

NETWORK ⁴⁰

Issue 238 • November 11, 1994

Interview
With Evergreen
OM/San Francisco
Dave Shakes

TERMINATION Editorial

***Spotlight On:* KHTT Fresno**

Conference Call:

HOLIDAY PROGRAMMING



Jules Shear

“The Sun Ain’t Gonna Shine (Anymore)”



A captivating version of the Walker Brother's hit

"If I could write songs like Jules Shear, I would." - Shawn Colvin

"Jules has always been the high water mark for songwriters." - Jesse Valenzuela/Gin Blossoms

"I remember seeing Jules Shear play a couple of acoustic shows on an In Their Own Words tour a few years ago. It was a pretty cool group on that tour and between Don Dixon, David Halley, Jules, Marshall Crenshaw and James McMurray, there were a lot of great songs being played. What I remember most is that although everyone had great songs, Jules was riveting. Time after time, he made me catch my breath and hold it while he played. You can tell yourself that's a strange way to play guitar, but the man simply writes great songs and he brings to them a wealth of soul and feeling that few performers can touch."

- Adam Duritz/Counting Crows

Going for Airplay Now

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#1 Most Added ▶



#1 PPW ▶



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EVERYTHING BUT THE GIRL

"Missing"
(ATLANTIC/AG)

ALL-4-ONE

"(She's Got) Skillz"
(BLITZZ/ATLANTIC/AG)

BEASTIE BOYS

"Sure Shot"
(GRAND ROYAL/CAPITOL)

DAN HARTMAN

"The Love In Your Eyes"
(CHAOS)

NATALIE COLE

"No More Blue Christmas"
(EASTWEST/ELECTRA)

MILLA

"Gentleman Who Fell"
(SBK/EMI RECORDS)

CELINE DION

"Only One Road"
(550 MUSIC/EPIG)

JULES SHEAR

"The Sun Ain't Gonna Shine Anymore"
(ISLAND)

WATERLILLIES

"Tempted"
(SIRE/KINETIC/REPRISE)

ADAM SANDLER

"The Thanksgiving Song"
(WB)

NEW TO CROSSOVER

KARYN WHITE

"Can I Stay With You"
(WB)

ANITA BAKER

"I Apologize"
(ELEKTRA)

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Network 40 Realigns Staff

Four Promoted, Given New Duties

In an effort to re-deploy the *Network 40* staff to maximize efficiency and productivity, VP/GM Gerry Cagle announced the promotions of Dwayne Ward to VP Operations; Jeff Silberman to Editor-In-Chief; John Kilgo to Radio Editor; and A/C Editor Kristen Guarino will also be Music Director.

In the new realignment, Ward will be responsible for all day-to-day oper-

ations. Silberman will oversee the editorial direction of the magazine. Kilgo will function as a direct liaison to our 400+ radio reporters on top of his Mainstream music duties. Besides covering the A/C radio arena, Guarino will now coordinate the new release schedule, publicity and music data delivery that has become so vital to our readers.

"Not only are these promotions

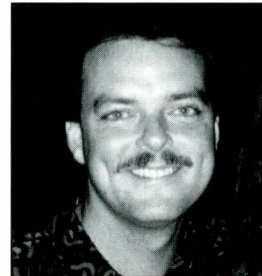
well-deserved, but by giving these staffers responsibilities that are tailored to their individual strengths, we enhance the efficiency of our operations, our relationships with the rapidly growing number of radio reporters as well as the record community, and last but certainly not least, improve the overall quality of the magazine," Cagle states. "This also sets the stage for our expansion plans in 1995."



DWAYNE WARD



JEFF SILBERMAN



JOHN KILGO



KRISTEN GUARINO

ARB GOES "QUALITATIVE"

Besides troubleshooting its Arbitrends, Arbitron also announced that it had purchased half of Scarborough's qualitative market research. In return, Arbitron's corporate parent, Ceridian, gives its interest in Competitive Media Reporting to VNU Business Information Services. Reason for the deal: Arbitron wants to complement its head-counting stats with more detailed info on the personalities and - most importantly to advertisers - the buying habits of the aforementioned heads.

STUFF THE LIZARD

The votes are coming in for The 1994 Chrome Lizard Awards - and literally pouring in from Lancaster, PA. The U.S. Postal Service should send a "Thank You" note to the righteous folks at WLAN for stuffing The Chrome Liz's ballot terrarium. We stopped counting after opening the 60th envelope that contained write-in votes for PD David Skinner and crew. Unfortunately, tabulating the ballots is (Hire The Handicapped) dyslexic computer in-putter, Addsforth Dracktates, who entered WEAN instead. So if a Sports Talk station wins it all, you know why. You, too, can gorge the Chrome on page 53.

COMING & GOING

Randy James was named OM/PD at WRQX Washington D.C.... KRQX Tucson VP/GM Mark Kopelman accepted an identical post at WDCG/WZZU Raleigh; Sales Manager Debbie Wagner takes over Kopelman's GM duties at KRQ... WEDJ Charlotte VP/GM Jack Daniels was named Station Manager... Phil Dirt was named MD at WRXS Ocean City... WYHY Nashville MD Billy Brown landed the afternoon slot at WBZZ Pittsburgh... Dan Updike was named MD/nights at WIKN/WINK 108 State College.

POLITIC'IN' PART II

WPLJ New York caught the media's eye by staging an on-air "Cuomo/Pataki" debate. (For the punch line, see the A/C column on page 22.) Also, Howard Stern went three-for-three by backing Pataki (who, at the time, was a double-digit underdog). The Governor-elect and his wife (who Stern practically drooled over) both called the show to thank him personally and promise to make him an honorary "Commissioner of Roads."

Software Snafu Delays Arbitrends

Fall's Phase 1 Reports Held Back Seven Days

Still smarting from the major ratings miscue in New York's Summer quarterly book, Arbitron officials postponed the release of Fall's Arbitrends by one week. The first markets of Phase 1 (New York, Los Angeles, Nassau-Suffolk and Riverside-San Bernardino) were moved from November 8 to 15. All 94 reports will be released in the same order after that.

The delay was taken when the company detected mis-assigned zip

codes in some diaries caused by its new internal sample management system. The bug was caught before the reports were processed.

"I decided on the additional delay to give our people time to double-check the performance of the sample management system, correct any problems and assure our customers that we've done everything humanly possible for the quality of our reports," explains Arbitron President

Steve Morris.

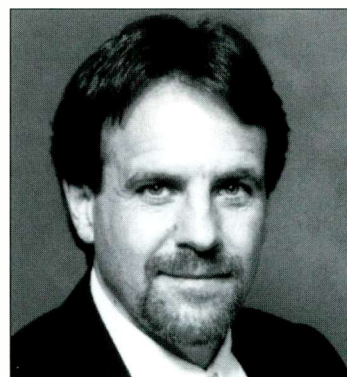
"Before the reports issue, we will let our clients know what we found, what we corrected and what they can expect for the balance of the Fall survey," he continues. "The only way to give our customers confidence in the quality of our reports is to let them look inside our systems and examine all the steps we are taking to correct these problems and to improve our performance for the future."

Capitol Promotes George Nunes To VP Sales

Fifteen-Year CEMA Vet To Oversee Sales And Marketing Staffs

George Nunes was promoted to VP Sales of Capitol Records. Based at the Hollywood Tower, Nunes will be primarily responsible for overseeing and directing the label's sales and marketing teams regarding their priority Records.

His expanded duties include working closely with senior management to develop and implement sales and marketing strategies that maximize retail exposure and sales. Nunes will direct Capitol's field staff regarding all sales responsibilities, including advertising, tour sup-



GEORGE NUNES

port and special promotional tie-ins.

Nunes started at Capitol-EMI 15 years ago as a Customer Service Rep before he was promoted to Chicago Sales Manager. He later was promoted to National Director of Sales and, most recently, Sr. Director of National Sales.

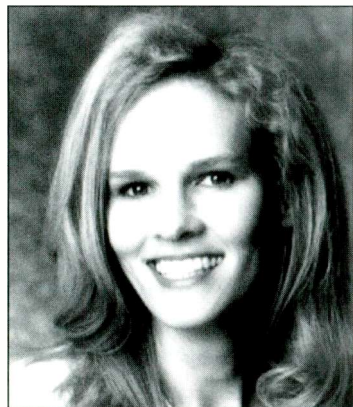
"George has been an integral part of the development of the sales team," notes Sr. VP Sales Lou Mann. "His sensitivity to people and his experience in the marketplace has made him a vital part of the success of Capitol Records."

MCA Records Revamps Publicity Department

Angee Jenkins VP Publicity, Fletcher Foster VP Electronic Media

MCA Records reorganized its Publicity department, promoting Angee Jenkins to VP Publicity and moving Fletcher Foster to the Marketing department as VP Electronic Media.

Under the realignment, Jenkins will oversee the day-to-day operations of the



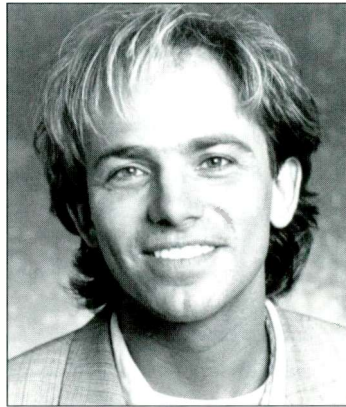
ANGEE JENKINS

West Coast press department from L.A., while VP Public Relations Caroline Prutzman will oversee daily operations from the East Coast press department. In his new position, Foster will coordinate all aspects of company relations with electronic media, including TV and syndicated radio.

"Angee and Caroline are inventive, creative publicists and a proven team working on behalf of the label and our artists," states Exec. VP Marketing Randy Miller. "MCA Records is very strong bi-coastally with these two experienced and skilled publicists in place. Fletcher, in his new position as VP Electronic Media, will bring an increased focus to this important area."

Jenkins and Prutzman previously worked together in publicity at EMI Records, before Prutzman joined

MCA in 1989 as National Director. Jenkins came on board a year later. Foster had worked as Director, Media and Artist Development at Sony Records/Nashville and as Sr. Director Publicity at Arista Records before joining MCA in 1993.



FLETCHER FOSTER

In Brief

ABC PACTS WITH BMG

The ABC Television Network Group has formed a production venture with BMG Entertainment North America. Together, they will produce both music and non-music programming featuring BMG recording artists (signed to RCA, Arista, Private Music and Zoo Records) for ABC-TV and other broadcast and cable units owned by Cap Cities/ABC Inc.

The first project under the new pact will be *Christmas At Home With The Stars*, featuring Aretha Franklin, Kenny G, Toni Braxton, Amy Grant and Vince Gill, among others. It's set to air Dec. 17 on ABC.

The deal will have ABC Video Distribution handling domestic and international TV syndication of the new programming. BMG will manufacture and distribute related audio, video and multimedia products.

AMERICAN GOES WITH WILD WEST

American Recordings signed a distribution agreement with avant garde L.A.-based Hip-Hop label Wild West Records. The first release under the new deal will be "Mix Tapes" by The Nonce, which, as an independent release, had already generated airplay at

several Hip-Hop stations and had won KPWR Los Angeles' "Rap Attack" contest six nights in a row.



MORRIS TAFT, JR.

Wild West was formed by label President Morris Taft, Jr. in 1989. A Univ. of California Law graduate and former manager and music promoter, Taft brought his label into the limelight by signing and putting out product by Hip-Hop acts Torche, BOX and Tha Mexakinz. He also founded Vent Noir Music, a music publishing company that has enjoyed the success of writer/producer Battlecat, who co-produced and wrote most of Domino's smash hit album, including the hit single, "Ghetto Jam."

American will re-release "Mix Tapes" in mid-November, with an al-

bum release set for early 1995. Other Wild West acts include Kinfolk, Supherb and K.C. rapper Vell Bakardy. "With this deal, I know I can maintain my artistic freedom, have the brilliantly creative mind of [American head] Rick Rubin to bounce ideas off of, and enjoy the muscle of WEA's superb distribution. It's a match made in heaven."

TWO ACTS FACE COVER CHARGES

New releases by The Black Crowes and Megadeth have been met with far less than open arms at certain retail chains and in certain countries around the world. The cover for Megadeth's latest effort, *Youthanasia*, featuring a computer-generated picture of a mother hanging cherubic infants out to dry on a clothesline, was banned in Malaysia and Singapore and is catching flak in Canada and Germany.

Ads featuring the cover of The Black Crowes' *amorica*, where a woman's American stars-and-stripes bikini bottom shows some pubic hairs, was rejected by *The Los Angeles Times* and Rolling Stone. Albums with the original cover art were banned from K Mart, Wal Mart, Musicland, Target and a few more retail chains.

RECORDS

A&M

Jim Phelan was named VP of A&R. Previously, he had his own company, the James Phelan Company, which represented over 60 record producers... Steve Karas was appointed National Publicity Director, East Coast. Previously, he was VP Publicity for I.R.S. Records.

ARISTA

Bill Follett was appointed Regional Marketing Director/Western Region. Previously, he was VP Sales and Marketing for Caliber Records.

BNA

Tom Sgro returned to BNA Entertainment as Director of National Promotion. BNA is a Nashville-based label of Bertelsmann Music Group.

COLUMBIA

Rocco Lanzilotta was promoted to Associate Director, Product Marketing & Creative Planning.

JIVE

John "The Horse" McMann was named National Manager of Mix Show/Street Promotion. Previously, he was MD at WWKX Providence.

MCA

MCA Music International opened its new Asia/Pacific regional headquarters in Hong Kong. On January 2, the branch will launch its first two subsidiaries in Hong Kong and Australia. Greg Rogers was named Sr. VP of Asia/Pacific... Paul Krige was appointed Managing Director, Australia.

SONY

Cheryl Rosen was promoted to Associate Director, Graphic Arts Production for Sony Music... Eric Coles was named Associate Director, A&R, for Sony Music Publishing.

VIRGIN

Virgin revamped its Product Management department by promoting Julie Bruzzone, Margie Cheske, Eric Ferris, Phil Fox and Brenda Walker as Product Managers.



- By The Chrome Lizard

Believe It Or Not

As shocking as it seems, as *Network 40* goes to press, there were no announcements of sweeping changes or restructuring within the record community. (See the Editorial on page 8 for a commentary on the state of the industry and how to handle being out of a gig.) Be it ever so short, a collective sigh was heard from nearly every company. As quickly as companies (Warner Brothers, Elektra, et al.) made sweeping changes, even quicker were those in charge moving to solidify the status quo. If 1994 in the record business could be described as a roller coaster ride, we could now be in the home stretch, with the tracks flattening out for a smoother ride...at least until the first of the year.

More than one label is planning expansion. At least two East Coast-based companies are finalizing plans that in one will involve expansion...in another, an acquisition.

Is all that is left for the final sale of Interscope the final wording of the contract? Word on the street is that it will be done before Christmas...maybe even in time for Thanksgiving.

Tooting Our Own Horn

Since there were no major changes in the record business, *Network 40* made some of our own. Getting well-deserved promotions are VP/Operations Dwayne Ward, Editor-In-Chief Jeff Silberman, Radio Editor John Kilgo, Music Director Kristen Guarino and Research Director Leah Brandon. *Network 40* is also happy to welcome back Josie Cianflone as an Editorial Associate. See the News section for quotes and bullshir.

What's On The Radio?

Is a Northeastern secondary-market Top 40 seriously looking at a format flip to AAA?

Names at the top of the KMXV Kansas City PD list include KWIN Stockton's

Bob Lewis and KIXY San Angelo's Mike Steele.

Former WYYS Ithaca OM/midday jock Dan Updike lands at WIKN/WINK 108 State College, PA as MD/nights.

There's an immediate opening at WZYQ Frederick for a killer night jock and possible MD. T&Rs to PD Ron Ross.

Two big MD jobs are open in the Midwest. KQKQ Omaha and WZEE Madison are both looking.

KRQQ Tucson VP/GM Mark Kopelman moves to sister property WDCG Raleigh in the same role. KRQQ Sales Manager Debbie Wagner takes over GM duties.

APD/middays Michael Dee exits WJET Erie after six years. PD Neal Sharpe is looking for a replacement.

Is former TIC-FM MD Dana Landon mulling over a chance to move to the Midwest?

Is there finally going to be a Top 40 station in Des Moines? Chrome Lizard spies say yes.

Congratulations to former WKT1 Milwaukee's John Harrison, who is named Group PD at University Broadcasting. He'll be based out of WAZY Lafayette.

There was one hell of an opening act for MCA's Sass Jordan at the WNDU South Bend 15th Anniversary Party. WNDU staffers Buzz Elliot, Taylor Richards and PD Bill Mitchell had the audience screaming for (no) more!

Y107 Nashville MD Billy Brown heads to WBZZ Pittsburgh for afternoons.

Look for Don Benson to be named PD (possibly with Corporate Stripes) at WSTR Atlanta.

KPRR El Paso MD Tina Simonet moves to KCLD St. Cloud.

Bare Naked Ladies?

If you missed *Playboy After Dark* and the appearance by Jus Luv, jus' look at this week's Page 6 picture. We never rest in our quest to keep you abreast of breaking developments in the music industry.

Bud!

Network 40 is proud to announce that we are the exclusive representative for Bud Bundy look-alike Charlie Walk. Charlie made his debut as the *Married, With Children* star last week in St. Louis at WKBQ PD Cruze's wedding. You can have Charlie appear at station remotes, supermarket openings, roadside gatherings and dart-throwing contests at little or no charge. Contact The Chrome Lizard for booking arrangements.

Job Offer

What East Coast promotion honcho is being wooed by another East Coast company with the promise of VP stripes?

Who's in line for the Atlantic San Francisco opening? There are many to choose from.

Why was MCA's Mark Gorlick in New York twice in the past two weeks?

One More Time?

Is the Century City dinosaur on the block again?

Check, Please

Who was former Geffen A&R honcho John Kalodner having dinner with Sunday night at The Palm in L.A?

My Awards

Don't forget to stuff your ballot for the acclaimed Chrome Lizard Awards. Fax or mail the ballot on page 53. Want to modem 'em? On America On-Line, the address is N40Lizard and Network40. Internet is Network40@aol.com.

Happy Thanksgiving

Need those happy tunes to spice up the holidays? Check out the Oh Wow! list on page 51.

Buzz

Jerry Blair...Adam Cook...Ron Geslin... Nancy Levin...Jeffrey Nauman...Linda Murdock...



The Reprise Act?

THE ONE PAGE

TIPSHEET®

THE ONLY CHART THAT MATTERS!

TW	LW	TITLE/Artist (Combined audience totals for the week ending 11/7/94.)	AUDIENCE +/-
1	1	I'LL MAKE LOVE TO YOU - Boyz II Men	-7.64%
2	2	ALL I WANNA DO - Sheryl Crow	-4.60%
3	3	SECRET - Madonna	-2.32%
4	4	ANOTHER NIGHT - Real McCoy	+0.15%
5	6	HERE COMES THE HOTSTEPPER - Ini Kamoze	+11.35%
6	7	ON BENDED KNEE - Boyz II Men	+24.04%
7	8	I'M THE ONLY ONE - Melissa Etheridge	+9.70%
8	5	WHEN CAN I SEE YOU - Babyface	-18.81%
9	13	ALWAYS - Bon Jovi	+22.42%
10	9	WILD NIGHT - John Mellencamp	-5.80%
11	10	100% PURE LOVE - Crystal Waters	-10.29%
12	14	I'LL STAND BY YOU - Pretenders	+7.68%
13	20	YOU WANT THIS - Janet Jackson	+15.26%
14	11	DECEMBER 1963 - Four Seasons	-2.34%
15	12	TURN THE BEAT AROUND - Gloria Estefan	+1.37%
16	15	I WANNA BE DOWN - Brandy	+1.03%
17	17	LIVING IN DANGER - Ace Of Base	+0.82%
18	19	NEVER LIE - Immature	+0.89%
19	23	COME TO MY WINDOW - Melissa Etheridge	+2.35%
20	16	AT YOUR BEST - Aaliyah	-13.43%
21	18	ENDLESS LOVE - Luther Vandross & Mariah Carey	-14.59%
22	24	CIRCLE OF LIFE - Elton John	-8.05%
23	22	IF YOU GO - Jon Secada	-9.62%
24	25	DON'T TURN AROUND - Ace Of Base	-1.84%
25	30	SUKIYAKI - 4 P.M.	+11.25%
26	28	WHAT'S THE FREQUENCY, KENNETH? - R.E.M.	+7.38%
27	21	STAY - Lisa Loeb & Nine Stories	-19.84%
28	31	YOU GOTTA BE - Des'ree	+11.22%
29	39	EVERYDAY OF THE WEEK - Jade	+17.09%
30	26	FANTASTIC VOYAGE - Coolio	-13.89%
31	27	STROKE YOU UP - Changing Faces	-15.05%
32	56	ALLISON ROAD - Gin Blossoms	+28.78%
33	37	YOU MEAN THE WORLD TO ME - Toni Braxton	-5.35%
34	36	FOUND OUT ABOUT YOU - Gin Blossoms	-5.90%
35	30	CAN YOU FEEL THE LOVE TONIGHT - Elton John	-15.52%
36	33	SHINE - Collective Soul	-9.64%
37	38	BUT IT'S ALRIGHT - Huey Lewis & The News	-7.24%
38	35	PRAYER FOR THE DYING - Seal	-9.55%
39	32	GET OVER IT - Eagles	-13.55%
40	41	MR. JONES - Counting Crows	-2.01%

THE ONE PAGE TIPSHEET® COLUMN QUESTION INTERVIEW®



This Week's Guest:

Bob Lewis
Program Director
KWIN, Stockton

O.P.T.: With the landslide republican victory in this weeks elections do you feel any need to comment on last week's O.P.T. interview with Dan Kieley and Michael Steele?

Bob Lewis: All I can say is with the shift of power coming in January, I look forward to working with President Clinton, Dan, Michael and the rest of congress on a better future for O.P.T. and my illegal alien housekeepers.



In the "Who Says Lightning Can't Strike Twice" department, was that KWTX PD Tom Martens pedaling the bicycle that powers the station's backup generator during a recent lightning storm? Or was he just on his way to the Super K Mart for a sideburn trim?

In an unexpected last-minute maneuver, Kevin McCabe passes on the much sought-after VP/Chart editor position at O.P.T. and opts for a position at one of our competitors.

BREAKTHROUGH OF THE WEEK

Urge Overkill

"Girl, You'll Be A Woman Soon"

Top-5 box office for over a month, with \$40 million plus in tickets. The first single from *Pulp Fiction* continues to score big at radio with new airplay at B94/Pittsburgh, WGTZ/Dayton, KC 101/New Haven, WRQK/Canton and 15 more. With big spins at Z100, WHYT, B97, KROQ and LIVE 105. The album sold over 50,000 copies this week and is 22* on the album chart. By the way, the video is **all over** MTV and VH-1.

COVER STORY - O.P.T., Redesigned Again -- Now For Adults Too!

