

# NETWORK<sup>40</sup>

Issue 255 • March 24, 1995

**Interview With**  
**RICK**  
**CUMMINGS**

**Conference Call:**  
**MARCH**  
**MADNESS**

**Spotlight On**  
**WBT FM**  
**Charlotte**

**Tribute**  
**Editorial**



## **Overnight Buzz Records**

Hootie & The Blowfish "Let Her Cry"  
the cranberries "Ode To My Family"

Elton John "Believe"

Boyz II Men "Thank You"

Technotronic "Move It To The Rhythm"

**M** World Premiere Heavy!  
One Of The Most Added!

Stay  
up  
late.

# MADONNA

## BEDTIME STORIES

Before The Box  
Adds/Airplay Includes:

Z100	KIIS
KHKS	KKFR 21x
WWKX	WZPL
KZHT	WKSS
Y107	WFLY 21x

The next single  
from the album  
Bedtime Stories

Produced by Nellee Hooper and Madonna

Management: Freddy DeMann/DeMann Entertainment



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"Jealousy"

(EASTWEST/EEG)

**HARRY CONNICK, JR.**

"She"

(COLUMBIA)

**MADONNA**

"Bedtime Story"

(MAVERICK/SIRE/WB)

**MONTELL JORDAN**

"This Is How We Do It"

(FMP/RAL/ISLAND)

**ASWAD**

"You're No Good"

(ATLANTIC/AG)

**TECHNOTRONIC**

"Move It To The Rhythm"

(SBK/EMI RECORDS)

**PHARAO**

"I Show You Secrets"

(COLUMBIA)

**WATERLILLIES**

"Never Get Enough"

(SIRE/REPRISE)

**THE 4 SEASONS**

"Who Loves You"

(CURB/ATLANTIC/AG)

**BEN TAYLOR**

"I Will"

(GIANT)

**MARY KARLZEN**

"I'd Be Lying"

(ATLANTIC/AG)

**BOXING GANDHI**

"If You Love Me

(Why Am I Dyin?)"

(MESA/ATLANTIC/AG)

**THE JAYHAWKS**

"Blue"

(AMERICAN/REPRISE)

## Industry Mourns The Loss Of Charlie Minor

*Woman Held In Murder Of Colorful, Beloved Promo Ace*

### SYNDICATION SPREADS

The catch-phrase for the '90s could very well be, "When in doubt, syndicate!" Two new parties are planning on taking their shows on the road, so to speak. Longtime WXKS FM Boston morning man Matty Siegel will begin syndicating his morning show to WWKX Providence, WEDJ Charlotte and WZKS Portland, ME. Siegel will do the show in a special studio away from Kiss 108; the latest in technology will allow individual stations to choose their own music, song-by-song, during breaks in the action... Also planning to syndicate in April: "Love Phones," the sex-talk show hosted by "Dr. Judy" Kuriansky on Z100 New York. Its run at WMMS Cleveland and KQRT Houston has proven quite successful... Next in line to syndicate: KIIS morning man Rick Dees. (See below.)

### DUOP FEVER

That's the affliction affecting radio - and it's spreading most rapidly in medium markets. According to stats compiled by analyst Jim Duncan, over 35% of all radio listening was to stations in duopolies. What's more, 48.5% of the revenue generated in a typical radio market went to the "duopolized." In medium markets, duops attracted 43.4% of all listening and 60.5% of revenues.

### COMING & GOING

J.J. McKay vacated the PD chair at KNIN Wichita Falls. Filling in is Promotion Director Colt West...Mike Marino added Promo Director stripes at KYLD/KYLZ "Wild 107" San Francisco...Paul Miraldi was named Marketing Director at KNEW/KSAN San Francisco...Steven J. Steinberg was named Creative Director at KSSK Honolulu.

### DA BIRDS & DA DEES

Speaking of big Rick, he just signed a multi-year renewal with CD Media VP Operations Tom Shovan and Affiliate Relations firm Radio Today Entertainment. The latter company will continue to build and maintain the network of stations that air CD Media programming, including its piece de resistance, "Rick Dees' Weekly Top 40," and its A/C versions.

The music industry is mourning the death of Charlie Minor, one of its most colorful, beloved and successful promotion men of all time. A 27-year-old woman is being held without bail for the fatal shooting.

Reportedly, Suzette McClure had gone to Minor's Malibu home on March 19 at about 11:30 am and asked to speak to him. Moments after she went upstairs, a friend of Minor's and a housekeeper heard gunshots. They ran next door and called the police. Investigators found McClure's driver's license at the crime scene and arrested her in a Santa Monica apartment. There they also found a .25 caliber semi-automatic handgun allegedly used in the shooting.

Minor developed a rep as one of the friendliest, most colorful and most successful promo men through a career that spanned 17 years at A&M Records as its promotion head, two years as President of Giant Records and as an executive at *Hits* Magazine. It had all been quite an adventure for the working-class boy from Marietta, Georgia. (For a comprehensive and personal portrayal of Minor's life, see the Editorial on page 8.)

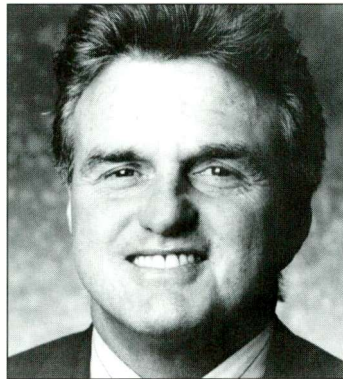
Reaction to the tragedy has been swift and abundant, as the industry's best and brightest offered condolences:

"Charlie Minor was truly like Will Rogers," Island Records President/CEO John Barbis states. "He never met a man he didn't like. [He was] probably one of the all-time great promotion men ever, and most importantly, a wonderful human being with a kind heart and a good soul."

"To say he was the best at what he did is not enough to describe his brilliance," adds Almo Sounds Chairman/

President Jerry Moss. "He created a persona that he was able to live up to. The thing that held it all together was that he had a great heart and he never let anyone down. A tremendous friend."

"No one loved or needed people more than Charlie Minor," says A&M Records President/CEO Al Cafaro. "He was as sweet and as kind as anyone I'd ever met. He didn't have a mean bone in his body. No one ever worked harder for their artists than Charlie."



CHARLIE MINOR

"Yes, he lived his life in his own inimitable, grandiose way, but I never met a more passionate, thoughtful guy," adds Warner Bros. Sr. VP Promotion Stu Cohen. "One very special thing about him was that he had an unbelievable charm and was a fantastic listener. He was a lover of life and people and was always there to help."

"I'm stunned and deeply saddened," states Giant Records President Irving Azoff. "Through a lot of thick and thin, Charlie was a dear friend and I will miss him terribly. My heart goes out to his daughter Austin and the rest of the Minor family."

Those on the radio side also chimed

in. "Charlie was my closest buddy, and there will be something very empty about my life from now on," claims Pyramid Broadcasting President/CEO Rich Balsbaugh. "He made everybody around him happy; he made everybody around him better. I can't remember him ever being mad. He could turn chicken shit into chicken salad like nobody I ever saw. People never realized what an incredible quality that was, but that made him a cut above the rest."

"He was always a friend," consultant Bill Richards says. "While we had our heated discussions, it was always done with professionalism and respect. I'm going to miss him."

"He inspired a whole generation of promo people just by being the good person he was," says Ron Herbert, VP Southeastern Promo for Jeff McClusky. "He had a great heart. [Ex-A&M associate] Steve Resnick said, 'When one got off the phone [with Charlie], one would always feel better because of the general atmosphere he created. You'd hang up believing you were the very best at what you do, all because of your conversations with Charlie.'"

"The big label in the sky must've needed the greatest promotion man really bad...but they got a great human being, a really good guy and a great father as a bonus. Ride 'em to the top, Charlie! And, as usual, have a ball doing it."

Minor is survived by a six-year-old daughter, Austin Charlotte; mother Jerri Haynes Minor and brother Kenneth. Funeral services were held March 24 at the First Baptist Church at 148 Church St., Marietta, GA. For details on the Hollywood Memorial Service and other information, please see Page 6.

## Michael St. John Named PD At WKBQ St. Louis

*20-Year Vet Returns To Radio After Trade Magazine Stint*

WKBQ St. Louis hired Michael St. John as PD. He succeeds Cruze, who left to become OM at WABB Mobile.

St. John, a 20-year vet of the Top 40 format, held programming positions at WYHY Nashville, KOY FM Phoenix, Kicks 106 Birmingham and

KHTK St. Louis. Most recently, he did a three-year stint at *Hits* Magazine.

"The number of good, qualified candidates made the choice a tough one, but in the end Michael St. John's experience, innovative style and incredible knowledge of Top 40 and of the market

made him clearly our top candidate," says WKBQ GM Bill Viands.

"The outstanding opportunity that WKBQ has in St. Louis was too much to pass up," St. John says. "The tremendous base at the station is an advantage few Top 40 stations enjoy."



# Island Records Orders A Margaritaville

*Enters Joint Venture With Jimmy Buffett's Label*

Jimmy Buffett's Margaritaville Records and Island Records signed a joint venture between the two labels. Under the new deal, Island will perform marketing, radio promotion, retail and publicity functions for all Margaritaville releases.

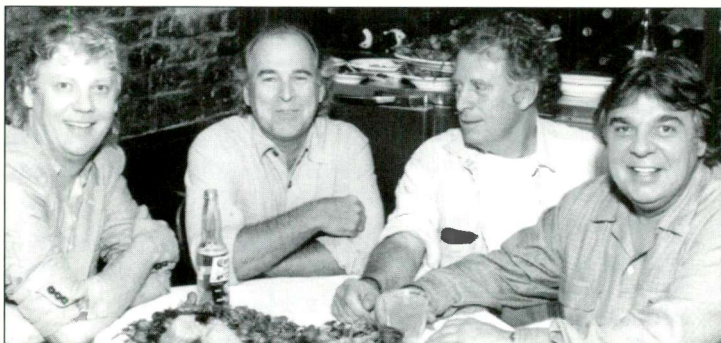
The first album scheduled on Margaritaville/Island will be *It's About Time* by singer/songwriter Marshall Chapman, due to be released May 2. It will be distributed through ILS (Independent Label Sales), PolyGram's independent distribution system. Future releases will have the option of coming out via ILS or through the main system, PolyGram Group Distribution.

"Margaritaville is a perfect fit with Island Records," Island President John Barbis states. "They are an artist-oriented label, committed to sticking with their artists over the long haul. I'm very much looking forward to working with them."

"The marriage of Margaritaville to Island is a natural and became inevitable once Jimmy Buffett met Chris Blackwell," adds Margaritaville President Bob

Mercer. "I couldn't be more pleased that our debut release out of the joint venture should be Marshall's album, recorded live at the Tennessee State Prison For Women. The combination of the audience, the songs and the performance is resonant. It's a very special record."

Future joint venture projects include the New Orleans-based band The Iguanas and a compilation of live performances from Buffett's Margaritaville cafe.



(l-r): Margaritaville Records Pres. Bob Mercer and founder Jimmy Buffett; Island Records founder/Chair. Chris Blackwell and President/CEO John Barbis.

"I met Jimmy at Compass Point studios in Nassau, when he was recording his *Fruitcakes* album," recalls Island

Records founder/Chairman Chris Blackwell. "Although that was only a little over a year ago, I feel like I've known Jimmy all my life. I couldn't be happier about the new partnership."

"When it comes down to it, this is all Harry Belafonte's fault and I would like to thank him for being such a great unknown catalyst to this deal," comments Margaritaville founder Jimmy Buffett. "Working with Chris and the Island people is

fun and seems natural to me. And besides, I don't have to get dressed up for meetings."

# Warner Music-U.S. Names Ken Sunshine Sr. VP

*Peter LoFrumento Appointed Associate VP*

Ken Sunshine was appointed Sr. VP of Warner Music-U.S. Also announced was the appointment of Peter LoFrumento as Associate VP.

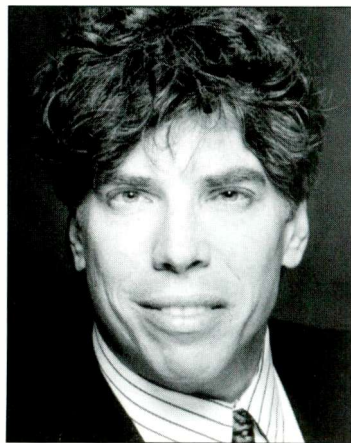
As part of Warner Music-U.S.' senior management team, Sunshine will super-

vised all public relations and corporate communication functions and serve as liaison between the labels and the RIAA. He will also develop the newly established Warner Music-U.S. Foundation, a charitable and public interest outreach firm. LoFrumento will supervise the implementation of all public relations, legislative and foundation activities, as well as serve as the company's spokesperson.

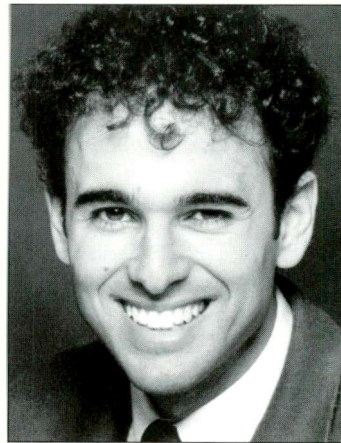
Prior to accepting the new post, Sunshine headed a public relations/public affairs consulting organization he formed four years ago. He also served as Chief of Staff during the administration of New York City Mayor David N. Dinkins and as Director of Public Relations for ASCAP. LoFrumento served as VP for Sunshine's consultancy and assisted him at ASCAP.

"I am delighted to welcome Sunshine and LoFrumento to Warner

Music-U.S.," states Warner Music-U.S. Chairman/CEO Doug Morris. "They bring a unique and exceptional reputation for success and integrity to their new posts, making them valuable additions to our management team."



**KEN SUNSHINE**



**PETER LOFRUMENTO**

# RECORDS

## ARISTA

Wendy Washington was promoted to Manager of Publicity.

## ATLANTIC

Phil Wild was appointed Sr. VP of Business And Legal Affairs for The Atlantic Group.

## BMG

James Glicker was named Managing Director, BMG Australia...Matthias Gibson was promoted to Managing Director and Jan Bolz was named Deputy Managing Director of BMG Ariola Munich.

## EEG

Karen Mason was named Sr. Director, Marketing for Elektra Entertainment Group.

## EPIC

Dan Beck was promoted to Sr. VP, Marketing.

## ICHIBAN

Nina Easton was promoted to President, which just launched an international label, to be distributed by CEMA.

## RCA

Skip Miller resigned from his post as Sr. VP of Black Music.

## SONY

Stephen Braun was upped to Assoc. Director, Venture Accounting for Sony Music...Dan Rivard was upped to Sr. Producer, A&R, for Sony Music Special Products.

## UPTOWN

Kelly Haley was named VP Publicity and Media Relations.

## WALT DISNEY

Brian Rawlings was upped to Creative Director of Disney Music Publishing.

## WARNER BROS.

Denise J. Brown was named Sr. VP of Black Music.



## Goodtime Charlie

The entire industry has the blues over the passing of Charlie Minor, the most high-profile promotion person in our business. No one who ever met Charlie could call him anything but a friend. This week's *Network 40* contains tributes from many of those who knew him, including a special Editorial on the next page. Polly Anthony, President of Sony 550 Music perhaps said it best: "In an industry filled with naysayers, Charlie refused to sink to the levels of some and instead approached our business and its denizens from a position filled with positivity and respect. The man's glass was always half full and to you, Charlie, I say cheers, my friend. I love you, I miss you and I know without you, my rose-colored glasses may just take on a different hue."

This week's Page 6 picture is a fitting reflection of Charlie, shown smiling and making everyone else happy, with *Network 40's* Gerry Cagle, Capitol's Susan Epstein and Hollywood's John Fagot at Capitol Records' going-away party for John. If a picture is worth a thousand words, this one speaks volumes.

The memorial services at the A&M Records soundstage in Los Angeles featured a veritable Who's Who in the entertainment industry on Wednesday. Charlie was remembered by his friends in a perfect setting, the site from which he made his first, bold marks.

The funeral is in Marietta, Georgia on Friday. In lieu of flowers, Charlie's family is asking that you send donations to the Charlie Minor Memorial Fund, 14958 Ventura Boulevard, Sherman Oaks, CA 91403. For more about Charlie, see the News section.

## Meet Me In St. Louis

The new program director at WKBQ St. Louis is Michael St. John. See the News section for details.

## Dueling Promotions

Jim Richards has been upped to OM at WWST Knoxville. With that promotion, Todd Shannon takes over as PD.

## Nope

KDWB Minneapolis APD Rob Morris says the station is not changing format.

## Guitars, Cadillacs and...

Well, just guitars...for now. Liberty Records Sr. VP Promotion Bill Catino has been deluged with calls since the initial release of *Come Together, America Salutes The Beatles*. The CD features Country artists performing their favorite Beatles songs. Many programmers in other formats have also requested the CD, so *Network 40* is including it in this week's mailing. Liberty is urging all radio stations, regardless of format, to participate in an "America Salutes The Beatles Day" on April 4. Country stations across the nation will feature a cut an hour throughout the day. As an added bonus, Liberty Records and *Network 40* are offering classic guitars to programmers who participate. These guitars are Epiphone Casino Guitars, just like those owned and played by John Lennon, Paul McCartney and George Harrison. One guitar will be given out in each format: Country, A/C and Top 40. Just play at least one cut from the CD on April 4. Make a note of the programmed cuts on the Plays Per Week list you fax to *Network 40* the following week. All stations indicating their participation will be separated and we'll draw a programmer's name from those eligible...one in each format. When your name is drawn, you'll get the guitar. So listen to the enclosed CD and choose your cuts. Include them on your *Network 40* PPW lists, then get ready to play like The Beatles!

## New Kid In Town

There's a new Top 40 station in Greenville, SC. The call letters are WFBC and the program director is Kris Abrams. Staff names will follow.

## Tuned In

Kevin Ross is the new MD at WKZW Peoria.

Dave Universal has been named MD at WKSE Buffalo.

KFAV St. Louis PD Sheila Sand leaves the building at the end of the month to pursue other interests.

KBOZ Bozeman flips format from Hot A/C to Alternative.

Dave Michaels is out as PD at WXLG Waukegan. He can be reached at (708) 956-1049.

KQID Alexandria ups Pat Cloud to PD. In a related move, Cindy B. Goode fills QID's MD/afternoon slot from Heat 97.5 Flagstaff.

The new PD at KMVR Las Cruces is Rikki Reyez. See Rhythm Nation for details.

WJMN Boston afternoon-driver Jo Jo Kincaid has left the station. Reach him at (508) 460-5113.

Mike McGowan heads from WTIC Hartford to WJMN Boston for middays.

Y107 Nashville hires the former WHJX Jacksonville morning show of Danny & Brian.

Artie "The One Man Party" moves his act from WKSS Hartford to WMME Augusta.

Z90 San Diego puts Ray Morales into afternoon drive.

## Have You Heard Any Of These?

Is WPLJ's Todd Pettengill consulting WKLI Albany? If so, what does this mean for the station's A/C format?

Which upstate New York Top 40 station is being heavily courted by a competitor

in the market to enter into a duopoly situation and a possible flip to Country?

## He's Not Here, Man

A couple of weeks ago, we mentioned that Randy Kabrich could be consulting WPST Trenton. It was, perhaps, wishful thinking on someone's part and more importantly, not true. Under PD Michelle Stevens, the station has posted some of the highest ratings in recent history and she doesn't need any help, thank you.

## Flip Flop

Look for WILS Lansing to shift to Top 40 to fill the hold left by WVIC's switch to Country.

## EMI Continued...

EMI Sr. VP Promotion Peter Napoliello continues to add to his promotional staff with the addition of Barry Pinlac, who was named National Top 40 East Coast Director.

## Looking Good

This week's cover boy, Emmis VP Programming Rick Cummings, tells all in our featured interview that begins on page 10. Rick is one of the most knowledgeable programmers in our business. You'll find his thoughts and ideas insightful.

Also in this issue, the first column by *Network 40's* Debby Peterson. "Streetwise" will put you on the edge of Dance, Hip-Hop, Rap and all music breaking on the street and in the clubs. Check it out on page 38.

## Buzz

.....Charlie Minor.....



"The Straw That Stirred The Drink."




**She Started As The Queen Of Hip-Hop Soul,  
And Now...**

# Mary J. Blige

**I'M GOIN' DOWN**

**F**ollowing her  
No. 1 R&B smash  
"Be Happy,"  
Mary J. Blige releases  
"I'm Goin' Down" —  
a single that  
redefines the borders  
of her music.

Fans from across  
the musical spectrum  
have already propelled  
her new album,  
My Life, into the  
Billboard Top 10  
and beyond  
Double Platinum.

Now, with this  
single soaring at CHR  
and the  
Matthew Rolston video  
becoming   
"Jam Of The Week,"  
it's time to claim  
a new throne.

Produced By Chucky Thompson  
For Chuck Life Productions, Inc./  
Bad Boy Entertainment, Inc.  
And Sean "Puffy" Combs  
For Bad Boy Entertainment, Inc.

Management: Steve Lucas  
For Steve Lucas Management  
Sean "Puffy" Combs  
For Bad Boy Entertainment, Inc.



**MCA**

# CHARLIE MINOR

Commentary by  
Gerry Cagle

**T**he industry lost perhaps its best friend this week with the passing of Charlie Minor.

Much has been made of the almost Shakespearean tragedy of Charlie's death. It is human nature to want to know details and search for answers...to wonder if there was anything we could have done and ask the question, "Why?" It is much too easy to lose ourselves in the events surrounding Charlie's death. What we should do...what we must do...is celebrate Charlie's life.

And my God, what a life.

Charlie Minor left us with wonderful memories and a remarkable legacy. Whether or not Charlie's legacy lives on is up to us. He did his part. If we can all take a little bit of his love of life, his compassion for his friends, his forgiveness of his enemies and his commitment to his beliefs, then Charlie will live on. We owe it to him...we owe it to ourselves.

To say this Editorial is difficult to write is a massive understatement. Feelings, even detached emotions, are most difficult to put on paper. It's impossible to know where to start, what to say, when to end.

Charlie and I got into the business at about the same time. He was working records; I was working radio. We moved up together. When I programmed some of the biggest radio stations in the country, Charlie was always in contact. What made him different was that even when I was at smaller stations, Charlie was always in contact. And what made him special was when I was out of work. Charlie was always in contact. Always calling to see if there was anything I needed...anything he could do. Not just occasionally. Constantly.

We shared a common bond, both being "good old boys" from small towns in the South. But you really didn't need a common bond to be a friend of Charlie's. Charlie was the bond. I wasn't "special" when it came to Charlie's compassion. He felt compassion for everyone.

I have no idea how many people I met through Charlie. If you were his friend (and you had but to meet him to be his friend), he wanted you to know and enjoy all his other friends. He was the glue that held it together...the catalyst for each event...the straw that stirred the drink.

And to Charlie, it never mattered who you were or what position you held or how important you were perceived by others...everyone was the same in Charlie's eyes. Charlie would introduce you to Sylvester Stallone or a parking attendant with equal enthusiasm. Charlie loved everybody...and everybody loved Charlie.

It's impossible to chronicle the life and times of Charlie Minor. He touched more people in our industry than any other non-performer in history, although to say Charlie wasn't a performer is to misrepresent the obvious. Charlie was the quintessential performer...he just wasn't a musician.

How many attended one of Charlie's famous *small* dinners with just a *few* people? Even though there was always a crowd, Charlie made each of us feel we were the reason for the gathering.

*"Charlie Minor  
was the  
Muhammad Ali  
of the  
record business."*

Charlie loved to describe himself as just an ordinary country boy from the South, but if ever there was a person made in heaven for a particular job, you needed to look no further than promotion and Charlie Minor. Wasn't he the best?

Charlie's unique style of promoting records was a by-product of the real person inside. Charlie was the Muhammad Ali of the record business...the undisputed heavyweight champion. He never met a programmer he didn't like and he never heard a record he wouldn't promote. Platinum sellers or instant cut-outs, Charlie championed both with equal ardor. It was his job, but it was more than that. It was his life.

And in an age where record promotion more and more means, "What can you do for me if I add this record," Charlie stood apart from the

crowd. He built his considerable reputation on relationships. It was always, "Come on out to the beach house," or, "Give it to me because it's my birthday," rather than, "Buddy, let's do a big promotion."

And more often than not, Charlie got the add. It was nearly impossible to say no to Charlie because in every way that *really* mattered, Charlie never said no.

Where others were quick to say, "If you're in Los Angeles, call my office and we'll set you up for Lakers tickets," with Charlie, it was, "I'll pick you up at the airport." Because he wanted an add? No. It was because he liked you and wanted you to like him. Instead of spending his money on people, he spent something much more valuable...his time.

In a business where everyone is quick to criticize, Charlie never had a bad word to say about anyone. I have known Charlie over 20 years. I've been with him when people treated him despicably. He was never critical...never negative...never down. Goodtime Charlie never had the blues. Can the rest of us say the same?

And the personal side was no different. Those of us who knew him well enough to share the quiet moments when he talked about his hopes and dreams, his deep feelings for his family and his unlimited love and devotion for his daughter knew we had been touched by a special person.

Though he came from humble beginnings, Hollywood never had a better ambassador. If you wanted to see the sights, you called Charlie. If you wanted to dine at the best tables at the best restaurants, you called Charlie. If you wanted to get in the most private of clubs, you called Charlie. In Beverly Hills, where half the restaurants have unlisted phone numbers and there's a six-month waiting list to be put on the three-month waiting list, there was always a table for Charlie. All you needed to say was, "I'm with Charlie," and you were immediately waved inside.

I saw Charlie at a party last week. I saw Charlie at a party almost every week. This meeting was no more special than others. As always, he said something that made me smile. It was a typical Charlie Minor comment, similar to those many of you who are reading this have heard him make.

"Cagle, you and I show up, don't we? It doesn't matter what the occasion, we just show up. It's what we're good at."

Charlie, nobody showed up better than you.

Last Sunday, Charlie showed up in heaven. We all know there was a table waiting. ■



**Charlie,**

**for your commitment to the  
industry, both professionally  
and personally, you will be  
terribly missed.**

**Only the fondest memories,  
The Epic Records Group**



# Rick Cummings

## Back In The Growth Groove

INTERVIEW BY JEFF SILBERMAN

**T**here isn't a radio group that better illustrates the ups and downs of the past decade than Emmis Broadcasting. At one time, it was the largest private broadcast group in the business, with heritage call letters like WLOL, WAVA and X100. CEO/Chairman Jeff Smulyan even owned the Seattle Mariners.

Like many corporations, Emmis became heavily leveraged and when the other shoe dropped, it had to sell off many of its properties just to stay alive. But the story didn't end there. Running lean and mean, Emmis slowly rebuilt its remaining outlets. Hot 97 and Power 106 have become market leaders, KSHE remains the heritage AOR and Q101 has become a major force in Chicago. With the purchase and almost-immediate success of WRKS "Kiss" in New York, expansion is on their plate again. VP Programming Rick Cummings provides details on the remarkable turnaround.



**Considering the current situation, does Emmis owner Jeff Smulyan feel fortunate that he kept radio and dumped the Seattle Mariners?**

Let's put it this way: It's a little easier negotiating morning show deals than baseball contracts. Part of the reason we got into baseball (and while I don't think anyone was pleased with the outcome, no one regrets doing it) is the same reason we have lots of different formats. We believe in a diversified company. If it fits loosely under the umbrella of entertainment and it makes sense to us, we'll take a run at it.

