional out of Dallas and Sharon White, local L.A. More appointments will be announced next week.



The next record company to announce changes in the promotion department will probably be Interscope. Those long-rumored moves are almost official and something concrete should develop within a few days. New faces have already been introduced to company staffers. The formal announcement won't surprise anyone.



Meanwhile, is Motown going the other way? Rumors were rampant that belt-tightening has been demanded by parent PolyGram and as many as a dozen staffers could be affected.

## Turning Japanese?

Call RCA's Skip Bishop and he'll answer, "No autographs, please." Mr. Bishop is just one in a long number of industry people *Network 40* has made famous...or infamous. A prestigious Japanese fine art photo journal, *Photonica*, spotted "Meester Beshow" on our cover a few weeks back and is featuring the boy in their publication. Skip signed a male model contract. An Asian tour and a 1-900 number will follow.

## The Rumors Of My Death Have Been Greatly Exaggerated

Those who are already speaking of Sr. VP Promotion John Fagot's imminent departure from the Tower should hold on. John and Capitol President Gary Gersh were mighty close in Miami last week for two people who are about to kiss and say goodbye. Is an 11th hour contract being worked out even as you read this?



Some people have left the Tower, including former A/C Sr. National

Director of Promotion Leslie Marquez. Nick Bedding will replace Leslie and also handle national AAA duties. Former AAA Director Greg Seese segues to local L.A. promotion. Former veteran L.A. LPM Susan Epstein moves to the Tower to take on national promotion duties.

## Still The Man

Look for KLYV Dubuque's Joe Dawson to have a big say in who replaces him when he moves to WWKX Providence in three weeks. Joe will be closely involved with KLYV as a consultant.

## Changes In Attitude

Will WKCI New Haven possibly be moving in a more Adult direction? It seems a distinct possibility as the station has made a deal with WPLJ PD Scott Shannon to voice promos and proffer programming advice.



In a related move, former WKCI consultant Jim Sumpter is no longer involved at the station. He is, however, now consulting WFMF Baton Rouge.



In another move that could be related, WFMF MD Eddie Munster has left the station.



In the final move, that could be related, KQID Alexandria PD Ace Anthony is moving to WFMF to do mornings. This leaves an opening at KQID for a program director and morning personality. Send T&Rs today to Randy Reynolds at the station.



In another move that probably isn't related to anything, but might be, is WYXR Philadelphia adjusting its musical stance?

## Super Party At The Super Bowl

With all of the parties in and around the Super Bowl, the one most talked-about was held by Les Garland and The BOX. Is anyone surprised? Garland has always known how to rock. In South Beach, he's known as Mister Miami and is fast replacing former resident Jackie Gleason as "The Great One!"

## Going To Work

Executive VP Burt Baumgartner of Work (formerly Chaos) Entertainment brings the entire field staff to Los Angeles this weekend for their first meeting. Each person *has* to stay in their own private, oceanfront room at a beachside hotel while listening to the label's upcoming releases. What a way to Work!

## Grimming Broadly

A special guest on Island's conference call last week was Elton John, who has revived his Rocket label that will be distributed by Island. Elton's first effort for the label is being played for radio across the country. Led by VP Promotion Joe Riccittelli, the staff is on the road with Rockets in their pockets.

## Gottagettagig

Some comings and goings of note in the past few weeks:



WNNJ Newton is looking for a morning personality. T&Rs to PD Chris Abate.



There are a couple of openings at WHTO Williamsport, PA. There is a need for a morning personality to work with a co-host already in place and a midday APD/MD.



KSFM Sacramento PD Rick Thomas is looking for a late night slow-jam personality and a morning co-host who is part Rosie Perez and part Will Smith. Only split personalities need to send T&Rs right away.



From A/C to Coun-tree (sounds like a new Alan Jackson song) goes Mark Hamlin. Mark is the new PD at WWW Detroit from WBBB Philadelphia.



Just Plain Mark (former WXXL Orlando night jock) is joining Alternative KRQT Houston. Replacing Just Plain at WXXL is Kid Cruze.

## Dallas Loses Another

KDMX Dallas PD Rob Roberts has left the building. Even though the station posted recent ratings gains, philosophical differences seemed to rule. Weep not long, however, for Mr. Roberts. Is he already considering an offer from a prominent Southeast Top 40?

## How Did That Get In Page 6?

And you wondered where we got all our dirt? This week's Page 6 picture between Jive Sr. VP Promotion Jack Satter and *Network 40*'s Gerry Cagle shows the writing on the wall.

## AMAs

The brightest light at the American Music Awards, besides Madonna's secret date, was Jerry Lembo's shirt. For a semi-accurate look at the entire, star-studded scene, including things you couldn't catch on the broadcast or *Hard Copy*, check out this week's Editorial on Page 8.

## Buzz

Cat Thomas...Jeffrey Blalock...Lee Leipsner...Ron Geslin...Jann Wenner...



*Three Reptiles*

from the band that brought you  
the no. 1 smash "I've been thinking about you"...

# LONDONBEAT

**come back** *the first single from their self-titled new album*

## #1 Most Added!

**B94 (42 Plays) WZPL (21 Plays)**

KKFR  
WZJM

WXKS  
Q106

KZHT  
POWER 96  
And 80 More!

KQKQ  
WKBQ

KUTQ  
WIXX



produced and mixed by john waddell / tim bran  
management: sandra turnbull and the team at hyper/kinetics ltd.

# THE BEAUTIFUL PEOPLE

Commentary by  
Gerry Cagle

**H**old everything. "You couldn't get a limo? Only a town car?" I sighed heavily. In Tinsel Town, where style is all that matters, I was caught in a major dilemma. We had good tickets to the American Music Awards, but Burt called too late to get a limo.

This was a tough call.

"They said they could go to an outside vendor for a limo or send a town car."

I frowned. It was imperative that the driver be familiar with the ugliness that would take over the AMA parking lot when the show ended. An outsider could be mobbed, or worse, put in the back of the line and stick you at the Shrine for hours. I was only going with Burt because I couldn't arrive with my "real" date. She was appearing on the show and I couldn't meet up with her until later.

"Okay," I made my decision. "Let's take the town car, but for God's sake, can we get there early so no one sees us?"

That was what led us to be outside the Shrine Auditorium an hour-and-a-half before showtime, (Another unforgivable L.A. faux pas. In this town, you're never early.) nodding and saying hello to all of the beautiful people. And they were there in force. Also many of those featured on "The Lifestyles of the Not So Rich And Famous."

Anyhow, I digress. I'm standing outside with my good friend who has just moved here from New York and I must listen to what all the people who just moved to California from New York say. It's all about the weather and how wonderful it is and about the stars they see and about how nice everyone is. Give Burt a couple of months and he'll get over it. It's another perfect day, just like all the rest. California does rock...and not just from the earthquakes. That's why God makes the ground shake and gives us floods, mud slides, fires, killer bees and civil unrest. If it weren't for those minor inconveniences, everyone would be moving here.

Being unfashionably early turned out to be a blessing in disguise. We got to see almost everybody who was anybody. By the time the show started, we had no reason to go inside, except to witness Dick Clark hyperventilating about time and space.

Anyhow, a few of the awards you didn't see on the broadcast went to Epic's Neda Tobin for "Most Outstanding Dress," Tony Novia for "The Person Most Proud of His Wife." (Maty made the cover of a ladies' magazine. I told Tony we would be proud to have her on the cover of *Network 40*, but I'm sure he was afraid Erica would flip out in a jealous rage. I countered by offering Erica a cover, but Tony refused to discuss it.) When will ABC wise up and team Tony with his wife? He would be better than the slug who's with her and a lot more effective than in the job he's got. One of the larger rumors is that Novia is only an inch away from a programming job here in L.A. and no, I didn't start that one.

*"In Hollywood,  
there's always a  
good ending."*

Once inside, the sun was gone, but the lights were brighter. Virgin's Phil Quattararo was showing off his chest hair in a new "cutaway" tuxedo. Warner Bros. veteran Dino Barbis was busy bragging about his parking spot. And everyone's favorite, Eddie Money, left his tickets in his car.

The actual broadcast went about as expected. Country music played a bigger part than ever. Besides Michael Bolton, who always says the right thing, only the Country artists thanked radio for their awards.

The classiest woman in the building was Elektra Entertainment's Sylvia Rhone. Anita Baker won an award and thanked many. What the industry knows is that Anita could have shortened that speech and mentioned only Sylvia. Her commitment to Anita's last record was the reason for the award. 550's Polly Anthony could have tied Sylvia, but she had Keith Naftaly on her arm. Baumgartner's partner also precluded his inclu-

sion. It made me wonder, between Keith and me, how many Sony acts did we break out of San Francisco? Evidently many, because we were still front and center. It also made me wonder if the number of favors I had done for Burt were about even. Hmm. He hadn't offered me any Grammy tickets. Maybe I should remind him about "Jenny Jenny." On second thought, that's how I wound up at the AMAs.

The classiest male performance was put in by MCA's Richard Palmese. He and his lovely wife graced the front rows with quiet dignity. Have any two people other than Al Teller and Richard done more for a record company with less chest-beating and fanfare?

As the show drew to a close, I moved to the front to be with my "real" date. I had decided that it would be best if I didn't actually accompany Madonna to the AMAs as it would cause too much of a commotion. Making eye contact, she made it clear that I shouldn't approach her yet. There would be the party afterwards when we could spend some time alone. I gave her my special smile. She pretended she didn't know me.

Columbia's Jerry Blair orchestrated a wonderful dinner that brought out the best and worst of Hollywood: Dana Keil turning down Kevin Costner's advances, Charlie Minor telling Burt, "the new Dionne Farris record is so good, even I couldn't screw it up," KPWR's APD/MD Bruce St. James loaning Wild 107's MD Michael Martin his cellular phone and Bolton and Louis Levin hounding me for a deck of cards. Sharon Stone was there and was only the sixth most beautiful woman in the room. Number one on my list was Deborah Castillo.

One of the most beautiful was a pretty, young thing who was being accosted by two older "producers." While in the bathroom, I overheard the two "dirty old men" discussing their plans for the young lady, who had just arrived from Wichita.

Upon returning to the bar, I eased next to the damsel in distress and shared with her what I heard. Instead of being shocked, she smiled and ran my hand under her dress where I felt a decidedly unladylike bulge.

Leaning forward, she whispered, "Honey, they aren't producers and I'm no Dorothy from Kansas. I guess they'll find that out when they travel the Yellow Brick Road I just took you up, but by then I'll have had dinner and drinks."

I sat back contentedly. In Hollywood, there's always a good ending. Besides, with the revelation, Sharon Stone moved back into the top five.

I went off to find Madonna. ▣



# THIS IS IT!

THIS IS OUR FINAL AD PROMOTING  
"YOU GOTTA BE"

THANK YOU, RADIO, VH-1 AND MTV FOR  
6\* HOT 100

8\* MAINSTREAM MONITOR

3\* ADULT MONITOR

30\* RHYTHM CROSSOVER MONITOR



EXTRA LARGE



STRESS

AND FOR BREAKING

*Desiree*

SATURDAY NIGHT LIVE

FEBRUARY 11TH



FEEL SO HIGH...FEBRUARY 21ST...FEEL SO HIGH...FEBRUARY 21ST...FEEL SO HIGH..

# Jon Zellner

*Keeping Focused In Fresno*

BY JEFF SILBERMAN

**J**on Zellner has had it both ways. He has worked at stations where he faced direct and/or heavy-weight competition. In his current OM/PD post at KTHT "Mix 102.7" Fresno, he's somewhat fortunate to not have a direct competitor.

Although he doesn't have to program against format competition, Zellner focuses his and his stations' sights on improving themselves - to paraphrase the U.S. Army - to be the best they can be. That has certainly paid off: In both cases, he took two bottom-rung stations and quickly built them into major presences in their respective markets - especially in their target demos. In a recent interview, Zellner describes how he did it.

**You were hired by heritage Top 40 KZZP Phoenix right before it flipped to Hot A/C KVMY. What went into that decision?**

A focus group revealed that the perception of KZZP had changed drastically in a short period of time. The focus group, women 25-40, perceived the station as appealing only to teens. One of them said, "I avoid KZZP like the plague." Perceptually, the station was in trouble; we realized those call letters wouldn't win no matter what music we played. The audience had a preconceived notion of what to expect before they tuned in.

**How did you come up with the "Variety" handle?**

We found that the Variety handle had a positive connotation with the listeners we surveyed.

**How was that station received in the market?**

We were very successful in our target demos of women 25-34 and 25-54. Looking back, I think we spent a lot of time explaining who we were rather than just doing it. That was our biggest challenge.

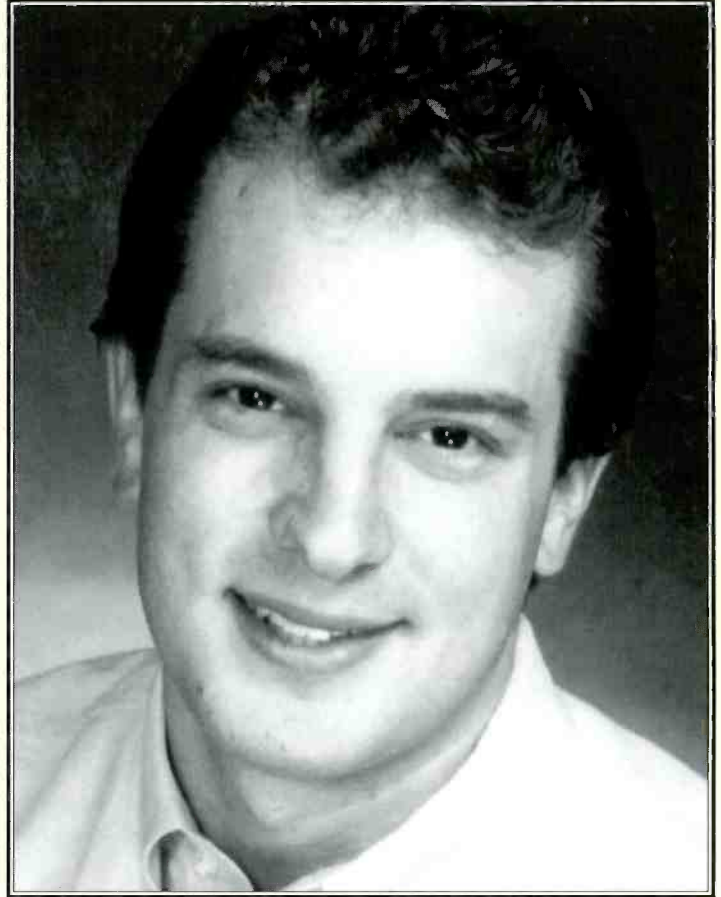
**Then you crossed the street to work at KOY FM...**

We were a Rhythmic Top 40. It was fun and interesting to work with Guy Zapoleon at two different stations in the same market. I worked there until Edens sold it to Sundance. Now it's a Jazz station.

**How did you get to Oklahoma City?**

I found out about it through KYIS' consultant, Bob Lowry, who was based in Phoenix. He talked to me throughout my tenure at Y95 about KYIS having some image challenges.

It was positioned between a Mainstream Top 40 and a Mainstream A/C. At the time, I didn't think there was



much of a hole. My first order of business was to redefine who we were and how we were different from the two competitors. I thought the process would take a lot longer. In just two books, we moved up to #2 in women 18-49, right behind the Country station. I was surprised; we were going up against two legendary stations.

**To appeal to that female target demo, is imaging just as or more important than the music?**

The image of the station is created through the music. It's important for women - or any listener - to know what to expect when they punch in your station. If they can't identify your station by listing off five artists, you may have a perception problem.

Radio listeners rely on their favorite station for a certain type of music. So what I did in Oklahoma City and what I do here - while specific ti-

cles may be different - is based on the same idea. We explain what we play, what we don't play and what musical niche we fill, so people aren't surprised when they tune in.

**Although you aim for the same demo at KTHT as you did at KYIS, are the audience's tastes that different?**

Absolutely. In Oklahoma City, we were a Rock-based Contemporary music station that played the Black Crowes and Gin Blossoms with Mariah Carey, Elton John and Bryan Adams. In Fresno, the core sound is Toni Braxton, Ace of Base and Jon Secada. The target demos at both stations are the same.

**How did you discover the difference?**

We did a music test that reflected the population of the market. We had a very tight screener; we asked a few perceptual questions as well as played hooks of music.

I focus on the 25-40 female who's probably not as tuned in to what's hot on MTV. She's more concerned about her job, kids and home life than the latest trends. She's not totally out of the loop. She wants to be fashionable and know what's going on, but her main concern is her life. Programmers have to understand that while we live, eat, breathe and die radio, the average consumer could care less about it - other than hearing their favorite songs. It's our job to determine what those songs are.

**How do you know when your audience is familiar with a song?**

I look at SoundScan in Fresno. I see if there's market airplay, but most importantly, I listen to the song to see how it fits with the rest of the playlist. It's important, especially in this format, to front- and back-sell a new song and if there's a memorable story behind it, it will stick with listeners.

Case-in-point: Jon Secada's work as a backup singer to Gloria Estefan provided a good story for his solo music. Other examples are Martin Page and Andru Donalds, who both dropped by our morning show. To come on, meet the listeners one-on-one, talk about their history and play their new songs made it a lot easier to introduce them to the market.

**How do you deal with burn... is that a problem at stations like KTHT?**

In call-out research, I definitely watch the burn. If it gets to be 20%, I start to look at it. But in most cases, a burned record is much safer than a totally unfamiliar record. I'm more concerned with familiarity because our target listeners would rather hear a song they're a little tired of than hear something they don't know.

**Is the morning show structured to appeal to your target or does it have a wider scope to attract many demos?**

Our morning show, like other dayparts on the radio station, targets women 25-44. It's important that we concentrate #1) on music and #2) on information that our listeners feel passionate about. Listeners want to know what's going on. Some feel they have to read the paper, tune in CNN or *Good Morning America* to find out what's happening.

So I believe that, when targeting

active adult women, you have to present them with a lot of music and relevant information they can take to the office and talk with their co-workers about. That's more important than doing a phone bit. If we can make it compelling and create a link between the listeners and us, then we create a link with our station as a whole. It's more than playing the right music; it's breaking down the wall that exists between air personalities and their listeners.

going to focus on our immediate target and make sure they're satisfied. The P1s account for 70% of your TSL. If they get confused or uncomfortable with your station, whatever P2s you bring in, you lose in P1s. That's how a lot of Top 40s got hurt in the past.

**How's your relationship with the sales and air staffs?**

I'm a very sales-friendly PD. I go out on sales calls as much as I can. Who better to explain what you're

**THE LONG AND WINDING ROAD**

**JON ZELLNER**

WXGT, Columbus	Air personality
WNCL, Columbus	Air personality
WKZL, Greensboro	APD/MD
KVRY, Phoenix	APD/MD
KOY FM, Phoenix	APD/MD
KYIS, Oklahoma City	Program Director
KTHT, Fresno	OM/PD

**What kind of promotions work for that target demo?**

We gave away a brand new \$130,000 dream home last fall. We do a lot of movie premieres and trips... things at the zoo for families... charity runs... and we have a kids' fair planned for the spring at a local theme park.

Even concert tickets can be a lifestyle promotion. Often times, we'll send listeners to dinner beforehand and throw in an extra \$20 for babysitting money.

**Besides your target demo, do you harbor at least a secondary desire to increase your 12+ number?**

The 12+ number is basically a radio industry ego thing. While I'd love to have a big 12+ number, I know that when another station in the market has a 40 share in teens, I'll never beat them 12+. So while we have a good number of teens and 18-24s listening, we're not going to target them for the sake of 12+. We're

doing, from a programming and a format standpoint, than a PD? Basically, programming is reliant upon sales and vice-versa.

As for the airstaff, I have one-on-one meetings with them at least a few times a month. We talk about what to improve upon and where the station is going.

**In the six months you've been PD, are you satisfied with KTHT's progress?**

I'm pleased with our progress thus far. We went from 10th to third in women 18-49, and we're still working to make our product the best it can be. Fortunately, we don't have a direct competitor here. There's a Churban and a new A/C out of Woodlake that doesn't affect our market position.

**In an industry where the advertisers and labels prefer to label stations, how do you describe KTHT?**

Mix 102.7 is a radio station that plays hits for Fresno.

**Is there something about the terms "Hot A/C" or "Adult Top 40" that bother you?**

In many markets, Top 40 has a negative perception with the advertising community; many believe it's a teen-oriented format. "Adult Contemporary," in the industry, has the connotation of being a sleepy station that plays recurrents. We are neither, so it's difficult to throw stations like ours into a category.

**Sounds like the ol' "perception vs. reality" problem.**

It's like no man's land, basically.

**Is it tough to simultaneously present the right image of KTHT to the listeners, advertisers and the industry?**

Listeners don't think in terms of formats; they only want to hear their favorite songs. To the industry, it's important that record labels understand what kind of music we play. It's obviously more important to those in the sales community who use format and image to make their buying decisions.

**Describe the perception problem stations like yours have in terms of selling product.**

Formats like ours are often brushed aside for being passive and not selling records. But if you look at our list and listen to the station, it's obvious that we are a hit radio station for Fresno that plays current music and sells records.

**Speaking of perception, how are you perceived in this business - personally and as a programmer?**

Networking and relationships are very important in this business. A lot of your career development is based on who you know and being in the right place at the right time. I can't control that. I try to concentrate more on becoming the best I can be in radio. While relationships are important, I need to concentrate more on how I'm doing my job rather than how I'm perceived in the industry. Otherwise, I'd never reach my potential.

**Have you set any career goals?**

My short-term goal has always been to be a major-market programmer by age 30. I'm with a very good company right now. We are in the process of buying stations in larger markets, which interests me. Someday, I'd like the opportunity to be a VP of Programming and settle down with my family and actually buy a house - what a concept! ▀

## THE "ADD" OF TOMORROW

*Two weeks ago, we asked several record promotion executives to express their thoughts on adds versus airplay – which one is more important... and are both still as important? Now that weekly PPW reporting has become the industry standard as an accurate reflection of reality, the definition of the word "add" becomes blurry. Airplay is quickly becoming the centerpiece of discussion in both the radio and record communities, while that fuzzy, three-letter word means less and less. Add weeks are being replaced by "emphasis weeks;" the barometers for a record's initial success are being analyzed into new tiers along the national PPW chart. On this week's Programmers Conference Call, the programmers discuss their new take on the word, "add."*

### This Week Featuring:

#### LARRY D.

MD, WXXL Orlando

#### RICH SUMMERS

PD, KFTZ Idaho Falls

#### JERRY DEAN

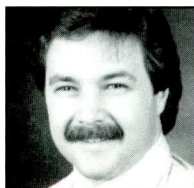
PD, KLUC Las Vegas

**Do you put new songs into rotation based on any release schedule or impact date given to you by record companies?**

**LARRY:** Occasionally. Some record companies don't care, while others do. Since we want to keep a good working rapport with the record companies and it's a specific record that we're going to add anyway, we'll accommodate them. To my listeners, impact dates mean nothing. The hardest part is determining if we're going to add the record or not, not necessarily when we're going to add it.

**RICH:** We do it as we need the record. For instance, MCA is *officially* going for adds on Londonbeat tomorrow (1/31) and we've been playing it for 10 days already. It sounded great the day I received it and I needed a record that fit this genre at the time. This one fit the day I got it; this is the way we do it. If

the record fits the bill when we receive it, we don't wait for an official release date to begin rotating it.



*"If the record fits the bill when we receive it, we don't wait for an official release date to begin rotating it."*

– Rich Summers  
 PD, KFTZ Idaho Falls

**JERRY:** No. We don't do that. We'll add songs based on the criteria of this radio station. We've been early on quite a few songs and I'm sure you could make a few calls and find out we've been late on several as well. We have our own schedule, our own time frame based on a lot of different factors. For instance, if we have a lot of ballads on, we may be late on a new ballad to avoid becoming heavy with them. If we have too much

Rap product on, we might hold off on a good Rap song until some of the other stuff drops out of rotation. Basically, it's our own criteria.

**How important are "adds" when you discuss specific records? Are there new barometers to pay attention to?**

**LARRY:** My biggest concern about any add is the meaning behind the actual add. For example, there seems to be some unwritten rule that once you add a record, you're committed to playing it for six to eight weeks. Sometimes when you make that commitment, your instinct tells you, "That's fine, I'm going to play this record for 20 weeks, so it doesn't really matter." You might be on the fence with other records, where you don't want to give them six or eight weeks. This is when you begin looking at other barometers. At this point, I like to look at PPW to see how many plays a specific record is getting. If it's getting over 1,700 PPW on *Network 40's* national chart or 1,000 spins on *Monitor's* chart and I'm not playing it, then I probably should listen to it again and reconsider the record.

**RICH:** The only time I pay attention is when the record receives a huge number of adds in its first week and I didn't put it into rotation or threw it out of the music meeting altogether. Then, maybe I'll go back saying to myself, "Did my tin ear miss this one?" If I listen to it again and it sounds nothing like this radio station, I'll probably throw it out again. If it continues to grow, I might go back one more time and reconsider the earlier decisions. My concern is the balance of the sound of the station. If a record is working its way up the charts and we've ignored it, we might go back and rethink the decision. TLC's "Creep" is a good example of this. It's ranked at #11 on your National PPW chart this week and we *just* put it in. I didn't need it until now.