As the redesign of the One Page Tipsheet (O.P.T.) continues to receive praise from coast to coast, O.P.T. publishers learned precious moments before press time that "other" monitor services are planning to introduce charts based on audience impressions.

Though the threat of "other" publications utilizing methodology first introduced by O.P.T. looms over our heads, our editorial staff is proud of the fact that we

were the first publication to base charts on the combination of monitored airplay & audience gross impression figures. It was this revolutionary concept which catapulted O.P.T. to its leadership position in just 6 short weeks.

As the "others" wait in the shadows to slide on the coattails of O.P.T.'s breakthrough in methodology, we will not rest on our laurels. In fact, this week, for the

first time, the "Only" chart introduces the addition of Adult top 40 detections/audience. Now, no matter what your formatic lean: Adult, Alternative, Rhythmic, etc., the O.P.T. chart will still provide the quickest, clearest, easiest path to the hits with the widest audience appeal.

Don't be fooled by the muscle of big brother; the other guy has blinked. Accept no substitutes. Are you down with O.P.T.?

Sass Jordan

"Sun's Gonna Rise"

- AIRPLAY EXPLOSION!
- New this week: WXXL, WKQI, KISN, KHMV, WTMX, WZYP
- Already On: WPLJ, KEDJ, WKBQ, STAR 94, WAHC, Y100, PROFM and 80 more
- 20% Airplay increase from last week - over 1200 PPW

Live "I Alone"

- MTV BUZZ BIN -- STRESS ROTATION
- (Z100 20 PPW), (WHYT 51 PPW), (WLUM 28 PPW), (WKBQ 15 PPW), (WPLY Add)
- Sold out tour in progress
- Over 750,000 sold and growing

MARY J. BLIGE

"Be Happy"

- 32-27* CROSSOVER MONITOR
- WJMN - 40 PPW HOT 97 33 PPW WPGC 34 PPW
- 920 34 PPW WHHH 33 PPW KBXX 33 PPW
- KMEL 29 PPW KZHT 23 PPW WQKX 19 PPW
- New This Week: Z90, KMXZ and B95

TERMINATION

Commentary by
Gerry Cagle

In the past few months, our industry has been filled with fear and loathing as company after company has undergone the dreaded buzzword for the '90s: "restructuring."

Restructuring. That's a phrase dreamed up by the Department of Human Resources to camouflage reality. It's like the person in the emergency room who is told that he had a "partial balloon in the lateral artery causing a minor inconsistency in the rate." Say *what?*

"You mean I had a heart attack?"

Pause. "You could say that."

"Then why didn't you?"

Longer pause. "I didn't want to alarm you."

"Am I going to die?"

Longest pause. "Probably."

Sigh. "I'm glad you didn't tell me."

Restructuring. The same person also probably came up with "minor structural defect" in describing an earthquake-ravaged building... "intermittent power shortages" for a complete black-out...or my personal favorite, "sanitation engineer." It's all garbage.

Trust me on this one: Anytime your boss mentions "restructuring" in the company, it's time to check out the want ads. Quickly. Restructuring...relocation...redefining. There aren't a lot of positives you can find when any of those words are directed at you.

Unfortunately, many in our business have had to live with the repercussions of restructuring in recent months. Since restructuring usually means you've lost your job, those after-effects can linger long after the bomb has dropped. Those in radio are familiar with getting fired. It happens all the time. More often than not, getting fired is worn as a badge of honor. It goes with the territory.

Those in the record industry are not so thick-skinned. Many who have been "let go" have to face the reality for the first time. It's a strange and unnatural place. When you're fired, you doubt your friends, your ability and yourself. It's difficult when you have no place to work...no place to hide...and no money coming in. But termination is a part of our business, now more than ever. You must make the best of it...or at the very least, learn to live with it.

So for those of you who are under the gun, who feel that you are being loaded into the can-

non (so you can be blown out), you don't have to go softly into that good night. There are some tried-and-true methods that may not alter your ultimate fate, but, when used wisely, can put off the inevitable, or for sure, make the time you have left more productive and fun. Here are some of the ways you can fill your final days as you try and dodge the bullet:

Rush the quarterback. It may be too late, but it's worth an effort. If you get the feeling you aren't on the "A" list any longer, do what you should have been doing all along. Bust your ass. Do everything in your power to convince those *in* power to see their error.

"Anytime your boss mentions 'restructuring' in the company, it's time to check out the want ads."

Use the "I" back formation. In every meeting, volunteer for *everything*. "I'll do it," should be your answer to any opportunity posed. Visit a station everyone hates? "I'll do it." Take a PD's kids to the circus? "I'll do it." Wash the boss' car? "I'll do it." The "I" back formation should be supplemented with the "H" back. Anytime you get an opportunity to pass the blame, do so. "He did it," must be your answer to every negative thrown your way. Who leaked the last superstar release? "He did it." Who was talking behind the boss' back? "He did it." These tactics won't endear you to your fellow workers, but it's war...survival of the fittest. Everyone for themselves.

Run and shoot. When it's inevitable that your time is running out, become an assassin. Stick the knife in everybody's back. After all, you're getting axed. These people didn't help your cause. Try and take as many of them with you as possible. Go without a huddle. There's no need to plan your actions. Fire bullets at everyone. If you

throw enough darts, who knows? You might confuse those in power enough to win in the final minutes.

Hail Mary. Use this ploy only as a last resort when you know the next day will be your last. If you have a child in school, bring him to work with you. Introduce him to your boss. Tell the boss your son is doing a school project on his father's occupation. His assignment is to watch what happens for a day, report to his classmates, then visit again in two weeks for a follow-up report. It might not save your job, but it can buy a couple of weeks. If you don't have a child in school, try Big Brothers or Big Sisters for a loaner. If you have a baby, bring her to work. Make sure you take the toddler into the boss' office. Let him hold her. Show off your family pictures. Now might be the time to tell him of the mysterious illness your wife has contracted. Mention those medical bills stacking up and tell him you wouldn't know what to do if you didn't have this great job.

Prevent defense. This is my personal favorite. It starts with quitting. Not your job. Don't ever do that. Bury your ego. "I'm not going to let them fire me, I'll quit first," is egomaniacal. Get the severance pay. Bottom line, the only difference between quitting and being fired is cash. Get the cash. Don't quit your job, just quit working. Quit returning phone calls. Quit responding to memos. Quit returning from lunch. If your superiors have made you a leper, act like one. Quit coming to work on time. Quit filling out forms.

If you can, use the most potent form of the prevent defense. Hit the road. Hide out. It is a fact of business and nature that if they can't find you, they can't eat you. Jump from city to city. Don't stay in the same hotel more than one night. Do not answer the phone. Of course, don't return any calls to your office until after business hours. Then leave your return call on voicemail.

When all else fails, take the bullet with grace and dignity and move on quickly. Don't dwell on the past. No one likes the "poor me" descriptions of your final days. Spend your time lining up your next gig, not lamenting about the last. That's life, Sinatra style, "Riding high in April...shot down in May."

Above all, don't lose faith in yourself. Remember, it's just a job, dude, it ain't your life. Use this as a reminder that it's *who* you are, not *what* you do.

To finish that old Sinatra ditty, "...pick yourself up and get back in the race." After all, you were looking for a job when you found this one. ♣

HELLOOOOOOOO...

Desiree IS A HIT!

"This is the cabernet of songs! Let it breathe, and it will research. A certified hit, one of the strongest records we're playing."

Casey Keating PD Y-100 Miami

NEW THIS WEEK!

WIOQ/Philly, WBMX/Boston, WBSS/Atlantic City, KKFR/Phoenix(re-add), KYSR/Los Angeles, WKDD/Akron, WMXV/New York, WALK/Long Island

SPINNING ON!

**KUBE 77 Plays
WFMF 53 Plays
KBFM 50 Plays
WNCI 49 Plays
Y100 46 Plays
WEDJ 46 Plays
WDJX 45 Plays
KRQ 44 Plays
STAR94 45 Plays
KHTT 43 Plays**

**WIXX 43 Plays
WOVV 39 Plays
WTIC 36 Plays
WAPE 35 Plays
KXYQ 34 Plays
KHTY 34 Plays
KKRZ 33 Plays
KKRD 33 Plays
WXXL 32 Plays
KQKQ 30 Plays**

**WIOQ 29 Plays
93Q 29 Plays
WKTI 29 Plays
KKMG 29 Plays
Q106 27 Plays
WZPL 27 Plays
WNNK 25 Plays
KZHT 25 Plays
KZZU 25 Plays
KRBE 24 Plays**

**WPLJ 24 Plays
KPLZ 24 Plays
WZNY 24 Plays
KDWB 23 Plays
WRQX 23 Plays
WQLH 23 Plays
Q102 20 Plays
WVSR 20 Plays
B97 20 Plays
WKRZ 20 Plays**

OVER 1800 HOT 100 PLAYS ! 18 MILLION AUDIENCE REACH !

21* MAINSTREAM MONITOR 33* ADULT MONITOR

#4 BILLBOARD HEAT SEEKERS CHART!

SOUNSCAN Over 7300 Albums & Over 5700 Singles This Week

Debuts On Billboard Top 200 At 169*



Large Rotation



On Tour With Seal...Now!



Dave Shakes

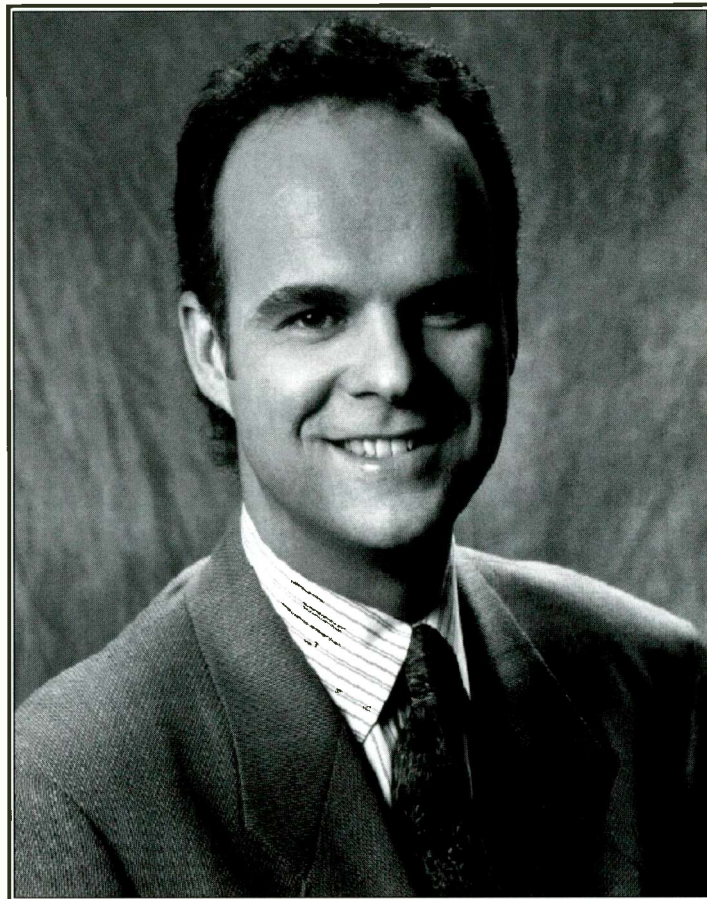
Back To The Streets Of San Francisco

INTERVIEW BY JEFF SILBERMAN

Right off the bat, let's get the obvious opening line out of the way: Who better to program a radio station in San Francisco than someone named Shakes?

Actually, Dave Shakes doesn't look like one of the most well-respected programmers in an aggressive and streetwise radio niche. A "nice guy" in a often cut-throat business, his rather laid-back and modest presence masks a sharp ear for the hits and a competitive and strategic radio mind that has helped him succeed at B96 Chicago and KMEL San Francisco against intense, direct-format competition.

Now he has a new challenge. As OM of both KMEL and Hot A/C KIOI, Shakes is immersing himself in the whys and wherefore of a new format. Will he succeed? With his track record, would you bet against him?



Although you had success at earlier gigs, your first major challenge was at WBBM-FM. What condition was the station in when you took over?

Tom Matheson had just become GM; it was his first GM job. George Sosson was the VP of the FM Division. Both he and Tom hired me in January of 1990.

At the time, the station was really underperforming in the market - we were third out of the three Top 40s, with Q101 and Z95 being the other two. A lot of research was done to determine what the music presentation should be. Alan Burns and Strategic Research got all the facts put together by April or May of 1990. Todd Cavanah, who had been doing national promotion at Elektra Records and was my weekend jock, accepted the Music Director gig. He

was instrumental in getting the music in the right direction.

In such a crowded market, was imaging and positioning just as important as the music mix?

Sure. I saw the diaries and was struck by the confusion between B96 and Z95. Even Q101... all the stations had similar sounding jingles; the jocks sounded similar, the playlists were very similar. I saw a lot of references to B95 and Z96. A lot of credit was being split down the middle, with quarter-hours spread out very evenly.

One of the things I brought to the table was a way to separate us from the others. The idea of "Killer B's" came to mind from the time I worked at KEWB Redding, which used that name. It seemed like a great way to differentiate "B" from "Z." From the brainstorming about

how to build the image of the "Killer B" came the infamous finger-to-the-lip, "b-b-b-b-b" sound. We had all our callers do it to win their prizes. Pretty soon, it became apparent what the differences were between B96, Z95 and Q101.

Q101 was the first to change format. They were already leaning A/C; they went all the way. Z95 hung in there for a while and brought in Randy Michaels, who was fresh off the Power Pig victory in Tampa. It was very nasty; there were a lot of terrible attacks made upon the B96 staff.

How did you prepare the staff for the onslaught that you knew was going to happen?

I called every jock on every shift before they hit the air and said, "Remember what we're going to do; we're going to focus on the listener.

What did Z95 say about you yesterday?" We'd talk about what they said and get through the ego hurt to the point of laughter about how desperate they were. We'd always end up focusing on taking care of the listener.

The B96 listeners are fantastic; they were extremely pumped up about the station. To listen to the phones and see the response at the "B Bash-es," it wasn't that hard to ignore Z95.

At the same time, the Iraq War was heating up and the challenge was to keep people listening to the format at all. So we provided news and information on the hour; we really got behind the troops, especially those from the Chicago area. The station became one big heartbeat for Chicagoland to the point where the book during the War became the highest in our history - a 6.9 12+.

By that time, our music was dead-on for the market and our personalities had a direct bead on our listeners' emotions during a time of crises. The 18-24s were extremely affected because it was their friends, their brother and sisters, who were involved in the fighting.

It sounds cold, but the War did seem to offer a welcome diversion from the on-air mudslinging.

All that made Z95's attacks look petty. Our plan was to put them out of the format in 12 months; we actually accomplished it in nine months. The credit goes not only to the air staff, but the sales staff as well. In the end, the strategy was to not allow any money to go to Z95. We cut units drastically and made sure all the accounts would get the best deal they could at B96. It was a total team effort.

B96 had a very strong morning show with Eddie and JoBo. Why has it been difficult for many Crossovers to have a strong morning presence?

One of the things Eddie and JoBo and Karen went through was a couple of years when they were building. To their credit and the company's credit, everyone hung in there and believed that, with time and coaching, they'd get the audience used to them and what they were doing. Eventually, they became a huge morning show. Sometimes, stations don't give morning shows enough time. You can't just give them six months; you have to give them three years to get going.

When the KMEL gig was offered to you, did you have any hesitancy about leaving Chicago?

Sure. I fell in love with Chicago and became a Chicagoan. Keith approached me about the job during a dinner we had in May of '93. What got me was I found an old scrapbook. About 10 years ago, I wrote down, as a goal, "programming a station in my home town," which is San Francisco. How many people have gotten the chance to program KMEL? Keith, Jack Silver, Steve Rivers, myself and now Michelle. What an honor to be considered and asked. This is a total personal jour-

ney and accomplishment. What's more, Evergreen is a smart and fun company to work for.

Although San Francisco is your hometown, did it take you awhile to get your ears tuned to the street?

Oh, yeah. Fortunately, I had a lot of help. The staff at KMEL was and is very supportive and offered all kinds of advice. It is such a different kind of radio station that it took a good five or six months to get to the place where I knew exactly what to do.

At B96 and at KMEL, you've been able to sell what many believe to be a difficult, if not impossible, situation: the young demo. How?

THE LONG AND WINDING ROAD

DAVE SHAKES

KHSN, Coos Bay, OR	Air personality
KHTT, San Jose	Air personality
KWNZ, Reno	Program Director
KSND, Eugene	Program Director
WTIC-FM, Hartford	Program Director
WBBM-FM, Chicago	Program Director
KMEL, San Francisco	Program Director
Evergreen Media Corp.	Operations Mgr., San Francisco

It's a great demo. This is the opportunity to build brand awareness and loyalty. Only this kind of radio station offers advertisers a chance to lock into customers and keep them for the rest of their lives. When you're talking about the 25-54 demo, you're talking about people who've already made up their minds about what works and doesn't work for them. That's not the same for people in their 20s who are about to buy a car for the very first time, or make a new brand *their* brand.

So the "teen station" albatross has not hurt KMEL...

No matter what format you're in, there's going to be obstacles to overcome. I'm sure some 25-54 performers get harassed about the number of senior citizens listening to them. No matter what you program in this

world, there's always going to be a sales challenge. It comes down to the fact that KMEL has an excellent sales team that knows what to do.

KMEL was in a tight battle with KYLD, but when Evergreen hired Mancow Muller to work at their Chicago station, you started to pull away. Does that prove the influence of a star-quality morning show on the overall success of a station?

It's certainly an element, but a couple things need to be clarified. Evergreen didn't "hire away" Mancow. He saw an opportunity in Chicago and went for it. We knew KMEL was clearly distancing itself from KYLD before Mancow left.

The strategy wasn't based on the morning show, but on many things - first and foremost, a music and marketing strategy.

It was a team effort; parts of it were difficult to execute. To the KMEL's staff credit, they did it extremely well and the results speak for themselves.

Regarding your music strategy, did the competitive battle with KYLD make you more aggressive with new music, or did you rely more on established hits?

Both. You look at the listener even more intensely than you ever do. The listener is the one who determines who wins and loses in the end. This is all about taking the best care of the listener.

Michelle Santosuosso is the third

female PD of a major-market Crossover station. Obviously, her experience speaks for itself, but on the whole, why has it taken so long for many women to assume such decision-making positions?

People in this business hire PDs who can best guarantee a return on their investment. You look for somebody with leadership abilities, vision, people skills... somebody who "gets it." In the final analysis, it doesn't matter if that person is a man or a woman. You're just looking for the best person available. Right now, a lot of those people happen to be women. Has that always been the case? I don't know.

Although you've been OM at your new A/C station, KIOI, for just a couple of weeks, can you tell if the basic principles behind successful Top 40 programming apply to Adult Contemporary?

Sure. Good radio means putting on a great show, no matter the format. Both KMEL and K-101 are foreground, lifestyle-oriented entertainment showplaces. K-101 has a distinguished history - the first commercial FM station to broadcast in stereo, the most powerful FM west of the Mississippi at 125,000 watts, and it has been a pioneer in the A/C format since 1968. K-101 has a committed and talented air staff that's ready for new growth.

One difference so far is that Hot A/C is a more family-driven format while Top 40 is more of a singles-lifestyle format.

As you know, WHYT and WLUM have left the Crossover format. Are their defections isolated instances, or is Crossover music experiencing a cyclical valley?

Cycle theories are interesting, but I've mainly found that as soon as you've got your finger on something, "it" changes. You've got to keep your sense of humility about you and never underestimate the audience's fickleness or their desire to be entertained in a fresh and exciting way. "You've got to keep reaching for the stars," as Casey says. To me, that means going to work every day with a mission to find a new and exciting way to touch our audience. ♣

HOLIDAY PROGRAMMING!

It's that time again. Somewhere in the record closet are carts that need dusting off... the ones you pull out every October as the holiday season approaches. It seems no two programmers can agree on when and how to begin scheduling songs for the holiday season. To our knowledge, there's no research that pinpoints a time to begin playing Christmas music or when people start getting into the holiday spirit. On this week's Programmer's Conference Call, we asked programmers about scheduling music around the holidays and about handling potential increases in commercial advertising around the music.

This Week Featuring:

KID KELLY

PD, WBHT Wilkes-Barre

JIM CERONE

PD, WZPL Indianapolis

PAULA STONE

PD, WHOB Manchester

TOM MITCHELL

PD, WMME Augusta

RICK ACKER

PD, KXXL Grand Forks

PAUL WALKER

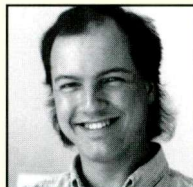
PD, KIOK Tri-Cities

What changes or modifications in music programming do you install as the holiday season approaches?

KID: Very few. I'm attempting to keep this station as focused as possible right now. As far as I'm concerned, this station has been on the air since September first of this year, which is when I arrived, so keeping the direction purely focused is my top priority.

JIM: We really don't change the programming much. We attempt to be the same radio station we are the rest of the year. We'll throw in Christmas titles the week of Christmas.

PAULA: For the most part, there are certain Gold titles we remove during the winter months. Titles like "Boys Of Summer" by Don Henley come out. I'm already preparing for that yearly slowdown of available new current music. What I end up doing is tightening down quite a bit and carefully adjusting rotations to accommodate the inevitable year-end slowdown.



"I'm a firm believer that a good song is a good song and it doesn't matter

what time of time of year it is, what kind of mood it is and so on. Even in the winter, a summer-type song can sound great if people are cold enough."

— Paul Walker
 PD, KIOK Tri-Cities

TOM: We make minor modifications, taking out obvious summertime message songs, but the major change would be the incorporation of Christmas titles before the holidays. As far as non-music programming, we have a grand-scale community Christmas campaign going on this year. It's in conjunction with the Salvation Army and called, "The Christmas Castle." It's an idea that started in Hartford and is now going national. We're lucky enough to be the station to bring

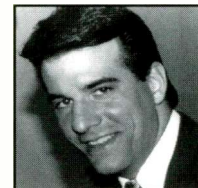
it to the state of Maine. We're going to do about 20 remotes over a 20-day period at this "Christmas Castle." It's a storefront staffed and decorated by the Salvation Army. People are encouraged to show up with their donations of food, clothing and so forth.

RICK: We make music adjustments in our Gold categories all year round. Obviously during the summer months, we bring out summer theme music. During the fall, we do the same and, of course, we adjust again as the weather gets cooler. Christmas titles are scheduled on the end of the first week in December.

PAUL: To be perfectly honest, there are only four or five records in my Gold categories that I consider to be seasonal records. These are songs that specifically reference seasonal weather. I'm a firm believer that a good song is a good song and it doesn't matter what time of year it is, what kind of mood it is and so on. Even in the winter, a summer-type song can sound great if people are cold enough. So, my adjustments overall are few.

Do you play Christmas music and when do you begin scheduling it?