In radio, we look at each market and find out what it can give us. We don't try to force our kind of radio on the market. We reflect whatever opportunities are available, which means we wind up doing News/Talk and '70s in Indianapolis and Hip-Hop in L.A.

**Yet don't market holes change a lot over a period of time?**

Absolutely. We look back at some things we tried in the '80s that didn't work and laugh, because they work now. Before Power 106 came along, it was Magic 106. It was one of four A/Cs in the market - what people would now call a Hot A/C. It was very uptempo and rhythmic. An A/C playing Prince and Madonna records was unheard of back then - and it didn't work worth a damn. Today, that's what A/C is in Urban areas, so it's often a question of timing.

**A few years ago, Emmis went through a period of downsizing. Was that due more to individual market conditions or the overall business climate?**

It was both. Everything hit at once. The late '80s/early '90s were some pretty unpleasant times at Emmis. We're fundamentally not sellers, but the economic

world lost faith in radio, and Emmis, like a lot of companies during that time, got tremendously leveraged. We found ourselves in a pretty tough spot - a spot made more difficult by the Seattle Mariners. That was a big drain, not just economically, but in the time Jeff had to devote to it. Add all that up and you find yourself in the position of either selling off some properties and surviving... or not selling and perishing.

We sold a lot of properties - WLOL Minneapolis, WAVA Washington, D.C., WFAN New York, the NBC properties, X100 San Francisco, Energy in Houston... It was fundamentally necessary; we reduced our debt by \$200 million. That left us a lean and fairly small company - this after being the largest privately held broadcast group.

After we did that, we were able to turn around some stations that

bankrolled a lot of our efforts in the '80s. Power 106 alone basically funded a lot of the other operations. Then Power dropped dramatically, from first to 10th place in L.A., and the drop in cash flow really had an impact on the company.

All that stuff added up and came at the same time, so it nearly tanked us. But we reduced our debt, got Power fixed, brought Hot 97 to new heights and started adding properties. The early success of Kiss N.Y. is really encouraging, so we're back in a rebuilding mode.

I don't know if Emmis will buy a lot of properties in the States, simply because there aren't a lot of interesting deals out there right now. We're looking more and more to foreign markets. We've got a 25% interest in Talk Radio U.K.; it's the first nationwide Talk Radio network that reaches Scotland, Wales and Ireland. We're also looking at opportunities in



Australia and Hungary. It's a pretty small world these days, so our next opportunity could be somewhere else in the world.

**In the U.S., won't the loosening of FCC ownership rules result in larger - and fewer - radio groups?**

I think there will be some deregulation, probably to the point where a company like ours can own three FMs in major markets. Whether they go as far as deregulating everything is anybody's guess. It does mean that you'll see fewer, but bigger radio groups.

If that happens, we'd like to be one of those groups. However, when things like that happen, people start paying crazy prices for properties. There's not going to be a lot of bargains out there. Emmis was built along the lines of buying under-performing properties with good signals and potential, turning them around and making them work. That's still our operating theory. Deregulation creates 12- to 14-times-cash flow prices for properties, which is not what we're looking for.

**Key to those turnarounds are great PDs. Hot 97's Steve Smith, Power 106's Michelle Mercer and Q101's Bill Gamble are very different people. What makes them all successful?**

They're good strategic thinkers. They're very research-driven; they can look at their market and find out what they need to do to their product that will drive listenership. They program their stations to accomplish that.

They're also very passionate about what they do, which runs through their entire staff. In terms of how they creatively approach their stations, they may be quite different - and that's okay. That's where it boils down to the individual's creative instincts. They all do market studies and homework to design a plan for what they want to be, such as the Alternative or Hip-Hop station in the market. But they each decide how that's conveyed to the audience. That's where the differences come in, and as long as it works, it doesn't matter how it's done.

Where do we look for the next generation of great PDs? It's an ongoing search. We're looking even when we don't have openings. If I had to find someone tomorrow, I have a very short list of people who have some of the qualities that Steve Smith possesses. It's not that they're adept at one

format or the other, but they do have passion and sound strategic qualities.

**One of the more recent innovations at Hot and Power is the development of core-targeted morning shows.**

**How did you come up with that?**

Steve had a brilliant idea that worked. Here, we stumbled on another idea and it worked, too. Two years ago, we wanted someone to host a really fly-ass, Hip-Hop show on Friday night. We brought them in and the first night we heard them, we

terms of a musical position, and if we haven't maxed our performance there from that standpoint, we're close. The next major growth area for Q101 will be a great morning show. Chicago has some of the best radio personalities in America, so we have no illusions about the challenge.

Where do you find that kind of talent? That's real tough. It requires a lot of out-of-the-box thinking. Our most recent breakthrough stars for us came from outside the radio industry. I'd

THE LONG AND WINDING ROAD	
RICK CUMMINGS	
WFMS, Indianapolis	On-air personality
WNTS, Indianapolis	On-air personality
WTIC-AM, Hartford	On-air personality
WSNB, New Orleans	On-air personality
WENS, Indianapolis	Program Director
Emmis Broadcasting	National Program Director
Emmis Broadcasting	VP Programming

knew they were good. They only had a little experience in Bakersfield, but they had something. They tore it up for a month and when an overnight opening came up, we put them in there. Once again, we knew from the first night that they were going to be large.

Then Jay Thomas left the station, Frank Lozano was moved to mornings and we put Tha Baka Boyz into nights. Again, the response was phenomenal. Everyone at the station knew they were breakthrough stars, but most thought they were "too teen" for mornings.

I wasn't so sure about that, so we popped them on in mornings while Frank went on vacation. We told Frank upfront about our plans, that if it worked, we'd run with it. Two days into it, we knew we had a home run.

Steve saw the same thing with Dre and Lover. It was a team that the core audience would accept - not just for the music they play, but because they're fun to listen to. Even non-Hip-Hop listeners can enjoy Tha Bakas and Ed and Dre.

**Could this work at an Alternative station like Q101?**

Absolutely. Q101 is what it is in

rather find someone with breakthrough performance characteristics - and teach them radio skills - than find good deejays and teach them to be good entertainers. We want people who can walk into a room and just light it up. Once we find that, we can teach them how to recite call letters and run a cart machine.

**Crossover stations have long had a problem with ad revenue when they're tagged as teen stations. Has being #1 solved that problem?**

It doesn't eliminate the problem. There's a lot of teen business in L.A., so that's not a major concern, but it's still an issue almost everywhere else. If you're just the teen station, you're going to have problems.

We try to not be the teen station *anywhere*. Our focus has always been 18-24-year-olds. There's spill on both sides. One of my many slogans is "Narrow focus equals broad results." The more we focus our stations to a narrow target - and we *really* know that target - the better we do in all the surrounding demos. Power is doing better 18-49 than it has in years. Hot 97 is third in 18-49, yet we don't think about anybody over 24. But

**that's what you get if you focus narrowly. After the success you've had matching Kiss with Hot 97, would that kind of pairing work in L.A., too?**

Absolutely. I'd love to have a second signal in L.A. and without the benefit of all the studies we'd do, I can safely say that we'd probably take a run at it with an Adult Urban format. It might give us the opportunity to own Rhythmic music from cradle to grave.

It was an obvious winner in New York. WBLS owned a lot of heritage for softer, classic Urban music, but research showed that they owned it by default. Focus groups showed us a lot of adults who'd love to hear their old favorites without Rap or specialty shows. It's the first time I've seen an Adult station have a street buzz.

I'd love to have that in L.A., but the correct answer would be to take what the market would give us. We don't want a station that competes with Power 106. If the big hole was Country, we'd do that.

**After you bought Kiss, the 'BLS' PD called it a "plantation" station. How did you respond to that?**

You don't. We didn't feel it called for a response. We knew it wasn't a smart thing to do when some of 'BLS' own staff called our people to apologize. It'll take time, but we'll prove to the black community that we'll embrace them like no one has ever done. Once we prove that, we'll be beyond reproach. Until then, we'll prove to our audience that we care about them.

**What goes through your mind when you read gossip such as Pyramid being on the block?**

I talk to Jeff at least once a day, and right now he's looking at five or six different opportunities in this country. All are acquisitions, mergers or both. The prospects of any of them coming through is anybody's guess. All you can do is follow up all the leads and see what happens. It's a matter of tracking them all down and finding out if they're sincere sellers or just floating it to see what their stations are worth.

Jeff is the consummate deal maker. The next deal could happen quickly, or it could take a long, long time and a lot of pursuit. There's no formula other than seriously approaching them all. ■

## MARCH MADNESS!

*Spring may be a time of blooming flowers and a rejuvenation of the spirit, but for radio, it's the most critical 13 weeks of the year. Much like sweeps weeks in TV, radio relies on the Spring and Fall sweeps to generate revenue for the remainder of the advertising year. Program directors around the country have conducted and studied the research; now they're in the process of implementing it. Promotion directors are working in tandem with them to launch carefully constructed promotional campaigns while Arbitron is preparing to under-sample every market in the country. On this week's Programmers Conference Call, we ask programmers how they "tweak" their stations in an effort to boost the numbers and entice the ad agencies.*

### This Week Featuring:

#### JOHN IVEY

PD, WXKS FM Boston

#### JIM CERONE

PD, WZPL Indianapolis

#### JOE DAWSON

PD, WWKX Providence

#### GREG STEVENS

PD, KKLQ San Diego

***Are there specific titles you incorporate into your rotations during the Spring book?***

JOHN: I don't do that here like I would in other markets. What goes in are titles that test well. Basically, these aren't the days where you can really do that anymore. The formats are so fragmented now; it's not like the old days where you can put in some Beach Boys record because it sounded like summer. We all used to do that, but there isn't much call for a Bananarama record today. It used to be cool, but we're now in the day and age of, if it don't test, you don't play it. I'm not sure it's bad to do that once a year in a novelty fashion, but the days of putting it in simply because they mention the word "summer" in it are pretty much over.

JIM: [pause] Well, Dwayne, I'd love to be able to tell you what they are...but then I'd have to kill you. There are some secret-weapon titles we bring out during the spring and summer to add some sizzle and match people's moods, but the key word

here is secret and I'm not going to divulge the specifics of this information.

JOE: More hits! Anything that's a hit! Really, during continuous measurements, I attempt to keep the radio station as hit-oriented as possible at all times. Turning my Gold file over, I'll put a couple of titles in for feel during the summertime and I put a few in for the same reason around Christmas time...and that's about it.



*"The optimum is to always have some sort of research study conducted prior to each book to make sure the research is fresh. You want to make sure you don't sound stale at any given time."*

— John Ivey

PD, WXKS FM Boston

GREG: If you're talking about songs that have the words "spring" or "summer" in the title or as the central theme, the answer is no...not for Q106.

***What other programming adjustments do you make during the Spring book?***

JOHN: The optimum is to always have some sort of research study conducted prior to each book to make sure the research is fresh. You want to make sure you don't sound stale at any given time. We conduct research studies periodically for that exact reason.

JIM: We try to make sure we have a lot going on during the weekends. We tie into a lot of real uptempo, exciting weekend promotions as people get outside more and the weekends become more exciting to them. Radio becomes a lot more portable as the weather warms up and we attempt to go along with them. We want to follow them to the pools, to the lakes in Indianapolis, to the parks, and we try to get the van out. We're big believers in not leaving the van in the parking lot, so we get out with the speakers set up and attempt to involve our clients at the same time.

JOE: I usually try to hit with the big contests - the Top 40, glitzy, entertaining contests - simply because, traditionally, my competitors all have them during that time of the year. Of course, the Spring book is more important to advertisers than other parts of the year. Everything's new, the flowers are growing again, people are in a better mood and the contests are usually fun events aimed at the listener and not necessarily the contest player.

GREG: We're trying to avoid making un-researched changes of any kind. We do position some of our annual and semi-annual research projects to arrive prior to the Spring book, so that we can adjust music based on this research. We want to have this research in a timely fashion, so we can implement it at the beginning of the book.

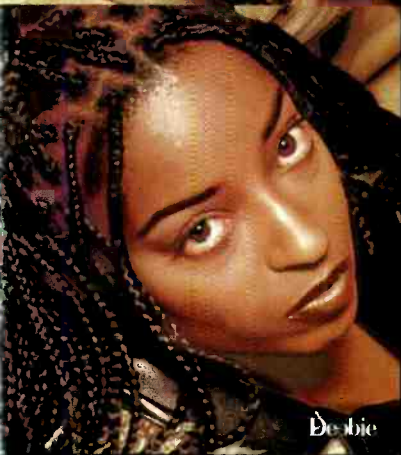
***The Spring book is critical for agency buys. What kinds of things do you do to attract specific demographics?***

JOHN: I'm still learning about this radio station and the Boston market. Kiss is just such a different animal than so many other radio stations. The 25-54 demographics in Boston love this radio station. They're very passionate about it. With this in mind, we don't necessarily do a lot of TV, bus cards and billboards. The recognition of Kiss is everywhere and we're a very top-of-mind radio station. We do a lot of contesting. We have Kiss Concert





Punya



Debbie



Pun



Dove



**Vybe**  
*take it to the front*

# Vybe

*take it to the front*

The first single from Vybe's self-titled debut album  
**GOING FOR AIRPLAY NOW!**

ALREADY ON



Management: Ant Hill Mob Entertainment

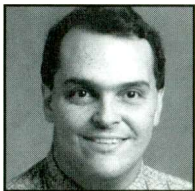
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# PROGRAMMER'S CONFERENCE CALL

#16 coming up this June. This station is built on Hollywood. It's like the Hollywood of Boston.

**JIM:** With everything we do at WZPL, we try to keep customer service in mind. Customer service encompasses both listeners *and* clients. We just try to do the same thing we do all year, which is to super-serve our listeners, and in turn, provide our clients with the information they need to the point of providing airchecks or composites of the station, wrap-ups after we've conducted a great promotion with photos...those types of things. We



*"The Spring book is more important to advertisers than other parts of the year. Everything's new, the flowers are growing again, people are in a better mood and the contests are usually fun events aimed at the listener and not necessarily the contest player.*

*—Joe Dawson  
PD, WWKX Providence*

construct database information that we use and provide to our clients as well, including winners, names, ages and demographics in an effort to super-serve both the listeners and the clients all through the year.

**JOE:** We're in the process of incorporating a new morning show and I believe that, especially with a Rhythm/Crossover format like this one, programming to obtain any upper-demos or consistent listenership above the age of 30 requires a strong morning show. With a strong morning show, hopefully we can acquire out-of-format listenership that we need to embed us into that all important 18-34 demographic.

**GREG:** We don't shift the target demo or anything like that just for the Spring. Obviously we want to

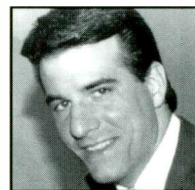
do well in our target demos during both the Spring and the Fall and year-round, for that matter. This is why we position the research where it is, but we strive to solidify our demos and target them year-round. We make it a point to have monthly staff meetings to discuss the goals of the station, so focusing on just the Spring book or giving it any more attention than any other time is not something we really do.

*Discuss typical cume and TSL-building promotions you've been involved with during past Spring books.*

**JOHN:** The Spring book for Kiss for the past 15 years has predominantly been the Kiss concert. Each June we put together a show with anywhere between 30 and 40 acts at an all-day, noon-to-midnight show. Each year, this concert gets bigger and better. Last year, we had everybody from all the current track acts and Luther Vandross playing with the Boston Symphony to ZZ Top closing the show. It was quite an event. Otherwise, this is a constantly contesting radio station. We have contests each weekend. There are contests all during the week. We have Kiss Club, which is a database contest. Kiss has the luxury of being a radio station that can promote all year long. We just came out of a promotion where we gave away trips to see R.E.M. in Copenhagen, Janet Jackson in London and Pearl Jam in Australia. These were three one-week-each promotions. It's a bit different than the stations I've worked at in the past, where one of those trips would've lasted 12 weeks and I'd worry that the artist would die, the concert would get cancelled or someone would blow the promotion two weeks into it. I've had that happen and believe me, this is much better.

**JIM:** Off the top of my head, there aren't a lot of these I can throw out as examples, but I do remember one we've done in the past. We've done a "Song of the Day" that cross-promotes mornings to afternoons. The afternoon jock gives out a song that will play the following morning and when they hear it, they call in to win cash. Then the morning show cross-promotes to the following afternoon. It works relatively well and hopefully rolls a lot of people back and forth between each drivetime.

**JOE:** I think it's music, morning show, then morning show, morning show. Build the strong morning show and use it to promote the rest of the radio station. Internally, this is coupled with a strong music mix, the presence of exciting listener-driven contests to build quarter-hours and cume, and TV spots and billboards to create even more cume. Especially with this book, it's important to bring new listeners to this station now that it's more listenable and more mass-appeal with a new morning show. Hopefully, this will do the trick...or it's back to selling shoes.



*"We try to keep customer service in mind. Customer service encompasses both listeners and clients."*

*—Jim Cerone  
PD, WZPL Indianapolis*

**GREG:** Last Fall, we did a 9-2-5 cash giveaway that worked rather well. We got a little bit of an increase out of this. It works with three key songs of the day - one at nine, one at two and one at five. At five pm, listeners call in and name all three of the key songs and win money. It's a way to recycle listening across dayparts that appears to exact the desired results. It's always hard to correlate this exactly to ratings but I think it provided a little more TSL. For this Spring, we have a frequent-listener club thing we're going to institute, but I'd rather not go into specifics because it's not on the air yet.

*— Dwayne Ward*

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



# Dave Stewart

jealousy

The premiere single and video from *greetings from the gutter*  
the solo debut from **The Eurythmics'** musical mastermind.  
Produced by Dave Stewart

## Impacting Pop Radio Now!

Already Spinning:

WYCR

WHHY

93Q

WKBQ

WWCK



# NETWORK 40 SPOTLIGHT



## WBT FM 107.9 FM

### Sunny 107.9

1 Julian Price Place

Charlotte, NC 28208

(704) 374-3500 Office

(704) 374-3885 Fax

Music Calls: Thursday 1-3 pm

Rick Jackson.....VP/General Manager

Tom Jackson .....Operations Manager

John McFadden .....Program Director

Don Benson .....VP/Programming

Arroe Collins.....Music Director

Bob and Sheri.....5:30 am - 10:00 am

John McFadden .....10:00 am - 12:00 pm

Diane Tracy .....12:00 pm - 3:00 pm

Arroe Collins..... 3:00 pm - 7:00 pm

Ron Riley .....7:00 pm - 12 Mid

Brian Sawyer.....12 Mid - 5:30 am

Ownership...Jefferson-Pilot Communications

Consultant.....None

#### STATION PROMO VOICE:

John Pleisse

#### FAMOUS ALUMNI:

Jeff Wicker, John Boy and Billy,

Mike Donovan

## Charlotte's "Big Sunshine"

Charlotte, NC

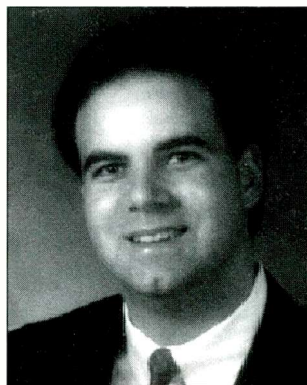
Arbitron Market #37

Population: 1,060,500

*Charlotte, NC - home of The Hornets, The Charlotte Motor Speedway and starting this season, the Carolina Panthers of the NFL. Some call it 'The Little Atlanta' because of the large young, professional population. Most of the primary income in Charlotte is derived from the banking industry, so it's also known as 'The Wall Street of the South.' If you're looking for some good ol' 'Southern hospitality' you'll find plenty of that, too, along with some great radio stations like WBT FM, sister station of Star 94 Atlanta. PD John McFadden talks about his Hot A/C and why it's such a hot format.*

"I think the term 'A/C' is just a slogan. For us, it means Mainstream Top 40. A lot of the edge has been taken off the music on each side, so it sounds like the Pop Top 40s that were around during the '80s. We stay very mass appeal and play Pop hits for adults 25-49.

"WBT FM's main competition comes from WEDJ, an Alternative-leaning Top 40 that captures the lion's share of the



John McFadden

teens, and WEZC, a much lighter A/C.

"Sunny 107.9's very successful morning show is 'Bob and Sheri.' They've been together for about three years and have developed a wonderful chemistry. Their show is a lot like daytime TV talk shows with some music mixed in... basically, no rules apply! It's very avant-garde. They invite listeners to call in and 'Ask Bob and Sheri.' Sometimes they'll choose the topic; other times, they'll leave it up to their audience.

"From 10 am - 5 pm, we focus on 'The At-Work Office Party.' We take requests and faxes all day, then at 4:50 pm, we'll give an office a prize like lunch, movie passes or tickets to upcoming concerts.

"Since WBT FM is the official station of a local concert venue, 'The Blockbuster Pavillion,' we do a lot of concert ticket giveaways. We're also constantly giving away trips, cash and major event tickets. Another promotion our audience loves is our frequent week-long getaway vacations with Bob and Sheri, where we take winners to exotic locations."

- Leah Brandon

### 11 AM SAMPLE HOUR

#### Duran Duran

*Come Undone*

#### Madonna

*Take A Bow*

#### Genesis

*Tonight, Tonight, Tonight*

#### Toni Braxton

*Another Sad Love Song*

#### Journey

*Don't Stop Believin'*

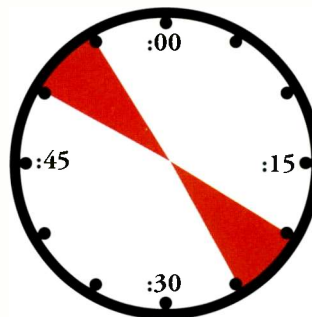
#### Jon Secada

*Mental Picture*

#### STOPSET

Brenda K. Starr

*I Still Believe*



#### Toad The Wet Sprocket

*All I Want*

#### Eagles

*Love Will Keep Us Alive*

#### Alannah Myles

*Black Velvet*

#### Huey Lewis & The News

*But It's Alright*

#### STOPSET

#### Police

*Every Little Thing She*

*Does Is Magic*

#### Melissa Etheridge

*If I Wanted To*

#### ON AIR SLOGAN

"Sunny 107.9 with the best hits of the '80s and '90s."



Impact Date  
This Tuesday  
March 27th!

# TECHNOTRONIC

LP In Store  
April 4th!  
Single In Store  
April 11th!

featuring Ya Kid K

33 Early  
Believers!

## MOVE IT TO THE RHYTHM

These Stations Already Have The Rhythm!

KUBE **39x**

KHKS **20x**

WFLY **New!**

KDUK **22x**

B96 **20x**

Z90 **New!**

WKSS **13x**

KWNZ **21x**

WFHN **12x**

WZPL **New!**

WEDJ **20x**

Power96 **New!**

KZZU **15x**

WKRZ **New!**

KQKS **New!**

WKSE **11x**

WJJS **New!**

WDJX **New!**

**Plus Many More!**

EMI Records



SERVING THE MUSIC

From the album **RECALL**. Management: Dick Scott Entertainment

# PROMOTIONS

— Compiled by Jeff Silberman

## “JAVA FOR JUDGE ITO”

WRRM, Cincinnati

*Brinke Guthrie*

While channel surfing during the massive O.J. trial coverage, WRRM Promotion Dir. Brinke Guthrie noticed Judge Ito's shoddy-looking coffee cup. So he sent him a glossy, black, pinstriped WRRM mug. The judge is using it during the trial; the station's logo can be seen by millions. Guthrie also sent a T-shirt, CDs and several books on Ohio (where Ito is reportedly considering moving). WRRM also received two personal “thank you” letters from Ito. (FYI: They pulled this stunt before; at Nancy Kerrigan's Disneyland parade appearance, her father wore a WRRM shirt.)

COST: \$8 (\$5 MUG, \$3 POSTAGE).

RETURN: *BESIDES* DAILY WORLDWIDE EXPOSURE FROM BEING SEEN IN THE HIGHEST-PROFILE TRIAL OF ALL TIME? HELLO? *McFly?*

## MADONNA'S PAJAMA PARTY

WHTZ, New York

*Donna Russo/Christine Wolff*

On March 18, 1,500 Z100 contest winners, all decked out in their pajamas, attended a party at Webster Hall in New York City, DJ'd by Madonna and mixer Junior Vasquez. At midnight, Madonna was lowered from the ceiling on a huge bed, where she read her favorite bedtime story, then her new “Bedtime Story” video was screened. After that, everyone danced all night. The party was broadcast live on MTV.

COST: TAKEN FROM STATION BUDGET, ALTHOUGH LABEL AND MTV COUGHED UP SOME BUCKS.

RETURN: NOT MUCH. JUST WORLDWIDE EXPOSURE AND TIE-IN WITH MEGA-STAR AND EVENT.

## “BEAUTY & THE BEAST”

WKRQ, Cincinnati

*Von Freeman*

Q102 offered an on-air challenge to see if models from a local modeling agency could “out-eat” an elephant. Twenty models will try to eat more watermelon than “King Tusk,” the elephant from the Ringling Bros. Barnum & Bailey Circus. The face-off will take place at the big top while the circus is in town.

## NON -O.J. PROMO OF THE WEEK

### “GREEN THUMB ATTACKS!”

*With “April showers” just around the corner, the thoughts of ecologically-minded listeners (and the target-demo ones who own houses) turn to planting flower and vegetable gardens. Which is fertile ground to get in on the ground floor, so to speak.*

• “Field Of Dreams.” Acquire/lease a large plot of fertile land. Contest winners get to use a segment to plot their own veggies. Stage mass seedings, fertilizings (smells like an unforgettable remote), etc., over the next

few months. At harvest, use part of the bounty for a home-grown dinner for other contest winners.

• “In Bloom.” Rent/lease parcels of land in high-traffic areas. Plant a mess of colorful flowers, placed in a way so the call letters literally bloom.

• “Compost Of The Stars.” When big-name acts play in town, finagle a way to get their biodegradable garbage to create a special compost. Give it away to contest winners at outdoor remotes.

COST: MINIMAL. THEY PROBABLY TRADED OUT THE WATERMELON, TOO.

RETURN: BRILLIANT, IMAGINATIVE THEATRE-OF-THE-MIND STUNT GUARANTEED TO MAKE THE LOCAL -IF NOT NATIONAL - NEWS.

## “BILLBOARD OF THE STARS”

WFMS, Indianapolis

*Kay Feeney-Caito*

WFMS' morning duo challenged their listeners to guess which music acts were featured on a massive billboard plugging their performances at The Indiana State Fair. The billboard was “draped.” Portions of the artists were revealed on a daily basis. Listeners received “clues” to help them guess the artists' identities. On March 20th, Jim Denny broadcast live from the top of the billboard as the full artwork was unveiled. One name was selected from the correct entries to win a pair of box seats to each of the State Fair grandstand shows.

COST: MINIMAL. STATE FAIR POPS FOR THE BILLBOARD AND TICKETS FOR ALL THE MENTIONS.

RETURN: GREAT WAY TO LINK STATION WITH HUGE STATEWIDE EVENT.

## CRANBERRIES CONCERT TRIP

KRBE, Houston

*Mark Schecterle/Wendy Craven*

KRBE will give away a free trip to see the cranberries in April. Listeners qualify by being the nth caller. Initially, they win a prize pack consisting of a box of Lucky Charms, a bar of Irish Spring soap and the cranberries' latest CD. One of the qualifiers will be chosen as the grand prize winner.

COST: MINIMAL. LABEL POPS FOR THE GRAND PRIZE.

RETURN: BUILDS CUME AND TSL IN AN ENTERTAINING WAY.

## “SHOW US YOUR BIG GREEN THING”

WFLY, Albany

*Barbara Borini*

WFLY's morning team hosted a St. Patrick's Day party at a local Irish bar - with a twist. Listeners were invited to bring the “biggest green thing” they could find (objects with wheels or motors were not allowed). The winner received an impossible-to-purchase, all-sessions pass to the NCAA Regional Tournament being held nearby.

