

NETWORK ⁴⁰

Issue 228 • September 2, 1994



**Interview With
Scott Shannon**

**Spotlight On
KIXY San Angelo**

**October
Promo Planner**

**Editorial:
What's More
Important Than
The Music?**

**Programmer's
Conference Call:
Telephone Research**

weezer

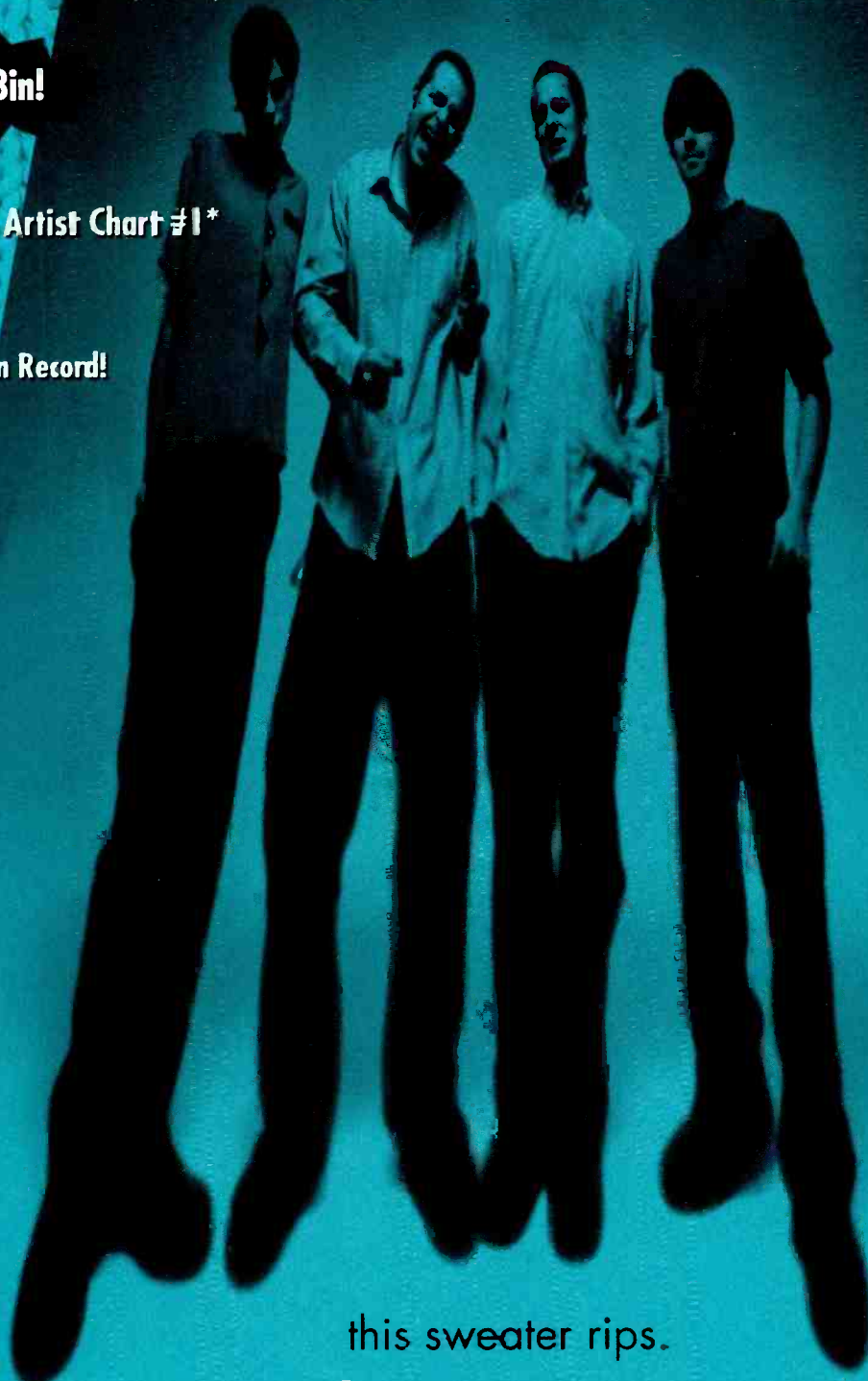
 Buzz Bin!

SoundScan New Artist Chart #1*
(11,116 Units)

Top 5 Post Modern Record!

Early Top 40 Airplay At:

WHYY Detroit 54 Plays (#3 Phones!!!)
KUBE Seattle 15 Plays
B97 New Orleans 15 Plays
WHJX Jacksonville 26 Plays
And 6 More Early Commitments!



this sweater rips.

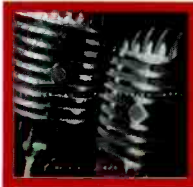
"undone-the sweater song"

the first single • from the self-titled debut album



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#1 Most Added ▶



#1 PPW ▶



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(Clockwise from top right): Scott Shannon, Naomi DiClen entre, Joe Nolan, Todd Pettengill.

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"Only Waiting For You"
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DA YOUNGSTAS
"Hip Hop Ride"
(EASTWEST)

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Kevin Peterson Finds The South Star

Accepts The APD/MD Gig at Star 94 Atlanta

NEW RADIO BUZZWORD

The latest *term du jour* is "triopoly." The FCC hasn't allowed them yet, but Terry Jacobs and his Regent Communications are planning to do just that. They'll acquire KRLV Las Vegas, then have GM Kurt Mische manage all of Regent's interests, including soon-to-be-acquired KFMS AM/FM and its sales agreement with KEYV-FM. What, you forgot to bring your scorecard?

COMING & GOING

Ali Shepard was appointed GM at KSOL San Francisco... Tom "Jammer" Naylor was named MD at WEDJ "The Edge" Charlotte... J.J. Rice was named MD at WPXY Rochester. J.J. replaces Cat Collins, who is now MD at WJMN Boston... Jodi St. John will replace Brian Maas as PD of KKBJ Bemidji. Also, Matt Sweet came over from WMEQ to be MD/afternoons and Tom Knight was upped from part-time to full-time overnights... Mark McGill was hired to do mornings at WIFC Wausau.

SEEING \$POTS...

More good news from the Radio Advertising folks. July revenues, according to RAB, were a healthy 11% above and beyond 1993's figures. National buys jumped 12% while local bucks rose 8%. The Southeast and Midwest were the national reps' favorite regions, spending 20% and 19% more money this year, respectively. Local revenues increased the most in the Southwest (12%) with the East enjoying a bump of 11%.

ARROW ON THE BIRD

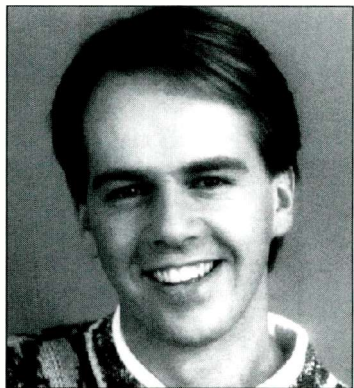
KCBS L.A. may have gotten the '70s Oldies format off the ground when it renamed its station "The Arrow," but Westwood One is about to put it in orbit. Westwood One Radio Networks President/Programming Ed Salamon hopes to have a 24-hour version of the format on satellite as soon as possible. However, it doesn't look like WW1 will be in solo orbit for long. Word has it that at least one major competitor has a similar-sounding format in development.

Kevin Peterson will leave his MD gig at KDWB Minneapolis to take on APD/MD duties at WSTR "Star 94" Atlanta. Peterson will replace PD Lee Chesnut, who recently was named VP Music Programming for VH-1 in New York City.

"Star 94 conducted an intensive nationwide search for Chesnut's replacement," notes Star 94 OM Tony Novia. "Lee's shoes are very, very big shoes to fill and we were overwhelmed with the amount of quality people who want to work at Star 94 and live in Atlanta. Kevin was chosen because of his music excellence, reputation and winning record."

Peterson started his career at KKXL Grand Forks and WABB Mobile before moving to the Minneapolis heritage Top 40. "KDWB is a legendary radio station and it is hard to leave great people like GM Mark Kalman and PD Mark Bolke," Peter-

son says. "It was probably the toughest decision I've ever had to make, just because we've gotten settled here, the station's doing well and Mark is great to work for. In fact, if it was almost any other opportunity, I no doubt would have passed it up.



KEVIN PETERSON

"But since my family and my wife's family are both in the South, Jefferson Pilot's a great company and

I heard great things about working with Tony, this opportunity was too good to pass up. Star 94 is well on its way to building a dynasty in Atlanta and I look forward to working with Jefferson Pilot President Clarke Brown, GM Mark Kanov and, of course, OM Tony Novia."

Having programmed in the South and with family in Atlanta, Peterson is already fairly familiar with the market's tastes. It's ironic that he has also "grown" into the musical arena of the older demo-skewed Star 94. "I'm growing that way anyway, so it's like a logical progression for me," Peterson admits. "I'm getting toward the end of (KDWB's) demographic and growing more into the middle of Star 94's demo. It's a nice transition."

Chesnut's last day was August 26; Novia will hold down the fort until Peterson takes over on Monday, September 26.

KUTQ Salt Lake LMA's KZHT

Acquisition To Follow FCC Approval

Bountiful Broadcasting, owner of KUTQ "Q99" Salt Lake City, has found a new Dance partner for the Mainstream Top 40. It LMA'd - for the purpose of buying - Crossover Top 40 KZHT for a reported \$1.1 million.



"We're under an LMA right now (because KZHT is in) bankruptcy court with an option to buy," states Q99 PD Gary Waldron. "As soon as the FCC approves it, we'll acquire the station outright."

He further notes that while under receivership, KZHT has a Station Manager who was appointed and is getting paid by the Court under the agreement. However, Waldron pointed out that he will be doing the music and programming both stations until the deal gets FCC approval. At that time, he will become GM of both sta-

tions and a new program director for each outlet will likely be hired.

"There will be no change in formats," he says. "We're going to keep KZHT Rhythmic and there are no plans at this time to change Q99 either. It's Mainstream and we like it like that. We think they'll fit together pretty nicely; it gives us about a 35 share in teens and good control of the 12-34 demo. We hope to be as successful as the only other Top 40 duopoly we know of - Pyramid's Kiss 108 and WJMN in Boston."

Currently Q99 personnel are handling job responsibilities for both stations with the exception of on-air talent. Waldron also notes that he's looking for a night jock for KZHT. Send T&Rs to him at 3595 S. 1300 West in Salt Lake City, UT 84119.



Network 40 Debuts A/C Chart, Section

With 3,140 Plays Per Week, Amy Grant's "The Lucky One" was the most-played single on the debut of *Network 40's* new A/C Chart. Finishing second was Jon Secada's "If You Go" with 2,827 plays and in third was Richard Marx's "The Way She Loves Me" with 2,766 spins.

The stunning duet by Luther Vandross and Mariah Carey, "Endless Love," was the runaway winner as the Most Added A/C single, as 78 of the 130 reporting stations added it out-of-the-box. Boyz II Men's mega-hit, "I'll Make Love To You," finished second with 14 adds. Sarah McLachlan's "Good Enough," Sheryl Crow's "All I Wanna Do" and Babyface's "When Can I See You" tied for third with 12 adds.

The new A/C Chart is accompanied by "Hot Notes," a column contributed by A/C Editor Kristen Guarino. The column will spotlight news, trends, personalities and station events in the A/C universe. The new A/C section can be found on page 22.

Joe Galante Returns To Music City

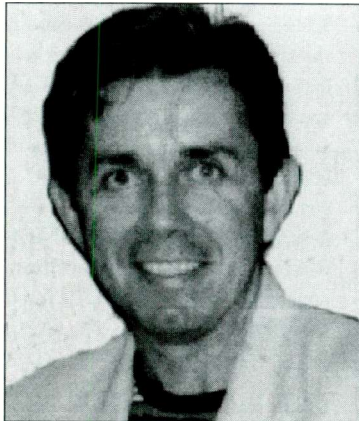
Named Chairman of RCA Nashville

After weeks of conflicting rumors, Bertelsmann Music Group (BMG) decided to move Joe Galante from being President of RCA Records in New York to Chairman of the label's Nashville division. Galante was President of the successful Country music division from 1982-1990, when he was named President of the entire label.

Under his tenure as RCA President, Galante established a successful Black Music division and broke SWV and Loud/RCA artists Wu-Tang Clan. The label also scored big with the *Reality Bites* soundtrack, which has broken two Top-10 singles. On the distribution front, RCA established successful joint ventures with Kaper, Loud, PMD and JDW Records, including the signing of Parrish Smith of EPMD fame.

"Joe's decision to return to Nashville is a sound one," notes BMG Chairman/CEO Michael Dornemann. "He has laid a solid foundation

for RCA Records in the future and will certainly be successful in expanding and improving the label's Country music division. I commend Joe for his accomplishments and look forward to his continued success."



JOE GALANTE

Galante began his RCA career in 1971 and transferred to Nashville two years later. In 1977, he was named Di-

rector of Nashville Operations and, five years later, became the youngest man ever to lead a major label's Nashville office when he was named President. During his original 17-year tenure in Music City, Galante helped RCA become the preeminent Country label in America. He hopes to return the label to its past glories.

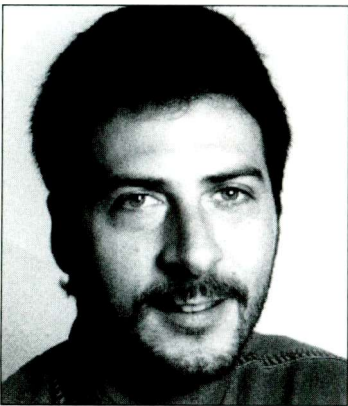
"I look forward to focusing on expanding RCA's presence in Nashville and once again making us the premier Country music division," Galante states. "The past four years, I have retained my title as President of RCA Nashville, while working toward establishing the contemporary division as a key player in the industry. I will move on to Nashville with a feeling of accomplishment and pride."

Galante will continue to serve as President of RCA Records until a successor is named and a smooth transition is ensured.

Jive Records Rebuilds Its Promo Staff

Radio Vets Hired, McLellan Promoted

Jive Records beefed up its promotion staff by hiring radio veterans Tom Casey and Dierdre Dagata as Regional and Local Promotion Managers, respectively, as well as promoting Karen McLellan to Senior Pop Promotion Coordinator and hiring John Butler to be National Promotion Manager for Jive offshoot, Silverstone Records.



TOM CASEY

At Jive, Dierdre Dagata was named Local Promotion Manager in Boston and will be working out of the BMG

Boston Branch office. Dagata comes to the label after having spent two years working with the Boston Record Pool. Before that, she worked in production and did mix shows at WXKS-FM "Kiss 108" Boston.