**JERRY:** We use the term "add" to signify a new song added to the rotations at the radio station. I don't think adds are nearly as

# Huey Lewis & The News



## #5 Most Added!!!

WNCI	WTIC	WVSR	WIFC	WAZY
WHTO	KISR	WNSL	WPRR	KTMT
WBWB	WCIR	WDDJ	Plus Many More!	

## Early Rotations:

WKEE 33 Plays	WSPT 27 Plays
WKDD 26 Plays	WBWB 25 Plays
WNNJ 25 Plays	WSBG 24 Plays
KYYY 23 Plays	KCGQ 22 Plays
WSSX 21 Plays	KTRS 20 Plays
WBEC 18 Plays	WMTX 18 Plays
KIMN 17 Plays	WRKY 15 Plays
KORQ 15 Plays	WAZY 14 Plays
WKTJ 11 Plays	WXLC 11 Plays

*"Little Bitty Pretty One"*



"Big 80's Special"



Top 20 A/C

Top 25 Hot A/C

evaSure

## These Stations Couldn't Wait:

KRBE 29 Plays  
 KFMB 24 Plays  
 Q99 20 Plays  
 WGRG 17 Plays  
 KTMT 14 Plays  
 WXSX 10 Plays  
 WTWR 10 Plays  
 WWKZ 8 Plays  
 WJMX 7 Plays

LP Over 350,000!

*"Great Record, I Couldn't Wait To Get It On The Air, And When I Did, Instant Reaction!"*

Joe Kelly, WAHC



*"I Love Saturday"*



# PROGRAMMER'S CONFERENCE CALL

important as they used to be. It's more new music. What constitutes an add? A certain number of plays per week? We'll put a new song on the radio station and depending on the rotation in, it might get six or seven spins a week or it might get three or four. To me, regardless of how many spins it gets, it's an add because it's a new song on the station.



*"Regardless of how many spins it gets, it's an add because it's a new song on the station."*

— Jerry Dean  
PD, KLUC Las Vegas

***In your network of programming friends, do you discuss specific levels of airplay on a national level or do you discuss how many stations have added a specific record?***

LARRY: If I'm talking to a specific radio station, I'm usually talking to them about what is happening with records in *their* marketplace. It's an exchange of firsthand knowledge about what's going on in each other's market. They can give me insight that a trade simply can't. As long as we both can read, we both can decipher the numbers distributed on a national level. But if I'm talking to someone in say, Jacksonville or Chicago, I want to know how the record is working in that particular marketplace. Smart programmers ask questions about how particular songs are going in other programmers' markets. They don't ask why they're playing songs that aren't on the chart yet. Who cares? The bottom line is if you're willing to use your instinct on

records you believe in, and the ones that work for you come home... you're a hero. Conversely, if you're wrong more times than you're right, maybe you should consider that shoe store job.

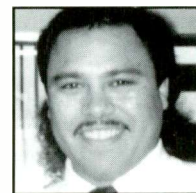
RICH: I call specific stations and ask specific questions about records. It depends on the market and the record. I follow stations that are programmed similarly to this one and network with the respective programmers. I don't have a research budget here, so if I see a station that plays a lot of records in the same rotations as this station, I pay attention to the adjustments in their rotations and if a question arises, I pick up the phone and ask. Obviously, I talk to stations in the Northwest quite a bit. At the same time, I watch the rotations of stations in large markets with research budgets and study songs they're playing in power categories.

JERRY: I don't think that has changed too much over the years. We'll look at a number of stations that are similar in format to KLUC to see how they're doing with a song. In a sense, this has basically stayed the same. It's interesting to see the rotations on some radio stations. We might rotate our number-one song 60 or 65 times a week and I'll see other stations across the country playing the same song 80 times a week. I get a kick out of how quickly some of these songs turn over, because whenever we do research, this is the number-one thing that Top 40 gets tagged with all the time... playing the same songs over and over again.

***Off the top of your head, do you have a word that works better in the world of airplay than the word, "add?"***

LARRY: *[pause]* It's just an industry word to me. It makes no difference. I don't really care what you call it. If someone changes the terminology or the definition of what an add is, that's one thing. I'm not for what the word "add" stands for because I'm opposed to the actual word itself. Words are just words. My listeners don't give a shit about the word; neither do I.

RICH: I've never really thought about it. The word "add" has always been a part of the radio business since I've been a part of it. If we play a record any more than two or three times a day, I call it an add. As far as how many times it's played, some research indicates that adults need up to 300 spins to recognize and be familiar with a song. Retail



*"I'm not for what the word 'add' stands for because I'm opposed to the actual word itself. Words are just words. My listeners don't give a shit about the word; neither do I."*

— Larry D.  
MD, WXXL Orlando

and requests are variables as well. I've never really thought about an absolute definition of the word. It means different things to different people.

JERRY: Good question. I guess we've used "add" for so long, it's become a comfortable term that everyone knows. I'm not sure how to answer the question. Maybe, "new music" would say the same thing in a fresher way because the question a lot of programmers have is, "What is an add?" In the old days, an add was a new song that you put on the radio station and began playing for the first time. The criteria for an "add" seem to have become a bit fuzzy these days. Is it a song that is played at least three times a week... or maybe eight or nine times a week? I don't think anyone really knows anymore.

— Dwayne Ward

*You, too, can participate in Network 40's  
Programmer's Conference Call.  
Contact Dwayne Ward at (800) 443-4001  
or dkwn40@aol.com.*

# SIMPLE MINDS



#1 RECORD AT AAA

20 - 12\* BDS ALBUM TRACK

11\* BDS MODERN ROCK TRACK

200,000 ADVANCE ORDERS  
ON THEIR NEW ALBUM

NOW PLAYING AT:


Z100 WPRO LAHC 99X  
WHT 999 FROG 897  
WPLY

## SHE'S A RIVER

from the new album

GOOD NEWS FROM THE NEXT WORLD

Produced by Meith Forsey & Simple Minds

Worldwide representation: Clive Banks for 

### ON TOUR

2/9 SEATTLE WA	2/21 DETROIT MI
2/11 SAN JOSE CA	2/22 CLEVELAND OH
2/12 SAN DIEGO CA	2/23 TORONTO ONT
2/13 LOS ANGELES CA	2/25 BOSTON MA
2/14 SALT LAKE CITY UT	2/26 WASHINGTON DC
2/16 DENVER CO	2/27 NEW YORK NY
2/18 MINNEAPOLIS MN	3/1 ATLANTA GA
2/19 CHICAGO IL	

tour dates subject to change



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# NETWORK 40 SPOTLIGHT

## WLAN's HITS 'N' NUTS THEORY



**WLAN ..... 96.9 FM**

**FM 97 WLAN**

252 N. Queen St.  
Lancaster, PA 17603  
(717) 295-9700 Office  
(717) 295-7329 Fax

Chuck Lontine.....General Manager  
Cadillac Jack.....Operations Manager  
David Skinner.....PD/MD  
Wendy Hamill .....Production Director  
Lauren Greenblatt .....Promotion Director  
Music Calls:.....M/W/Th/F/1-4 pm

Cadillac Jack  
& The Nut Hut .....6:00 am - 10:00 am  
Wendy Hamill .....10:00 am - 3:00 pm  
Mark Cruz .....3:00 pm - 7:00 pm  
Dana Dana.....7:00 pm - 12 mid  
Vince Dibella .....12 mid - 6:00 am

Ownership:.....People's Broadcasting  
Consultant:.....None

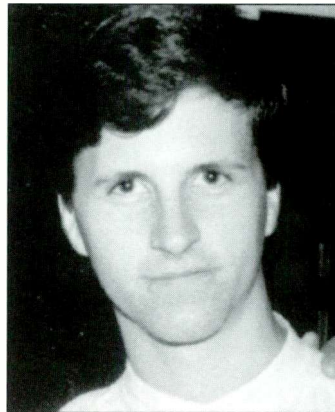
**STATION PROMO VOICE:**  
Scott Shannon/Shawn Caldwell  
**FAMOUS ALUMNI:**  
Dick Orkin, Garrett Michaels

Lancaster, PA  
Arbitron Market #105  
Population: 366,100

*Now here's a rarity: WLAN Lancaster, founded by People's Broadcasting, signed on in 1945 and still has the same owners. Talk about a heritage Top 40... who says stability doesn't exist in radio anymore?*

*PD Dave Skinner, who started at WLAN as a weekender, is now breaking out the champagne over the fall numbers. WLAN is #1 in their target demo, 18-34. The ratings and revenues are higher now than they've been since Top 40 was king in the '80s. Here's his tale on WLAN's success:*

"We offer our listeners something they're looking for – a fun atmosphere and the best songs on the radio. Our competition comes from two Country stations and two A/Cs. We are obviously different. During the day, we watch the music tempo and always keep it 'up' because the A/Cs are slow and boring. I try to balance our sound with a mix of Pop, Rock, Alternative, A/C and Rhythm. The only thing we'll shy away from is Rap. Lancaster is a very conservative town as far as that goes, but surprisingly enough, they really like their Al-



**David Skinner**

ternative here. Most of the local clubs are Alternative and groups like Live, Ocean Blue and Suddenly Tammy all came from this area.

"Mornings on WLAN are hosted by Cadillac Jack, formerly from Eagle 106. Collectively known as 'The Nut Hut,' his two co-hosts are Lauren Greenblatt (also from Eagle) and Lancaster police officer Bill Gleason, our

traffic sky spy. It's really the best localized morning show in the market. Jack has a great talent for interacting with his listeners. There's always something going on that you just can't tune away from. Middays, Wendy Hamill features a 'No-Repeat Workday.' If we repeat a song between 10 am and 3 pm, the 97th caller wins \$1,000. Every afternoon, Mark Cruz kicks off the 'Drive at 5' – 97 minutes of commercial-free music. And every night, it's 'Modern Rock at Midnight,' a full hour of Alternative music.

"Overall, our promotions generally revolve around money giveaways. Last fall, we had 'Free Money Fridays' where we gave away \$97 every hour. And we also have the old stand-by where we screw up the 'No Repeat Workday' on purpose."

—Leah Brandon

### 3 PM SAMPLE HOUR

Hootie & The Blowfish

*Hold My Hand*

Indigo Girls

*Least Complicated*

Peter Gabriel

*In Your Eyes*

**STOPSET**

Jade

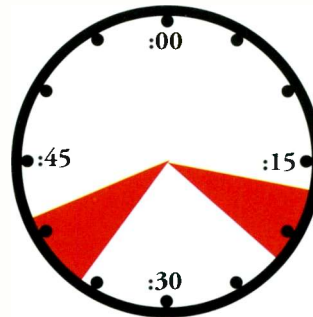
*Everyday of the Week*

Howard Jones

*Things Can Only Get Better*

Melissa Etheridge

*If I Wanted To*



### ON AIR SLOGAN

"Nuts in the Morning,  
Best Songs All Day"

Jon Secada

*Just Another Day*

**STOPSET**

Sheryl Crow

*All I Wanna Do*

Blind Melon

*No Rain*

Vanessa Williams

*The Sweetest Days*

Lightning Seeds

*Pure*

Real McCoy

*Another Night*



# No. 1 Debut!

SoundScan LP Chart D-1\* 295,099 Pieces Sold!

# don't tell me

the debut single from Balance ✕ Produced by Bruce Fairbairn ✕ Management: Ray Danniels, SRO Management, Inc.

*(what love can do)*

# van halen



**Stress!**

The Most Requested Track At Rock Radio Is Now Generating  
Top 10 Requests on Nearly 60 Top 40 Radio Stations Including:

Major Market Action At:

Q99 30x WKBQ 14x WAHC ADD



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## MARCH PROMO PLANNER

### CELEBRATIONS OF THE MONTH

#### National "Talk With Your Teen About Sex" Month

Emphasizes the importance of frank discussions of sex - and its dangers - with your teens. And if Frank isn't available, do it yourself. Contact: Teresa Langston (407) 767-2524.

On-air contest for most imaginative way to discuss birds-and-bees... broadcast jocks as subs at a high school sex ed class... start a nightly sex talk show (a la KROQ's "LoveLine") for the month.

#### National Sauce Month

Celebrates the diversity of sauces used in cooking and UFOs. (What, you've never heard of flying sauces?) Contact: Laura Bad-dish (212) 867-6400.

Best sauce cook-off; winners are repro'd, canned and sold as station sauces - profits go to charity... play "guess the ingredients"... "sauce-bob-bing" for prizes... sauce wrestling.

#### Music In Our Schools Month

Increases public awareness of the importance of music classes in school. Contact: Judy Reinhardt (800) 336-3768.

Sponsor fund-raisers to raise money for school music curriculum. School that raises the most, wins free concert... put on benefit concerts or track dates at schools - remember, these are your once-and-future listeners!

### 1

#### National Pig Day

To honor the pig as one of man's most intelligent and useful domesticated animals. (Any resemblance to Editor's office is coincidental.) Contact: Ellen Stanley, 7006 Miami, Lubbock, TX 79413.

Pig-calling contest... pig mud wrestling... slop dancing... pin the tail on the pork chops (using a live pig, with its various meat cuts drawn on it).

### 2

#### The Doc In The Wok Ain't Spock

Theodore Seuss Geisel, creator of "The Cat in the Hat" and other classics, woulda been 90 today if his clock didn't stop in 1991.

Dr. Seuss rhyming contest (listeners must use call letters and jock names in verse)... at client restaurant, serve green eggs and ham... have celebrity impersonators read Seuss books over the air.

### 3

#### Bonza Bottler Day

To celebrate when the number of the day is the same as the number of the month. Contact: Elaine Fremont (803) 244-2023.

Create call-lettered "Bonza Bottles, fill 'em with sugar water and give-away at remotes... or give away empty ones at clubs for a special drink night... call Elaine and ask her why she doesn't have a life.

#### National Anthem Day

On this day in 1931, Pres. Herbert Hoover signed a bill making "The Star-Spangled Banner" the National Anthem. And you thought the Depression was his biggest black mark.

Listeners win for creating a "station anthem," set to tune of National Anthem ("Oh, say can you hear, by the morning show's bite...")... give a Rosanne Award for caller who sings anthem the worst.

### 4

#### Help Someone See Week

Save and donate your discarded eyeglasses for distribution in the Third World. In a way, it's *Revenge Of The Nerds* come to life... Contact: Dr. Fleming Barbour (810) 235-4752.

Have nearsighted people wear farsighted glasses, vice versa and 20/20 people wear bifocals to go through a pratfall-laden obstacle course... with client optometry store, offer discount or free glasses for trade-ins... offer free eye tests, using "letter signs" that spell out funny or racy words... do live broadcasts of jocks acting as human seeing-eye dogs for a day.

### 5

#### National Aardvark Week (5-11)

To promote and enhance the image of the aardvark - God only knows why - and help fight the "mid-winter drearies." Contact: your local mental health office or Robert L. Bogart (201) 729-4555.

Aardvark-lookalike contest... aardvark trivia contest... anti-eating contest... swap favorite aardvark recipes... call 911 - the idea geek for this month's Planner just started talking to the coffee maker.

#### TV Turn-Off (5-11)

Not anti-TV, weeklong series encourages communities to try alternative activities such as reading, talking and... and... and... Contact: (508) 746-4669.

In remotes at client stores, offer games for kids and activities for adults... do TV show recaps to keep people up with what's happening on TV while they're not watching... make mock TV channel changers that, when "turned on," turn on a mini-radio tuned to your station.

### 6

#### "You Could've Just Won... Nothing!"

Could Ed McMahon be 72 today? That is correct, sir!

Create some drops of classic Ed McMahon bis - "Yooooo!" "That is correct, sir!," etc. Nth listeners win when they call in after hearing them... Let listeners come to studio and be the jocks' sidekick for a shift... Make up a roll of stamps featuring the various jocks, send it out in a Punishers' Clearinghouse. They drop off postcards with stamps on them at selected client stores where "Ed McMahon" stand-in (intern) is.

#### National Procrastination Week (7-13)

Promotes the benefits of relaxing by putting off everything that need not be done today until tomorrow. Contact: Les Waas (215) 947-9020.

No rush; I'll come up with some ideas later...

### 7

#### Heavy Medal

In 1918, Pres. Woodrow Wilson authorized the "Distinguished Service" medal, a new bronze, heribboned trinket to be given to U.S. Army personnel for "exceptionally meritorious service."

Make own station medals for "exceptionally meritorious listening," "best attendance at a month's worth of client remotes," etc. Medals give winners free prizes or discounts at client stores... can also be given away and used to attend free concerts, get discounts on specific records, etc.

### 8

#### International (Working) Women's Day

Day that honors women also commemorates female garment and textile workers' protest march in 1857. Officially declared in 1910.

Have jocks sit in for women workers so they can take afternoon off to go on shopping spree... use van to drive women to district, take them out to lunch and drive them home... go to red light district, have jocks "show" their appreciation to those working women.

### 9

#### Panic Day

Run around all day in a panic, telling everyone you can't take it anymore. What makes this different from any other day at the station, we don't know. Contact: Tom or Ruth Roy, (212) 388-8673.

Jocks act panically on-air all day, from hyper-traffic reports ("the 405 is totally off-the-wall, walking would be faster!") to ominous weather reports, etc... on remotes, offer free (mock) tranquilizers... at mall, give away free massages or sensory deprivation tank trips to panicky listeners.

### 10

#### National Women's Get-Away Weekend

A weekend for women to get away by themselves. For some strange reason, incidence of married male drinking rises tenfold. Contact: Laura Baddish (212) 8647-6400.

Offer free getaways to spas, country inns and nice hotels for "lucky" women listeners... "take over" a spa and invite women to go there; have female jocks entertain them, etc... hold "Women-Only" Flappy Hours at clubs or Women-Only midnight sales at hip clothing store.

#### It Seemed To Be A Good Idea At The Time...

In 1876, Alex G. Bell told some clown named Watson to drop by using a contraption called a phone.

Invite listeners to a dept. appliance store where hundreds of cellular phones are in a pile. Call one of the phones. If person can find phone and answer it within a certain number of rings, she/he wins it and other prizes... give away cellular phones with station calls drawn on them.

#### Paper Become Legal And Tender

In 1862, the first paper money was issued in the U.S. - but didn't become legal tender until March 17.

Create station paper money, with jocks as the Presidents. Listeners use them as "money" to get client products/services at discount...

### 11

#### Ub-vun anna-two anna ninety-two...

Bubblemaking bandleader Lawrence Welk woulda been 92 today if he didn't pop his final cork on May 17, 1992

Nth callers win prizes at the sound of bubbles... at a club, hire a big band and invite people to dress "old" and dance to fossil songs while Welk-impersonator jocks lead the band. "Tank you, tank you!"

### 12

#### Calle Ocho

The world's largest block party is held in this Little Havana neighborhood in Miami. The 23-block-long fest attracts a million people. Contact: (305) 644-8888.

Sponsor your own block party; award bash to group of listeners in certain blocks who send in most postcards, call station the most, etc... try to get City Hall to declare it "Block Party Weekend" and take station van to a number of block parties to give away prizes to partygoers who listen to station on their portable radios.

### 13

#### Good Samaritan Involvement Day

Emphasizes the importance of getting involved for those who need help. Started in 1964, after Kitty Genovese was killed in Queens, NY, as 38 neighbors watched and did nothing.

Find local tragedies and encourage listener involvement... honor local good samaritans with prizes and free dinners, etc... have jocks do remotes at locations where they can help out the unfortunate.

### 14

#### Pizza Expo (14-17)

Las Vegas trade show is the site of the Pizzaaaahlympics, where contests are held for making them the fastest, largest and highest. Contact: Gerry Durnell (812) 949-0909

Stage own Pizza Fest, with awards for best tasting, most creative ingredients... celebrity lookalike pizzas... tie in with pizza delivery chain... every nth pizza (your signal number, a la 97th) ordered and delivered will have a prize in it for consumers.

### 15

#### True Confessions Day

Since it's good for your soul, go to work today and tell all. Then do the same at your nearest unemployment office. Contact: Tom or Ruth Roy (212) 388-8673.

Do a "Spill Your Guts" segment, where listeners confide their tackiest secrets on-air... for those who express hidden longings for someone else, send jocks to the other person and tell him/her about the infatuation... create a mobile confessional, take it on remotes and have listeners confess for prizes (while secretly mic'ing them).

#### Beavis & Butt-Head Prez

Seventh President Andrew Jackson, born in 1767, had a rep as a brawler (he killed at least one opponent in countless duels) married and divorced the same woman twice, then ruined tugs and furniture to the tune of thousands of dollars at his inauguration bash.

Get a bunch of junk furniture, put it in a small warehouse and let a winning listener throw an Andrew Jackson "Trash It All" party... at a remote, have listeners bring something elaborate to trash.

### 16

#### "La-la-la, nice layyydeeee!!!"

French-appeal comedian Jerry Lewis is 70 today.

Have Jerry Lewis impersonator sing Top 40 hits... hold a Jerry Lewis telethon; people "donate" requests of Jerry Lewis-sung songs - and jocks cry every time you go to "the toteboard"... come up with ideas for new diseases Lewis should host telethons for, such as Belchomia (loud belching), Nasalese (nose picking), etc.

# NETWORK 40

## MARCH PROMO PLANNER

**17**

### St. Patrick's Day

Celebration that features Irish revelers, drinking green liquid, corned beef, cabbage and singing off-key. And that's a holiday!

### World's Shortest St. Patrick's Day Parade

Less than half-block long route in Maryville, MO shortened every year to set a new record. Contact: (816) 562-9965.

Do an even shorter St. Patrick's Day Parade, consisting of midjets taking one step... or do a parade where everyone goes sideways down the street... have jocks and interns become smallest St. Pat's parade; take them to offices for remote parades.

**18**

### Getting Shick-Faced The First Time

In 1931, Shick Inc. began marketing the first electric razor. First customer: some guy named Sepic.

At a local club, stage a best shaved-legs contest (for men)... best shave given to guys by their girlfriends - blindfolded... play "guess the clippings," where you have to guess what kind of hair was shaved.

**19**

### American Chocolate Week

Salutes the sweet, dark confection. Contact: Susan Smith, (703) 790-5011.

Offer to cover listeners in chocolate for their chocolate-loving loved ones... weirdest chocolate-covered foods taste-off... chocolate sculpture contest... make chocolate molds of selected parts of listeners' bodies.

**20**

### Annual Coffee Cup Washing Day

An excuse for morning people and office workers to wash their coffee cups at least once a year. Contact: (317) 362-8200.

Go to offices and judge "Ugliest/Dirtiest Coffee Cup" contest... give away call-lettered coffee cups at offices personally to any office listening to station when you drop by. Include free coffee and donuts.

### Proposal Day

Men and women are encouraged to propose marriage to their true love on the first day of spring. Must be the slow season for the jewelry and floral businesses. Contact: John Michael O'Laughlin (214) 721-9975.

Offer to drive men to wherever their women are to propose on-air. (If it's a VW van, call it the Love Bug). Do as many in one day as possible and have local news teams tag along... encourage other on-air proposals for first dates - mundane things like buy you a paper or get some coffee.

**21**

### Master Gardener Day

Spotlights the Master Gardener Program, which usually consists of a gardening course and volunteer work. Contact: (219) 426-9904.

Start a communal garden, listeners win plots to grow stuff... recruit listeners to donate to your (and the town's biggest) compost heap, then give the fertilizer away or sell it off for charity... give away flower seeds and start your own flower-planting campaign.

**22**

### National Sing-Out Day

On this, Stephen Sondheim's birthday, sing out your words in conversations instead of speaking them. Contact: Adrienne Sioux Koopersmith (312) 732-5341.

Have jocks sing their liners and their entire stopset; callers win prizes for singing their requests... hold a "Karaoke-stock," prizes for best renditions of songs your station plays... go to stores/restaurants and order food or do business while singing.

### National Goof-Off Day

A day for some good-natured fun and silliness. Contact: Monica A. Dulfour (810) 658-3147.

Jocks call in sick for anyone who goes to remote and goofs off... do remote from a park where you can fly kites, play marbles, etc... have jocks "goof off" on the air... offer to fill in for anyone who comes up with most imaginative excuse for missing work.

**23**

### Near Miss Day

In 1989, a mountain-sized asteroid missed the earth by 500,000 miles - a very close call according to NASA. Yeah, so was Super Bowl XXIX.

For nth caller contests, give prizes to listeners who just miss being the nth caller... stage a "Miss Near Miss" Contest; winner screws up the most things... rig a dunk tank where the person's dunked if the throw is way off-mark.

**24**

### Maple Syrup Festival (24-25)

Wakarusa, IN bash features maple syrup camps, wood carving, sheep shearing, etc. Contact: (219) 862-4344.

Maple syrup wrestling... syrup dipped contestants are rolled in money, peanut shells, dry oatmeal...syrup chugging contest... most creative (and nauseating) uses for syrup - as salad dressing, on tacos, etc..

### Harry Escapes From The Womb!

Legendary escape artist Harry Houdini was born in Budapest, Hungary in 1874.

Have jocks do shift at a remote handcuffed, bound and gagged... give "Houdini Awards" to listeners with tales of how they creatively got out of awful blind dates, audits, traffic tickets, etc.

**25**

### Pecan Day

Anniversary of George Washington planting pecan trees in 1775. While popular in America, pecans are rarely enjoyed by people outside of U.S..