COST: TRADED OUT FOR ADVERTISING AND MENTIONS.

RETURN: FUN, THEATRE-OF-THE-MIND ACTIVE PROMOTION GENERATED MEDIA ATTENTION AND ATTRACTED THE INTEREST OF EVERY SPORTS JUNKIE IN THE TIME ZONE.

## “ROAD HAWG”

KIXY, San Angelo

*Jimmy Steele*

Near the start of the Spring book, the station will register listeners over the air to help paint the new station vehicle. Every winner gets to bring a can of their favorite color of paint to a client location and paint the car. (A “classic” 1975 Gremlin...value \$250.) Once that masterpiece is created, KIXY will place its logo and the phrase, “Road Hawg,” on the side. Once finished, station personnel will drive it around town throughout the duration of the book. In June, there

will be a demolition party, where \$1 gets listeners the chance to take a swing at the vehicle with KIXY's “official” sledgehammer. Naturally, all proceeds go to charity.

COST: AT MOST, \$250.

RETURN: GREAT HIGH-PROFILE ADVERTISEMENT FOR STATION GOOD FOR THE ENTIRE BOOK.

## HOUSEGUEST PARTY

KIKI, Honolulu

*Tamar Kauahi*

I-94 hosted a special premiere of Hollywood Pictures' film, *Houseguest*, starring Sinbad. Twenty-three listeners each won a pair of tickets to the premiere. They also qualified to win an exclusive I-94 party with “Lanai and the Loose Crew” - in the winner's home. I-94 provided food, drinks, entertainment and limo ride to various spots around the island.

COST: NONE. PRIZES TRADED OUT.

RETURN: NICE, HUMOROUS MOVIE TIE-IN WITH STRONG ACTIVE LISTENER APPEAL.

## “GRAMMY CRAM JAM”

KDWB, Minneapolis

*John O'Connell*

The station played a string of songs in a row. The nth caller to give the correct order and names of the songs won a free trip to the Grammys in Los Angeles.

COST: EVERYTHING TRADED OUT.

RETURN: GOOD TIE-IN WITH THE MUSIC EVENT OF THE YEAR.

## MARRIAGE VOW RENEWAL CRUISE

WVTY, Pittsburgh

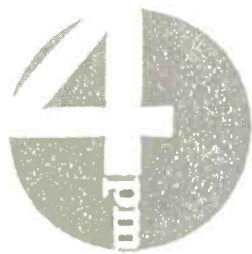
*Colleen Kalchthaler*

The Variety 96 morning team of Barry Beck, Stephanie Greathouse and Steve the Joke Man hosted a special Valentine's Day event where 96 couples renewed their vows on a cruise ship. Every couple automatically was registered to win a seven-night round-trip to Aruba, along with other weekend stays and romantic dinners.

COST: TRIPS TRADED OUT.

RETURN: NICE WARM-AND-FUZZY FOR THE HOLIDAY ATTRACTED MEDIA ATTENTION AND RAISED STATION'S PROFILE AMONG CORE DEMOS.





for positive music

### One Of The Most Added!

KHQT WIOQ Q106 KKRZ KBFM KIKI WYHY

### Already Spinning!

KMVR 32 Plays	KCAQ 24 Plays
WJJS 20 Plays	KZFM 18 Plays
WHJX 17 Plays	KZHT 17 Plays
	KHTN 15 Plays
	Z90 11 Plays
	KUBE 9 Plays
	WWKX 8 Plays
	KPRR 8 Plays
	KIKI 6 Plays
	92Q 5 Plays



**“LAY DOWN YOUR LOVE”**  
**THE FOLLOW-UP TO THE GOLD TOP 5 SMASH**  
**“SUKIYAKI”**

From Their Smash Debut Album

# NOW'S THE TIME



©1994 London Records USA



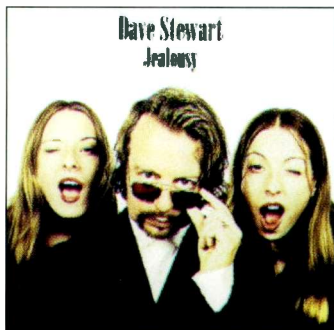
# MUSIC MEETING

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

### DAVE STEWART "Jealousy"

(EASTWEST/EEG)

This great, infectious release brings a huge buzz into the Mainstream circuit. Stewart's no stranger to success, having scored eight Top-25 hits as guitarist/mastermind of the Eurythmics. This is, by far, his best solo project to date.

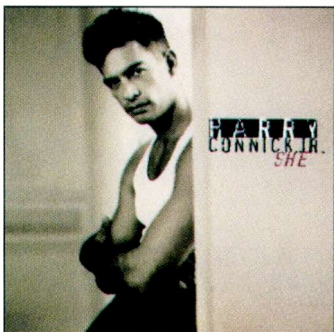


DAVE STEWART

### HARRY CONNICK, JR. "She"

(COLUMBIA)

The phenomenal performer rolls out this smooth mid-tempo track as a saucy follow-up to "(I Could Only) Whisper Your Name." Very adult and accessible, the polished LP version includes a superb jazzy segment that hits home with all demos.



HARRY CONNICK, JR.

### MADONNA "Bedtime Story"

(MAVERICK/SIRE/WB)

How do you follow up a #1 smash? Easy - just spin off another one. Top 40 radio has been spinning Madonna's "Take A Bow" for several months; it's the biggest song of '95 so

far. Riding high with the title cut from *Bedtime Stories*, Madonna rips off another smash.

### MONTELL JORDAN "This Is How We Do It"

(PMP/RAL/ISLAND)

This jam is red hot. With over 1,000 Plays Per Week on *Network 40's* Crossover chart already, it's primed to move into the Mainstream. After only three weeks of airplay, this track is generating heavy rotations at KBXX, WJMH, WPGC, Z90, Wild 107 and garnering BET, MTV and The BOX video airplay. Don't miss this one; it's a sure hit.

### ASWAD "You're No Good"

(ATLANTIC/AG)

Here's a Rasta classic that will add immediate flavor to the airwaves. This spicy release will soon explode at strip break and other vacation areas - a great party tune!

### TECHNOTRONIC "Move It To The Rhythm"

(SBK/EMI RECORDS)

Always radio-friendly, Technotronic bounces back to the forefront with an uptempo dancey number. Featuring the unique vocals of Ya Kid K (who sang the '93 hit, "Move This"), many majors couldn't wait to spin this groover. The story will be big; B96, KHKS, KUBE, WKSS, WEDJ are just a sample of early believers.

### PHARAO "I Show You Secrets"

(COLUMBIA)

This superb Dance number has a lot of major-market action. Chicago's B96 began the buzz several weeks ago by jumping all over this tune; since then many others have joined the party.

### WATERLILLIES "Never Get Enough"

(SIRE/REPRISE)

A very smooth, arresting hook melded to a solid groove and topped by sexy

vocals highlight this multi-format hit. Accessible enough for Top 40 and cutting edge enough for Alternative radio, this track is also found on *Network 40* CD Sampler #78.

### THE 4 SEASONS "Who Loves You"

(CURB/ATLANTIC/AG)

A classic re-recording of a Top-5 gem that charted in 1975 by these same superstars. Nicely freshened up for the mid-'90s this rendition is still familiar, fitting into the mix 20 years later.

### BEN TAYLOR "I Will"

(GIANT)

Already laying a foundation at A/C radio, Ben's style is strikingly similar to his father, James. In fact, the elder Taylor co-produced this song. Taken from the movie Soundtrack *Bye Bye Love*, find a midday slot for best results.

### MARY KARLZEN "I'd Be Lying"

(ATLANTIC/AG)

The debut release for this south Florida native can work well at several formats. Very endearing to her audience, this track should spark curiosity calls after just a couple of spins.

### BOXING GANDHIS "If You Love Me (Why Am I Dying)"

(MESA/ATLANTIC/AG)

Here's a tune crossing into the Mainstream with a healthy buzz. This great balance song will keep the phones ringing; find a slot on your playlist for this track. Their debut LP experienced tremendous success on *Album Network's* Adult Rock Radio Chart; The Gandhis are also fabulous live.

### THE JAYHAWKS "Blue"

(AMERICAN/REPRISE)

Carrying a healthy base into Top 40 radio is this grassroots release that has locked down the #1 position at

AAA radio for two weeks. Get ready for lots of 'Hawk exposure (and that doesn't mean Kansas Jayhawks); VH1 and MTV are rotating the video, there's a forthcoming *Tonight Show* appearance and the Jayhawks begin a national tour with Tom Petty April 1.

### FORWARD MOTION

GET READY FOR THIS: Building a huge head of steam at A/C radio right now and ready to cross into the Top 40 ring soon is the smash from Shaw•Blades, "I'll Always Be With You" (WB). The debut release from *Hallucination* is developing quite a reaction story already. This is one of those springtime Pop ballads that we'll be hearing well into the summer months, so much so that WVAQ Morgantown PD Lacy Neff says, "How could you not be on this one out-of-the-box? These are the two best male vocalists together on one song!" Expect heavy commitments on the tune in a couple of weeks.

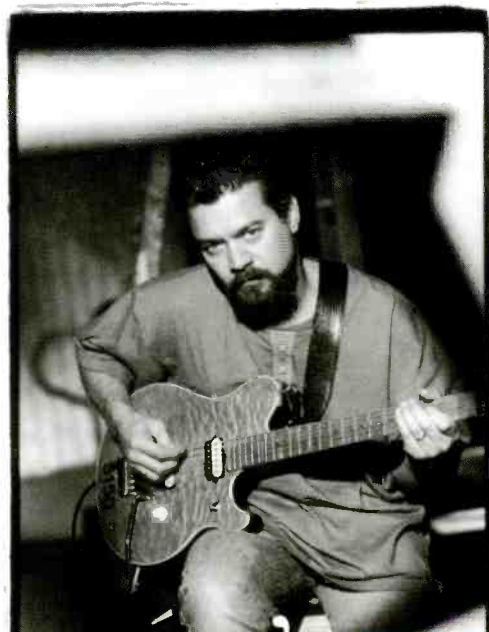
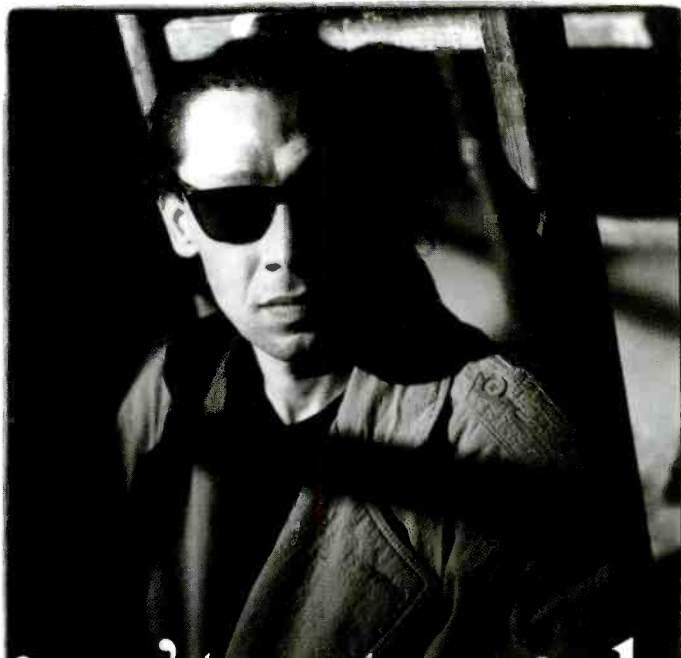
SPRINGTIME RESEARCH: What's calling out well? Here are some statistics to solidify your decisions on some songs. A sure bull's-eye is Montell Jordan's debut smash, "This Is How We Do It" (PMP/ral/Island). After just a couple of weeks, major sales figures are being recorded everywhere the song is being played. Add that to MTV's Jam Of The Week honors and it's an across-the-board smash! Top-10 call-out research is reported at WNVZ Norfolk on Blessid Union Of Souls' "I Believe" (EMI Records) and Adina Howard's "Freak Like Me" (East-west/EEG). Make no mistake about it, these songs are *huge*... Also working very well at WAYV Atlantic City, is Blues Traveler and their hit "Run-Around" (A&M).

OUCH! Proving he is still hip (and somewhat hopped as well), KFTZ Idaho Falls PD Rich Summers had his navel pierced live on his morning show last week. At least now he won't lose his keychain anymore. Rich is now accepting get well cards from anyone who won't laugh out loud.

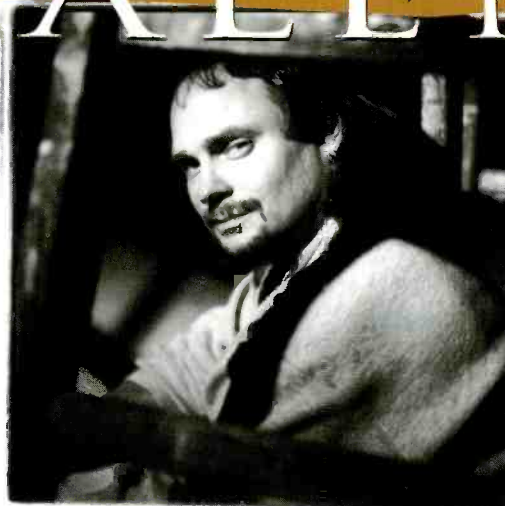
-John Kilgo



it's just so damn hard.



can't stop lovin' you  
**WANHALEN**



**MTV**  
**Heavy!**

produced by bruce fairbairn  
 from the album: balance  
 the tour begins march '95!  
 management: ray daniels, pro management, inc.



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**On  
 Tour  
 Now**

**LP DOUBLE PLATINUM!**  
**STILL SELLING NEARLY 75,000 PIECES A WEEK!**  
**BDS MONITOR MAINSTREAM CHART 30\***  
**MORE THAN 1,500 TOP 40 BDS DETECTIONS!**  
**MORE THAN 12 MILLION LISTENERS!**

Late Close Out Adds Include: B94 WPLY KISF KISX KQCR KMVR KNIN KQHT And More!

**SPINNING:**

Z100 21 Plays  
 WZJM 18 Plays  
 WGTZ 36 Plays  
 KKFR 23 Plays

B97 22 Plays  
 Star 94 19 Plays  
 WGRG 40 Plays  
 WDJX 20 Plays

WPRO 41 Plays  
 WKBQ 14 Plays  
 WRQK 37 Plays  
 Y107 18 Plays

Q99 37 Plays  
 WKSE 29 Plays  
 WPST 31 Plays  
 WPXY 17 Plays

WZPL 25 Plays  
 G105 22 Plays  
 WXLK 29 Plays  
 WIOQ 9 Plays

KDWB 24 Plays  
 WFLY 37 Plays  
 WKTI 24 Plays  
 WTIC 5 Plays

KKMG

WGRG



**TOP REQUESTS: Q99 Top-10 B97 #7**

WVAQ

WJMX

WQXA

WWST

WXLC



# A/C CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	ZW	LW	TW
1 <b>MADONNA</b> . Take A Bow (Maverick/Sire/WB)	5199	5029	4778
2 <b>MARTIN PAGE</b> . In The House Of Stone And Light (Mercury)	4595	4625	4703
3 <b>EAGLES</b> . Love Will Keep Us Alive (Geffen)	5230	5049	4585
4 <b>ELTON JOHN</b> . Believe (Rocket/Island)	3120	3701	4323
5 <b>BONNIE RAITT</b> . You Got It (Arista)	3961	4068	4011
6 <b>DES'REE</b> . You Gotta Be (550 Music/Epic)	4036	3957	3893
7 <b>GLORIA ESTEFAN</b> . Everlasting Love (Epic)	3779	3813	3741
8 <b>FOREIGNER</b> . Until The End Of Time (Rhythm Safari/Priority)	2761	3083	3330
9 <b>AMY GRANT &amp; VINCE GILL</b> . House Of Love (A&M)	3157	3129	2973
10 <b>BOYZ II MEN</b> . On Bended Knee (Motown)	3607	3197	2722
11 <b>VANESSA WILLIAMS</b> . The Sweetest Days (Wing/Mercury)	3210	2979	2648
12 <b>JON SECADA</b> . Mental Picture (SBK/EMI Records)	3168	2887	2589
13 <b>JOHN WAITE</b> . How Did I Get By Without You (Imago)	2254	2370	2500
14 <b>HOOTIE &amp; THE BLOWFISH</b> . Hold My Hand (Atlantic/AG)	2390	2385	2345
15 <b>SHERYL CROW</b> . Strong Enough (A&M)	1499	1718	2022
16 <b>MELISSA ETHERIDGE</b> . If I Wanted To (Island)	1437	1709	1947
17 <b>DIONNE FARRIS</b> . I Know (Columbia)	1411	1616	1725
18 <b>4 PM</b> . Suki-yaki (Next Plateau/London/Island)	2361	2131	1652
19 <b>FIREHOUSE</b> . I Live My Life For You (Epic)	1323	1495	1638
20 <b>MELISSA ETHERIDGE</b> . I'm The Only One (Island)	2015	1789	1626
21 <b>STEVIE WONDER</b> . For Your Love (Motown)	1162	1289	1481
22 <b>BLESSID UNION OF SOULS</b> . I Believe (EMI Records)	1032	1269	1475
23 <b>JAMIE WALTERS</b> . Hold On (Atlantic/AG)	1086	1277	1472
24 <b>BON JOVI</b> . Always (Mercury)	1784	1517	1403
25 <b>LINDA RONSTADT</b> . Blue Train (Elektra/EEG)	897	1170	1384
26 <b>JIMMY CLIFF</b> . Hakuna Matata (Walt Disney Records)	859	1146	1348
27 <b>ANNIE LENNOX</b> . No More "I Love You's" (Arista)	825	1081	1297
28 <b>RICHARD MARX</b> . Nothing Left Behind Us (Capitol)	1672	1330	1090
29 <b>MANHATTAN TRANSFER</b> . Too Busy Thinking About My Baby (Atlantic/AG)	561	865	1050
30 <b>PATTY SMYTH</b> . Look What Love Has Done (MCA)	1670	1349	1035
31 <b>TAKE 6</b> . You Can Never Ask Too Much (Of Love) (Reprise)	1021	1068	958
32 <b>JON SECADA</b> . If You Go (SBK/EMI Records)	1253	1080	932
33 <b>LUTHER VANDROSS</b> . Always And Forever (LV/Epic)	1303	1114	908
34 <b>LONDONBEAT</b> . Come Back (Radioactive)	776	820	901
35 <b>SOPHIE B. HAWKINS</b> . As I Lay Me Down (Columbia)	638	737	784
36 <b>TOM PETTY</b> . You Don't Know How It Feels (WB)	1111	917	768
37 <b>BOYZ II MEN</b> . I'll Make Love To You (Motown)	1173	896	725
38 <b>LUTHER VANDROSS</b> . Love The One Your With (LV/Epic)	267	497	695
39 <b>JOHN MELLENCAMP</b> . Wild Night (Mercury)	782	692	674
40 <b>AMY GRANT</b> . Lucky One (A&M)	692	718	666

**BULLETS INDICATE INCREASED AIRPLAY**

# HOT NOTES

**TO CATCH A RISING STAR:** It was only four issues ago when she graced the cover of *Network 40* and wore a Chrome Lizard ring. Now this uniquely experienced KIOI PD is leaving the Bay Area and bringing her talents south to Los Angeles to take on a new challenge as APD for the currently floundering KYSR "Star 98." Angela Perelli begins her Star status April 3rd. "I worked with Angela back when I consulted KIOI," KYSR PD Randy Lane says. "She's an expert with music and rotations. She has the unique ability to think from a listener's perspective."

**MEANWHILE, BACK AT K101:** The next question facing the A/C universe: Has anybody been placed in Angela's old position yet? The answer is no. So if ya gottagetagig, send your T&Rs to Dave Shakes yesterday at 700 Montgomery St., San Francisco, CA 94111. No phone calls, *publeeze*.

**TV EXPOSURE FOR FREE:** Nothing's free, you say? Well, howzabout a little trade for mentions? Check out how KLRQ Kansas City had one hand wash the other with huge success. They teamed up with the local public TV station to cross-promote The Eagles' "Hell Freezes Over" concert simulcast. Jocks manned the phones during the pledge and netted the largest amount of money donated to the station in its history. It was so huge, it even raised more cash than the Lawrence Welk special in 1975. But not as many bubbles...vita vun'a unna two'a...I a hope'a so'a.

## COMING YOUR WAY MARCH 27TH:

### BOB SEGER & THE SILVER BULLET BAND "Turn The Page" (CAPITOL)

This classic track is probably best known for its powerful lyrics about life on the road. Your audience is probably familiar with the live version, but this timeless track has a previously unreleased studio version that's on your desk now. Don't miss giving your demo this instantly identifiable classic.

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

This Irish quartet is currently selling out shows all over the country. "Ode To My Family" is moving rapidly up the *Network 40* chart and has exactly the right hip factor to groove up A/C radio. A great song from this eclectic band, "Ode" is very reminiscent of the smash, "Linger."

### AARON NEVILLE "Can't Stop My Heart From Loving You (The Rain Song)" (A&M)

This infectious Reggae-flavored track was written by Diane Warren and has a hook that kills. A can't-miss combination.

### ANITA BAKER "It's Been You" (ELEKTRA/EEG)

Classic soulful Anita does it again. This sexy mid-tempo track will have you going straight for the candles, a great bottle of wine and a spot in front of the fireplace.

### MADONNA "Bedtime Story" (MAVERICK/SIRE/WB)

The title track to *Bedtime Stories*, "Bedtime Story" is the third single from the ever-popular Madonna. The eerie, mid-tempo feel to this song is very different from "Secret" or "Take A Bow." Madonna gives much more of a Dance flavor to this release. It could be her biggest single yet!

## ALSO OUT THIS WEEK:

### SHAW•BLADES "I'll Always Be With You" (WB)

### THE FOUR SEASONS "Who Loves You" (CURB/ATLANTIC/AG)

- Kristen Guarino

## accelerated airplay

1 ELTON JOHN. Believe (Rocket/Island)	+622
2 CHRISTOPHER CROSS. Save You Sadness (Rhythm Safari/Priority)	+306
3 SHERYL CROW. Strong Enough (A&M)	+304
4 JOSHUA KADISON. Beau's All Night Radio Love Line (SBK/EMI Records)	+288
5 FOREIGNER. Until The End Of Time (Rhythm Safari/Priority)	+247

## most added

1 BEN TAYLOR. I Will (Giant)	23
2 JOSHUA KADISON. Beau's All Night Radio Love Line (SBK/EMI Records)	22
3 MICHAEL ENGLISH. (Love Moves In) Mysterious Ways (Curb/AG)	14
4 JANN ARDEN. Could I Be Your Girl (A&M)	13
4 ANNIE LENNOX. No More "I Love You's" (Arista)	13



# WE'VE SPENT THE LAST TWENTY YEARS SETTING UP THIS SINGLE.

Although "Turn The Page" is one of Bob Seger's

Top 10 most played tracks, it was never a single...until now.

Inspired by the overwhelming success of his Greatest Hits,

*(Double Platinum • Top 20 for over 5 months)*

we're releasing "Turn The Page" as a single.

We've also discovered a lost gem, the never-before-

available studio version recorded in 1972.

Also, keep an eye out for the new video featuring rare,

unreleased footage of past live performances.

"Turn The Page." It's not just a song. It's a story.

## IMPACTING A/C RADIO 3/27!



**Bob Seger**  
THE SILVER BULLET BAND

## "TURN THE PAGE"

The Story Continues ...

Produced by Bob Seger and Punch  
Management: Punch Andrews/Funch Enterprises, Inc.