Tom Casey was named Los Angeles Regional Promotion Manager and will be based out of Jive's L.A. offices. Most recently, Casey spent three years as PD for the successful Churban KJMZ "JAMZ" Dallas and prior to that, he worked at WKSS Hartford.

Karen McLellan was promoted from National Pop Promotion Coordinator to Sr. Pop Promotion Coordinator. "Karen's hard work, loyalty and dedication has earned her this promotion," states Sr. VP Pop Promotion Jack Satter.

As National Promotion Manager for Silverstone Records, John Butler will work directly with Satter and Michael Tedesco in building the new label's identity in the Progressive radio market. Most recently, Butler started a grassroots independent mar-



DIERDRE DAGATA

keting company called Great Dane, where he specialized in obtaining Alternative and Top 40 airplay for artists. Prior to that, he was Director Alternative Media & Promotion for Mechanic Records and before that, spent two years as Director of Promotion for TVT Records.

Jive is currently enjoying a hot streak, basking in the multi-hit single success of acts such as R. Kelly and his protegee, Aaliyah.

RECORDS

ARISTA

Michael Schwartz was promoted to Sr. Director of Creative Copy. He has been with the label since 1988.

ATLANTIC

Dave Jerden was appointed VP/Producer. He will produce artists on Atlantic and Elektra/EastWest Records. He has recorded work by Talking Heads, Rolling Stones, Red Hot Chili Peppers and Jane's Addiction.

EMI

Rick Krim was appointed Sr. VP, Talent Acquisition and Marketing for EMI Music Publishing. Previously, he was VP, Talent Relations at MTV.

GIANT

Larry Silver was named Chief Financial Officer. Previously, he was VP Finance for Elektra Records... In a restructuring of its promotion department, Ray Carlton and Jean Johnson were promoted to Head of Promotion and Head of Pop Promotion, respectively.

MCA

Niki Johnson was promoted to Manager of Sampling Clearances for the MCA Music Entertainment Group.

SONY

Veronica Gallardo was named Director, Data Security and Controls for Sony Music... John Tavenner was appointed Director, Video Marketing for Sony Classical Film and Video.





RUMORS, HALF-TRUTHS AND OUTRIGHT LIES

Express Yourself

Thanks (we think) to all of you who called to compliment the new *Network 40*. And no, we don't have any naked pictures of our Coverboy/girl!

Many of you liked the Spin Cycle on pages 56-57. It provides an in-depth look at every charted record by PPWs, Total Stations, Adds, Drops, Requests and Average PPWs...everything you need at a quick glance. There's also an Index that refers you to a page inside the magazine where more information on the record is available. The Spin Cycle gives you the radio research. The Index gives you the record company's point of view.

The Crunch Page (#58) is also becoming an industry favorite after just one week. You'll find an analysis of the 20 Most Added records of the week as well as a listing of the 20 records showing the most Accelerated Airplay and the stations giving them the most plays.

A *Network 40* wet kiss (NOT from our Coverboy/girl) to all of you who helped design our innovations and to those who are embracing them. We appreciate it. (Checks are in the mail!) Don't miss next week's interview with KPWR's Michelle Mercer. It's a stunner.

Record Breaking

What's happening in the record business? It depends on who you're talking with, but there's definitely "...something happening here...what it is ain't exactly clear." No joke.

What is clear: Joe Galante has left the RCA building in New York and is on his way to Nashville. (See News section.) What isn't clear: Who will take his place. The list is ripe with the usual suspects. As we mentioned last week, RCA could look within its own promotion department. Sr. VP/Promotions Butch Waugh has been getting more than his share of records played...it isn't his fault that many of those same records haven't sold. Maybe if Butch was involved higher in the process...

And what promotion wizard of a West Coast label is getting looks from more than one East Coast label about making a move?

After only a few short months with Interscope, Steve Richards and the label have parted company. Label executive Marc Benesch will begin interviewing to fill the position after the Labor Day holiday.

Is *Network 40's* Music Director/Crossover Editor Wendi Cermak about to become an Uptown girl?

Bolke Up

No matter what you read on overnight faxes (especially ours), KDWB's Mark Bolke isn't close to naming an MD to replace departing Kevin Peterson, who's off to Star 94 Atlanta. (See News section.) If you've got the talent and track record, the door's wide open.

It's Twue, It's Twue

Rumors have been flying about Bill Richards consulting a station in competition with former partner Guy Zapoleon. It's now a fact: Richards signed KKMJ in Colorado Springs; Zapoleon has KVVU. The rumors still persist that Richards is about to close a station in L.A. Stay tooned.

Other consultants are in the news: J.J. McKay is out at WBBO Greenville, while Harv Blaine inks a deal with WABB Mobile.

The Girl Can't Help It

And neither can The Chrome Lizard. A quick look at *R&R's* latest *new charts* show some startling *innovations*: one record fell from #11 to #19, yet retained the bullet (meaning it was *gaining strength*); another fell from #10 to #20 and kept the bullet; the same happened from #23 to #30. What will be their next innovation: No charts? That would be an improvement.

The Fix Is In?

Nope, we're not talking about the O.J. trial. According to our sources, a Midwestern station is being accused of "fixing" a contest. Local newspapers

are looking into a possible connection between the "winner" and the PD.

Double Your Pleasure?

Bountiful Broadcasting (owners of Q99) buys Top 40 rival KZHT in Salt Lake City, putting Q99's VP/GM/VP Gary Waldron in the cat-bird seat. The take-over was a little dicey. KZHT bulked the carts and shut off the transmitter and the station was dark for about four hours until Gary and his crew could get it back on the air. Gary will oversee operations of both stations. (See News section.) A good guess would find KZHT continuing in its Rhythmic flow and Q99 moving toward a more Mainstream approach. Expect no major format change on either station.

We're Hot

In the Sunday edition of the *L.A. Times*, the paper printed a list of the Top 40 most influential people in the record business. There was no mention of The Chrome Lizard! Is it an "animal" bias? Politics? Good taste?

Speaking of good taste, or the lack of it, this week's Page 6 photo shows VP/GM Gerry's kids playing with his make-up from last week's cover. That's Editor Jeff Silberman on the left...or right. A/C Editor Kristen Guarino is the other one.

Turn It Up

Utica officially has a new Top 40 station, WKDY (Kiss 102), with former WRCK PD Wally McCarthy at the helm. Wally's looking for an MD/night jock and additional record service.

Is KQKS Denver's J.B. Goode heading for KIIS in Los Angeles to nail down an air shift?

Former WSNX Grand Rapids PD Jim Richards is the new PD at WWST (Star 93.1) Knoxville.

WXSX Tallahassee morning man Jay Creswell adds PD stripes.

KISF Kansas City PD Alex Valentine has narrowed his MD search to a couple of names. Expect a decision shortly. He also needs a hot night jock. T&Rs in a hurry.

Is the leading candidate for the MD gig at WKSS Hartford L.A.Reid from WXXX Burlington?

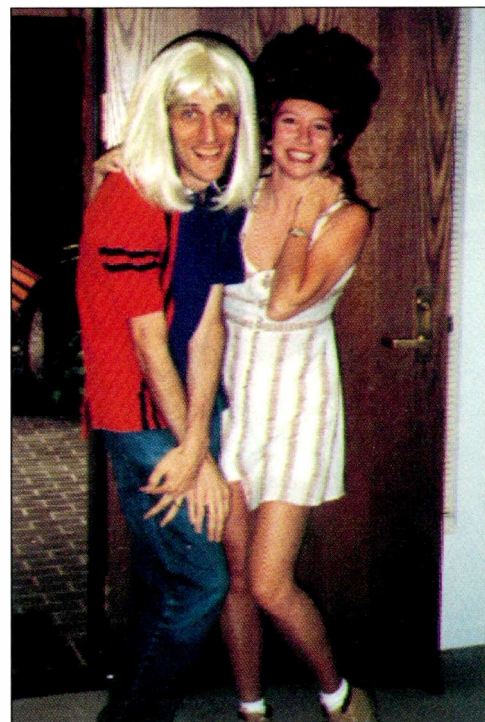
Mark Williams is out at WHTO Williamsport. Shawn Carey has been named Interim PD and the "Interim" will probably be dropped shortly.

Is former KHFI Austin PD Roger Allen's name becoming attached to Y107 Nashville?

WGMN PD Pat O'Neill is upped to VP/Programming in Madison.

Buzz

Sean Phillips...Ric Lippincott...Steve Ellis...Ernie Phillips...John Weston...



2 Non-Blondes

IF YOU CAN COMBINE GREAT ARTISTS AND GREAT PROGRAMMERS, YOU'VE GOT A WINNING COMBINATION!



Aaron Hall



Ken Benson



Aaron Benson



Aaron Hall



Mark Bolke



Aaron Bolke

Aaron Hall

"I Miss You"

1800+ BDS Spins

19-11'

NETWORK 27'

R&R 19'

Billboard 15'

Gold Album

Added:

KKRZ, KDWB, WNCI, Q106



IMMATURE

"Never Lie"

700 BDS Spins In 2 Weeks

National Sales 10'

Billboard Hot 100 23-16'

Exploding At:

WXKS, WPXY, KBXX, WJMN,

HOT 97, WPGC, WIOQ,

Power Pig, KMEL

And 40 Others!

**HEAVY D.
& THE BOYZ**

"Nuttin' But Love"

Top 10

National Sales 28'

R&R Rhythmic 10'

Already On:

KMEL, Hot 97, PWR106,

92Q, WPGC, B95, WJMN,

KGCI, PWRPig

And Many More



whycliffe

"Heaven"

From The Producer Of

George Michael's

"Faith"

On Your

Desk Now!

**IF WE BELIEVE - YOU'LL BELIEVE...
AND IF YOU DON'T, YOU WILL EVENTUALLY!**

MCA

IT'S THE MUSIC, STUPID

Commentary by
Gerry Cagle

W

hat comes first?

Ah, an age-old question that has perplexed generations for centuries. Was it the chicken or the egg? The horse or the cart? Better yet, what does it have to do with radio?

I have the answer. Not to the age-old question, but to what it has to do with radio.

This past weekend, I took a little trip ("...take a little trip...take a little trip with me...") to Phoenix. Yeah, I heard "Low Rider" a lot, but that isn't the point. It was hot (108 degrees), but that wasn't the only comparison with hell. I had the opportunity (?) to listen to some of the worst sounding radio stations I've ever heard.

Something happened on the way from Marconi, through McClendon, past Drake and Drew to where we are today...and it doesn't sound very pretty.

I heard more deejays trying to be hip and failing miserably than I thought was possible. I guess it proves that some people can't aim too low. I swear, some of the people I heard on the radio made whale shit look like stardust!

I know, some of you are saying that it's easy to be hard (okay, so I listened to a lot of Oldies), but I'm not writing just to be critical. (That's only when I write about *R&R*.) I'm just concerned about the state of radio.

Let me be quick to point out that not every station in Phoenix was guilty of bad radio. KKFR and KVMY sounded good. And Phoenix isn't the only city afflicted by this epidemic. It's national.

Oh, yeah, the original question: What comes first...the music or the deejay?

Let me share a couple of breaks and let you decide:

"That's Little Feat. They haven't had a hit since lead singer Lowell George split. Now that he's back, you can hear the group heading for the top again." (FYI, Lowell George is dead.)

"...and (PSA) you can check out the exhibit on Abraham Lincoln...he was our first President, born in a log cabin he built himself."

"It's a shame Eddie Vedder committed suicide, but Nirvana's music will live on without him."

I'm leaving out the incredible stupid jock bits.

How did we get here? At what point in time did we begin to hire people who aren't profes-

sionally schooled in the ABCs of good radio and who have no clue about the artists or music they play?

I know I have been an advocate of personality radio. I've said that, to survive and grow, radio must offer more than music. But the key here is more...not less.

Except in *extremely* rare cases, the Top 40 audience tunes in to radio to hear their favorite music. What deejays do between the breaks is important *only* if it adds to that fact. But the key ingredient is music. So many on the air today have no respect for the music they play, and their ratings show it.

"So many on the air today have no respect for the music they play...and their ratings show it."

There was a time in radio when deejays did all their bits over song intros. Hey, you always hit a vocal, or at least a post. But even in the *weenie* days of Top 40, we never talked over music that mattered. The Osmonds? You betcha. The Beatles? Never.

Too many deejays now have no connection with the totality of their audience. Because a liner card is put in the studio, few do any homework about the artists they're featuring. Music is done by computer so jocks, in many cases, don't even listen to the music. There is no respect for the music...and the audience can hear it.

A jock has no excuse not to know *everything* about a group that is new on the station. There's so much in print about music that one must be incredibly ignorant not to spend what little time is needed to be in the know.

Jocks who do stupid bits over the endings of records should be taken from the radio station and killed. You have your time to talk...while the

music is on...let it play.

One of the reasons for a lack of professionalism among air talent is a lack of direction. It wasn't long ago that some programmers began hiring "street" people instead of professional announcers. Not a bad idea. However, too often these "deejays" were given very little instruction on the basics of radio. That's not a bad thing in some instances, because in the beginning, their knowledge of the music and the "scene" was more important than the basics. So, for a while, it worked.

But after a bit, the street wears thin and, because they're busy being deejays, their knowledge of the "scene" and the music isn't on the cutting edge. The very things these people had to offer in the beginning are no longer there and instead, you wind up with unknowledgeable, unhip people who have no idea of the basics.

It ain't working.

Jocks need to be schooled in the basics. Of course, for this to happen, programmers need to know what to tell them to do. Too often, programmers are too busy with sales meetings, research analysis or budget seminars to spend time doing aircheck sessions.

Aircheck sessions?

Yeah. The basics.

A good programmer shouldn't let a week go by without an aircheck session with each member of the staff. Programming techniques should be required and reinforced constantly.

Too many deejays are trying to be too hip for the room. And you know what? They're succeeding! Three elements should be in *every* break: (1) call letters, (2) time and (3) title and artist of the song. If you're too hip to convey these three elements to your audience, you're too hip for most of them to listen to.

If a deejay is good, everything the ego dictates to be cool can fit in...but no one should let ego get in the way of giving the audience the things they want most. It's more successful to try to fit in rather than try to stand out.

Programmers who have a problem getting their talent to follow programming basics should schedule Aretha Franklin's "R-E-S-P-E-C-T" and hope their talent gets it. If they don't, blow 'em out!

Which brings us to another problem. It's harder to fire someone for incompetence these days. You have to build a case. Don't forget, it's still legal to terminate an employee for "just cause."

In this case, just cause they suck! ▀

Desiree "YOU GOTTA BE"

NEW: KDWB! WNCI!

YOU GOTTA BE MOVED BY THESE NUMBERS:

850 HOT 100 PLAYS!

ANOTHER 100+ INCREASE IN SPINS!