KID: Probably a lot closer to Christmas day than most. I'll probably begin scheduling a week out. I begin with one song in each daypart about a week before Christmas and then filter in other titles until I'm scheduling one each hour. We'll run Christmas



"We're very careful with how much of this music we

expose. The music we do play are the contemporary titles that are very familiar and rank well in research."

— Jim Cerone
 PD, WZPL Indianapolis

"The new Magnapop has only been on the air ONE week and it's OUT-PHONING Liz Phair, Veruca Salt and Hole! I'm even impressed!"

-The Edge/Phoenix

"Magnapop lays down the next 'Seether.'" "

-Mark Jackson/WHYT Detroit

NEW ADDS: KVVU WHYT

MAGNA AIRPLAY:

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91X**

**KDGE
KLZR**

**KEDG
KFMG**

**99X
WCBR**

**WRLG
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magnapop {lay it down}

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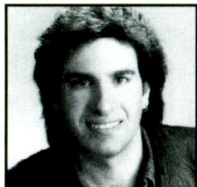
play it again sam records

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PROGRAMMER'S CONFERENCE CALL

titles right up and through Christmas eve, then end it right there. I won't schedule any on Christmas day. Our competition, WKRZ, plays Christmas music all Christmas day and since we're a brand new station in town, when all those new radios are unwrapped, I'd rather have them hear us play Green Day and Snoop Dog instead of "Jingle Bell Rock."

JIM: We begin scheduling titles the week before Christmas and then filter them into the once-an-hour categories a day or two before. Because Christmas is so commercialized and there's Christmas music present in every aspect of listeners' daily lives, whether that's shopping or even in the grocery stores, we're very careful with how much of this music we expose. The music we do play are the contemporary titles that are very familiar and rank well in research.



"Since we're a brand new station in town, when all those new radios are unwrapped, I'd rather have them hear us play Green Day and Snoop Dog instead of 'Jingle Bell Rock.'"

— Kid Kelly
PD, WBHT Wilkes-Barre

PAULA: We begin scheduling it probably the week after Thanksgiving. We begin with one title during each daypart and slowly increase the number of Christmas songs to the point where there is one title each hour. This is usually in place the week before Christmas. What ends up happening is that the audience quickly gets tired of hearing the novelty Christmas songs in as much as current artists and groups come out with Christmas songs. Our sound is very focused. We're not going to play A/C artists who put out holiday songs. We have to be even more careful this year after the bitter winter and negative feelings associated with last year. If we overdo it, I

know we'll get the "Cut out the Christmas music" phone calls.

TOM: Yeah, we do this gradually. We begin in morning drive then filter them into middays. By the last few days leading up to Christmas, we've scheduled them in each hour and from Christmas Eve to Christmas Day, it's non-stop holiday music.

RICK: We begin by playing one seasonal tune each hour. We increase it accordingly as we get closer to Christmas, then usually on Christmas Day we go all-holiday music. It's probably about 95% contemporary with a couple of traditional ones thrown in here and there. Bing might find his way into the mix here and there, but we'd rather play "New Kids Got Run Over By A Reindeer." We seem to get more requests for that.

PAUL: This has been a constant source of frustration for me simply because I don't think there is a sufficient number of Top 40 Christmas titles available. I attempt to hold off on scheduling any of it as long as possible. You can burn them extremely quickly, so I tend to hold off until late in the second week of December. I might throw in a couple of titles the day after Thanksgiving just to sate the shoppers who might expect to hear it because of tradition. To avoid burn-out, I'd rather wait until we're deep into the month of December. Those we do play, we schedule one per daypart then increase it to hourly as we get closer to the big day. At nine p.m. Christmas Day, we're done with them.

Do you increase the number of commercial units per hour during the holiday season and if so, which music categories are addressed?

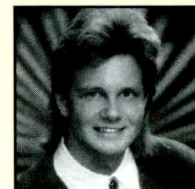
KID: I maintain the integrity of the radio station, which is no more than eight units an hour. We'll keep the same number of units through the holidays. I'm fortunate the sales department understands that this is how it is.

JIM: We stay at 11 units an hour at all times. It's up to the Sales Manager to figure out how he can fit them in, but we don't raise or lower the rates according to season. We keep them consistent throughout the year.

PAULA: We pretty much maintain our consistency. Obviously, the specialty advertisers come out during the winter months; I'm talking about things like tow-

ing companies and auto repair shops. What we end up doing to put things in a more positive light is to devise ways to incorporate this specialty advertising into contests, promotions or something like that. The spotload doesn't really fluctuate.

TOM: We maintain the exact number of units. Given that it's a supply-and-demand business, we can only hope the sales department's commission checks are larger during the holiday season.



"It's really competitive in this market. Everybody is nickel-and-diming each other, so if we need to, we'll increase our spotload."

— Rick Acker
PD, KXXL Grand Forks

RICK: It's really competitive in this market. Everybody is nickel-and-diming each other, so if we need to, we'll increase our spotload. We realize, of course, that it's out of our normal procedure solely because of the time of year. It doesn't happen to any extreme but we will add units if necessary during the holiday season.

PAUL: We maintain the same. The thinking is that listenership is probably going to go up on a contemporary station during the holidays because people have more time off. From a ratings perspective, it would be like weekend trending. With this in mind, you obviously don't want to do anything that's going to be a major tuneout. Top 40s need to stay true to their policies on spotloads through the holiday season.

— Dwayne Ward

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

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WWKX 39 Plays	KWIN 38 Plays
KIKI 37 Plays	WZOQ 35 Plays
WJMN 32 Plays	WOVV 29 Plays
KHTN 28 Plays	KLYV 28 Plays
KMXZ 26 Plays	WXSR 25 Plays
WGRG 22 Plays	WBSS 20 Plays

Rhythm Crossover Chart Debut 22*



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A LOW DOWN DIRTY SHAME

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

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

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

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Smooth
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 and others

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NETWORK 40 SPOTLIGHT

KTHT.....102.7 FM

Mix 102.7

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Fresno CA 93710

(209) 294-1234 Office

(209) 294-7931 Fax

Jon ZellnerOperations Manager/PD

Mike AlexanderMusic Director

Music Calls:Th F 10 am-Noon

Chris PachecoVP/General Manager

Jeff NegreteGen. Sales Manager

Jim Sheehan.....Promotion Director

Bruce Maiman/

Ruth Michaels..... 5:30 am - 10:00 am

Dan Clark..... 10:00 am - 3:00 pm

Jon Zellner..... 3:00 pm - 6:00 pm

Mike Alexander 6:00 pm - 10:00 pm

Dano..... 10:00 pm - 3:00 am

Sherry Kaye..... 3:00 am - 5:30 am

Ownership:W.P. Radio Corporation

Consultant:.....Guy Zapoleon

FRESNO'S NEW MIX

PD Jon Zellner recently made the move from KYIS Oklahoma City to KTHT Fresno and quickly made some adjustments. "Mix 102.7 is a tightly-focused, contemporary music station playing the biggest hits in Fresno, targeting adult women in the San Joaquin Valley. We are heavily involved in many philanthropic activities and are very visible in the community. While the station has



Jon Zellner

been called Mix for seven years, the personalities are relatively new. Dr. Maimes and Ruth Michaels provide the valley with a unique morning show that targets the active adult woman. There's a lot of listener interaction with informative and magazine-type features like fitness tips, the Chef of the Week, movie reviews, money and safety tips and more. Plus the fun stuff like phone scams, 'Office Feud' and 'Battle Of The Sexes.' Dr. Maimes spent seven years working with Scott Shannon at Z100 and WPLJ. Ruth is a market veteran. Other benchmark features throughout the day include 'You Pick The Mix' at noon, the 'Five O'Clock Time Warp' where we'll pull out the Gloria Gaynor and Donna Summer 45s, the 'Valley's Eight Most Wanted' and the 'Mix Goodnight Lines.'

"Fresno is a unique city located within driving distance from Los Angeles, San Francisco and Sacramento, and about an

hour from Yosemite National Park and Sequoia National Forest," he continues, "Agriculture is the big industry. Over 70% of all the fruit consumed in the United States is grown in the San Joaquin Valley." As a radio market, "it's highly competitive, with 36 signals in town and some 30 more that penetrate the market. Fortunately,

we don't have a direct competitor right now. KSYX switched to Country when I arrived. There's a Dance station, a Soft A/C and a new A/C out of Woodlake that doesn't have much of an impact on the market."

Mix 102.7's current on-air promotion involves "giving away the keys to a brand new 3-bedroom, 2-bath, 1600-square-foot home worth over \$130,000. Listeners can sign up at various locations all over the valley, then when they hear their name on the air, they call us within 10 minutes and 27 seconds and win a key. We'll give out 102 keys and gather at the development next month where everyone will try their key. We're supporting the campaign with a TV schedule, print, billboards and press releases. The response has been overwhelming. We're even attracting listeners from other formats who just want to win the house. The challenge will be to keep those people in January."

-Pat Gillen

4 PM SAMPLE HOUR

Janet Jackson

Escapade

Ace Of Base

Don't Turn Around

Phil Collins

In The Air Tonight

Sheryl Crow

All I Wanna Do

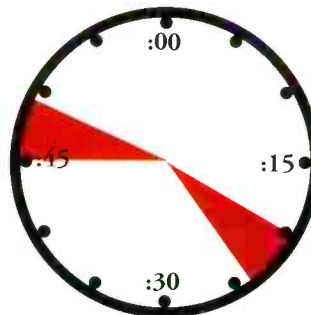
Babyface

When Can I See You

STOPSET

Whitney Houston

I'm Your Baby Tonight



ON AIR SLOGAN

"The Most Variety Is
On Mix 102.7!"

Boyz II Men

On Bended Knee

UB40

Red Red Wine

Gloria Estefan

Turn The Beat Around

Bon Jovi

Always

STOPSET

Mariah Carey

Dream Lover

Jon Secada

If You Go

Madonna

Secret

the cranberries

no need to argue

includes

zombie

the new album, following their smash debut,

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

management: rough trade management & metropolitan entertainment, inc.

New Adds Include:

WFMT	WSNX	WSTW	WVIC	WNSL	KQCR
KKXL	KQHT	WTCF	WYYS	KYYY	

NETWORK Over 1,500 Plays Per Week!

WHYT 64 Plays
KROQ 35 Plays
B97 20 Plays

Q95 54 Plays
WENZ 32 Plays
KISF 19 Plays

WLUM 48 Plays
99X 31 Plays
WXXL 19 Plays

WPLY 48 Plays
WNVZ 29 Plays
Z100 17 Plays

WAHC 41 Plays
WPST 29 Plays
WKBQ 10 Plays

KRBE 35 Plays
WKSE 25 Plays
And Many More!

Most Requested At WAHC, Z100 And Others!

M Buzz Bin! SoundScan LP 14-13*

WAHC Columbus - Top 10 Phones
WPLY Philadelphia - #4 Phones
KISF Kansas City - Top 10 Phones
WZJM Cleveland - Top 5 Phones
WPST Trenton - Top 5 Phones
WXXL Orlando - Top 5 Requests

PROMOTIONS

—Compiled by Jeff Silberman
and Kathryn Danyluk

HALLOWEEN POGS

KIIS FM, Los Angeles

Karen Tobin

One of KIIS' smorgasboard of Halloween promos consisted of printing 100,000 Halloween pogos. On one side was either a picture of one of KIIS' air talents, a Halloween image (pumpkin, bats, haunted house, etc.), a jeep that was given away or KIIS' new "Plug In" handle and design. On the other side was a 25-cent discount off of a local fast food chain's hamburgers.

COST: TOTAL POG EXPENSE COVERED BY FAST FOOD SPONSOR.

RETURN: NOVEL WAY TO CAPITALIZE ON THE HOTTEST ITEM AROUND THAT PARENTS (TARGET DEMO) CAN GIVE AWAY DURING HOLIDAY.

"TAKE ME OUT TO NO BALLGAME"

KITS, San Francisco

Gabrielle Medeck

Morning show host Alex Bennett did his show on the first day of what was supposed to be the World Series at the empty Oakland Coliseum. To encourage listeners to attend, he offered \$20,000 to the 20,000th person to enter the park to catch his show. The stadium's scoreboards, Diamondvision and message board were all used during his show. Out-of-work vendors hawked hot dogs and souvenirs.

COST: NOT MUCH, SINCE 20,000 PEOPLE DIDN'T SHOW UP.

RETURN: GREAT PRESS AND THEATRE-OF-THE-MIND.

"HALLOWEEN GOES TO THE DOGS"

WKQI-FM, Detroit

Suzanne Belanger

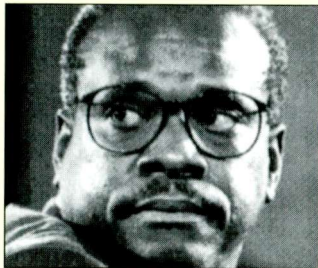
The station ran a "Dress Up Your Dog" contest and 50 costumed canines showed up. The owners pre-registered and were judged on creativity, originality and audience appeal. The "Top Dog" won a year's supply of Ralston Purina Dog Food and free grooming from a local groomer.

COST: MINIMAL. DOG FOOD COMPANY AND LOCAL GROOMER PROVIDED PRIZES.

RETURN: FUN TAKE-OFF OF HOLIDAY. GENERATED PLENTY OF MEDIA ATTENTION.

TOPICAL PROMO OF THE WEEK

Here Come Da Judge!



They're baaaack! America's gruesome twosome, Supreme Court Judge Clarence Thomas and past accuser Anita Hill, are back in the spotlight, thanks to a new book that alleges, among other things, that Thomas was a porno junkie who pinned centerfolds on his walls (which makes us like him more) and that others heard his infamous "Pubic hair on the Coke can" come-on. With that line now in infamy, we present a how-to on doing easily the most unforgettable topical promo of the year (that can also work on either Thomas' or Hill's birthday).

1. While discussing the topic on-air, offer listeners who send in a lock

of their pubic hair a chance to win some great prizes.

2. After a few days, say on-air that you're surprised (and revulsed) by the number of entrants, nevertheless, choose a dozen on-air and invite them to a remote.

3. Go to a barbershop or hair salon and collect a big, lawn/leaf bag full of cuttings. Buy a few cases of canned Coke, separate them and tie small notes at bottom that list the prize (anything from CDs and concert tix to a grand prize). Put cans in a large trough or barrel and pour hair over them. Take it to remote.

4. At on-air remote, blindfold contestants so they can't see. Then have them stick their arms in the hair to pull out a can. They win the prize listed on note taped to can

5. For added "ee-yew!" factor, butter their arms so the hair clings to them. Be sure to mike them (and viewing audience) during contest.

"HADES HAUNTED HOUSE"

WKQX, Chicago

Julie Joseph

As exclusive sponsor, Q101 put up a tent for the 11-day event and passed out window stickers, sold T-shirts, etc. Plus, Club Hades (the House's dance club area) featured Alternative dance mixes as well as two live broadcasts. The event was so huge that the local Police Dept. sent out 32,000 letters warning people of major traffic and parking situations.

COST: ALL EXPENSES TRADED OUT.

RETURN: ACTIVE AUDIENCE PROMO MADE BUCKS SELLING BOOTHS TO CLIENTS.

"SNAPPLE TO IT"

WKSS, Hartford

Larry Hryb

WKSS morning man Gary Craig sent in a music ditty about Snapple beverages under an assumed name - and they used it in their radio ad campaign. Not only did he make \$200 from Snapple, his singing was heard on other stations in town and across the country.

COST: NONE.

RETURN: GREAT WAY TO GET JOCK (AND STATION) GOBS OF FREE TV.

"THE BIG CHANGE"

WABB, Mobile

Dusty Hayes

In response to four local stations changing format, WABB started promoting their own big change that was to happen during a morning show late in the week. While listeners assumed the station was going to change format as well, instead they gave away \$500 in change to the 97th caller.

COST: MONEY CAME FROM PROMO BUDGET.

RETURN: CREATIVE WAY TO ELBOW WABB INTO THE HAPPENINGS OF THE COMPETITION. RECEIVED GREAT PRESS COVERAGE TOO.

"TAKE YOUR SEATS"

KPNT, St. Louis

Scott Strong

Air personality Alex Luke became the first person to sit in St. Louis' new Kiel Center - in fact, to sit in all 16,000 seats.

The feat took over 24 hours to finish; the station did remotes from the Center as he took a load off again and again and ...

COST: NADA.

RETURN: GENERATES PRESS AND TIES IN STATION WITH THE BIGGEST NEW STATUS SYMBOL IN TOWN.

AIDSWALK '94

WSBG, Stroudsburg

Jay Scott

WSBG and the Neighborhood Of Monroe County are sponsoring this annual event that last year raised \$10,000. The station is also throwing a kick-off party the night before featuring a performance by Rosco Martinez.

COST: MINIMAL. PARTY AND TALENT TRADED FOR MENTIONS.

RETURN: GOOD PR ON TOP OF GENERATING ACTIVE-AUDIENCE INTEREST.

THEFT VICTIMS CHARITY

WBHT, Wilkes-Barre

Christine E. Grieco

When Hot 97 PD Kid Kelly realized that two cans full of donated money for two terminally ill scranton residents had been stolen, the station stepped in. Morning duo Marc & Renee stayed on the air all day and raised more than \$5,000 for a five-year-old leukemia patient and a 47-year-old in need of a double lung transplant. Donations can still be made by calling WBHT's business line.

COST: NONE. DONATIONS MADE BY LISTENERS.

RETURN: GREAT WAY TO GET COMMUNITY INVOLVED IN A GREAT CAUSE.

"THE 'PST MAKE A DIFFERENCE FREE CONCERT"

WPST, Trenton

Michelle Stevens

For the first time in its 20-year history, WPST hosted a free concert for an entire afternoon in a local park. Bands such as Fury In The Slaughterhouse, Seed, Sophie B. Hawkins and Weezer performed and Trenton Mayor Doug Palmer declared it "Make A Difference Day." Reason for the concert: to encourage groups of residents to work together and clean up local parks. A crowd of 3,000 was on hand to celebrate.

COST: MINIMAL. LABELS PROVIDED BANDS.

RETURN: GREAT ACTIVE AUDIENCE ATTRACTION ALSO A GOOD CAUSE.

"PUT IT ON THE AIR AND TURN IT UP LOUD."

— R. CHARLES SNYDER, KTMT

"WHY ISN'T EVERYONE PLAYING THIS? IT'S SUCH A GREAT RECORD."

— JOHN RILEY, WCIL

"MY PERSONAL FAVE."

— RAGMAN, WNTQ

"A GREAT SONG!"

— TOM GARRETT, WZOK

freedy johnston

bad reputation

the premiere single and video from This Perfect World.

#7 Most Added At Mainstream Radio

New Adds Include:

WLAN WGLU WIFC
WHYT WNNK WRQK

In For Next Week: WZJM, KRBE, WKXJ, KISR

Bad Rotations:

WLUM 34 Plays	WPST 25 Plays
WHHY 23 Plays	Q99 16 Plays
WAHC 13 Plays	KLRZ 13 Plays
WDDJ 10 Plays	OK95 23 Plays
K106 16 Plays	WRFY 21 Plays

Multi Format Hit!

ALTERNATIVE	303 SPINS!
AOR	135 SPINS!
AAA	# 1 RECORD!
Gavin	"Top Tip" 60/11

Great Sales:

#39 New Artist LP Chart
#8 Alternative New Artist LP Chart



Active!



produced by Butch Vig
management: Jamie Kitman / The Hornblow Group USA

On Elektra compact discs and cassettes.

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

MUSIC MEETING

M A I N S T R E A M

EVERYTHING BUT THE GIRL

"Missing"

(ATLANTIC/AG)

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

ALL-4-ONE

"(She's Got) Skillz"

(BLITZZ/ATLANTIC/AG)

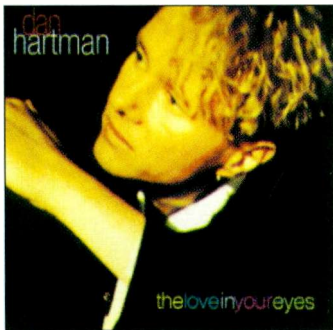
Another stellar masterpiece from the quartet who might already have the song of the year with "I Swear." Pure Pop - your audience should embrace the fourth release after just one listen.

BEASTIE BOYS

"Sure Shot"

(GRAND ROYAL/CAPITOL)

If you like high-energy reactionary records, then you're going to love this release. Alternative radio has already experienced success with the Rock-meets-Rap tune as the title says it all. Featured on *Network 40's* CD Sampler #74 that hits your desks this week.



DAN HARTMAN

DAN HARTMAN

"The Love In Your Eyes"

(CHAOS)

Very accessible, this Pop groover is trademark Dan Hartman. Just like his previous hits, "I Can Dream About You" and "Instant Replay," the track is blue-eyed soul combined with a

catchy Pop hook. Also featured on *Network 40's* CD Sampler #74.

NATALIE COLE

"No More Blue Christmas"

(EASTWEST/ELEKTRA)

Here come the holiday classics! Led by the sensational daughter of legendary performer Nat King Cole, this new Christmas release should stack up as one of the year's most memorable.

MILLA

"Gentleman Who Fell"

(SBK/EMI RECORDS)

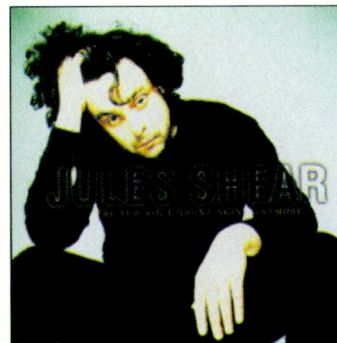
Last July, this smooth mid-tempo number peaked in the Top 25 on *Network 40's* X chart. Proving that it was released before its time, this polished track will now be embraced by cutting edge Top 40 stations nationwide. Currently touring with Toad The Wet Sprocket and Candlebox, look for Milla to hit *Late Night With David Letterman* November 22nd.

CELINE DION

"Only One Road"

(550 MUSIC/EPIC)

Already storming up *Network 40's* A/C chart with over 1,000 Plays Per Week, this is a perfect upper-demo daytime release. A no-miss multi-format hit.



JULES SHEAR

JULES SHEAR

"The Sun Ain't Gonna Shine Anymore"

(ISLAND)

Another solid multi-format

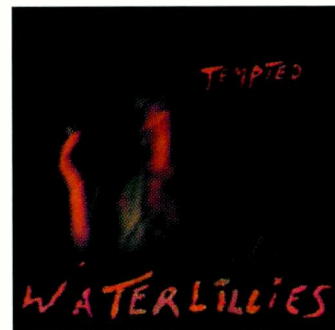
smash that works well at Top 40 and A/C. A brilliant rendition of a 1966 Walker Brothers Top-15 hit is spiced with a '90s flavor.

WATERLILLIES

"Tempted"

(SIRE/KINETIC/REPRISE)

A unique uptempo Dance track that Top 40 stations will begin spinning immediately. This track is not only spiked with an infectious hook, but will make the phones explode.