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# COUNTRY

## PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
<b>1</b> TRISHA YEARWOOD. Thinkin' About You (MCA)	6538	7276	7643
<b>2</b> JOE DIFFIE. So Help Me Girl (Epic)	4885	6000	7114
<b>3</b> LITTLE TEXAS. Amy's Back In Austin (WB)	6316	6812	7032
<b>4</b> VINCE GILL. Which Bridge To Cross (MCA)	5140	6074	6874
5 CLAY WALKER. This Woman And This Man (Giant)	6989	7434	6690
<b>6</b> REBA MCENTIRE. The Heart Is A Lonely Hunter (MCA)	4635	5535	6466
<b>7</b> GEORGE DUCAS. Lipstick Promises (Liberty)	4855	5502	6096
<b>8</b> ALABAMA. Give Me One More Shot (RCA)	4275	5075	6088
9 NEAL MCCOY. For A Change (Atlantic/AG)	6482	7201	5639
<b>10</b> DAVID BALL. Look What Followed Me Home (WB)	4284	4754	5447
<b>11</b> RANDY TRAVIS. The Box (WB)	4203	4655	5278
<b>12</b> BROOKS & DUNN. Little Miss Honky Tonk (Arista)	3754	4571	5270
<b>13</b> JOHN MICHAEL MONTGOMERY. I Can Love You Like That (Atlantic/AG)	3075	4211	5238
<b>14</b> ALAN JACKSON. Song For The Life (Arista)	3874	4514	5030
<b>15</b> TIM MCGRAW. Refried Dreams (Curb)	3575	4342	4949
<b>16</b> LARI WHITE. That's How You Know (RCA)	4053	4488	4797
<b>17</b> DIAMOND RIO. Bubba Hyde (Arista)	3813	4321	4750
<b>18</b> TRACY BYRD. The Keeper Of The Stars (MCA)	3204	3982	4714
<b>19</b> MARK CHESNUTT. Gonna Get A Life (Decca)	2616	3403	4181
20 CLINT BLACK. Wherever You Go There You Are (RCA)	6947	6323	4033
<b>21</b> TY HERNDON. What Mattered Most (Epic)	2542	3201	3984
<b>22</b> SHANIA TWAIN. Whose Bed Have Your Boots (Mercury)	2918	3412	3884
23 SHENANDOAH W/ A. KRAUSS. Somewhere In The Vicinity (Liberty)	5406	5873	3795
24 BLACKHAWK. Down In Flames (Arista)	5252	5800	3716
25 TRACY LAWRENCE. As Any Fool Can See (Atlantic/AG)	6275	5240	3658
<b>26</b> PAM TILLIS. I Was Blown Away (Arista)	1689	2880	3501
<b>27</b> MAVERICKS. I Should Have Been True (MCA)	3130	3205	3300
<b>28</b> TANYA TUCKER. Between The Two Of Them (Liberty)	2393	2932	3288
<b>29</b> JOHN BERRY. Standing On The Edge Of Goodbye (Patriot)	1593	2580	3232
<b>30</b> HAL KETCHUM. Stay Forever (MCG)	2195	2728	3198
<b>31</b> DOUG STONE. Faith In Me, Faith In You (Columbia)	1773	2562	3086
<b>32</b> SAWYER BROWN. I Don't Believe In Goodbye (Curb)	863	1853	2698
33 GEORGE STRAIT. You Can't Make A Heart Love (MCA)	4563	3616	2427
<b>34</b> RICK TREVINO. Looking For The Light (Columbia)	1761	2030	2258
35 BRYAN WHITE. Look At Me Now (Asylum/EEG)	3929	3964	2207
<b>36</b> AARON TIPPIN. She Feels Like A Brand New Man (RCA)	1531	1913	2191
<b>37</b> WADE HAYES. I'm Still Dancing With You (Columbia)	382	1203	2110
<b>38</b> PATTY LOVELESS. You Don't Even Know Who I Am (Epic)	415	1344	2072
<b>39</b> TOBY KEITH. You Ain't Much Fun (Polydor)	94	647	1820
<b>40</b> SAMMY KERSHAW. If Your Gonna Walk, I'm Gonna Crawl (Mercury)	345	1070	1766

BULLETS INDICATE INCREASED AIRPLAY

ARTIST/SONG/LABEL	2W	LW	TW
<b>41</b> WESLEY DENNIS. I Don't Know (But I've Been Told) (Mercury)	1126	1367	1660
<b>42</b> MARY CHAPIN CARPENTER. House Of Cards (Columbia)	13	434	1586
43 DOUG SUPERNAW. What'll You Do About Me (BNA)	4478	3016	1562
44 JOHN ANDERSON. Bend It Until It Breaks (BNA)	5699	2992	1546
<b>45</b> ALISON KRAUSS. When You Say Nothing At All (BNA)	866	1062	1458
46 WADE HAYES. Old Enough To Know Better (DKC/Columbia)	2297	1977	1411
47 COLLIN RAYE. My Kind Of Girl (Epic)	1875	1600	1194
<b>48</b> MARTINA MCBRIDE. Where I Used To Have A Heart (RCA)	471	788	1139
<b>49</b> GEORGE STRAIT. Adalida (MCA)	24	138	1110
50 BROTHER PHELPS. Anyway The Wind Blows (Asylum/EEG)	965	1092	1077
<b>51</b> 4 RUNNERS. Cain's Blood (Polydor)	331	639	1041
52 TRAVIS TRITT. Between An Old Memory And Me (WB)	2609	1550	954
<b>53</b> KEN MELLONS. Workin' For The Weekend (Epic)	—	303	947
54 TOBY KEITH. Upstairs, Downtown (Polydor)	3365	1730	937
<b>55</b> DAVID LEE MURPHY. Party Crowd (MCA)	329	539	893
56 ALAN JACKSON. Gone Country (Arista)	951	1022	885
57 SAWYER BROWN. This Time (Curb)	1010	1084	760
58 BOY HOWDY. True To His Word (Curb)	3922	2138	672
59 PATTY LOVELESS. Here I Am (Epic)	1006	886	580
<b>60</b> KENNY CHESNEY. Fall In Love (BNA)	—	194	554
<b>61</b> WOODY LEE. Get Over It (Atlantic/AG)	—	169	531
<b>62</b> RUSS TAFF. One And Only Love (Reprise)	—	104	475
<b>63</b> RADNEY FOSTER. Willin' To Walk (Arista)	—	166	461
<b>64</b> MARTY STUART. The Likes Of Me (MCA)	14	208	454
<b>65</b> KATHY MATTEA. Clown In Your Rodeo (Mercury)	68	102	438
66 TIM MCGRAW. Not A Moment Too Soon (Curb)	571	603	434
<b>67</b> JEFF CARSON. Yeah Buddy (MCG)	271	368	381
<b>68</b> STEVE KOLANDER. Black Dresses (River North)	278	340	379
<b>69</b> JOHN BUNZOW. Easy As One, Two, Three (Liberty)	166	254	374
70 RHETT AKINS. I Break For Brunettes (Decca)	2454	1033	358
71 MARY CHAPIN CARPENTER. Tender When I Want To Be (Columbia)	949	599	331
72 TERRY MCBRIDE & THE RIDE. Somebody Will (MCA)	1120	981	324
73 MARK CHESNUTT. Goin' Through The Big "D" (Decca)	487	429	321
74 REBA MCENTIRE. Till You Love Me (MCA)	503	454	290
<b>75</b> HOLLY DUNN. I Am Who I Am (River North)	—	63	286
<b>76</b> WESTERN FLYER. Cherokee Highway (Step One)	109	186	279
77 JOHN BERRY. You And Only You (Liberty)	433	304	268
<b>78</b> BOY HOWDY. Bigger Fish To Fry (Curb)	—	—	254
79 DOUG STONE. Little Houses (Epic)	600	431	253
80 JAMES HOUSE. Little By Little (Epic)	1485	527	251

BULLETS INDICATE INCREASED AIRPLAY



# come together

## America salutes The Beatles



FEATURING

David Ball Tanya Tucker Willie Nelson John Berry Delbert McClinton  
Sammy Kershaw Collin Raye Phil Keaggy & PFR Billy Dean Shenandoah Randy Travis  
Huey Lewis Little Texas Susan Ashton & Gary Chapman Steve Wariner  
Suzy Bogguss & Chet Atkins Kris Kristofferson



## MUSIC MEETING

### KATHY MATTEA

"Clown In Your Rodeo"

(MERCURY)

Kathy's latest CD, *Walkin' Away a Winner*, first came out in May of '94, yet this could be her biggest single yet! "Clown" is simply a terrific, uptempo, spring-leads-into-summer smash. Get on board of this rodeo bronco for a fast ride!!!



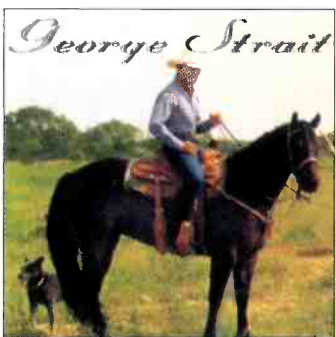
KATHY MATTEA

### GEORGE STRAIT

"Adilada"

(MCA)

This is a different sound for George, but it's a great change-of-pace. This Cajun-flavored song should be as hot on the air as Paul Prudhomme's Red Sauce. George is another major superstar



GEORGE STRAIT

whose work is guaranteed to go Platinum. This will be no different. A great dance tune with a tremendous radio-driven hook; it doesn't get better than this!

### HANK WILLIAMS JR.

"Hog Wild"

(MCG)

Hank is enjoying a resurgence of sorts, especially since his successful performance at this year's Super Bowl. This single sounds like vintage Hank Jr. and will be strong enough to put him back on top of the charts again. "Hog Wild" is already generating major spins from radio across the country. "Pick it high, or pick it low," but pick it!



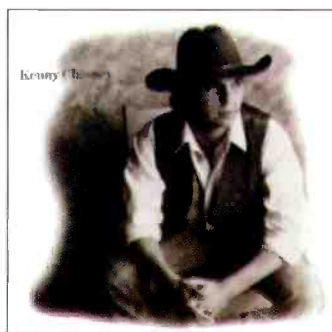
HANK WILLIAMS JR.

### KENNY CHESNEY

"Fall In Love"

(BNA)

There's lots of heat on this record from all over the country. BNA did a major showcase with Kenny in Myrtle Beach, SC a few weeks ago and got lots of early support. This sounds like another perfect spring record - uptempo, strong vocals, a great hook and very danceable.



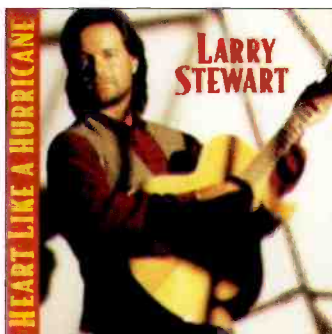
KENNY CHESNEY

### LARRY STEWART

"Rockin' The Rock"

(COLUMBIA)

Since leaving Restless Heart, Larry's been looking for that perfect song to put him over the top. This is it! After being on the road with Vince Gill all last year, he's been seen by a gazillion folks, giving him a solid base for "Rockin' The Rock." As the weather warms up, so do the records. "Rockin' The Rock" will tell your listeners to "Turn up the volume."



LARRY STEWART

### LISA BROKOP

"One Of Those Nights"

(PATRIOT)

Not only did Lisa knock'em dead at this year's CRS New Faces Showcase, but



LISA BROKOP

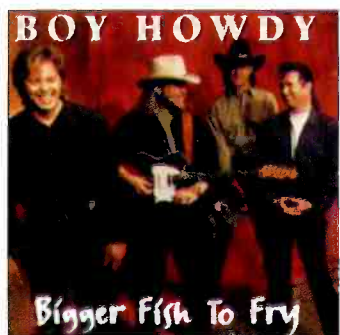
she's been able to follow it up with a terrific ballad, proving that everything you saw was "real" and *not* a "live" smoke-screen. This song is a powerful vehicle for her stunning voice.

### BOY HOWDY

"Bigger Fish To Fry"

(CURB)

The second release from their current CD, *Born That Way*, this record has a lot of energy. It's very reminiscent of the old Georgia Satellites' rocker, "Keep Your Hands To Yourself," from a few years back. So, it's another great record to make you get up and *move!* Boy Howdy is right on the edge of breaking out to the "big fish fry" in the sky; this'll put them into orbit.



BOY HOWDY

## Next Week

### TERRY RADIGAN

"Half A Million Teardrops"

(ASYLUM)

### COLLIN RAYE

"If I Were You"

(EPIC)

### DARYLE SINGLETARY

"Living Up To Her Low Expectations"

(MCG)

### THE HIGHWAYMEN

"It Is What It Is"

(LIBERTY)

### NOAH GORDON

"I Need A Break"

(PATRIOT)

### CLINT BLACK

"Summer's Comin'"

(RCA)



# HANK WILLIAMS JR.

## “HOG WILD”



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AIRPLAY NOW!**

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Action Includes:**

- |             |             |
|-------------|-------------|
| <b>WWYZ</b> | <b>WRNS</b> |
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| <b>WBEE</b> | <b>KSOP</b> |
| <b>KNUE</b> | <b>WTCR</b> |
| <b>WAMZ</b> | <b>WYCQ</b> |
| <b>WGTR</b> | <b>KFMS</b> |
| <b>WAVC</b> | <b>WYAK</b> |



## MUSIC CITY

**"FRIDAY NIGHT LIVE:"** Two of the top labels in Nashville shared the spotlight last week with two tremendous new artist showcases. The first was at Garth Fundis' Sound Emporium studio for RCA/Nashville newcomer, Jon Randall. Not only did Jon give a fantastic performance, he proved that after hearing and seeing his great music live, it'll be easy for RCA to bring it home. Jon has a great band and great stage presence; he performs as if he's been around for 10 years. Jon and many of his band members played in Emmylou Harris' "Nash Ramblers." If this band goes on the road, watch out! Better still, on Jon's new record, the energy of his live performance came through my car speakers.

**EIGHT FEET HIGH AND GROWING:** There was even more excitement at Printer's Alley in Nashville, where Columbia's Stacy Dean Campbell performed. A slew of radio and record folks gathered for the show and a lavish sit-down dinner. (By the way, if anyone has the chance to sit for an entire evening at the same table as Coyote Calhoun, take it! Not only is he one of the best PDs in Country music, he's one of the most colorful characters in our business.) Stacy played for about 30 minutes and gave a tremendous performance. He's certainly more tradi-

tional Country than Jon Randall, but he sounds just as fresh and exciting. Columbia's preparing a big push for his sophomore release. Judging by their set-up, it feels like the kind of priority emphasis they'd be giving a new artist. To be sure, he certainly deserves it. The new single, "Eight Feet High," hits radio on April 3rd. Pick it up and you'll quickly see (and hear) what everyone was yelling about last week.

**MI VIDA GOLDA:** Sony/Tree and ASCAP threw a big party for Pam Tillis to celebrate her #1 record, "Mi Vida Loca." Pam's been on a two-year hot streak; take into account that she co-wrote, co-produced, co-published and was *solely* responsible for the vocals on this single, she deservedly took home a lot of heavy plaques for her efforts. Stopping by to help Pam haul away her latest bul- lion were Emmylou Harris, Arista Nashville President Tim DuBois (who took a couple home himself), co-producer Steve Fishell and Ronna Rubin, Pam's longtime publicist.

**PEAKING AT THE RIGHT TIME:** Clay Walker's current album, *If I Could Make A Living*, (Giant) was certified Gold this week and appropriately enough, his single, "This Woman and This Man" hit #1 on *Network 40's* Country PPW Chart last

week. To top it all off, Clay was able to sell out his first major show as a headliner late last month. More than 58,000 fans were on hand at the Houston Livestock and Rodeo. Event Manager Lori Renfrow noted that, "His performance was electric and certainly the highlight of this year's event."

**FLETCH RETURNS:** Fletcher Foster is flying from Burbank to Nashville within the next couple of weeks. After leaving Arista Records to become VP of MCA Publicity, he returns to the label, this time in Nashville as VP of Media and Artist Development. Long one of the best label/artist representatives in the industry, it's certainly good to have him back where he belongs.

**INSIDE STROKE:** Hot on the heels of last week's cover interview with legendary producer/MCA Publishing head Jerry Crutchfield, we're proud to announce a major promotion in conjunction with Liberty Records surrounding the release of *Come Together - America Salutes The Beatles*. We're mailing the new CD to all *Network 40* stations this week. As for the music itself, you really can't go wrong with any of the tracks. Our current favorite: Billy Dean's sparkling performance of "Yesterday."

- Barry Freeman

## STOPSET

**MUSICAL CHAIRS:** It's official, KMLE Phoenix APD Jeff Daniels is the new PD for KZDG Denver. So the next question must be who will be the new APD in Phoenix? Since the departure of Tom Jordan for KWNR Las Vegas, Dave Collins will be acting PD at KBUL Reno until a permanent replacement is found. Anyone up for the "Biggest Little City In The World" should contact the station ASAP.

**MORE MUSICAL CHAIRS:** Brad Chalker is doing afternoons at KRST Albuquerque; he was previously doing mornings at KIKK Houston. Scott Stewart is the new MD at WZZK Birmingham; he comes from WAKT Panama City. As Steve Miller departs KAGG Bryan-College Station, the new Asst. MD is Scott Free, who hails from WWOW Pensacola.

**ROLODEX ALERT:** KEBC Oklahoma City has some new digs. You can now reach PD Mike McCoy and MD Jim Nash at 50 Penn Place, Suite 100, Oklahoma City, OK 73101...new phone: (405) 840-5271...fax (405) 840-4025. WILS Lansing flips from Country to Top 40, effective immediately.

**MOTOR CITY MANIA:** WWWW Detroit is gearing up for the first of four listener appreciation summer festivals. The first weekend will be May 19-21 and will feature performances by Doug Stone, Kathy Mattea, John Berry, Ty Herndon, Wesley Dennis, Woody Lee, Russ Taff and Chely Wright. (This looks like a wonderful excuse to use my frequent-flyer miles.)

**KIK'N IT OFF:** Last week, KIKF Anaheim's morning personality Charlie Tuna began broadcasting from the morning show's new home... The World's Greatest Burgers at the Universal City Walk. To celebrate the first show, KIKF held a breakfast where several artists stopped by, including Daron Norwood, The Tractors and the original *Brady Bunch* Marcia, Maureen McCormick.

**MORE FINALISTS:** In addition to KZLA Los Angeles, congrats to KNIX Phoenix and WSIX Nashville for becoming nominees for the ACM Station Of The Year. The winner will be announced on the ACM Awards, May 10, which will be hosted

by Clint Black, Tanya Tucker and Jeff Foxworthy.

**SPRING IS IN THE AIR:** (As if you didn't know...) The Spring Book starts March 30th. Best of luck to everyone... Speaking of which, this week's Conference Call deals with how programmers are preparing for the all-important book on page 12.

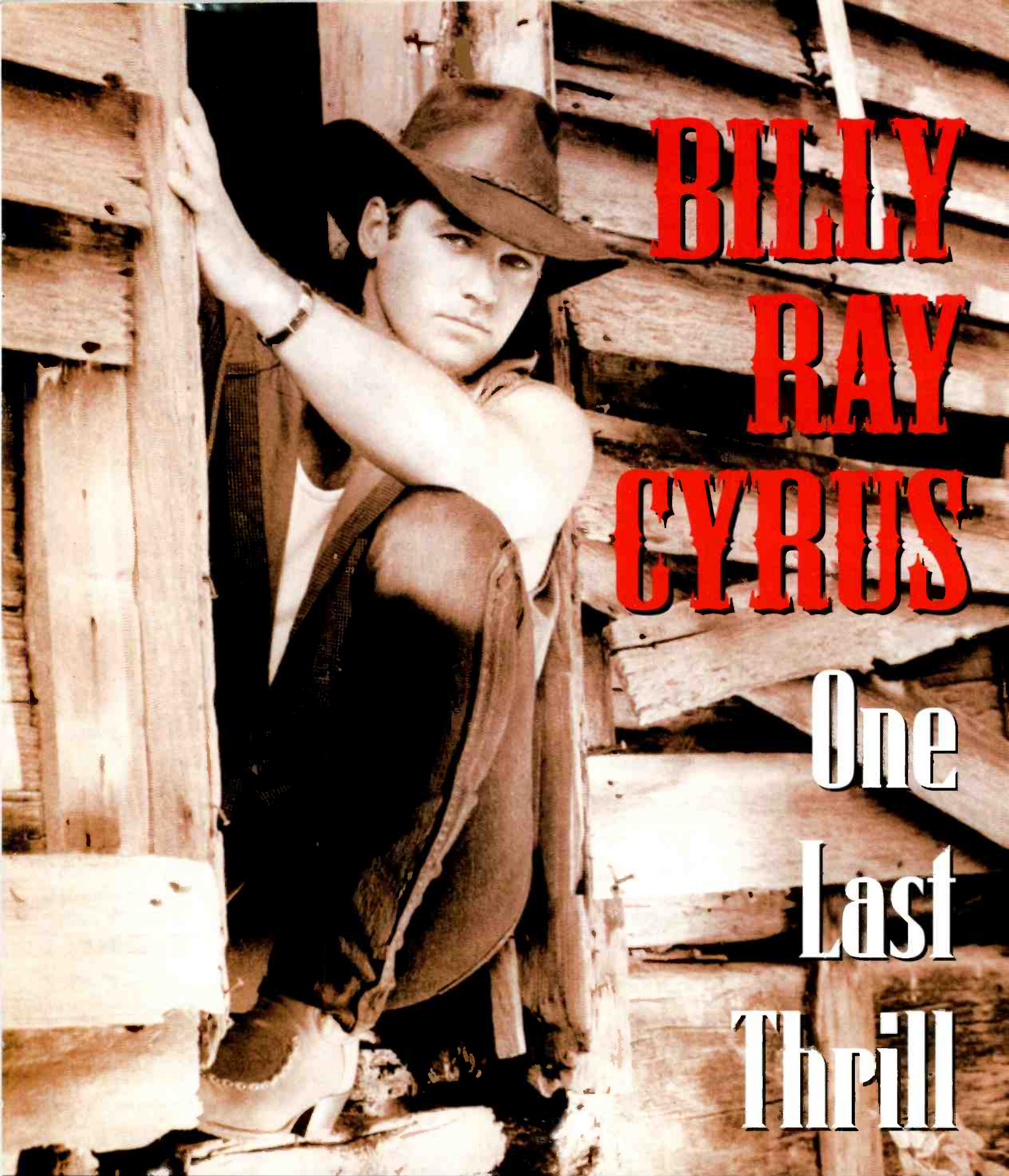
**P.S. Don't forget to fax your playlists on Monday and call me at 1-800-443-4001 with any interesting info. The publicity's cheap and the dime's on us.**

- Jamie Matteson



Celebrating KIKF Anaheim's morning show are (l-r): KIKF PD Craig Powers, Maureen McCormick, The Tractors' Steve Ripley and Arista's Lori Dawe.





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RAY  
CYRUS**

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# HOT COUNTRY

## P I C K S

### **DARYL WEBSTER**

KMPS/Seattle

Collin Raye "If I Were You"  
Woody Lee "Get Over It"  
Boy Howdy "Bigger Fish To Fry"

### **CARRIE DUNN**

KIKF/Anaheim

Lisa Brokop "One Of Those Nights"  
Collin Raye "If I Were You"  
George Strait "Adalida"

### **DAVID BRYAN**

WDAF/Kansas City

Kenny Chesney "Fall In Love"  
Wade Hayes "I'm Still Dancing With You"  
Radney Foster "Willin' To Walk"

### **MARK GERONIMO**

WICT/Youngstown

David Lee Murphy "Party Crowd"  
Lisa Brokop "One Of Those Nights"  
Collin Raye "If I Were You"

### **PAT RILEY**

WGTC/South Bend

Mark Chesnutt "This Side Of The Door"  
Toby Keith "You Ain't Much Fun..."  
4 Runner "Cain's Blood"

### **TOM MARTINEZ**

KNFT/Albuquerque

Kathy Mattea "Clown In Your Rodeo"  
Alison Krauss "When You Say Nothing..."  
Patty Loveless "You Don't Even Know..."

### **JEFF REED**

WIKX/Ft. Myers

George Strait "Adalida"  
Mary C. Carpenter "House Of Cards"  
Marty Stuart "The Likes Of Me"

### **GREG EDWARDS**

KNAX/Fresno

Ken Mellons "Workin' For The Weekend"  
Kenny Chesney "Fall In Love"  
Billy Montana "Didn't Have You"

### **CHRIS HUFF**

KPLX/Dallas

Kenny Chesney "Fall In Love"  
Toby Keith "You Ain't Much Fun..."  
Clay Walker "My Heart Will Never Know"

### **GINNY ROGERS**

WBCS/Boston

Billy Montana "Didn't Have You"  
Wade Hayes "I'm Still Dancing With You"  
Shania Twain "Whose Bed Have Your..."

### **JODY VAN ALIN**

WKN/Columbus

George Strait "Adalida"  
Toby Keith "You Ain't Much Fun..."  
Larry Stewart "Rockin' The Rock"

### **SCOTT KERR**

KLTX/Kileen

Patty Loveless "You Don't Even Know..."  
Marty Stuart "The Likes Of Me"  
Mary C. Carpenter "House Of Cards"

### **TIM WILSON**

WAXX/Eau Claire

Toby Keith "You Ain't Much Fun..."  
Marty Stuart "The Likes Of Me"  
Russ Taff "One And Only Love"

### **JOEY D.**

WKXB/Wilmington

Shania Twain "Whose Bed Have Your..."  
Martina McBride "Where I Used To..."  
Wade Hayes "I'm Still Dancing With You"

### **MARK LANGSTON**

WIL FM/St. Louis

Billy Montana "Didn't Have You"  
Wesley Dennis "I Don't Know..."  
Woody Lee "Get Over It"

### **DAVE STEELE**

KXBZ/Manhattan/Topeka

Clint Black "Summer's Comin'"  
Kenny Chesney "Fall In Love"  
Jeff Carson "Yeah Buddy"

### **MARK SUMMER**

WWZD/Tupelo

Marty Stuart "The Likes Of Me"  
Radney Foster "Willin' To Walk"  
Boy Howdy "Bigger Fish To Fry"

### **KRIS DAVIS**

WXKX/Parkersburg

Billy Montana "Didn't Have You"  
Boy Howdy "Bigger Fish To Fry"  
Russ Taff "One And Only Love"

### **MARK HOUSTON**

KLAA/Alexandria

Western Flyer "Cherokee Highway"  
Sammy Kershaw "If You're Gonna Walk..."  
Wade Hayes "I'm Still Dancing With You"

### **LARRY PAREIGIS**

KYCY/San Francisco

John Berry "Standing On The Edge..."  
Wade Hayes "I'm Still Dancing With You"  
Martina McBride "Where I Used To..."

### **KEVIN WRIGHT**

WPKX/Springfield

Mary C. Carpenter "House Of Cards"  
Sawyer Brown "I Don't Believe In..."  
John Berry "Standing On The Edge..."

### **RONNIE LANE**

WRBQ/Tampa

Billy Montana "Didn't Have You"  
Toby Keith "You Ain't Much Fun..."  
Sammy Kershaw "If You're Gonna Walk..."

### **COUGAR MICHAELS**

WGTY/York

Kathy Mattea "Clown In Your Rodeo"  
Collin Raye "If I Were You"  
Boy Howdy "Bigger Fish To Fry"

### **DANNY FOX**

KWKH/Shreveport

Daryle Singletary "I'm Living Up To Her..."  
Kenny Chesney "Fall In Love"  
Tracy Lawrence "Texas Tornado"

### **POLLY WOGG**

WFGY/Altoona

Ken Mellons "Workin' For The Weekend"  
Toby Keith "You Ain't Much Fun..."  
Holly Dunn "I Am Who I Am"

### **RICK WALKER**

WKCQ/Saginaw

Kenny Chesney "Fall In Love"  
Tracy Byrd "The Keeper Of The Stars"  
Russ Taff "One And Only Love"

### **JOHN SAVILLE**

WWYZ/Hartford

Terry Radigan "Half A Million Tear Drops"  
Linda Ronstadt "Walk On"  
Kathy Mattea "Clown In Your Rodeo"

### **GREG RAMBIN**

WDOD/Chattanooga

Hal Ketchum "Stay Forever"  
Kenny Chesney "Fall In Love"  
Mary C. Carpenter "House Of Cards"



# HOT COUNTRY PICKS™

## CARY ROLFE

KZLA/Los Angeles

Sammy Kershaw "If You're Gonna Walk..."  
Toby Keith "You Ain't Much Fun..."  
Party Loveless "You Don't Even Know..."

## CHARLIE CASSIDY

KKCS/Colorado Springs

Kathy Mattea "Clown In Your Rodeo"  
Collin Raye "If I Were You"  
Russ Taff "One And Only Love"

## PAM GREY

WTRS/Gainesville

Woody Lee "Get Over It"  
George Strait "Adalida"  
Ty Herndon "What Mattered Most"

## KELLY THOMPSON

KXKC/Lafayette

Kenny Chesney "Fall In Love"  
James House "This Is Me Missing You"  
Tracy Lawrence "Texas Tornado"

## LOYD FORD

WSSL/Greenville

Ty Herndon "What Mattered Most"  
Lisa Brokop "One Of These Nights"  
Party Loveless "You Don't Even Know..."

## LARRY SANTIAGO

KJUG/Visalia

Tracy Lawrence "Texas Tornado"  
Clint Black "Summer's Comin"  
Russ Taff "One And Only Love"

## JEFF ANCELL

KLLL/Lubbock

Tracy Lawrence "Texas Tornado"  
Kathy Mattea "Clown In Your Rodeo"  
Kenny Chesney "Fall In Love"

## DENNIS CARTER

KASH/Anchorage

4 Runner "Cain's Blood"  
Ty Herndon "What Mattered Most"  
Tracy Byrd "The Keeper Of The Stars"

## VIC ROBERTS

WSTH/Columbus

Philip Claypool "She Kicked My Dog"  
4 Runner "Cain's Blood"  
Clint Black "Summer's Comin"

## JIM KELLEY

WRVF/Dayton

George Strait "Adalida"  
Rodney Crowell "Please Remember Me"  
Western Flyer "Cherokee Highway"

## DON RILEY

WKOA/Lafayette

Mary C. Carpenter "House Of Cards"  
Kathy Mattea "Clown In Your Rodeo"  
4-Runner "Cain's Blood"

## RANDY BLACK

KATM/Modesto

John M. Montgomery "I Can Love You..."  
John Berry "Standing On The Edge..."  
Party Loveless "You Don't Even Know..."