HEARD BY OVER 5.5 MILLION LISTENERS!

SINGLE SALES HAVE MORE THAN DOUBLED IN LAST 2 WEEKS!

YOU GOTTA BE CONVINCED BY THESE SPINS:

WAHC 27X	WPRO 23X	Q99 23X	WSTR 22X
Pwr Pig 19X	Q106 18X	KUBE 17X	WAPE 17X
KKFR 16X	WEDJ 14X	WHOT 32X	WFLY 27X
KQKQ 37X	WWCK 34X	WVKS 26X	WTWR 26X
WDJX 27X	WBBQ 26X	WIXX 24X	WZYP 22X
WZPK 25X	WSTW 24X	WJJX 20X	WPST 19X
WABB 20X	KZZU 20X	WGTZ 17X	

YOU GOTTA BE IMPRESSED BY THESE STORIES:

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Scott Shannon

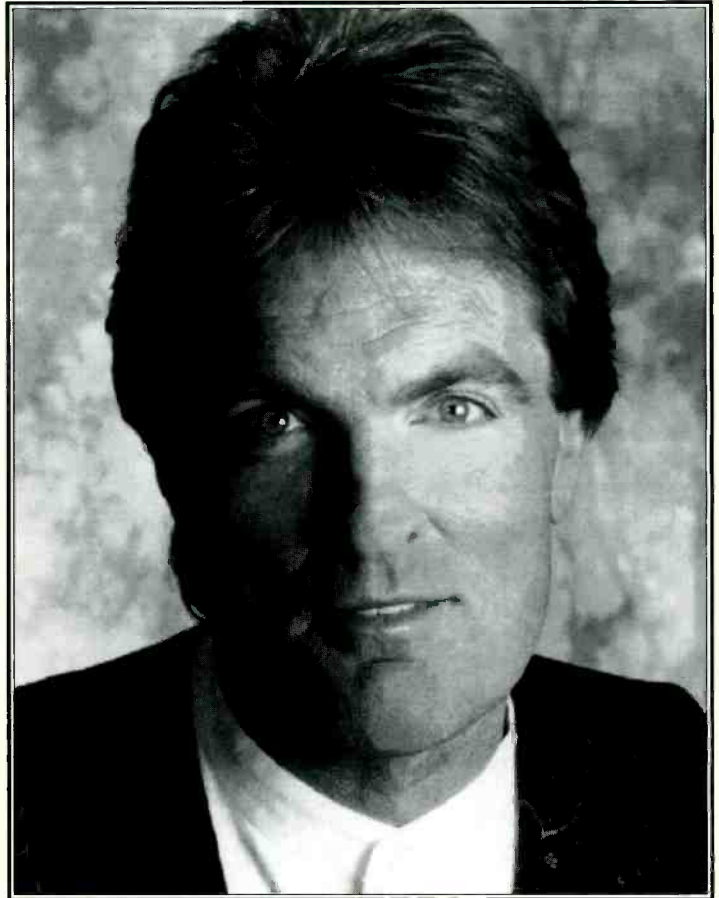
Still Winning After All These Years

INTERVIEW BY JEFF SILBERMAN

S imply put, no one better personifies the rebirth, tremendous growth and evolution of modern Top 40 radio than Scott Shannon.

Few remember the moribund state of the format over a decade ago when he signed on Q105 Tampa. Creating the Morning Zoo concept, Shannon led the station to a 20+ share. Then he moved to New York to start Z100 and brought the phrase, "worst to first," into radio history by taking that station to #1 in 74 days.

Shannon also felt the hard realities of the debt-service-mad world of '80s corporate radio with the short-lived Pirate Radio, yet arose like a phoenix from those ashes to help restart WPLJ New York and make it the #1 Adult-oriented Top 40 in the country. Shannon offered his wealth of historical perspective on the format, both then and now, to Editor Jeff Silberman.



How did you get your first PD gig?

I was a nighttime deejay at WMAK Nashville when our PD suddenly resigned. The GM didn't know who to hire. There were several candidates and I really didn't want an unknown factor to enter my life. I was having so much fun doing 7-midnight as SuperShan, I felt I'd be better off applying for it myself to ensure my job security and broadcast happiness. Surprisingly, I got the job.

In those days, management really didn't care who the PD was as long as he or she came cheap. They certainly weren't as valued as they are now.

Can you point to a time when management realized the PD's value?

I don't know if I had anything to do with it, but when Z100 exploded in New York, quadrupling its value in 90 days, it seemed that people began paying more attention to PDs.

Just how did the "worst to first" angle become part of radio lore?

We'd been on the air for just about 30 days in our first book. In New York, they print radio ratings on the newswire. When I tore them off and read 'em on the air one morning, I went from #1 to us, at #38. Then, to the strains of the *Rocky* theme, I informed our listeners that I wasn't going to take this and all of our DJs would band together in a battle to take us from worst to first. It became a chant around the station.

Because we didn't have an advertising budget, we started the Z100 Homemade Sign Contest, where people hung signs, stating, "Z100's Going From Worst To First" out of their office and home/apartment windows. It took us 74 days to hit #1 in Birch; Arbitron followed a short time later.

Was the hole in the market that big

to lead to your immediate success?

A lot of people forget that ABC had already switched WPLJ to Top 40 30 days before we signed on, so there was a Top 40 in the market. It may not have been the greatest Top 40 of all time, but it was a pretty big station with marketing, advertising, well-known disc jockeys and a cume that we sure didn't have.

How did you differentiate Z100 from WPLJ in a stark and positive way?

It was a combination of things. Obviously, our timing was right. Larry Berger, who programmed 'PLJ, was very conservative. While we played a lot of the same music, we skewed younger and our rotations were a little tighter. Above all, they sounded conservative and we were a flame throwin', ass kickin', hot rockin', rebel-rousin' monster.

Did you bring that attitude and position with you from Q105?

No. I try to make every station I design a little different. Q105 was a lot more like the current 'PLJ, an 18-54 Top 40. Z100 was a 12-34 Top 40. The thing we did bring was the Morning Zoo concept, which started in Tampa.

Where did you get the inspiration for the Morning Zoo?

When I first went to Q105, it was taking a beating from WCKX, "96 Kix," a Churban Top 40 that was programmed by Bill Tanner and Robert W. Walker. Q105 had some pretty good people in place; they just weren't equipped to do hand-to-hand combat.

We basically retooled the station, moved the jocks around and changed the whole attitude. We began incorporating Urban music into the mix.

Personally, I decided that it was time to be a morning man. They already had a great morning guy, Cleveland Wheel-

er. We had a six-hour meeting and discussed what to do with the show. I designed a concept for a hybrid of the old Arthur Godfrey radio show, *The Tonight Show* and *Saturday Night Live*... with heavy listener involvement. We needed a name; we came up with "Q Morning Zoo." Within a year, we pulled a 20+ share with adults.

Did you promote the show on billboards and TV a lot?

No, (our success) came strictly from word-of-mouth. At that time, radio was heavily influenced by Bill Drake and Lee Abrams and had just about stripped itself of all personality. People weren't doing parody songs, phone scams, biting editorials, satire, listener involvement and stupid promotions.

How long was it before others started copying the concept?

Not long. Our own company installed Zoos in its Richmond and Houston stations. Two or three others popped up right away. But the real cloning of the Zoo didn't take place until it detonated on Z100 New York.

Wouldn't you think that someone in New York would've seen your success in Tampa and copied it before you hit town?

When I first came to New York, the media thought I was a joke. The papers laughed at me; their stories said, "I hope this guy has a round-trip ticket to Tampa" and "His twang isn't going to make it here." It was pretty scary at first.

Was there a point when the thrill of being #1 started to fade and you looked for new challenges?

After about five years, I began to get a little restless. The company started taking me for granted and wouldn't let me consult any of their stations within the chain. The politics became disheartening. About that time, Norm Pattiz made me an offer to go to California and start a new radio station.

Which was Pirate Radio, originally broadcast from a warehouse...

We should've stayed in that warehouse. That was one of the numerous mistakes we made there. There were many factors involved with the demise of Pirate Radio, most important being lack of sufficient funds to complete the job. Debt service had a major impact on that project, no doubt about it, but there

was also some pilot error involved. My name was on the rocket ship, so I'll certainly accept my share of the blame. To this day, it's the only major disappointment in my career.

After Pirate, did you feel you had to prove yourself again right away?

My wife, Trish, wanted me to take a couple of months off and just hang out, but that's not the way I'm built. I wanted to get back to work. I had a couple of options and accepted an offer from Cap Cities. I met with Mitch

Mojo worked, we would've kept it, but we knew we were going in an Adult direction and once we tested it, it was obvious that "Mojo" didn't fit our station.

Because of the market recognition of WPLJ, we thought the best thing in the long run was to rebuild the 'PLJ image. We had to build consistency over the long haul before people would trust the station again.

Was it difficult to drop the youth-targeted Morning Zoo for a more adult-oriented show?

THE LONG AND WINDING ROAD	
SCOTT SHANNON	
WMAK, Nashville	Program Director/afternoons
WQXI, Atlanta	Program Director/afternoons
WPGC, Washington D.C.	Program Director
WRBQ, Tampa	Program Director/mornings
WHTZ, New York	Program Director/mornings
Pirate Radio, Los Angeles	Program Director/mornings
WPLJ, New York	Program Director/mornings

Dolan and Tom Cuddy from WPLJ and we hit it off immediately.

Did the opportunity of beating your former employer Z100 and Malrite provide any extra incentive?

That was never a major factor. It's certainly nice when you do it, but radio has advanced to such a state that demos play a larger role than before. To most young programmers, there's nothing more fulfilling than to say, "I'm #1, 12+," but that often may not be the ideal situation. A lot of Top 40s in the Top 5, 12+ still switched formats. There's a reason for that.

So 12+ wasn't your goal anymore.

We had to build a radio station that was going to be around a while. Getting into a fistfight with Z100 was of no interest to anyone at WPLJ. There are more effective ways to win a battle.

Was the original moniker for 'PLJ, "Mojo Radio," just a smokescreen?

It was more of an interim identity. We put it on the air to rest the call letters and see how badly their image was damaged. There was a chance that if

That was the hardest thing to change because I've always been a high-energy morning show deejay. It took a lot of help from others; both myself and my partner, Todd Pettengill, had to go through the same changes. We've just about completed the transition. The show still has the excitement; but we don't have the negatives we had before. The whole mindset is different.

How does a successful Adult-appeal morning show work?

The most important thing is that the audience feels like they're listening to a family of friends on the air. I'm more or less the anchor guy, while Todd is comic relief. He's the guy we all knew in high school as the funniest guy in the class. Naomi DiClemente is like your big or little sister, depending on your perspective. An awful lot of listeners relate to her. Joe Nolan, our traffic reporter, is the guy who gets picked on all the time. Plus, he's got a great laugh.

Has the concept of the "Morning Zoo" been rendered obsolete?

It's been outdated for quite some

time, with the exception of smaller markets, where the air traffic is not as heavy. Even if I was appealing to a younger target demo, I wouldn't do anything close to a Zoo anymore. Howard Stern changed the face of morning radio in America, whether people want to admit it or not. And that has to be dealt with.

How? Can you see someone coming in and out-Sterning Stern?

Only idiots think that Howard is all about being a shock jock. Obviously, he's a very intelligent personality who knows where he's going, knows what he wants and how to get there. He thinks everything out and he has a wicked but very effective sense of humor. Whether he's dirty or not, most people think he's very funny. And funny is more important than offensive.

Describe WPLJ's unique music mix.

We realized early on that we'd need a special and unique mix, so we came up with a hybrid. We didn't want to be a stodgy A/C, but we certainly knew that Rap wasn't going to be involved. So Tom Cuddy, APD/MD Mike Preston and I designed a mix on an aggressive, song-by-song basis, which ultimately allowed us to compete in both the 18-34 and 25-54 arenas. Consequently, we go from Counting Crows and Gin Blossoms to gold by Boston, ELO and even Van Morrison's "Brown-Eyed Girl."

After going "from worst to first" in 74 days in 1983, was it tough to convince management that this job would take a little longer?

Everybody loves to have quick success stories, and that was fine in the '80s. But one of the things we discussed when I considered coming to WPLJ - and what we all agreed on - was that it was going to take some time. Great stations, when put together properly, stay around for a long time. Our mission statement was to build a great radio station.

It takes time to rebuild a station. The longer it's been screwed up, the longer it takes to bring it back. Tom, Mitch, Mike and I all agreed that it didn't matter how long it took - as long as the mission was accomplished. And I gotta tell you, one of the most challenging and satisfying experiences of my career is to be involved with the team that rebuilt WPLJ. I am one happy deejay. ▀

TELEPHONE TOOLS!

The phone...the one direct link between listener and radio station. Whether it's contesting, requests or call-out, the telephone is the one direct way radio stations can, with just a few simple questions, obtain vital information: the listeners' age, mailing address and zip code, what other stations they listen to and other psychographic information. Many radio stations have databases utilized for newsletters, direct mail, zip code telemarketing, perceptual testing and other uses. This week's Programmer's Conference Call targets phone usage at today's radio stations.

This Week Featuring:

SCOTT WRIGHT

PD, WEZB New Orleans

CLAYTON ALLEN

PD, KCHX Midland

BILL McCOWN

PD, WBBO Greenville

BILL SHERIDAN

PD, WMRV Binghampton

AL CHIO

MD, WHYI Miami

What kind of information do you gather via the telephone?

SCOTT: We do weekly call-out research, testing music titles as well as a brief battery of perceptual questions. As far as incoming information, we have the phones manned 24 hours a day either with producers, phone assistants or the jocks answering the request lines directly. Over the years, I've found that listeners use the business phone line as often as an information line and request line. Given that, we have tons of information available at the fingertips of anyone who is interested in acquiring concert information, club information, ticket availabilities and the list goes on. We have a weekly updated menu of information that

is available to anyone who is answering the phone because that's what the phone is used for in the first place.

CLAYTON: We do call-out research. Each day, we go for about 25 successful calls within the demo we're researching - females 18-49. This is the first front. The second front, obviously, is to call back these people and have further music discussions. Other than call-out, we track incoming requests rather diligently. Most of these are not from active listeners, so I use this information as a light tool and don't rely on it heavily.

BILL M.: We collect a considerable amount of information using the phone lines. We tabulate male, female, teens, 18-24, 25-34, ethnic and if we can keep them on the phone, we ask about their favorite radio station to check partisan listenership. If we find them to be good listeners of this station, we add them to our database and obtain their birthdays, the times of the day they spend with the radio, phone numbers and the whole thing. If they're part of the database, we use this information for direct mail and interactive marketing purposes.

BILL S.: We track all incoming requests. We are in the process of building a multi-purpose database to use as an interactive measure for the radio station. We're in a relatively new situation so we aren't doing call-out. This is something we'll begin

doing in the not too distant future.