WATERLILLIES

ADAM SANDLER

"The Thanksgiving Song"

(WB)

You might remember this novelty holiday release from last Thanksgiving. The *Saturday Night Live* comedian dusts off the timely comical track as a new Turkey Day closes in. A great morning show bit.

FORWARD MOTION

VOTE YOUR SUBCONSCIOUS: As we close in on a very important nationwide election year, there is nothing more... er, relevant than the infamous annual *Network 40* Chrome Lizard Awards. Completed ballots are pouring in (too bad it's hard to decipher them in a liquified form!), but if you haven't placed your vote, check out the ballot page in this week's magazine. Fax

them back to *Network 40* at 818-846-9870. The coveted winners will be announced in our special year-end issue.

POSITIVE VOTES FOR MUSIC: What's working where? The research is coming back and here are some results. Geffen Records could not be any hotter in this final quarter of the year. After huge records by Aerosmith, Eagles, Nirvana, Counting Crows and Weezer, now come two more releases that will rocket up *Network 40's* Plays Per Week chart. Check out Guns N' Roses remake of "Sympathy For The Devil" and Veruca Salt's "Seether" (Minty Fresh/DGC). We'll hearing these tracks often well into the New Year... Don't even think about giving up on Keith Sweat's "Get Up On It" (Elektra). Major sales have increased on the album, with over 600,000 LPs sold and 200,000 pieces moved... Early response on Zhané's Evelyn Champaign King's classic, "Shame" (Hollywood/Jive), is monstrous. The uptempo number is instantly familiar and mixes well with any song on your playlist. Plus, as the *A Low Down Dirty Shame* movie gets ready for its box office debut in late November, the groover has an excellent shot at a Top-5 finish... Another Dance track that is a total smash is Corona's "The Rhythm Of The Night" (EastWest/Elektra). If you need excitement and tempo, this is a home run... Huge rotations continue on Freedy Johnston's Pop song "Bad Reputation" (EastWest/Elektra) at many majors and secondaries. Also helping this tune is Active rotations at MTV and VH1 for the video... WAPE MD Damon Cox says "Please tell everyone about the positive results we are experiencing on 4 P.M.'s hit, "Sukiyaki" (Island)."

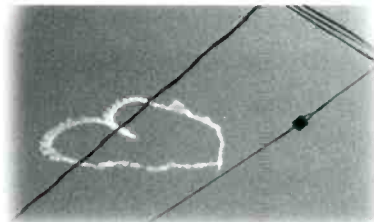
P.S. Check out this week's Conference Call column as program directors nationwide reveal how they rotate Christmas music.

- John Kilgo



Opened for the
Crash Test Dummies
9/8-10/18

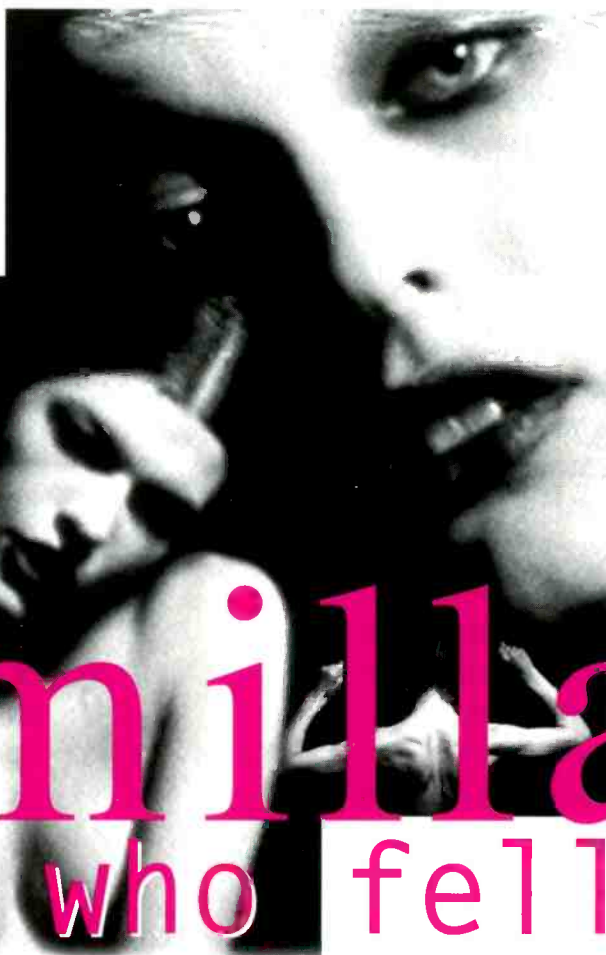
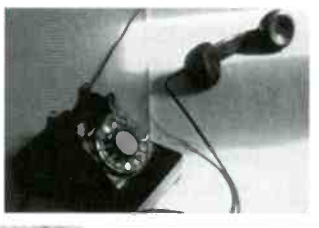
Next: Opening
for **Toad The
Wet Sprocket**
11/26-12/17



★★★★1/2 Rolling Stone

“The Divine Comedy is getting praised for Milla’s
stunning vocals and her dark, intelligent lyrics.” L.A. Times

Over 80,000 units sold
#2 National in-store play



and now: the brilliant new single and video

milla gentleman who fell

THE DIVINE COMEDY
her debut album



EMI Records
Serving the Music



A/C CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 BOYZ II MEN. I'll Make Love To You (Motown)	3326	3403	3620
2 MADONNA. Secret (Maverick/Sire/WB)	3007	3245	3530
3 SHERYL CROW. All I Wanna Do (A&M)	3077	3183	3162
4 ELTON JOHN. Circle Of Life (Hollywood)	3729	3417	3142
5 AMY GRANT. Lucky One (A&M)	2977	2823	2503
6 BABYFACE. When Can I See You (Epic)	2540	2508	2464
7 GLORIA ESTEFAN. Turn The Beat Around (Epic)	2069	2224	2450
8 MICHAEL BOLTON. Once In A Lifetime (Columbia)	1680	1911	2214
9 JOSHUA KADISON. Picture Postcards From L.A. (SBK/EMI Records)	1477	1674	1966
10 HUEY LEWIS & THE NEWS. But It's Alright (Elektra)	2413	2177	1944
11 KATHY TROCOLLI. If I'm Not In Love (Reunion/RCA)	1572	1703	1887
12 JOHN MELLENCAMP. Wild Night (Mercury)	2027	1936	1774
13 JON SECADA. If You Go (SBK/EMI Records)	2194	1995	1765
14 MELISSA ETHERIDGE. I'm The Only One (Island)	1203	1339	1586
15 STING. When We Dance (A&M)	987	1196	1510
16 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	2458	1816	1504
17 ANITA BAKER. Body & Soul (Elektra)	2072	1961	1481
18 MELISSA ETHERIDGE. Come To My Window (Island)	1568	1478	1358
19 BON JOVI. Always (Mercury)	783	990	1197
20 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	1482	1245	1113
21 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	1341	1255	1105
22 EAGLES. Get Over It (Geffen)	760	963	1099
23 CELINE DION. Only One Road (550 Music/Epic)	748	913	1077
24 BONNIE RAITT. Storm Warning (Capitol)	645	853	1052
25 WET WET WET. Love Is All Around (London/Island)	1307	1101	1047
26 ROLLING STONES. Out Of Tears (Virgin)	995	988	1040
27 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	14	557	1035
28 PRETENDERS. I'll Stand By You (Sire/WB)	1013	963	987
29 AMY GRANT & VINCE GILL. House Of Love (A&M)	144	540	951
30 MARIAH CAREY. Anytime You Need A Friend (Columbia)	1149	1013	932
31 SEAL. Prayer For The Dying (ZTT/Sire/WB)	1054	996	926
32 SARAH McLACHLAN. Good Enough (Arista)	1073	1090	878
33 RICHARD MARX. Nothing Left Behind Us (Capitol)	166	533	865
34 JOHN MELLENCAMP. Dance Naked (Mercury)	636	732	862
35 JOSHUA KADISON. Beautiful In My Eyes (SBK/EMI Records)	847	796	764
36 ERIC CLAPTON. Motherless Child (Reprise)	641	693	737
37 JOE COCKER. The Simple Things (550 Music/Epic)	757	771	715
38 STEVE PERRY. Missing You (Columbia)	39	360	713
39 ACE OF BASE. Don't Turn Around (Arista)	838	760	672
40 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records)	773	648	669

HOT NOTES

FROM ONE MIX TO ANOTHER: Cap Cities WRQX Washington D.C. named Randy James PD. James previously programmed WMMX Dayton; he succeeds Lorrin Palagi, who departed the station after a six-year stint to program WPNT Chicago.

AUSTIN A/C ADDITION: Pending FCC approval, KFGI flips from Oldies to Hot A/C, becoming the new KPTY. Doc Burns moves from sister Soft AC KKMJ to become APD/MD. Filling Doc's shoes at KKMJ is afternoon jock Nolan Cruze.

PLG POLITICKIN': New Yawkers were treated to a special Cuomo/Pataki gubernatorial debate on WPLJ. PD/morningster Scott Shannon pulled some strings to pull this one off - and over on his audience. After promoting "The Great Debate" throughout the weekend, 'PLJ specifically didn't mention the debaters' first names - namely, Tony Cuomo and Bill Pataki. After scouring local phone books, morning show producer John Machay landed a *real* exclusive. Mediated by Shannon and co-host Todd Pettengill, Cuomo and Pataki fielded questions for an hour from local reporters and listeners concerning issues facing the real candidates. The questions then went off the deep end, but judging by races nationwide, what hasn't gone off it?

WRMF'S FIRST NOELLE: It may not have been off a major label, but it was still a worthwhile add. Celebrating Christmas early are WRMF West Palm Beach PD Russ Morley, who helped wife Cindy give birth to Noelle Alexandra Morley October 26th. The little bundle of joy weighed in at 8 lbs. 11 ozs.

FETISHES:

Adios Amigo: A Tribute To Arthur Alexander may be inappropriately titled. Most people never got to know Señor Alexander, who penned a fantastic collection of soulful songs. This 17-track CD has artists such as Elvis Costello, Roger McGuinn, Robert Plant, Mark Knopfler, Marshall Crenshaw, Nick Lowe and Frank Black covering his tunes. This is definitely one of the best tribute albums I've heard all year. Say olá, not adios. (Razor & Tie)

Keep your station news and promotions coming...Fax me at (818) 846-9870 or give me a buzz toll-free, 1-800-443-4001. And be sure to fax in your Plays Per Week on *Monday*.

COMING YOUR WAY NOVEMBER 14TH:

SHAWN COLVIN "One Cool Remove" (COLUMBIA)

Shawn Colvin says, "One Cool Remove" is a "refreshing alternative to the change-the-world-type of song. It expresses instead the universally felt, but less acknowledged, wish to be removed from life's pains and pressures." I couldn't have said it better myself.

PATTY SMYTH "Look What Love Has Done" (MCA)

Found on the soundtrack to *Junior*, the much-hyped film starring Arnold Schwarzenegger and Danny DeVito (having a *Twins* flashback yet?) opens November 23rd. This is a beautiful ballad co-written by Carol Bayer Sager, Patty Smyth, James Ingram and James Newton Howard.

-Kristen Guarino

accelerated airplay

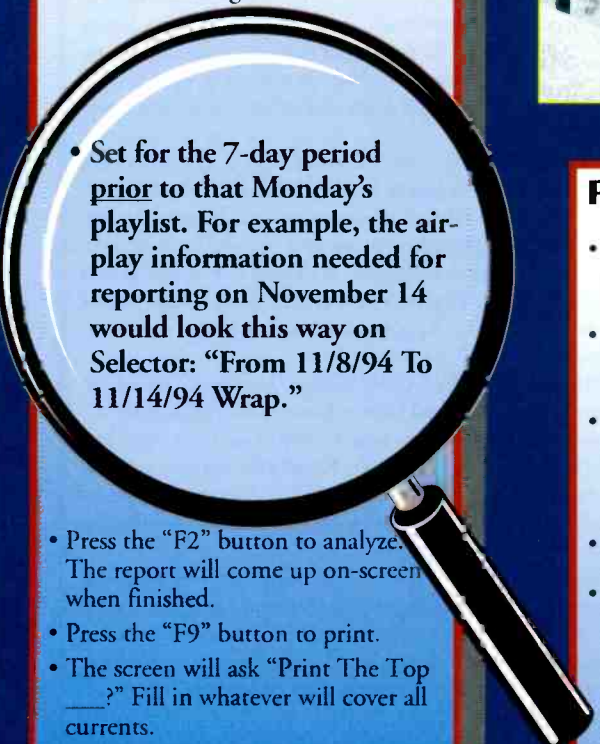
1 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	+478
2 AMY GRANT & VINCE GILL. House Of Love (A&M)	+411
3 STEVE PERRY. Missing You (Columbia)	+353
4 RICHARD MARX. Nothing Left Behind Us (Capitol)	+332
5 STING. When We Dance (A&M)	+314

most added

1 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	32
2 JON SECADA. Mental Picture (SBK/EMI Records)	30
3 STEVE PERRY. Missing You (Columbia)	26
4 AMY GRANT & VINCE GILL. House Of Love (A&M)	19
4 RICHARD MARX. Nothing Left Behind Us (Capitol)	19

Selector (Version 12)

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



• **Set for the 7-day period prior to that Monday's playlist. For example, the airplay information needed for reporting on November 14 would look this way on Selector: "From 11/8/94 To 11/14/94 Wrap."**

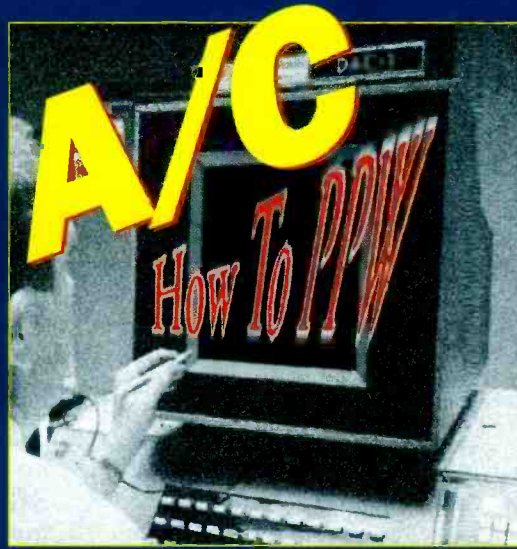
- Press the "F2" button to analyze. The report will come up on-screen when finished.
- Press the "F9" button to print.
- The screen will ask "Print The Top ___?" Fill in whatever will cover all currents.
- Press the "F9" button again.
- Press "1 Print."

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

Auto-Jock (Network 40 Report)

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

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



Powerplay

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

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

**A/C REPORTERS
REMEMBER TO
FAX YOUR
PLAYS PER WEEK
INFORMATION ON
MONDAYS BY 5PM**

MusicScan

- From the "Main Menu," press "H History."
- From the "History Menu," press "S Sorted."
- From the "Sorted Menu," you can set various fields to print this report.
- Choose "Custom Play History Analysis."
- Choose to sort by "Total Plays."
- Set "First Date" and "Last Date." For example, the airplay information needed for reporting on Monday, November 14 would look this way on MusicScan: "First Date: TUES 11/8/94 Last Date: MCN 11/14/94." If the hours aren't already set for "All," change to reflect that.
- Choose which categories you wish to include in this report. To report to *Network 40*, include all current categories.
- Set the output to "Printer."
- Press "G Go."

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

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

(818) 846-9870

For additional information, call Kristen Guarino at 1-800-443-4001

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

CROSSOVER TM

STREETCHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	ZW	LW	TW
1 BOYZ II MEN. I'll Make Love To You (Motown)	2979	2893	2681
2 BOYZ II MEN. On Bended Knee (Motown)	1168	1739	2400
3 INI KAMOZE. Here Comes The Hotstepper (Columbia)	1646	1979	2270
4 BRANDY. I Wanna Be Down (Atlantic/AG)	1556	1725	2141
5 REAL McCOY. Another Night (Arista)	1592	1747	1930
6 MADONNA. Secret (Maverick/Sire/WB)	1577	1727	1899
7 IMMATURE. Never Lie (MCA)	1806	1926	1851
8 JANET JACKSON. You Want This (Virgin)	1449	1548	1780
9 AALIYAH. At Your Best (You Are Love) (Blackground/Jive)	1837	1790	1701
10 JADE. Every Day Of The Week (Giant)	605	911	1173
11 TLC. Creep (LaFace/Arista)	337	679	1047
12 ACE OF BASE. Living In Danger (Arista)	684	957	1032
13 4 P.M. Sukiyaki (Next Plateau/Island)	997	1018	1030
14 CRYSTAL WATERS. 100% Pure Love (Mercury)	1073	1077	988
15 SHERYL CROW. All I Wanna Do (A&M)	998	921	980
16 CHANGING FACES. Stroke You Up (Big Beat/Atlantic/AG)	1630	1097	945
17 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	1472	1177	927
18 BABYFACE. When Can I See You (Epic)	1519	1206	921
19 RAPPIN' 4-TAY. Playaz Club (EMI Records)	741	825	909
20 TONI BRAXTON. How Many Ways (LaFace/Arista)	776	746	855
21 ZHANÉ. Shame (Hollywood/Jive)	29	252	685
22 BONE THUGS-N-HARMONY. Thuggish Ruggish Bone (Ruthless/Reality)	583	639	661
23 DA BRAT. Fa All Y'all (So So Def/Chaos)	476	562	653
23 ICE CUBE. Bop Gun (One Nation) (Priority)	822	648	653
25 MARY J. BLIGE. Be Happy (Uptown/MCA)	315	467	640
26 GLORIA ESTEFAN. Turn The Beat Around (Epic)	686	651	616
27 SALT-N-PEPA. None Of Your Business (Next Plateau/London/Island)	548	550	609
28 BON JOVI. Always (Mercury)	394	459	545
29 BLACK MEN UNITED. U Will Know (Mercury)	471	435	471
30 COOLIO. Fantastic Voyage (Tommy Boy)	683	641	468
31 69 BOYZ. Tootsee Roll (Downlow/Rip-It)	366	348	463
32 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	93	312	461
33 ANITA BAKER. Body & Soul (Elektra)	507	491	445
34 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	756	604	433
35 BARRY WHITE. Practice What You Preach (A&M/Perspective)	224	299	425
36 TERROR FABULOUS. Action (EastWest/Elektra)	506	455	421
37 WARREN G. Do You See (Violator/ral/Island)	147	225	409
38 DES'REE. You Gotta Be (550 Music/Epic)	262	317	406
39 LUCAS. Lucas (With The Lid Off) (Big Beat/Atlantic/AG)	388	421	403
40 BLACKSTREET. Before I Let You Go (Interscope/AG)	243	300	390

RHYTHMNATION

EASY COME, EASY GO: The Crossover format has come under fire from a few dozen people recently - not the least of whom include owners, GMs and programmers. While no longer the flavor of the month, the format is hardly on the ropes. Evidence of health comes from opposite ends of the country. KUBE Seattle dropped all Alternative product and has returned to a Rhythmic presentation. APD Chet Buchanan claims to have achieved his goal of losing the negative handle of being the "Rap" station. Flirting with the Rock-and-Rhythm presentation for the last year didn't return dividends in the Arbitron lottery. In-house research also showed problems in audience acceptance, hence the "new" format lean. The result - Rhythmic in design, slow on Rap and dayparted extensively.

SON OF EASY COME: Meanwhile, under the watchful eye of the receiver from Union Bank, WHJX Jacksonville moves back to Rhythm and drops all Rock product. Interim MD Greg Brady explains that although in-house research was showing some positive signs, a bank in an ownership position doesn't allow for a great deal of experimentation. The diary Gods were also unkind to the pioneers of Channel X, as WHJX finished behind Top 40 competitor WAPE in Summer '94. Former Promotion Director Mickey Johnson is named interim PD. A word to the management: nothing like the word "interim" to generate lots of mail.

RETURN OF THE SON OF EASY COME: Brotherly love for the Mainstream feel was plentiful as morning team Eddie and JoBo took over WIOQ Philadelphia at 7 pm October 27 and played "the music we want to hear" until 10 am the next day. Lots of Gin Blossoms and Pretenders now grace the mix. No wild hairs or sales problems prompted the switch; rather a recent purchase of Urban WUSL left the two properties competing against each other. WIOQ MD De De McGuire reports that after the operation, both stations are resting comfortably.

WE NEED MORE AWARDS: Just because Chrome Lizard ballots are being filled out is no reason to ignore the WPGC Washington D.C. "Jammys." Listeners are invited to phone in their votes in 12 categories ranging from Best Slow Jam to Best Local Artist. Stay tuned for a surprise co-host to join morning man Donnie Simpson on November 18th to announce winners. No early word on the special guest, but as of this date, MC LL Chrome Lizzy Liz has not booked a flight.

THE POWER IS ON: The news from the Imperial Valley is more than just agriculture these days, more than illegal immigration, more than five-county coverage. KSIQ Brawley is a new Crossover reporter with 50,000 watts covering a very large area near the Salton Sea. Program Director Dan Watson is enjoying calls from Eastern San Diego County, Palm Springs and elsewhere. If you're still unimpressed, remember the Mexicali border and another 2.1 million people are just 20 miles from the stick. Is it me or is there some justice in a high-powered U.S. station beaming into Mexico?

A LINE IN THE SAND: Would you ever read me again if I said the battle in the desert was heating up? Truth be told, Las Vegas now has a *two* Rhythmic Top 40 station battle. Former A/C player KXTZ has added new liners and is playing a considerable amount of Rhythmic product. Positioned as 94.1 Jamz and consulted by Jerry Clifton, it appears that Jerry Dean and Cat Thomas at KLUC are now presented with a new challenge. When contacted about what he planned to do, Cat said he'd take Dallas and the points.

- Stephen Meade

accelerated airplay

1 BOYZ II MEN. On Bended Knee (Motown)	+661
2 ZHANÉ. Shame (Hollywood/Jive)	+433
3 BRANDY. I Wanna Be Down (Atlantic/AG)	+416
4 TLC. Creep (LaFace/Arista)	+368
5 INI KAMOZE. Here Comes The Hotstepper (Columbia)	+291

most added

1 C + C MUSIC FACTORY. Take A Toke (Columbia)	6
1 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	6
1 ZHANÉ. Shame (Hollywood/Jive)	6
2 20 FINGERS. Short Short Man (Zoo)	5
2 69 BOYZ. Tootsee Roll (Downlow/Rip-It)	5

A N I T A B A K E R

I Apologize

The new single and video from *Rhythm Of Love*.

There's no mistaking her voice,
and there's no mistaking how
it makes people react.
"Body & Soul," Anita's first
single in four years, swept
Rhythm Of Love into the Top 3,
inspiring album sales of over
1.6 million in just six weeks.

Produced by Barry J. Eastmond for East Bay Music, Inc.
Executive Producer: Anita Baker

Management: **BNB** Sherwin Basb. Ricki Collier
ASSOCIATED LTD.

IMPACTING RHYTHM/CROSSOVER NOW!