## R.G. JONES

WQBE/Charleston

4 Runner "Cain's Blood"  
Toby Keith "You Ain't Much Fun..."  
Kenny Chesney "Fall In Love"

## JEFF DANIELS

KMLE/Phoenix

George Strait "Adalida"  
John Berry "Standing On The Edge..."  
Billy Montana "Didn't Have You"

## KEVIN SCALLIN

WWWW/Detroit

Wade Hayes "I'm Still Dancing With You"  
Lisa Brokop "One Of Those Nights"  
Jeff Carson "Yeah Buddy"

## LESLIE FAYE

KOUL/Corpus Christi

Holly Dunn "I Am Who I Am"  
Alison Krauss "When You Say Nothing..."  
Lisa Brokop "One Of Those Nights"

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TO JAMIE  
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## CALL OUT RESEARCH

ARTIST/SONG	RATING	P.I.	BRN
1 GEORGE STRAIT. You Can't Make A Heart	73.52	86.0	2.9
2 TRISHA YEARWOOD. Thinkin' About You	72.79	82.7	1.7
3 TOBY KEITH. Upstairs, Downtown	72.29	82.4	4.7
4 CLINT BLACK. Wherever You Go	71.58	82.4	4.0
5 CLAY WALKER. This Woman And This Man	71.04	80.6	2.7
6 SHANIA TWAIN. Whose Bed Have Your Boots	80.23	82.7	3.2
7 WADE HAYES. Old Enough To Know Better	69.32	78.9	2.3
8 TRACY LAWRENCE. As Any Fool Can See	69.21	79.6	3.1
9 COLLIN RAYE. My Kind Of Girl	69.06	81.1	4.9
10 JOHN ANDERSON. Bend It Until It Breaks	67.95	77.2	2.9
11 REBA MCENTIRE. The Heart Is A Lonely	66.77	77.0	2.5
12 LITTLE TEXAS. Amy's Back In Austin	65.81	74.2	5.1
13 NEAL MCCOY. For A Change	65.68	75.0	3.1
14 VINCE GILL. Which Bridge To Cross	65.36	75.3	1.7
15 BOY HOWDY. True To His Word	65.22	73.0	2.8
16 SHENANDOAH/A. KRAUSS. Somewhere In The	65.12	74.0	3.0
17 JOHN M. MONTGOMERY. I Can Love You Like	64.33	73.4	2.1
18 GEORGE DUCAS. Lipstick Promises	64.26	72.2	2.2
19 JAMES HOUSE. Little By Little	63.55	71.9	2.3
20 DOUG SUPERNAW. What'll You Do About Me	62.86	71.6	1.1
21 ALABAMA. Give Me One More Shot	61.92	71.5	1.3
22 TRAVIS TRITT. Between An Old Memory	61.85	70.2	2.8
23 BLACKHAWK. Down In Flames	61.63	68.4	2.2
24 BROOKS & DUNN. Little Miss Honky Tonk	61.51	70.9	2.4
25 RANDY TRAVIS. The Box	61.12	70.4	1.0
26 JOE DIFFIE. So Help Me Girl	61.04	69.5	1.9
27 TRACY BYRD. The First Step	61.01	69.8	5.5
28 LARI WHITE. That's How You Know	59.85	68.1	1.0
29 BRYAN WHITE. Look At Me Now	59.04	66.7	2.1
30 DAVID BALL. Look What Followed Me Home	57.16	65.7	2.2
31 DIAMOND RIO. Bubba Hyde	56.99	65.9	3.0
32 TIM MCGRAW. Refried Dreams	55.85	64.3	1.3
33 MARK CHESNUTT. Gonna Get A Life	55.59	61.3	0.0
34 ALAN JACKSON. Song For Life	55.26	63.7	1.2
35 TRACY BYRD. The Keeper Of The Stars	51.51	57.5	1.5

## WOOD'S WORDS

**SOUND-ALIKES:** Years ago when I was a jock, I was amazed, flattered, and sometimes insulted when people who were reportedly fans of the radio station said, "You guys all sound alike." In fact, these same people said that *all* radio people sounded alike! How could that be? I worked with extremely talented, yet wildly diverse and different jocks. We worked at Rock, Top 40, Oldies and Country stations. How could they think we all sounded the same? Then it came to me – they really didn't listen as closely as I did. In fact, I later found out that they were listening but often didn't actually "hear" anything. The point is that we, the people who make radio, have a vastly different view of our medium than the average listener.

**ON BECOMING UNIQUE:** If all of this is true, how can we make our radio station more important, more interesting and provide something the listeners need in their lives? How can we make our radio station the one that they report in the all-important, Arbitron diaries? There is no simple answer, but we can help ourselves if we can eliminate the station's weaknesses and accentuate the strengths. The best way to identify these strengths and weaknesses is by doing a credible perceptual study. Short of that, try answering the following questions as honestly as possible:

1. If your station went off the air...why would your listeners miss you?
2. What need does your radio station serve that no one else in the market fills?
3. Who are your "P1" listeners? Why? What need of theirs do you fill?
4. Do your listeners buy the whole line of programming elements? What elements are most popular? Which ones generate the most cume or TSL?
5. What do your listeners ask for that you *don't* provide? Except for obvious, budget-oriented reasons, why don't you provide it/them?
6. What need of your listeners could you fill...if you *really* wanted to?
7. What makes you different from your direct competitor?
8. Have you honestly taken the time to assess the competitive situation in the market...the way an outsider would? Drawing conclusions on only what comes out of the speakers, how does your station stack up?
9. If you got fired tomorrow and a new programmer was hired, what do you think would be the first thing he/she would change? Why?

10. Where are the listeners you want to capture for your radio station? Look at your competitors' exclusive cume...why are they still exclusive to them?

**THE "V" WORD:** The point of all this is that listeners, being consumers, are looking for *value*. In the case of radio, they want great listening value for the time they invest. *Time has value*. Our sales departments sell it to advertisers. The listener's time is precious and we should provide the best product or programming value.

**D.I.Y. PERCEPTUALS:** Again, perceptual research projects can help find answers to some of these questions, but talented and honest programmers should be able to take the time to arrive at some of the correct conclusions themselves. Now is the perfect time to stop what you're doing and wrestle with these 10 questions. Any programmer who thinks their radio station is strong enough to pass this drill with flying colors with no changes...please call me! I want to help you get a job down the street at one of the competitors. If you need help clarifying your strengths and weaknesses, call me at 615-591-0172.

– Jim Wood

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# BILLY MONTANA

*Didn't Have You*

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WGNA	KASE	KEBC
WSSL	KCDK	WRKZ
KUZZ	KSKS	KRTY
KFDI	KNAX	WDRM
WAXX	WIOV	WAYZ
WXCL	KBUL	WCUZ
WTCM	KGEE	KXDD
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*From the upcoming album,*

**NO YESTERDAY,**

*the debut release from*



**MAGNATONE**  
**RECORDS**

Written: Billy Montana/Jamie K. Watson  
Produced: Jim McKell/David Flint/Billy Montana





### ▲ **THREE AMIGOS**

(l-r): Mercury VP A&R Keith Stegall, Mercury artist Wesley Dennis and Mercury Nashville Pres. Luke Lewis go shoulder to shoulder.



### ▲ **HITCHIKERS UNANIMOUS**

Seen looking for a ride are (l-r): Atlantic artist Neal McCoy and WFMS afternoon-drive personality J.D. Cannon.



### ▲ **CRS STARS OF '95**

The impressive talent lineup of the Country Radio Seminar's New Faces Show (l-r): Columbia's Rick Trevino, Liberty's George Ducas, T.J. Klay of SOR's Western Flyer, comedian Jeff Foxworthy, Chris Marion, Roger Helton, Bruce Gust, Steve Charles, Danny Myrick of Western Flyer and Patriot's Lisa Brokop. (Back row, l-r): Mercury's John and Audrey Wiggins, Asylum's Bryan White, WB's David Ball, Atlantic's Johnny Park and Randy Archer, River North's Steve Koladner and Epic's Ken Mellons.



### ◀ **ON THE MOVE**

Returning from the CRS with more bags than they left L.A. with are (l-r): KZLA Los Angeles PD R.J. Curtis, M.D. Cary Rolfe and Promo. Dir. Teri Watson.



### ▲ **CAREER MOVES**

Artists Brett James (l) and Lee Roy Parnell (r) listen intently while Dir. of Nat. Promo. Denise Nichols (c) talks about their new label, Career Records.



### ▲ **THEY DID**

(l-r): WXRБ PD/morning co-host Tommy Nyce emcees while contest winners Monica Steigner and Paul Clark exchange vows. Witnessing the studio o' love festivities are WXRБ's Julie Fox (center) and morning co-host Joe Nasti (far rt).

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



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**Country Radio...**



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-Remixed By Brian Tankerslay

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For 2 Weeks In A Row!

Early BDS Action: **WXR, WCFB, WOKO  
WSTH, WGEE, WYCD**



# CROSSOVER

TM

## STREETCHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 <b>TLC.</b> Red Light Special (LaFace/Arista)	1809	1935	2141
2 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA)	2071	2006	2120
3 <b>BROWNSTONE.</b> If You Love Me (MJJ Music/Epic)	2222	2093	1927
4 <b>BRANDY.</b> Baby (Atlantic/AG)	1824	1736	1693
4 <b>MADONNA.</b> Take A Bow (Maverick/Sire/WB)	1993	1794	1693
6 <b>TLC.</b> Creep (LaFace/Arista)	1821	1710	1654
7 <b>REAL MCCOY.</b> Run Away (Arista)	1310	1471	1553
8 <b>ADINA HOWARD.</b> Freak Like Me (Eastwest/EEG)	1240	1275	1394
9 <b>SUBWAY F/ 702.</b> This Lil' Game We Play (Biv 10/Motown)	1140	1194	1339
10 <b>MARY J. BLIGE.</b> I'm Goin' Down (Uptown/MCA)	1237	1277	1297
11 <b>MONTELL JORDAN.</b> This Is How We Do It (PMP/ral/Island)	759	991	1279
12 <b>BOYZ II MEN.</b> Thank You (Motown)	1129	1162	1215
13 <b>BOYZ II MEN.</b> Water Runs Dry (Motown)	1292	1277	1192
14 <b>BOYZ II MEN.</b> On Bended Knee (Motown)	1327	1231	1158
15 <b>BLACKSTREET.</b> Before I Let You Go (Interscope/AG)	1306	1246	1081
16 <b>NOTORIOUS B.I.G.</b> Big Poppa (Bad Boy/Arista)	924	923	934
17 <b>K7.</b> Move It Like This (Tommy Boy)	797	814	855
18 <b>BRANDY.</b> I Wanna Be Down (Atlantic/AG)	983	911	848
19 <b>STEVIE B.</b> Dream About You (Thump)	643	757	839
20 <b>IMMATURE.</b> Constantly (Silas/MCA)	1116	875	768
21 <b>DIONNE FARRIS.</b> I Know (Columbia)	667	694	757
22 <b>DES'REE.</b> You Gotta Be (550 Music/Epic)	868	833	741
23 <b>IV XAMPLE.</b> I'd Rather Be Alone (MCA)	446	592	724
24 <b>REAL MCCOY.</b> Another Night (Arista)	990	809	694
25 <b>SPANISH FLY.</b> Daddy's Home (Upstairs/WB)	652	628	687
26 <b>RAPHAEL SAADIQ.</b> Ask Of You (550 Music)	564	620	646
27 <b>JADE.</b> Every Day Of The Week (Giant)	666	694	644
28 <b>KEITH MARTIN.</b> Never Find Someone Like You (Columbia)	600	639	641
29 <b>2 PAC.</b> Dear Mama (Interscope/AG)	340	449	616
30 <b>N II U.</b> I Miss You (Arista)	783	609	598
31 <b>K-CI HAILEY.</b> If You Think You're Lonely Now (Mercury)	714	695	596
32 <b>DIANA KING.</b> Shy Guy (WORK)	210	373	593
33 <b>MAX-A-MILLION.</b> Fat Boy (SOS Records)	559	590	562
34 <b>RAPPIN' 4-TAY.</b> I'll Be Around (Rag Top/Chrysalis/EMI Records)	375	462	541
35 <b>GREEN DAY.</b> When I Come Around (Reprise)	496	557	535
36 <b>CORONA.</b> The Rhythm Of The Night (Eastwest/EEG)	795	668	532
37 <b>4 PM.</b> Sukiyaki (Next Plateau/London/Island)	647	576	519
38 <b>ALL-4-ONE.</b> (She's Got) Skillz (Blitz/Atlantic/AG)	542	551	515
39 <b>SHERYL CROW.</b> Strong Enough (A&M)	368	401	498
40 <b>FUN FACTORY.</b> Close To You (Curb/AG)	332	362	476

BULLETS INDICATE INCREASED AIRPLAY

## RHYTHMINATION

**12 YEARS OF HARD WORK AND NO GOLD WATCH:** Inspirational news from the fun-loving city of San Diego, where Z90 has hired an afternoon talent from the surrounding area. Remember areas that "surround" San Diego include Los Angeles, Phoenix, Las Vegas and Mexico - major metropolitan centers seemingly loaded with talent. Ignoring convention, our heroes, PD Lisa Vazquez and MD Jeff Nelson combed the cacti of El Centro and found their man. After 12 years at KSIQ in the Imperial Valley, **Ray Morales** gets a shot in the big leagues. Adding another million or so to your cume is a positive career step...or so we've been told.

**THE NEW TEMPS:** The Motown catalog is responsible for millions of shower-singing hours throughout this great nation. (Now we know who to blame for a water shortage!) The next inspiration may come from the MCA act **IV Xample**. A recent show at the House Of Blues gave us a peek into future greatness. Well-dressed and well-rehearsed, the band capped a show that also included **Immature**, **Monteco**, **London Jones & Ebony Vibe Everlasting**. If this is a glance at the next six months of the **Gorlick** regime, momentum is the least of their worries.

**RIKKI REYEZ' BIG ADVENTURE:** From six months on the air to PD is not how things usually work in this business, but that's how it went for **Rikki Reyez** of **KMVR Las Cruces**. **Rikki** got the PD nod last week as the station changed direction from rhythmic to something more closely related to the gee-tar. In Las Cruces, a 70% Hispanic market, management is hoping that sales of **Bruce Springsteen Greatest Hits** will go through the roof. (A mentality also found at your local Pinto dealer). If the sold-out **Boyz II Men** concert is better indication, there may be a format hole the size of the Grand Canyon in the Southwest. Former PD **Randy Fox** is accepting calls from 1-800-collect at (505) 522-3072.

**THE REST OF THE STORY:** The news of **Eazy-E** was not pleasant to anyone's ears. As always, radio was responsible for getting the word out to the public. If we can take anything positive out of the tragedy of discovering that someone has AIDS, perhaps it's the realization that we are not invincible - news we have been receiving too much of lately. West Coast stations carried the story and fielded phone calls from listeners. **Ice Cube**, **Snoop** and **Suge Knight** called **KKBT** with support for their one-time collaborator. On the sixth anniversary of **N.W.A.**'s breakthrough, **Eazy-E's** new message from the hood must not be ignored.

- Stephen Meade

### accelerated airplay

1 <b>MONTELL JORDAN.</b> This Is How We Do It (PMP/ral/Island)	+288
2 <b>DIANA KING.</b> Shy Guy (WORK)	+220
3 <b>TLC.</b> Red Light Special (LaFace/Arista)	+206
4 <b>THE HUMAN LEAGUE.</b> Tell Me When (Elektra/EEG)	+186
5 <b>2 PAC.</b> Dear Mama (Interscope/AG)	+167

### most added

1 <b>BLACKSTREET.</b> Joy (Interscope/AG)	9
2 <b>2 PAC.</b> Dear Mama (Interscope/AG)	6
2 <b>DANA DANE.</b> Rollin' Wit Dane (Maverick/Sire/WB)	6
2 <b>TECHNOTRONIC.</b> Move It To The Rhythm (SBK/EMI Records)	6
3 <b>MADONNA.</b> Bedtime Story (Maverick/Sire/WB)	5



naughty  
BY  
NATURE

# CRAZIEST



**FROM THE NEW ALBUM "POVERTY'S PARADISE"**

MANAGEMENT: QUEEN LATIFAH AND SHA-KIM FOR FLAVOR UNIT MANAGEMENT

**OVER 8.6 MILLION COMBINED LISTENERS!**

**OVER 400 PLAYS COMBINED! OVER 65 STATIONS COMBINED!**

**REPORTED AIRPLAY!**

Power 106 L.A. New!  
92Q Baltimore

KMEL S.F. New!  
KBXX Houston

KJYK Tucson New!  
KWIN Stockton

HOT 97 N.Y.

**EARLY ACTION!**

WPGC Washington D.C.  
290 San Diego

B96 Chicago  
WJMH Greensboro  
KDON Salinas

WJMN Boston  
WHJX Jacksonville  
KCAQ Oxnard

KTFM San Antonio  
WPOW Miami





## TECHNOTRONIC

"Move It Like This"

(SBK/EMI RECORDS)

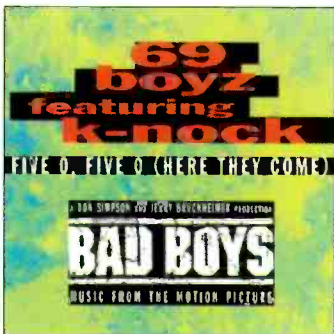
Whenever you hear Technotronic mentioned, you know what to expect - lots of fun, high energy and very radio-friendly. This track will not disappoint that pre-conceived notion. Already a big record for B96, KUBE and WPOW, look for more action across the country as the record drops at Mainstream Top 40 this week.

## 69 BOYZ

"Five O, Five O (Here They Come)"

(WORK)

Here's more of the Miami Bass sound from the guys who brought us "Tootsee Roll" and "Kitty, Kitty."



69 BOYZ

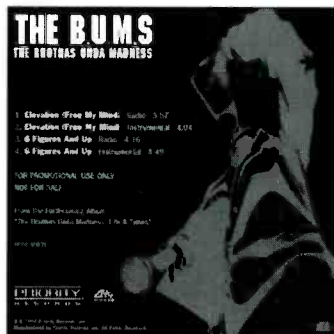
Lots of tempo equals lots of fun. Radio has warmed up to this act over the past several months and it looks as though they're here to stay. From a *Bad Boys* soundtrack that's packed with great tunes, the 69 Boyz have a head start on the rest of the field with this one.

## THE B.U.M.S. (BROTHAS UNDA MADNESS)

"Elevation (Free My Mind)"

(PRIORITY/ALL CITY MUSIC)

In a commentary on the state of Rap music as it relates to the record industry, the B.U.M.S tell us that in the end, it's the music that matters, politics be damned. A Teddy Pendergrass sample lends familiarity to the song, which is getting attention from KKBT, KMEL, 92Q and WPGC. Look for the B.U.M.S to be



THE B.U.M.S

a topic of conversation for some time.

## RUFFNEXX SOUND SYSTEM

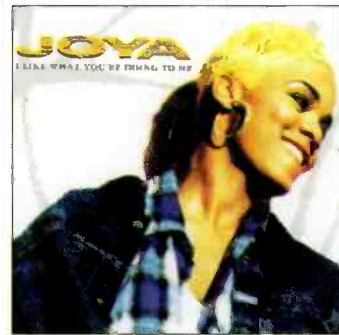
"Luv Bump"

(QWEST/WB)

A record that just screams summertime. A Reggae-flavored groove that has tempo, bounce and some interesting lyrics. Already some signs of acceptance from WOVV and several record pools throughout the East Coast. In the grand scheme of things, couldn't we all use a Luv Bump?

## MORE OF THE STORY

This week's most-talked-about record award goes to Jon B. featuring Babyface: "Someone To Love" (550 Music). This project was the hot topic of a recent cross-country blitz by Polly Anthony's minions. The consensus of programmers who heard the record is that this is an automatic. Find it on the *Bad Boys* soundtrack and live it up...After a successful showcase in L.A. last week, Joya is set to take on the world. Her "Like What You're Doing To Me" (Atlas /A&M) is a song assured of a Crossover radio following. Much like Jade and Brownstone before her, Joya has a soulful mid-tempo smash...A story is developing for Madonna without her personally being the focus. The second release for Dana



JOYA

Dane, "Rollin' Wit Dane," (Maverick/Sire/WB) is getting a buzz from Z90 and WHJX. Some very clean rhymes that favor neither coast is served up in a neat four-minute package...Madonna does have a word to share in the wake of her MTV appearance. The Junior Vasquez mixes of "Bedtime Story" (Maverick/Sire/ WB) are in the works and should be coming your way soon. If the video is any indication, this is not a song, it's an event... Stations in search of the next big thing must put an ear on the Method Man track "All I Need" (Def Jam/ral/Island). Sampling a classic Marvin Gaye and Tammi Terrell tune, Method uses Mary J. Blige to help him as he breaks off some rhymes. On the air at WPGC and 92Q.

—Stephen Meade

# STREETWISE

PEACE AND LOVE to Eric (Eazy-E) Wright and his entire family as he battles AIDS in an L.A. hospital. Founder of the breakthrough Rap group Niggaz With Attitude, Eazy, along with Ice Cube, Dr Dre and M.C. Ren were instrumental in taking Rap from the underground to become a nationwide multi-million-dollar force. As President/CEO of Ruthless Records, Eazy just scored with the already-Platinum Cleveland rappers Bone Thugs-N-Harmony.

Eazy's illness came just as N.W.A. was considering a six-year anniversary reunion. Cube and Dre are by his side, watching hospital switchboard operators handle over 2,500 calls *per day!*

IT'S WHERE'S HE'S AT: Hip-Hop legend/rapper Doug E. Fresh showed up last Saturday night for an impromptu live show on KKBT/

KMEL's "Wake Up Show" with mix show hosts Sway and King Tech. In L.A. for the *Soul Train Awards*, Doug E. decided to hang for a couple of months to produce his next album. He's hit The Beat twice for live shows, offering straight Hip-Hop history and mad Freestyle raps alone, with harp, and with guest emcees such as Mercury artist Jemini The Gifted One and new Atlas/A&M artist Joya. Doug E. hopes to unite both Coasts into one big Hip-Hop community.

A big shout-out to Sway, King Tech, Joe Quixx and Big Paul for providing the forum! You'll be hearing a lot more about *these* guys. Honored as *Urban Network's* Funkiest Mix Show Hosts, Sway, Joe Quixx and King Tech have also signed a deal with Priority to distribute their own label, All City. Their first release will be The

B.U.M.S (Brothas Unda Madness) with "Elevation (Free My Mind)" going for airplay now. Don't sleep on this, it's definitely the bomb!

RAGING AT URBAN... with huge X-over potential are Luther's "Going In Circles" (LV/ Epic), Blackstreet's "Joy" (Interscope/AG) and Brian McKnight's cover of Van Morrison's classic, "Crazy Love" (Mercury).

TRUE TO THE STREET: The Roots rock the mic with "Silent Treatment" (DGC), Mona Lisa at Wild Pitch/EMI sold me on The Coup, "Fat Cats/Bigga Fish" - especially after seeing the video. Don't wait on Redman's "Can't Wait" (Def Jam/Island) or Common Sense's "Resurrection" (Relativity). Also, don't miss King Tee's album, *IV LIFE* (MCA). Snippets of the album sound like pure smash. Check out

remixes by Brandy (Atlantic/AG) and Mary J. Blige (Uptown/MCA), E-40's "1 Luv" (Jive), Keith Murray's "Get Lifted" (Jive), Da Bush Babees' "Remember We" (WB), Naughty By Nature's "Craziest" (Tommy Boy), Rottin Razkals' "Oh Yeah!" (Illtown/Motown) and KRS One's remix of Channel Live's "Mad Izm" (Capitol).

ON ITS WAY: Biggie Small's "Who Shot Ya" (BadBoy/Arista), "Every Little Thing You Do" from Soul For Real (Uptown/MCA), and check this line-up: "Freedom," featuring *every* major female R&B singer - Aaliyah, TLC, Salt-N-Pepa, En Vogue, Queen Latifah, Mary J. Blige, Zhane, N'Dea Davenport, SWV and *many* more, all on the *Black Panther* OST (Mercury).

—Debby Peterson



"ELEVATION (FREE MY MIND)"

Already Reported  
At KMEL San Francisco!

**BOX** Selection #551  
MUSIC TELEVISION  
NOW COMING



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PRIORITY  
10 YEAR ANNIVERSARY

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## V CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 <b>LIVE.</b> Lightning Crashes (Radioactive) 2075 2180 <b>2262</b>			
2 <b>PJ HARVEY.</b> Down By The Water (Island) 1544 1725 <b>1867</b>			
3 <b>OASIS.</b> Live Forever (Epic) 1649 1752 <b>1799</b>			
4 <b>BETTER THAN EZRA.</b> Good (Elektra/EEG) 1198 1454 <b>1689</b>			
5 <b>SPONGE.</b> Plowed (Work) 1326 1399 <b>1575</b>			
6 <b>R.E.M.</b> Star 69 (WB) 1337 1435 <b>1515</b>			
7 <b>BUSH.</b> Everything Zen (Trauma/Interscope/AG) 1568 1600 <b>1499</b>			
8 <b>ELASTICA.</b> Connection (DGC) 1177 1349 <b>1452</b>			
9 <b>LETTERS TO CLEO.</b> Here And Now (Giant) 1287 1380 <b>1425</b>			
10 <b>JULIANA HATFIELD.</b> Universal Heartbeat (Mammoth/Atlantic/AG) 230 918 <b>1221</b>			
11 <b>DAVE MATTHEWS BAND.</b> What Would You Say (RCA) 943 1038 <b>1190</b>			
12 <b>NIRVANA.</b> The Man Who Sold The World (DGC) 1274 1246 <b>1149</b>			
13 <b>COLLECTIVE SOUL.</b> Gel (Atlantic/AG) 1198 1236 <b>1145</b>			
14 <b>MATTHEW SWEET.</b> Sick Of Myself (Zoo) 786 935 <b>1138</b>			
15 <b>THE STONE ROSES.</b> Love Spreads (Geffen) 1345 1207 <b>1121</b>			
16 <b>GREEN DAY.</b> When I Come Around (Reprise) 1292 1174 <b>1072</b>			
17 <b>BELLY.</b> Now They'll Sleep (Sire/Reprise) 934 953 <b>975</b>			
18 <b>ADAM ANT.</b> Wonderful (Capitol) 747 831 <b>939</b>			
19 <b>OUR LADY PEACE.</b> Starseed (Relativity) 549 703 <b>894</b>			
20 <b>PEARL JAM.</b> Better Man (Epic) 967 937 <b>885</b>			
21 <b>PEARL JAM.</b> Corduroy (Epic) 987 936 <b>878</b>			
22 <b>SHERYL CROW.</b> Strong Enough (A&M) 1022 1005 <b>845</b>			
23 <b>MIKE WATT.</b> Against The 70s (Columbia) 692 789 <b>831</b>			
24 <b>THE CRANBERRIES.</b> Ode To My Family (Island) 968 1018 <b>820</b>			
25 <b>RANCID.</b> Salvation (Epitaph) 769 812 <b>793</b>			
26 <b>SIMPLE MINDS.</b> She's A River (Virgin) 972 822 <b>662</b>			
27 <b>HOLE.</b> Violet (DGC) 421 554 <b>660</b>			
28 <b>JEFF BUCKLEY.</b> Last Goodbye (Columbia) 412 574 <b>643</b>			
29 <b>BAD RELIGION.</b> Infected (Atlantic/AG) 624 627 <b>614</b>			
30 <b>SARAH MCLACHLAN.</b> Hold On (Arista) 613 641 <b>592</b>			
31 <b>WAX.</b> California (Usaside 1/Interscope) 371 496 <b>585</b>			
32 <b>MAD SEASON.</b> River Of Deceit (Columbia) — 163 <b>583</b>			
33 <b>SOUNDGARDEN.</b> The Day I Tried To Live (A&M) 242 382 <b>576</b>			
34 <b>PORTISHEAD.</b> Sour Times (GO! Discs/London) 969 751 <b>575</b>			
35 <b>STONE TEMPLE PILOTS.</b> Dancing Days (Atlantic/AG) 18 176 <b>566</b>			
36 <b>BLUES TRAVELER.</b> Run-Around (A&M) 354 476 <b>547</b>			
37 <b>STONE TEMPLE PILOTS.</b> Pretty Penny (Atlantic/AG) 433 477 <b>525</b>			
38 <b>SHOXSIE &amp; THE BANSHEES.</b> O Baby (Geffen) 737 654 <b>521</b>			
39 <b>FACE TO FACE.</b> Disconnected (Victory/A&M) 450 440 <b>500</b>			
40 <b>THE PRIMITIVES.</b> Crash (RCA) 623 577 <b>473</b>			

**BULLETS INDICATE INCREASED AIRPLAY**

## V VIRTUALLY ALTERNATIVE

**AUSTIN WRAP-UP:** Word coming out of the SXSW convention was that it was well-attended by commercial Alternative programmers. As usual, the talent line-ups were excellent and the panels were interesting. Just as predictably, the convention setting was no place to solve any of the pressing issues. While a pragmatic perspective would applaud the confab for the free exchange of ideas and different points of view, there were still several parties who were unsatisfied with the discussions. One prevalent objection was that many panels served primarily to showcase the careers of a select few. Despite all the hoopla during topics such as record company-sponsored radio festivals and radio playing indie label projects, you undoubtedly could derive more insight from any of the on-line forums.