AL: We do weekly call-out research to test various music titles. We keep this research focused on the music without outside questions. We attempt to keep a very open communication line between the radio station and our listeners. Obviously, we take request information via the phone and via the fax machine.

When your jocks use the request lines, are there specific types of information you ask them to generate from listeners?

SCOTT: They have a form to fill out that describes the exact information I want them to obtain. It lists a billion titles in alphabetical order so that they're easy to find and they just put check marks in the appropriate song request boxes next to age and sex of the person making the specific requests. That's really the information I want. I encourage my night guy to constantly keep me abreast of the calls he's getting for songs we're not tracking or just anything that he's picking up. I ask him to get specific information on these records, like where they're hearing it, if they've seen it on MTV, heard about it from their friends or in a record store, or whatever the case may be.

CLAYTON: We have an at-work network where we call people to check to see if specific offices within this established network are indeed listening to the radio station. My airstaff collects data from each listener who calls on the request lines. I've instructed them to ask these callers if they'd like to hear other songs beside the one they called in to request. This is simple top-of-mind research and a way to check familiarity and awareness of other records. We try to gauge demographic cells without asking their age specifically. We will ask if they're at work, but we don't drill them for huge amounts of information.

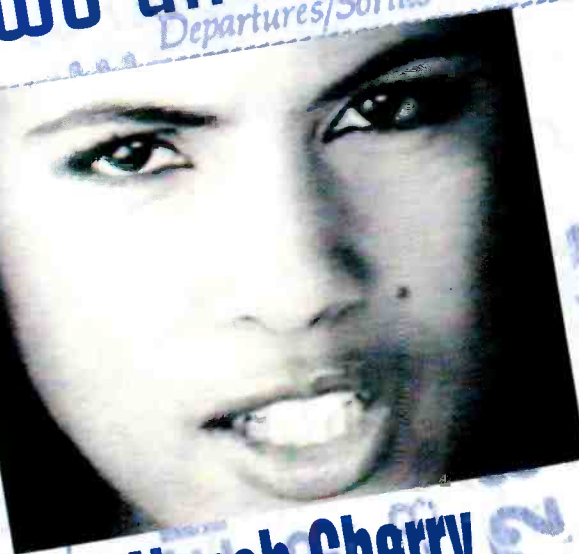
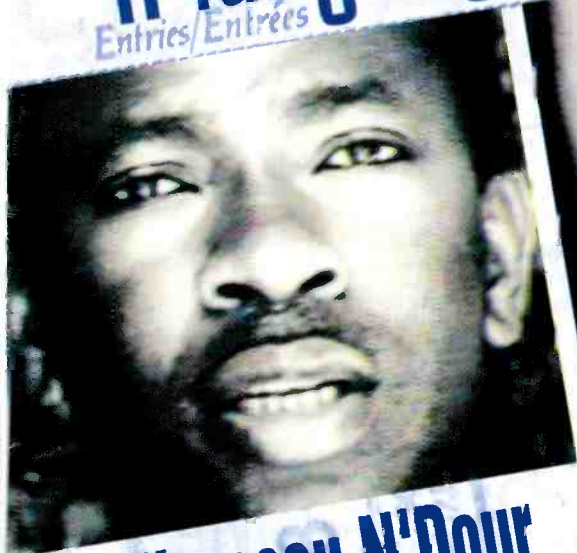
BILL M.: If they call the radio station, I want them to write down whether they are

A language we all understand.

Entries/Entrées

Departures/Sorties

Entries/En



7 Seconds

The duet and video that have grabbed the world and won't let go. From Youssou N'Dour's new album "The Guide (Wommat)."

Youssou N'Dour

Neneh Cherry

Whether It's Across the World...

The single, 7 Seconds:

- UK #18 - #11 - #8 - #4
- France #4 - #4 - #3 - #1
- Germany #13 - #8 - #5 - #4
- Belgium #1 - #1 - #1 - #1
- Holland #5 - #5 - #5
- Finland #8 - #2
- Switzerland #1 - #1 - #1 - #1

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20,000 to 30,000 to 40,000 albums sold each week in the last 3 weeks...
over 300,000 albums sold in Europe alone!

...Or in America

The single, 7 Seconds:

- Sales quadruple in the last month
- Breaking in New York, Los Angeles, Portland, Philadelphia, Detroit, Austin, Jacksonville, Albany, Buffalo, Raleigh/Durham & San Diego.

The album, "The Guide (Wommat)":

- #6 in Switzerland
- Top 20 in Finland and Holland
- 25-20 in France
- 41-34 in Germany
- 10,000 albums sold in the UK
- As seen on Top Of The Pops last week...and next week, too!
- MTV Europe Heavy Rotation

- Impressions up 600,000 this week at radio
- On MTV, VH-1, BET, The Box
- Youssou played Woodstock twice
- As seen on David Letterman

6

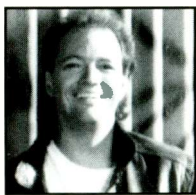


PROGRAMMER'S CONFERENCE CALL

male or female, their age and their specific requests. We have a primary request log and use color-coded pens for each shift. I ask the jocks to obtain this basic information from request lines.

BILL S.: I ask them to get demographic information broken out by cells. If they request a record we're not dealing with at the time, the jocks should inquire where they heard the song – on another radio station or an outside medium like MTV or VH-1. Because of the size of this market, we have an idea of their answers to these questions, but this way confirms our speculation. I don't look at this research as a huge priority, but I want all the research I can get to be as accurate as possible.

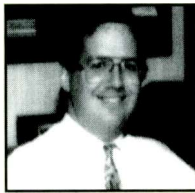
AL: Because of the type of this radio station, we don't do detailed research through request calls. This format has proven to be so female-specific and so focused on a specific demographic, the number of incoming requests



"Listeners use the business phone line as often as an information line and request line."

*—Scott Wright
WEZB*

from demographic cells outside our target are minimal. We log requests, but because of our intense focus, we don't over-research each call. Often a buzz on a record isn't really a buzz, but the result of calls from a very small, specific group of people. Sometimes you can take a record that you *think* is buzzing, put it in your



"I want all the research I can get to be as accurate as possible."

*—Bill Sheridan
WMRV*

call-out and find the opposite to be true.

Has your station ever been inundated with bogus requests and how do you recognize and deal with that situation?

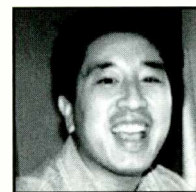
SCOTT: After looking at weekly request data for as many years as I've had, when you see a record that, for instance, had been averaging 10 calls a week, suddenly jumps to, oh, 150, you usually take notice. Hmm, it appears the pattern just got interrupted.

CLAYTON: I don't think we've ever had that situation since I've been at this station. I've had a couple of my local record reps do it while I'm on the air just to be wiseguys. Something like this is really just a matter of keeping tabs of the stats. If you see a huge increase on a song one week and then it returns to normal figures the following week, you can logically determine that one person really likes this specific record and keeps calling.

BILL M.: Usually the jocks will tell me if something is suspect. If someone keeps calling in for a specific song title, they know not to log this over and over again. The jocks who work here are really into the music and fit the lifestyle of a young Adult radio station, they're also very good about

recognizing repeat callers and repeat requests from them. We know the records that are active and those which are not. If a non-active request record suddenly sees a huge increase in the number of requests, then a light has to go off. Amy Grant isn't going to pull the same number of requests as, say...Blackstreet. If she does, odds are something's wrong.

BILL S.: The airstaff all have their own individual ways to interact with listeners. I trust their instincts to recognize that the same person is requesting the same song over and over again. Obviously, I don't want them to log this over and over and they don't. On a personal level, I do remember a couple of occasions when a promoter has worked me on a specific record giving me the old "It's requesting in a huge way" line. I knew it wasn't, then the very next day I saw a huge increase in the number of requests. Everyone's gone through that once or twice.



"Sometimes you can take a record that you think is buzzing, put it in your call-out and find the opposite to be true."

*—Al Chio
WHYI*

AL: Honestly, in the time I've been at this radio station in this capacity, I can't remember ever seeing that happen.

—Dwayne Ward

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Y100 Miami 25 Spins

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WHHH Indianapolis 22 Spins

KKBT Los Angeles 17 Spins

WSTR Atlanta 17 Spins

WBZZ Pittsburgh 16 Spins

KMEL San Francisco 11 Spins

KCAQ Oxnard 15 Spins

WBMX Boston 14 Spins

KSFM Sacramento 14 Spins

KHTN Modesto 19 Spins

KKSS Albuquerque 49 Spins

KIMN Ft. Collins 11 Spins

KFFM Yakima 14 Spins

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NETWORK 40 SPOTLIGHT



KIXY 94.7 FM

San Angelo's #1 KIXY

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 San Angelo, TX 76901
 (915) 949-2112 Office
 (915) 944-0851 FAX

Mike SteeleOperations Manager

Jeff Deveraux....Assistant Program Director

Jimi JammMusic Director

Music Calls:MF 11am - 1pm

Walter FosterPresident

Fred KeyGeneral Manager

Jay Michaels.....Sales Manager

Jeff RottmanNews Director

Mike Steele6:00 am - 10:00 am

Andee Summers 10:00 am - 3:00 pm

J.D..... 3:00 pm - 7:00 pm

Jimi Jamm 7:00 pm - 12 mid

Dino Hernandez..... 12 mid - 6:00 am

Ownership:Foster Communications Co.

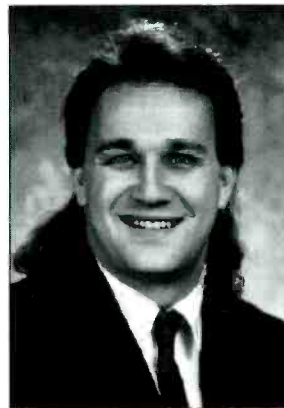
Consultant:None

THE HIGHEST-RATED TOP 40

When asked what makes his station special, KIXY Operations Manager Mike Steele could easily point to his recent 22.7 share 12+, but instead talks about "the great airstaff we have here and the commitment of ownership to be 'Thee' best. That's what really makes this station stand out." In addition to pride in his people, Steele also adds, "The station succeeds simply because KIXY plays the hits for San Angelo. Although we're a small-market station, it's run as if we were in a *major market*. We have an in-house research department that does weekly perceptual and music testing, which helps us focus on and target the music for San Angelo. We surround that with creative promotions, localization and an airstaff that sells the music and relates to the available audience."

What kind of market is San Angelo? "It's in west Texas with about a 30% Hispanic population. Although the city began with the oil industry, it's grown to become a diverse employer of both blue and white-collar workers. It's a great place to raise a family. We're also one of the closest cities of any size to the Mexican border. The Hispanic listeners bring certain cultural and regional tastes with them. It's not unlike the Cuban population in Florida, but it's not the same either. You must take into account the lifestyle and psychographic makeup of our audience versus that of southern Florida to understand this market."

What kind of music works for KIXY? "The Hispanic influence has poured over to the Anglos, with both groups favoring Urban ballads and Dance music. Freestyle may, according to some people, have



Mike Steele

died, but it's alive and well in this area. Jocelyn Enriquez, Korell and Stevie B are enormous. From a library standpoint, it's 'Old School' that has allowed us to reach success in the older demographics, and you can separate Old School into three categories. First, there's Funk, like Parliament's 'Flashlight,' George Clinton's 'Atomic Dog' and The Dazz Band. We also play the best Disco titles, and some Old School ballads by Marvin Gaye, Barry White, and The Commodores." Do all these types of music work together on one radio station?

"Frankly, I've never heard a listener complain about a 'train wreck' on the air. Listeners don't look at music that way. The bottom line is, are you playing my favorite songs... period!"

Music is also important from a promotional standpoint at KIXY. "I believe everything should tie back into the product, that being the music. Country radio has really cleaned our clocks as a format over the past few years in selling the music and selling the artists to its listeners. Country listeners know all about the artist and how the song was written shortly after it becomes a hit. We don't apologize for being a Top 40. We're proud of it and sell the excitement of the music to the listeners. Selling the audience on the music is promotion, and it's the type of promotion Top 40 radio should be more attuned to. I like to do contests like 'win Boyz II Men before you can buy it,' which highlights a hot group and song for us, plus identifies in the minds of our listeners that KIXY plays their favorite music."

-Pat Gillen

5 PM SAMPLE HOUR

Aaliyah
Back & Forth

Jon Secada
If You Go

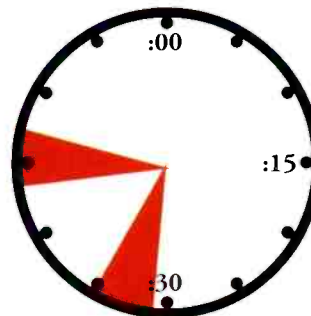
Korell
Paradise

George Clinton
Atomic Dog

4 P.M.
Sukiyaki

Jade
Don't Walk Away

All-4-One
I Swear



ON AIR SLOGAN

"San Angelo's #1,
KIXY!"

En Vogue
My Lovin' (You're Never Gonna Get It)

STOPSET

Luther Vandross & Mariah Carey
Endless Love

Ace Of Base
All That She Wants

STOPSET

SWV
Anything

Parliament
Flashlight

CeCe Peniston
Keep On Walkin'

August 14, 1994. The new Woodstock Nation unites behind the music of...



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the new single from
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produced by speech

OCTOBER PROMO PLANNER

CELEBRATIONS OF THE MONTH

• National Pizza Month

To promote the fun and nutrition of pizza. Contacts: Gary Durnell (812) 949-0909/ Richard Falk (212) 959-1189.

Weird pizza ingredient cook-off... pizza frisbee throwing contest... pizza face beauty contest... pizza art (ingredients look like famous people's faces), pizza geography (ingredients look like a map), or obscene pizza (ingredients look like... take a wild guess!)

• National Family Sex Education Month

An effort to support parents as the first and primary sexual-educators of their children... besides *Penthouse* and *National Geographic*. Contact: Trish Torruella (212) 261-4627.

Contact listeners' pre-teens and ask them questions about sex and where they got that info or disinformation... prizes for best nicknames of body parts... poll kids on their parents' sex lives (how often, how long it usually lasts, when they can tell their peeps just did it, ever walked in on it, etc.)

1

• World's Largest Gourd Show

Mt. Gilead, OH fest displays fresh gourds, gourd craft demopdtyration, gourd theatre and gourds for sale to 10,000 really bored people. Contact: John Stevens (419) 946-3302.

Spinal Tap gourd-pants-stuffing contest; prizes for most gourds and largest gourd in pants (think of the photo op!)... gourd recipe contest... gourd smashing contest (prizes for biggest and/or most creative splat)... gourd juggling... gourd sculptural art show.