ALREADY IN: WPGC 24X KBXX 21X
92Q 20X WJMH ADD

OVER 1.5 MILLION IN SALES!

**"SOUNDS LIKE A SMASH TO MY TIN EARS."
-RUSS ALLEN, 92Q**



KARYN WHITE

"Can I Stay With You"

(WB)

A touching ballad with the same tempo, but the opposite message of "Superwoman." A song that will instantly touch the heartstrings of anyone who has ever fallen head over heels. Live with the hook for a couple of spins and it's guaranteed to stay with you.



KARYN WHITE

K-CI HAILEY

"If You Think You're Lonely Now"

(MERCURY)

Another one from the *Jason's Lyric* soundtrack. A smooth textured ballad in the Jodeci tradition. K-Ci's rendition of this Bobby Womack tune is a timeless

treasure. Early indications of success from 92Q, WPGC and WJMH.

FUGEES

"Vocab"

(RUFFHOUSE/COLUMBIA)

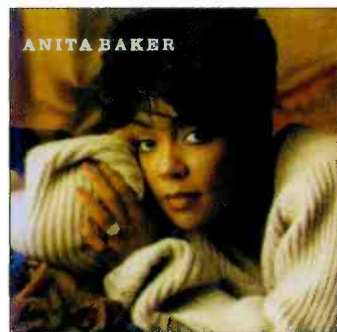
Following up the success of "Nappy Heads," the Fugees are back at ya with another set of fresh rhymes. A hypnotic Reggae feel with some slamin' bass lines set up vocals that leave little doubt about the vocab of the Fugees.

ANITA BAKER

"I Apologize"

(ELEKTRA)

Ever since the first record sold 400,000 copies without a major label



ANITA BAKER

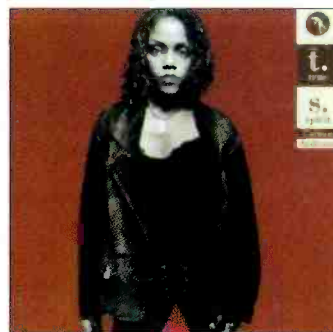
deal, we knew Anita had the makings of a superstar. The second single from *Rhythm Of Love* is signature Anita. Jazzy, mid-tempo and already the 51st most-played single at Urban radio. Added at WPGC and KBXX.

CARLEEN ANDERSON

"Mama Said"

(CIRCA/VIRGIN)

The debut release from this singer/songwriter offers timeless advice about minding your mother. Beyond that, four mixes of "Mama Said" are available on the CD single. Looking for Hip-Hop, House or a Jazz feel? Look for Carleen Anderson.



CARLEEN ANDERSON

A BEAT TO WATCH

Another ballad in our future is "Hold On" from Tanya Blount. (Island). Her gifted vocal range and a feel for the slow jam will move Tanya to the top of your down-tempo stack... From Cassarene's producer comes the phat track "I Get A Buzz" (WB). Cato works a groove with a Zapp and Roger sample and an Isley feel on guitar... From the clubs comes a mix of Everything But The Girl's "Missing" (Blanco Y Negro/Atlantic/AG). From the LP version to this Todd Terry remix is quite a journey, but you'll find it worth the effort... New mixes of Janet Jackson's "You Want This" (Virgin) include a Disco Theory (no rap) number. Dewey B. brings new life to the proven smash with his artful treatment... Still my pick for the best melody not currently being played on the radio: DFC and "Things In Tha Hood" (Assault/Big Beat/Atlantic/AG). The laid-back feel, thanks to the production efforts of Warren G, will make this an all-day record for Crossover radio... Last but hardly least, thanks to all the folks at Warner Bros. for coming with my favorite track from the Tevin Campbell album. Next up is "Don't Say Goodbye Girl" (Qwest/WB), dropping in about a week.

—Stephen Meade

MARK ADAMS

KBOS "B95" Fresno

Toni Braxton "Xmas Song"

Madonna "Take A Bow"

Reality "I Wanna Get Busy"

KEVIN KOSKE

KKXX "The Power Station"

Bakersfield

G-Mo "It's An Everyday Thing To Roll"

69 Boyz "Remixes"

Damien Bautista "What Will I Do"

CHARLIE MAXX

KZFM Corpus Christi

Dr. Dre & Ed Lover "Back Up Off Me!"

Everything But The Girl "Missing"

Silk "I Can Go Deep"

DAVE CHRISTOPHER

KSLY San Luis Obispo

Corona "The Rhythm Of The Night"

TLC "Creep"

Veruca Salt "Seether"

RANDY FOX

KMVR Las Cruces

Corona "The Rhythm Of The Night"

Zhane "Shame"

TLC "Creep"

LUCY BARRAGAN

KCAQ "Q105" Oxnard/Ventura

Felicia Adams "Thinking About You"

Y?N-Vce "I'm Going Down"

Karyn White "Can I Stay With You"

SCOTT WHEELER

WHHH "Hoosier 96" Indianapolis

Corona "The Rhythm Of The Night"

DAMION YOUNG

KHTY "Y-97" Santa Barbara

Boyz II Men "On Bended Knee"

Tevin Campbell "Don't Say Goodbye Girl"



CAT THOMAS

KLUC Las Vegas

G-Mo "It's An Everyday Thing To Roll"

Immature "Constantly"

Blackstreet "Before I Let You Go"

HURRICANE SHANE

KBFM "B104"

McAllen/Brownsville

Andru Donalds "Mishale"

Zhane "Shame"

Vanessa Williams "The Sweetest Days"

SONIA JIMENEZ

KGGI "99 One" Riverside

Keith Murray "The Most Beautifullest

Thing In This World"

Madonna "Forbidden Love"

Spanish Fly "Treasure Of My Heart"

MC BOOGIE D

KJYK Tucson

South Central Cartel "It's An SCC Thang"

Fu-Schnickens "Breakdown"

Changing Faces "Foolin' Around"

ERIK BRADLEY

WBBM "B96" Chicago

Cappella "Move On Baby"

Real Mc Coy "Automatic Lover"

K-7 "Body Rock"

MICHAEL NEWMAN

KDON Salinas/Monterey

K-Ci Hailey "If You Think You're

Lonely Now"

Tevin Campbell "Don't Say Goodbye Girl"

N II U "I Miss You"

GREG BRADY

WHJX Jacksonville

Bone Thugs N Harmony "Thuggish

Ruggish Bone"

Tevin Campbell "Halls Of Desire"

Corona "The Rhythm Of The Night"

KETH SWEAT

"GET UP ON IT"

**OVER 13 MILLION PEOPLE GOT UP ON IT!
RHYTHM/CROSSOVER JUMPS 20 POINTS!
STATIONS "ON IT"**

WWKX 36x 92Q 21x WHJX 34x WPGC 13x WHHH 21x KCAQ 21x

KILLER SALES!

Dayton #19 Columbia #10 Cleveland #15 Miami #28 D.C. #27
Indianapolis #14 Tampa #21 New York City #38 Greensboro #10 Ft. Pierce #15

OVER 1 MILLION LPs SOLD

#30 SELLING SINGLE NATIONALLY AT POP!

#13 SELLING SINGLE NATIONALLY AT R&B!

URBAN: 76% CLOSED

975 PLAYS!



HEAVY!



GERALD LEVERT

"CAN'T HELP MYSELF"

IMPACTING RHYTHM/CROSSOVER NOW!

ALREADY IN 92Q, WPGC, KBXX

URBAN RADIO APPROACHING 1000 SPINS!

95% OF RADIO CLOSED!

SINGLE SALES THROUGH THE ROOF!

POP SINGLE DEBUTS #97*

R&B SINGLE DEBUTS #44*

#26-20 R&B ALBUM



CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	ZN	LW	TW
1 THE CRANBERRIES. Zombie (Island)	1668	1721	1708
2 NIRVANA. About A Girl (DGC)	1561	1579	1587
3 SMASHING PUMPKINS. Landslide (Virgin)	1112	1237	1344
4 R.E.M. What's The Frequency, Kenneth? (WB)	1565	1556	1303
5 LIZ PHAIR. Supernova (Matador/Atlantic/AG)	1167	1268	1241
6 HOLE. Doll Parts (DGC)	882	1136	1173
7 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG)	1306	1277	1170
8 VERUCA SALT. Seether (DGC)	1144	1184	1137
9 GREEN DAY. Welcome To Paradise (Reprise)	1082	1133	1118
10 OFFSPRING. Self Esteem (Epitaph)	1273	1129	1051
11 DINOSAUR JR. Feel The Pain (Sire/Reprise)	1213	1154	1017
12 COWBOY JUNKIES. Sweet Jane (Nothing/Interscope/AG)	812	879	904
13 OASIS. Supersonic (Epic)	863	882	887
14 PEARL JAM. Spin The Black Circle (Epic Associated)	—	5	861
15 SOUL ASYLUM. Can't Even Tell (Chaos/Columbia)	743	831	842
16 WEEZER. Buddy Holly (DGC)	457	681	829
17 SOUNDGARDEN. My Wave (A&M)	608	633	708
18 LIVE. I Alone (Radioactive)	790	741	641
19 SARAH McLACHLAN. Good Enough (Arista)	711	695	601
20 PEARL JAM. Tremor Christ (Epic Associated)	—	34	592
21 CANDLEBOX. Cover Me (Maverick/Sire/WB)	295	436	582
22 THE CULT. Coming Down (Drug Tongue) (Sire/Reprise)	655	649	559
23 TOAD THE WET SPROCKET. Something's Always Wrong (Columbia)	919	802	557
24 BAD RELIGION. 21st Century (Digital Boy) (Atlantic/AG)	380	478	537
25 GRANT LEE BUFFALO. Mockingbirds (Slash/Reprise)	786	673	519
26 AIMEE MANN. That's Just What You Are (Giant)	379	428	518
27 URGE OVERKILL. Girl, You'll Be A Woman Soon (MCA)	337	486	513
28 COMPULSION. Delivery (Interscope/AG)	477	444	496
29 BIG AUDIO. Looking For A Song (Columbia)	18	196	494
30 THE GO GO'S. The Whole World Lost Its Head (IRS)	276	429	489
31 LOVE SPIT LOVE. Change In The Weather (Imago)	158	283	410
32 THE MURMURS. You Suck (MCA)	112	224	405
33 THE BLACK CROWES. A Conspiracy (American/Reprise)	311	410	394
34 dada. All I Am (IRS)	619	511	380
35 R.E.M. Bang And Blame (WB)	86	134	370
36 MIGHTY MIGHTY. Kinder Words (Mercury)	317	325	368
37 FREEDY JOHNSTON. Bad Reputation (Elektra)	454	446	364
38 MAZZY STAR. Fade Into You (Capitol)	559	381	355
39 PETE DROGE. If You Don't Love Me (American/Reprise)	340	386	349
40 SOUNDGARDEN. Fell On Black Days (A&M)	395	387	337

accelerated airplay

BLAH, BLAH, BLAH: It may be fate or I just may be incredibly lame. Either way, I must share this burden with Radioactive's Lisa Cristiano, who got me as close as San Diego and as far as Salt Lake City to see Fatima Mansions play. However... both times, somehow, some way... we missed them. So somebody, please go see them and tell me all about it. Thanks.

SALT WITHOUT PEPPER: It's more than just the snow that's white in Salt Lake City. The city's median age is 25, with more than half the population being predominantly white teens and young adults. And KXRK VP Mike Summers knows how to keep them happy. The station sounds great with high energy and ratings. Keep a look out for an upcoming feature on one of the top Alternative stations in the country.

NEW TUNEAGE: At a recent Jon Spencer Blues Explosion show, the trio played to an explosive crowd, who pleaded with the band to return to the stage, throwing money to make it worth their while! Quite the showmen, they utilized every piece of electronic equipment to their advantage. This band is highly underplayed at radio... Track four on Portishead's *Dummy* CD is freaky familiar in style to Neneh Cherry, who was coincidentally credited in the special thanks section of the album jacket. Cherry fans should check it out... KXRK VP Mike Summers found a keeper - Face To Face (Victory), very cool. Just in case Pearl Jam were to fall off the face of the charts by January (Yeah, right, as if they even know what a stiff is), the new Simple Minds, which Virgin will only torture you with sneak peaks now, will be a #1 record... Way cool new music: Kevin Salem (Roadrunner), Kittywinder with "Narrow Cannel" (Zero Hour) and noisy as f***, Prick (Nothing/Interscope/AG).

WDRE's fine production genius, Dennis Daniel, left for greener pastures at Top Line Advertising leaving an open slot for new PD Russ Mottla to fill. Send in a tape and resume now... Gather 'round the turkey table this Thanksgiving with the latest cornucopia from VIRTUALLYALTERNATIVE, on your desks Nov. 18th.

- Karen Holmes

XCLAIMING ATTENTION AT ALTERNATIVE

THE ROSEMARYS "Dear Margaret" (TRIPPINDICULAR/FOX)

Got your chopped-off Nicole Simpson Barbie Doll head yet? Just kidding! Moody, cryptic in a bizarrely sensitive sort of way, the S.F. quintet certainly captures one's attention.

RANCID "Roots Radical" (EPITAPH)

Previously unreleased, but soon to be packaged as a bonus single with the album, Rancid speak for today's new Punk generation. Check out possibly a new musical genre on the B-side I'll call "Punk Rock Reggae."

FRETBLANKET "Direct Approach" (ATLAS/A&M)

This more Punkish Rock song is the obvious second single choice, but there are way too many cool songs on the record. So, just play this one.

DINOSAUR JR. "I Don't Think So" (REPRISE)

No mistaking it's Dino Jr., every song this band creates is a true original which stands out as something special on the air.

most added

1 PEARL JAM. Spin The Black Circle (Epic Associated)	+856
2 PEARL JAM. Tremor Christ (Epic Associated)	+558
3 BIG AUDIO. Looking For A Song (Columbia)	+298
4 ALICE IN CHAINS. Got Me Wrong (Chaos)	+237
5 R.E.M. Bang And Blame (WB)	+236

most added

1 R.E.M. Bang And Blame (WB)	21
2 PEARL JAM. Tremor Christ (Epic Associated)	15
3 PEARL JAM. Spin The Black Circle (Epic Associated)	13
3 GREEN DAY. When I Come Around (Reprise)	13
4 BIG AUDIO. Looking For A Song (Columbia)	8



DEFT PUNK

worst case scenario



debut album
includes SLDS & SOdA

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RETAIL CHART

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	ARTIST/LP	LABEL
◆ DEBUT	1	1	1 NIRVANA. Unplugged In New York	DGC
1	1	2	2 MURDER WAS THE CASE. Soundtrack	Death Row/Interscope/AG
◆ DEBUT	3	3	3 MEGADETH. Youthanasia	Capitol
—	2	4	4 MADONNA. Bedtime Stories	Maverick/Sire/WB
6	5	5	5 BOYZ II MEN. II	Motown
◆ DEBUT	6	6	6 THE BLACK CROWES. America	American
◆ DEBUT	7	7	7 TOM PETTY. Wildflowers	WB
7	6	8	8 OFFSPRING. Smash	Epitaph
◆ DEBUT	9	9	9 AEROSMITH. Big Ones	Geffen
3	7	10	10 R.E.M. Monster	WB
4	3	11	11 SCARFACE. The Diary	Rap-A-Lot/Noo Trybe/Virgin
8	8	12	12 THE CRANBERRIES. No Need To Argue	Island
30	15	13	13 PULP FICTION. Soundtrack	MCA
5	10	14	14 ERIC CLAPTON. From The Cradle	Duck/Reprise
—	11	15	15 BOB SEGER & THE SILVER BULLET BAND. Greatest Hits	Capitol
21	18	16	16 BARRY WHITE. The Icon Is Love	A&M
2	4	17	17 QUEENSRYCHE. Promised Land	EMI Records
9	9	18	18 BON JOVI. Cross Road	Mercury
13	14	19	19 SHERYL CROW. Tuesday Night Music Club	A&M
11	17	20	20 JASON'S LYRIC. Soundtrack	Mercury
14	13	21	21 GLORIA ESTEFAN. Hold Me, Thrill Me, Kiss Me	Epic
10	12	22	22 ANITA BAKER. Rhythm Of Love	EastWest/Elektra
◆ DEBUT	23	23	23 MARIAH CAREY. Merry Christmas	Columbia
15	19	24	24 GREEN DAY. Dookie	Reprise
12	16	25	25 SMASHING PUMPKINS. Pisces Iscariot	Virgin
18	20	26	26 LUTHER VANDROSS. Songs	LV Records/Epic
19	23	27	27 B.O.N.E. THUGS-N-HARMONY. Creepin' On Ah Come Up	Ruthless/Relativity
17	24	28	28 STONE TEMPLE PILOTS. Purple	Atlantic/AG
◆ DEBUT	29	29	29 RED HOT CHILI PEPPERS. Out In L.A.	EMI Records
16	21	30	30 MARY CHAPIN CARPENTER. Stones In The Road	Columbia
22	22	31	31 MELISSA ETHERIDGE. Yes I Am	Island
—	32	32	32 JONI MITCHELL. Turbulent Indigo	Reprise
20	26	33	33 CANDLEBOX. Candlebox	Maverick/Sire/WB
40	34	34	34 THE TRACTORS. The Tractors	Arista
27	25	35	35 DIGABLE PLANETS. Blowout Comb	Pendulum/EMI
23	27	36	36 COUNTING CROWS. August And Everything After	DGC
28	29	37	37 NINE INCH NAILS. The Downward Spiral	Nothing/TVT/Interscope/AG
—	39	38	38 BRANDY. Brandy	Atlantic/AG
36	33	39	39 ROLLING STONES. Voodoo Lounge	Virgin
29	30	40	40 THUG LIFE. Volume I	Out Da Gutta/Interscope

BIN BURNERS

RECORDS WITH THE BIGGEST SALES INCREASES OVER THE PAST WEEK

1 NIRVANA

Unplugged In New York

DGC

Regional Sales Breakout: Huge everywhere except the South, where it's only doing great. Number-one sales reported everywhere but New Haven, Nashville and Carolina (where it's #2-#4). *Nothing but #1 sales in Missouri and Massachusetts.*

Primary Media Exposure: Radio and MTV play igniting overwhelming initial buzz.



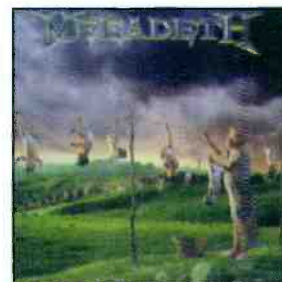
2 MEGADEATH

Youthanasia

Capitol

Regional Sales Breakout: West and Midwest the strongest. Top-3 sales in upstate New York, Pittsburgh, Illinois, Minneapolis, St. Louis, Michigan, Arizona/Vegas, southern California, Oregon.

Primary Media Exposure: Rock radio and MTV Halloween special ignites out-of-the-box sales.



3 BLACK CROWES

America

American

Regional Sales Breakout: East, West and Midwest lead the way. Top-3 sales in upstate New York, Illinois, Missouri, Ohio/Indiana, southern California, New England.

Primary Media Exposure: Rock/Alternative radio provides the biggest draw; MTV exposure almost as revealing as album cover.



4 TOM PETTY

Wildflowers

WB

Regional Sales Breakout: Midwest strongest; West second. Top-5 sales in upstate New York, New England, Pittsburgh, Illinois, Minneapolis, Atlanta, Indiana/Ohio, California, Oregon.

Primary Media Exposure: Radio packs strongest punch; video exposure second.



5 MADONNA

Bedtime Stories

Maverick/Sire/WB

Regional Sales Breakout: Fairly consistent across country. Top-10 sales in New York City, New England, Maryland, Philadelphia, Georgia, Texas/New Orleans, Arizona/Vegas, entire West Coast.

Primary Media Exposure: Heavy multi-format radio play provides biggest buzz. MTV and VH1 exposure second.



oasis

Are YOU Feeling "SUPERSONIC" Yet?

These People Are:

WHYT- 38x
99X - 18x
KROQ- 9x
KJ103- ADD!
WBNQ- 10x
WTWR- 8x
KISR- 16x
KLYV- 15x
WZOQ- 10x
KFTZ- 20x

WMMS- 26x
WENZ- 14x
WAHC- ADD!
WKCI- ADD!
WGRD- ADD!
KHTT- 8x
OK95- 15x
WRQK- 10x
WNSL- 8x
KQIX- 19x

Z100- 9x
WPST- 10x
WLUM- 11x
K106- 26x
KSMB- ADD!
WBBO- 8x
WRFY- ADD!
KTMT- 14x
WPRR- 7x
KCHX- 8x

ON 75 AOR STATIONS!

ON 50 MODERN ROCK STATIONS!

AND ALREADY ON OVER 25 TOP 40 STATIONS!



ACTIVE!

ON



SHOWprep

PLAY IT! SAY IT!

IMMATURE (MCA)

- This pre-teen trio is comprised of Marques "Batman" Houston, Jerome "Romeo" Jones and Kelton "LDB" Kessee. They're all 12 years old.
- Marques "Batman" Houston provides the lead vocals for the group. He was born and raised in Los Angeles along with the rest of the group. In addition to vocals, he plays piano and writes lyrics.



- Jerome "Romeo" Jones is a real ladies man. He loves and appreciates the attention girls give the group, as it makes what they do even more fun.
- Kelton "LDB" Kessee was already the band's drummer before he took on background vocalist duties. He got his first pair of drumsticks when he was two years old and feels that even when he sings, he keeps everyone in rhythm.
- Their first album was released in 1993 on Virgin Records; their current release is entitled *Playtime Is Over*.
- The group also appeared in the movie *House Party 3* and did a track for the soundtrack called "Wake You Up (House Party)."
- In addition to that, they've made numerous appearances on such TV shows as *Soul Train*, *Arsenio Hall* and *Showtime at the Apollo*.
- Their current single is "Never Lie."

VERUCA SALT (DGC/MINTY FRESH)

- Louise Post and Nina Gordon, who are both guitarists, vocalists and songwriters, met through a mutual friend.
- They met during a New Year's Eve party and were introduced by an actress named Lili Taylor, who appeared in the movie, *Say Anything*.
- Taylor's hunch was right and Louise and Nina hit it off immediately. In just one short year, they found bassist



Steve Lack and drummer Jim Shapiro, then recorded a demo.

- When they released the indie single, "Seether," KROQ jumped on it, followed by a slew of Alternative stations. Before long, record companies took a huge interest in the band.
- The album was released on Minty Fresh Records and serviced on Geffen, who the band decided to go with because of the label's enthusiasm and the fact that one of the Minty Fresh execs is also a Geffen A&R guy.
- The current single off their debut album, *American Thighs*, is, "Seether."

VANESSA WILLIAMS (MERCURY)

- Born and raised in Millwood, New York, Vanessa was surrounded by music. Both of her parents were, and still are, music teachers.
- She won the Miss America title in 1983 and after risqué photos of her were printed in *Penthouse*, she had to give up her throne. Once that brouhaha subsided, she began pursuing a record deal with Mercury/Wing Records in 1987.
- Williams' solo career was launched in 1988 with the release of *The Right Stuff*, which was followed three years later by the multi-million selling *The Comfort Zone*.