Creative pecan recipe cook-off... use pecans in place of marbles... pecan cracking speed competition... "guess how many pecans in a jar" contest; jar placed at client stores where they can register their guesses.

### Gutzon Borglum, About Face!

American sculptor who created the Mt. Rushmore extravaganza was born in 1867.

"Mt. Station-more" competition. Using foodstuffs like chopped liver, cottage cheese or guacamole, listeners sculpt faces of morning show or other jocks... give away prize to listener who answers trivia question as to just who the hell Gutzon is.

**26**

### Make Up Your Own Holiday Day

The name pretty much says it all. Contact: Tom or Ruth Roy (212) 388-8673.

Recruit listeners suggestions, choose the nuttiest one... throw a "Make Your Own Holiday's Eve" Party... change the official holiday for each daypart... do remotes, give out T-shirts and party favors to celebrate in offices, restaurants, stores (a "Make Your Own Holiday" sale), etc.

**27**

### "Happy Royalties" To Patty

In 1868, Patty Smith Hill was born. The school teacher/author wrote the lyrics of the song, "Good Morning To All," which later became "Happy Birthday To You" in 1924.

Have jocks do a "birthday crawl" where they go to restaurants to sing "Happy Birthday" to anyone celebrating it. Can do it for at-work lunch hours, at listeners' workplaces, all day long... take along a listener who sings the most off-the-wall, colorful version of "Happy Birthday To You," be it operatic or Vegas loungey.

**28**

### "Hair" Grows On Us

In 1969, the original production of "Hair" debuted on Broadway. The anti-establishment play gave us, among other things, a (gaspl) nude scene and a hit single for the Cowbills. For this, we should all be sooooo ashamed.

Do a '60s nostalgia airshift with appropriate Oldies and jock rap... At a local club, hold a '60s fashion show and a be-in (call it a "KXXX Listen-in")... do a "nude scene" airshift in the studio... stage a hippie-attired protest march against war toys, war songs or Sgt. Barry Sadler in a busy downtown street.

### Organize Your Home Office Day

Sets aside one day of the year to straighten out your home office. Contact: Lisa Kanarek, (214) 361-0556.

Take the van out and do home office inspections for prizes... offer free temp secretaries for people who work at home... send a guy with a water cooler and a dozen donuts, along with station staff, to hang out and talk during breaks.

**29**

### And On The First Show, They Laughed

In 1986, the first Comic Relief was held. Bet'cha didn't know comics had it so hard, did'ja?

Have listeners mail their best jokes to studio, tell them over the air for donations to hunger/homeless organizations... hold benefit jock-a-thons at client clubs... amateur comic talent contest...give prizes to any listener who calls in after hearing a drop of Harry singing -- oops! That's Comick relief!

**30**

### Pin The Ear On The Van Gogh

The Ft. Wayne, IN Museum Of Art blindfolds contestants and has them pin an ear on a portrait of birthday boy Vinnie. Can you think of anything better to do in Ft. Wayne?

Put some prizes on a wall and play "Pin The (whatever) On The Prize;" whatever the contestants pin, they win... play "Pin The Gag On The Jock's Mouth"... or "Pin The Foot In Any Republican Congressman's Mouth"... "Pin The Mouth on Marlee Matlin" or for the truly tasteless, "Pin The Head On Nicole's Neck."

**31**

### Bunsen Burner Day

Honors Robert Wilhelm Eberhard von Bunsen, inventor of said instrument.

Bunsen burner cook-off... get some cheap disposable lighters, throw your station logo on them and give 'em away as "the world's first portable bunsen burners"... or buy some matches, print your logo on them and give away rare "Prehistoric bunsen burners."

### A Really Hot Guitarist

In 1967, Jimi Hendrix burned his first guitar in a Finsbury Park, London concert. Which raised the eternal question: Can you bronze ashes?

Stage a cook-out barbecue using listeners' novel items as firewood. Picture people toasting marshmallows over a burning sofa, black velvet Elvis painting, O.J. Simpson exercise videos... fastest burning contest where contestants use magnifying glass to burn stuff.

## MARCH

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

# MUSIC MEETING

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

### LIVE

"Lightning Crashes"

(RADIOACTIVE)

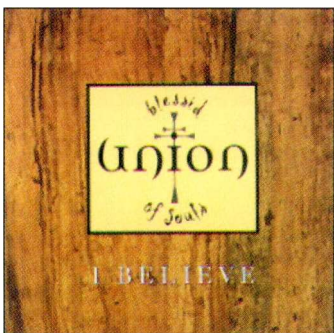
Hailing from Alternative, the third release from Live is another multi-format smash. Already over 1,000 Plays Per Week on *Network 40's* X chart, this tune is supported by Stress rotation on MTV and an upcoming *Unplugged* performance.

### BLESSID UNION OF SOULS

"I Believe"

(SBK/EMI RECORDS)

The debut track from this new act has generated the biggest buzz in nearly a year. Truly a polished ballad with riveting lyrics, radio demanded the official release after "I Believe" had phenomenal success wherever it was played, including Q102, WNCI, WAPE, WVAQ and many more. Also featured on *Network 40's* CD Sampler #76.



BLESSID UNION OF SOULS

### BONNIE RAITT

"You Got It"

(ARISTA)

An uptempo catchy tune from the queen of slide guitar, this is the first release from the *Boys On The Side* soundtrack. The Roy Orbison remake will explode at Top 40 and A/C; it's a no-miss hit.

### FIREHOUSE

"I Live My Life For You"

(EPIC)

This love ballad brings the Rock quartet back into the forefront again. Pulling at the female heartstrings in much the same way as their monster hit, "Love Of A Lifetime," did a couple of years ago, this North Carolina band strikes the bull's-eye with a mass-appeal smash.

### SIMPLE MINDS

"She's A River"

(VIRGIN)

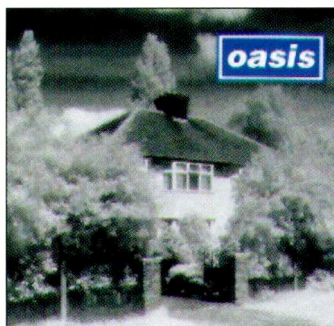
The long-awaited Simple Minds track is finally here! Uptempo and accessible, hooky and infectious, this song is a ticking time bomb, ready to blow up. It already has on *Network 40's* X chart, garnering over 1,300 Plays Per Week. Every format but Polka should make room immediately for this hit.

### OASIS

"Live Forever"

(EPIC)

By far their best track to date, Oasis spins off an accessible smash that should readily be embraced by Top 40 radio. Reminiscent of the Pop hooks by The Beatles, "Live Forever" has a huge Alternative base – Top 5 on *Network 40's* X chart.



OASIS

### TOM JONES

"I Wanna Get Back With You"

(INTERSCOPE/AG)

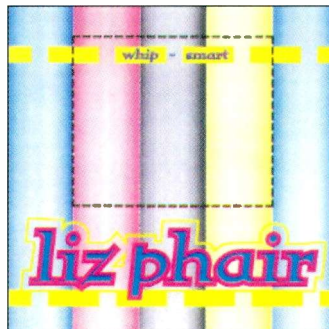
The comeback of this superstar continues with a great follow-up number to "If I Only Knew." Some programmers are calling this the best track on the album, and for good reason. Jones is accompanied by female soloist Tori Amos on the track that was written by the masterful Dionne Warren.

### LIZ PHAIR

"Whip-Smart"

(MATADOR/ATLANTIC/AG)

This grassroots track has picked up over 500 Plays Per Week on *Network 40's* X chart and continues to gain momentum. Crossing into the Mainstream circuit with a healthy Alternative base, the smooth track is a must for cutting edge radio.



LIZ PHAIR

### CRYSTAL WATERS

"What I Need"

(MERCURY)

Following on the heels of one of the biggest tracks of 1994, "100% Pure Love," this funky diva spins off another uptempo

Dance groover. Debuting last week on *Network 40's* Street Chart at #37, the timing is perfect for this one-listen number.

### FOREIGNER

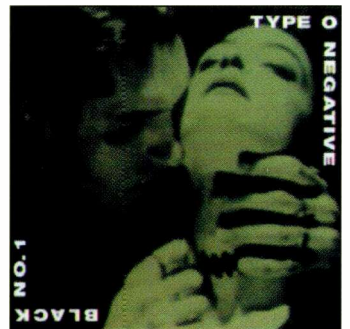
"Until The End Of Time"

(RHYTHM SAFARI/PRIORITY)

This soft ballad is classic Foreigner. Proving they can span two decades and continue to crank out the hits, this release will work well at Top 40 after laying a foundation at A/C for weeks.

### FORWARD MOTION

BUZZIN': Cutting edge radio has been watching and spinning a track from Type O Negative called "Black No.1" (Roadrunner). The release has



TYPE O NEGATIVE

spawned interest at 99X, WDRE and many other leading stations. A total reactionary record for Top 40 airplay, give it a shot at night. Don't give up on All-4-One's "(She's Got) Skillz" (Blitzz/Atlantic/AG). Atlantic has shipped a special re-service to Top 40 radio after big rotations at B96, KHKS, WZJM, KJYO, WGTZ and more. Don't be surprised if the groover resurfaces in sales in your market.

— John Kilgo



**NETWORK 29-21\* 37-19\* Billboard Mainstream Monitor**  
**#22 SoundScan Album Chart 3 Million Sales!**

**MORE NEW ADDS THIS WEEK:**

Power Pig KFTZ KLBQ WMGI WMXZ WNCI KQHT WQIC KYVA

**ON OVER 180 TOP 40 STATIONS:**

WZPL 43 Plays  
 WIOQ 33 Plays  
 KUTQ 29 Plays  
 WKTJ 27 Plays  
 WGTZ 22 Plays  
 WFLY 18 Plays  
 WFLZ 12 Plays

WAYV 38 Plays  
 WKSE 32 Plays  
 WERZ 29 Plays  
 KISF 26 Plays  
 WZEE 22 Plays  
 WAPE 16 Plays  
 WHYT 12 Plays  
 WEDJ 8 Plays

WVIC 36 Plays  
 WXLK 31 Plays  
 WNTQ 29 Plays  
 WPLJ 25 Plays  
 WZJM 21 Plays  
 KRBE 15 Plays  
 WXXL 12 Plays

KMXV 36 Plays  
 WBSS 31 Plays  
 KRQQ 29 Plays  
 WEZB 24 Plays  
 WNOK 19 Plays  
 WDJX 15 Plays  
 WDCG 10 Plays  
 Z100 5 Plays

WPRO 35 Plays  
 WSTR 29 Plays  
 Q106 28 Plays  
 WKBQ 26 Plays  
 WPXY 19 Plays  
 WKSS 15 Plays  
 KKFR 9 Plays

**MELISSA ETHERIDGE**  
**"If I Wanted To"**

The new single from  
 the double platinum album  
**Yes I Am**



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 Management: William J. Leopold for NFL Management  
 BANG ZOOM!



# A/C CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 <b>EAGLES.</b> Love Will Keep Us Alive (Geffen)	4236	4595	5040
2 <b>MADONNA.</b> Take A Bow (Maverick/Sire/WB)	3395	3975	4616
3 <b>VANESSA WILLIAMS.</b> The Sweetest Days (Wing/Mercury)	4232	4382	4353
4 <b>BOYZ II MEN.</b> On Bended Knee (Motown)	3437	3748	4064
5 <b>AMY GRANT &amp; VINCE GILL.</b> House Of Love (A&M)	3291	3452	3511
6 <b>DES'REE.</b> You Gotta Be (550 Music/Epic)	2440	2858	3295
7 <b>RICHARD MARX.</b> Nothing Left Behind Us (Capitol)	3038	3205	3262
8 <b>MARTIN PAGE.</b> In The House Of Stone And Light (Mercury)	2008	2681	3223
9 <b>JON SECADA.</b> Mental Picture (SBK/EMI Records)	2595	2783	3142
10 <b>MELISSA ETHERIDGE.</b> I'm The Only One (Island)	2820	2838	2617
11 <b>LUTHER VANDROSS.</b> Always And Forever (LV/Epic)	2277	2604	2616
12 <b>BON JOVI.</b> Always (Mercury)	2351	2326	2227
13 <b>PATTY SMYTH.</b> Look What Love Has Done (MCA)	1397	1768	2122
14 <b>HOOTIE &amp; THE BLOWFISH.</b> Hold My Hand (Atlantic/AG)	1527	1860	2048
15 <b>BOYZ II MEN.</b> I'll Make Love To You (Motown)	2418	2276	2038
16 <b>4 P.M.</b> Sukiyaki (Next Plateau/Island)	1294	1758	1971
17 <b>GLORIA ESTEFAN.</b> Everlasting Love (Epic)	468	1186	1769
18 <b>STING.</b> When We Dance (A&M)	2310	1913	1639
19 <b>HUEY LEWIS &amp; THE NEWS.</b> Little Bitty Pretty One (Elektra/EEG)	1302	1483	1601
20 <b>STEVE PERRY.</b> Missing You (Columbia)	1911	1643	1486
21 <b>JON SECADA.</b> If You Go (SBK/EMI Records)	1722	1500	1444
22 <b>ELTON JOHN.</b> Circle Of Life (Hollywood)	1589	1516	1397
23 <b>GLORIA ESTEFAN.</b> Tum The Beat Around (Epic)	2056	1587	1351
24 <b>JOSHUA KADISON.</b> Picture Postcards From L.A. (SBK/EMI Records)	1900	1647	1347
25 <b>CELINE DION.</b> Only One Road (550 Music/Epic)	1805	1566	1346
26 <b>TOM PETTY.</b> You Don't Know How It Feels (WB)	1017	1183	1259
27 <b>JOHN MELLENCAMP.</b> Wild Night (Mercury)	1179	1165	1163
28 <b>JOHN WAITE.</b> How Did I Get By Without You (Imago)	393	747	1110
29 <b>BOB SEGER &amp; THE SILVER BULLET BAND.</b> In Your Time (Capitol)	1171	1241	1063
30 <b>HUEY LEWIS &amp; THE NEWS.</b> But It's Alright (Elektra/EEG)	1126	1089	1053
31 <b>MELISSA ETHERIDGE.</b> Come To My Window (Island)	1116	1166	1025
32 <b>BONNIE RAITT.</b> You Got It (Arista)	126	153	1000
33 <b>MADONNA.</b> Secret (Maverick/Sire/WB)	1457	1285	998
34 <b>MICHAEL BOLTON.</b> Once In A Lifetime (Columbia)	1517	1225	997
35 <b>AMY GRANT.</b> Lucky One (A&M)	1247	1108	996
36 <b>SHERYL CROW.</b> All I Wanna Do (A&M)	1435	1083	919
37 <b>SHERYL CROW.</b> Strong Enough (A&M)	624	855	908
38 <b>ANITA BAKER.</b> I Apologize (Elektra/EEG)	633	848	856
39 <b>WET WET WET.</b> Love Is All Around (London/Island)	757	800	812
40 <b>TONI BRAXTON.</b> You Mean The World To Me (LaFace/Arista)	862	750	766

BULLETS INDICATE INCREASED AIRPLAY

# HOT NOTES

**NOT-SO-SUPER BOWL:** We saw this one coming... the most anticlimactic "game" in years... '95's Super Bowl didn't come close to living up to its name. Except for one - no, *two* - things. The pluses? It was played on my old stomping grounds - beautiful southern Florida. But the real plus came for KIOI San Francisco.

**FIGHTIN' WORDS:** San Diego Charger football fans hardly looked kindly at the pro-49'er TV spots that aired on three local TV stations, courtesy of KIOI San Francisco. The commercial featured KIOI's morning man **Don Bleu** offering advice to the San Diegans about how to be a Super Bowl town... about how proud he and San Franciscans were of their *little* friend. Displaying a fistful of Super Bowl rings, Bleu advised them to accessorize, before he realized the discrepancy and said, "That's right, you don't have any of *these* yet." KIOI's stunt gave them huge amounts of exposure and clogged long-distance phone and fax lines. It also gave the air staff enough material to last through game time without getting stale. Coming soon to a *Network 40* near you: an interview with KIOI PD Angela Perelli.

**CALL LETTERS IN YOUR FACE:** Taking advantage of giant sporting events in your area can boost ratings and provide free exposure. How many sets of radio station call letters did you see in the overdose of reports about the Super Bowl or during the event itself? **WHYI** Miami received free exposure on CNN; **WZTA** Miami got national exposure just by giving away T-shirts. Another example of taking advantage of sporting events in your area is **KSSK** Honolulu. Just by supporting the Hawaii surfing team, they've scooped out the likes of the BBC for the ASP award, which is presented annually in recognition of superb radio coverage.

**HOT MOVE OF THE WEEK:** Mark Hamlen is leaving **WBEB** Philadelphia to program *Country WWW* Detroit (his hometown). Which prompts us to ask: Will **MD Erik West** move into the vacant chair or will management shop around? **KDMX** Dallas just bid adieu to PD Rob Roberts.

Make sure your call letters are noticed on Mondays, fax your Plays Per Week list by 5 pm. And don't forget to give me a buzz with any station news or hot promotions at 1-800-443-4001.

## COMING YOUR WAY FEBRUARY 6, 1995

### FIREHOUSE "Live My Life For You" (EPIC)

Welcome to the power ballad of the year. This can't-miss track comes equipped with an LP and acoustic versions. There will be no excuses for missing this one, kids.

### FREDDY JOHNSTON "Bad Reputation" (ELEKTRA/EEG)

This songwriter has received nothing but rave reviews by listeners and critics alike. Already getting 3,475 PPW on the *Network 40's* Black Page, it's the perfect foundation for an A/C crossover.

### FOREIGNER "Until The End Of Time" (RHYTHM SAFARI/PRIORITY)

Already on over 40 A/C stations out-of-the-box, the classic sound from Lou Gramm and company is headed directly for smash status.

### SOPHIE B. HAWKINS "As I Lay Me Down" (COLUMBIA)

This unique mid-tempo track offers the perfect sound for Adult radio. With music and lyrics written by Sophie B. this is a staple track... especially for females.

- Kristen Guarino

## accelerated airplay

1 <b>BONNIE RAITT.</b> You Got It (Arista)	+847
2 <b>MADONNA.</b> Take A Bow (Maverick/Sire/WB)	+641
3 <b>GLORIA ESTEFAN.</b> Everlasting Love (Epic)	+583
4 <b>MARTIN PAGE.</b> In The House Of Stone And Light (Mercury)	+542
5 <b>EAGLES.</b> Love Will Keep Us Alive (Geffen)	+445

## most added

1 <b>BONNIE RAITT.</b> You Got It (Arista)	74
2 <b>FOREIGNER.</b> Until The End Of Time (Rhythm Safari/Priority)	41
3 <b>GLORIA ESTEFAN.</b> Everlasting Love (Epic)	22
4 <b>JOHN WAITE.</b> How Did I Get By Without You (Imago)	19
5 <b>MANHATTAN TRANSFER.</b> Let's Hang On (Atlantic/AG)	18

# FOREIGNER

2ND MOST ADDED  
...EVERYWHERE!

250 SPINS FIRST DAY OUT!

WMMR	KSHE	KYYS	KDKB	KLAQ
KMOD	KNCN	KSTP	KRXQ	KXUS
WAPL	WAXQ	WBAB	WCCC	WCMF
WDHA	WGBF	WHCN	WHTF	WIZN
WKQQ	WONE	WPDH	WPLR	WPYX
WRCX	WRDU	WTPA	WTUE	

AND 62 MORE...

# Under The Gun



PRIORITY  
RECORDS

©1995 Rhythm Safari

## STREETCHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 <b>TLC.</b> Creep (LaFace/Arista)	2674	2710	<b>2711</b>
2 <b>BOYZ II MEN.</b> On Bended Knee (Motown)	2780	2763	<b>2461</b>
3 <b>BLACKSTREET.</b> Before I Let You Go (Interscope/AG)	2051	2140	<b>2172</b>
4 <b>MADONNA.</b> Take A Bow (Maverick/Sire/WB)	1670	1885	<b>2010</b>
5 <b>REAL MCCOY.</b> Another Night (Arista)	1879	1851	<b>1849</b>
6 <b>BROWNSTONE.</b> If You Love Me (MJJ Music/Epic)	1171	1479	<b>1732</b>
7 <b>BRANDY.</b> I Wanna Be Down (Atlantic/AG)	2093	1925	<b>1731</b>
8 <b>CORONA.</b> The Rhythm Of The Night (Eastwest/EEG)	1799	1829	<b>1600</b>
9 <b>INI KAMOZE.</b> Here Comes The Hotstepper (Columbia)	2085	1882	<b>1490</b>
10 <b>IMMATURE.</b> Constantly (Silas/MCA)	1056	1226	<b>1256</b>
11 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA)	569	1003	<b>1251</b>
12 <b>N II U.</b> I Miss You (Arista)	1110	1185	<b>1190</b>
13 <b>K-CI HAILEY.</b> If You Think You're Lonely Now (Mercury)	1110	1138	<b>1098</b>
14 <b>JADE.</b> Every Day Of The Week (Giant)	1309	1198	<b>1072</b>
15 <b>TLC.</b> Red Light Special (LaFace/Arista)	798	835	<b>1032</b>
16 <b>4 P.M.</b> Sukiyaki (Next Plateau/Island)	1150	1093	<b>1024</b>
17 <b>DES'REE.</b> You Gotta Be (550 Music/Epic)	901	847	<b>917</b>
18 <b>BRANDY.</b> Baby (Atlantic/AG)	440	685	<b>886</b>
19 <b>JANET JACKSON.</b> You Want This (Virgin)	1163	1044	<b>852</b>
20 <b>TONI BRAXTON.</b> I Belong To You (LaFace/Arista)	972	991	<b>798</b>
21 <b>MARY J. BLIGE.</b> I'm Goin' Down (Uptown/MCA)	465	569	<b>797</b>
22 <b>REAL MCCOY.</b> Run Away (Arista)	364	512	<b>660</b>
23 <b>BOYZ II MEN.</b> Water Runs Dry (Motown)	403	566	<b>653</b>
24 <b>CECE PENISTON.</b> Keep Givin' Me Your Love (Columbia)	398	530	<b>599</b>
25 <b>ZHANE'.</b> Shame (Hollywood/Jive)	951	854	<b>581</b>
26 <b>ANDRU DONALDS.</b> Mishale (Metro Blue/Capitol)	560	589	<b>575</b>
27 <b>LIL SUZY.</b> Promise Me (Metropolitan)	463	540	<b>572</b>
28 <b>CHANGING FACES.</b> Foolin' Around (Big Beat/Atlantic/AG)	689	623	<b>567</b>
29 <b>TEVIN CAMPBELL.</b> Don't Say Goodbye Girl (Qwest/WB)	664	647	<b>550</b>
30 <b>2 UNLIMITED.</b> Get Ready For This (Radikal/Critique)	551	557	<b>545</b>
31 <b>CRYSTAL WATERS.</b> 100% Pure Love (Mercury)	536	532	<b>530</b>
32 <b>BOYZ II MEN.</b> I'll Make Love To You (Motown)	773	617	<b>522</b>
33 <b>BON JOVI.</b> Always (Mercury)	612	591	<b>518</b>
34 <b>CRYSTAL WATERS.</b> What I Need (Mercury)	341	467	<b>481</b>
35 <b>NOTORIOUS B.I.G.</b> Big Poppa (Bad Boy/Arista)	256	441	<b>478</b>
36 <b>WILLI ONE BLOOD.</b> Whiney, Whiney (What Really Drives Me Crazy) (RCA)	518	548	<b>470</b>
37 <b>ADINA HOWARD.</b> Freak Like Me (Eastwest/EEG)	126	274	<b>467</b>
38 <b>VANESSA WILLIAMS.</b> The Sweetest Days (Wing/Mercury)	506	556	<b>440</b>
39 <b>69 BOYZ.</b> Tootsee Roll (Downlow/Rip-It)	521	492	<b>438</b>
40 <b>LIVIN' JOY.</b> Dreamer (MCA)	303	366	<b>416</b>

BULLETS INDICATE INCREASED AIRPLAY

## RHYTHMINATION

**IS THIS THE WAY TO END IT?** It's still a good reason to throw a party. We may never get a good game out of the AFC, but isn't it a fabulous way to score some cool nightclub and big-screen TV accounts? The greatest hits of Super Bowl parties can be seen on the picture page, but the trading of afternoon jocks Rick Chase at KMEL San Francisco for Nick Monroe at Z90 San Diego last Thursday was our favorite highlight (see Page 6). In the final analysis, outside of the Pepsi spots, it was wasted airfare for Nick.

**THAT'S ONE WAY TO DO IT:** The angst and stomach acid created by an artist showcase is something every programmer has experienced. If there were only some way of guaranteeing a loving crowd, good weather, plentiful parking and no security problems. WHJX Jacksonville has an answer to this age-old concern. Booking a concert featuring the talented, up-and-coming N II U to follow a state championship basketball game is a good trick. A throng of 10,000 is expected for the game, many of which will hang around for the show. Converting hoop fans to enjoy the likes of N II U is no problem once they hear "I Miss You." If we could only distribute diaries inside game programs, we'd have all the angles covered.