2

• Name Your Car Day

A day to honor your car by giving it a pet name. Contact: John H. Pertzborn (314) 444-5119.

"Most colorful car name" competition... talk to people who have lemons... "name the car" contest (best name wins the car); take car to client locations (at a price) to register people.

• Get Organized Week (2-8)

Lower stress and make life simpler by getting organized. Contact: Deborah J. Barnett (602) 322-9753.

Measiest homeloffice contest; winner gets cleaning service... office desk stuffing contest... most phone messages (secretaries fax copies of messages)... (I had other great ideas, but I lost my notes. Sorry...)

3

• Mayberry, R.I.P.

Today's the airing of the first *Andy Griffith Show* in 1960. A day of celebration for the no-lives who are members in *The Andy Griffith Show Rerun Watchers Club*.

Trivia contest... soundalikelookalike contests... morning show plays characters for the day... transplant show to, say, New York City or Compton... give prizes at drops of theme song whistle.

• National Customer Service Day

Businesses focus on the importance of customer service. Contact: Steve Koppel (312) 321-6800.

Customer service horror stories... sponsor a free or discount repair day at auto shop or dry cleaner... have jocks man a complaint or customer service desk at a client's store on-air.

4

• Edward Who's Birthday?

Edward Stratemeyer wrote popular children's books such as "The Hardy Boys," "Nancy Drew" and "The Bobsey Twins." He was the *Murder, She Wrote* star of his time.

Recap plot lines of books; prizes to listeners who guess whodunnit or how it turned out (besides the fact that the heroes won)... do dramatic readings (complete with cheesy organ) or heavy passages from books... Take plot lines, substitute morning show personnel for various characters, listeners guess whodunnit.

5

• Eugene Hasenfus Captured

On this day in 1986, Hasenfus was on a Contra supply plane that was shot down by the Sandinistas. The incident eventually led to the Iran Contra hearings.

Give a prize to anyone who remembers who this clown is... dare anyone else to come up with other trivial figures in history.

6

• National Shrimp Festival (6-9)

To salute the shrimping industry. Sponsor: Ala. Gulf Coast Area Chamber of Commerce (205) 968-7511.

Shrimp juggling... raw shrimp eating contest (heads included)... shrimp badminton... shrimp lookalike contest... at a remote, give prizes to shortest people, crown a King and Queen Shrimp, see how long it takes for height-disadvantaged group to complain.

7

• Pickled Pepper Week (7-17)

Honors the zest the pepper adds to the American menu. Not to mention the gastric havoc. Contact: Myers Community Counsel, 510 Thornall St., Ste.380, Edison, NJ 08837.

Hot pepper eating contest... blindfolded "guess the pepper" contest... play pepper "hide in seek" in food. Kinda like a "Pepper Roulette"... pepper juggling... pepper fashion show... pepper art.

• Paul Bunyan Show (7-9)

About 10,000 converge on Nelsonville, OH to witness lumberjack contests, chainsaw sculptors and professional timber harvester. Contact: Judy Sinott (614) 753-3591.

Hold own show with Lincoln Log building, cut through a phone book with a knife, telephone pole climbing contest, water float balancing and... give a prize to the person with the biggest bunion.

8

• Chicago Fire Anniversary

In 1871, Mrs. O'Leary's cow set half the town aflame.

O'Leary's cow barbecue rib fest... lantern bowling contest, using cow hooves as bowling balls... "Milking fire extinguisher" contest.

• Northeast Marble Meet (8-9)

Auction and exhibits; collectors buy and trade marbles in Northboro, MA. Contact: Beverly Brule (508) 393-2923.

Hold your own marbles festival... marbles competition... have listeners race across a floor full of marbles...

9

• National School Lunch Week (10-16)

Presidential proclamation issued in 1962. Possible final straw that drove Oswald to Book Depository Building.

"Make" bag lunches for listeners' kids with client products inside (and station logo on bag), give them away to nth callers and contest winners... go to schools, be a middleman to trade lunch bag items from one student to the other... do same at a large business office or blue-collar plant.

10

• National Pet Peeve Week (10-15)

A chance for people to make others aware of all the little things that annoy the hell out of them. Contact: Kelly D. Fleming (616) 235-6926.

Stage "Pet Peeve Rehab Center," field callers' pet peeves and do something about them... pet peeve poll... have callers identify pet peeves of friends/spouses, then go to where friends/spouses are and do the peeve. Time them until they either bring it up or go nuts.

11

• Parson Weems Did Madonna Today

Mason Locke Weems, an Episcopal clergyman, was born in 1759. He's best known for, well, making up shit. The tale about Washington cutting down the cherry tree? He made it up.

"Liar's Club" contest - every stopset, offer five bits of trivia, one is an outright lie. Listener who guesses it wins... or have listeners donate their own fables; keep repeating them all day until they become fact... award prizes to most creative fable.

12

• Moment Of Frustration Scream Day

Go outdoors at 1200 hours Greenwich time (?) and scream for 30 seconds. We'll all feel better, or the world will go off its orbit. Contact: Tom or Ruth Roy (212) 388-8673.

Find out what people have to scream about... do a PSA: "This is only a test. For the next 30 seconds, you will scream out loud..." prizes after hearing a scream drop; play songs with screams in 'em to confuse listeners.

13

• 50 Ways To Do A Promotion

Paul Simon (the singer/songwriter, not the Orville Redenbacher-clone politician) is 53 today.

Encourage listeners for 50 ways to leave their lover, or a very bad party, or a door-to-door solicitor, or a debt collector on the phone... call up people named Garfunkle and tell them that they still have a life... speculate what form of music Simon will get into next by transposing his voice over Punk Rock, a Rap beat or a Polka.

14

• National Desert Day

Spotlights the pleasures of sweet and fanciful desserts. Contact: (212) 867-6400.

Creative dessert contest... at a client restaurant, have them serve a huge dessert first, then see who stays to eat dinner... weirdest dessert.

• Be Bald And Be Free

People with toupees are encouraged to go "shiny" and proud. Contact: Tom or Ruth Roy (212) 388-8673.

Make crank calls to the Hair Club For Men... offer bald men free skull buffs and waxes at a client location... bald head painting... start a follicle disadvantaged group and protest ads that openly feature hairy men... start a bald guy dating service. At a remote, give them concert tickets or free dinner packages to take women out.

15

• Poet Laureate Day

To call attention to the value of poets in our society. Contact: Richard Falk, (212) 956-1189.

Stage poetry contest, callers must insert your call letters somewhere in verse... read lame song lyrics and food cooking instructions as if they were poetry... liners, song intros, etc. in verse.

THE NETWORK 40

OCTOBER PROMO PLANNER

16

• **Birth Control Clinic Anniversary**

First birth control clinic opened in Brooklyn in 1916.

Public service spots... hold a race where women have to run, holding aspirin between their knees... condom unwrapping race (using bananas, gourds, kielbasa)... condom water balloon battles...

• **Maintenance Personnel Day**

Promote public awareness of what's now politically incorrect to call janitors. (Kinda like "jocks" and "air personalities.") Contact: Dick Armstrong, Heartland Health Care Center, 512 Draper St., Temple, TX 76501.

Honor a "Janitor Of The Year"... Janitor Olympics featuring toilet cleaning race, mopping floors, most stuff stuck in all their pockets... have jocks be janitors at an office building

17

• **Get The World To Your Door Week (17-23)**

Focuses attention on improving "relationships" to create success for companies, products and individuals. Free self-evaluation available from: Barbara Gaughen (805) 965-8482.

Call her up and have jocks "evaluated"... "promote" average listeners into near-superhumans... have publicists and self-help groups do persona and/or business makeovers for listeners.

18

• **Chuck Berry's Birthday**

The real king of Rock 'N' Roll is 68 today.

Duck walk contest... play "Name That Chuck Berry Tune" (when almost all of his songs start with the same three chords)... prizes after hearing drops of Berry guitar licks.

19

• **Evaluate Your Life Day**

To encourage everyone to see if they're doing okay. Contact: Tom or Ruth Roy (212) 388-8673.

Compile a checklist of things to ask callers to see if they're doing okay. (How many credit cards are maxed out? Last time had good sex. Predict the next time they'll have good sex.) Then judge: "Face it, your life sucks!" Prizes for the losers.

20

• **Rich Man, Poe Man**

A bunch of happy-go-lucky actor types drop by Mount Hope Estate in Cornwall, PA to recite verse from renown happy fella, Edgar Allen Poe. Contact: (717) 665-7021.

Karaoke Poe: recite verse to happy Pop melodies like "Close To You"... Hip-Hop Poe rapping contest... put a beating heart thingamajig with a prize at a client store; give clues on-air as to where prize is, whoever finds prize, wins it in "The Telltale Prize."

21

• **Dizzy Blows Up His First Cheek**

Dizzie Gillespie, born in 1917, was known for using a bent trumpet and blowing up his cheeks real big to play.

Biggest cheeks contest... who can hold the most marbles in one's mouth... "best bent thingamajig" contest; prizes for whoever takes an appliance or tool and bends it to make it better.

22

• **Brian On Ice**

Olympic figure skater Brian Boitano is 31 today.

Hold mud skating competition... jello skating... peanut butter

skating... or lather competitors in honey and have them "skate" on an arena full of feathers in men's, women's and pairs competition.

• **World's End Day**

Religious nut William Miller predicted the world would end in 1844. Don McLean says the music died many years later.

Clean out prize cabinet "for good"... have callers cancel subscriptions... do remotes from clients "End Of World" midnight sales... go dark for about 15 seconds after midnight deadline.

23

• **Mother-In-Law Day**

Honor the bitches for their contribution to the divorce rate and their good humor for laughing at the so-called jokes about them. ...What, I sound bitter? Nah, not me...

Play "The Mother-In-Law Game," where jocks query MILs about the sex and private lives of their children... mother-in-law horror stories... warm & fuzzy about especially kind and helpful mother-in-laws, treat them to a dinner - and give them great new pictures of their grandchildren.

• **TV Talk Show Host Day**

Honors talk show hosts, who now outnumber the friggin' Chinese. Contact: Glenn Rothenberger (718) 802-1689.

Have listeners come up with most outrageous talk show topics, such as "people who can't stop from picking their noses in public"... jocks act like hosts when talking to listeners about their bad habits... interview talk show hosts, ask them embarrassing questions.

24

• **Save Your Back Week (24-30)**

To educate the public on proper back care. Contact: Daniel S. Romm, MD (717) 975-9994.

Give away free massages at remote... back painting art show... "Back porno": listeners go back to back and caress each other suggestively. Whoever does it in the most titillating fashion (no hands, or other appendages - just bare back to bare back), wins.

25

• **Sourest Day**

To emphasize the balance of things in nature - take the sour with the sweet. Sponsor: Richard Ankli, Fifth Wheel Tavern, 639 Fifth St. Ann Arbor, MI 48103.

Lemon eating contest... best pursed lips... sour food cook-off... biggest sourpuss contest, winner goes to Disneyland.

26

• **National Magic Week (25-31)**

To promote brotherly love through magic. Contact: Anthony Murphy, Esq. (704) 864-7906.

Bring magician to remote to make free concert tickets and CDs disappear and reappear... honor "other" magicians - watch a weekly paycheck magically disappear! Do in-studio magic... Play one song, "cover it," turn it back up and voila! A different song!

27

• **Limousine Scavenger Hunt**

Costumed (for Halloween, natch) adults form teams and engage in scavenger hunts, traveling around Tacoma, WA in limousines. Contact: (206) 591-3690.

Hold own scavenger hunt in limos or on bikes... hold a scavenger hunt in client stores, finding products of other clients.

28

• **Ugly Pickup Parade & Contest**

Chadron, NE event honors beat-up old pickups. Contact: (308) 432-5111.

Award prizes to most beat-up truck, ugliest color, most cannibalized (using parts from other makes and models)... have a station "Beater" to take to remotes and escort winners to concerts, proms, etc.

29

• **Stock Market Collapse**

Market prices went belly up in 1929.

Make crank calls to local brokers, yelling, "Sell! Sell!"... have a "jumping out of window" contest (as long as broker is on first floor and there's a mattress underneath)... go up to brokers and businessmen and ask if they could spare a dime.

30

• **Charles Atlas' Birthday**

Legendary strong man, who was a "97-pound weakling" when someone kicked sand in his face, would be 101 today if he hadn't croaked in 1972.

A "Battle of 97-lb. Weaklings" pose-off... sand-kicking wars... in a real "pumping iron" contest; to iron the most wrinkled shirts.

• **"War Of The Worlds" Anniversary**

Orson Welles and company scared the feces out of half the East Coast with realistic radio broadcast of H.G. Wells' classic Martian invasion story.

While music's playing, a mic "accidentally" opens so listeners can hear a woman making out hot and heavy with jock - "Hurry, darling, the song's almost over! Ohh! Deeper! Deeper!"... or "PD" comes into studio (mic is inadvertently left open) and informs jock that today's his last shift and tomorrow the station goes Country, but don't tell anyone about it. See what happens.

31

• **Mt. Rushmore Completed**

Famed monument finished in 1941.

Contest for Mt. Rushmore of air staff, which listeners can sculpt out of potato salad, cole slaw or other foodstuff of similar consistency.

• **Halloween**

A special, full-page feature on Halloween promotions is coming soon. Can't wait? Hell, we can't wait to think 'em up!

OCTOBER

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

MUSIC MEETING

MAINSTREAM

FELIX CAVALIERE

"If Not For You"

(MCA)

The former lead vocalist of The Rascals spins off an Adult number that crosses into the Top 40 circuit after garnering a huge A/C base. Also featured on *Network 40's* CD Sampler #71.



SARAH MCLACHLAN

SARAH MCLACHLAN

"Good Enough"

(NETTWERK/ARISTA)

Streaking from a huge base at A/C Radio, this melodramatic epic is the second release from *Fumbling Towards Ecstasy*. Following on the heels of her debut hit, "Possession," this soft, soothing ballad will work well for midday rotations.

ARRESTED DEVELOPMENT

"United Front"

(CHRYSALIS/EMI RECORDS)

Showcasing their trademark delivery, Arrested Development strikes again with a smooth talk/rap approach. Definitely accessible for all dayparts, this track already has a strong Crossover base, scoring big at many majors.



SINGLE GUN THEORY

SINGLE GUN THEORY

"Fall"

(I.R.S. RECORDS)

Blasting into Mainstream radio after building a solid Album Rock base, Alternative and Rock-leaning Top 40s can easily embrace this track.

FORWARD MOTION

TOP 40 MUSICAL GIGS: Last week seemed to be *the week* for programmers to bounce around, land new gigs or be cut loose. Check out *Network 40's* Page 6 to stay on top of all the action as The Chrome Lizard provides the earliest word.