**THE WORLD ACCORDING TO BRETT:** An undeniable highlight of the SXSW was listening to Epitaph owner Brett Gurewitz. The instant millionaire-several-several-times-over still expresses the innocence of a young up-and-coming indie label exec. But, he has proved to be a quick learner and well-informed player in the industry. His integrity regarding maintaining his band-friendly label hopefully was an inspiration to the truly jaded attendees.

**OH, AND THERE WAS MUSIC, TOO:** SXSW basically originated as a feeding ground for A&R and concert promoter-types to spot new talent to sign or book. Bands from across the country would come to play in the many Austin clubs with the dream of getting that one big break. Although there was no shortage of new music this year, they were all slightly overshadowed by major acts like Soul Asylum and Bush. Soul Asylum topped the convention, since their next album isn't due for several months, yet they played a majority of new material. What a treat! (Helpful Future Booking Suggestion: It would be nice to see these major acts play at times that wouldn't conflict with performances by the young and undiscovered talent.)

**...AND I WASN'T EVEN THERE!** Missing SXSW for a friendly jaunt to England wasn't the biggest sacrifice one could make, to say the absolute least. Seattle and London are both still feeding the myth to vacationers that "It's always raining here" to stop potential movers, but not a drop of rain hit my head. Nonetheless, there is no shortage of record stores and a music scene. Blur is still bigger than life and that country's Pearl Jam. New acts like Elastica and Tricky are generating the biggest buzz among new talents for more than just their new hits, "Connection" and "Ponderosa," respectively. Elastica just settled out of court in a dispute with the group Wire, whose management accused Elastica of ripping off parts from Wire's song "Three Girl Rumba." Ex-Massive Attack member Tricky has a new solo record whose material (which rides along the same vein as Portishead) garnered three encores during his opening slot at the PJ Harvey show.

**STAR TIME:** PJ Harvey made an all-star London debut on stage. Bjork, Nick Cave, Michael Hutchence, Adam Clayton and Naomi Campbell were in attendance, to name a few, as she put on the rock concert of the year. Lights, props, dancing and a rip-roaring set with old favorites like "Dress," "Legs" and "50 Ft. Queenie" mixed in well with all the new material. Although her appearances were most enjoyable at this year's Gavin and NARM, neither show will have prepared anyone who saw them for this full-concert event. Londoners are calling her their ghoulish performer, Ms. Vampire Polly Jean. Tricky will be opening up for PJ Harvey in the states. If you see nothing else this year, see this show.

**AND HERE AT HOME:** Music to know & love are Silverchair, Sleeper, P.O.L., Beowulf and Bjork.

—Karen Holmes

## accelerated airplay

1 <b>MAD SEASON.</b> River Of Deceit (Columbia) <b>+420</b>
2 <b>STONE TEMPLE PILOTS.</b> Dancing Days (Atlantic/AG) <b>+390</b>
3 <b>JULIANA HATFIELD.</b> Universal Heartbeat (Mammoth/Atlantic/AG) <b>+303</b>
4 <b>BETTER THAN EZRA.</b> Good (Elektra/EEG) <b>+235</b>
5 <b>MATTHEW SWEET.</b> Sick Of Myself (Zoo) <b>+203</b>

## most added

1 <b>MAD SEASON.</b> River Of Deceit (Columbia) <b>11</b>
2 <b>SOUNDGARDEN.</b> The Day I Tried To Live (A&M) <b>10</b>
2 <b>GENERAL PUBLIC.</b> Rainy Days (Epic) <b>10</b>
4 <b>PHUNK JUNKEEZ.</b> I Love It Loud (Trauma/Interscope/AG) <b>9</b>
4 <b>STONE TEMPLE PILOTS.</b> Dancing Days (Atlantic/AG) <b>9</b>



**#1\* Billboard Club Chart!**

More permission to break the commandment of your choice.

# **WATERLILLIES NEVER GET ENOUGH**

from the album  
**TEMPTED**

---

**Early Airplay At:**  
**KRBE Houston 14 Plays**  
**KSMB Lafayette Add!**  
**K106 Beaumont Add!**  
**KOKZ Waterloo Add!**



# RETAIL CHART

NATIONWIDE PIECE COUNT SALES

ZW	LW	TW	ARTIST/LP	LABEL
◆ DEBUT	1	2	<b>2 PAC.</b> Me Against The World	Out Da Gutta/Interscope/AG
1	1	2	<b>BRUCE SPRINGSTEEN.</b> Greatest Hits	Columbia
◆ DEBUT	3	4	<b>ANNIE LENNOX.</b> Medusa	Arista
2	3	4	<b>HOOTIE &amp; THE BLOWFISH.</b> Cracked Rear View	Atlantic/AG
3	4	5	<b>LIVE.</b> Throwing Copper	Radioactive
5	2	6	<b>SHERYL CROW.</b> Tuesday Night Music Club	A&M
4	5	7	<b>BOYZ II MEN.</b> II	Motown
12	6	8	<b>EAGLES.</b> Hell Freezes Over	Geffen
◆ DEBUT	9	10	<b>E-40.</b> In A Major Way	Sick-Wid-It/Jive
7	8	10	<b>GREEN DAY.</b> Dookie	Reprise
6	7	11	<b>TLC.</b> CrazySexyCool	LaFace/Arista
9	10	12	<b>MARY J. BLIGE.</b> My Life	Uptown/MCA
11	12	13	<b>THE CRANBERRIES.</b> No Need To Argue	Island
8	9	14	<b>DJ QUIK.</b> Safe + Sound	Profile
◆ DEBUT	15	15	<b>MAD SEASON.</b> Above	Columbia
16	14	16	<b>BUSH.</b> Sixteen Stone	Trauma/Interscope/AG
10	11	17	<b>VAN HALEN.</b> Balance	WB
15	16	18	<b>OFFSPRING.</b> Smash	Epitaph
13	13	19	<b>BOYS ON THE SIDE.</b> Soundtrack	Arista
20	18	20	<b>MADONNA.</b> Bedtime Stories	Maverick/Sire/WB
14	15	21	<b>GARTH BROOKS.</b> The Hits	Liberty
21	23	22	<b>THE CHIEFTAINS.</b> The Long Black Veil	RCA Victor
19	17	23	<b>MELISSA ETHERIDGE.</b> Yes I Am	Island
28	24	24	<b>BRANDY.</b> Brandy	Atlantic/AG
25	25	25	<b>PULP FICTION.</b> Soundtrack	MCA
32	29	26	<b>DAVE MATTHEWS BAND.</b> Under The Table And Dreaming	RCA
33	31	27	<b>DES'REE.</b> I Ain't Movin'	550 Music
22	30	28	<b>BROWNSTONE.</b> From The Bottom Up	MJJ/Epic
◆ DEBUT	29	29	<b>COLLECTIVE SOUL.</b> Collective Soul	Atlantic/AG
30	27	30	<b>NOTORIOUS B.I.G.</b> Ready To Die	Bad Boy/Arista
26	26	31	<b>TOM PETTY.</b> Wildflowers	WB
27	28	32	<b>NIRVANA.</b> Unplugged In New York	DGC
—	34	33	<b>ADINA HOWARD.</b> Do You Wanna Ride	EastWest/EEG
18	20	34	<b>PEARL JAM.</b> Vitalogy	Epic
23	19	35	<b>PJ HARVEY.</b> To Bring You My Love	Island
17	22	36	<b>TOO SHORT.</b> Cocktails	Dangerous Music/Jive
24	21	37	<b>THE LION KING.</b> Soundtrack	Walt Disney Records
◆ DEBUT	38	38	<b>MATTHEW SWEET.</b> 100% Fun	Zoo
—	39	39	<b>B.O.N.E. THUGS-N-HARMONY.</b> Creepin' On Ah Come Up	Ruthless/Relativity
34	35	40	<b>BARRY WHITE.</b> The Icon Is Love	A&M

BULLETS INDICATE INCREASED SALES

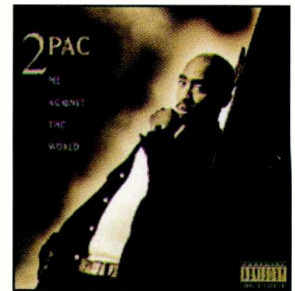
# BIN BURNERS

RECORDS WITH THE BIGGEST SALES INCREASES OVER THE PAST WEEK

## 1 2 PAC Me Against The World Interscope/AG

**Regional Sales Breakout:** Midwest slightly leads strong national sales. Top-10 sales in New England, Philadelphia, upstate New York, Pittsburgh, Illinois, Missouri, Nashville, Michigan, Ohio/Indiana, Carolinas, Arizona/Las Vegas, entire West Coast.

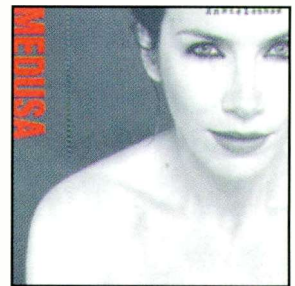
**Primary Media Exposure:** Huge word-of-mouth buzz from hardcore fans. Crossover/Urban radio a solid second.



## 2 ANNIE LENNOX Medusa Arista

**Regional Sales Breakout:** Consistent nationwide. Top-10 sales in New York City and state, New England, Maryland, Illinois, Missouri, Ohio/Indiana, Texas/New Orleans, Florida, Arizona/Las Vegas, entire West Coast.

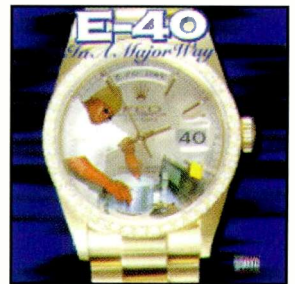
**Primary Media Exposure:** Strong Top 40 airplay leads, VH1 exposure a strong second.



## 3 E-40 In A Major Way Sick-Wid-It/Jive

**Regional Sales Breakout:** Strong everywhere but the East. Top-10 sales in Illinois, Ohio/Indiana, Michigan, northern California, Pacific northwest, Colorado, Phoenix.

**Primary Media Exposure:** Word-of-mouth from hardcore following leads; Crossover/Urban/Rap airplay not far behind.



## 4 MAD SEASON Above Columbia

**Regional Sales Breakout:** Consistently strong nationwide. Top-10 sales in Minnesota, Nebraska, Columbus, Cleveland, Michigan, Arizona/Nevada, Pacific northwest.

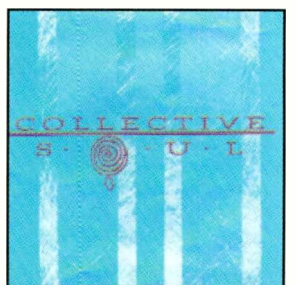
**Primary Media Exposure:** Crossover/Urban/Rap airplay leads; MTV exposure and fans' word-of-mouth battle for second.



## 5 COLLECTIVE SOUL Collective Soul Atlantic/AG

**Regional Sales Breakout:** Midwest the strongest. Top-10 sales in Illinois, Michigan. Top-20 sales in upstate New York, Missouri, Florida, Ohio/Indiana, Denver.

**Primary Media Exposure:** Multi-format radio airplay leads, but positive word-of-mouth creating a renewed buzz.





# ADINA HOWARD FREAK LIKE ME

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

The premiere single and video from the forthcoming debut album

**Do You Wanna Ride.**

Produced by Mass Order for Double Lady Productions

Executive Producers: Max Gousse, Gerry Griffith, Roget Romain, Livio Harris  
Management: Biggie Management, New York/Los Angeles

**Single Sales Explode!**

**#7 Selling Single In America!**

**Single Approaching Gold!**

★ **#2 Most Played**



**BOX# 10 Requests**



eastwest records america

MECCA  
DON  
RECORDS

©1995 Elektra Entertainment Group, a division of Warner Communications, Inc., a Time Warner Company.

**NETWORK Closing In On 2,000 Spins!**  
**Rhythm Crossover Monitor #6**

**#1 Most Played Record At:**

<b>KDON</b>	<b>WJMN</b>	<b>WPGC</b>
<b>Z90</b>	<b>KJYK</b>	<b>92Q</b>
	<b>WJJS</b>	<b>WWKX</b>

**Breaking The Mainstream Barrier:**

<b>WFLZ</b>	<b>KHKS</b>	<b>WKSS</b>
<b>KKFR</b>	<b>WNVZ</b>	<b>KQKQ</b>
	<b>WKSE</b>	<b>WKSS</b>

# PLUGGED

THE NATION'S HOTTEST MUSIC VIDEO ROTATIONS



- Compiled by Leah Brandon



## BRANDY

*Baby*

## the cranberries

*Ode To My Family*

## SHERYL CROW

*Strong Enough*

## DAVE MATTHEWS BAND

*What Would You Say?*

## LIVE

*Lightning Crashes*

## MADONNA

*Bedtime Story*

## THE NOTORIOUS B.I.G.

*Big Poppa*

## BRUCE SPRINGSTEEN

*Murder Incorporated*

## TLC

*Red Light Special*

## VAN HALEN

*Can't Stop Lovin' You*

### **MTV BREAKTHROUGH VIDEO:**

## WAX

*California*

### **MTV JAM OF THE WEEK:**

## MARY J. BLIGE

*I'm Goin' Down*

## WATCH FOR IT!

### **ADDS**

**NINE INCH NAILS** - *Hurt*

## ELASTICA - *Connection*

**RAPHAEL SAADIQ** - *Ask Of You*

### **MTV FIELD OF FOOLS**

It's the Awayboys vs. the Homeboys this Saturday, April 1st on MTV's sixth annual 'Rock N' Jock Softball Challenge'. Dusting off their uniforms are pro players David Justice, Roger McDowell, Roger Clemens, Mike Piazza and Bobby Bonilla. Celebs on hand will be George Clooney, Pamela Anderson, Melissa Etheridge, Corbin Bernsen, and Cameron Daddo among others. Sportscaster Steve Albert handles play-by-play, Chris Connelly offers color commentary and MTV VJ Idalis is field reporter. Catch game highlights premiering 4/1 at 1:00 pm (ET/PT).



## XL

## EAGLES

*Love Will Keep Us Alive*

## HOOTIE & THE BLOWFISH

*Hold My Hand*

## MADONNA

*Bedtime Story*

## MELISSA ETHERIDGE

*If I Wanted To*

## SHERYL CROW

*Strong Enough*

## LARGE

## BONNIE RAITT

*You Got It*

## BOYZ II MEN

*On Bended Knee*

## BRUCE SPRINGSTEEN

*Murder Incorporated*

## DIONNE FARRIS

*I Know*

## ELTON JOHN

*Believe*

## ANNIE LENNOX

*No More "I Love You's"*

## GLORIA ESTEFAN

*Everlasting Love*

## MADONNA

*Take A Bow*

## R.E.M.

*Bang and Blame*

## TOM PETTY

*It's Good To Be King*

## ADDS/UPCOMINGS

**JOHN LEE HOOKER F/ CARLOS SANTANA** -

*Chill Out (Things Gonna Change)*

**INDIGO GIRLS** - *Power of Two*

**ABBA** - *Dancing Queen*

**RAPHAEL SAADIQ** - *Ask Of You*

**LONDONBEAT** - *Come Back*

### **1 AND THEY'VE GOT PERSONALITY TOO:**

What do you think are the most aesthetically pleasing, best looking, easiest to watch videos of all time? Find out this weekend as VH1 counts them down from 40 to 1. Saturday 3-7 pm (E/T) Sunday 1-5 pm (E/T).



## MARKET BREAKS

### NEW YORK, NY SELECTION #

#1 RAP: **Channel Live**, *Mad-Izm* ..... 725

#1 POP: **Mary J. Blige**, *I'm Goin' Down* ..... 192

#1 URBAN: **Stevie Wonder**, *For Your Love* ..... 851

#1 ROCK/ALT.: **Sons Of Elvis**, *Formaldehyde* ..... 366

### SAN FRANCISCO-OAKLAND-SAN JOSE SELECTION #

#1 RAP: **Ice Cube**, *What Can I Do* ..... 533

#1 POP: **Rednex**, *Cotton Eye Joe* ..... 267

#1 URBAN: **Shabba Ranks**, *Let's Get It On* ..... 361

#1 ROCK/ALT.: **Bush**, *Everything Zen* ..... 568

## BREAKING OUT OF

### SELECTION #

**Fabu**, *Just Roll* ..... 423

**Common Sense**, *Resurrection* ..... 416

**Traci Lords**, *Control* ..... 445

**Holy Gang**, *Free Tyson Free* ..... 430

## ADDS OUT OF

### ADDS SELECTION #

**Big L**, *Put It On* ..... 541

**Blackstreet**, *Joy* ..... 494

**Brian McKnight**, *Crazy Love* ..... 527

**Bruce Springsteen**, *Murder Incorporated* ..... 564

**The B.U.M.S.**, *Elevation (Free My Mind)* ..... 551

**Changing Faces**, *Keep It Right There* ..... 553

<b>Dis-N-Dat</b> , <i>Freak Me Baby</i> .....	557
<b>Elastica</b> , <i>Connection</i> .....	489
<b>Fun-Da-Mental</b> , <i>Dog Tribe</i> .....	482
<b>Jemini The Gifted One</b> , <i>Funk Soul Sensation</i> .....	490
<b>Kam</b> , <i>Pull Your Hoe Card</i> .....	478
<b>Lords Of The Underground</b> , <i>What I'm After</i> .....	496
<b>Mad Season</b> , <i>River Of Deceit</i> .....	552
<b>Madonna</b> , <i>Bedtime Story</i> .....	556
<b>Marilyn Manson</b> , <i>Lunchbox</i> .....	493
<b>Matthew Sweet</b> , <i>Sick Of Myself</i> .....	522
<b>Megadeth</b> , <i>A Tout Le Monde</i> .....	548
<b>95 South</b> , <i>Rodeo</i> .....	477
<b>Questionmark Asylum f/Blackgirl</b> , <i>Hey, Look Away</i> .....	549
<b>Raphael Saadiq</b> , <i>Ask Of You</i> .....	486
<b>Smif-N-Wessun</b> , <i>Wontime</i> .....	559
<b>Smooth</b> , <i>Mind Blowin'</i> .....	472
<b>Spragga Benz</b> , <i>A1 Lover</i> .....	521
<b>Tha Alkaholiks</b> , <i>The Next Level</i> .....	565



# SPANISH FLY "Daddy's Home"

MONITOR RHYTHM CROSSOVER CHART 31\*  
MORE THAN 600 TOP 40 BDS DETECTIONS!

## ALREADY TOP-10 CALL-OUT & TOP-5 REQUEST:

HOT 97.7 74 PLAYS KYLD 52 PLAYS KTFM 44 PLAYS KGGI 30 PLAYS KHTN 40 PLAYS KDON 20 PLAYS

## MAJOR MARKET AIRPLAY:

Z90 27 PLAYS KUBE 22 PLAYS KBOS 48 PLAYS KWIN 45 PLAYS KKXX 35 PLAYS  
KCAQ 32 PLAYS KJYK 30 PLAYS WOVV 28 PLAYS K9FM 14 PLAYS PLUS MANY MORE!

"DADDY'S HOME" IS DOING WELL FOR ALBIE DEE'S NATIONALLY SYNDICATED SHOW - #15 REQUESTS, MOVING 14"-12" ON NATIONAL SALES CHART." - ALBIE DEE, MD, WPGC

"NO MATTER WHO YOUR TARGET AUDIENCE IS, 'DADDY'S HOME' IS AN ACROSS-THE-BOARD TOTAL SMASH." - MARK SHANDS, NEW WORLD COMMUNICATIONS

"THIS ISN'T JUST A 'HISPANIC RECORD' - THIS IS AN ACROSS-THE-BOARD SMASH. A MAJOR SECRET WEAPON THAT WORKS." - SONIA JIMENEZ, MD, KGGI



"I'm Alive" **SEAL**

AS PERFORMED ON THE GRAMMYS  
FROM HIS PLATINUM LP SEAL!

LOOK FOR SEAL ON HIS MASSIVE SPRING/SUMMER TOUR!

## HOT ROTATIONS:

Q99 29 PLAYS	KLRZ 51 PLAYS	KIOC ADD 20 PLAYS
KCHX 19 PLAYS	KFRX 19 PLAYS	KZIO ADD 10 PLAYS
KTRS 16 PLAYS	WPRR 15 PLAYS	KTMT 15 PLAYS
WQGN ADD	WTWR 15 PLAYS	WZPK 14 PLAYS
	WJMX 12 PLAYS	WERZ 11 PLAYS



# DANA DANE "Rollin' Wit Dane"

FEATURING ADINA HOWARD

## SECOND MOST ADDED AT CROSSOVER RADIO INCLUDING:

92Q WPGC HOT 97.7 Z90 KDON WHJX 5 PLAYS KLUC WJJS AND MORE!  
WJMH 28 PLAYS

## ALSO NEW AT:

WEJM WZAK WJHM WHRK WTMP WTLC



COMING SOON...TOM PETTY "IT'S GOOD TO BE KING" - ALREADY ON Q99,  
WDDJ AND WRFY...R.E.M. "STRANGE CURRENCIES" - ALREADY ON WPLY, WKSE,  
WKBQ, Q99, G105, WPST, WZJM AND WGRD.



# SHOW prep

## PLAY IT! SAY IT!

by Kathryn Danyluk

### LETTERS TO CLEO (GIANT)

• *Kay Hanley, vocals.* • *Einstein, guitars.* • *Greg McKenna, guitars.* • *Scott Riebling, bass.* • *Stacy Jones, drums.*

• Hanley and distant cousin McKenna grew up a block away from each other in Boston in the same neighborhood as the infamous Marky Mark and New Kids On the Block. McKenna bought his first guitar because of Kiss; Hanley was influenced by Kristin Hersh, Bob Mould and the Cocteau Twins.

• The band started in 1988 as Rebecca Lula, but changed its sound from New Wave to more Pop/Rock and its name in 1993. Inspiration for the current moniker comes from Kay Hanley's childhood friend; they spent summers together in Canada.

• They released a self-produced cassette *Sister* in 1990 and have been picking up steam ever since.

• Their current album, *Aurora Gory Alice*, was originally released on CherryDisc in late 1993 and became a College radio smash.

• Their current single is "Here And Now."



### MONTELL JORDAN (PMP/RAL/ISLAND)

• The 6'8" R&B vocalist grew up in South Central Los Angeles and began playing piano in church at age 11. Early on, he was influenced by the likes of Stevie Wonder, Nat King Cole and Sammy Davis, Jr.

• Although he didn't start singing until he was 16, he learned to play several instruments, including alto sax and percussion.

• He got his degree in Organizational Communications from Pepperdine University, but all the while, he kept his ear in music.

• He was studying to go to Law School when he joined a music group and learned about Jazz. The rest, as they say, is history.

• One of the tracks on his new album, "Somethin 4 Da Honeyz," was a hit at the *Urban Network* earlier this year.

• His debut album, *This Is How We Do It* contains his current single of the same name, which is climbing up *Network 40's* PPW chart.



## TRIVIA

by Mel St. Velour, Jr.

Word Of The Week: "mackle." Take your best shot on this one.

◆◆◆

It takes a skunk three weeks to produce one ounce of foul odor. Bur for the average Joe...12 baked beans.

◆◆◆

Brainteaser: The Custer Little Big Horn Battlefield in Montana has the world's first...*what?*

◆◆◆

The traditional red cape does *not* provoke bulls, 'cuz they're colorblind. The bullfighters' tight pants, however...

◆◆◆

Brainteaser II: Which grows faster, fingernails or toenails?

◆◆◆

The "Caesar salad" *wasn't* first made in Italy. Actually, it came about in a Tijuana restaurant in the '20s. When the maitre d' discovered that a woman, eating the dish, was broke, he yelled that phrase out loud... and it stuck.

◆◆◆

No, a "mackle" isn't a type of fish - or a famous N.Y. Yankee slugger whose first name was Mickey...

◆◆◆

Louis Pasteur was so obsessed with germs that he refused to shake people's hands. What's more, word has it that he only French kissed with condoms.

◆◆◆

Custer's battlefield at Little Big Horn has the world's first solar bathroom. The General could've really used one that day, when he first saw who was coming over the hill.

◆◆◆

Snakes can hear with their tongue. Put your own lawyer punch line here.

◆◆◆

George Greenwood was the dentist who made George Washington's false teeth. That's right, he was the first George Washington Carver.

◆◆◆

Fingernails grow an inch a year, four times faster than toenails...which are four times faster than anyone who delivers the U.S. Nail.

◆◆◆

Allegedly, a hippopotamus can outrun a man. Unless it's chasing one.

◆◆◆

"Mackle," n: a blur in printing. See smudge this up.



Percentage of PDs who...

- ◆ ... doubled their promo budget for the Spring book.
- ◆ ... tightened their playlist for the Spring book.
- ◆ ... suddenly found religion during the Spring book.

## RIMSHOTS

by Dwayne & Jeff

Sorry, there will be no wisecracks about the O.J. murder case this week. After all, nothing eventful happened...besides the alibi witness Marine who changed his testimony hourly because of what he remembered in his dreams...and F. Lee Bailey using the "N" word dozens of times to prove that Mark Fuhrman was a racist...and *Bill & Ted's Excellent Adventure* stand-in Kato Kaelin, whose standard response to every question was "huh?"...and Johnny Cochran's former mistress of 18 years, who was *shocked and surprised* when Cochran stopped making \$400-a-month payments cuz she opened her yap on *Geraldo* - then sues him for a measly million bucks. We'd rather talk about something more believable, like the latest episode of *Models, Inc.*

◆◆◆

How ridiculous is it getting? Listen to your local Talk radio station for the callers' conspiracy theories. Our favorite: Fuhrman planted the glove, but the ploy didn't really sprout until Cochran laid on plenty of fertilizer...

◆◆◆

How outrageous are the conspiracy theories? Even Oliver Stone doesn't buy 'em.

◆◆◆

Lost in the hubbub is the Heidi Fleiss hooker ring trial. "Mayflower Madam" Sidney Biddle Barrows was actually hired to report on the goings-on.

Even as a free-lancer, Barrows gives new meaning to getting paid by the word. She charges extra for asking dirty questions.

◆◆◆

New Toy Of The Week: The Sharper Image now offers "Lava Buns," a seat cushion that, when warmed in a microwave, can keep a tush toasty for eight hours in a chilly outdoor stadium.

For a little extra, you can get the deluxe model, which steam-cleans the affected area.

◆◆◆

In *USA Today*, Dr. Ruth declines to call explicit on-line chat services as "the ultimate" in safe sex because, "the human element is missing."

Obviously, she hasn't been to many singles bars lately.

◆◆◆

Because of rising costs, people in Robertson County, KY who need an ambulance to be taken to the hospital will be charged \$165 per trip and \$3.50 per mile.