**ENOUGH ABOUT SPORTS:** The party to celebrate the coming out of Montel Jordan attracted a hip crowd to Johnny Depp's Bar One in Beverly Hills. Backed by the capable Y?N-Vee, Montel's record appears to be a smash. The usual suspects included Morales & Charlie from Power, Lucy Barragan and the lovely Leilani from Q-105, the engaged one, Sonia Jimenez of KGGI Riverside and a rare appearance by her boss Carmy Ferrari. Marthe Reynolds of Island Records, who came west for the adventure, was a fabulous hostess. It was a fairly calm affair as these things go, save the recently departed staff of another magazine toasting well into the evening. Look for Montel's single to drop in the next month.

**MORNING BECOMES ECLECTIC:** Congratulations go out to Baltazar, who left his top-rated night show at Hot 97 New York to do mornings at WJMN Boston. The appointment comes after an "exhaustive search," which strangely enough, didn't begin at the #1 market in the country.

**YES, I THINK WE KNOW:** The American Music Awards rolled out the A list of performers this year. Madonna, Babyface and The Artist Formerly Known As Prince all wowed the crowd. In the final analysis, the acceptance speech of Snoop Doggy Dogg stole the show. While the audience listened to the well-chosen words our award winner had prepared for the occasion, Snoop worried that we were paying attention. In the 30 seconds allotted, he uttered "Do you know what I'm saying" no less than five times. Refer to Snoop's concern for the welfare of his fellow man the next time someone claims Rap music has no social conscience.

- Stephen Meade

### accelerated airplay

1 <b>BROWNSTONE.</b> If You Love Me (MJJ Music/Epic)	+253
2 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA)	+248
3 <b>MARY J. BLIGE.</b> I'm Goin' Down (Uptown/MCA)	+228
4 <b>BRANDY.</b> Baby (Atlantic/AG)	+201
5 <b>TLC.</b> Red Light Special (LaFace/Arista)	+197

### most added

1 <b>LONDONBEAT.</b> Come Back (Radioactive)	9
2 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA)	7
3 <b>KEITH MARTIN.</b> Never Find Someone Like You (Columbia)	6
3 <b>REAL MCCOY.</b> Run Away (Arista)	6
3 <b>SUBWAY F/702.</b> This Lil' Game We Play (Biv 10/Motown)	6



# ADINA HOWARD FREAK LIKE ME

It's no secret – you've  
never had a freak like this.

The premiere single and video  
from the forthcoming debut album

**Do You Wanna Ride.**

Produced by Mass Order for Double Lady Productions  
Executive Producers: Max Gousse, Gerry Griffith, Roger Romain, Livio Harris  
Management: Biggie Management, New York/Los Angeles

KMEL  
KZFM

Hot97  
WZJM  
WHHH

Z90  
Power Pig  
WJIS

**Freakin' At:**  
WGTZ WPGC  
KIKI WHJX  
KLUC KZHT

WERQ 43 Plays

WJMH 49 Plays  
KBXX 31 Plays

**Over 500 Plays:**  
WJMN 44 Plays  
WWKX 30 Plays

Baltimore #10  
Boston #14

**Debut Single Sales:**  
D.C. #4 Phoenix #17  
Norfolk #10 Providence #12

**Early Research!**

**92Q - Already Top 20!**  
Phones: KBXX-#10  
WJMN-#10  
92Q-#25

**R/C Monitor Debut #25**



**Top 10 Requests**



eastwest records america



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# CROSSOVER <sup>TM</sup>

## NONCE "Mix Tapes"

(WB/AMERICAN)

A song about the joys of the free enterprise system at work - kids selling mix tapes. Many people have encountered the buying and selling of these items in the past; now we are being taxed for it. A legitimate smash on Power 106 and The Beat. Savor the many remixes including one from Nick V. of the Baka Boyz.



NONCE

## 95 SOUTH "Rodeo"

(DOWNLOW/RIP-IT)

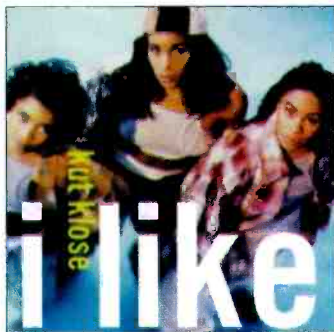
A great burst of energy that can't help

but remind us of "Tootsie Roll." The immediate attention of stations throughout the West tells us this could really blow up. The sample of the Cheryl Lynn pitched up to about +8 keeps it moving. A must for stations searching for uptempo material.

## KUT KLOSE "I Like"

(KEIA/ELEKTRA/EEG)

An ultra-smooth ballad that is making quiet noise on slow jam shows. The feeling is positive and the arrangement is lush; Kut Klose carries the vocals with an elegant poise. Look for the story to grow quickly from the Urban side.



KUT KLOSE

## SLICK RICK "Sittin' In My Car"

(DEF JAM/ISLAND)

Another part of the "Free Slick Rick" campaign. Have you got your T-shirt? What you see is what you get with Rick, mad rhymes and a smooth bi-coastal beat. Look for the sales to offset legal fees. Early interest from radio and video on this track.

## EVERYTHING WE FORGOT EARLIER:

The award show with the cool logo had a few surprises. The stars came out en masse on a Monday night. Tom Jones made a great emcee, but the artist-we-don't-know-what-the-hell-to-call stole the show. If you loved the "Purple Medley" and believe it would enhance the airwaves of your station, Greg Lee at the bunny says call your local WB rep for a copy... A good buzz from the people at Island on the Montel Jordan track, "This is How We Do It" (PMP/Island/ral). Montell stands above the crowd (at 6' 7") with a disk the label

has been setting up for the last six months. A tip from Michael Martin this week: KYLD may be hitting it soon. The record has a good-time party feel with a positive message. There's just not enough of this type of music... The anticipation of the Diana King album, *Tougher Than Love* (The Work Group), is growing. Stations already playing with the single, "Shy Guy," will delight to hear the edited version appearing on *Network 40 CD #77*. Other tracks worth a listen include Black Roses and the title cut, "Tougher Than Love"...The "Cotton Eye Joe," long a dance-floor favorite for the Country set is being retooled for the '90s. The Rednex, a Swedish group, has been breaking European airplay and sales records with the track. A fusion of Country and Pop that is packing dance floors in San Antonio, Dallas and Chicago; "Cotton Eye Joe" (Zomba/Jive) will blow your listeners' minds. This could create some very interesting clothing trends; can you wear a cowboy hat backwards?

—Stephen Meade

## GREG BRADY WHJX Jacksonville

Keith Murray "Never Find Someone Like You"  
Subway "This Lil' Game We Play"  
Boyz II Men "Water Runs Dry"

## CAT THOMAS KLUC Las Vegas

Real McCoy "Run Away"  
Boyz II Men "Water Runs Dry"  
Brandy "Baby"

## MICHAEL MARTIN KYLD "Wild 107" San Francisco

Keith Martin "Never Find Someone Like You"  
Montel Jordan "This Is How We Do It"  
4 P.M. "Lay Down Your Love"

## MARK ADAMS KBOS "B95" Fresno

Subway "This Lil' Game We Play"  
Max-A-Million "Fat Boy"  
Spanish Fly "Daddy's Home"

## PETE JONES KHTN Modesto

Notorious B.I.G. "Big Poppa"  
Keith Martin "Never Find Someone Like You"

## on the TIP <sup>TM</sup>

## DJZX WPGC Washington D.C.

Lotu "What I'm After"  
Keith Murray "Get Lifted"  
Sham and The Professor "Lights Goin' Out"

## KOZMAN KKXX Bakersfield

Gillette "Mr. Personality"  
Keith Martin "Never Find Someone Like You"  
Newton "Sky High"

## MARK MEDINA KWIN Stockton

Fun Factory "Close To You"  
Livin' Joy "Dreamer"  
Real Mc Coy "Run Away"

## MC BOOGIE D KJYK Tucson

Subway "This Lil' Game We Play"  
Keith Martin "Never Find Someone Like You"  
Channel Live "Mad Izm"

## DAN WATSON KSIQ Imperial Valley

Mary J. Blige "I'm Goin' Down"  
Spanish Fly "Daddy's Home"  
Fun Factory "Close To You"

## BOBBY SATO KPSI Palm Springs

Willi One Blood "Whiney, Whiney (What Really Drives Me Crazy)"  
Gillette "Mr. Personality"  
Notorious B.I.G. "Big Poppa"

## CHARLIE MAXX KZFM Corpus Christi

Keith Martin "Never Find Someone Like You"  
Newton "Sky High"  
Subway "This Lil' Game We Play"

## SONIA JIMENEZ KGGI "99 One" Riverside

Whigfield "Saturday Night"  
Spanish Fly "Daddy's Home"  
Subway "This Lil' Game We Play"

## SCOTT WHEELER WHHH "Hoosier 96" Indianapolis

Subway "This Lil' Game We Play"  
Max-A-Million "Fat Boy"  
Keith Murray "Never Find Someone Like You"

## CHARLES CHAVEZ KTFM San Antonio

Tricia Covington "(Why You Wanna) Play Me Out"  
4 P.M. "Lay Down Your Love"  
Subway "This Lil' Game We Play"

## HURRICANE SHANE KBFM "B104"

McAllen/Brownsville  
Roula "Lick It"  
Max-A-Million "Fat Boy"  
Blessid Union Of Souls "I Believe"

## MICHAEL NEWMAN KDON Salinas/Monterey

Adina Howard "Freak Like Me"  
Keith Martin "Never Find Someone Like Me"  
Raphael Saadiq "All I Ask"

# TA•DOW, adj:\*

1. After four weeks of full-time play, TADOW! Strong phones, research and sales! It's a hit in H-Town!

Ref: *Greg Head, MD KBXX*

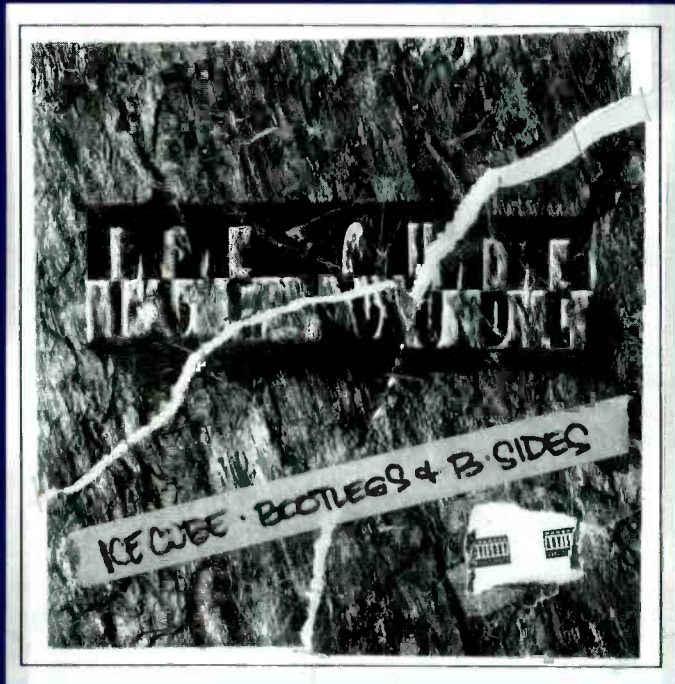
2. Top-5 call-out, Top-10 phones! Ice Cube has crossed over to become a Mainstream artist. What can you do? ...You can play it!

Ref: *Michelle Santosuosso, PD KMEL*

3. First day, actual O.J. trial expletive: TADOW!

Ref: *Christopher Darden, O.J. Trial Prosecution Attorney*

.....



#17 Most Played  
#14 Most Requested

DEBUT 37\*  
RHYTHM CROSSOVER  
MONITOR

## Ice Cube

*"What Can I Do?"*

### \*SEE ALSO:

HOT97	KBXX	KPWR	KKBT	KMEL	WPGC AM
KPSI	KWIN	KGGI	FM102	Z90	
KYLD	WJMH	KJYK	KKSS	KBXX	

## V CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
<b>1</b> GREEN DAY. When I Come Around (Reprise)	1968	1865	<b>1847</b>
<b>2</b> THE STONE ROSES. Love Spreads (Geffen)	1461	1519	<b>1627</b>
<b>3</b> PEARL JAM. Better Man (Epic)	1731	1705	<b>1558</b>
<b>4</b> OASIS. Live Forever (Epic)	1262	1447	<b>1494</b>
<b>5</b> BUSH. Everything Zen (Trauma/Interscope/AG)	1303	1441	<b>1428</b>
<b>6</b> OFFSPRING. Gotta Get Away (Epitaph)	1318	1344	<b>1374</b>
<b>7</b> PORTISHEAD. Sour Times (GO! Discs/London)	1210	1312	<b>1356</b>
<b>8</b> SIMPLE MINDS. She's A River (Virgin)	937	1212	<b>1313</b>
<b>9</b> LIVE. Lightning Crashes (Radioactive)	562	906	<b>1204</b>
<b>10</b> THE CRANBERRIES. Ode To My Family (Island)	965	1137	<b>1198</b>
<b>11</b> WEEZER. Buddy Holly (DGC)	1458	1401	<b>1159</b>
<b>12</b> SHERYL CROW. Strong Enough (A&M)	771	990	<b>1151</b>
<b>13</b> NIRVANA. The Man Who Sold The World (DGC)	842	1042	<b>1129</b>
<b>14</b> THE FLAMING LIPS. She Don't Use Jelly (WB)	1174	1170	<b>1107</b>
<b>15</b> R.E.M. Bang And Blame (WB)	1520	1390	<b>1015</b>
<b>16</b> LETTERS TO CLEO. Here And Now (Giant)	702	885	<b>969</b>
<b>17</b> STONE TEMPLE PILOTS. Unglued (Atlantic/AG)	796	883	<b>939</b>
<b>18</b> PEARL JAM. Corduroy (Epic)	818	859	<b>904</b>
<b>19</b> COLLECTIVE SOUL. Gel (Atlantic/AG)	446	662	<b>851</b>
<b>20</b> THROWING MUSES. Bright Yellow Gun (Sire/Reprise)	597	723	<b>769</b>
<b>21</b> VERUCA SALT. Number One Blind (Minty Fresh/DGC)	577	728	<b>749</b>
<b>22</b> LIZ PHAIR. Whip-Smart (Matador/Atlantic/AG)	511	547	<b>669</b>
<b>23</b> SPONGE. Plowed (Chaos)	272	461	<b>665</b>
<b>24</b> NINE INCH NAILS. Piggy (Nothing/TVT/Interscope/AG)	826	755	<b>595</b>
<b>25</b> BELLY. Now They'll Sleep (Sire/Reprise)	20	239	<b>592</b>
<b>26</b> THE THE. I Saw The Light (Sony 550 Music)	86	474	<b>571</b>
<b>27</b> ASS PONYS. Little Bastard (A&M)	366	510	<b>553</b>
<b>28</b> SARAH McLACHLAN. Hold On (Arista)	366	434	<b>530</b>
<b>29</b> ALICE IN CHAINS. Got Me Wrong (Chaos/Columbia)	578	637	<b>527</b>
<b>30</b> SOUNDGARDEN. Fell On Black Days (A&M)	554	480	<b>493</b>
<b>31</b> BAD RELIGION. 21st Century (Digital Boy) (Atlantic/AG)	816	682	<b>452</b>
<b>32</b> HOLE. Violet (DGC)	271	307	<b>423</b>
<b>33</b> WOLFGANG PRESS. Going South (4AD/WB)	177	310	<b>404</b>
<b>34</b> DAVE MATTHEWS BAND. What Would You Say (RCA)	356	416	<b>397</b>
<b>35</b> RANCID. Roots Radical (Epitaph)	558	514	<b>396</b>
<b>36</b> MAZZY STAR. Halah (Capitol)	661	554	<b>390</b>
<b>37</b> DINK. Green Mind (Capitol)	456	510	<b>368</b>
<b>38</b> HOLE. Asking For It (DGC)	145	239	<b>366</b>
<b>39</b> STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG)	469	441	<b>365</b>
<b>40</b> ELECTRAFIXION. Zephyr (WEA)	204	253	<b>359</b>

**BULLETS INDICATE INCREASED AIRPLAY**

## V VIRTUALLY ALTERNATIVE

**SMILE FOR THE CAMERA:** When someone you most admire for their knowledge, passion for music and true integrity gets a well-deserved opportunity, you can't help but be thrilled. Congratulations to WHTG PD Asbury Park Matt Pinfield who, in two weeks, will join the *MTV News* team... Riverside/San Bernadino station KCXX (formerly KABE) hired Chuck Summers to be its PD. Summers was previously with The Flash in San Diego. Acting PD Steve Hoffman has moved into the OM slot. In other Flash news, XHRM landed Bryan Jones to do mornings. Previously, Jones was doing mornings at crosstown 91X. Before that, he was waking up KNDD Seattle. KEGE debuts a new morning show called Savage Radio with host Andy Savage. The new lineup at "The Underground Network" (WDRE) consists of Jodi Vale and Michael Kidman (in mornings); Andee, John Loscalzo and "Cousin Ed."

**MOVING ON UP:** Carmen Conners exits her post as Music Director at WRXQ Memphis. Look for her to possibly resurface at radio in another format... WBER Rochester MD Jennifer Vanderslice recently moved to crosstown AAA station WMAX as Music Director. Joe Guisto will replace her at WBER... Address change: WRLG Nashville may have been a little hard to get a hold of these past few days since they are still trying to find the phone in their new digs. Re-route mail to L & C Penthouse, 30th floor, 401 Church St. Nashville, TN 37219-2206.

**IT STARTS:** KEDJ Phoenix hosted their birthday bash this past Friday with Bush, Sons Of Elvis, dada and The Murmurs taking the stage. This has started the chain of festival events with WHFS, KOME, KROQ, WRQX, KBBT and KPNT all with set show dates. KPNT is putting the final touches on their Feb. 18th anniversary show.

**BEEN BUSY:** Nirvana's Dave Grohl has his new band together, Fu Fighters, with an upcoming release due on Capitol. Pat Smear and members of Sunny Day Real Estate round out the group... Interscope Records was successful in scooping up Cargo indie fave's Wax from their San Diego label. *13 Unlucky Numbers*, the album recorded at Fort Apache, will now be distributed by Interscope. With that, the band was already successful in talking video director Spike Jonz (Weezer, Beastie Boys) into shooting their video for the single, "California." It will most likely be his last video before working on directing his first film. Names always in the loop: John Knapp, Howard Stern.

**FRIENDLY ADVICE:** Like you really thought a column might go by without at least one mention of PJ Harvey! Guess again. You either add this or I send my big brother Larry over to your house for a little ear adjustment. It wasn't too long ago that I was spouting the importance of having integrity within in the format. PJ Harvey not only gives your station the credibility it needs, but offers a hit song, "Down By The Water," (Island) and album *To Bring You My Love*. (Jeff Buckley's record does the same in offering everything a programmer could want, cool factor and hit potential.) A copy of PJ Harvey's video is floating around from station to station. Make sure to get a peek... Cooler than you know: Throwing Muses, Portishead (#1 most played at WHYT, WAQZ and WMAD), and the amazing reactions programmers are giving Better Than Ezra. Also, thank you Robert Benjamin, Bob Waugh and Pat Ferrise for adding Girls Against Boys (Touch And Go).

- Karen Holmes

## accelerated airplay

<b>1</b> BELLY. Now They'll Sleep (Sire/Reprise)	<b>+353</b>
<b>2</b> LIVE. Lightning Crashes (Radioactive)	<b>+298</b>
<b>3</b> DURAN DURAN. White Lines (Capitol)	<b>+217</b>
<b>4</b> SPONGE. Plowed (Chaos)	<b>+204</b>
<b>5</b> COLLECTIVE SOUL. Gel (Atlantic/AG)	<b>+189</b>

## most added

<b>1</b> SIOUXSIE & THE BANSHEES. O Baby (Geffen)	<b>19</b>
<b>2</b> MORRISSEY. Boxers (Sire/Reprise)	<b>13</b>
<b>3</b> ADAM ANT. Wonderful (Capitol)	<b>12</b>
<b>4</b> SPONGE. Plowed (Chaos)	<b>9</b>
<b>5</b> R.E.M. Star 69 (WB)	<b>8</b>

# SONS OF ELVIS

## "FORMALDEHYDE"

### **WHYT and...**

WMMS 34 Spins	ZEPHYR 11 Spins
WENZ 16 Spins	KLRZ 13 Spins
KWOD 9 Spins	KEDJ 12 Spins
KNNC 16 Spins	KTOZ 9 Spins
WCHZ 6 Spins	WBRU 6 Spins
KTCL 7 Spins	WBER 2 Spins

### **Also Spinning At**

WDRE	KOME	WEQX	WRXQ
WVRK	WAVF	WDZE	WCBR
WRLG	WHTG	KYYS	WRXS
WDFT	LAZER	WJEE	WOXY

"TOP 5 PHONES/IT'S RED HOT FOR US."

JOHN GORMAN, PD WMMS



120 Minutes

**PRIORITY**  
RECORDS

©1994 Priority Records, Inc. Produced by Mr. Colson



## Country For The '90s

*commentary by Ken Johnson, Program Director, WYRK Buffalo, NY*

Country music has truly been the music of the '90s so far. With record-setting sales and increased radio share, the format should remain healthy for years to come. Even if some erosion does occur, most experts seem to agree that the overall market for Country will be larger than it was before the Country music explosion of the early '80s.

As a programmer, my area of concern is within the essence of the music itself. In order to sustain our growth, we need new listeners to sample and convert to our format. As other musical formats have lost ground, Country has gained. An abundance of former Rock and Pop listeners comprise the new cume for Country. They seem to enjoy the excitement and quality of music that contains meaningful, relatable lyrics.

However, in the last few months, it seems to me that the "Bubba" factor has again crept into our music at an increasing rate. Sure, there have always been songs that tend to personify the "Country" lifestyle... tales of cheating, drinking, pick-up trucks and the Southern way of life. After all, at its roots, Country music is (or was) a regional format. But the dramatic increase in the proportion of that type of song on playlists at any given time is cause for alarm. Many of the songs are in the quasi-novelty vein, such as "Pick-up Man" or "Down On The Farm." Other songs blatantly promote unnecessary and superficial stereotypes of the Country listener, such as "Queen Of My Double Wide Trailer" or "Lifestyles Of The Not So Rich And Famous."

Sure, these songs are successful with the core audience. You can always win when you program to the lowest common denominator. Artists such as Ray Stevens have made lucrative careers out of it. But what about this music's appeal to non-Country listeners? If they are drawn to the format by Reba McEntire, Alan Jackson and Mary Chapin-Carpenter, what do they think when they hear music containing the very stereotypes that may have kept them away from the format in the first place? I envision the potential new listener hearing one of these songs and thinking, "Yeah, that's Country music...just as stupid as I thought it was."

Now, I realize that variety is the spice of life. I'm not advocating that every one of these songs be pulled from the marketplace. After all, there should be a "fun factor" in the format. I simply take exception to the fact that there seem to be so many at any given time. At one point last fall, half of the songs in the Top 10 could be considered novelties. And in typical Music Row fashion, the success of anything brings even more of the same.

Maybe it's time artists, labels and songwriters take a hard look at creating and releasing songs that appeal to the current listeners of the format – and not present such a negative image to potential listeners. Maybe they could trade one song that doesn't present a positive image with one that will. Or, at the very least, leave the novelty tracks as album cuts and not release them as image singles.

Granted, my perspective is somewhat skewed by the fact that I live in a northeastern market where Country music never had a substantial core following. Nevertheless, I believe that Country stations in every market would benefit from more songs that better exemplify the Country image of the '90s. Rather than wait for the bubble to burst, let's take a look now at what we can do to sustain our growth and bring even more listeners to a format that deserves to be respected as a major part of America's musical Mainstream.