EXPLODIN': After being just released three weeks ago, Boyz II Men surged up *Network 40's* Plays Per Week chart to claim the #2 position. It's a sure bet "I'll Make Love To You" (Motown) will be a mass-appeal ballad that'll inherit the top spot for many weeks and continue to be played well into the fall... Watch For Real and their track, "You Don't Know Nothin'" (A&M), as the quarter's a cappella single carries a huge buzz into Top 40 Radio. After positive call-out at Crossover Radio, including many majors like WERQ and KBOS, to name a few, the timing is perfect for airplay on their sophomore release... Gerald Levert continues to pick up steam with his version of a Country classic, "I'd Give Anything" (EastWest). Positive adult research is stacking up on the emotional epic... A cutting edge number that is creating a huge buzz and collecting lots of A/C airplay, not to mention a Top-25 showing on *Network 40's* Retail Chart is Harry Connick Jr. and his soothing release "(I Could Only) Be Whispering Your Name" (Columbia)... The three hottest tunes gaining the most Plays Per Week are Green Day with their heavy reactionary song, "Basket Case" (Reprise), increasing airplay by nearly 1,000 spins weekly; Anita Baker and her soulful "Body & Soul" (Elektra); and Elton John with the second release from *The Lion King* soundtrack, "Circle Of Life" (Hollywood). Prince's latest, "Letitgo" (WB), rockets over 3,500 weekly spins... "Real McCoy is Snap all over again," says WAPE PD Jeff McCartney. Their track, "Another Night" (Arista), is quite reminiscent of "Rhythm Is A Dancer" - and we all remember what a smash that one was for Mainstream Radio.

—John Kilgo

SEPTEMBER

72

CD# 72 On Your Desk Now!

TERROR FABULOUS

(FEATURING NADINE SUTHERLAND)
STILL PRODUCING MAJOR

“ACTION”

JUST ADDED AT KISS 108 BOSTON (#25)
Z100 NEW YORK (TEST ROTATION)
ALSO ADDED AT KZHT SALT LAKE CITY!

OVER 22 MILLION LISTENERS!

#1 MOST PLAYED AT WJMN & WWKX!
RHYTHM/CROSSOVER BDS JUMPS 25-20*

FABULOUS SPINS!

WWKX 83 PLAYS	WJMN 54 PLAYS	HOT 97 46 PLAYS
Q102 45 PLAYS	92Q 44 PLAYS	KBXX 42 PLAYS
WHJZ 39 PLAYS	WPGC 34 PLAYS	KMEL 27 PLAYS
WFOV 27 PLAYS	WJMH 21 PLAYS	POWER 106 20 PLAYS
WHHH 19 PLAYS	KMXZ 16 PLAYS	POWER PIG 15 PLAYS
Q99 12 PLAYS	KISS 108 8 PLAYS	WZJM 8 PLAYS
Z90 7 PLAYS	FM 102 5 PLAYS	AND MANY MORE!

OVER 135,000 SINGLES SOLD!
LP SALES APPROACHING 100,000!



RAP CITY



YO! MTV RAPS!



#35 REQUESTS!





A/C CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 AMY GRANT. The Lucky One (A&M)	—	—	3140
2 JON SECADA. If You Go (SBK/EMI Records)	—	—	2827
3 RICHARD MARX. The Way She Loves Me (Capitol)	—	—	2766
4 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	—	—	2730
5 JOHN MELLENCAMP. Wild Night (Mercury)	—	—	2598
6 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	—	—	2532
7 BONNIE RAITT. You (Capitol)	—	—	2310
8 WET WET WET. Love Is All Around (London/Island)	—	—	2094
9 MARIAH CAREY. Anytime You Need A Friend (Columbia)	—	—	2078
10 ELTON JOHN. Circle Of Life (Hollywood)	—	—	2065
11 HUEY LEWIS & THE NEWS. But It's Alright (Elektra)	—	—	2051
12 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	—	—	2008
13 MELISSA ETHERIDGE. Come To My Window (Island)	—	—	1788
14 ACE OF BASE. Don't Turn Around (Arista)	—	—	1474
15 MADONNA. I'll Remember (Maverick/Sire/WB)	—	—	1470
16 CELINE DION. Think Twice (550 Music)	—	—	1421
17 ALL-4-ONE. I Swear (Blitz/Atlantic/AG)	—	—	1356
18 JOSHUA KADISON. Beautiful In My Eyes (SBK/EMI Records)	—	—	1338
19 LAUREN CHRISTY. The Color Of Night (Mercury)	—	—	1323
20 EDIE BRICKELL. Good Times (Geffen)	—	—	1291
21 STEVE PERRY. You Better Wait (Columbia)	—	—	1244
22 SEAL. Prayer For The Dying (ZTT/Sire/WB)	—	—	1123
23 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	—	—	1013
24 HARRY CONNICK, JR. (I Could Only) Whisper Your Name (Columbia)	—	—	936
25 ANITA BAKER. Body & Soul (Elektra)	—	—	912
26 BABYFACE. When Can I See You (Epic)	—	—	898
27 PRETENDERS. I'll Stand By You (Sire/WB)	—	—	836
28 AARON NEVILLE. Betcha By Golly, Wow (A&M)	—	—	823
29 PHIL COLLINS. Everyday (Atlantic/AG)	—	—	785
30 BOYZ II MEN. I'll Make Love To You (Motown)	—	—	764
31 KENNY LOGGINS. Return To Pooh Corner (Columbia)	—	—	752
32 RICHARD MARX. Now And Forever (Capitol)	—	—	743
33 GARTH BROOKS & KISS. Hard Luck Woman (Mercury)	—	—	722
34 ARETHA FRANKLIN. Willing To Forgive (Arista)	—	—	645
35 LITTLE TEXAS. What Might Have Been (WB)	—	—	608
36 SHERYL CROW. All I Wanna Do (A&M)	—	—	567
37 ACE OF BASE. The Sign (Arista)	—	—	537
38 TAKE 6. The Biggest Part Of Me (Reprise)	—	—	468
39 TYLER COLLINS. Thanks To You (Reprise)	—	—	455
40 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records)	—	—	452

HOT NOTES

SIGNING ON: I'm Kristen Guarino – and I'll be using this space from here on out to spotlight the people, personalities and innovative stations in the often under-reported Adult Contemporary format. I've experienced working at A/C stations and I'm familiar with the unique guidelines that tend to restrict the format. *Network 40* believes in the validity and growth of the format and will work with you to headline the innovations that are relevant (but often overlooked) at many stations. Consider this column to be a stage for A/C radio to discuss station news, promotions, or hip and happening ideas that make your station special.

PROMOTIONS B US: Just because A/C stations don't cater to request-mad teens and contest pigs doesn't mean they shouldn't create entertaining and involving promotions to bring their call letters to the forefront of their audience's mind. One key, of course, is to make on-air promos as entertaining to listen to (to appeal to your passives) as they are to play. Another is to take over city or market events that attract the people you want to reach. Case-in-point: KFMB's presence at a San Diego air show. Not only did they get their calls in the face of the million or so who showed up, but they gave away logo cups at the water station, so the attendees could literally bring the station home with them.

HOT A/C TUB: Another great adult promotion comes courtesy of WJLK Asbury Park. Their eight-week co-promote with Ocean Spray Lemonade culminates with a grand prize of a spa worth over \$6,000. Listeners visit a local mall and guess the number of bottle caps (Ocean Spray, of course) in the spa. Whoever comes up with the most accurate guess, without going over, wins... WEMX Albany also deserves credit for proving that sometimes the best way to the adult mindset is through their children. PD John Daniels nabbed exclusive promo rights to the *Fox Kids Countdown*. The TV show (and WEMX's exposure) begins September 4th. You can't beat a good Sunday morning children's program to pull in their parents who are in your 25-44 demo.

AND THEN I SAID... So what are *you* waiting for? Send in your best events and stunts and not only will we put them in this column, but they'll also make our regular Promotions Page, where you can get a handful of good ideas used by other stations each week. Send info on your best projects via fax to (818) 846-9870 or give me a ring...800-443-4001.

ON YOUR DESK NOW: Labor Day may just have passed, but odds are your listeners are still in a summer music mood. So what's hot? Nothing could be hotter than the new duet single by Luther Vandross & Mariah Carey. Their version of "Endless Love" (Columbia) truly conquers all! Another primetime duet comes from El DeBarge & Babyface with "Where Is My Love?" (Reprise). You can practically feel the smooth-as-silk vocals.

LAST BUT NOT LEAST: Sheryl Crow's "All I Wanna Do" (A&M) is a fun record with an infectious hook and if you listen real close, you might even hear a little hint of the Steelers Wheel '73 hit, "Stuck in the Middle With You." P.S. This record is also producing huge positive research at WPLJ New York.

FINAL NOTE: Remember to fax in your A/C PPWs and adds on Mondays by 5pm.

– Kristen Guarino

most added

1 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	78
2 BOYZ II MEN. I'll Make Love To You (Motown)	14
3 SARAH McLACHLAN. Good Enough (Arista)	12
3 SHERYL CROW. All I Wanna Do (A&M)	12
5 BABYFACE. When Can I See You (Epic)	11

“FORE!”




**.J. Martell
Foundation**

**Team Captain John Sykes & Team Captain David Johnson
cordially invite you to
The 3rd Annual T.J. Martell Team Challenge for the Martell Cup
September 26, 1994, Glen Oaks Club**

**Contact: Peter L. Kauff c/o Laser Video Network
645 Fifth Avenue East Wing New York, NY 10022 (212) 888-0617**

CROSSOVER

TM

STREETCHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 BOYZ II MEN. I'll Make Love To You (Motown)	2357	2989	3303
2 BABYFACE. When Can I See You (Epic)	2029	2135	2339
3 CHANGING FACES. Stroke You Up (Big Beat/Atlantic/AG)	1566	1855	1965
4 AARON HALL. I Miss You (Silas/MCA)	1863	1788	1768
5 COOLIO. Fantastic Voyage (Tommy Boy)	1968	2048	1757
6 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	1576	1777	1704
7 TEVIN CAMPBELL. Always In My Heart (Qwest/WB)	1881	1642	1476
8 WARREN G. This DJ (Violator/ral/Island)	1271	1418	1465
9 AALIYAH. Back & Forth (Blackground/Jive)	1874	1633	1461
10 DA BRAT. Funkdafied (So So Def/Chaos)	1617	1517	1401
11 CRYSTAL WATERS. 100% Pure Love (Mercury)	1194	1235	1376
12 JANET JACKSON. Any Time, Any Place (Virgin)	1745	1588	1277
13 AALIYAH. At Your Best (You Are Love) (Blackground/Jive)	809	935	1109
14 PRINCE. Letitgo (WB)	746	914	1080
15 ACE OF BASE. Don't Turn Around (Arista)	1395	1187	1063
16 R. KELLY. Your Body's Callin' (Jive)	1275	1122	914
17 C + C MUSIC FACTORY. Do You Wanna Get Funky (Columbia)	966	997	895
18 MARIAH CAREY. Anytime You Need A Friend (Columbia)	854	864	856
19 ICE CUBE. Bop Gun (One Nation) (Priority)	591	706	839
20 HEAVY D & THE BOYZ. Nuttin' But Love (Uptown/MCA)	568	688	827
21 IMMATURE. Never Lie (MCA)	478	636	816
22 GERALD LEVERT. I'd Give Anything (EastWest)	844	825	793
23 ALL-4-ONE. I Swear (Blitz/Atlantic/AG)	991	829	752
24 R. KELLY. Summer Bunnies (Jive)	638	691	714
25 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	955	867	704
26 REAL McCOY. Another Night (Arista)	221	476	694
27 TERROR FABULOUS. Action (EastWest)	540	613	667
28 COLLECTIVE SOUL. Shine (Atlantic/AG)	612	609	637
29 JOHN MELLENCAMP. Wild Night (Mercury)	411	508	598
30 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	—	—	594
31 BLACKSTREET. Booty Call (Interscope/AG)	756	675	583
32 SALT-N-PEPA. None Of Your Business (Next Plateau/London/Island)	365	431	562
33 WHITEHEAD BROS. Your Love Is A... (Motown)	395	541	552
34 ANITA BAKER. Body & Soul (Elektra)	136	423	540
35 SEAL. Prayer For The Dying (ZTT/Sire/WB)	686	667	538
36 BIG MOUNTAIN. Sweet Sensual Love (Giant)	609	562	537
37 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	786	704	522
38 AHMAD. Back In The Day (Giant/Reprise)	667	535	512
39 DJ MIKO. What's Up (ZYX)	554	449	496
40 JOCELYN ENRIQUEZ. Make This Last Forever (Classified)	373	444	482

RHYTHMNATION

CHANT... New weekender at WHJX Jacksonville is Danny Wright's brother, Dick. Dick, who took a brief hiatus from radio to join a monastery, was previously at Pirate Radio in LA as Batman Gomez.

THAT TIME OF THE MONTH... Power 106 Los Angeles morning cru, The Baka Boyz, are giving away trendy "Biological Clock" watches to female listeners to countdown the time remaining until Powerhouse (9/10).

NUZ... Lauren Coleman has left the Round The Globe publicity firm to start her own company, Punch Media Relations... Rap-A-Lot Records has just inked a deal for distribution by Noo Trybe/Virgin. The first release under this new agreement will be Scarface's *The Diary*, which drops at the end of October... There's nothing new with EastWest's Peter Albertelli; just felt like mentioning his name.

PLAY BALL... WWKX Providence departing MD John McMann and PD Scotty Snipes have lined up the following artists to perform after the Public Enemy basketball game: PE, Mad Lion, Craig Mack, The Notorious B.I.G., Flatlinerz and O.C.

STAR-STUDDER... Scene hanging at the Luscious Jackson concert at LA's trendy Luna Park (8/25): Nina Hagen, Cocteau Twins, Jesus And Mary Chain and The Breeders.

DUMB-ASS ALERT... Just because Bruce St. James has left KJYK Tucson, doesn't mean the station is no longer playing music. MC Boogie D is more than ready to be harassed by any and all record promoters. It would also be helpful if you sent him music.

SOUTHERN NIGHTS... Charles Chavez moves to San Antonio to become MD at KTFM.

IN THE NAVY... WERQ Baltimore's Harbor Jam (9/17) will feature Gerald Levert, Aaron Hall, 4 P.M., Blackstreet, Fugees, Zhané and Ms. Tony.

GO WEST... New middayer at KBOS Fresno is Julie Logan from crosstown radio station The Fox... Also in Fresno, the station that was known as K-Garth, "All Garth, All The Time," has now gone to "Froggie Country." All jocks have frog names: Ranger Ribbitt, Tommy Tadpole...