- She puts her family in front of everything else and is the mother of three children - Melanie, Jillian and Devin. In fact, the birth of Devin, (who will be two next April) is one of the reasons for the three-year wait between albums.
- In between writing for her new album, Williams starred on Broadway in this season's smash, "Kiss of the Spider Woman." She took on the dual role of Aurora/Spider Woman and received rave reviews. She is currently working on a new project with the producers of that show.
- Upcoming projects include a worldwide tour, a children's album and more film work.
- Her current single is "The Sweetest Days" off her album of the same name.



Percentage of...

- People who were surprised at George Foreman's KO over Michael Moorer.
- People who claim to have bet on Foreman even though they didn't.
- People who could've sworn that the entire fight was broadcast in slow motion.

RIMSHOTS

By Dwayne & Jeff

Gun proponents griped about a New Hampshire poll that showed 73% of residents favored a ban on "assault weapons." They claim the survey would've shed different (read: lower) results if they used the term, "semi-automatic weapons" instead.

And even fewer people would favor a ban on either "Very active self-defense toys" or "Happy-bullet gadgets."

◆◆◆

On a recent talk show, Roseanne said she was diagnosed to have 21 personalities - of "people" of all ages and both sexes. "It's not a debilitating thing," she says. "It's a gift that allows you to be multiply gifted."

Plus, you make out like a bandit on Christmas...

◆◆◆

More multi-Roseanne-speak: "Sometimes they change and sometimes their names change, but I'd never do anything weird or frightening."

Three thoughts: 1) how could she tell? 2) *not* "weird or frightening" - that must not refer to the personality that sang "The National Anthem." and 3) the names may change, but are the innocent protected?

◆◆◆

Richard Branson, head of Virgin Atlantic Airlines and founder of Virgin records, is about to launch Virgin Cola to compete against Coke and Pepsi.

Rumor has it that it only comes in one flavor - cherry. And there's still one problem: it makes a mess every time you open a bottle for the first time.

◆◆◆

Former porn star Traci Lords will face off with Heather Locklear's character on *Melrose Place*, beginning in January.

The people at Webster's are honoring the occasion by taking a picture of the two and running it in their Dictionary as the definition of "typecasting."

◆◆◆

Lee Iacocca (the former outspoken head of Dodge/Chrysler) is embarking on a new venture: in-flight gambling via video casino games and poker.

Frequent flyers will also have the chance to gamble on odds regarding the origin of their in-flight meal (animal, vegetable, mineral or petrochemical?), or how long the plane taxis on the runway or circles above the airport or, for the longshot of the flight - plane crashes (pays off to winners' immediate families).

◆◆◆



You're looking at a recent *Daily Rimshot*. Get a free five-day trial package by calling 1-800-443-4001.

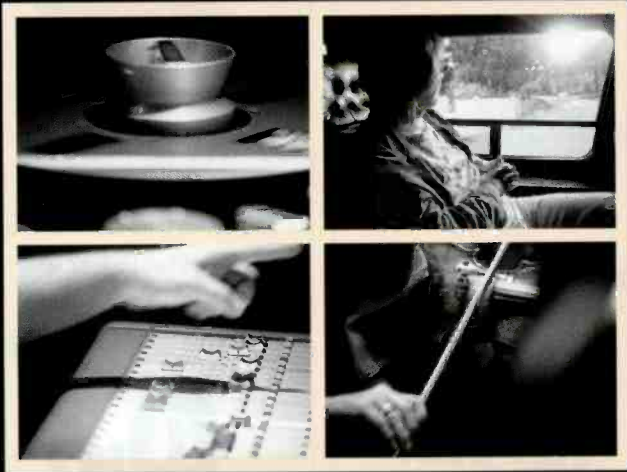
SoundScan LP Sales Chart D 8*

Already Sold 84,363 Pieces!

More Than 2500 Total BDS Detections!

More Than 20 Million Listeners!

Tom Petty



"You Don't Know How It Feels"

His Warner Bros. debut, from *Wildflowers*.

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



EARLY ROTATIONS INCLUDE:

WNTQ 31 Plays	WYCR 35 Plays
WGRG 23 Plays	WSBG 30 Plays
WHHY 18 Plays	WNFZ 23 Plays
WDDJ 10 Plays	WPXR 17 Plays
	WBBO 7 Plays

One Of The Most Added:

B97	KISF	KJYO	WSPK	WVKS
WVSR	WWKZ	WZOK	WBIZ	WPRR
KQCR	KSMB	KTMT	WMRV	KQIX
WSBG	WTWR	WWFX	WXLC	

WEDJ 31 Plays
WIFC 27 Plays
WFLY 22 Plays
99X 15 Plays
And More!



ADD!



ADD!



MOST REQUESTED



WHTZ NEW YORK, CHIO THE HIT MAN

1. Madonna, Secret
2. Offspring, Self Esteem
3. Pearl Jam, Tremor Christ
4. Green Day, Basket Case
5. Hole, Doll Parts



WBBM FM CHICAGO, GEORGE McFLY

1. Boyz II Men, On Bended Knee
2. Ini Kamoze, Here Comes The
3. Immature, Never Lie
4. Lil Suzy, Promise Me
5. Boyz II Men, I'll Make Love



WPLJ NEW YORK, A.J. HAMMER

1. Bon Jovi, Always
2. Boyz II Men, I'll Make Love
3. Sheryl Crow, All I Wanna Do
4. Ace Of Base, Don't Turn Around



WQHT NEW YORK, BALTAZAR

1. 20 Fingers, Short Short Man
2. Method Men, Bring The Pain
3. Boyz II Men, On Bended Knee
4. Michie Mi Luchi, Rich Girl
5. TLC, Creep

MOST REQUESTED USA

1. Boyz II Men, On Bended Knee
2. Bon Jovi, Always
3. Lucas, Lucas (With The Lid Off)
4. Deadeye Dick, New Age Girl
5. Madonna, Secret
6. Ini Kamoze, Here Comes The Hotstepper
7. Boyz II Men, I'll Make Love To You
8. Immature, Never Lie
9. Offspring, Self Esteem
10. Real McCoy, Another Night



WJMN BOSTON, RALPHIE MARINO

1. Bone Thugs-N-Harmony, Thuggish
2. K-Ci Hailey, If You Think
3. 69 Boyz, Tootsee Roll
4. Boyz II Men, On Bended Knee
5. Rappin' 4-Tay, Playaz Club



KKRZ PORTLAND, SCOTT LANDER

1. Immature, Never Lie
2. Real McCoy, Another Night
3. For Real, You Don't Know
4. Boyz II Men, On Bended Knee
5. Bon Jovi, Always



WKRQ CINCINNATI, RACE TAYLOR

1. Sheryl Crow, All I Wanna Do
2. Bon Jovi, Always
3. Blessid Union, I Believe
4. Garth Brooks & KISS, Hard
5. Des'ree, You Gotta Be



WRQX WASHINGTON, GEORGE MASON

1. Madonna, Secret
2. Sheryl Crow, All I Wanna Do
3. Joe Cocker, The Simple Things
4. Eagles, Get Over It
5. Four Seasons, December '63



WEDJ CHARLOTTE, JOEY DEEE

1. Bon Jovi, Always
2. 20 Fingers, Short Short Man
3. Green Day, Basket Case
4. Boyz II Men, On Bended Knee
5. Deadeye Dick, New Age Girl



WPLY PHILADELPHIA, L.A. REED

1. Offspring, Self Esteem
2. The Cranberries, Zombie
3. Weezer, Undone-The Sweater
4. Green Day, Basket Case
5. Nirvana, About A Girl
6. Smashing Pumpkins, Landslide



WIOQ PHILADELPHIA, JO JO WRIGHT

1. Boyz II Men, I'll Make Love
2. Bon Jovi, Always
3. Boyz II Men, On Bended Knee
4. Lucas, Lucas (With The Lid Off)
5. Gin Blossoms, Until I Fall Away
6. Immature, Never Lie
7. 69 Boyz, Tootsee Roll
8. Ini Kamoze, Here Comes The



WNVZ NORFOLK, JUSTIN STONE

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



LIKE A FAVORITE PAIR OF JEANS, YOU'D PUT IT ON OVER
AND OVER AND OVER AND OVER AND OVER AND OVER.

Missing You In Miami.

"STEVE PERRY IS AN ADULT POP ARTIST OUR AUDIENCE WAS MISSING. WE FOUND 'MISSING YOU' ON THE CD & STARTED PLAYING IT SIX WEEKS AGO. OUR RESEARCH NOW SHOWS THIS TO BE VERY STRONG AMONG ALL DEMOS. THIS IS A PROVEN HIT FOR OUR AUDIENCE AND IS NOW ROTATING 5 x A DAY."

Casey Keating Al Chio Y100 Miami

THE TOUR.

November

18 BOSTON
20 HERSHEY, PA
22 ATLANTA
23 JACKSONVILLE
25 ORLANDO
26 FT. LAUDERDALE
27 ST. PETERSBURG
29 NEW ORLEANS
30 MEMPHIS



Missing You

The new ballad from the certified gold album "For The Love Of Strange Medicine."

STEVE PERRY

Catch Steve on his upcoming tour.

MOST REQUESTED

KIX 106 FM

WWKX PROVIDENCE, R.J. LOVET

1. Boyz II Men, On Bended Knee
2. K-Ci Hailey, If You Think
3. 20 Fingers, Short Short Man
4. Rappin' 4-Tay, Playaz Club
5. Brandy, I Wanna Be Down
6. Ini Kamoze, Here Comes The
7. K7, Move It Like This

CASH COW KS-104 104.3 FM

KQKS DENVER, J.B. GOODE

1. Immature, Never Lie
2. Changing Faces, Stroke You Up
3. 20 Fingers, Short Short Man
4. 4 P.M., Sukiyaki
5. Salt-N-Pepa, None Of Your
6. Aaliyah, At Your Best (You
7. Rappin' 4-Tay, Playaz Club
8. Janet Jackson, You Want This

107.1 KISS FM

WAHC COLUMBUS, MIKE DURAN

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

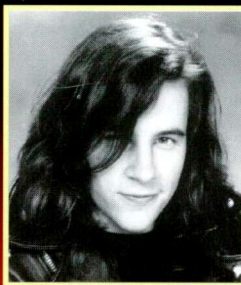
96.7 KHFI BUSINESS

KHFI AUSTIN, BO NASTY

1. 20 Fingers, Short Short Man
2. Sheryl Crow, All I Wanna Do
3. Lucas, Lucas (With The Lid Off)
4. Nomar, Zoomin'
5. Miranda, Round & Round

NIGHT PERSON OF THE WEEK

Gator Harrison WYHY Nashville



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

92.5 KISS fm

WVKS TOLEDO, BILL MICHAELS

1. Crystal Waters, 100% Pure Love
2. Gin Blossoms, Allison Road
3. Lucas, Lucas (With The Lid Off)
4. Boyz II Men, On Bended Knee
5. Ini Kamoze, Here Comes The

WFMF 102.5 SCHOLAR BRAD THE HYPE TYPE

WFMF BATON ROUGE, SCHOLAR BRAD

1. Boyz II Men, On Bended Knee
2. Stone Temple Pilots, Interstate
3. Melissa Etheridge, I'm The
4. Des'ree, You Gotta Be
5. Collective Soul, Shine

95 FM WVIC

WVIC LANSING, GERONIMO

1. Boyz II Men, On Bended Knee
2. Deadeye Dick, New Age Girl
3. Real McCoy, Another Night
4. Offspring, Self Esteem
5. The Cranberries, Zombie



WSPK POUGHKEEPSIE, SCOTTY MAC

1. Boyz II Men, On Bended Knee
2. Offspring, Self Esteem
3. Ini Kamoze, Here Comes The
4. TLC, Creep
5. Nirvana, About A Girl

K92 ROANOKE/LYNCHBURG

WXLK ROANOKE, AIR JORDAN

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

WABB 97 FM

WABB FM MOBILE, CRASH

1. Boyz II Men, On Bended Knee
2. Boyz II Men, I'll Make Love
3. Bon Jovi, Always
4. Offspring, Self Esteem
5. John Mellencamp, Dance Naked

WZYP

WZYP HUNTSVILLE, WALLY B.

1. Ace Of Base, Living In Danger
2. Madonna, Secret
3. Weird Al Yankovic, Headline News
4. Boyz II Men, On Bended Knee
5. Eagles, Get Over It
6. Gloria Estefan, Turn The Beat
7. Amy Grant, Lucky One
8. Aaliyah, At Your Best (You Are

B-104

KBFM BROWNSVILLE, HURRICANE SHANE

1. Real McCoy, Another Night
2. Juliana Hatfield, Spin The Bottle
3. Mazzy Star, Fade Into You
4. Green Day, Basket Case
5. 4 P.M., Sukiyaki
6. Jon Secada, Whipped
7. Immature, Never Lie
8. Gloria Estefan, Turn The Beat
9. Boyz II Men, On Bended Knee

107.3 KKRD

KKRD WICHITA, GREG WILLIAMS

1. 20 Fingers, Short Short Man
2. 4 P.M., Sukiyaki
3. Green Day, Basket Case
4. Ini Kamoze, Here Comes The
5. Immature, Never Lie
6. Ace Of Base, Living In Danger
7. Bon Jovi, Always
8. Janet Jackson, You Want This
9. Aerosmith, Blind Man

(p) (i) (n) (t) (e)



Harry
Connick, Jr.

Whisper Your Name

First, Steve Rivers said this. "We are playing 3-4 times a day & there is no question that 'Whisper Your Name' is a hit record from a mass appeal superstar." Then Q102's Jimmy Steele & G105's Brian Bridgman said he's right. So if they're all right, could you be wrong?

C&C
Music Factory

Take A Toke

What happens when you "Take A Toke" of C&C? You get reaction, then airplay at WJMN, Hot97, KYLD, Z90, 92Q, WKSS, & WHHH. "Take A Toke," the new single from the award-winning C&C Music Factory. "Take A Toke" means it really goes on your radio.

Mariah
Carey

All I Want For
Christmas Is You

Santa delivers to your listeners Mariah's new single, "All I Want For Christmas Is You," from the stocking stuffer of the season, Merry Christmas. Stuff your listener's stockings with the CD, & play the season's most sensational song that will bring them all together under one tree. Amen.

COLUMBIA

MOST REQUESTED

Kiss95.7

WKSS HARTFORD, MICHAEL MAZE

1. Ini Kamoze, Here Comes The
2. Immature, Never Lie
3. Madonna, Secret
4. R.E.M., What's The Frequency
5. Real McCoy, Another Night
6. Boyz II Men, I'll Make Love
7. Lisa Loeb, Stay (I Missed You)
8. 20 Fingers, Short Short Man
9. Crystal Waters, 100% Pure Love

Z.93

WGTV 92.9

WGTV DAYTON, WILBUR WRIGHT

1. 69 Boyz, Tootsee Roll
2. Weird Al Yankovic, Headline News
3. Rappin' 4-Tay, Playaz Club
4. Boyz II Men, On Bended Knee
5. Bon Jovi, Always
6. Lucas, Lucas (With The Lid Off)
7. Ace Of Base, Living In Danger
8. Vanessa Williams, The Sweetest

FLY92

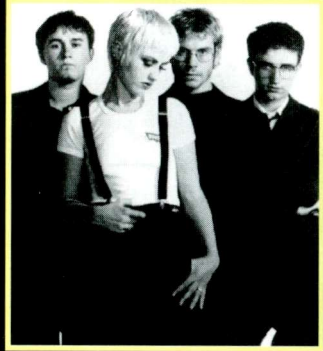
THE TRI-CITIES' ONLY HIT MUSIC STATION

WFLY ALBANY, ELLEN ROCKWELL

1. Lucas, Lucas (With The Lid Off)
2. Green Day, Basket Case
3. Boyz II Men, On Bended Knee
4. Ini Kamoze, Here Comes The
5. Brandy, I Wanna Be Down
6. Immature, Never Lie
7. Bon Jovi, Always
8. Deadeye Dick, New Age Girl
9. Boyz II Men, I'll Make Love
10. Corona, The Rhythm Of The

BREAK OUT

ARTIST OF THE WEEK



CRANBERRIES

"Zombie"

WAHC	Columbus	#1
KCPI	Albert Lea	#1
KWNZ	Reno	#2
WOSC	Ocean City	#3
WAOA	Melbourne	#5

We Play the Hits!

KWNZ

97.3 FM
RENO • SPANISH CANYON CITY • LAKE TAHOE

KWNZ RENO, MR. ED

1. Immature, Never Lie
2. The Cranberries, Zombie
3. Boyz II Men, I'll Make Love
4. Green Day, Basket Case
5. Boyz II Men, On Bended Knee
6. Offspring, Self Esteem
7. Bon Jovi, Always
8. Beastie Boys, Sure Shot
9. Deadeye Dick, New Age Girl

Z104

Madison's Best Mix!

WZEE MADISON, CATFISH COOPER

1. Deadeye Dick, New Age Girl
2. Lucas, Lucas (With The Lid Off)
3. Four Seasons, December '63
4. Real McCoy, Another Night
5. Boyz II Men, On Bended Knee
6. 2 Unlimited, Get Ready For This
7. Melissa Etheridge, I'm The Only
8. Janet Jackson, You Want This

KZZU

93.3 ZOO FM

KZZU FM SPOKANE, CASEY CHRISTOPHER

1. Boyz II Men, On Bended Knee
2. Crystal Waters, 100% Pure Love
3. Youssou N'Dour, 7 Seconds
4. Bon Jovi, Always
5. Real McCoy, Another Night
6. Aerosmith, Blind Man
7. 4 P.M., Sukiyaki
8. John Mellencamp, Dance Naked

WJMX

103.3 FM

WJMX FLORENCE, C.J. MCKAY

1. Bon Jovi, Always
2. Offspring, Self Esteem
3. Nirvana, About A Girl
4. Rolling Stones, Out Of Tears
5. Live, I Alone
6. Toad The Wet Sprocket, Something's
7. Madonna, Secret
8. Aerosmith, Blind Man
9. Janet Jackson, You Want This

107 FM

Your Music Radio

KFFM

KFFM YAKIMA, JERRY KELLY

1. Janet Jackson, You Want This
2. Boyz II Men, On Bended Knee
3. Jade, Every Day Of The Week
4. Brandy, I Wanna Be Down
5. Weezer, Undone-The Sweater
6. Ini Kamoze, Here Comes The
7. Weird Al Yankovic, Headline News
8. Immature, Never Lie
9. Aerosmith, Blind Man

WIXX 101

WIXX GREEN BAY, STEVE LOUIZOS

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

WBNO

101.5

WBNO BLOOMINGTON, GREGGER

1. Immature, Never Lie
2. Boyz II Men, I'll Make Love
3. Bon Jovi, Always
4. R.E.M., What's The Frequency
5. Lucas, Lucas (With The Lid Off)

WK95

95.1 FM

Today's Best Music!

KIOK TRI-CITIES, MICHAEL DEAN

1. Offspring, Self Esteem
2. Deadeye Dick, New Age Girl
3. Green Day, Basket Case
4. Bon Jovi, Always
5. Boyz II Men, On Bended Knee

SEAL "newborn friend"

New Adds Include:

KKRZ Boss97 KQIZ

**Be Sure To See Seal On His First U.S. Tour Ever!
Headlining Through December**

Major Rotations Include:

WNFZ 56 Plays	KLYV 55 Plays	KLRZ 49 Plays	WYCR 41 Plays	KMOK 38 Plays	WLAN 34 Plays	WINQ 34 Plays	KIOC 32 Plays
WYYS 32 Plays	KUTQ 31 Plays	WYKS 31 Plays	KMCK 29 Plays	WAHC 28 Plays	WCIL 28 Plays	WBWB 28 Plays	WFDY 28 Plays
KQHT 28 Plays	WJMX 27 Plays	KCPI 27 Plays	KQIX 27 Plays	KSKG 27 Plays	KZFN 26 Plays	KWTX 25 Plays	KGLI 25 Plays
WVSR 24 Plays	KCHX 24 Plays	KTMT 24 Plays	WZOQ 24 Plays	KQKQ 23 Plays	KSMB 23 Plays	WGRG 23 Plays	KOKZ 22 Plays
KTRS 22 Plays	WWFX 22 Plays	WPRR 21 Plays	KNIN 21 Plays	KHTT 20 Plays	KQID 20 Plays	WBSS 20 Plays	WOSC 20 Plays
WAEB 19 Plays	KIOK 19 Plays	WWXM 19 Plays	KISR 19 Plays	KLBO 19 Plays	KZMG 18 Plays	WXYK 18 Plays	WZOK 17 Plays
Y100 15 Plays	KHTY 15 Plays	WRKY 15 Plays	WDDJ 15 Plays	WNKI 15 Plays	KKRZ 14 Plays	WIFC 13 Plays	WSTW 13 Plays
WNMJ 13 Plays	KJYO 12 Plays	WTWR 12 Plays	WXLC 10 Plays	WBNQ 9 Plays	KQIZ 9 Plays	WKBQ 8 Plays	WKCI 8 Plays
KKRD 8 Plays	WPXR 8 Plays	WHTO 8 Plays	WNSL 8 Plays	WQGN 7 Plays	WKFR 7 Plays		
WQIC 7 Plays	KPSI 5 Plays						



R.E.M. "what's the frequency, kenneth?"

NETWORK Moves 19-16*

SoundScan LP Sales Chart 9*

Still Selling 80,000 Pieces A Week!

More Than 2.4 Million Sold To Date!

Monitor Mainstream Chart 12*

More Than 2100 Top 40 BDS Detections!

More Than 20 Million Top 40 Listeners!

More Than 5,000 Total BDS Detections!

More Than 44 Million Total Listeners!

New Adds Include: WIOQ WIXX KBIU WTBX

Major Rotations:

WBEO 68 Plays	WHYY 61 Plays	WRQK 61 Plays	WZJM 60 Plays	KQCR 59 Plays	WMME 59 Plays	Z100 58 Plays	WFLY 57 Plays
WKCI 57 Plays	WNFZ 53 Plays	WZPL 50 Plays	WPLY 47 Plays	KQHT 43 Plays	Q99 40 Plays	WEDJ 39 Plays	WSTR 39 Plays
WH*T 38 Plays	KQKQ 37 Plays	WAHC 36 Plays	KJYO 36 Plays	WVSR 35 Plays	WPRO 31 Plays	WENZ 31 Plays	WNVZ 30 Plays
WXXL 30 Plays	WIOQ 29 Plays	KRBE 29 Plays	WLUM 28 Plays	B97 26 Plays	99X 26 Plays	WBZZ 25 Plays	WAPE 20 Plays

Plus Many, Many More!

Great Female Callout At:

Z100 Star94 B97 WEDJ WPLY KRBE WNVZ KDWB WAPE KHKS

Heavy!



FLAMING LIPS "she don't use jelly"

New Adds Include:

WRQK K106 WRFY KWOD KEGE X107

Flash! Now On The Air At KROQ!