**LIVE EVERY SATURDAY NIGHT FROM DISNEYLAND**

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Music courtesy of TM Century's Country Gold and Hit Discs.**

# RETAIL CHART

NATIONWIDE PIECE-COUNT SALES

ZW	LW	TW	ARTIST/LP	LABEL
◆ DEBUT	◆	1	<b>VAN HALEN.</b> Balance	WB
1	1	2	<b>GREEN DAY.</b> Dookie	Reprise
◆ DEBUT	◆	3	<b>TOO SHORT.</b> Cocktails	Dangerous Music/Jive
7	3	4	<b>THE CRANBERRIES.</b> No Need To Argue	Island
3	2	5	<b>GARTH BROOKS.</b> The Hits	Liberty
4	5	6	<b>EAGLES.</b> Hell Freezes Over	Geffen
2	4	7	<b>PEARL JAM.</b> Vitalogy	Epic
9	8	8	<b>MARY J. BLIGE.</b> My Life	Uptown/MCA
10	9	9	<b>TLC.</b> CrazySexyCool	LaFace/Arista
15	12	10	<b>HOOTIE &amp; THE BLOWFISH.</b> Cracked Rear View	Atlantic/AG
5	6	11	<b>BOYZ II MEN.</b> II	Motown
12	10	12	<b>WEEZER.</b> Weezer	DGC
6	7	13	<b>OFFSPRING.</b> Smash	Epitaph
8	11	14	<b>NIRVANA.</b> Unplugged In New York	DGC
11	13	15	<b>TOM PETTY.</b> Wildflowers	WB
27	22	16	<b>LIVE.</b> Throwing Copper	Radioactive
17	16	17	<b>R.E.M.</b> Monster	WB
18	19	18	<b>SHERYL CROW.</b> Tuesday Night Music Club	A&M
—	20	19	<b>THE STONE ROSES.</b> Second Coming	Geffen
14	14	20	<b>PULP FICTION.</b> Soundtrack	MCA
32	21	21	<b>BROWNSTONE.</b> From The Bottom Up	MJJ/Epic
20	15	22	<b>READY TO WEAR.</b> Soundtrack	Columbia
—	18	23	<b>HIGHER LEARNING.</b> Soundtrack	Sony 550/Epic Soundtrax
16	17	24	<b>SADE.</b> Greatest Hits	Epic
◆ DEBUT	◆	25	<b>THE CHIEFTAINS.</b> The Long Black Veil	RCA Victor
21	24	26	<b>MURDER WAS THE CASE.</b> Soundtrack	Death Row/Interscope/AG
24	25	27	<b>STONE TEMPLE PILOTS.</b> Purple	Atlantic/AG
25	27	28	<b>BARRY WHITE.</b> The Icon Is Love	A&M
19	23	29	<b>AEROSMITH.</b> Big Ones	Geffen
39	36	30	<b>BRANDY.</b> Brandy	Atlantic/AG
—	31	31	<b>NOTORIOUS B.I.G.</b> Ready To Die	Bad Boy/Arista
28	29	32	<b>MADONNA.</b> Bedtime Stories	Maverick/Sire/WB
22	26	33	<b>STING.</b> Fields Of Gold - The Best Of Sting, 1984-1994	A&M
30	28	34	<b>MELISSA ETHERIDGE.</b> Yes I Am	Island
◆ DEBUT	◆	35	<b>PORTISHEAD.</b> Dummy	Go Discs!/London
33	34	36	<b>ICE CUBE.</b> Bootlegs & B-Sides	Priority
26	32	37	<b>BON JOVI.</b> Cross Road	Mercury
29	33	38	<b>BOB SEGER &amp; THE SILVER BULLET BAND.</b> Greatest Hits	Capitol
38	37	39	<b>SCARFACE.</b> The Diary	Rap-A-Lot/Noo Trybe/Virgin
31	35	40	<b>NINE INCH NAILS.</b> The Downward Spiral	Nothing/TVT/Interscope/AG

BULLETS INDICATE INCREASED SALES

# BIN BURNERS

RECORDS WITH THE BIGGEST SALES INCREASES OVER THE PAST WEEK

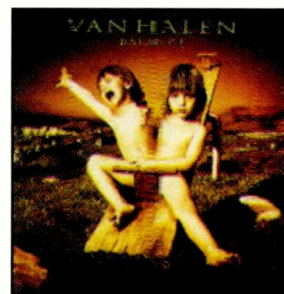
## 1 VAN HALEN

Balance

WB

**Regional Sales Breakout:** Consistently monstrous sales out-of-the-box. Number-one sales throughout the country - at almost *all* accounts except a few in Maryland, Carolinas, New York City and Texas.

**Primary Media Exposure:** Huge Rock radio and MTV play leads the way for Hard Rock titans.



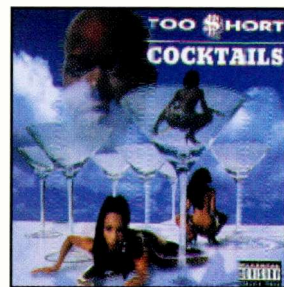
## 2 TOO SHORT

Cocktails

Dangerous Music/Jive

**Regional Sales Breakout:** Strong everywhere but the East. Top-5 sales in Illinois, Missouri, Indiana/Ohio, Carolinas, Texas, Arizona/Vegas, entire West Coast.

**Primary Media Exposure:** Word-of-mouth from core fans providing biggest initial buzz.



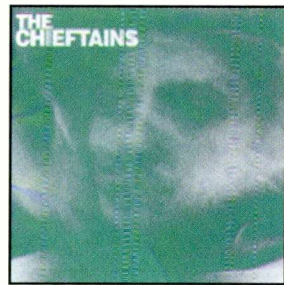
## 3 THE CHIEFTAINS

The Long Black Veil

RCA Victor

**Regional Sales Breakout:** East and West lead the way. Top-10 sales in New York City and state, New England, Maryland, Missouri, entire West Coast.

**Primary Media Exposure:** Media press coverage providing the biggest boost. In-store play, retail campaigns, listening posts and longtime fan word-of-mouth are bunched together.



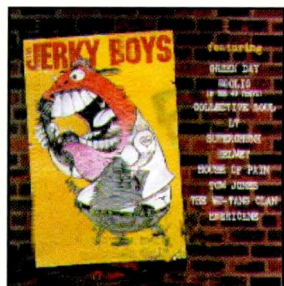
## 4 VARIOUS ARTISTS

The Jerky Boys Soundtrack

Atlantic/AG

**Regional Sales Breakout:** Midwest and East the hottest. Top-30 sales reported in New York City, Nebraska, Ohio/Indiana, Carolinas, Michigan, Minneapolis.

**Primary Media Exposure:** Longtime fans' word-of-mouth creating the strongest buzz. Alternative radio play in second.



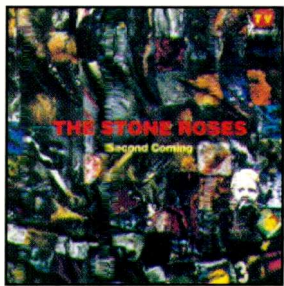
## 5 THE STONE ROSES

Second Coming

Geffen

**Regional Sales Breakout:** Strong everywhere but the South. Top-20 sales in upstate New York, New England, Maryland, Illinois, Minneapolis, Missouri, Georgia, Michigan, Indiana/Ohio, Texas/New Orleans, entire West Coast.

**Primary Media Exposure:** Alternative radio play by far the biggest sales generator.

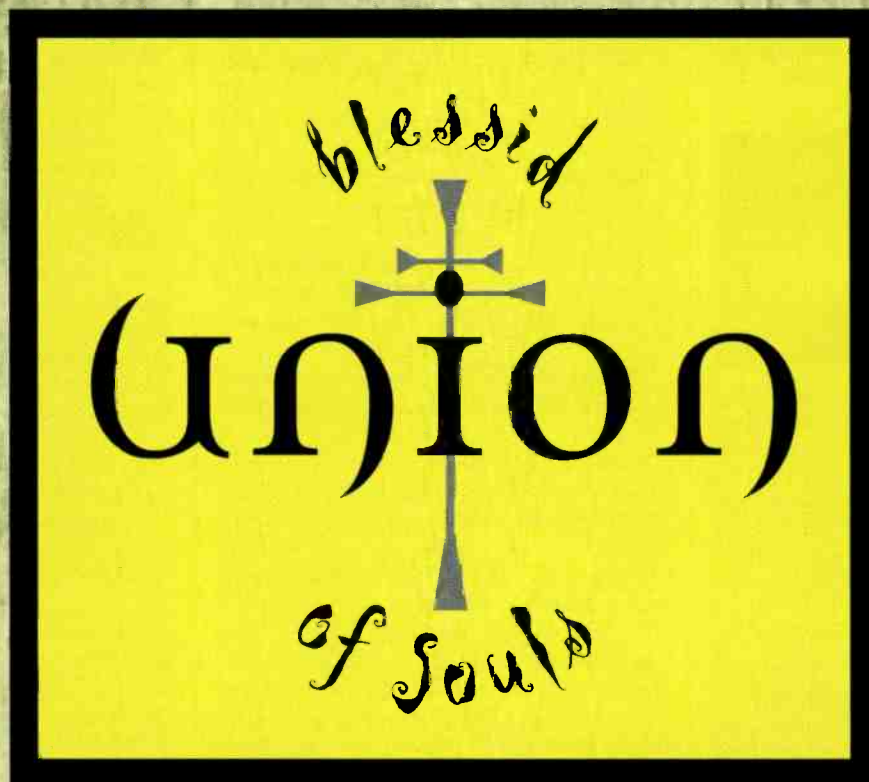




# Know What We Had To Do To Get Radio To Play This Single?

**JUST BELIEVE**

When Brian Douglas and Jimmy Steal of Cincinnati's Q102 stepped out on Blessed Union of Soul's debut single "I Believe", two months before its official release, they set off a chain reaction nationwide.



**Impact  
Date  
Feb. 6th**

# I BELIEVE

The debut single

## Early Airplay Includes:

KDWB Add 16 Plays  
WWCK Add  
WFHN Add  
WPXR Add  
WYCR Add 13 Plays

WKRQ 66 Plays  
KKRZ 27 Plays  
WPRR 20 Plays  
WVAQ 19 Plays  
WNCI 13 Plays

WZOQ 43 Plays  
KJYO 25 Plays  
WGTZ 19 Plays  
WKTJ Add  
KIMN Add

WZPL 37 Plays  
WLAN Add  
WWKZ Add  
WZJM 13 Plays  
KRQQ 12 Plays

KBFM Add 13 Plays  
WPRO 21 Plays  
WSPK 19 Plays  
WFMF Add 12 Plays  
Plus Many More!

Listen once...and you'll believe.

produced by: EMOSIA management: Mark Liggett for LIGOSA ENTERTAINMENT

EMI Records

**EMI**

SERVING THE MUSIC

## PLAY IT! SAY IT!

by Kathryn Danyluk

### PETE DROGE (AMERICAN/REPRISE/RCA)

\* Droge (pronounced Droj), is a 25-year-old solo artist from Seattle who has been playing music since he was four.

\* During his teenage years, he played in a Punk band called March of Crimes. After college, he had a stint as the leader of the Country/Blues/Rock band called Ramadillo.

\* He moved to Portland in March 1993 after getting tired of the Seattle Grunge scene and soon thereafter, everything began to fall into place.



\* Droge played at the South by Southwest Music Conference in March 1993, which led to an opening slot for a couple of Neil Young shows in San Francisco later that June.

\* Long-time friend Mike McCready of Pearl Jam then produced a demo tape for Droge and got it to Pearl Jam's producer Brendan O'Brien. By the end of the year, he was working on his debut album for American Recordings with O'Brien.

\* His debut single is called "If You Don't Love Me (I'll Kill Myself)."

### BROWNSTONE (MJJ Music/Epic)

\* This Jazz-influenced group boasts a mixture of the talents and influences from New Orleans-born Mimi, Detroit-born Nicci and Guyana-born Maxee.

\* Their debut album on Michael Jackson's label MJJ Music, which is distributed by Epic, is entitled *From The Bottom Up*, which is sort of a mantra for each of the members.

\* For Maxee, it is a reminder of hard times in California, when she didn't have enough money for food for the week and had to have faith in her talents to get her through.

\* For Nicci, it's a reminder that there is no ceiling to success and that you should never stop and settle, but keep striving.

\* And for Mimi, it's her struggle as a black woman trying to make it in a very competitive business.

\* The group thinks of themselves as down-to-earth and feel their name reflects that; Brown ("of the earth") and Stone ("solid").

\* The current single is "If You Love Me."



## T R I V I A

by Mel St. Velour, Jr.

Word Of The Week: "Geck." Hint: It's a noun - and you can actually use it in a relatively normal conversation!

◆◆◆

First Names: The renowned anti-forest fire mammal, Smokey The Bear, was originally known as Hot Foot Teddy. Of course, that was before another guy with the same nickname was elected Senator of Massachusetts.

◆◆◆

First Names, Take Two: Speaking of original names, miniature golf was originally called "Tom Thumb Golf." It was changed after Billy Barty underwent an equal sport.

◆◆◆

Brainteaser: Who walks faster, a man or a woman? And no, it doesn't depend on who's more pissed off...

◆◆◆

Did'ja Know... that Benjamin Franklin wanted the U.S. symbol to be a turkey - and not an eagle? Which is further proof of the man's ability to see into the future of American politics!

◆◆◆

We Don't Believe This One, Either: The average dollar bill has a lifespan of 18 months. In what, the wallets of dead people?

◆◆◆

Speaking of moolah, there are 293 different ways to make change for a dollar. Which, ironically enough, is the average number of times Pres. Clinton changes his mind on each issue.

◆◆◆

No, "geck" isn't what Jodie Foster as *Nell* says when she wants to pay for dinner at a restaurant...

◆◆◆

In Winnetka, IL, there was a law where you are not allowed to remove your shoes in a theater if your feet smell. Conversely, it was also illegal to remove your noseplugs in a swimming pool if your nose runs.

◆◆◆

Walk This Way: According to a Univ. of Minnesota, Duluth study (your tax dollars at work!), the average woman walks 256 feet per minute, the average man about 245 feet per minute.

◆◆◆

Best Reason To Be Good At Forgery: Did'ja know that Julius Caesar's autograph is worth \$2 million? Of course, the robe he wore when he was O.J.'ed on the Ides Of March is worth even more, since it's the last, original Caesar's dressing.

◆◆◆

"Geck," noun. A contemptible person. See anyone in politics or show business, for starters.



Percentage of PDs who think a new, better term for "add" is...

■ ... "spinner."

■ ... "commitment."

■ ... "track dates," "pre-release CDs" or "new CD player."

## R I M S H O T S

by Dwayne & Jeff

O.J. Junkies: What else would you call the millions who regularly tune into the O.J. Simpson murder trial? It's not a matter of where to begin, but when will it end? Be that as it may...

The prosecution blew a few gaskets over defense shyster Johnny Cochran name-dropping new "witlesses" to serve as alibis for O.J. But having *Psychic Connection* hostess Linda Georganne predict that O.J. wasn't there is a tad much.

And don'tcha love Juice's alibi - that he was working on his bunker shot in his kids' sandbox - at 10 pm. He must have a terrible slice.

Speaking of incredible witnesses (and psychics)... Faye Resnick, Nicole's alleged best friend, told the *New Yorker* that after the murder, she went to a psychic, who gave her a message from Nicole: "You will be writing a book. She wants you to call it as you see it." No word on if Nicole suggested a royalty rate or whether Resnick should try out to become an umpire.

And if that's not goofy enough, Fox TV has already come out with an O.J. made-for-TV movie. Critics are sniping about several inaccuracies. For example, his first wife wasn't named Marge and his kids' names were *not* Bart, Lisa and Maggie. Although he may have been unduly influenced by the violent cartoon, *Itchy & Scratchy*.

◆◆◆

Moving on to the lighter side, Snoop Doggy Dogg told reporters at the American Music Awards that he wants to act - and play the part of a lawyer.

Can you picture it: "*Fuk dat, yo honor! Dissin' props not in evidence! It's-a like dis anna dat anna dis anna...*"

◆◆◆

Lawmakers in Oregon are considering a bill to let the state board outline standards for "offensive treatment of a dead human body." Why? Poet Donal Russell's will requested that his skin be used to bind his poetry.

It even specified where the skin should be grafted - which gives an entirely new meaning to coming out in hardcover.

◆◆◆

And howabout Texas Rep. Dick Arme, who claims that calling gay Mass. Representative Barney Frank "Barney fag" was just "a slip of the tongue." To assuage any hurt feelings, Arme promises to serenade the liberal Congressman with a stirring version of "Homo On The Range."

◆◆◆

Lander Co (NV) sheriff Kenneth Moore is charged with gross lewdness after he allegedly placed heart monitor pads on the breasts of County worker Leslie Wilson "for no medical reason."

Alas, "wanting to hear the ocean" only works for sea shells.

◆◆◆

Lost amidst all the Super Bowl hoopla was home site Miami's new visitor-friendly slogan: "Where men and men and tourists are target practice."

◆◆◆

There's a new bio-tech, genetically engineered tomato that stays fresh for a month after harvest.

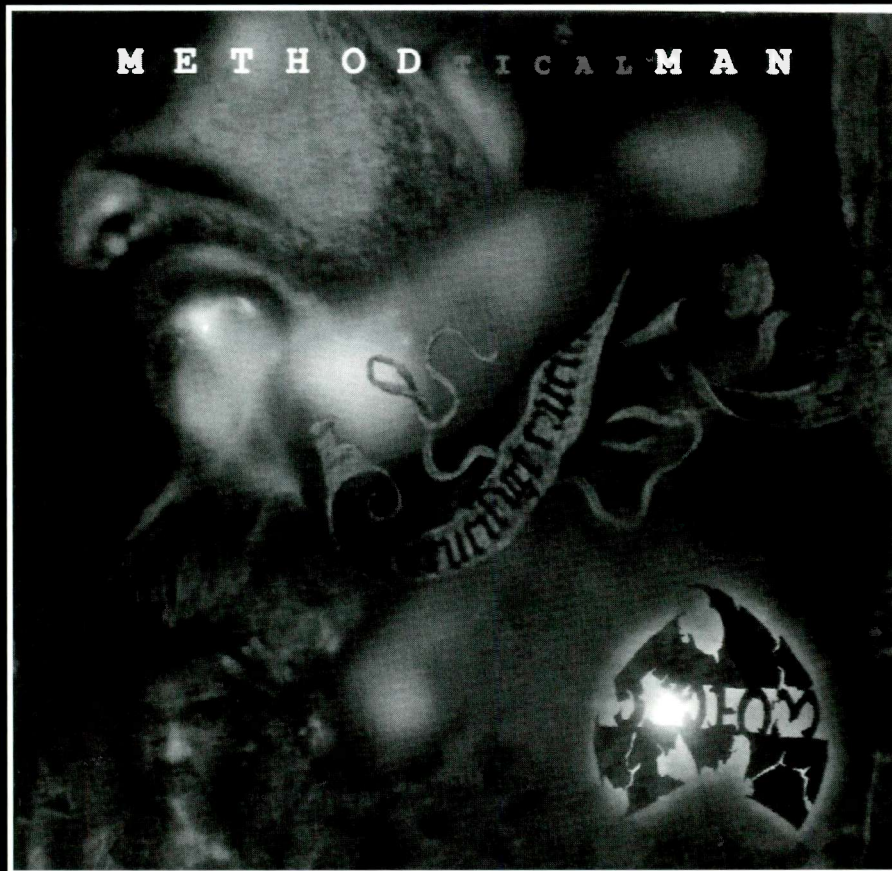
The lone drawback: You can only cut it with a chainsaw.

◆◆◆

A recent poll notes that 39% of Americans snoop into the medicine cabinets of homes they visit. What's more, 25% actually use something from the cabinet.

With that in mind, etiquette diva Emily Post suggests that for parties, the host should now leave a tray of hors d'oeuvres in there... but please, don't use the toothbrushes to stir the dip.

# METHOD MAN



## “Bring The Pain”

40\* SOUNDSCAN SINGLE CHART  
65-57\* SOUNDSCAN ALBUM CHART  
APPROACHING ONE MILLION IN SALES

**NEW THIS WEEK!! WHJX**

**A MAJOR STORY AT RADIO!!!**

HOT97	53	PLAYS	92Q	20	PLAYS
KJYK	20	PLAYS	KKSS	16	PLAYS
Z90	14	PLAYS	KMEL	13	PLAYS
WWKX	13	PLAYS	WJMH	12	PLAYS
KHQT	8	PLAYS	WPOW	5	PLAYS
WHJX	5	PLAYS			



# MOST REQUESTED



**WHTZ NEW YORK, CHD THE HIT MAN**

1. Green Day, When I Come Around
2. Weezer, Buddy Holly
3. Oasis, Live Forever
4. Pearl Jam, Better Man
5. Madonna, Take A Bow

## MIX 107.3 FM

*Washington's Best Music Mix*

**WRQX WASHINGTON, GEORGE MASON**

1. Des'ree, You Gotta Be
2. Gloria Estefan, Everlasting Love
3. Amy Grant, Lucky One
4. Bon Jovi, Always
5. Hootie & The Blowfish, Hold My



**WKRQ CINCINNATI, RACE TAYLOR**

1. Hootie & The Blowfish, Hold My
2. Boyz II Men, On Bended Knee
3. Melissa Etheridge, I'm The Only
4. Real McCoy, Another Night
5. Green Day, When I Come Around

## 106 KMEL

**KMEL SAN FRANCISCO, THE CHUY & ROSARY**

1. Boyz II Men, Water Runs Dry
2. Bone Thugs-N-Harmony, Foe Tha
3. Immature, Constantly
4. Ice Cube, What Can I Do
5. TLC, Creep



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

1. Madonna, Take A Bow
2. Bon Jovi, Always
3. Gloria Estefan, Everlasting Love
4. Martin Page, In The House Of Stone

# MOST REQUESTED USA

1. Green Day / When I Come Around
2. Boyz II Men / On Bended Knee
3. Ini Kamoze / Here Comes The Hotstepper
4. Weezer / Buddy Holly
5. TLC / Creep
6. 4 P.M. / Sukiyaki
7. the cranberries / Zombie
8. Madonna / Take A Bow
9. Bon Jovi / Always
10. Willi One Blood / Whiney, Whiney



**WJMN BOSTON, RALPHIE MARINO**

1. Luchie Lu, Rich Girl
2. Soul For Real, Candy Rain
3. Notorious B.I.G., Big Poppa
4. Keith Martin, Never Find Someone
5. Immature, Constantly



**KKRZ PORTLAND, SCOTT LANDER**

1. Ini Kamoze, Here Comes
2. Real McCoy, Another Night
3. TLC, Creep
4. Boyz II Men, On Bended Knee
5. Green Day, When I Come Around



**KPWR LOS ANGELES, BIG BOY**

1. 69 Boyz, Tootsee Roll
2. K-Ci Hailey, If You Think
3. Snoop Doggy Dogg, Murder Was
4. Immature, Constantly
5. Boyz II Men, On Bended Knee



**WPLY PHILADELPHIA, JOSH**

1. Veruca Salt, Seether
2. Weezer, Buddy Holly
3. Collective Soul, Gel
4. Nirvana, The Man Who Sold
5. Sheryl Crow, Strong Enough



**KQKS DENVER, J.J. CRUISE**

1. Blackstreet, Before I Let You Go
2. 69 Boyz, Tootsee Roll
3. TLC, Creep
4. Brandy, I Wanna Be Down
5. Immature, Constantly
6. Ini Kamoze, Here Comes
7. Boyz II Men, On Bended Knee
8. Real McCoy, Run Away

## 107.1 KISS FM

**WAHC COLUMBUS, MIKE DURAN**

1. Butt Trumpit, I'm Ugly And I
2. Pearl Jam, Better Man
3. Ini Kamoze, Here Comes
4. Brandy, I Wanna Be Down
5. TLC, Creep
6. Willi One Blood, Whiney, Whiney
7. Weezer, Buddy Holly
8. Freedy Johnston, Bad Reputation
9. Flaming Lips, She Don't Use Jelly



**WFLY ALBANY, ELLEN ROCKWELL**

1. Ini Kamoze, Here Comes
2. All-4-One, (She's Got) Skillz
3. Boyz II Men, On Bended Knee
4. Blackstreet, Before I Let You Go
5. Salt-N-Pepa, Here We Come
6. TLC, Creep
7. Livin' Joy, Dreamer
8. Willi One Blood, Whiney, Whiney
9. Brownstone, If You Love Me
10. Green Day, When I Come Around



# MOST REQUESTED



**WPXY ROCHESTER, ARTIE THE ONE MAN PARTY**

1. Ini Kamoze, Here Comes
2. 4 P.M., Sukiyaki
3. 69 Boyz, Tootsee Roll
4. Pearl Jam, Better Man
5. Boyz II Men, On Bended Knee



The World's Hottest Music!

**WKQB ST LOUIS, RAKK IDOL**

1. Weezer, Buddy Holly
2. Pearl Jam, Better Man
3. Green Day, When I Come Around
4. Van Halen, Don't Tell Me
5. Ini Kamoze, Here Comes



**WNOK FM COLUMBIA, JO JO FRIDAY**

1. Ini Kamoze, Here Comes
2. the cranberries, Zombie
3. 4 P.M., Sukiyaki
4. Green Day, When I Come Around
5. Hootie & The Blowfish, Let Her



**WSPK POUGHKEEPSIE, KENNY WILDE**

1. Green Day, When I Come Around
2. Offspring, Self Esteem
3. Weezer, Buddy Holly
4. Ini Kamoze, Here Comes
5. TLC, Creep



**KCLD ST CLOUD, MIKE DANGER**

1. Weezer, Buddy Holly
2. TLC, Creep
3. The Murmurs, You Suck
4. Willi One Blood, Whiney, Whiney
5. Green Day, When I Come Around



1. Boyz II Men / On Bended Knee
2. 4 P.M. / Sukiyaki
3. Brandy / I Wanna Be Down
4. TLC / Creep
5. Green Day / When I Come Around



**WTCF TRI-CITIES, GREG FRY**

1. 4 P.M., Sukiyaki
2. All-4-One, (She's Got) Skillz
3. TLC, Creep
4. Andru Donalds, Mishale
5. Ini Kamoze, Here Comes



**KSly SAN LUIS OBISPO, CRAIG PAYNE**

1. Green Day, When I Come Around
2. TLC, Creep
3. R.E.M., Bang And Blame
4. Brandy, I Wanna Be Down
5. Deadeye Dick, New Age Girl



**WVIC LANSING, GERONIMO**

1. Green Day, When I Come Around
2. TLC, Creep
3. Ini Kamoze, Here Comes
4. Weezer, Buddy Holly
5. Pearl Jam, Better Man



**KCDD ABILENE, STEVE BROWN**

1. Ini Kamoze, Here Comes
2. Boyz II Men, On Bended Knee
3. Brandy, I Wanna Be Down
4. 4 P.M., Sukiyaki
5. Green Day, When I Come Around



**KKXL GRAND FORKS, TREVOR DEE**

1. Ini Kamoze, Here Comes
2. Green Day, When I Come Around
3. 20 Fingers, Short Short Man
4. Weezer, Buddy Holly
5. N II U, I Miss You



**WSNX GRAND RAPIDS, KEITH CURRY**

1. Ini Kamoze, Here Comes
2. Weezer, Buddy Holly
3. TLC, Creep
4. 4 P.M., Sukiyaki
5. Green Day, When I Come Around



**KWIN STOCKTON, MARK MEDINA**

1. Dru Down, Mack Of The Year
2. Boyz II Men, On Bended Knee
3. Soul For Real, Candy Rain
4. Bone Thugs-N-Harmony, Foe Tha
5. TLC, Red Light Special



**KBOS FRESNO, MIKEY ON THE MIC**

1. Boyz II Men, On Bended Knee
2. TLC, Creep
3. Immature, Constantly
4. Ini Kamoze, Here Comes
5. Blackstreet, Before I Let You Go
6. 69 Boyz, Tootsee Roll
7. Boyz II Men, Water Runs Dry



**WGTZ DAYTON, WILLBUR WRIGHT**

1. Boyz II Men, On Bended Knee
2. Green Day, When I Come Around
3. Duran Duran, White Lines
4. Ini Kamoze, Here Comes
5. 4 P.M., Sukiyaki
6. 20 Fingers, Short Short Man
7. Blessid U. Of Soul, I Believe
8. R.E.M., Bang And Blame



**KMVR LAS CRUCES, JOHNNY MAC**

1. Max A Million, Fat Boy
2. TLC, Creep
3. Blackstreet, Before I Let You Go
4. Brandy, I Wanna Be Down
5. Brownstone, If You Love Me
6. Toni Braxton, You Mean The
7. Immature, Constantly

# knowing is everything

**TV Buzz Bin**

**1 Add-Large**

**BOX Add**

**★ Add**

See Dionne perform live at the Gavin Convention,  
Thursday night 2/16 at Jimmy's at 9:00 p.m.