The new rates go into effect as soon as they can hire drivers away from their New York City training grounds - you know, the ones with all-consonant last names.

◆◆◆

An Akron, OH woman's \$13 million lawsuit against a hair design studio for allegedly gluing her eyes shut was dismissed.

Apparently, an employee took her seriously when she said that she "couldn't bear to look" at her new hair-do.

◆◆◆

Desperate to catch the culprits who planted the bomb that destroyed Pan Am 103, the feds are recruiting informers by putting up posters offering \$4 million for their capture and conviction.

If that doesn't work, they'll do a mass mailing with Ed McMahon declaring, "You May Have Just Won \$4 Million In Terrorist Cleaninghouse Sweepstakes."

◆◆◆

A 40-year-old man was arrested in Twin Falls, ID after standing like a mannequin in the display window of a department store - naked from the waist down.

The attorney for the defense hopes to have the charges dropped due to insufficient evidence.





# traci lords

The first single, 12" & video

## CONTROL

Produced by Juno Reactor with mixes by The Overlords, DJ Digt & DJ E FX

*ON YOUR DESK NOW*

**Early Add-WWKX Providence!**

**Video Out Now!**

**Spinning:** Z100 KRBE Q99 XL106 KZHT WPST WGRD  
WABB WAQZ KEDG XHPM 91X KEDJ KCL X96

**Add:**  MUSIC TELEVISION  
YOU CONTROL

“Control”, already a white label favourite with the likes of Paul Oakenfold and a Billboard top five dance hit in the U.S., is a high-energy demonic pop song that has already found its niche in the clubs without anyone really knowing that Traci Lords was the voice behind it. The album that it heralds, however, mixes high camp with low rent, ambient washes with hard-edged aggressive techno pop. 1,000 Fires is a sophisticated autobiographical take on the life of Traci Lords.”

- The Face - March 1995

**From The Debut Album 1,000 Fires**



radio.itive

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# MOST REQUESTED



**WHTZ NEW YORK, FREDDY VETTER**

1. Weezer, Buddy Holly
2. Live, Lightning Crashes
3. Green Day, When I Come Around
4. Offspring, Got To Get Away
5. Madonna, Take A Bow



**WBBM FM CHICAGO, GEORGE McFLY**

1. 4 PM, Sukiyaki
2. The Outhere Brother, Pass The Toilet
3. Gillette, Mr. Personality
4. Fast Eddie, Pump It
5. Rednex, Cotton Eye Joe



**WJMN BOSTON, RALPHIE MARINO**

1. Dr. Dre, Keep Their Heads Ringin'
2. Subway ♪ 702, This Lil' Game
3. Vicious, Nika
4. Raphael Saadiq, Ask Of You
5. 2 Pac, Dear Mama



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

1. RBL Posse, Bounce To This
2. TLC, Waterfalls
3. K7, Move It Like This
4. Subway ♪ 702, This Lil' Game
5. E-40, I Luv



**WHYI MIAMI, JADE ALEXANDER**

1. Real McCoy, Another Night
2. Bon Jovi, Always
3. Londonbeat, Come Back
4. Firehouse, I Live My Life
5. Real McCoy, Run Away

# MOST REQUESTED USA

1. Rednex / Cotton Eye Joe
2. TLC / Red Light Special
3. Green Day / When I Come Around
4. Firehouse / I Live My Life For You
5. Boyz II Men / Thank You
6. Gillette / Mr. Personality
7. Live / Lightning Crashes
8. Real McCoy / Run Away
9. Blessid Union Of Souls / I Believe
10. Sheryl Crow / Strong Enough



**WKQR CINCINNATI, RACE TAYLOR**

1. Green Day, When I Come Around
2. Blessid Union Of Souls, I Believe
3. Gloria Estefan, Everlasting Love
4. Sheryl Crow, Strong Enough
5. Pearl Jam, Better Man



**KPWR LOS ANGELES, BIG BOY**

1. Skee-Lo, I Wish
2. Mary J. Blige, I'm Goin' Down
3. TLC, Red Light Special
4. Da Brat, Da B Side
5. DJ Quik, Safe & Sound



**KKRZ PORTLAND, SCOTT LANDER**

1. Green Day, When I Come Around
2. Blessid Union Of Souls, I Believe
3. Dionne Farris, I Know
4. TLC, Red Light Special
5. Boyz II Men, Water Runs Dry



**WKQB ST LOUIS, RIKK IDOL**

1. Gillette, Mr. Personality
2. Boyz II Men, Water Runs Dry
3. Pearl Jam, Better Man
4. Duran Duran, White Lines
5. Green Day, When I Come Around



**WKSS HARTFORD, MICHAEL MAZE**

1. Soul For Real, Candy Rain
2. Green Day, When I Come Around
3. Max-A-Million, Fat Boy
4. Boyz II Men, On Bended Knee
5. Weezer, Buddy Holly
6. TLC, Red Light Special
7. Ini Kamoze, Here Comes The
8. Jamie Walters, Hold On
9. Brandy, Baby



**KROC ROCHESTER, JAMES RABE**

1. Live, Lightning Crashes
2. TLC, Creep
3. Jamie Walters, Hold On
4. Real McCoy, Run Away
5. Firehouse, I Live My Life
6. Blessid Union Of Souls, I Believe
7. Green Day, When I Come Around
8. Sheryl Crow, Strong Enough
9. Hootie & The Blowfish, Hold My



**KISF KANSAS CITY, BOOKER MADISON**

1. Green Day, Tired Of Waiting
2. Stone Temple Pilots, Pretty Penny
3. Live, Lightning Crashes
4. Bush, Everything Zen
5. Hootie & The Blowfish, Let Her
6. PJ Harvey, Down By The Water
7. Green Day, Welcome To Paradise
8. Pearl Jam, Yellow Ledbetter
9. Sheryl Crow, D'yer Maker
10. Sponge, Plowed



MON	TUE	WED
	8	9
	<i>Diane Farris on Saturday Night Live</i>	
10	11	12
	<i>Bruce's Secret Garden in-store</i>	
17	18	19
	<i>Keith Martin's album "It's Long Overdue" in-store</i>	
24	25	26

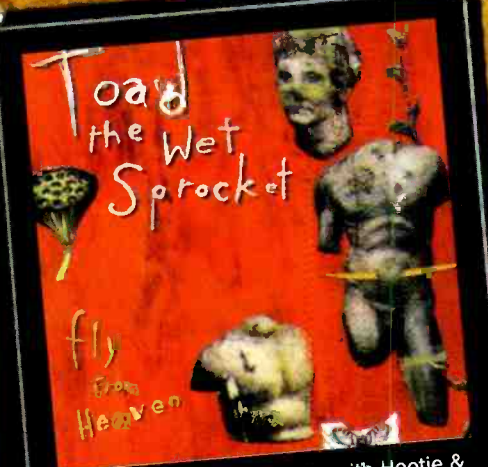
Have you listened to *Secret Garden* yet? You must. The soon-to-be-released first Top 40 single from the #1 album "Bruce Springsteen Greatest Hits" is a beautiful and emotional song; lyric sheets are on their way to you. Roy Kalusa from Q106 said, "Secret Garden has the same haunting feeling as *Streets Of Philadelphia*."



**Diane Farris**  
i know

The #1 Top 40/Mainstream song in America is a hit for every audience. Just ask Russ Allen at 92Q who says, "I'm convinced this record can and will work for rhythm radio," and Danny Clayton at WKTI adds, "Our #1 call-out record," and Chuck Geiger from KISF says, "#6 in call-out and fits perfectly with our post-modern mix."

**TV Buzz Bin** **Large** **TOP**



**Toad the Wet Sprocket**  
fly From Heaven

Toad's sold-out national tour with Hootie & The Blowfish continues. Hot 100 airplay on *Fly From Heaven* in these cities: Hartford, Philadelphia, Cleveland, Chicago, Cincinnati, Columbus, Milwaukee, Kansas City, St. Louis, New Orleans and Sacramento. New major airplay commitments include KRBE, WKSS, KISF, WZJM and WSTW.

She is the follow-up single to *(I Could Only) Whisper Your Name* from Harry Connick, Jr.'s 7th Platinum-plus album. See Harry on his college tour beginning this April. Jeff Buckley's national tour begins April 20th. Check out his new video *Last Goodbye* - an **TV Buzz Clip**.



**Parao**

In rotation at WWKX, Power 96, KMXV, KZFM, KLRZ, KTFM, KZHT, WJ'S. Top 10 rotation at B96 in Chicago and Erik Bradley wants you to know, "This song has been a big hit in Chicago for quite some time. It's no surprise, though, it follows right in the Mainstream footsteps of Real McCoy."

[www.sony.com](http://www.sony.com)





# MOST REQUESTED



Today's Best Music!

**KIOK Tri-CITIES, MICHAEL DEAN**

1. Blessid Union Of Souls, I Believe
2. Rednex, Cotton Eye Joe
3. Firehouse, I Live My Life
4. Boyz II Men, Thank You
5. Sheryl Crow, Strong Enough



**KKXL GRAND FORKS, TREVOR DEE**

1. Rednex, Cotton Eye Joe
2. Blessid Union Of Souls, I Believe
3. Gillette, Mr. Personality
4. TLC, Red Light Special
5. Live, Lightning Crashes



**WNOK FM COLUMBIA, JO JO FRIDAY**

1. Rednex, Cotton Eye Joe
2. Live, Lightning Crashes
3. TLC, Red Light Special
4. Pearl Jam, Better Man
5. Boyz II Men, Thank You



**WLAN LANCASTER, DANA DANA**

1. Real McCoy, Run Away
2. Rednex, Cotton Eye Joe
3. Soul For Real, Candy Rain
4. Live, Lightning Crashes
5. Gillette, Mr. Personality

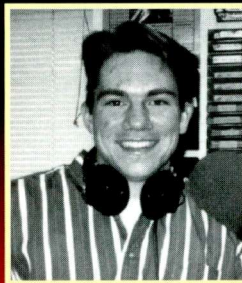


**WOSC OCEAN CITY, KYM MCKAY**

1. Green Day, When I Come Around
2. Nirvana, The Man Who
3. Sheryl Crow, Strong Enough
4. Hootie & The Blowfish, Let Her
5. Live, Lightning Crashes

## NIGHT PERSON OF THE WEEK

Brad Douglas KIXY San Angelo



1. TLC / Red Light Special
2. Rednex / Cotton Eye Joe
3. Subway f/702 / This Lil' Game We Play
4. Max-A-Million / Fat Boy
5. Adina Howard / Freak Like Me



**WSNX GRAND RAPIDS, KEITH CURRY**

1. Rednex, Cotton Eye Joe
2. TLC, Red Light Special
3. Firehouse, I Live My Life
4. Real McCoy, Run Away
5. Ini Kamoze, Here Comes The



**KTFM SAN ANTONIO, JOEY DEE**

1. Stevie B., Dream About You
2. Rednex, Cotton Eye Joe
3. Soul For Real, Candy Rain
4. K7, Move It Like This
5. Nikki French, Total Eclipse Of



**KSLY SAN LUIS OBISPO, CRAIG PAYNE**

1. Rednex, Cotton Eye Joe
2. Jamie Walters, Hold On
3. Boyz II Men, Thank You
4. Green Day, When I Come Around
5. Ini Kamoze, Here Comes The



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

1. Green Day, When I Come Around
2. Real McCoy, Run Away
3. Nikki French, Total Eclipse Of
4. Lil' Suzy, Take Me In Your Arms
5. Boyz II Men, Water Runs Dry



**WWST KNOXVILLE, TODDZILLA**

1. TLC, Red Light Special
2. Boyz II Men, Water Runs Dry
3. Green Day, When I Come Around
4. Blessid Union Of Souls, I Believe
5. Jamie Walters, Hold On



**WAYV ATLANTIC CITY, PAUL KELLY**

1. Real McCoy, Run Away
2. Green Day, When I Come Around
3. TLC, Red Light Special
4. Boyz II Men, Thank You
5. The Human League, Tell Me



**KCLD St CLOUD, MIKE DANGER**

1. Rednex, Cotton Eye Joe
2. Firehouse, I Live My Life
3. Gillette, Mr. Personality
4. Blessid Union Of Souls, I Believe
5. Real McCoy, Run Away



**WVSR CHARLESTON, McFLY**

1. TLC, Red Light Special
2. Rednex, Cotton Eye Joe
3. Adina Howard, Freak Like Me
4. Boyz II Men, Thank You
5. Firehouse, I Live My Life
6. Gillette, Mr. Personality
7. Letters To Cleo, Here And Now
8. Soul For Real, Candy Rain
9. Brandy, Baby



WE PLAY THE HITS!

**WNTQ SYRACUSE, RAGMAN**

1. Firehouse, I Live My Life
2. Pearl Jam, Better Man
3. Rednex, Cotton Eye Joe
4. Nikki French, Total Eclipse Of
5. Green Day, When I Come Around
6. Live, Lightning Crashes
7. Boyz II Men, Thank You
8. 2 Unlimited, Get Ready For This
9. the cranberries, Ode To My Family



**WJMX FLORENCE, C.J. MCKAY**

1. Van Halen, Can't Stop Lovin'
2. Live, Lightning Crashes
3. Flaming Lips, She Don't Use Jelly
4. U 2, Dancing Barefoot
5. Oasis, Live Forever
6. Stone Temple Pilots, Pretty Penny
7. Nirvana, The Man Who



# SOPHIE B. HAWKINS

## "As I Lay Me Down"

• "Sophie's live on-air performance created major listener response."

- Casey Keating, PD, Y100, Miami



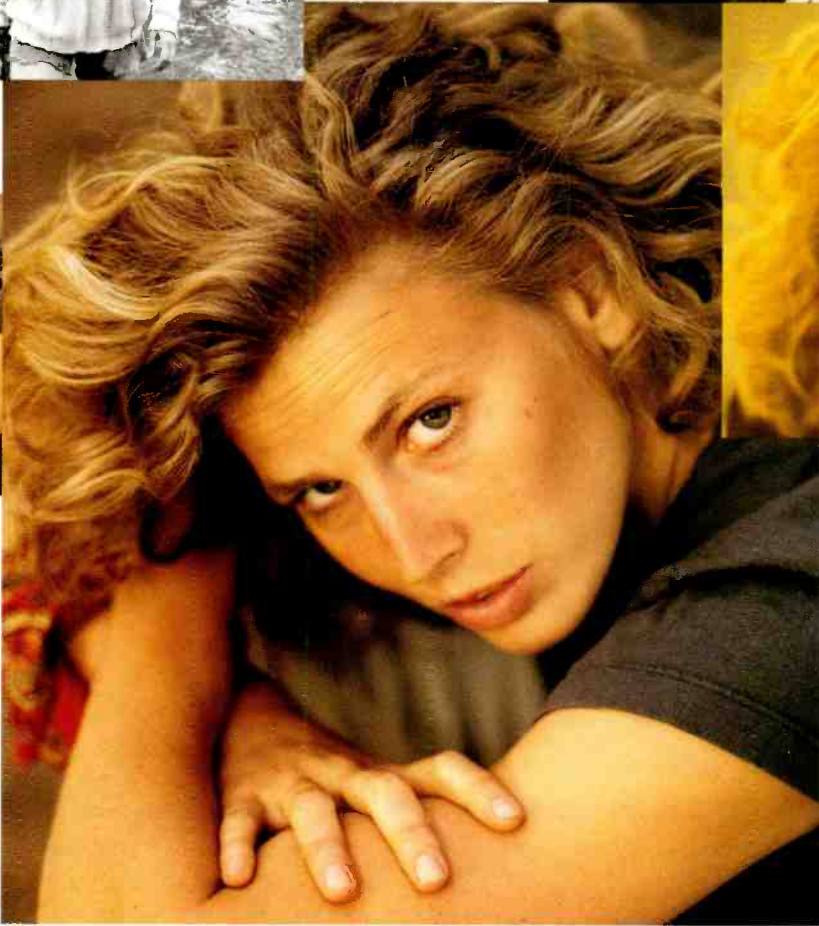
• "Sophie's performance on the Z Morning Zoo was spectacular!"

- Ken Benson, PD, KKRZ, Portland



• "The best live performance I've ever seen...and we've had PEOPLE here! Sophie has an incredible energy and a rawness that's mesmerizing! The glass in the studio was steaming, she was so hot!"

-Vic The Brick, Rick Dees In The Morning, KIIS FM, Los Angeles



• "Our morning show had more fun with Sophie than with any other artist I can remember! Her personality, charm, and charisma mirror her talents and we welcome her back anytime!"

- Tim Richards, MD, KRQ, Tucson

• "Extremely active phone record with impressive call-out."

**25 SPINS!**

- Danny Clayton, PD, WKTI, Milwaukee

**MILWAUKEE SOUNDSCAN SINGLE #52\***

### NEW ROTATION:

WNVZ  
WGTZ

KKRD  
Y107

WKRZ  
WSTW

From the album "WHALER."

CT/CK 53300

Produced by Stephen Lipson.

**COLUMBIA**

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

# MOST REQUESTED



**KZIO DULUTH, MICHAEL WILDE**

1. Firehouse, I Live My Life
2. Ini Kamozé, Here Comes The
3. Real McCoy, Run Away
4. Green Day, When I Come Around
5. Rednex, Cotton Eye Joe
6. Pearl Jam, Better Man
7. TLC, Creep
8. Sheryl Crow, Strong Enough
9. Hootie & The Blowfish, Let Her



**WFLY ALBANY, ELLEN ROCKWELL**

1. TLC, Red Light Special
2. Gillette, Mr. Personality
3. Soul For Real, Candy Rain
4. Boyz II Men, Thank You
5. Rednex, Cotton Eye Joe
6. Brandy, Baby
7. Nikki French, Total Eclipse Of
8. Firehouse, I Live My Life
9. Adina Howard, Freak Like Me
10. Fun Factory, Close To You



**KCDD ABILENE, STEVE BROWN**

1. TLC, Creep
2. Flaming Lips, She Don't Use Jelly
3. Firehouse, I Live My Life
4. Immature, Constantly
5. Boyz II Men, Water Runs Dry



**WBHT WILKES-BARRE, BILLY HAMMOND**

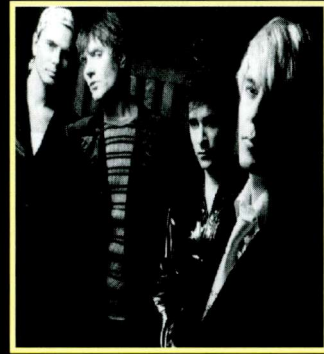
1. TLC, Red Light Special
2. Gillette, Mr. Personality
3. Offspring, Got To Get Away
4. Boyz II Men, Thank You
5. Duran Duran, White Lines

## BREAK OUT

**ARTIST OF THE WEEK**

**DURAN DURAN**

*"White Lines"*



WKBQ	St. Louis	#4
WXYK	Gulfport/Biloxi	#4
WBHT	Wilkes/Barre	#5
KZFM	Corpus Christi	#5
WDJX	Louisville	#5



**KDUK EUGENE, BARRY MACGUIRE**

1. Blessid Union Of Souls, I Believe
2. TLC, Red Light Special
3. Rednex, Cotton Eye Joe
4. Soul For Real, Candy Rain
5. Green Day, When I Come Around



**KFTZ IDAHO FALLS, TODD SWAN**

1. Live, Lightning Crashes
2. Rednex, Cotton Eye Joe
3. Pearl Jam, Better Man
4. Siouxsie & The Banshees, O Baby
5. Elton John, Believe



**WMME AUGUSTA, JAY KRAMMER**

1. Boyz II Men, Water Runs Dry
2. Flaming Lips, She Don't Use Jelly
3. Firehouse, I Live My Life
4. Live, Lightning Crashes
5. Brownstone, If You Love Me



**WXLK ROANOKE, RICH E. CUNNINGHAM**

1. Rednex, Cotton Eye Joe
2. Green Day, When I Come Around
3. TLC, Red Light Special
4. Live, Lightning Crashes
5. Gillette, Mr. Personality



**WXMK BRUNSWICK, CHRIS CALLOWAY**

1. Willi One Blood, Whiney, Whiney
2. Rednex, Cotton Eye Joe
3. Keith Martin, Never Find Someone
4. Live, Lightning Crashes
5. TLC, Red Light Special



**WXYK GULFPORT/BILOXI, RON ST. JOHN**

1. Gillette, Mr. Personality
2. TLC, Red Light Special
3. Firehouse, I Live My Life
4. Duran Duran, White Lines
5. Soul For Real, Candy Rain



**WVAQ MORGANTOWN, CHRIS KNIGHT**

1. Hootie & The Blowfish, Let Her
2. Rednex, Cotton Eye Joe
3. TLC, Red Light Special
4. Gillette, Mr. Personality
5. Firehouse, I Live My Life



**Today's Best Music!**

**WQXA YORK, JO JO WALKER**

1. TLC, Creep
2. Real McCoy, Run Away
3. Soul For Real, Candy Rain
4. Van Halen, Can't Stop Lovin'
5. Boyz II Men, Thank You



**WDJX LOUISVILLE, MIKE SHANNON**

1. Rednex, Cotton Eye Joe
2. Firehouse, I Live My Life
3. Boyz II Men, Thank You
4. Real McCoy, Run Away
5. Duran Duran, White Lines
6. All-4-One, (She's Got) Skillz
7. Green Day, When I Come Around
8. Live, Lightning Crashes
9. TLC, Creep



**KZIO DULUTH, MICHAEL WILDE**

1. Firehouse, I Live My Life
2. Ini Kamozé, Here Comes The
3. Real McCoy, Run Away
4. Green Day, When I Come Around
5. Rednex, Cotton Eye Joe
6. Pearl Jam, Better Man
7. TLC, Creep
8. Sheryl Crow, Strong Enough
9. Hootie & The Blowfish, Let Her



# KEITH MARTIN

NEVER FIND SOMEONE LIKE YOU



**25\* Top 40 Rhythm Chart**  
**Album *It's Long Overdue***  
**in-store April 18th**  
**Over 600 Hot 100 Spins**

**Boston**

WJMN 41 Spins #22 SoundScan Single

**Washington, D.C.**

WPGC 12 Spins D-74 SoundScan Single  
New Airplay

**Jacksonville**

WHJX 25 Spins (Increased Airplay) #44 SoundScan Single  
WAPE 16 Spins (Increased Airplay)

**San Francisco**

KYLD 44 Spins (Increased Airplay) #16 SoundScan Single  
KMEL 11 Spins (Increased Airplay)

**Houston**

KBXX 28 Spins #26 SoundScan Single

**Seattle**

KUBE 28 Spins #11 SoundScan Single

**The debut single from the album "It's Long Over Due," coming in April.**  
**Also available on the "Bad Boys" Soundtrack.**



Produced by: Marti Sharron and Danny Sembello  
Management: (617) Management / Brooke Payne

\*Columbia® Reg. US Pat. & TM. Off. Marca Registrada. ©1994 Sony Music Entertainment, Inc. COLUMBIA

# MOST REQUESTED



**WXLC WAUKEGAN, BILL LLOYD**

1. Firehouse, I Live My Life
2. Van Halen, Can't Stop Lovin'
3. Bruce Springsteen, Murder Incorporated
4. Patty Smyth, Look What Love Has
5. The Human League, Tell Me
6. Dionne Farris, I Know
7. Blessid Union Of Souls, I Believe
8. Gloria Estefan, Everlasting Love
9. Jamie Walters, Hold On



**WIXX GREEN BAY, STEVE LOUZOS**

1. Firehouse, I Live My Life
2. Ini Kamoze, Here Comes The
3. Rednex, Cotton Eye Joe
4. Boyz II Men, Thank You
5. Real McCoy, Run Away
6. Weezer, Buddy Holly
7. TLC, Creep
8. Pearl Jam, Better Man
9. Green Day, When I Come Around



**WYCR YORK, CAPTAIN CDONNORS**

1. Live, Lightning Crashes
2. Green Day, When I Come Around
3. Boyz II Men, Thank You
4. Nirvana, The Man Who
5. TLC, Red Light Special



**KZMG BOISE, C.B.**

1. Rednex, Cotton Eye Joe
2. Green Day, When I Come Around
3. the cranberries, Ode To My Family
4. TLC, Creep
5. Blessid Union Of Souls, I Believe

# BUZZ RECORDS

1. Hootie & The Blowfish / Let Her Cry
2. the cranberries / Ode To My Family
3. Elton John / Believe
4. Boyz II Men / Thank You
5. Technotronic / Move It To The Rhythm



**WERZ EXETER, ROB WILDMAN WALKER**

1. Flaming Lips, She Don't Use Jelly
2. Boyz II Men, On Bended Knee
3. Green Day, When I Come Around
4. Blessid Union Of Souls, I Believe
5. Weezer, Buddy Holly



**KJYO OKLAHOMA CITY, DYLAN**

1. Gillette, Mr. Personality
2. Rednex, Cotton Eye Joe
3. All-4-One, (She's Got) Skillz
4. Boyz II Men, On Bended Knee
5. Ini Kamoze, Here Comes The



**WZEE MADISON, CATFISH COOPER**

1. Boyz II Men, Water Runs Dry
2. Rednex, Cotton Eye Joe
3. Pearl Jam, Better Man
4. Jamie Walters, Hold On
5. Live, Lightning Crashes



**KRQQ TUCSON, RYNO**

1. 69 Boyz, Tootsee Roll
2. Boyz II Men, On Bended Knee
3. Gillette, Mr. Personality
4. Green Day, When I Come Around
5. TLC, Red Light Special



**KFFM YAKIMA, JERRY KELLY**

1. Boyz II Men, Thank You
2. TLC, Red Light Special
3. Notorious B.I.G., Big Poppa
4. Subway fl 702, This Lil' Game
5. Green Day, When I Come Around



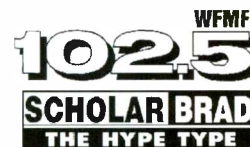
**WKPK TRAVERSE CITY, BRENT COGSWELL**

1. All-4-One, (She's Got) Skillz
2. Live, Lightning Crashes
3. Rednex, Cotton Eye Joe
4. TLC, Red Light Special
5. Gillette, Mr. Personality



**WWFX BANGOR, ZAK IVES**

1. Rednex, Cotton Eye Joe
2. Live, Lightning Crashes
3. Real McCoy, Run Away
4. Boyz II Men, Thank You
5. Hootie & The Blowfish, Let Her



**WFMF BATON ROUGE, SCHOLAR BRAD**

1. Deadeye Dick, New Age Girl
2. Brandy, Baby
3. Rednex, Cotton Eye Joe
4. TLC, Red Light Special
5. Gillette, Mr. Personality



**KWTX WACO, FLYIN' BRIAN**

1. Rednex, Cotton Eye Joe
2. Boyz II Men, Thank You
3. Gillette, Mr. Personality
4. Green Day, When I Come Around
5. TLC, Red Light Special



**KKBJ BEMIDJI, TONY KELLY**

1. Van Halen, Don't Tell Me
2. Simple Minds, She's A River
3. Hootie & The Blowfish, Let Her
4. Collective Soul, Gel
5. Green Day, When I Come Around



**KORQ ABILENE, JONATHAN TAYLOR**

1. Green Day, When I Come Around
2. Jamie Walters, Hold On
3. Dionne Farris, I Know
4. Nirvana, The Man Who
5. Live, Lightning Crashes



# FOREIGNER

## Until The End Of Time

**One Of The Most Added!**

**WABB  
KOKZ**

**WHOT  
KEZY**

**WKCI  
WKZL**

**KZMG  
WQIC**

**WKFR  
WVAQ**

**KLYV  
WXYK**

**OVER 100 STATIONS!**

**WPLJ 20x  
KKLQ 20x  
WRQX 33x**

**WKTI 26x  
KPLZ 18x  
WMC 18x**

**KISN 23x  
WFLY 13x  
KHMV 17x**

**KWMX 21x  
WMJQ 42x  
WTIC 15x**



**Add!**



**PRIORITY**  
10 YEAR ANNIVERSARY

© 1995 Rhythm Safari

Management: Steve Barnett & Stewart Young<sup>SM</sup> Hard To Handle

**There was only one Charlie Minor. ....**



**And if the long distance  
connection can be done,  
he'll make the call.**

From Charlie's friends at Island Records. 