Flaming Spins At:

KLRZ 45 Spins	WLUM 36 Spins	Q101 26 Spins	99X 18 Spins	WZRH 10 Spins
WBBD 8 Spins	WBNQ 9 Spins	KTCL 8 Spins	KRRK 6 Spins	

Spiking At:

KKRD KRQ WAHC WTWR WVKS WXXL WYCR

'Every night we dim the lights & play 'She Don't Use Jelly' before we come on stage. What more can I say?'
- Adam Doritz, Counting Crows



KARYN WHITE "can i stay with you"

Early Believers: FM102 92Q KKSS KHTN KLUC KCAQ WHJX KMXZ
From The Album *Make Him Do Right.*



MOST REQUESTED

FM97WLAN

WLAN LANCASTER, DANA DANA

1. Bon Jovi, Always
2. Offspring, Self Esteem
3. Real McCoy, Another Night
4. Madonna, Secret
5. The Cranberries, Zombie

Q-105

105.5 WQGN-FM RADIO

WQGN NEW LONDON, ROB HAYES

1. Boyz II Men, On Bended Knee
2. Lucas, Lucas (With The Lid Off)
3. Bon Jovi, Always
4. Ini Kamoze, Here Comes The
5. Green Day, Basket Case

The New Sound Of
MAGIC
93.1 FM

KZMG BOISE, C.B.

1. Real McCoy, Another Night
2. Crystal Waters, 100% Pure Love
3. Deadeye Dick, New Age Girl
4. Bon Jovi, Always
5. Nirvana, About A Girl

92MOOSE

Today's Best Music

WMVE AUGUSTA, ARTY THE ONE MAN PARTY

1. Bon Jovi, Always
2. Four Seasons, December '63
3. Stone Temple Pilots, Interstate
4. Real McCoy, Another Night
5. Boyz II Men, On Bended Knee

98.9
Magic FM

KKMG COLORADO SPRINGS, RICH WARD

1. Bon Jovi, Always
2. R.E.M., What's The Frequency
3. Green Day, Basket Case
4. Janet Jackson, You Want This
5. Gin Blossoms, Allison Road

BUZZ RECORDS

1. Boyz II Men, On Bended Knee
2. Aerosmith, Blind Man
3. Bon Jovi, Always
4. Corona, The Rhythm Of The Night
5. TLC, Creep

103.3
KFTZ

KFTZ IDAHO FALLS, TODD SWAN

1. Lucas, Lucas (With The Lid Off)
2. Offspring, Self Esteem
3. Crystal Waters, 100% Pure Love
4. Weird Al Yankovic, Headline News
5. Boyz II Men, I'll Make Love

KIXY 94.7

KIXY SAN ANGELO, JIMMY JANIM

1. Boyz II Men, On Bended Knee
2. Stevie B., Dream About You
3. Yolanda, Reality
4. Immature, Never Lie
5. Aerosmith, Blind Man

XL93

KKXL GRAND FORKS, TREVOR DEE

1. Boyz II Men, On Bended Knee
2. Lucas, Lucas (With The Lid Off)
3. Offspring, Self Esteem
4. Weird Al Yankovic, Headline News
5. Nine Inch Nails, Closer

WAZY
96.5

WAZY LAFAYETTE, STEVE CLARK

1. Deadeye Dick, New Age Girl
2. R.E.M., What's The Frequency
3. Bon Jovi, Always
4. Boyz II Men, On Bended Knee
5. Sheryl Crow, All I Wanna Do

POWER
1490
DANCE NOW!

KJYK TUCSON, M C BOOGIE D

1. Rappin' 4-Tay, Playaz Club
2. Bone Thugs-N-Harmony, Thuggish
3. 69 Boyz, Tootsee Roll
4. Boyz II Men, I'll Make Love
5. Warren G, Do You See

KJ-103

KJYO OKLAHOMA CITY, DYLAN

1. Salt-N-Pepa, None Of Your
2. 2 Unlimited, Get Ready For
3. Boyz II Men, On Bended Knee
4. Weezer, Undone-The Sweater
5. Madonna, Secret

WPRR 100.1
Central PA's #1 Hit Music Station

WPRR ALTOONA, J.B. SAVAGE

1. Bon Jovi, Always
2. Hootie & The Blowfish, Hold
3. Madonna, Secret
4. Janet Jackson, You Want This
5. Rolling Stones, Out Of Tears

YES-FM

WYYS • 99.9FM / 100.3FM

WYYS ITHACA, CHRIS SHADOW

1. Ace Of Base, Living In Danger
2. Madonna, Secret
3. Bon Jovi, Always
4. Tom Petty, You Don't Know
5. Gloria Estefan, Turn The Beat

ALL HIT
Q103

KQCR CEDAR RAPIDS, MICHELLE STEELE

1. Bon Jovi, Always
2. Deadeye Dick, New Age Girl
3. Crystal Waters, 100% Pure Love
4. Nine Inch Nails, Closer
5. Boyz II Men, On Bended Knee

MAGIC
105
THE BEST MUSIC MIX

KMVR LAS CRUCES, SEAN TOWERS

1. Janet Jackson, You Want This
2. Ini Kamoze, Here Comes The
3. 24-7, Slave To The Music
4. Immature, Never Lie
5. Boyz II Men, On Bended Knee

Binghamton's #1 Hit Music Station
POWER 101
WGRG 101.7

WGRG BINGHAMTON, WESTY

1. Madonna, Secret
2. Nirvana, About A Girl
3. Weird Al Yankovic, Headline News
4. Bon Jovi, Always
5. Liz Phair, Supernova

4 P.M.

"SUKIRAKI"

NETWORK Moves 35-27* With Over 3000 PPW!

Monitor Mainstream 33-28*

Monitor R/C #17*

SoundScan Single Moves 62-57*

KISF Add!	WFHN Add!	KHFI Add!	WJET Add!	WKRZ Add!	Plus More!
WNDU Add!	WRVQ Add!	WTIC Add!	WXXL Add!		

On Over 115 Stations!

KIIS 98 Plays	KHKS 82 Plays	KIKI 66 Plays	WAPE 52 Plays
KTFM 43 Plays	KLUC 43 Plays	KMXV 43 Plays	KKFR 40 Plays
WZPL 38 Plays	Hot 97.7 36 Plays	KKRZ 35 Plays	WHHH 34 Plays
KUBE 34 Plays	WFLY 34 Plays	WEDJ 33 Plays	Q106 31 Plays
KGCI 27 Plays	G105 27 Plays	WXKS 19 Plays	WXXL 16 Plays
	WWKX 13 Plays	Power Pig 12 Plays	Z90 12 Plays

Most Requested!

KOKS	KBFM	KDON	KIKI	KZZU FM	KZIO	And Others!
------	------	------	------	---------	------	-------------

KHKS Dallas - Top 3 Phones

KKFR Phoenix - Big Sales

WAPE Jacksonville - #2 Phones

CK105 Flint - Top 10 Phones

KBFM McAllen - #4 Phones





▲ ARE YOU SURE DISNEYLAND STARTED THIS WAY?

WZEE Madison gets ready to launch its own theme park, Cheeselnd, by trademarking these colorful characters: (l-r): "Blueface" Leigh, Carfish "Tuxedo" Cooper, Greg "Pimp Threads" Bair, "I-Wet-Dream-Of" Cheryl K., Johnny Danger"-ous Habit, Joe "Bob Rebel" Larson and Tim "Where's My Costume?" Sweet.



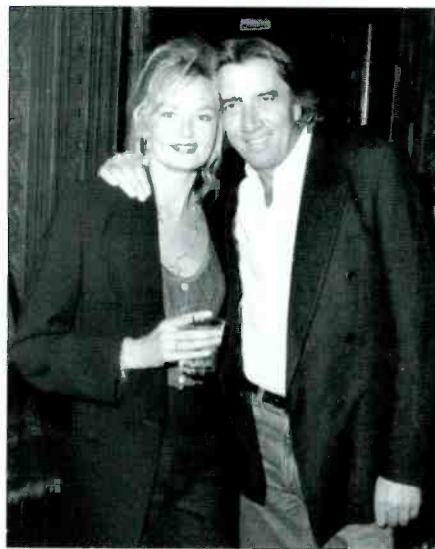
▲ WITH A CAPITOL "U"

Capitol artist Andru Donalds hangs with label execs after an acoustic performance of his new single, "Mishale." (l-r): Blue Note/Metro Blue Records' Pres. Bruce Lundvall, Andru Donalds and Capitol Records' Pres./CEO Gary Gersh.



▲ A REAL DEADHEAD

EMI's The Right Stuff label recently signed Keith Richards to a new solo deal...—oops! Mistaken identity! It's HBO's The Cryptkeeper who'll do a "family" Christmas album (Manson family, perhaps) including tracks like "Deck The Halls With Parts Of Charlie." (l-r): Cryptkeeper's attorney David Braun, *Tales Of The Crypt* Pres. Jack Wohl, The Cryptkeeper himself, Dir./Product Dev. Tom Cartwright and CEMA Spec. Mkts. VP/GM Eli Okun.



◀ SIAMESE TWIN WANNABES

Things always come to a head when EastWest Records' Sr. Dir. Top 40 Promo Valerie DeLong talks shop with *Network 40* VP/GM Gerry Cagle.



▲ NO DIMES, EITHER!

Shown celebrating the forthcoming release of Jimmy Page and Robert Plant's *No Quarter* are (l-r): ex-Atlantic Records' Pres. Danny Goldberg, Warner Music-U.S. Exec. VP Mel Lewinter, Robert Plant, Atlantic Group Chmn./CEO Ahmet Ertegun, Jimmy Page, Atlantic Records's new Pres. Val Azzoli.



▲ BUS-TED!

The staff of KRZQ hangs with RCA group the Gigolo Aunts at a local bus station. And you thought radio was glamorous!

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

"I LIKE TO PLAY LITTLE GAMES...TRY ME." Hot, short, Pop Single with great tempo seeks new little friends at radio to play Spin The Bottle. I've exposed myself in major markets. I'm fun and will perform. Serious Inquiries only. Juliana Hatfield.

Just Added At KDWB!

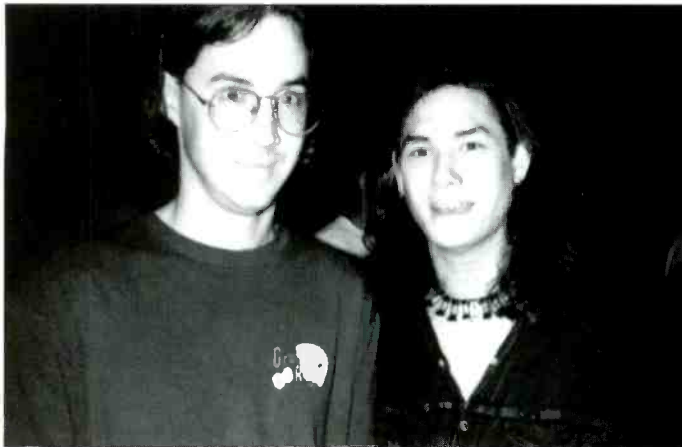
Responded Immediately:

WKBQ 54 Plays	KLRZ 52 Plays	KLYV 48 Plays
WHHY 41 Plays	WNFZ 40 Plays	WAHC 37 Plays
WPST 37 Plays	WZOQ 33 Plays	WYCR 32 Plays
KCPI 32 Plays	KRBE 29 Plays	WZJM 28 Plays
KBFM 26 Plays	WPLY 26 Plays	KUTQ 25 Plays
WCIR 25 Plays	KDWB 24 Plays	WBBO 23 Plays
WSNX 23 Plays	WHOB 23 Plays	FLY92 22 Plays
KIOK 22 Plays	WBHT 21 Plays	KIOC 20 Plays
KC101 20 Plays	KHTY 19 Plays	KBIU 19 Plays
KTRS 19 Plays	WWXM 18 Plays	WTWR 18 Plays
WWCK 17 Plays	WDDJ 17 Plays	KKMG 16 Plays
KQKQ 16 Plays	KQCR 16 Plays	WXSR 16 Plays
KFAV 16 Plays	WRFY 15 Plays	WVKS 14 Plays
WCIL 14 Plays	WFHN 13 Plays	WGTZ 12 Plays
WLAN 12 Plays	WNDU 12 Plays	WPXR 12 Plays
WGRD 12 Plays	KISF 10 Plays	KHTT 10 Plays
KQID 10 Plays	WTIC 9 Plays	WHYT 8 Plays
WXKB 8 Plays	KGLI 8 Plays	KSMB 7 Plays
KZII 7 Plays	Power Pig 6 Plays	WAPE 6 Plays
WAYV 6 Plays	KKRD 5 Plays	WKSS 5 Plays
QMQ 5 Plays		WTCF 5 Plays

Debut 39* Monitor Mainstream Chart!

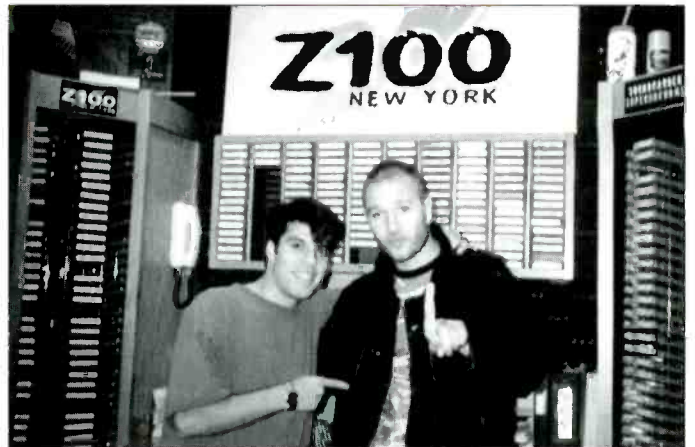


the PICTURE™ page too



▲ PRO-PERSPIRANT?

WDRE Long Island's Mike Parrish (left) had a pleasant condensation with David Usher from the the EMI band Moist.



▲ FLIPPED HIS LID

WHTZ New York's Chio The Hitman got coiffure tips from Big Beat artist Lucas at the Z-100 studios.



▲ PHOTO OP 4 U

Arista artists N II U get light readings during a video shoot for their single "I Miss You." (l-r): Arista VP Video Prod. Len Epanand, N II U's Craig Hill, Director Lionel Martin, N II U's Don Carlis, Exec. Prod. Vincent Herbert and N II U's Chris Herbert and Chuckie Howard.



▲ ADDICTED TO MIX?

Doing the promo thing with WRQX Washington D.C. is EMI artist Robert Palmer. (l-r): WRQX Jack Diamond of "Diamond In The Morning," Robert Palmer, WRQX MD Linda Silver, EMI's Ron Carter and WRQX's Bert!



▲ DOING IT ON PORPOISE

KPOI Honolulu's new PD Ted Taylor gamely smiles with his date for the evening.



▲ SHAKEN, NOT STIRRED

KYLD San Francisco MD/APD Michael Martin and EastWest Records' Cindy Mizelle take a dip during their tango lesson.

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



▲ **LOVETT OR LEAVE IT**

Pictured backstage at a recent Lyle Lovett show are (l-r): MCA Records Pres. Richard Palmese, Lyle Lovett and MCA Music Ent. Group COO Zach Horowitz.



▲ **STAR GAZING**

Columbia mega-star Mariah Carey put Sony executives in a festive mood at a release party for her Christmas album, *Merry Christmas*. (l-r): Sony Music Distribution Chair. Paul Smith, Sony Music Dist. Pres. Danny Yarbrough, Sony Music Intl. Pres. Robert Bowlin, Hoffman Entertainment's Randy Hoffman, Mariah Carey, Columbia Records Pres. Don Ienner, Sony Music Intl. Chair. Mel Ilberman and Sony Music Ent. Pres./COO Thomas D. Mottola.



▲ **SOME IMPROVEMENT!**

Home Improvement star Tim Allen (center) stopped by the KIIS Los Angeles studios recently to give KIIS' Ellen K (left) and KIIS' Rick Dees a lesson on the use of power tools.



▲ **LOUD TIE SOCIETY**

Comparing their ties by decibel level of the patterns are (l-r): Atlantic Nat. Dir. Adult Formats Steve Ellis, WPLJ New York Morning Show Traffic Reporter Joe Nolan, Columbia VP A/C Promo Jerry Lembo and WBHT Wilkes-Barre/Scranton PD Kid Kelly.



▲ **WHAT TIME IS IT?**

Taking time for a photo at a recent video shoot for Next Plateau/Island group 4 PM are (l-r): Next Plateau Natl. Promo Dir. John Trienis, video Director Drew Carolan, 4 P.M.'s Bobby, actor Matt Dillon, and 4 P.M.'s Larry. (kneeling): 4 P.M.'s Ray and Marty.



▲ **TOWER OF HONOR**

Enjoying the "Tower Of Achievement" award festivities in honor of recording legend Nat King Cole are (l-r): Capitol Records Pres./CEO Gary Gersh and the Cole family - daughter Natalie Cole, Cole's widow Maria and daughters Casey, Carole and Timolin.

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

VERUCA SALT

SoundScan New Artist: 1*
(10,021 units)



31 Adds Including:

- Z100 - 10 spins
- WPLY - 12 spins
- B97 - 12 spins
- WNVZ - Add
- WPRO - Add
- WHYT - 62 spins
- WKBQ - 13 spins
- WLUM - 11 spins
- WAHC - 18 spins
- Q 99 - 10 spins
- WBBO - 12 spins
- WGRD - 23 spins
- WHHY - 27 spins
- WLAN - Add
- WKCI - Add
- WYCR - Add
- WBHT - Add
- and more!

"Seether"

The First Single And Video From The Debut Album
AMERICAN THIGHS



Recorded and Mixed by Brad Wood Management: © Prime Inc.
© 1994 Geffen Records, Inc. © 1994 Minty Fresh



Thanksgiving Tunes

1. *Thanks To You*Tyler Collins
2. *Birds Of A Feather*..... Raiders
3. *The Thanksgiving Song* Adam Sandler
4. *Hungry Heart*Bruce Springsteen
5. *Thank You (Falettinme Be Mice Elf Agin)*..... Sly & The Family Stone
6. *3 Little Pigs*..... Green Jeyó
7. *Sweet Potato Pie*..... Domino
8. *Harvest Moon* Neil Young
9. *Eat To The Beat* Blondie
10. *Surfin' Bird*Trashmen
11. *Indian Lake*.....Cowsills
12. *Hungry Like The Wolf*..... Duran Duran
13. *Holiday* Madonna
14. *Thank You For Being A Friend*..... Andrew Gold
15. Anything By Smashing Pumpkins
16. *November Rain*.....Guns N' Roses
17. *Indian Reservation* Paul Revere & The Raiders
18. *Wasn't That A Party*The Rovers
19. *Tennessee Bird Walk* Jack Blanchard & Misty Morgan
20. *Legs*..... Z.Z. Top
21. *Little Bird* Annie Lennox
22. *Hungry Eyes*..... Eric Carmen
23. *The Bird*.....The Time
24. Anything By The Cranberries
25. *Broken Wings* Mr. Mister

THE 1994 CHROME LIZARD AWARD NOMINATIONS

RADIO FIELD

Radio Station Of The Year

MAJOR MARKETS (1-20)

- KPWR Los Angeles
- WPGC Washington, D.C.
- WPLJ New York
- KHKS Dallas
- KROQ Los Angeles
- WHTZ New York
- Write-in candidate: _____

LARGE MARKETS (21-50)

- WXXL Orlando
- KKRZ Portland
- WKSE Buffalo
- WKSS Hartford
- Write-in candidate: _____

MEDIUM MARKETS (51-100)

- KHFI Austin
- KLUC Las Vegas
- KQKQ Omaha
- WFLY Albany
- Write-in candidate: _____

SMALL MARKETS (101+)

- KIXY San Angelo
- WRFY Reading
- KTMT Medford
- WNDU South Bend
- Write-in candidate: _____

Operations Manager/ Program Director Of The Year

MAJOR MARKETS

- Kevin Weatherly, KROQ
- Steve Smith, WQHT
- Tom Poleman, KRBE
- Chuck Field, KSFM
- Steve Kingston, Z100
- Write-in candidate: _____

LARGE MARKETS

- Scott Wheeler, WHHH
- Mason Dixon, WMTX
- Jimmy Steal, WKRQ
- Don London, WNVZ
- Write-in candidate: _____

MEDIUM MARKETS

- Mike Sommers, WSTW
- Mark Todd, KRQQ
- Chuck Geiger, KWNZ
- Chris Shebel, WDJX
- Write-in candidate: _____

SMALL MARKETS

- Neil Sharpe, WJET
- Michelle Stevens, WPST
- R. Charles Snyder, KTMT
- Mike Steele, KIXY
- Write-in candidate: _____

Assistant Program Director/ Music Director Of The Year

MAJOR MARKETS

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

LARGE MARKETS

- Tom Steele, Power Pig
- Kandy Klutch, WDCG
- Gretchen Corbett, WGTZ
- Car Collins, WJMN
- Write-in candidate: _____

MEDIUM MARKETS

- Eddie Munster, WFME
- Car Thomas, KLUC
- Michael Steele, KQKQ
- Bushman, WJMH
- Write-in candidate: _____

SMALL MARKETS

- Stella Mars, WERZ
- Nikki Nite, WZYP
- Liz Jordan, WQGN
- Ed Parreira, KWNZ
- Write-in candidate: _____

Promotion Director Of The Year*

LARGE MARKETS

- Karen Tobin, KIIS
- Mark Schecterle, KRBE
- Kenny Bernstein, WPOW
- Von Freeman, WKRC
- Write-in candidate: _____

MAJOR MARKETS

- Marshall Goudy, WENZ
- Devonne Dingley, Power Pig
- Dave Demer, WXXI
- Dan Bowen, WNCI
- Write-in candidate: _____

MEDIUM MARKETS

- Ric Reese, KJYO
- Karen Menke, KQKQ
- Dusty Hayes, WABB
- Allyson Berry, WGTZ
- Write-in candidate: _____

SMALL MARKETS*

- *(May be PDs if no official Promo Dir.)*
- Jay Murphy, KQHT
 - Jimmy Steele, KCGQ
 - Neil Sharpe, WJET
 - Melissa Collins, WNDU
 - Write-in candidate: _____

CHROME DROPPINGS FIELD

The Most Overexposed In The Magazine

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

Worst Golfer Of The Year

- Burt Baumgartner, Columbia
- Craig Lambert, EastWest
- Bill Richards, Consultant
- Kevin Weatherly, KROQ
- Write-in candidate: _____

Computer Geek Of The Year...