25\*-16\* "Airpower" Top 40/Mainstream Monitor

D-39\* Top 40/Adult Monitor

45\*-35\* "Greatest Gainer Airplay" Billboard Hot 100

Over 2,500 Hot 100 Spins

Multi-Format Airplay Exploding:

\* New Airplay:

**Z100, WHYT, KDWB, WTIC & More\***

WXKS

WNVZ

WKTJ

WIOQ

WZPL

KKFR

Star 94

KISF

Q106

KRBE

KMXV

Power Pig

B94

Y100

KKRZ

WRVQ

B97

WDRE

**i know**

the first single from  
"wild seed-wild flower"



**dionne farris**

produced by dionne farris,  
david harris, milton davis  
and raedy d. jackson.  
management: michael simanga -  
posact, inc.

COLUMBIA

www.sony.com

**On Tour  
Now!**

# MOST REQUESTED



## KJYO OKLAHOMA CITY, DYLAN

1. All-4-One, (She's Got) Skillz
2. 4 P.M., Sukiyaki
3. Offspring, Self Esteem
4. TLC, Creep
5. Veruca Salt, Seether
6. Blessid U. Of Soul, I Believe
7. Weezer, Buddy Holly
8. Boyz II Men, On Bended Knee



## KRQQ TUCSON, RYNO

1. Willi One Blood, Whiney, Whiney
2. Madonna, Take A Bow
3. Real McCoy, Another Night
4. the cranberries, Zombie
5. Ini Kamoze, Here Comes
6. Green Day, When I Come Around
7. 20 Fingers, Short Short Man
8. Blessid U. Of Soul, I Believe



## WKSS HARTFORD, MICHAEL MAZE

1. Ini Kamoze, Here Comes
2. Boyz II Men, On Bended Knee
3. Green Day, When I Come Around
4. 4 P.M., Sukiyaki
5. TLC, Creep
6. Real McCoy, Run Away
7. Brandy, I Wanna Be Down
8. 20 Fingers, Short Short Man
9. R.E.M., Bang And Blame

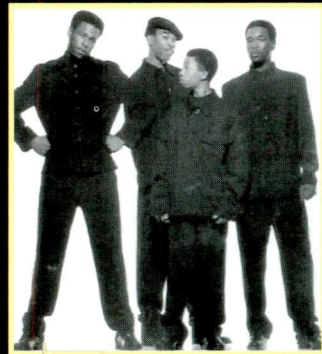


## WNVZ NORFOLK, JUSTIN STONE

1. Green Day, When I Come Around
2. Willi One Blood, Whiney, Whiney
3. 4 P.M., Sukiyaki
4. TLC, Creep
5. the cranberries, Zombie

# BREAK OUT

## ARTIST OF THE WEEK



## SOUL FOR REAL

### "Candy Rain"

WJMH	Greensboro	#1
WJMN	Boston	#2
KWIN	Stockton	#3
WVSR	Charleston	#8
KJYK	Tucson	#9



## WJMX FLORENCE, C.J. MCKAY

1. the cranberries, Zombie
2. Green Day, When I Come Around
3. R.E.M., Bang And Blame
4. Willi One Blood, Whiney, Whiney
5. Veruca Salt, Seether
6. Pearl Jam, Better Man
7. Tom Petty, You Don't Know
8. Collective Soul, Gel
9. Sheryl Crow, Strong Enough



## KISF KANSAS CITY, BOOKER MADISON

1. Weezer, Buddy Holly
2. Flaming Lips, She Don't Use Jelly
3. Hole, Doll Parts
4. The Murrurs, You Suck
5. Sheryl Crow, Strong Enough
6. Green Day, Basket Case
7. Dionne Farris, I Know
8. Pearl Jam, Better Man
9. Counting Crows, Einstein On The
10. Veruca Salt, Seether



## KFTZ IDAHO FALLS, TODD SWAN

1. Tom Petty, You Don't Know
2. Weezer, Buddy Holly
3. 4 P.M., Sukiyaki
4. Boyz II Men, On Bended Knee
5. Sheryl Crow, Strong Enough



Today's Best Music!

## KIOK TRI-CITIES, MICHAEL DEAN

1. Green Day, When I Come Around
2. Ini Kamoze, Here Comes
3. Weezer, Buddy Holly
4. 4 P.M., Sukiyaki
5. TLC, Creep



## WXLK ROANOKE, RICH E. CUNNINGHAM

1. Green Day, When I Come Around
2. Weezer, Buddy Holly
3. 20 Fingers, Short Short Man
4. Boyz II Men, On Bended Knee
5. Ini Kamoze, Here Comes



## WXMK BRUNSWICK, CHRIS CALLOWAY

1. Green Day, When I Come Around
2. Tom Petty, You Don't Know
3. Bon Jovi, Always
4. Weezer, Buddy Holly
5. Boyz II Men, On Bended Knee



## WYCR YORK, CAPTAIN CONNORS

1. Green Day, When I Come Around
2. Pearl Jam, Better Man
3. Offspring, Self Esteem
4. Live, Lightning Crashes
5. Flaming Lips, She Don't Use Jelly



## WVME AUGUSTA, ARTY THE ONE MAN PARTY

1. Green Day, When I Come Around
2. Weezer, Buddy Holly
3. Jamie Walters, Hold On
4. Pearl Jam, Better Man
5. Boyz II Men, On Bended Knee
6. Melissa Etheridge, If I Wanted To



## KZMG BOISE, C.B.

1. Willi One Blood, Whiney, Whiney
2. Deadeye Dick, New Age Girl
3. Bon Jovi, Always
4. Weezer, Buddy Holly
5. Boyz II Men, On Bended Knee



# We <sup>almost</sup> Blew It.

All-4-One hit double platinum in '94, broke two #1 singles ("So Much In Love," "I Swear"), received Grammy nominations for Song of the Year ("I Swear"), Best Pop Performance by a Duo or Group with Vocal ("I Swear") and picked up an American Music Award this past week.

So, we called it a day and sent them back to the studio to record their next album and then.....

## A HIT RECORD interrupted them.

- #1 requests at KHKS, WFLY, KJYO, KWTX, WBNQ, WAOA, KLUC, KRQ, KFFM and more.
- Exploding SoundScan sales: #5 Dallas, #9 Cleveland, #7 Oklahoma City, #34 Indianapolis, #14 New Orleans, #20 Memphis, #10 Birmingham, #8 Flint, #4 Wausau, etc.
- Major Market Airplay now includes: Dallas (#1 Request), Chicago, Kansas City, Cleveland, Indianapolis (3 stations), Las Vegas, Salt Lake City, Tucson, Houston, Miami, Tampa, Milwaukee.
- Massive call-out (check with stations above.)

All this proves that All-4-One "(She's Got) Skillz" is a true hit about to happen!

So, now we have to abruptly change our plans. Hopefully you'll change yours too.

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

Blizz  
RECORDS



THE  
ATLANTIC  
GROUP

# MOST REQUESTED



**KMXV KANSAS CITY, DAVE JOHNSON**

1. Deadeye Dick, New Age Girl
2. 20 Fingers, Mr. Personality
3. Willi One Blood, Whiney, Whiney
4. Weezer, Buddy Holly
5. TLC, Creep
6. Green Day, When I Come Around



**WERZ EXETER, WILDMAN WALKER**

1. Green Day, When I Come Around
2. Madonna, Take A Bow
3. Hootie & The Blowfish, Hold My
4. Jade, Every Day Of The Week
5. Weezer, Buddy Holly
6. 4 P.M., Sukiyaki
7. Melissa Etheridge, If I Wanted To



**WCIL CARBONDALE, MARK HOLLAND**

1. Weezer, Buddy Holly
2. Boyz II Men, On Bended Knee
3. Madonna, Take A Bow
4. Green Day, When I Come Around
5. Flaming Lips, She Don't Use Jelly
6. Hootie & The Blowfish, Let Her



The Valley's Best Music!

**KQHT GRAND FORKS, MAGIC MATT**

1. Green Day, When I Come Around
2. Tom Petty, You Don't Know
3. 4 P.M., Sukiyaki
4. 2 Unlimited, Get Ready For This
5. Andru Donalds, Mishale
6. Sheryl Crow, Strong Enough

# BUZZ RECORDS

1. Real McCoy / Run Away
2. Sheryl Crow / Strong Enough
3. Willi One Blood / Whiney, Whiney
4. Flaming Lips / She Don't Use Jelly
5. Collective Soul / Gel



**KJYK TUCSON, M.C. BOOGIE D.**

1. Bone Thugs-N-Harmony, Foe Tha
2. TLC, Creep
3. Lighter Shade Of Brown, Dip
4. Boyz II Men, On Bended Knee
5. K-Ci Hailey, If You Think
6. TLC, Red Light Special
7. Real McCoy, Run Away



**WVSR CHARLESTON, McFLY**

1. All-4-One, (She's Got) Skillz
2. Boyz II Men, On Bended Knee
3. Green Day, When I Come Around
4. CeCe Peniston, Keep Givin' Me
5. Immature, Constantly



**WIXX GREEN BAY, STEVE LOUZOS**

1. Ini Kamoze, Here Comes
2. 4 P.M., Sukiyaki
3. TLC, Creep
4. Coolio, Fantastic Voyage
5. Green Day, When I Come Around



**WXLC WAUKEGAN, CRAIG CARSON**

1. 4 P.M., Sukiyaki
2. Weezer, Buddy Holly
3. Green Day, When I Come Around
4. Van Halen, Don't Tell Me
5. Livin' Joy, Dreamer



**KQKY KEARNEY, THE FERG**

1. Willi One Blood, Whiney, Whiney
2. Van Halen, Don't Tell Me
3. TLC, Creep
4. Pete Drogé, If You Don't
5. Ini Kamoze, Here Comes



**KZIO DULUTH, MICHAEL WILDE**

1. Ini Kamoze, Here Comes
2. Green Day, When I Come Around
3. Weezer, Buddy Holly
4. TLC, Creep
5. the cranberries, Zombie



**WVAQ MORGANTOWN, LACY NEFF**

1. Boyz II Men, On Bended Knee
2. TLC, Creep
3. Green Day, When I Come Around
4. Blessid U. Of Soul, I Believe
5. Ini Kamoze, Here Comes
6. Weezer, Buddy Holly
7. 4 P.M., Sukiyaki
8. the cranberries, Zombie
9. Bon Jovi, Always
10. Tom Petty, You Don't Know



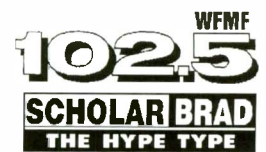
**WBHT WILKES-BARRE, BILLY HAMMOND**

1. Green Day, When I Come Around
2. TLC, Creep
3. Van Halen, Don't Tell Me
4. Boyz II Men, On Bended Knee
5. Weezer, Buddy Holly



**KDUK EUGENE, BRIAN BECK**

1. Ini Kamoze, Here Comes
2. TLC, Creep
3. Boyz II Men, On Bended Knee
4. Madonna, Take A Bow
5. Corona, The Rhythm Of The



**WFMF BATON ROUGE, SCHOLAR BRAD**

1. Ini Kamoze, Here Comes
2. Green Day, When I Come Around
3. Boyz II Men, I'll Make Love To You
4. 2 Unlimited, Get Ready For This
5. Bon Jovi, Always

# FIREHOUSE

" I LIVE MY LIFE FOR YOU "


THE FIRST SINGLE FROM THEIR BRAND NEW ALBUM "3."



Produced by Ron Nevison.  
Management: Steve Barnett/Stewart Young  
Hard To Handle Management



epic records group

"Epic" and  Reg. U.S. Pat. & Tm. Off. Marca Registrada. / © 1995 Sony Music Entertainment Inc.



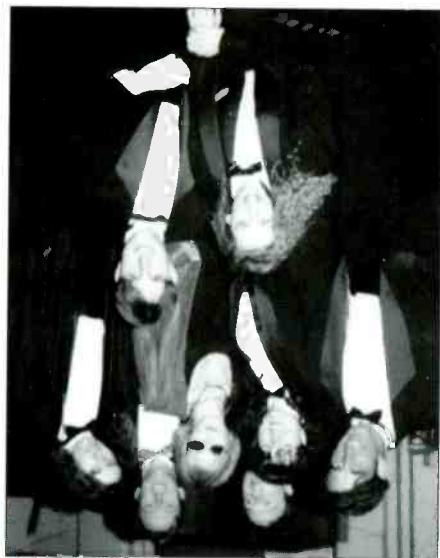
▶ **GROUP SCHMOOZE**

Network 40 staffers once again hob the nob with the stars at yet another soiree. Looking sharp, with a blasé sense of ennui are (l-r): 550 Music artist Des're's manager David Wernham, 550 Music West Coast Promo Brian "Pappie" Corona, Net 40's Stephen Meade, Kristen Guarino, and little Johnny Kilgo (token midjet), 550 Music Dir. Pop Pro-mo Neda Leppard, Des're, Net 40's Dwayne Ward and Leah Brandon and 550 Music VP Pop & Video Promo Hilary Shavy.



▶ **INTERNATIONAL SUCCESS**

Jive artist Aaliyah is all smiles as she receives a Gold record in South Africa. (l-r): BMG Records South Africa A&R/Mktg. Dir. Dave Thompson, Aaliyah, BMG Africa/Jive Label Mgr. Paul Paolillo and BMG Africa Promo Mgr. Edgar Mahlangu.



▶ **PENGUIN CONVENTION**

XHRM San Diego broke out their fancy duds when they welcomed Epic artist Danielle Brisebois (center) to their Acoustic Christmas Concert. (l-r, standing): morning-drive DJ Big Wave Dave, AMD Bryn Capella, morning drive DJ Bruce Wayne, Snow/Surf Reporter Shawn Syles and night DJ Randy Dewitt. (l-r, kneeling): overnight DJ Heidi Hunter and Promo Assr. Greg Pearson.



▶ **PETER KNEVEL**

Fondly recalling the song about his favorite tennis star, EMI Sr. VP Promo Peter "No Training Wheels" Napolillo embarks for N.Y.C. humming, "Born To Be Wild."



▶ **CRASH TEST DUMB & DUMBER**

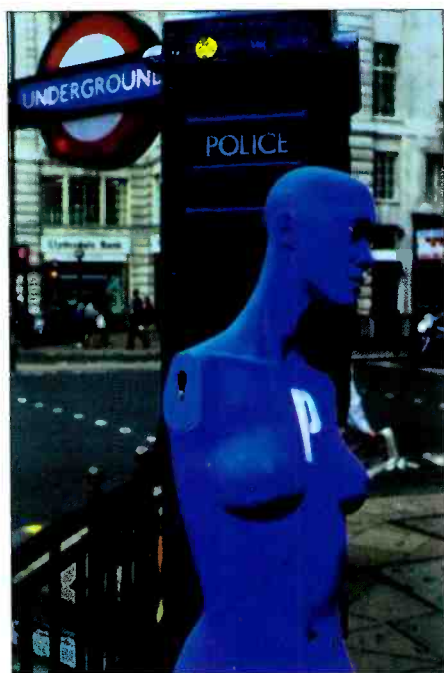
RCA artists Crash Test Dummies recently shot the video for their single, "The Ballad of Peter Pumpkinhead," that's used in the movie *Dumb and Dumber*. (l-r, sitting): OF Peter Pumpkinhead, *Dumb and Dumber* co-star Jeff Daniels, CTD Benjamin Darvill and BMG Music Canada Dir. Artist/Intl. Mktg. Jim Campbell. (l-r, standing): CTD's Dan Roberts and Brad Roberts, RCA VP Artist Dev. Hugh Surratt, CTD Mitch Dorge, RCA VP Creative & Video Prod. Ria Lewerke, RCA Dir. Video Pro-mo Lou Robinson and Video Director Tim Hamilton.



▶ **THE DOORUS GANG**

Seen plotting the overthrow of the U.S. government are (praying, l-r): Dwayne "Pound of Flesh" Ward, John "Hands Of Quiche" Chomnie, John "One Finger" Kilgo, Ray "From Paracas" Martner, Dennis "Sticky Globs" Reese, Scott "Gump Logic" Summers, (Barely standing, l-r): Randy "Chunky Hair" Bliss, Jeff "It's Alive" Baker, Moose "No Last Name" No Last Name, Mark "Beetzhub's Proctologist" Hobbs, who's also the mayor of Asheville.

\* You, too, can get your mug on these pages. Send your Pix to Network 40, 120 N. Victory Blvd., Burbank, CA 91502.



# PORTISHEAD

## SOUR TIMES (NOBODY LOVES ME)

From The Album *Dummy*

**6 - 5\* Billboard Monitor Alternative Chart**  
**101 - 84\* SoundScan Album Chart**

### **DOUBLE DIGIT ADDS!!**

<b>KDUK</b>	<b>WRFY</b>	<b>KCLD</b>
<b>KHTY</b>	<b>KTMT</b>	<b>WXSR</b>
<b>KCPI</b>	<b>WDDJ</b>	<b>WNFZ</b>
<b>KTRS</b>	<b>WYKS</b>	

### **GROWING ROTATIONS**

<b>WHYT 68 Plays</b>	<b>WLUM 32 Plays</b>
<b>WGRD 20 Plays</b>	<b>KRBE 17 Plays</b>
<b>WGRG 17 Plays</b>	<b>WNNX 17 Plays</b>
<b>KROQ 15 Plays</b>	<b>KDUK 11 Plays</b>
<b>KUTQ 5 Plays</b>	



**Darcy's  
Music**





▲ **LINE 'O STUDS**

Backstage before a groupie roundup after a recent Steve Perry show are (l-r): WEDJ Charlotte MD Michael Steele, Columbia Records' Promo Rep./Atlanta Brian Rhodes, Nat. Dir. Top 40 Promo Charlie "One Step Above" Walk, WFMF Baton Rouge MD Eddie Munster and Columbia Promo Rep./Carolinas Ray Mariner.



▲ **LIGHT IT UP**

Hanging with artist Barti (center) from Maverick group Candlebox are WAPE Jacksonville Research Dir. Aaron Daniels (left) and WAPE night guy J.J.



▲ **WHERE'S THE SHOPPING CART?**

Seen collecting clothes and toys for the undernourished is the irreparably confused KCPI Albert Lea PD Vito Gee.



▲ **YOU CAN TAKE THE BOYZ OUT OF THE MEN...**

Motown group Boyz II Men advises KSFM Sacramento jocks Ibro, Mark Allen and Zig to blow off their salt-and-pepper fashion kick.



▲ **MUCH O'BLIGE-ED**

KWIN Stockton APD Stacy Lynn enviously fondles Uptown/MCA artist Mary J. Blige's ultra-cool inflatable coat.



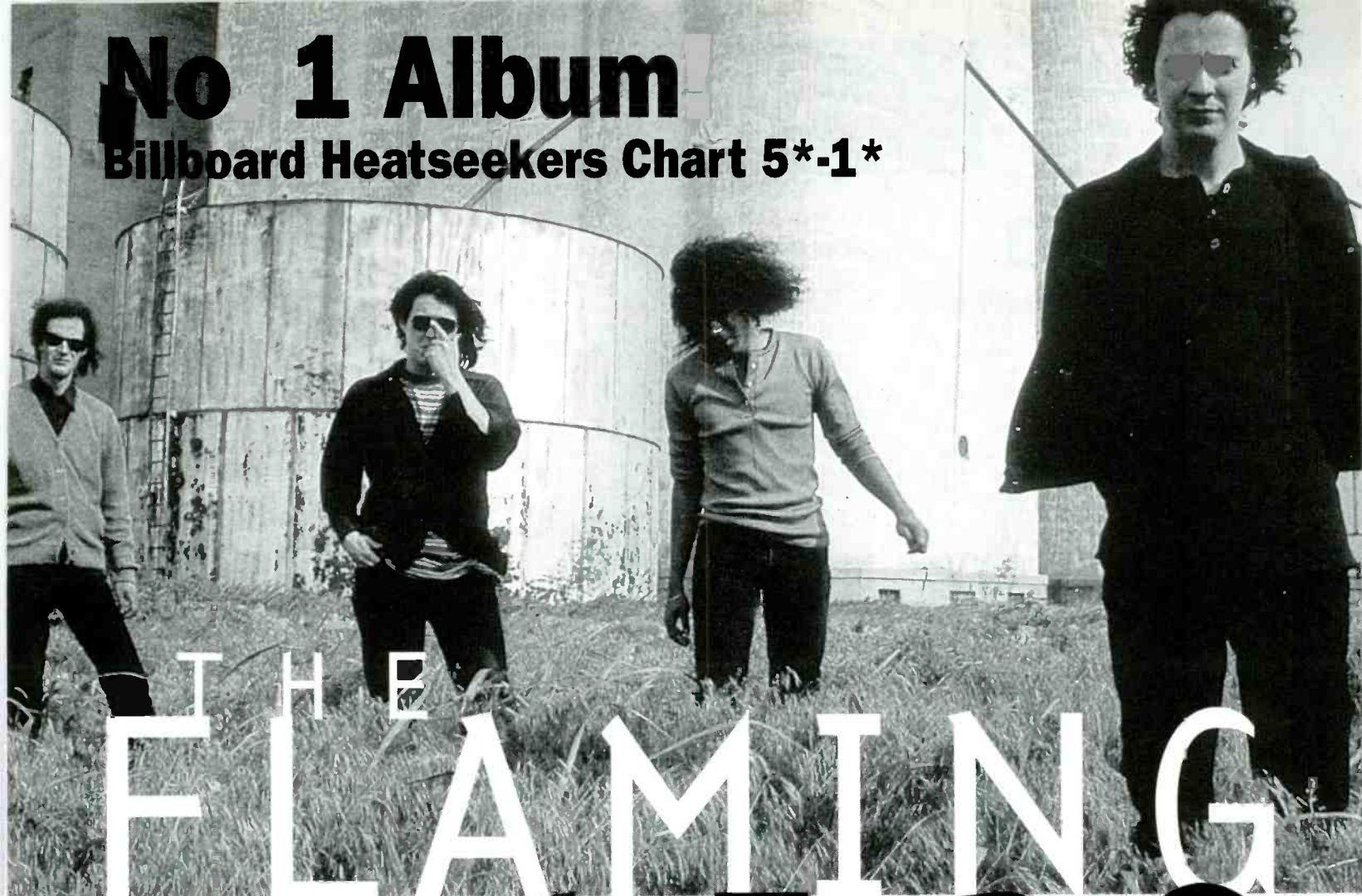
▲ **LEAPIN' LIZARDS**

American Recordings owner and record producer Rick Rubin (right) counsels '60s music icon Donovan, who almost freaks out when he considers having Slayer back him up on his new solo album.

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

# No 1 Album

## Billboard Heatseekers Chart 5\*-1\*



# THE FLAMING LIPS



Buzz Bin!