# montell Jordan

**“this is how we do it”**

**hear it, feel it, read about it  
and then watch it **blow up!****

## **this is what they're saying:**

**“Mad Flava, Def Jam is kickin' some ole' R&B vibe for the 95”**

**Lucious Lee, KBXX Houston**

**“The music in this record with this man's incredible vocal talent will definitely do some damage. The project is Billboard Chart bound”**

**Dj Spen, WERQ Baltimore**

## **A CROSSOVER SMASH!**

KYLD 69 Plays  
WPGC 56 Plays  
92Q 37 Plays  
WJMN 31 Plays  
KKBT 25 Plays

KHQT 66 Plays  
WHJX 54 Plays  
KBXX 35 Plays  
KIKI 30 Plays  
WQHT 22 Plays  
KUBE 16 Plays

WJMH 64 Plays  
KMEL 53 Plays  
KGGI 33 Plays  
KPWR 27 Plays  
KSFM 19 Plays  
KZFM 14 Plays

Z90 63 Plays  
WHHH 52 Plays  
KTFM 32 Plays  
KPRR 26 Plays  
KLUC 18 Plays



**ACTIVE!**



**TOP-5 PHONES: KMEL**

**SOUNSCAN SINGLE 7-3\***

**RHYTHM CROSSOVER MONITOR 13-7\***



**Def  
Jam  
recordings  
Group Inc.**

*Charlie,*

*we love you...we'll always miss you!*

*There will never, ever be another friend like you.*

*You are a true inspiration.*

Your buddies at **COLUMBIA** and the **WORK** group.



*To our beloved friend,  
Charlie.*

*You will be missed.*

*The Elektra Entertainment Group*



*There's no love song finer  
But how strange the change  
From major to Minor...."*

“EVERY TIME WE SAY GOODBYE”

—Cole Porter



*For Charlie,*

From your friends at Warner Bros. and Reprise Records



**charlie minor**

**a great friend to us all  
we will miss you**



**In Memory of**  
**Charlie Minor**

**...a very special individual.**

**What made Charlie special  
was whether you were a president or a mail clerk,  
he treated all with equal respect and dignity.  
He went out of his way to help everyone in the industry,  
regardless of position or title.**

**No one will ever take his place.**

**-Marc Benesch**



*Charlie,  
we love you  
and we'll miss you.*



*From your friends  
at RCA.*



# Charlie Minor

---

His undaunted enthusiasm  
made even the impossible,  
*possible.*

We will always miss him.





# CHARLIE MINOR

**“A truly great man never puts away the simplicity of a child.”  
CHINESE PROVERB**

**FOREVER,  
Your Friends and Family at Geffen Records**



*In memory of Charlie Minor:*

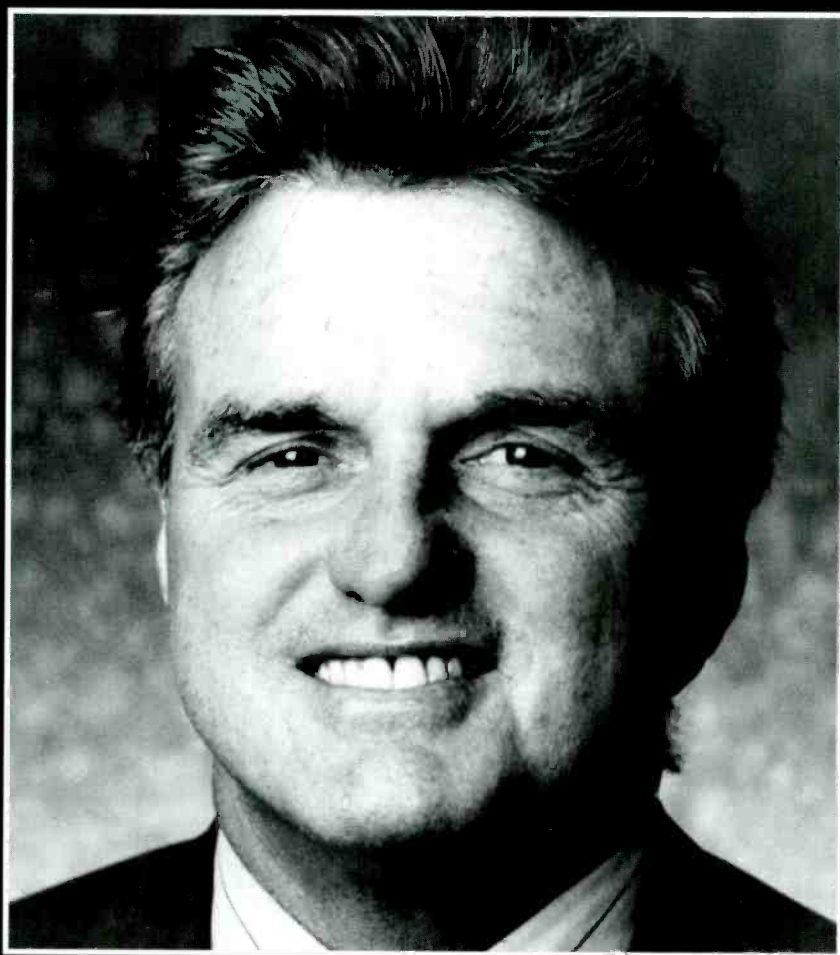
*Hey Buddy,  
you treated every  
person like a prince  
because you were  
a prince.*






Thanks for being  
a friend to us all.

We will miss  
you dearly.



Your friends at  
Mercury Records.


# SPINCYCLE™

TW	ARTIST	SONG	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW
1	Madonna	Take A Bow			9281	201	0	12	41.6
2	Dionne Farris	I Know	Page 49		8967	208	5	0	40.4
3	Sheryl Crow	Strong Enough			8472	204	2	0	39.5
4	Melissa Etheridge	If I Wanted To			6778	189	1	3	34.1
5	Martin Page	In The House Of Stone And Light			6217	178	1	2	33.3
6	Hootie & The Blowfish	Hold My Hand			6178	153	0	12	37.7
7	Jamie Walters	Hold On			6168	161	4	2	35.0
8	Green Day	When I Come Around			6108	168	0	5	33.0
9	Real McCoy	Run Away			5869	168	6	0	31.7
10	Blessid Union Of Souls	I Believe			5613	177	6	0	29.8
11	Des'ree	You Gotta Be			5600	147	1	9	34.9
12	Firehouse	I Live My Life For You			5390	164	3	0	32.3
13	Londonbeat	Come Back			5186	165	2	4	29.1
14	Brownstone	If You Love Me			4629	133	0	5	30.3
15	Boyz II Men	On Bended Knee			4572	130	0	20	31.5
16	Elton John	Believe			4562	198	1	0	21.8
17	TLC	Creep			4434	119	0	6	32.4
18	Eagles	Love Will Keep Us Alive			4376	144	2	10	29.4
19	Gloria Estefan	Everlasting Love			3955	139	0	8	26.8
20	Tom Petty	You Don't Know How It Feels			3867	125	1	9	29.8
21	Boyz II Men	Thank You			3862	148	6	3	24.6
22	Van Halen	Can't Stop Lovin' You	Page 21		3717	157	7	1	23.2
23	TLC	Red Light Special			3637	114	16	0	30.5
24	Soul For Real	Candy Rain			3631	105	13	1	31.5
25	Real McCoy	Another Night			3623	99	1	7	32.9
26	Bonnie Raitt	You Got It			3530	136	0	16	25.2
27	The Human League	Tell Me When			3506	160	17	0	22.0
28	Simple Minds	She's A River			3262	122	0	11	25.7
29	Brandy	Baby			3163	108	5	1	28.6
30	Pearl Jam	Better Man			3015	99	2	4	28.5
31	Live	Lightning Crashes			2927	136	5	1	20.3
32	Bon Jovi	Always			2901	95	0	17	28.6
33	The Cranberries	Ode To My Family			2786	131	3	3	20.2
34	Corona	The Rhythm Of The Night			2584	78	0	10	29.7
35	Annie Lennox	No More "I Love You's"			2520	147	16	1	17.4
36	4 PM	Sukiyaki			2379	83	0	23	26.5
37	Jade	Every Day Of The Week			2369	64	0	11	32.6
38	Blues Traveler	Run-Around			2272	120	17	1	20.6
39	Hootie & The Blowfish	Let Her Cry			2227	128	53	0	23.7
40	2 Unlimited	Get Ready For This			2195	66	1	5	24.0





# SPIN CYCLE

TW	ARTIST	SONG	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
41	Foreigner	Until The End Of Time	Page 55		2152	120	12	0	94	19.1
42	Rednex	Cotton Eye Joe	Page 35		2138	118	15	0	1	16.7
43	Melissa Etheridge	I'm The Only One			2064	68	0	11	96	26.3
43	Adina Howard	Freak Like Me	Page 43		1928	57	6	0	30	31.2
45	Boyz II Men	Water Runs Dry			1880	44	2	4	16	32.9
46	R.E.M.	Bang And Blame			1868	80	0	17	96	23.0
47	Bruce Springsteen	Murder Incorporated	Page 49		1819	80	0	4	58	22.1
48	Ini Kamoze	Here Comes The Hotstepper			1715	65	0	13	17	21.9
49	Amy Grant & Vince Gill	House Of Love			1652	59	0	6	95	26.9
50	Vanessa Williams	The Sweetest Days			1636	57	0	13	97	26.1
51	Oasis	Live Forever			1581	97	6	1	38	16.5
52	Mary J. Blige	I'm Goin' Down	Page 7		1577	44	5	1	51	31.3
53	Subway f/ 702	This Lil' Game We Play			1534	37	0	1	24	34.3
53	Dave Matthews Band	What Would You Say			1531	98	24	0	76	17.4
55	Duran Duran	White Lines			1495	95	10	4	18	15.7
56	Collective Soul	Gel			1490	71	0	20	31	20.2
57	Weezer	Buddy Holly			1430	69	0	16	19	19.7
58	Montell Jordan	This Is How We Do It	Page 57		1360	34	3	0	51	30.4
59	Andru Donalds	Mishale			1347	47	0	17	58	27.0
60	All-4-One	(She's Got) Skillz			1338	47	1	5	19	23.8
61	Blackstreet	Before I Let You Go			1314	31	0	4	98	35.2
62	Jon Secada	Mental Picture			1287	52	0	11	91	23.2
63	Gillette	Mr. Personality			1198	69	5	0	6	15.4
64	Janet Jackson	You Want This			1196	38	0	9	93	28.3
65	Keith Martin	Never Find Someone Like You	Page 53		1189	54	2	5	51	19.0
66	Stevie B.	Dream About You			1175	34	8	0	96	29.7
67	Toad The Wet Sprocket	Fly From Heaven	Page 49		1157	64	4	1	90	18.4
68	Richard Marx	Nothing Left Behind Us			1084	47	0	15	96	22.1
69	Brandy	I Wanna Be Down			1079	29	0	6	92	33.2
70	Crystal Waters	100% Pure Love			1018	44	0	6	92	22.1
71	Siouxie & The Banshees	O Baby			981	58	1	1	84	16.6
72	Notorious B.I.G.	Big Poppa			968	28	2	1	58	23.7
73	K7	Move It Like This			927	24	2	0	32	31.0
74	K-Ci Hailey	If You Think You're Lonely Now			900	28	1	4	99	29.6
75	Stone Temple Pilots	Pretty Penny			889	68	19	0	34	16.7
76	Nirvana	The Man Who Sold The World			859	39	0	11	27	19.2
77	Fun Factory	Close To You			849	35	5	0	58	21.2
78	Max-A-Million	Fat Boy			839	30	3	0	40	24.0
79	Immature	Constantly			836	26	0	11	47	28.4
80	John Mellencamp	Wild Night			830	40	0	6	91	20.1



## MOST ADDED

ARTIST/SONG/LABEL	TOTAL/ADDS
1 <b>HOOTIE &amp; THE BLOWFISH.</b> Let Her Cry (Atlantic/AG) WMGI KISX KHMV KIOC WZJM KROC WBIZ WBZZ WVAQ KWNZ	135/56
2 <b>SHERYL CROW.</b> D'yer Maker (Atlantic/AG) WAYV WRQK KFFM KKLQ WAOA WGRD WYCR WHHY WCIR WXSX	49/31
3 <b>DES'REE.</b> Feel So High (550 Music/Epic) WBMX KROC KIMN KKFR KHTN KWNZ WYHY KMGZ WWSR WKMX	85/30
4 <b>MADONNA.</b> Bedtime Story (Maverick/Sire/WB) WHTZ KKXX KHKS KNIN KFFM KKFR WKSS WZPL WYHY KZHT	33/26
5 <b>DAVE MATTHEWS BAND.</b> What Would You Say (RCA) WMMS WPST KRBE WQXA KMCK WWCK WAAL WNKI KIOK KLYV	105/25
6 <b>4 PM.</b> Lay Down Your Love (Next Plateau/London/Island) WIOQ KHQT WVAQ KKLQ WXXL KKRZ WYHY KBFM WWSR WKRZ	37/23
7 <b>LETTERS TO CLEO.</b> Here And Now (Giant) WHTZ KNIN WRQK WKBQ WKFR WPRO WLAN WHHY WGTZ KHTT	71/21
8 <b>THE HUMAN LEAGUE.</b> Tell Me When (Elektra/EEG) KRBE WBIZ WFLZ WOSC WTIC WKTI WSNX WVKX WAFX KZZU	173/19
8 <b>STONE TEMPLE PILOTS.</b> Pretty Penny (Atlantic/AG) KFFM WQGN KDUK WLAN WABB KHTT WWCK WNKI WERZ WBNQ	69/19
10 <b>BLUES TRAVELER.</b> Run-Around (A&M) WQIC WPLY WXXS WRQK WOSC WXIL WSTW WXSX WHOT WZEE	126/18
10 <b>BLACKSTREET.</b> Joy (Interscope/AG) KCAQ KHQT WJMN KBXX KFFM WQGN KDUK KTMT KZFM WWKX	29/18
12 <b>ANNIE LENNOX.</b> No More "I Love You's" (Arista) WAYV WPST WVAQ WKSS WAOA WKTI WKFR WSNX WDJX WYKS	158/17
13 <b>TLC.</b> Red Light Special (LaFace/Arista) WIOQ KHKS KNIN KIOC WKBQ WLAN WQXA WYCR WAEB WILN	128/16
13 <b>TECHNOTRONIC.</b> Move It To The Rhythm (SBK/EMI Records) WKZW WSPK KQKS XHTZ WZPL KZFM WDJX WFLY WKRZ KISR	43/16
15 <b>REDNEX.</b> Cotton Eye Joe (Battery/Jive) WHYT KKFR WDCG KZFM WQXA WYCR WAEB WILN WKMX KRQK	131/15
16 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA) WSNX WQXA WGTZ WAEB WRVQ WZOQ WBNQ WXXM WNDU WFMF	120/13
16 <b>DIANA KING.</b> Shy Guy (WORK) WMGI WBBM KDON KSFM WERQ KKRZ WGTZ WTWR WZOQ WIFC	49/13
16 <b>NIKKI FRENCH.</b> Total Eclipse Of The Heart (Critique) KXTZ WSPK WXXS WZJM WQGN WDJX WOWV WAEB WKDY WERZ	31/13
19 <b>FOREIGNER.</b> Until The End Of Time (Rhythm Safari/Priority) KEZY WQIC WVAQ WKCI WKFR WKZL WABB KLYV KOKZ WHOT	121/12
19 <b>DURAN DURAN.</b> White Lines (Capitol) WPRO KKRK KHFI WNKI WNDU WZEE WXKB KFTZ KIXY KQKY	104/12

## ACCELERATED AIRPLAY

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	INCREASED AIRPLAY
1 <b>THE HUMAN LEAGUE.</b> Tell Me When (Elektra/EEG) KSly WKZW WAYV WBSS WXXS KNIN KRBE KROC KZIO KFFM	+1343
2 <b>DES'REE.</b> Feel So High (550 Music/Epic) WMGI WSPK WBSS KISX WSTR KKFR WQGN WTIC KKLQ KDUK	+722
3 <b>JAMIE WALTERS.</b> Hold On (Atlantic/AG) WXXS KHMV KKFR WOSC WKCI KDUK WKTI WEDJ WDCG WKEE	+690
4 <b>REAL McCOY.</b> Run Away (Arista) WPGC KRBE WSTR KZIO WTBX WPOW WBZZ KWNZ KHTN WKSS	+677
5 <b>BLESSID UNION OF SOULS.</b> I Believe (EMI Records) WSPK KNIN KIMN KKFR KSFM WOSC WKSS WXXL WBWB KMGZ	+633
6 <b>TLC.</b> Red Light Special (LaFace/Arista) WMGI KKBK KPWR WBBM WZJM KZIO KFFM KSFM KHTN WAOA	+615
7 <b>SHERYL CROW.</b> Strong Enough (A&M) WMGI KEZY WBSS WXXS WSTR WFLZ WTIC WKCI WKSE WMJQ	+613
8 <b>VAN HALEN.</b> Can't Stop Lovin' You (WB) WAYV WPLY WPST WRQK KKFR WZPL KMGZ WXIL WGTZ WKRZ	+611
9 <b>FOREIGNER.</b> Until The End Of Time (Rhythm Safari/Priority) WSPK WRQK KZIO WVAQ WBWB KISN WQXA WFLY KSKG WIFC	+573
10 <b>HOOTIE &amp; THE BLOWFISH.</b> Let Her Cry (Atlantic/AG) KISX KIOC KZIO WVAQ WEDJ KUTQ WYCR WHHY WWSR WYKS	+515
11 <b>REDNEX.</b> Cotton Eye Joe (Battery/Jive) KKXX WBSS WZJM WVAQ KKFR KWNZ WAOA WZPL WDCG KMGZ	+476
12 <b>FIREHOUSE.</b> I Live My Life For You (Epic) WQIC WMGI KISX WZJM WKDD KIMN WBWB WLAN WFLY WAEB	+455
13 <b>STONE TEMPLE PILOTS.</b> Pretty Penny (Atlantic/AG) WSPK WPLY WHYT KIOC WRQK KFFM KTMT KUTQ WRFY KISR	+453
14 <b>DAVE MATTHEWS BAND.</b> What Would You Say (RCA) WHYT KRBE KROC WBIZ KWNZ WOSC KUTQ WPRO WYCR WTWR	+450
15 <b>ELTON JOHN.</b> Believe (Rocket/Island) KEZY KDWB WQGN WHHY WXXQ WAEB WKDY WBNQ WMEE WWKZ	+427
16 <b>LETTERS TO CLEO.</b> Here And Now (Giant) KIOC WZJM KTMT KUTQ WYCR WWSR KISR WZOQ WTWR KIOK	+371
17 <b>SOUL FOR REAL.</b> Candy Rain (Uptown/MCA) KGGI KHQT WPGC KUBE KWNZ WDCG KMGZ KBFM WNNK WOVV	+344
18 <b>DIANA KING.</b> Shy Guy (WORK) WBBM WJMN WERQ KZHT KZFM WWKX WYKS WHJX WKDY KLYV	+339
18 <b>MARTIN PAGE.</b> In The House Of Stone And Light (Mercury) KEZY WIOQ KIOC WRQK WNCI KMGZ WYCR WKZL WAEB WNTQ	+339
20 <b>TECHNOTRONIC.</b> Move It To The Rhythm (SBK/EMI Records) WMGI WBSS KIOC KWNZ WAOA WKSE KMGZ KZHT WFHN WILN	+314

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← the highwaymen →



the road goes on forever

Johnny Cash · Willie Nelson · Kris Kristofferson · Waylon Jennings  
going for immediate airplay



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# NETWORK <sup>40</sup>

## PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	ZW	LW	TW
1 MADONNA. Take A Bow (Maverick/Sire/WB)	10537	9950	9281
2 DIONNE FARRIS. I Know (Columbia)	8255	8687	8967
3 <b>SHERYL CROW. Strong Enough (A&amp;M)</b>	7363	7859	8472
4 MELISSA ETHERIDGE. If I Wanted To (Island)	6619	6660	6778
5 MARTIN PAGE. In The House Of Stone And Light (Mercury)	5637	5878	6217
6 HOOTIE & THE BLOWFISH. Hold My Hand (Atlantic/AG)	6831	6542	6178
7 <b>JAMIE WALTERS. Hold On (Atlantic/AG)</b>	4987	5478	6168
8 GREEN DAY. When I Come Around (Reprise)	5994	6107	6108
9 <b>REAL McCOY. Run Away (Arista)</b>	4443	5192	5869
10 <b>BLESSID UNION OF SOULS. I Believe (EMI Records)</b>	4213	4980	5613
11 DES'REE. You Gotta Be (550 Music/Epic)	6167	5986	5600
12 FIREHOUSE. I Live My Life For You (Epic)	4380	4935	5390
13 LONDONBEAT. Come Back (Radioactive)	4715	5064	5186
14 BROWNSTONE. If You Love Me (MJJ Music/Epic)	4705	4729	4629
15 BOYZ II MEN. On Bended Knee (Motown)	6401	5336	4572
16 ELTON JOHN. Believe (Rocket/Island)	3218	4135	4562
17 TLC. Creep (LaFace/Arista)	5386	4751	4434
18 EAGLES. Love Will Keep Us Alive (Geffen)	4877	4769	4376
19 GLORIA ESTEFAN. Everlasting Love (Epic)	3943	3940	3955
20 TOM PETTY. You Don't Know How It Feels (WB)	5320	4531	3867
21 BOYZ II MEN. Thank You (Motown)	3185	3641	3862
22 <b>VAN HALEN. Can't Stop Lovin' You (WB)</b>	2563	3106	3717
23 <b>TLC. Red Light Special (LaFace/Arista)</b>	2441	3022	3637
24 SOUL FOR REAL. Candy Rain (Uptown/MCA)	3199	3287	3631
25 REAL McCOY. Another Night (Arista)	4567	4032	3623
26 BONNIE RAITT. You Got It (Arista)	3540	3574	3530
27 <b>THE HUMAN LEAGUE. Tell Me When (Elektra/EEG)</b>	316	2163	3506
28 SIMPLE MINDS. She's A River (Virgin)	3135	3458	3262
29 BRANDY. Baby (Atlantic/AG)	2948	3068	3163
30 PEARL JAM. Better Man (Epic)	3130	2927	3015
31 LIVE. Lightning Crashes (Radioactive)	2154	2635	2927
32 BON JOVI. Always (Mercury)	3881	3291	2901
33 THE CRANBERRIES. Ode To My Family (Island)	2479	2640	2786
34 CORONA. The Rhythm Of The Night (Eastwest/EEG)	3354	2897	2584
35 ANNIE LENNOX. No More "I Love You's" (Arista)	1817	2252	2520
36 4 PM. Sukiyaki (Next Plateau/London/Island)	3596	3077	2379
37 JADE. Every Day Of The Week (Giant)	3091	2578	2369
38 BLUES TRAVELER. Run-Around (A&M)	1471	1992	2272
39 <b>HOOTIE &amp; THE BLOWFISH. Let Her Cry (Atlantic/AG)</b>	1072	1712	2227
40 2 UNLIMITED. Get Ready For This (Radikal/Critique)	2197	2193	2195

BULLETS INDICATE INCREASED AIRPLAY

ARTIST/SONG/LABEL	ZW	LW	TW
41 <b>FOREIGNER. Until The End Of Time (Rhythm Safari/Priority)</b>	790	1579	2152
42 REDNEX. Cotton Eye Joe (Battery/Jive)	1087	1662	2138
43 MELISSA ETHERIDGE. I'm The Only One (Island)	2474	2273	2064
44 ADINA HOWARD. Freak Like Me (Eastwest/EEG)	1595	1722	1928
45 BOYZ II MEN. Water Runs Dry (Motown)	1935	1970	1880
46 R.E.M. Bang And Blame (WB)	3589	2412	1868
47 BRUCE SPRINGSTEEN. Murder Incorporated (Columbia)	1539	1826	1819
48 INI KAMOZE. Here Comes The Hotstepper (Columbia)	2275	1950	1715
49 <b>AMY GRANT &amp; VINCE GILL. House Of Love (A&amp;M)</b>	1702	1612	1652
50 VANESSA WILLIAMS. The Sweetest Days (Wing/Mercury)	2176	1803	1636
51 OASIS. Live Forever (Epic)	1300	1516	1581
52 MARY J. BLIGE. I'm Goin' Down (Uptown/MCA)	1401	1463	1577
53 SUBWAY F/ 702. This Lil' Game We Play (Biv 10/Motown)	1364	1422	1534
54 DAVE MATTHEWS BAND. What Would You Say (RCA)	682	1081	1531
55 DURAN DURAN. White Lines (Capitol)	1157	1452	1495
56 COLLECTIVE SOUL. Gel (Atlantic/AG)	2030	1850	1490
57 WEEZER. Buddy Holly (DGC)	2350	1745	1430
58 MONTELL JORDAN. This Is How We Do It (PMP/ral/Island)	820	1055	1360
59 ANDRU DONALDS. Mishale (Metro Blue/Capitol)	2358	1744	1347
60 ALL-4-ONE. (She's Got) Skillz (Blitz/Atlantic/AG)	1302	1380	1338
61 BLACKSTREET. Before I Let You Go (Interscope/AG)	1584	1496	1314
62 JON SECADA. Mental Picture (SBK/EMI Records)	1654	1440	1287
63 GILLETTE. Mr. Personality (SOS/Zoo)	1078	1154	1198
64 JANET JACKSON. You Want This (Virgin)	1555	1447	1196
65 KEITH MARTIN. Never Find Someone Like You (Columbia)	1264	1307	1189
66 STEVIE B. Dream About You (Thump)	784	1031	1175
67 TOAD THE WET SPROCKET. Fly From Heaven (Columbia)	726	993	1157
68 RICHARD MARX. Nothing Left Behind Us (Capitol)	1957	1515	1084
69 BRANDY. I Wanna Be Down (Atlantic/AG)	1323	1166	1079
70 CRYSTAL WATERS. 100% Pure Love (Mercury)	1125	1057	1018
71 SIOUXSIE & THE BANSHEES. O Baby (Wonderland/Geffen)	693	933	981
72 NOTORIOUS B.I.G. Big Poppa (Bad Boy/Arista)	946	949	968
73 K7. Move It Like This (Tommy Boy)	873	887	927
74 K-CI HAILEY. If You Think You're Lonely Now (Mercury)	1003	1004	900
75 STONE TEMPLE PILOTS. Pretty Penny (Atlantic/AG)	217	436	889
76 NIRVANA. The Man Who Sold The World (DGC)	1360	1067	859
77 FUN FACTORY. Close To You (Curb/AG)	482	610	849
78 MAX-A-MILLION. Fat Boy (SOS Records)	640	765	839
79 IMMATURE. Constantly (Slias/MCA)	1467	1047	836
80 JOHN MELLENCAMP. Wild Night (Mercury)	807	777	830

ACCELERATED AIRPLAY HIGHLIGHTED  
DETAILS ON PAGE 70