TV GUIDE... Rumor has it that WQHT New York morning team and hosts of *Yo! MTV Raps*, Doctor Dre and Ed Lover, will be on five nights a week at MTV.

DIAL MY NUMBER... Looking for an alternative Rap radio outlet in Dallas? How 'bout KNON at 89.3 on the FM dial. This public-access station mixes Hip-Hop live on the air (at least on Saturday afternoons) and features special guest artists.

THAT SOUND... Craig Mack and The Notorious B.I.G. are on a national B.I.G. Mack promotional tour. The West Coast leg of the tour is currently sold out.

AROMA ROASTED... Happy birthday to KMEL San Francisco's Mike Marino (9/2)... American's Danny Ostrow became the proud father of a bouncing baby boy (8/20)... Maurice DeVoe, Tommy Nappi and Jack Cyphers get Prioritized.

- Wendi Cernak

in the mix

Ross Wilson, WOWI Norfolk

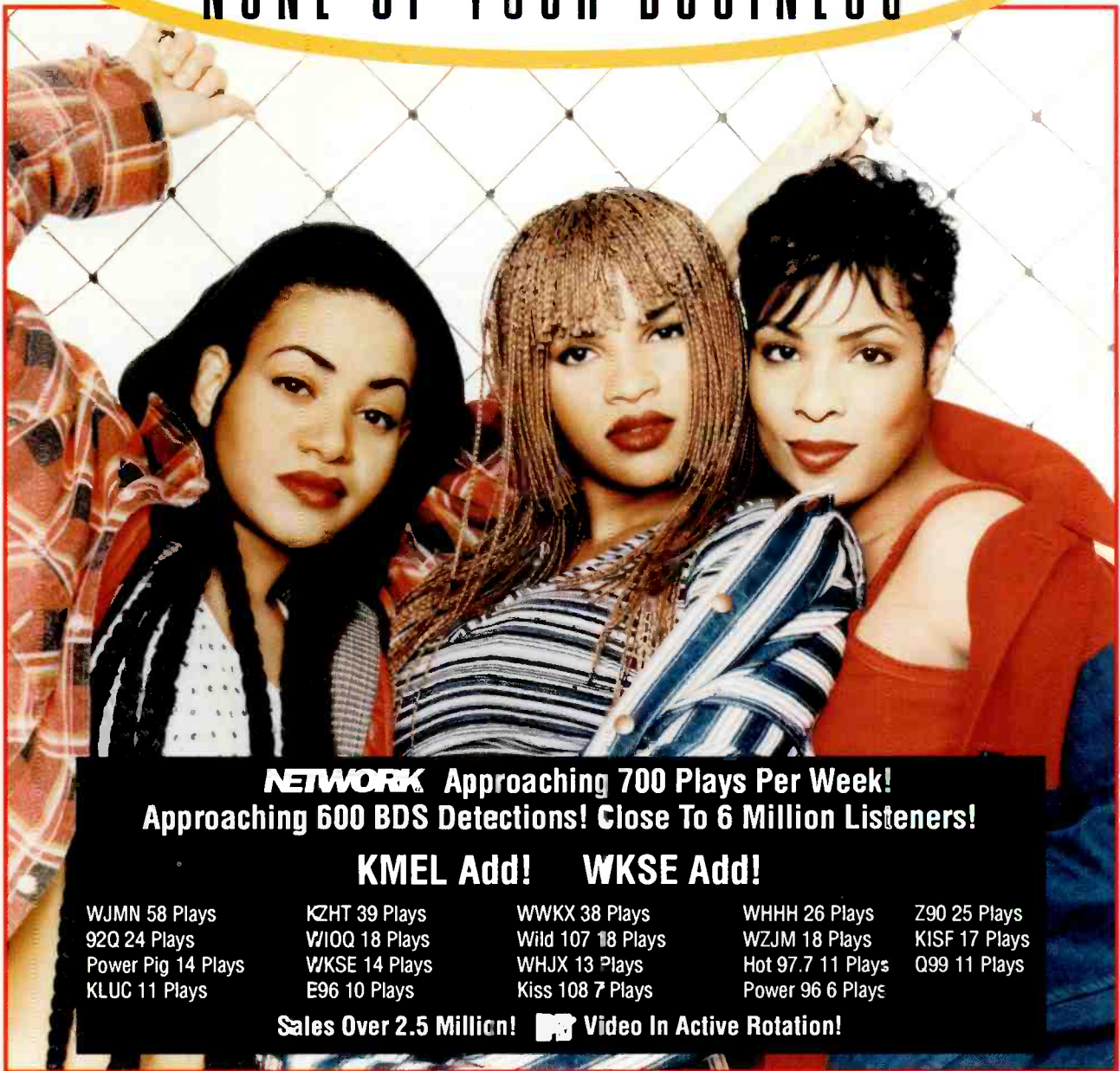
Hardhead, New York Express	Strictly Rhythm
Brothers In Rhythm, Forever And A Day	Epic
Black Box, Not Anyone	GGM-Italy
K7, Move It Like This	Tommy Boy
Loveland, Let The Music (Lift U Up)	Big Beat/Atlantic/AG
Jeanie Tracy, If This Is Love	Pulse 8-UK
Sophie B. Hawkins, Right Beside You	Columbia
Inner City, Share My Life	Columbia
Shai, The Place Where You Belong	Gasoline Alley/MCA
Coro, One Night With You	Cutting

most added

1 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	37
2 ALL-4-ONE. Breathless (Blitz/Atlantic/AG)	14
3 KARYN WHITE. Hungah (WB)	8
4 20 FINGERS. Short Short Man (DJ World/id)	4
4 FOR REAL. You Don't Know Nothin' (A&M)	4

salt-n-pepa


NONE OF YOUR BUSINESS



NETWORK Approaching 700 Plays Per Week!
Approaching 600 BDS Detections! Close To 6 Million Listeners!

KMEL Add! WKSE Add!

WJMN 58 Plays	KZHT 39 Plays	WWKX 38 Plays	WHHH 26 Plays	Z90 25 Plays
92Q 24 Plays	W10Q 18 Plays	Wild 107 18 Plays	WZJM 18 Plays	KISF 17 Plays
Power Pig 14 Plays	WKSE 14 Plays	WHJX 13 Plays	Hot 97.7 11 Plays	Q99 11 Plays
KLUC 11 Plays	E96 10 Plays	Kiss 108 7 Plays	Power 96 6 Plays	

Sales Over 2.5 Million!  **Video In Active Rotation!**

the next single
from the double
platinum
very necessary...



video music
Awards Nominees:
Best Dance Video
Best R&B Video
Best Choreography In A Video

CROSSOVER

TM

ILL AL SKRATCH

"I'll Take Her"

(MERCURY)

Features Brian McKnight. Don't sleep on this great jam.



ILL AL SKRATCH

TANYA BLOUNT

"Through The Rain"

(POLYDOR/ISLAND)

Rhythmic mover with sultry vocals.

RAPPIN' 4-TAY

"Playaz Club"

(CHRYSALIS/EMI RECORDS)

Already on the air at KMXZ, KDON, KLUC, KHQT, KYLD and KMEL. Hot on the Pop tip, this isn't just a West Coast record.

A BEAT AHEAD

DANCE THE NIGHT AWAY... Logic Records has picked up the hot import "Girls & Boys" (deConstruction) by the Hed Boys. Already a power in many Underground clubs, look for vinyl in the next few weeks... Give a call to the folks at Bellafiore Productions (908-901-0441) and ask for a copy of the double A-side "Dance No More/Don't You Know" (Dark Black Recordings) by Scorpion Sounds. Produced by Wildchild, both tracks have sparse female vocal drops over slamming bass lines. You're gonna like it... On the Ambient side, check out Waterlillies' "Tempted" (Kinetic/ Sire/ Reprise). Big buzz developing in the clubs... Another Underground track to

become familiar with is Elé Ferrer's "I'll Make U Happy Baby" (Emotive). And while we're on the subject of Emotive Records, they've got a new compilation on the way. *Future Sound Of New York* features unreleased tracks by DJ Duke, Junior Vasquez, DJ Pierre, Felix Da Housecat and more.

IF I ONLY HAD A BRAIN... A trip to your local record store is a must. Pick up a copy of "Seether" (Minty Fresh) by Veruca Salt, the latest Alternative band to be involved in a heated label bidding war. Minty Fresh is out of Chicago, however the 7-inch is licensed to Sacred Hitless in London... Other tracks for your pleasure: Magnapop's "Slowly, Slowly" (Priority)... Killing Joke's "Millenium" (Butterfly/Zoo)... Offspring's "Gotta Get Away" (Epitaph)... A&M has a Carpenters remake CD coming out in late September with tracks from Sonic Youth, Cranberries, Dishwalla, Sheryl Crow, Redd Kross, Babes In Toyland, Cracker, 4 Non Blondes and Grant Lee Buffalo.

STOMPING GROUND... Check out



INI KAMOZE

the radio remix of Black Moon's "Buck 'Em Down" (Wreck/Nervous) by Beatminerz... Nōō Trybe has a cool sampler to check; Doo Wop & Da Bounce Squad's "Bounce Rock Skate Roll" with intro by KPWR's Tha Baka Boyz and Diezzle Don & Tha Governer's "Ill Funk Flow." Look for R&B artist Teddy to drop with his smooth style next year.... And InI Kamoze's "Here Comes The Hotstepper" (Columbia) is the shit!

—Wendi Cermak

MICHAEL MARTIN

KYLD "Wild 107" San Francisco

- Boyz II Men "On Bended Knee"
- Craig Mack "Flava In Ya Ear"
- The Notorious B.I.G. "Juicy"
- MC Eht "All For The Money"

MARK ADAMS

KBOS "B95" Fresno

- Crystal Waters "Ghetto Days"
- Jon Secada "Whipped"
- Luther Vandross & Mariah Carey "Endless Love"
- For Real "You Don't Know Nothin"

STEPHEN MEADE

KHTY "Y-97" Santa Barbara

- Shanice "Turn Down The Lights"
- Luther Vandross & Mariah Carey "Endless Love"
- Y?N-Vee "Chocolate"

BUSHMAN

WJMH "102 Jamz" Greensboro

- Aaron Hall "When You Need Me"
- Boyz II Men "Thank You"
- Sam The Beast "Goochie"

on the tip

KOZMAN

KKXX "The Power Station" Bakerfield

- Boyz II Men II
- II D Extreme f/Patra "Could It Be I'm Falling In Love"
- N.W.H. "Ice Froggy Frog"

PACO LOPEZ

WQHT "Hot 97" New York

- K7 "Move It Like This"
- InI Kamoze "Here Comes The Hotstepper"
- Ill Al Skratz "I'll Take Her"
- 4 P.M. "Sukiyaki"

SHELLIE HART

KUBE Seattle

- Velocity Girl "I Can't Stop Smiling"
- Cracker "Euro-Trash Girl"
- Veruca Salt "Seether"
- Wild Colonials "Spark"
- Magnapop "Slowly, Slowly"
- Tony Childs "Lay Down Your Pain"
- The Notorious B.I.G. "Juicy"
- Waterlillies "Tempted"

MC BOOGIE D

KJYK "Power 1490" Tucson

- Pete Rock & C.L. Smooth "I Got A Love"
- For Real "You Don't Know Nothin"
- Forté "Girl I Want You Back"

TIM VIRGIN

WHJX "Channel X" Jacksonville

- MC 900 Ft Jesus "If I Only Had A Brain"
- Stone Temple Pilots "Interstate Love Song"
- Veruca Salt "Seether"
- Offspring "Gotta Get Away"

JOHN MCMANN

WWKX "Kix 106" Providence

- Aaliyah "At Your Best (You Are Love)" [R. Kelly remix]
- The Notorious B.I.G. "Dreams"
- Luther Vandross & Mariah Carey "Endless Love"
- Lisa Stansfield "Make It Right" [R. Kelly remix]
- Sagat "Luvstuff" [Ghetto edit]

CAMILLE CASHWELL

WERQ "92Q" Baltimore

- Tony Terry "When A Man Cries"
- Jade "5-4-3-2-1 (Yo Time Is Up)"
- Casserine f/Cato "Why Not Take All Of Me"
- InI Kamoze "Here Comes The Hotstepper"
- For Real "You Don't Know Nothin"
- Pete Rock & C.L. Smooth "I Got A Love"

PETE JONES

KHTN Modesto

- Whitehead Bros. "Your Love Is A..."
- Immature "Never Lie"
- Lisa Loeb & Nine Stories "Stay (I Missed You)"
- Boyz II Men "I'll Make Love To You"

GREG BRADY

WHJX "Channel X" Jacksonville

- Craig Mack "Flava In Ya Ear"
- Sarah McLachlan "Good Enough"
- Salt-N-Pepa "None Of Your Business" [Muggs Metal Mix]
- Kristine W "Feel What U Want"

ICE CUBE

BOP GUN (ONE NATION)



The New Single And Video Featuring George Clinton!

**New This Week At
KZHT Kix 106 Y-97**

	<u>Plays</u>	<u>Soundscan</u>		<u>Plays</u>	<u>Soundscan</u>
KIIS Los Angeles	21	#6	WZJM Cleveland	13	#22-18
Power 106 Los Angeles	58-#1	#6	WJMN Boston	31	#55-47
The Beat Los Angeles	45	#6	WJMH Greensboro	24	#36-34
KMEL San Francisco	77	#8	WHJX Jacksonville	28	#36-26
Wild 107 San Francisco	73	#8	Q102 Philadelphia	12	#59-56
Hot 97.7 San Jose	47	#8	Kix 106 Providence	12-New	#59-58
KKSS Albuquerque	95	#13-8	Hot 97 New York	10	#81-75
FM102 Sacramento	24	#11-8	Z90 San Diego	7	#9-8
WHYT Detroit	17	#13	KMXZ Salinas	33	
WHHH Indianapolis	17	#21-11	KDON Monterey	14	
KS104 Denver	11	#31	KCAQ Oxnard	29	
KUBE Seattle	23	#20-18	KGGI Riverside	19	
KLUC Las Vegas	8	#16	KKXX Bakersfield	15	
KZHT Salt Lake City	10-New	#28-19	KPRR El Paso	14	

Also Boppin' On

KZFM KTFM WJXX KISF

Single Sales Approaching 100,000! Total Top 40 Spins: over 760!

Single Sales 21-16* Hot 100 Chart 33*-28*

Monitor Rhythm/Crossover Chart 15* Airpower!