"SHE DON'T USE

**JELLY"**

FROM THE ALBUM

TRANSMISSIONS FROM THE SATELLITE HEART

PRODUCED BY THE FLAMING LIPS AND KEITH CLEVERLEY

**SoundScan Album Sales Trend: 7448-8909-10095 Pieces Sold!**

**SoundScan Album Sales Chart: 170\*-128\*-108\***

**New Adds Include:** WPLY WRHT KFRX WKMX WXS

**Spinning At:**

KROQ 14 Plays

WRQK 31 Plays  
WVSR 20 Plays

Q99 32 Plays

Z100 13 Plays

KHTY 27 Plays  
WBHT 19 Plays

WAHC 29 Plays

99X 13 Plays

WPST 25 Plays  
KSMB 16 Plays

KISF 24 Plays

WHYT 10 Plays

WZOQ 25 Plays  
KWTX 16 Plays

WKBQ 17 Plays

WLUM 10 Plays

WGRD 24 Plays  
WGRG 15 Plays

B97 15 Plays

WNFZ 24 Plays

WFLY 15 Plays

KWNZ 21 Plays

**Performing "She Don't Use Jelly" On Beverly Hills 90210 March 1st**

© 1995 WARNER BROS. RECORDS INC.

SCOTT BOOKER / HELLFIRE MANAGEMENT

# Now PLAYING

## MAJOR MARKETS

SELECTED MAJOR MARKET PPW REPORTS

### 106 KMEL

KMEL, San Francisco (415) 391-1061 Michelle Santosasso, Program Director Joey Arbagey, Music Director

RANK	EW	TW	ARTIST	TITLE
1	64	64	K-Ci Hailey	"If You Think You're"
2	64	63	TLC	"Creep"
3	62	62	TLC	"Red Light Special"
4	61	62	Boyz II Men	"On Bended Knee"
5	60	55	Brandy	"I Wanna Be Down"
6	60	52	Blackstreet	"Before I Let You Go"
7	34	52	Notorious B.I.G.	"Big Poppa"
8	38	42	Boyz II Men	"Water Runs Dry"
9	37	42	Brownstone	"If You Love Me"
10	37	41	Barry White	"Practice What You Preach"
11	34	37	Mary J. Blige	"Be Happy"
12	19	36	Soul For Real	"Candy Rain"
13	35	30	Changing Faces	"Foolin' Around"
14	33	24	Ice Cube	"What Can I Do"
15	30	24	Brandy	"Baby"
16	27	24	Pete Rock/CL	"Take You There"
17	40	22	Scarface	"I Never Seen A Man Cry"
18	27	21	Madonna	"Take A Bow"
19	24	20	Bone Thugs-N	"Foe Tha Love Of \$"
20	23	19	Anita Baker	"I Apologize"
21	32	19	Dru Down	"Mack Of The Year"
22	17	19	Spanish Fly	"Daddy's Home"
23	19	19	Fu-Schmickens	"Breakdown"
24	19	17	Aaliyah	"Age Ain't Nothing But A"
25	0	17	Mary J. Blige	"I'm Goin' Down"
26	0	16	R.B.L. Posse	"Bounce To This"
27	13	15	Livin' Joy	"Dreamer"
28	13	13	Method Man	"Bring The Pain"
29	5	13	Too \$hort	"Cocktails"
30	0	12	E-40	"I Luw"
31	0	12	Me'Shell NdegeO	"Soul Searchin'"
32	0	12	Subway # 702	"This Lil' Game We Play"
33	0	11	N II U	"I Miss You"

### THE BEAT 92.3

KRBE, Los Angeles (213) 466-9566 Keith Nafaly, Program Director Morise DeVoe, Music Director

RANK	EW	TW	ARTIST	TITLE
1	50	54	TLC	"Red Light Special"
2	44	52	Ice Cube	"What Can I Do"
3	59	51	Blackstreet	"Before I Let You Go"
4	48	49	Fu-Schmickens	"Breakdown"
5	43	46	Brownstone	"If You Love Me"
6	45	45	K-Ci Hailey	"If You Think You're"
7	52	43	TLC	"Creep"
8	49	42	Brandy	"I Wanna Be Down"
9	29	36	Soul For Real	"Candy Rain"
10	28	35	Brandy	"Baby"
11	40	32	Notorious B.I.G.	"Big Poppa"
12	42	29	Janet Jackson	"70's Love Groove"
13	20	25	Dru Down	"Mack Of The Year"
14	26	24	Anita Baker	"I Apologize"
15	15	24	Barry White	"Practice What You Preach"
16	22	23	Mary J. Blige	"I'm Goin' Down"
17	17	20	Boyz II Men	"Water Runs Dry"
18	0	20	Xample	"I'd Rather Be Alone"
19	30	20	N II U	"I Miss You"
20	12	19	Immature	"Constantly"
21	14	16	Nine	"Whutcha Want?"
22	9	14	Boyz II Men	"Thank You"
23	10	14	Madonna	"Take A Bow"
24	5	12	Tevin Campbell	"Don't Say Goodbye Girl"
25	A	12	Subway # 702	"This Lil' Game We Play"
26	11	10	Jewell	"Woman To Woman"
27	15	8	Bone Thugs-N	"Foe Tha Love Of \$"
28	13	8	Changing Faces	"Foolin' Around"
29	11	6	Boyz II Men	"On Bended Knee"
30	5	5	Karyn White	"Can I Stay With You"

### KISFM 102.7

KISFM, Los Angeles (818) 845-1027 Steve Peraz, Program Director Tracy Austin, Music Director

RANK	EW	TW	ARTIST	TITLE
1	75	78	Boyz II Men	"On Bended Knee"
2	56	76	Madonna	"Take A Bow"
3	78	55	Ini Kamoze	"Here Comes The"
4	40	55	Stevie B.	"Dream About You"
5	71	54	Real McCoy	"Another Night"
6	60	46	4 P.M.	"Sukiyaki"
7	39	44	Kym Mazelle	"Love Me The Right Way"
8	38	43	Corona	"The Rhythm Of The Night"
9	35	42	Brandy	"I Wanna Be Down"
10	30	40	TLC	"Creep"
11	35	39	69 Boyz	"Tootsee Roll"
12	36	37	Crystal Waters	"100% Pure Love"
13	31	36	Immature	"Never Lie"
14	27	35	20 Fingers	"Short Short Man"
15	0	33	Rick Dees	"Overruled At The Court"
16	30	32	DJ Miko	"What's Up"
17	24	31	Immature	"Constantly"
18	42	26	Unlimited	"Get Ready For This"
19	21	25	Green Day	"When I Come Around"
20	26	25	Sheryl Crow	"All I Wanna Do"
21	36	22	Boyz II Men	"I'll Make Love To You"
22	0	21	Apache Indian	"Boom Shlaka-A-Lak"
23	30	21	Babyface	"When Can I See You"
24	11	19	Roula	"Lick It"
25	0	18	Real McCoy	"Run Away"
26	15	17	Spin Doctors	"Two Princes"
27	13	16	New Order	"Bizarre Love Triangle"
28	13	16	Counting Crows	"Mr. Jones"
29	A	15	N II U	"I Miss You"
30	13	14	Big Mountain	"Baby I Love Your Way"
31	11	13	Ace Of Base	"Don't Turn Around"
32	10	13	Snape	"Rhythm Is A Dancer"
33	19	12	Mariah Carey	"Anytime You Need A"
34	9	12	Melissa Etheridge	"Come To My Window"
35	13	10	Erasure	"Always"
36	12	10	Acrosmith	"Crazy"
37	10	10	Coolio	"Fantastic Voyage"
38	0	9	Lisa Loeb & Nine	"Stay (I Missed You)"
39	10	9	Bizarre Inc	"I'm Gonna Get You"
40	0	8	Boyz II Men	"Water Runs Dry"

### Q102

WKRC, Cincinnati (513) 763-5686 Jimmy Seal, Program Director Brian Douglas, Assistant PD

RANK	EW	TW	ARTIST	TITLE
1	64	66	Blessid U. Of Soul	"I Believe"
2	65	66	Melissa Etheridge	"I'm The Only One"
3	66	66	Kenny Loggins	"Return To Pooh Corner"
4	63	65	Boyz II Men	"I'll Make Love To You"
5	62	62	Toni Braxton	"You Mean The World To Me"
6	31	31	Des'ice	"You Gotta Be"
7	29	29	Bon Jovi	"Always"
8	32	29	Wet Wet Wet	"Love Is All Around"
9	27	29	Vanessa Williams	"The Sweetest Days"
10	29	28	Martin Page	"In The House Of Stone"
11	31	28	Jon Secada	"Mental Picture"
12	29	28	Madonna	"Take A Bow"
13	28	27	Boyz II Men	"On Bended Knee"
14	29	26	Melissa Etheridge	"Come To My Window"
15	23	26	Amy Grant	"Lucky One"
16	24	25	Sheryl Crow	"All I Wanna Do"
17	27	25	Babyface	"When Can I See You"
18	24	25	John Mellencamp	"Wild Night"
19	25	24	Andru Donalds	"Mishale"
20	22	23	Hootie & The	"Hold My Hand"
21	A	23	Jamie Walters	"Hold On"
22	27	23	Amy Grant & V.	"House Of Love"
23	8	23	Tom Petty	"You Don't Know How It"
24	17	17	Green Day	"When I Come Around"
25	16	16	R.E.M.	"Bang And Blame"
26	17	14	4 P.M.	"Sukiyaki"
27	5	8	The Rolling Stones	"You Got Me Rocking"

### 104 KRBE

Hits. Without the hype.

KRBE, Houston (713) 266-1000 Tom Poleman, Program Director Paul Cobby Bryant, Music Coordinator

RANK	EW	TW	ARTIST	TITLE
1	57	61	Pearl Jam	"Better Man"
2	55	56	Stone Temple	"Interstate Love Song"
3	54	56	Green Day	"When I Come Around"
4	24	50	Dionne Farris	"I Know"
5	56	31	Weezer	"Buddy Holly"
6	21	29	Erasure	"I Love Saturday"
7	30	28	Candlebox	"Far Behind"
8	0	27	Real McCoy	"Run Away"
9	30	27	Live	"I Alone"
10	21	25	the cranberries	"Ode To My Family"
11	21	23	Tom Petty	"You Don't Know How It"
12	18	23	Oasis	"Live Forever"
13	17	23	Offspring	"Self Esteem"
14	21	22	Freddy Johnston	"Bad Reputation"
15	25	20	Nine Inch Nails	"Closer"
16	22	19	Counting Crows	"Rain King"
17	13	19	Liz Phair	"Supernova"
18	18	18	Hootie & The	"Hold My Hand"
19	21	18	Soundgarden	"Fell On Black Days"
20	14	17	Porishead	"Sour Times (Nobody Loves)"
21	19	16	Real McCoy	"Another Night"
22	13	15	Melissa Etheridge	"If I Wanted To"
23	15	14	Sheryl Crow	"Strong Enough"
24	13	14	Aimee Mann	"That's Just What You Are"
25	16	12	Pete Drogé	"If You Don't Love Me"
26	0	12	Duran Duran	"White Lines"
27	23	11	R.E.M.	"Bang And Blame"
28	18	11	Candlebox	"Cover Me"
29	16	10	Hole	"Doll Parts"
30	9	9	Simple Minds	"She's A River"
31	7	8	Flaming Lips	"She Don't Use Jelly"
32	0	7	Sarah McLachlan	"Hold On"
33	0	6	Dink	"Greenmind"
34	0	6	Collective Soul	"Gel"

### JAM'N 94.5

WJMN, Boston (617) 290-0009 Cadillac Jack, Program Director Cat Collins, Music Director

RANK	EW	TW	ARTIST	TITLE
1	64	65	Blackstreet	"Before I Let You Go"
2	63	65	Brandy	"I Wanna Be Down"
3	63	64	Brownstone	"If You Love Me"
4	47	64	Jade	"Every Day Of The Week"
5	66	63	K-Ci Hailey	"If You Think You're"
6	65	63	TLC	"Creep"
7	63	63	Boyz II Men	"On Bended Knee"
8	45	45	Raja-Nee'	"Turn It Up"
9	44	45	Soul For Real	"Candy Rain"
10	32	44	Adina Howard	"Freak Like Me"
11	36	43	Silk	"I Can Go Deep"
12	58	42	N II U	"I Miss You"
13	44	42	Black Men United	"U Will Know"
14	43	42	Queen Latifah	"Weekend Love"
15	43	41	Real McCoy	"Another Night"
16	33	37	Keith Martin	"Never Find Someone Like"
17	36	34	Boyz II Men	"Water Runs Dry"
18	40	31	TLC	"Diggin' On You"
19	41	31	Brandy	"Baby"
20	30	29	Mary J. Blige	"I'm Goin' Down"
21	0	29	TLC	"Red Light Special"
22	40	28	Tevin Campbell	"Don't Say Goodbye Girl"
23	30	23	Immature	"Constantly"
24	21	20	Notorious B.I.G.	"Big Poppa"
25	0	5	Madonna	"Take A Bow"



# Calling All Golfers.....

The Urban Network is planning our very first golf tournament to coincide with the 6th annual PowerJam Conference in Palm Springs, February 15-19th, 1995.

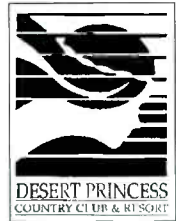
The tournament is scheduled for Wednesday, February 15th beginning at 8am. We expect to be finished by 4pm.



*Hillary Johnson, President of Valley Vue Records is also serving as a co-host with Urban Network for this event.*

You can play golf as the prestigious Bob Hope Golf Classic is underway.

The tournament will take place at the Desert Princess Country Club, right next to the Doubletree Resort at 28-555 Landau Blvd. in Cathedral City, California.



The costs of "hitting the greens" is \$125 a player.

Make checks payable to

Urban Network, 120 N. Victory Blvd., Suite #207, Burbank, Calif. 91502.

Greens, cart fees, range balls, and a delicious boxed lunch are in the package!

Duffers are welcome too.

\*\*\*

To register call Miller London at (818) 843-5800 today.

Reservations accepted until Monday, February 6, 1995!!

*Bring your beach shoes for the sandtraps and your ball retriever for the lake.*

\*\*\*

**DON'T HESITATE...REGISTER TODAY.....**

*"There will be two par 3 hole in one awards" • One will be a **\$10,000** hole in one...  
The other will be a **brand new car** • Prizes for the longest drive....& closest to the hole*

\*\*\*

**Don't let A.D. Washington outdress you!!!!!!**

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2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

# Now PLAYING

## MAJOR MARKETS

SELECTED MAJOR MARKET PPW REPORTS

### STAR 94 FM ATLANTA

WSTR, Atlanta (404) 261-2970 Don Benson, Program Director Kevin Peterson, Assistant PD

RANK	LW	TW	ARTIST	TITLE
1	47	50	Flooree & T'ie	"Hold My Hand"
2	44	46	Real McCoy	"Another Night"
3	47	46	Des'ree	"You Gotta Be"
4	40	45	Tom Petty	"You Don't Know How It"
5	42	44	Harry Connick, Jr.	"(I Could Only) Whisper"
6	37	42	John Mellencamp	"Dance Naked"
7	40	38	Seal	"Prayer For The Dying"
8	35	37	Pretenders	"I'll Stand By You"
9	30	37	Eagles	"Love Will Keep Us Alive"
10	34	36	Toni Braxton	"I Belong To You"
11	37	36	Boyz II Men	"On Bended Knee"
12	36	36	Ace Of Base	"Living In Danger"
13	28	36	Gin Blossoms	"Allison Road"
14	36	35	Load The Wet	"Something's Always Wrong"
15	37	35	Bon Jovi	"Always"
16	39	34	Jon Secada	"Mental Picture"
17	34	34	Madonna	"Take A Bow"
18	29	32	R.E.M.	"Bang And Blame"
19	37	31	Gin Blossoms	"Until I Fall Away"
20	30	30	Martin Page	"In The House Of Stone"
21	31	29	Melissa Etheridge	"I'll Want You"
22	21	29	Bonnie Raitt	"You Got It"
23	35	28	Vanessa Williams	"The Sweetest Days"
24	21	22	Sheryl Crow	"Strong Enough"
25	21	21	Dionne Farris	"I Know"
26	21	21	Gloria Estefan	"Everlasting Love"
27	18	17	Luther Vandross	"Always And Forever"
28	16	16	Jon Secada	"If You Go"
29	14	15	Melissa Etheridge	"I'm The Only One"
30	17	14	Madonna	"Secret"
31	15	12	Melissa Etheridge	"Come To My Window"
32	27	12	Arina Baker	"Body & Soul"
33	17	9	John Mellencamp	"Wild Night"
34	0	9	Gin Blossoms	"Found Out About You"
35	0	8	Ace Of Base	"The Sign"
36	0	8	Ace Of Base	"All That She Wants"
37	0	8	Lisa Loeb & Nine	"Stay (I Missed You)"
38	0	8	Counting Crows	"Mr. Jones"
39	0	6	Toni Braxton	"You Mean The World To Me"
40	0	6	Ace Of Base	"Don't Turn Around"

### POWER 106.4 FM

KIPWR, Los Angeles (818) 953-4200 Michelle Mercer, Program Director Bruce St. James, Music Director

RANK	LW	TW	ARTIST	TITLE
1	63	68	K-Ci Hailey	"If You Think You're"
2	66	68	Rappin' 4-Tay	"Playaz Club"
3	62	67	Boyz II Men	"On Bended Knee"
4	66	65	Blackstreet	"Before I Let You Go"
5	60	64	Brandy	"I Wanna Be Down"
6	38	60	TLC	"Creep"
7	65	55	Ice Cube	"What Can I Do"
8	45	45	Dru Down	"Mack Of The Year"
9	44	43	Fu-Schnickens	"Breakdown"
10	41	42	Changing Faces	"Foolin' Around"
11	34	41	N II U	"I Miss You"
12	21	39	Bone Thugs-N	"Foe Tha Love Of \$"
13	36	32	Immature	"Constantly"
14	29	31	TLC	"Red Light Special"
15	63	30	Notorious B.I.G.	"Juicy"
16	29	29	Brownstone	"If You Love Me"
17	28	28	Mary J. Blige	"I'm Goin' Down"
18	31	26	69 Boyz	"Tootsee Roll"
19	23	25	Nonce	"Mix Tapes"
20	23	25	Ini Kamoze	"Here Comes The"
21	20	21	Notorious B.I.G.	"Big Poppa"
22	20	20	69 Boyz	"Here Kitty Kitty"
23	20	20	Immature	"Never Lie"
24	14	19	Da Bru	"Da B Side"
25	12	13	Scarface	"I Never Seen A Man Cry"
26	17	13	Boyz II Men	"I'll Make Love To You"
27	41	10	Snoop Doggy Dogg	"Murder Was The Case"
28	15	8	Lords Of The	"Tic Toc"

### B96 CHICAGO

WBBM FM, Chicago (312) 944-6000 Todd Cavanah, Program Director Erik Bradley, Music Director

RANK	LW	TW	ARTIST	TITLE
1	71	69	Max A Million	"Fat Boy"
2	67	65	Real McCoy	"Run Away"
3	49	62	Maxx	"Get Away"
4	57	60	Boyz II Men	"On Bended Knee"
5	45	60	Pharao	"I Show You Secrets"
6	64	47	Roula	"Lick It"
7	60	46	TLC	"Creep"
8	38	39	Lil Suzy	"Promise Me"
9	31	35	Outhere Bros.	"La La La Hey Hey"
10	22	34	Jade	"Every Day Of The Week"
11	29	30	Cynthia	"How I Love Him"
12	35	29	Babyface	"When Can I See You"
13	11	26	Immature	"Never Lie"
14	30	25	Corona	"The Rhythm Of The Night"
15	27	25	Real McCoy	"Automatic Lover"
16	21	24	Boyz II Men	"Water Runs Dry"
17	19	23	George LaMond	"It's Always You"
18	29	22	Blackstreet	"Before I Let You Go"
19	18	21	Livin' Joy	"Dreamer"
20	0	20	yo! co ross	"miss me"
21	9	19	Bone Thugs-N	"Foe Tha Love Of \$"
22	28	16	Spanish Fly	"Treasure Of My Heart"
23	22	13	Warren G	"Do You See"
24	0	6	Brownstone	"If You Love Me"
25	0	5	All-4-One	"(She's Got) Skillz"
26	5	5	Crystal Waters	"What I Need"

### CASH COW KS-104 104.3 FM

KQKS, Denver (303) 721-9210 Mark Feather, Program Director John Dickinson, Music Director

RANK	LW	TW	ARTIST	TITLE
1	47	73	4 P.M.	"Sukiyaki"
2	43	70	Brandy	"I Wanna Be Down"
3	70	67	Boyz II Men	"On Bended Knee"
4	67	65	Real McCoy	"Another Night"
5	61	64	Madonna	"Take A Bow"
6	71	63	Ini Kamoze	"Here Comes The"
7	53	59	Janet Jackson	"You Want This"
8	48	51	2 Unlimited	"Get Ready For This"
9	47	48	Jade	"Every Day Of The Week"
10	0	46	Zhane	"Groove Thing"
11	44	45	DJ Miko	"What's Up"
12	45	44	Crystal Waters	"100% Pure Love"
13	40	42	CeCe Peniston	"Keep Givin' Me Your Love"
14	22	42	Madonna	"Secret"
15	42	41	TLC	"Creep"
16	44	40	Babyface	"When Can I See You"
17	38	38	Changing Faces	"Stroke You Up"
18	30	31	Des'ree	"You Gotta Be"
19	21	31	Corona	"The Rhythm Of The Night"
20	26	28	Immature	"Constantly"
21	40	27	Sheryl Crow	"All I Wanna Do"
22	0	24	Blackstreet	"Before I Let You Go"
23	29	24	Collective Soul	"Shine"
24	21	22	69 Boyz	"Tootsee Roll"
25	27	22	Immature	"Never Lie"
26	17	20	Toni Braxton	"I Belong To You"
27	24	18	Willi One Blood	"Whiney, Whiney (What)"
28	10	18	Boyz II Men	"I'll Make Love To You"
29	0	18	Salt-N-Pepa w/En	"Whatta Man"
30	0	17	Melissa Etheridge	"I'm The Only One"
31	8	17	Robin S.	"Show Me Love"
32	0	17	Salt N' Pepa	"Shoop"
33	17	17	Collage	"I'll Be Loving You"
34	19	17	Ace Of Base	"The Sign"
35	19	16	Rappin' 4-Tay	"Playaz Club"
36	19	15	Ace Of Base	"Don't Turn Around"
37	17	15	Enigma	"Return To Innocence"
38	0	15	Reality	"Yolanda"
39	16	14	Aaliyah	"Bick & Forth"
40	16	14	Janet Jackson	"Because Of Love"

### MIX 107.5 FM Denver's Best Music Mix

KWMO, Denver (303) 321-0950 John Peake, Program Director Paul Donovan, Music Director

RANK	LW	TW	ARTIST	TITLE
1	37	38	Wet Wet Wet	"Love Is All Around"
2	37	36	Melissa Etheridge	"I'm The Only One"
3	37	33	Ace Of Base	"Don't Turn Around"
4	30	33	Martin Page	"In The House Of Stone"
5	23	32	Eagles	"Love Will Keep Us Alive"
6	9	31	Any Grant & V.	"House Of Love"
7	26	31	Hootie & The	"Hold My Hand"
8	26	28	John Mellencamp	"Wild Night"
9	26	27	Vanessa Williams	"The Sweetest Days"
10	27	27	Amy Grant	"Lucky One"
11	25	26	Madonna	"Take A Bow"
12	18	26	Spin Doctors	"Two Princes"
13	23	26	Bon Jovi	"Always"
14	25	25	Steve Perry	"Missing You"
15	24	25	Melissa Etheridge	"Come To My Window"
16	23	24	Seal	"Prayer For The Dying"
17	27	24	Joshua Kadison	"Picture Postcards From"
18	0	23	Bonnie Raitt	"You Got It"
19	24	20	Huey Lewis & The	"But It's Alright"
20	17	15	Gloria Estefan	"Turn The Beat Around"
21	23	13	Michael Bolton	"Once In A Lifetime"

### Z100 NEW YORK

WHTZ, New York (212) 239-3300 Steve Kingston, Program Director Andy Shane, Music Director

RANK	LW	TW	ARTIST	TITLE
1	58	61	Ini Kamoze	"Here Comes The"
2	59	58	Green Day	"When I Come Around"
3	58	58	Pearl Jam	"Better Man"
4	57	56	Real McCoy	"Another Night"
5	54	54	Melissa Etheridge	"Like The Way I Do"
6	41	48	Bon Jovi	"Always"
7	44	45	Weezer	"Buddy Holly"
8	42	45	Crystal Waters	"100% Pure Love"
9	34	40	Stone Temple	"Interstate Love Song"
10	57	37	Boyz II Men	"On Bended Knee"
11	44	37	Green Day	"Basket Case"
12	41	36	Gin Blossoms	"Allison Road"
13	33	36	R.E.M.	"Bang And Blame"
14	32	31	Candlebox	"Far Behind"
15	0	30	Live	"Lightning Crashes"
16	31	30	the cranberries	"Zombie"
17	27	29	Madonna	"Take A Bow"
18	29	29	Des'ree	"You Gotta Be"
19	28	25	013ring	"Self Esteem"
20	21	24	Pearl Jam	"Yellow Leelbetter"
21	25	23	Collective Soul	"Gel"
22	25	22	Melissa Etheridge	"I'm The Only One"
23	23	22	Oasis	"Live Forever"
24	16	21	Simple Minds	"She's A River"
25	24	20	Stone Temple	"Pretty Penny"
26	35	20	Pretenders	"I'll Stand By You"
27	0	18	Duran Duran	"White Lines"
28	18	14	Soundgarden	"Fell On Black Days"
29	18	14	Hootie & The	"Hold My Hand"
30	16	13	Sheryl Crow	"Strong Enough"
31	11	13	Flaming Lips	"She Don't Use Jelly"
32	5	10	Sponge	"Plowed"
33	16	7	Smashing Pumpkins	"Today"
34	9	6	DJ Miko	"What's Up"
35	6	6	Aerosmith	"Crazy"
36	5	5	Melissa Etheridge	"If I Wanted To"
37	5	5	R.E.M.	"What's The Frequency,"
38	0	5	Dionne Farris	"I Know"
39	27	5	Live	"I Alone"

# SPEND PRESIDENT'S WEEKEND WITH THESE PRESIDENTS



**Howie Klein** President,  
Reprise Records



**Strauss Zelnick** President  
and CEO of BMG  
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**Clive Davis** A special guest star one-on-one conversation with Dave Sholin by the founder and president of Arista Records and one of the most influential record executives of all time. This is the first time Clive Davis has spoken before the industry in over 10 years! Seating is limited to this rare and special event.