The Pat Gillen Award

- Mark Gorlick, MCA
- John Weston, Atlantic
- Bob Catania, Geffen
- Mark Driscoll, Starship 20987
- Greg Lee, WB
- Write-in candidate: _____

Person You'd Most Like To Put On Hold

- Tony Novia, M.I.A.
- Jeff McClusky
- Jerry Blair, Columbia
- Dwayne Ward
- Rich Stevens, WFKS
- Write-in candidate: _____

Page 6 Photo Of The Year

(fill in the blank)

Lamest Cagle Editorial Of The Year

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

Most Ludicrous Promo Planner Idea

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

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

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

Write-in candidate: _____

Best Career Move Of The Year

- Joel Denver
- Lee Chesnut
- Darcy Fulmer
- Write-in candidate: _____

Worst Career Move Of The Year

- Tony Novia
- Geraldine Cagle
- Write-in candidate: _____

CONTEST RULES & REGULATIONS

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

OVERNIGHT SENSATION

Everybody's Talking About...

Transforming Line

Questions?
Comments?
1-800-443-4001

Vol. 1 No. 29 "All the plus that's news to print" November 9, 1994

NEWS

Network 40 Announces Staff Promos

WFGM-Gary Carty announced the following promotions: Executive Editor, John Kipp is now Senior Editor; Executive Editor, John Kipp is now Senior Editor; Executive Editor, John Kipp is now Senior Editor.

MCA Revamps Publicity Dept.

MCA Revamps Publicity Dept. MCA Revamps Publicity Dept. MCA Revamps Publicity Dept. MCA Revamps Publicity Dept.

Capitol Names George Nines VP Sales

Capitol Names George Nines VP Sales. Capitol Names George Nines VP Sales. Capitol Names George Nines VP Sales.

Termination

Termination. Termination. Termination. Termination. Termination.

EDITORIAL

EDITORIAL. EDITORIAL. EDITORIAL. EDITORIAL. EDITORIAL.

Why was MCA's Mark

Why was MCA's Mark. Why was MCA's Mark. Why was MCA's Mark.

Large Gains

Large Gains. Large Gains. Large Gains. Large Gains.

THE EARLY WORD...

THE EARLY WORD... THE EARLY WORD... THE EARLY WORD...

Vote! The 1994 Chrome Lizard Awards!

Vote! The 1994 Chrome Lizard Awards! Vote! The 1994 Chrome Lizard Awards! Vote! The 1994 Chrome Lizard Awards!

Holiday Programming

Holiday Programming. Holiday Programming. Holiday Programming. Holiday Programming.

DAVE SHAKES

DAVE SHAKES. DAVE SHAKES. DAVE SHAKES. DAVE SHAKES.


To Get On-Line, Call: 1-800-443-4001

NETWORK

SPINCYCLE

TW	ARTIST NAME	SONG TITLE	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
1	Madonna	Secret			10484	252	0	2	4	41.6
2	Boyz II Men	I'll Make Love To You			9513	222	1	16	7	42.8
3	Sheryl Crow	All I Wanna Do			9213	220	1	11	18	41.8
4	Bon Jovi	Always			8359	210	1	2	2	40.0
5	Real McCoy	Another Night			7901	184	4	4	10	43.1
6	Melissa Etheridge	I'm The Only One			7370	192	2	7	40	38.5
7	Ace Of Base	Living In Danger			6750	201	4	4	21	33.7
8	Gin Blossoms	Allison Road			5189	174	3	0	56	30.1
9	Eagles	Get Over It			5168	190	0	0	27	27.2
10	Gloria Estefan	Turn The Beat Around			5156	178	2	11	26	29.3
11	Boyz II Men	On Bended Knee			5014	193	44	0	1	29.8
12	Toad The Wet Sprocket	Something's Always Wrong			5002	173	1	4	43	28.9
13	Janet Jackson	You Want This			4969	172	5	2	12	29.4
14	Crystal Waters	100% Pure Love			4925	137	1	8	12	35.9
15	Pretenders	I'll Stand By You			4855	155	3	16	38	31.5
16	R.E.M.	What's The Frequency, Kenneth?	Page 39		4632	183	4	1	14	25.3
17	Babyface	When Can I See You			4621	140	0	30	72	33.0
18	Four Seasons	December '63 (Oh What A Night)			4289	128	1	14	35	33.7
19	John Mellencamp	Dance Naked			4118	172	4	3	32	23.9
20	Mazzy Star	Fade Into You			3806	146	2	0	48	26.4
21	Hootie & The Blowfish	Hold My Hand			3754	154	9	4	43	25.3
22	John Mellencamp	Wild Night			3728	127	1	19	97	29.3
23	Ini Kamoze	Here Comes The Hotstepper			3551	130	18	0	6	29.5
24	Luther Vandross/Mariah Carey	Endless Love			3357	122	0	42	76	27.5
25	Des'ree	You Gotta Be	Page 9		3192	121	6	7	36	26.8
26	Immature	Never Lie	Page 7		2931	120	7	5	8	25.9
27	4 P.M.	Sukiyaki	Page 41		2929	111	14	2	19	29.2
28	Aaliyah	At Your Best (You Are Love)			2886	101	0	13	28	28.5
29	Elton John	Circle Of Life			2883	109	0	24	95	26.4
30	Stone Temple Pilots	Interstate Love Song			2838	129	1	14	28	22.1
31	Deadeye Dick	New Age Girl			2794	116	6	9	4	25.1
32	Nirvana	About A Girl			2792	142	4	1	20	19.9
33	Aerosmith	Blind Man			2777	162	8	0	24	18.0
34	Rolling Stones	Out Of Tears			2702	125	1	10	36	21.6
35	Brandy	I Wanna Be Down			2587	70	8	0	22	38.6
36	Counting Crows	Rain King			2486	117	11	0	67	21.6
37	Sting	When We Dance			2481	136	9	3	79	18.9
38	Jade	Every Day Of The Week			2387	117	28	0	40	25.6
39	Amy Grant	Lucky One			2382	87	1	17	64	27.3
40	Toni Braxton	How Many Ways			2343	93	0	13	94	25.1

SPINCYCLE

TW	ARTIST NAME	SONG TITLE	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
41	Lisa Loeb & Nine Stories	Stay (I Missed You)			2326	92	0	19	75	25.2
42	Sass Jordan	Sun's Gonna Rise	Page 7		2166	113	7	2	92	20.0
43	Lucas	Lucas (With The Lid Off)			2060	111	4	7	3	18.9
44	Green Day	Basket Case			2050	96	1	23	11	21.3
45	Vanessa Williams	The Sweetest Days			1866	150	47	0	50	16.3
46	Collective Soul	Shine			1705	70	0	13	87	24.3
47	Melissa Etheridge	Come To My Window			1672	63	0	10	99	26.5
48	Jon Secada	If You Go			1603	66	0	8	99	24.2
49	Seal	Newborn Friend	Page 39		1590	75	2	2	90	21.2
50	The Cranberries	Zombie	Page 17		1555	89	11	0	16	18.9
51	Ace Of Base	Don't Turn Around			1551	69	1	12	65	22.4
52	TLC	Creep			1533	83	10	0	43	20.4
53	Candlebox	Far Behind			1462	59	0	13	56	24.7
54	Seal	Prayer For The Dying			1437	56	0	2	91	25.6
55	Harry Connick, Jr.	(I Could Only) Whisper Your Name	Page 37		1434	86	6	5	98	17.9
56	Eric Clapton	Motherless Child			1417	74	0	6	50	19.1
57	Joshua Kadison	Picture Postcards From L.A.			1351	82	2	4	96	16.8
58	Changing Faces	Stroke You Up			1331	49	0	15	50	27.1
59	Juliana Hatfield	Spin The Bottle	Page 43		1201	62	1	2	43	19.3
60	Tom Jones	If I Only Knew			1200	85	3	5	40	14.4
61	Huey Lewis & The News	But It's Alright			1196	45	0	10	96	26.5
62	Gin Blossoms	Until I Fall Away			1102	47	0	5	69	23.4
63	Offspring	Self Esteem			1088	68	9	1	8	18.1
64	Anita Baker	Body & Soul			1066	41	0	14	89	26.0
65	Elton John	Can You Feel The Love Tonight			1061	52	0	12	99	20.4
66	Zhané	Shame	Page 15		1045	68	21	0	80	20.4
67	Live	I Alone	Page 7		1037	76	7	1	38	14.4
68	Sophie B. Hawkins	Right Beside You			1029	38	0	10	92	27.0
69	Salt-N-Pepa	None Of Your Business			1008	55	3	6	28	19.0
70	Amy Grant & Vince Gill	House Of Love			984	70	18	0	97	17.2
71	Rappin' 4-Tay	Playaz Club			961	36	1	2	24	27.4
72	Sarah McLachlan	Good Enough			958	55	0	14	99	17.4
73	Corona	The Rhythm Of The Night			925	50	14	0	36	24.3
74	Toni Braxton	You Mean The World To Me			924	39	0	7	39	23.6
75	Jaki Graham	Ain't Nobody			912	40	2	3	94	24.0
76	Steve Perry	Missing You	Page 35		911	73	17	0	87	14.9
77	Wet Wet Wet	Love Is All Around			903	30	0	9	99	30.1
78	Andru Donalds	Mishale			857	67	19	0	81	17.1
79	20 Fingers	Short Short Man			820	61	14	2	15	15.4
80	Tom Petty	You Don't Know How It Feels	Page 33		798	62	22	0	56	18.5

C#CRUNCH

MOST ADDED

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	TOTAL/ADDS
1 JON SECADA . Mental Picture (SBK/EMI Records) WQIC WSPK WAYV WBSS WBMX KISX WKQI KZIO WBIZ WMTX	82/74
2 VANESSA WILLIAMS . The Sweetest Days (Wing/Mercury) WKZW KHTY KDON KYLD KROC KFFM KKFR KWIN KWNZ WOSC	150/47
3 BOYZ II MEN . On Bended Knee (Motown) KHTY WPST KHQT WBMX KISX KDWB WTBX KQKS WZYQ KDUK	193/44
4 VERUCA SALT . Seether (DGC/Minty Fresh) KIOC WKBQ WKCI WQGN KDUK KTMT WAHC WEZB KJYO WNVZ	44/32
5 JADE . Every Day Of The Week (Giant) KSIQ KKBT KHQT KNIN WBIZ KKRZ KJYO KBFM WFHN WDJX	117/28
6 TOM PETTY . You Don't Know How It Feels (WB) WSPK WBIZ KTMT KISF WEZB KJYO WWSR WTVR WVKX WWFX	62/22
7 ZHANÉ . Shame (Hollywood/Jive) KSIQ WSPK KPSI WIOQ KZIO WKBQ WKCI WBWB KTMT KMCK	68/21
8 ANDRU DONALDS . Mishale (Metro Blue/Capitol) WXKS KDWB KZIO WBIZ WBWB KBFM WYKS WVKX WZOQ WIFC	67/19
8 FREEDY JOHNSTON . Bad Reputation (Elektra) WHOB WHYT WKCI KTMT WLAN WNNK WHTO WYKS WZOQ WIFC	56/19
10 INI KAMOZE . Here Comes The Hotstepper (Columbia) KDWB WVAQ WKBQ KDUK WSNX WVIC WWSR WABB KMCK KKRD	129/18
10 AMY GRANT & VINCE GILL . House Of Love (A&M) WQIC KHTY WTBX WAZY WKFR WWSR WHTO WILN KMCK WIXX	70/18
12 STEVE PERRY . Missing You (Columbia) WPLJ WBMX KISX KMGZ KYIS WKRZ KMCK KHTT KSKG WVKX	73/17
12 LISA STANSFIELD . Dream Away (Fox/Arista) WAYV WBSS WBIZ KKLQ XHTZ WMJQ KYIS WXSX KHTT WZOQ	47/17
14 LUTHER VANDROSS . Always And Forever (LV/Epic) KHQT WFLZ WVAQ KWIN KZFM WHTO WTVR WZOQ WJJS WERZ	34/16
15 4 P.M. . Sukiyaki (Next Plateau/Island) WTIC WXXL KISF WJET WFHN WKRZ WYKS WRVQ KHFI WBNQ	111/14
15 20 FINGERS . Short Short Man (Zoo) WFLZ WPOW KHTN WNVZ WGTZ WFLY WILN WTCF KKRZ WZOQ	61/14
15 CORONA . The Rhythm Of The Night (EastWest/Elektra) KSLY WHYI WQGN WNNK WAPE WXSX WYKS KKRZ KRQQ WXKB	50/14
15 URGE OVERKILL . Girl, You'll Be A Woman Soon (MCA) WSPK WBZZ WKCI KTMT WGTZ WNKI KLYV WJMX WWKZ KQID	36/14
19 COUNTING CROWS . Rain King (DGC) WKZW WQIC KWNZ WEZB WQXA KKRZ WWKZ KBIU KLRZ KZMG	117/11
19 THE CRANBERRIES . Zombie (Island) WSNX WVIC WSTW WTCF WYYS KQCR WNSL WFMF KKXL KQHT	89/11

ACCELERATED AIRPLAY

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	TOTAL/ADDS
1 BOYZ II MEN . On Bended Knee (Motown) WKZW WSPK WQHT KCAQ KIIS KPWR KPSI WAYV KHQT KDON	+2404
2 VANESSA WILLIAMS . The Sweetest Days (Wing/Mercury) WAYV KMXZ KISX KNIN KZIO WBIZ WFLZ WMTX WHYI WVAQ	+1087
3 BON JOVI . Always (Mercury) WKZW KSLY WHTZ WPLJ KHTY WIOQ WKDD KZIO KWNZ WAOA	+840
4 INI KAMOZE . Here Comes The Hotstepper (Columbia) KPWR KIIS KPSI KHTY KGGI WBBM KHQT KMEL KDON WPGC	+812
5 ACE OF BASE . Living In Danger (Arista) WKZW KHTY KDON WKDD KROC WBZZ XHTZ WHHH WEDJ WVIC	+803
6 COUNTING CROWS . Rain King (DGC) KSLY KHTY KWNZ WKCI WQGN WZPL WBWB WEDJ WEZB KUTQ	+749
7 STEVE PERRY . Missing You (Columbia) WPLJ WHOB KIOC WBIZ WQGN KTMT KYIS WKEE WFLY WRFY	+719
8 JOHN MELLENCAMP . Dance Naked (Mercury) WKZW KHTY KRBE WKDD KDWB KKFR WQGN WTIC WAOA KISF	+711
9 ZHANÉ . Shame (Hollywood/Jive) WQHT KPWR KCAQ WBSS WIOQ KDON KMXZ KYLD WJMN KHTN	+700
10 JADE . Every Day Of The Week (Giant) WKZW KPWR KGGI WIOQ KMXZ WFLZ WZPL WYHY KZHT WPRO	+580
11 BRANDY . I Wanna Be Down (Atlantic/AG) KPWR KPSI WBSS WIOQ WJMN KFFM KQKS KKFR KSFM KWIN	+577
12 AEROSMITH . Blind Man (Geffen) WKZW KKFR WOSC WKCI WTIC WAOA WZPL WDJX WSTW WKMX	+564
13 TLC . Creep (LaFace/Arista) WSPK KCAQ KDON WFLZ KHTN XHTZ WAOA KZHT KKSS WWCK	+556
14 JANET JACKSON . You Want This (Virgin) KCAQ KPSI KYLD WJMN WBIZ KFFM KWNZ WQGN XHTZ WEDJ	+514
15 GIN BLOSSOMS . Allison Road (A&M) KSLY WPLJ KRBE KDWB WQGN WAOA WZPL WEDJ WYHY WJET	+459
16 AMY GRANT & VINCE GILL . House Of Love (A&M) KISX WBIZ WTBX WOSC KTMT WYHY WXIL WILN KHTT WWCK	+422
17 R.E.M. . What's The Frequency, Kenneth? (WB) WIOQ WSTR WKCI KJYO KBFM WWSR WKMX WIXX WYYS WNKI	+399
18 STING . When We Dance (A&M) KRBE WMTX WAZY KUTQ WMXQ WPXY WZPK WLRW WMRV WSPX	+395
19 TOM PETTY . You Don't Know How It Feels (WB) WEDJ WLAN WHHY KMCK WIFC WKDY WNTQ WWFX KIOK WPXR	+367
20 4 P.M. . Sukiyaki (Next Plateau/Island) KIIS KDON WXKS WXXL WAOA WEDJ WYHY WSNX WVIC WWKX	+361

Top 10 Most Requested Page 34
Hottest Buzz Records Of The Week Page 40
Spin Cycle – In-Depth Airplay Analysis Pages 56-57
The Chart Page Page 60

ON
NOVEMBER 16,
THERE WILL BE
A NATIONWIDE
RADIO BLACK-
OUT.

(That's the day the legendary Black Album, from Prince arrives at radio stations all over America.)



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NETWORK ⁴⁰

PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 MADONNA. Secret (Maverick/Sire/WB)	9511	10188	10484
2 BOYZ II MEN. I'll Make Love To You (Motown)	11260	10626	9513
3 SHERYL CROW. All I Wanna Do (A&M)	10593	9887	9213
4 BON JOVI. Always (Mercury)	6710	7519	8359
5 REAL McCOY. Another Night (Arista)	7083	7631	7901
6 MELISSA ETHERIDGE. I'm The Only One (Island)	7556	7653	7370
7 ACE OF BASE. Living In Danger (Arista)	4989	5947	6750
8 GIN BLOSSOMS. Allison Road (A&M)	4358	4730	5189
9 EAGLES. Get Over It (Geffen)	4302	4875	5168
10 GLORIA ESTEFAN. Turn The Beat Around (Epic)	4933	5123	5156
11 BOYZ II MEN. On Bended Knee (Motown)	1421	2610	5014
12 TOAD THE WET SPROCKET. Something's Always Wrong (Columbia)	4485	4814	5002
13 JANET JACKSON. You Want This (Virgin)	3964	4455	4969
14 CRYSTAL WATERS. 100% Pure Love (Mercury)	5282	5139	4925
15 PRETENDERS. I'll Stand By You (Sire/WB)	5832	5372	4855
16 R.E.M. What's The Frequency, Kenneth? (WB)	3792	4233	4632
17 BABYFACE. When Can I See You (Epic)	6329	5537	4621
18 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records)	5255	4744	4289
19 JOHN MELLENCAMP. Dance Naked (Mercury)	2732	3407	4118
20 MAZZY STAR. Fade Into You (Capitol)	3665	3782	3806
21 HOOTIE & THE BLOWFISH. Hold My Hand (Atlantic/AG)	3186	3577	3754
22 JOHN MELLENCAMP. Wild Night (Mercury)	4916	4398	3728
23 INI KAMOZE. Here Comes The Hotstepper (Columbia)	2075	2679	3491
24 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	6117	4954	3357
25 DES'REE. You Gotta Be (550 Music/Epic)	2876	3074	3192
26 IMMATURE. Never Lie (MCA)	2686	2941	2931
27 4 P.M. Sukiyaki (Next Plateau/Island)	2376	2568	2929
28 AALIYAH. At Your Best (You Are Love) (Blackground/Jive)	3139	3076	2886
29 ELTON JOHN. Circle Of Life (Hollywood)	4353	3536	2883
30 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG)	2876	2965	2838
31 DEADEYE DICK. New Age Girl (Ichiban)	2935	2917	2794
32 NIRVANA. About A Girl (DGC)	2393	2672	2792
33 AEROSMITH. Blind Man (Geffen)	482	2213	2777
34 ROLLING STONES. Out Of Tears (Virgin)	2406	2661	2702
35 BRANDY. I Wanna Be Down (Atlantic/AG)	1713	2010	2587
36 COUNTING CROWS. Rain King (DGC)	1066	1737	2486
37 STING. When We Dance (A&M)	1789	2086	2481
38 JADE. Every Day Of The Week (Giant)	1094	1807	2387
39 AMY GRANT. Lucky One (A&M)	3841	2986	2382
40 TONI BRAXTON. How Many Ways (LaFace/Arista)	2565	2480	2343

ARTIST/SONG/LABEL	2W	LW	TW
41 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	3822	2756	2326
42 SASS JORDAN. Sun's Gonna Rise (Impact/MCA)	1781	1990	2166
43 LUCAS. Lucas (With The Lid Off) (Big Beat/Atlantic/AG)	1795	2003	2060
44 GREEN DAY. Basket Case (Reprise)	2756	2422	2050
45 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	164	779	1866
46 COLLECTIVE SOUL. Shine (Atlantic/AG)	2622	1926	1705
47 MELISSA ETHERIDGE. Come To My Window (Island)	1869	1875	1672
48 JON SECADA. If You Go (SBK/EMI Records)	2054	1694	1603
49 SEAL. Newborn Friend (ZTT/Sire/WB)	1079	1412	1590
50 THE CRANBERRIES. Zombie (Island)	1062	1313	1555
51 ACE OF BASE. Don't Turn Around (Arista)	2111	1751	1551
52 TLC. Creep (LaFace/Arista)	350	977	1533
53 CANDLEBOX. Far Behind (Maverick/Sire/WB)	1948	1717	1462
54 SEAL. Prayer For The Dying (ZTT/Sire/WB)	1641	1463	1437
55 HARRY CONNICK, JR. (I Could Only) Whisper Your Name (Columbia)	1273	1387	1434
56 ERIC CLAPTON. Motherless Child (Reprise)	1380	1379	1417
57 JOSHUA KADISON. Picture Postcards From L.A. (SBK/EMI Records)	1101	1272	1351
58 CHANGING FACES. Stroke You Up (Big Beat/Atlantic/AG)	2382	1639	1331
59 JULIANA HATFIELD. Spin The Bottle (Mammoth/RCA)	980	992	1201
60 TOM JONES. If I Only Knew (Interscope/AG)	1012	1103	1200
61 HUEY LEWIS & THE NEWS. But It's Alright (Elektra)	1702	1390	1196
62 GIN BLOSSOMS. Until I Fall Away (A&M)	1403	1234	1102
63 OFFSPRING. Self Esteem (Epitaph)	792	1034	1088
64 ANITA BAKER. Body & Soul (Elektra)	1434	1265	1066
65 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	1639	1325	1061
66 ZHANÉ. Shame (Hollywood/Jive)	42	345	1045
67 LIVE. I Alone (Radioactive)	853	948	1037
68 SOPHIE B. HAWKINS. Right Beside You (Columbia)	2006	1411	1029
69 SALT-N-PEPA. None Of Your Business (Next Plateau/London/Island)	944	980	1008
70 AMY GRANT & VINCE GILL. House Of Love (A&M)	263	562	984
71 RAPPIN' 4-TAY. Playaz Club (EMI Records)	769	874	961
72 SARAH McLACHLAN. Good Enough (Arista)	1310	1141	958
73 CORONA. The Rhythm Of The Night (EastWest/Elektra)	368	694	925
74 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	1155	990	924
75 JAKI GRAHAM. Ain't Nobody (Critique)	932	902	912
76 STEVE PERRY. Missing You (Columbia)	49	192	911
77 WET WET WET. Love Is All Around (London/Island)	1329	1179	903
78 COLLAGE. I'll Be Loving You (Metropolitan)	1085	958	880
79 ANDRU DONALDS. Mishale (Metro Blue/Capitol)	188	576	857
80 20 FINGERS. Short Short Man (Zoo)	548	661	820