**Bruce Lundvall** President,  
Blue Note Records



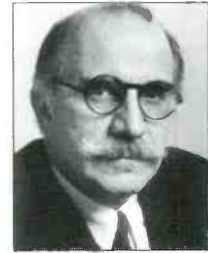
**John Lund** President of Lund  
Media Research



**Pierre Bouvard** General  
Manager, Arbitron  
*(He'll be President some day)*



**Paul Drew** President, Paul  
Drew Enterprises



**Tommy LiPuma** President,  
GRP Records

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SONNY LANDRETH  
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MOIST  
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TOENUT  
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SONS OF ELVIS  
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# SPIN@CYCLE™

TW	ARTIST	SONG	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
1	Boyz II Men	On Bended Knee			10469	237	2	5	2	44.3
2	Madonna	Take A Bow			10266	245	2	1	8	42.0
3	Bon Jovi	Always			7453	189	0	14	9	39.4
4	Real McCoy	Another Night			7157	170	0	9	24	42.1
5	Hootie & The Blowfish	Hold My Hand			7058	189	3	2	36	37.5
6	Tom Petty	You Don't Know How It Feels			6582	179	3	5	11	36.9
7	Des'ree	You Gotta Be	Page 9		6581	186	5	5	35	35.5
8	4 P.M.	Sukiyaki			6360	170	2	12	6	37.6
9	TLC	Creep			6226	171	4	1	5	37.0
10	Corona	The Rhythm Of The Night			5770	164	0	8	14	35.1
11	R.E.M.	Bang And Blame			5731	195	3	2	17	29.5
12	Ini Kamoze	Here Comes The Hotstepper			5470	153	0	11	3	35.7
13	Jade	Every Day Of The Week			5247	154	2	7	47	34.2
14	Vanessa Williams	The Sweetest Days			5011	186	3	12	50	27.2
15	Dionne Farris	I Know	Pages 37,39		4678	194	12	2	47	24.8
16	Sheryl Crow	Strong Enough			4578	191	11	1	21	25.0
17	Andru Donalds	Mishale			4453	163	4	5	30	27.8
18	Green Day	When I Come Around			4421	181	3	5	1	24.7
19	Melissa Etheridge	I'm The Only One			4363	133	1	14	90	32.8
20	Eagles	Love Will Keep Us Alive			4244	158	4	0	55	27.2
21	Melissa Etheridge	If I Wanted To	Page 21		4107	191	13	1	64	22.3
22	Jon Secada	Mental Picture			3933	152	2	15	99	26.0
23	Martin Page	In The House Of Stone And Light			3605	160	11	1	99	23.8
24	Freedy Johnston	Bad Reputation	Page 2		3475	143	4	6	47	25.0
25	Weezer	Buddy Holly			3450	163	2	5	4	21.1
26	Toni Braxton	I Belong To You			3212	111	1	17	63	28.9
27	Gin Blossoms	Allison Road			3117	111	0	12	86	28.0
28	Janet Jackson	You Want This			3068	98	0	18	79	31.3
29	Blackstreet	Before I Let You Go			3063	96	1	6	15	32.2
30	Brownstone	If You Love Me			2891	121	14	1	33	26.0
31	Jamie Walters	Hold On			2857	146	20	3	32	21.6
32	Brandy	I Wanna Be Down			2689	86	0	18	13	31.2
33	Boyz II Men	I'll Make Love To You			2335	87	0	13	84	26.8
34	The Cranberries	Zombie			2291	108	1	28	7	21.4
35	Pearl Jam	Better Man			2283	86	8	0	12	28.1
36	Crystal Waters	100% Pure Love			2078	72	0	7	85	28.8
37	2 Unlimited	Get Ready For This			1989	71	3	2	43	28.8
38	Immature	Constantly			1888	89	7	2	18	23.0
39	Willi One Blood	Whiney, Whiney (What Really Drives Me Crazy)			1750	105	10	8	10	18.4
40	CeCe Peniston	Keep Givin' Me Your Love	Page 37		1736	77	4	3	66	23.7

# SPIN CYCLE

TW	ARTIST	SONG	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
41	Amy Grant & Vince Gill	House Of Love			1702	66	3	8	99	26.5
42	Madonna	Secret			1695	72	0	18	93	23.5
43	N II U	I Miss You			1656	56	5	1	39	31.2
44	Zhané	Shame			1652	61	0	18	78	27.0
45	Sheryl Crow	All I Wanna Do			1648	78	0	25	92	21.1
46	Richard Marx	Nothing Left Behind Us			1618	102	26	1	90	19.4
47	Pretenders	I'll Stand By You			1478	56	0	13	98	26.3
48	Gloria Estefan	Everlasting Love			1418	106	35	0	50	18.4
49	Counting Crows	Rain King			1399	55	0	17	95	25.4
50	Soul For Real	Candy Rain			1376	42	9	0	38	38.2
51	Pete Droge	If You Don't Love Me (I'll Kill Myself)			1363	96	20	1	62	17.2
52	John Mellencamp	Wild Night			1343	62	0	9	91	21.6
53	Collective Soul	Gel			1298	99	19	2	37	15.2
53	Stone Temple Pilots	Interstate Love Song			1298	49	1	13	93	26.4
55	Aimee Mann	That's Just What You Are			1288	67	5	4	83	20.7
56	Sting	When We Dance			1277	54	0	16	89	23.6
57	Ace Of Base	Living In Danger			1229	46	0	21	94	26.7
58	K-Ci Hailey	If You Think You're Lonely Now			1192	35	2	1	43	36.1
59	Deadeye Dick	New Age Girl			1182	46	0	9	21	25.7
60	Luther Vandross	Always And Forever			1181	57	0	20	99	20.7
61	Gloria Estefan	Turn The Beat Around			1157	52	0	15	98	22.2
62	Real McCoy	Run Away			1135	47	12	0	27	26.4
63	TLC	Red Light Special			1124	33	3	0	54	36.2
64	John Mellencamp	Dance Naked			1117	43	0	11	88	25.9
65	Babyface	When Can I See You			1095	50	0	13	99	21.9
66	Livin' Joy	Dreamer			1066	45	2	2	33	23.6
66	Flaming Lips	She Don't Use Jelly	Page 47		1066	76	4	2	25	14.8
68	Jon Secada	If You Go			1036	43	0	6	97	24.0
69	Melissa Etheridge	Come To My Window			1008	45	0	8	99	22.4
70	Van Halen	Don't Tell Me (What Love Can Do)	Page 17		984	57	2	0	25	17.8
71	Veruca Salt	Seether			953	55	0	18	20	17.3
72	Lil Suzy	Promise Me			945	32	3	0	88	31.5
73	Four Seasons	December '63 (Oh What A Night)			944	39	0	7	95	24.2
74	Brandy	Baby			932	33	5	0	74	31.0
75	All-4-One	(She's Got) Skillz	Page 41		910	43	5	5	19	23.9
76	Aerosmith	Blind Man			894	34	0	20	96	26.2
77	Mary J. Blige	I'm Goin' Down			847	26	3	1	55	32.5
78	Toad The Wet Sprocket	Something's Always Wrong			819	34	0	15	99	24.0
79	Hole	Doll Parts			807	55	3	5	29	15.2
80	Soundgarden	Fell On Black Days			800	47	0	13	68	17.0

# C#CRUNCH™

## MOST ADDED

ARTIST/SONG/LABEL	TOTAL/ADDS
1 <b>LONDONBEAT.</b> Come Back (Radioactive) WMGI KHTY WAYV KHQT WXKS KISX KNIN WRQX KIOC WBIZ	113/96
2 <b>BONNIE RAITT.</b> You Got It (Arista) WSPK WAYV KISX WRQX KIOC WKDD WRQK KZIO WBIZ WTBX	89/85
3 <b>NIRVANA.</b> The Man Who Sold The World (DGC) KHTY WHOB KIOC KROC WEZB KUTQ WLAN WYCR WHTO WRFY	52/38
4 <b>GLORIA ESTEFAN.</b> Everlasting Love (Epic) WKZW WSPK KNIN WFLZ KPLZ KKLQ WKFR WSNX WVIC KZHT	106/35
5 <b>RICHARD MARX.</b> Nothing Left Behind Us (Capitol) WKZW WXKS KFM WHYI KIMN WKRQ WKFR WJET WDJX WKMX	102/26
6 <b>JAMIE WALTERS.</b> Hold On (Atlantic/AG) WAYV WZJM KDWB KROC KZIO WKFR KJYO KMGZ WNNK WVKX	146/20
6 <b>PETE DROGE.</b> If You Don't Love Me (I'll) Kill Myself (American/Reprise/RCA) WKZW WSPK WAYV KROC WFLZ WVAQ WAZY WBWB WSNX WVIC	96/20
8 <b>COLLECTIVE SOUL.</b> Gel (Atlantic/AG) KSLY WKZW WPST WQGN WAOA WDCG WEZB WPRO WVSR WKRZ	99/19
9 <b>BLESSID UNION OF SOULS.</b> I Believe (SBK/EMI Records) WMGI KDWB WBIZ KIMN WKTI KBFM WFHN WLAN WYCR WWCK	45/18
10 <b>TAKE 6.</b> You Can Never Ask Too Much Of Love (Reprise) WQGN XHTZ KTMT WNCI WMJQ KZHT KISR KMCK WWCK KLYV	21/16
11 <b>SIMPLE MINDS.</b> She's A River (Virgin) KHTY WAYV KISX WRQK WVIC KUTQ WCIR KSKG WTVR WWXM	49/15
11 <b>HUEY LEWIS &amp; THE NEWS.</b> Little Bitty Pretty One (Elektra/EEG) WTIC WAZY WBWB KTMT WNCI WCIR WVSR WHTO KISR WIFC	42/15
11 <b>GILLETTE.</b> Mr. Personality (SOS/Zoo) KSLY KXXX KHKS KZHT WFHN WFLY WHTO WZOQ KZZU KQCR	21/15
14 <b>BROWNSTONE.</b> If You Love Me (MJJ Music/Epic) WBBM KQKS KSFM WJET KMGZ WNNK KKSS KOKZ WHOT KSMB	121/14
15 <b>MELISSA ETHERIDGE.</b> If I Wanted To (Island) WMGI WQIC WFLZ WNCI WCIR WXIL KCGQ KCPI KFTZ KLBQ	191/13
16 <b>DIONNE FARRIS.</b> I Know (Columbia) WHTZ WHYT WRQK KDWB WTIC WKFR WXSX WTCF WRVQ WXLK	194/12
16 <b>REAL McCOY.</b> Run Away (Arista) WIOQ KDON KDWB KUBE KSFM WHHH KJYO WOVV KQKQ KWTX	47/12
18 <b>MARTIN PAGE.</b> In The House Of Stone And Light (Mercury) KDWB WBZZ WKSS WYHY KMGZ WNNK WABB KRQQ WJMX KYYA	160/11
18 <b>OASIS.</b> Live Forever (Epic) KHTY WPST KTMT KUTQ WFLY WABB KISR WTVR WZOQ KLYV	31/11
18 <b>PORTISHEAD.</b> Sour Times (Nobody Loves Me) (Go Discs!/London) KHTY KDUK KTMT WRFY WXSX WYKS WDDJ KCLD KCPI KTRS	25/11

## ACCELERATED AIRPLAY

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	INCREASED AIRPLAY
1 <b>DIONNE FARRIS.</b> I Know (Columbia) WMGI KSLY KHTY KPSI WHOB KNIN KRBE KDWB KZIO WFLZ	+1167
2 <b>MELISSA ETHERIDGE.</b> If I Wanted To (Island) KSLY WBSS WRQX WRQK WFLZ WHYI WOSC WKSS WKCI WXXL	+1136
3 <b>MARTIN PAGE.</b> In The House Of Stone And Light (Mercury) WBSS KDWB WMTX KIMN KWNZ WOSC WKCI KKLQ WXXL KDUK	+843
4 <b>JAMIE WALTERS.</b> Hold On (Atlantic/AG) WAYV WXKS KISX KDWB KIMN WBWB KDUK WKRQ WEDJ WKFR	+807
5 <b>SHERYL CROW.</b> Strong Enough (A&M) KHTY KNIN WHYT WBIZ KFFM WKBQ KIMN KWNZ WOSC WKCI	+725
6 <b>GLORIA ESTEFAN.</b> Everlasting Love (Epic) WMGI WBSS WSTR WMTX WVAQ WKCI WTIC WAOA WXXL KTMT	+702
7 <b>BROWNSTONE.</b> If You Love Me (MJJ Music/Epic) WSPK KPWR KGGI KYLD WPGC KUBE KFFM KWNZ KSFM XHTZ	+606
8 <b>RICHARD MARX.</b> Nothing Left Behind Us (Capitol) WPLJ WSPK KROC KWNZ WOSC KKLQ KTMT WSNX WKEE WFLY	+603
9 <b>R.E.M.</b> Bang And Blame (WB) WQIC KHTY WRQK KZIO WTBX WBIZ WBZZ WKSS WXXL KDUK	+552
10 <b>BONNIE RAITT.</b> You Got It (Arista) WRQX WKDD WTBX KPLZ KWMX WAZY WBWB WKTI KYIS WLAN	+477
11 <b>DES'REE.</b> You Gotta Be (550 Music/Epic) KCAQ KHQT KNIN KISX KIOC WKBQ KIMN KSFM WKCI WTIC	+467
11 <b>EAGLES.</b> Love Will Keep Us Alive (Geffen) KEZY WQIC WPLJ WRQX WRQK KROC WOSC WBWB WJET WYCR	+467
13 <b>LONDONBEAT.</b> Come Back (Radioactive) WSPK KHTY KNIN KISX WRQX WBZZ WZPL WCIR WHTO WWCK	+408
14 <b>HOOTIE &amp; THE BLOWFISH.</b> Hold My Hand (Atlantic/AG) KNIN WBZZ KKFR WKCI WDCG WGRD WNNK WDJX WXIL WABB	+365
15 <b>TLC.</b> Creep (LaFace/Arista) KPWR KGGI KIIS KHKS KDWB KROC WFLZ WBZZ KSFM WSNX	+363
16 <b>GREEN DAY.</b> When I Come Around (Reprise) KHTY KISX WRQK WFLZ KISF WYHY KSKG WXPY WDBR WXLK	+340
17 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA) WQHT KHQT KYLD KMEI KDWB KUBE KFFM KSFM KTFM WVSR	+316
18 <b>REAL McCOY.</b> Run Away (Arista) KXXX KIIS KRBE KDWB KUBE WKBQ WHHH KJYO KZFM KBFM	+309
19 <b>BLESSID UNION OF SOULS.</b> I Believe (SBK/EMI Records) WSPK KDWB WZPL WNCI KJYO KBFM WYCR WGTZ WWCK KSKG	+304
20 <b>MADONNA.</b> Take A Bow (Maverick/Sire/WB) KSLY KIIS KGGI KHQT KYLD KHKS KSFM WKTI WYHY WNCI	+288

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**Hottest Buzz Records Of The Week . . . . . Page 42**  
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# Tom Jones

featuring  
**TORI AMOS**



## I WANNA GET BACK WITH YOU

Written by Diane Warren

# NETWORK <sup>40</sup>

## PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 <b>BOYZ II MEN.</b> On Bended Knee (Motown)	11160	10973	<b>10469</b>
2 <b>MADONNA.</b> Take A Bow (Maverick/Sire/WB)	9265	9978	<b>10266</b>
3 <b>BON JOVI.</b> Always (Mercury)	8612	8298	<b>7453</b>
4 <b>REAL McCOY.</b> Another Night (Arista)	7936	7437	<b>7157</b>
5 <b>HOOTIE &amp; THE BLOWFISH.</b> Hold My Hand (Atlantic/AG)	6299	6693	<b>7058</b>
6 <b>TOM PETTY.</b> You Don't Know How It Feels (WB)	6131	6432	<b>6582</b>
7 <b>DES'REE.</b> You Gotta Be (550 Music/Epic)	5803	6114	<b>6581</b>
8 <b>4 P.M.</b> Sukiyaki (Next Plateau/Island)	6685	6662	<b>6360</b>
9 <b>TLC.</b> Creep (LaFace/Arista)	5422	5863	<b>6226</b>
10 <b>CORONA.</b> The Rhythm Of The Night (Eastwest/EEG)	5523	5991	<b>5770</b>
11 <b>R.E.M.</b> Bang And Blame (WB)	4557	5179	<b>5731</b>
12 <b>INI KAMOZE.</b> Here Comes The Hotstepper (Columbia)	6351	6134	<b>5470</b>
13 <b>JADE.</b> Every Day Of The Week (Giant)	5179	5280	<b>5247</b>
14 <b>VANESSA WILLIAMS.</b> The Sweetest Days (Wing/Mercury)	5110	5348	<b>5011</b>
15 <b>DIONNE FARRIS.</b> I Know (Columbia)	2066	3511	<b>4678</b>
16 <b>SHERYL CROW.</b> Strong Enough (A&M)	2836	3853	<b>4578</b>
17 <b>ANDRU DONALDS.</b> Mishale (Metro Blue/Capitol)	3971	4363	<b>4453</b>
18 <b>GREEN DAY.</b> When I Come Around (Reprise)	3567	4081	<b>4421</b>
19 <b>MELISSA ETHERIDGE.</b> I'm The Only One (Island)	5643	4962	<b>4363</b>
20 <b>EAGLES.</b> Love Will Keep Us Alive (Geffen)	2926	3777	<b>4244</b>
21 <b>MELISSA ETHERIDGE.</b> If I Wanted To (Island)	667	2971	<b>4107</b>
22 <b>JON SECADA.</b> Mental Picture (SBK/EMI Records)	4091	3985	<b>3933</b>
23 <b>MARTIN PAGE.</b> In The House Of Stone And Light (Mercury)	1556	2762	<b>3605</b>
24 <b>FREEDY JOHNSTON.</b> Bad Reputation (Elektra/EEG)	3103	3371	<b>3475</b>
25 <b>WEEZER.</b> Buddy Holly (DGC)	3041	3412	<b>3450</b>
26 <b>TONI BRAXTON.</b> I Belong To You (LaFace/Arista)	3573	3618	<b>3212</b>
27 <b>GIN BLOSSOMS.</b> Allison Road (A&M)	3936	3660	<b>3117</b>
28 <b>JANET JACKSON.</b> You Want This (Virgin)	4645	3723	<b>3068</b>
29 <b>BLACKSTREET.</b> Before I Let You Go (Interscope/AG)	2919	3050	<b>3063</b>
30 <b>BROWNSTONE.</b> If You Love Me (MJJ Music/Epic)	1594	2285	<b>2891</b>
31 <b>JAMIE WALTERS.</b> Hold On (Atlantic/AG)	1287	2050	<b>2857</b>
32 <b>BRANDY.</b> I Wanna Be Down (Atlantic/AG)	3291	3118	<b>2689</b>
33 <b>BOYZ II MEN.</b> I'll Make Love To You (Motown)	3069	2674	<b>2335</b>
34 <b>THE CRANBERRIES.</b> Zombie (Island)	3228	2930	<b>2291</b>
35 <b>PEARL JAM.</b> Better Man (Epic)	1811	1999	<b>2283</b>
36 <b>CRYSTAL WATERS.</b> 100% Pure Love (Mercury)	2524	2201	<b>2078</b>
37 <b>2 UNLIMITED.</b> Get Ready For This (Radikal/Critique)	1898	1919	<b>1989</b>
38 <b>IMMATURE.</b> Constantly (Silas/MCA)	1349	1724	<b>1888</b>
39 <b>WILLI ONE BLOOD.</b> Whiney, Whiney (What Really Drives Me Crazy) (RCA)	1603	1831	<b>1750</b>
40 <b>CECE PENISTON.</b> Keep Givin' Me Your Love (Columbia)	1177	1618	<b>1736</b>

BULLETS INDICATE INCREASED AIRPLAY

ARTIST/SONG/LABEL	2W	LW	TW
41 <b>AMY GRANT &amp; VINCE GILL.</b> House Of Love (A&M)	1871	1840	<b>1702</b>
42 <b>MADONNA.</b> Secret (Maverick/Sire/WB)	2606	2037	<b>1695</b>
43 <b>N II U.</b> I Miss You (Arista)	1478	1629	<b>1656</b>
44 <b>ZHANÉ.</b> Shame (Hollywood/Jive)	2720	2237	<b>1652</b>
45 <b>SHERYL CROW.</b> All I Wanna Do (A&M)	3038	2306	<b>1648</b>
46 <b>RICHARD MARX.</b> Nothing Left Behind Us (Capitol)	785	1015	<b>1618</b>
47 <b>PRETENDERS.</b> I'll Stand By You (Sire/WB)	2156	1791	<b>1478</b>
48 <b>GLORIA ESTEFAN.</b> Everlasting Love (Epic)	165	716	<b>1418</b>
49 <b>COUNTING CROWS.</b> Rain King (DGC)	2910	1958	<b>1399</b>
50 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA)	579	1060	<b>1376</b>
51 <b>PETE DROGE.</b> If You Don't Love Me (I'll Kill Myself) (American/Reprise/RCA)	790	1179	<b>1363</b>
52 <b>JOHN MELLENCAMP.</b> Wild Night (Mercury)	1471	1297	<b>1343</b>
53 <b>COLLECTIVE SOUL.</b> Gel (Atlantic/AG)	643	1035	<b>1298</b>
53 <b>STONE TEMPLE PILOTS.</b> Interstate Love Song (Atlantic/AG)	1581	1551	<b>1298</b>
55 <b>AIMEE MANN.</b> That's Just What You Are (Giant)	987	1178	<b>1288</b>
56 <b>STING.</b> When We Dance (A&M)	2012	1643	<b>1277</b>
57 <b>ACE OF BASE.</b> Living In Danger (Arista)	2544	1813	<b>1229</b>
58 <b>K-CI HAILEY.</b> If You Think You're Lonely Now (Mercury)	1182	1224	<b>1192</b>
59 <b>DEADEYE DICK.</b> New Age Girl (Ichiban)	1515	1289	<b>1182</b>
60 <b>LUTHER VANDROSS.</b> Always And Forever (LV/Epic)	1901	1486	<b>1181</b>
61 <b>GLORIA ESTEFAN.</b> Turn The Beat Around (Epic)	1740	1514	<b>1157</b>
62 <b>REAL McCOY.</b> Run Away (Arista)	605	826	<b>1135</b>
63 <b>TLC.</b> Red Light Special (LaFace/Arista)	853	907	<b>1124</b>
64 <b>JOHN MELLENCAMP.</b> Dance Naked (Mercury)	1876	1427	<b>1117</b>
65 <b>BAByFACE.</b> When Can I See You (Epic)	1640	1405	<b>1095</b>
66 <b>FLAMING LIPS.</b> She Don't Use Jelly (WB)	824	960	<b>1066</b>
66 <b>LIVIN' JOY.</b> Dreamer (MCA)	836	1012	<b>1066</b>
68 <b>JON SECADA.</b> If You Go (SBK/EMI Records)	1180	1098	<b>1036</b>
69 <b>MELISSA ETHERIDGE.</b> Come To My Window (Island)	1173	1111	<b>1008</b>
70 <b>VAN HALEN.</b> Don't Tell Me (What Love Can Do) (WB)	581	883	<b>984</b>
71 <b>VERUCA SALT.</b> Seether (DGC/Minty Fresh)	1505	1326	<b>953</b>
72 <b>LIL SUZY.</b> Promise Me (Metropolitan)	705	824	<b>945</b>
73 <b>FOUR SEASONS.</b> December '63 (Oh What A Night) (Curb Records)	1354	1035	<b>944</b>
74 <b>BRANDY.</b> Baby (Atlantic/AG)	440	692	<b>932</b>
75 <b>ALL-4-ONE.</b> (She's Got) Skillz (Blitzz/Atlantic/AG)	981	967	<b>910</b>
76 <b>AEROSMITH.</b> Blind Man (Geffen)	2178	1381	<b>894</b>
77 <b>MARY J. BLIGE.</b> I'm Goin' Down (Uptown/MCA)	465	578	<b>847</b>
78 <b>TOAD THE WET SPROCKET.</b> Something's Always Wrong (Columbia)	1465	1114	<b>819</b>
79 <b>HOLE.</b> Doll Parts (DGC)	794	886	<b>807</b>
80 <b>SOUNDGARDEN.</b> Fell On Black Days (A&M)	1129	991	<b>800</b>

BULLETS INDICATE INCREASED AIRPLAY