**PRIORITY
RECORDS**



CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 GREEN DAY. Basket Case (Reprise)	1161	1290	1237
2 COUNTING CROWS. Einstein On The Beach (DGC)	1179	1172	1175
3 LOVE SPIT LOVE. Am I Wrong (Imago)	1103	1196	1170
4 SHERYL CROW. All I Wanna Do (A&M)	1020	1073	1117
5 JESUS AND MARY CHAIN. Sometimes Always (American/WB)	938	955	1073
6 WEEZER. Undone - The Sweater Song (DGC)	951	970	947
7 LIVE. I Alone (Radioactive)	709	804	930
8 OFFSPRING. Self-Esteem (Epitaph)	595	773	876
9 MAZZY STAR. Fade Into You (Capitol)	636	765	843
10 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG)	464	691	832
11 CANDLEBOX. Far Behind (Maverick/Sire/WB)	781	777	812
12 THE DAMBUILDERS. Shrine (EastWest)	821	803	758
13 DINOSAUR JR. Feel The Pain (Sire/Reprise)	397	616	708
14 STONE TEMPLE PILOTS. Vasoline (Atlantic/AG)	900	819	658
15 SOUNDGARDEN. Fell On Black Days (A&M)	408	515	594
16 TOAD THE WET SPROCKET. Something's Always Wrong (Columbia)	216	439	581
16 FRANK BLACK. Headache (4AD/Elektra)	839	780	581
18 THEY MIGHT BE GIANTS. Snail Shell (Elektra)	190	389	566
19 SUGAR. Your Favorite Thing (Rykodisc)	366	545	556
20 GODS CHILD. everybody's 1 (Qwest/WB)	452	448	524
21 CRACKER. Euro-Trash Girl (Virgin)	280	438	520
22 PRETENDERS. I'll Stand By You (Sire/WB)	559	533	518
23 SEAL. Prayer For The Dying (ZTT/Sire/WB)	845	662	491
24 L7. Andres (Slash/Reprise)	560	478	490
25 SPIN DOCTORS. You Let Your Heart Go Too Fast (Epic)	578	535	434
26 MC 900 FT JESUS. If I Only Had A Brain (American/WB)	576	539	419
27 BAD RELIGION. Stranger Than Fiction (Atlantic/AG)	200	299	389
28 INDIGO GIRLS. Least Complicated (Epic)	421	404	383
29 MAGNAPOP. Slowly, Slowly (Priority)	227	265	374
30 OFFSPRING. Come Out And Play (Epitaph)	711	527	370
31 SARAH McLACHLAN. Good Enough (Arista)	146	234	348
32 VERUCA SALT. Seether (Minty Fresh)	163	211	339
33 MATERIAL ISSUE. Goin' Through Your Purse (Mercury)	266	278	317
34 PATO BANTON. Baby Come Back (IRS)	254	260	312
35 SINEAD O'CONNOR. Fire On Babyion (Ensign/Chrysalis/EMI Records)	51	243	309
36 LIGHTNING SEEDS. Lucky You (Trauma)	83	232	295
37 KILLING JOKE. Millennium (Butterfly/Big Life/Zoo)	240	253	286
38 NINE INCH NAILS. Closer (Nothing/TVT/Interscope/AG)	333	284	280
39 THE BREEDERS. Saints (4AD/Elektra)	495	358	276
40 RANCID. Salvation (Epitaph)	203	262	271

NETWORK 40's

VIRTUALLYALTERNATIVE PANEL

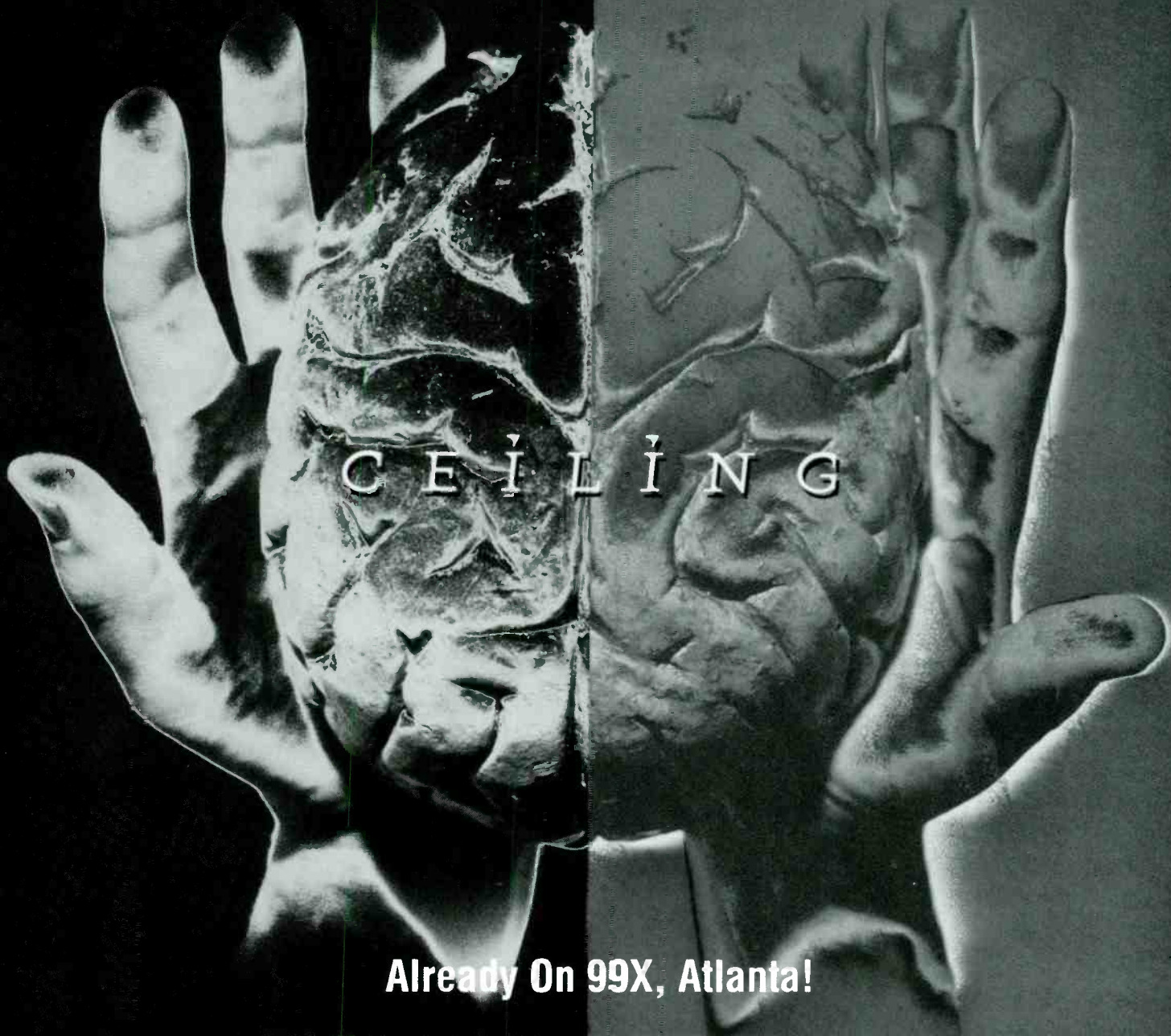
KACV	Amarillo*	KNNC	Austin
WAQZ	Cincinnati	WNNX	Atlanta
WBER	Rochester*	KOME	San Jose
WBRU	Providence	WOXY	Oxford
WCBR	Chicago	WPFM	Panama City, FL.
WCHZ	Augusta, GA.	WPGU	Champaign, IL.
KDGE	Dallas	KPNT	St. Louis, MO.
WDRE	Long Island/Phili.	KPOI	Honolulu
KEDG	Las Vegas	WRLG	Nashville
KEDJ	Phoenix	KROQ	Los Angeles
KEGE	Minneapolis	WROX	Norfolk
WENZ	Cleveland	WRXQ	Memphis
WEQX	Albany	WRXS	Ocean City
WFXN	Boston	KRZQ	Reno
WHFS	Washington, DC	KTCL	Fort Collins, CO.
XHRM	San Diego	KTOZ	Springfield, MO.
WHTG	Asbury	XTRA	San Diego
CIMX	Detroit	KUKQ	Phoenix
KITS	San Francisco	WWCD	Columbus
KKNB	Lincoln, NE.	WWDX	East Lansing
WKQX	Chicago	KWOD	Sacramento
KLZR	Lawrence, KS.	KWTO	Springfield, MO.
WMAD	Madison, WI.	KXRK	Salt Lake City
QMF2	Louisville, KY.	WZRH	New Orleans
KNDD	Seattle		

*Denotes Non-Commercial Reporter

most added

1 LIZ PHAIR. Supremova (Matador/Atlantic/AG)	22
2 GRANT LEE BUFFALO. Mockingbirds (Slash/Reprise)	14
3 OASIS. Supersonic (Epic)	12
4 dada. All I Am (IRS)	11
5 GREEN DAY. Welcome To Paradise (Reprise)	8

it's a good thing,
a good thing,
it's a real good thing.



Already On 99X, Atlanta!

ROYAL JELLY

from their self-titled debut on



© 1994 island records, inc.

Gerald

"I'd Give

Will Give Your Au

GRACING ALL FORMATS!

POP: Over 1100 Spins!

92Q 56	KZFM 51	B94 42
WWKX 36	WZJM 18	KBXX 30
WLUM 16	WXKS 16	KZHT 29
KKRZ 22		

URBAN: Over 1800 Spins! 100% Closed!

A/C: Over 19 Stations Reporting!

(Including WBMX, K101 & KLSY!)

Levert

Anything

audience Everything!

* EXPLODING AT RETAIL! *

Pop SoundScan Single #19*

R&B SoundScan Single #7*

Houston #9	Baltimore #8	Richmond #4
Atlanta #9	New Orleans #9	Washington, D.C. #12
Cleveland #6	Norfolk #11	Tampa #19
	Pittsburgh #14	



(LP Street Date: September 6th!)



Strong Requests!



HEAVY! #3 Most Played!



eastwest records america

PLAY IT! SAY IT!

LUTHER VANDROSS (EPIC)

- Luther was born on the Lower East side of New York and began playing the piano at age three.
- During his years at Taft High School, he listened to Aretha Franklin, Diana Ross and Dionne Warwick.
- His first breakthrough in show business came in 1972 when his composition, "Everybody Rejoice (A Brand New Day)," was included in the hit musical *The Wiz*.
- Two years later, superstar David Bowie asked Luther to arrange vocals and song backup for his single "Young Americans." He also co-wrote "Fascination" with Bowie.
- Luther sang backup for artists including The Average White Band and Barbra Streisand.
- In 1981, he signed with Epic and released his first



album *Never Too Much*.

- He has also written and produced songs for Whitney Houston, Aretha Franklin and Teddy Pendergrass, among others.
- In 1993, he won his first Grammy award; his hit, "Here And Now," won Best R&B Male Vocal Male Performance. The following year, he won two more Grammys for "Power Of Love" - Best R&B Song and Best R&B Performance.
- His current single, "Endless Love," a duet with Mariah Carey, is off his new album, *Songs*.

LAUREN CHRISTY (MERCURY)

- Born and raised in London, Lauren Christy studied at the prestigious Bush Davies Ballet School from age 11 to 17.
- At the age of 16, she led a band of five guys called Pink Ash. She then decided that ballet was not for her.
- At 17, she joined an all-girl band called Shi Shi Ha Ha, which in Japanese means the celebration of a young girl's first menstruation.
- Deciding the "band thing" was not for her, she locked herself in her room for a year to write songs. Her goal was to land a publishing deal and eventually a recording contract.
- She did get the publishing deal she was after and signed with Mercury. Then, she made the big move to Los Angeles.
- Her diverse influences range from Peter Gabriel, Kate Bush and Blue Nile to Bach and Public Enemy.



- Her current single is "The Color Of The Night," from a soundtrack to a movie of the same name.

THE 4 SEASONS (CURB RECORDS)

- This vocal group was formed in Newark, New Jersey in 1955.
- Lead singer Frankie Valli (Francis Castelluccio) formed the Variatones with Nick and Tommy DeVito and Hank Majewski.
- Finally after several name and personnel changes, they named themselves The 4 Seasons after a bowling alley in New Jersey in 1961.
- Other group names included The Four Lovers and The Wonder Who?
- Some of their best-known hits over the years include "Sherry," "Big Girls Don't Cry," "Walk Like A Man," "Rag Doll" and "December, 1963 (Oh What A Night)."
- The latter was originally released in December, 1975, was on the charts for 27 weeks and remained at number one for three weeks.
- Their current single is "December '63 (Oh What A Night)."



The *L.A. Times*' List Of The Least Important People In The Music Industry Was Headed By:

- Dan Quayle.
- Jimmy Swaggert.
- Ben Hamilton.

RIMSHOTS

By Dwayne & Jeff

If we weren't integrity-filled journalists, Rimshots would be brought to you by *Smell-A-Vision*, an odor disk-based software package that sprays different aromas into your viewing area when certain subjects are pictured on your T.V. *Network 40* manchild Victor Caballero is the co-developer of this digital wizardry, but sorry, Vic, our readers deserve Rimshots untainted by commercial hype!

◆◆◆

Playfull/Avalon Records will soon release *Erotiques - Music For Romantic Interludes*, an album that's "the soundtrack to romance and intimacy." Track titles: "Anticipation," "A Satin Ballet," "Glistening" and "Until Next Time."

If it sells, the follow-up will be even more graphic with titles like "Whispered Blood Test Results," "Of Course, I Brought Protection... It's Here, Somewhere," "Are You Done Yet?" and "Sure, I Respect You, Whatzyername."

◆ *Smell the lube* ◆ *with Smell-A-Vision!* ◆

Malcolm McDowell gets to kill William Shatner in the next *Star Trek* movie.

Kirk dead? Not totally. His hairpiece survives... and through the miracle of cloning... another sequel in '97!

Good thing, too! If *Star Trek* called it quits for good, Scotty would have to take a gig in the John Wayne Bobbitt porno flick so he can say, "My God Cap'n, she's gonna blow!"

◆ *Wash your hands!* ◆ *It's scratch n' sniff Smell-A-Vision!* ◆

Look for ASMs to replace bank tellers, insurance agents, and other financial sellers in the near future. ASMs are Attended Sales Machines and incorporate video conferencing for financial services.

They're also equipped with a very hearty laugh in case you ask for an update on your bank account.

◆ *Rubber aroma* ◆ *From checks on Smell-A-Vision!* ◆

Dr. Dre pleaded no contest to drunk driving charges in a Los Angeles courtroom this week.

◆ *Get a DUI...* ◆ *Drive with Smell-A-Vision!* ◆

MTV is developing a sitcom about a pathetic garage band called *The Dopes*, which insiders call a close copy of the *Monkees*.

It's patterned after the career of *The Three Tenors*.

◆ *With Smell-A-Vision* ◆ *this show really stinks!* ◆

Ozzy Osbourne has won a lawsuit against a now-defunct magazine which published a story that claimed Oz had a disabling mental problem and was concealing it from his fans.

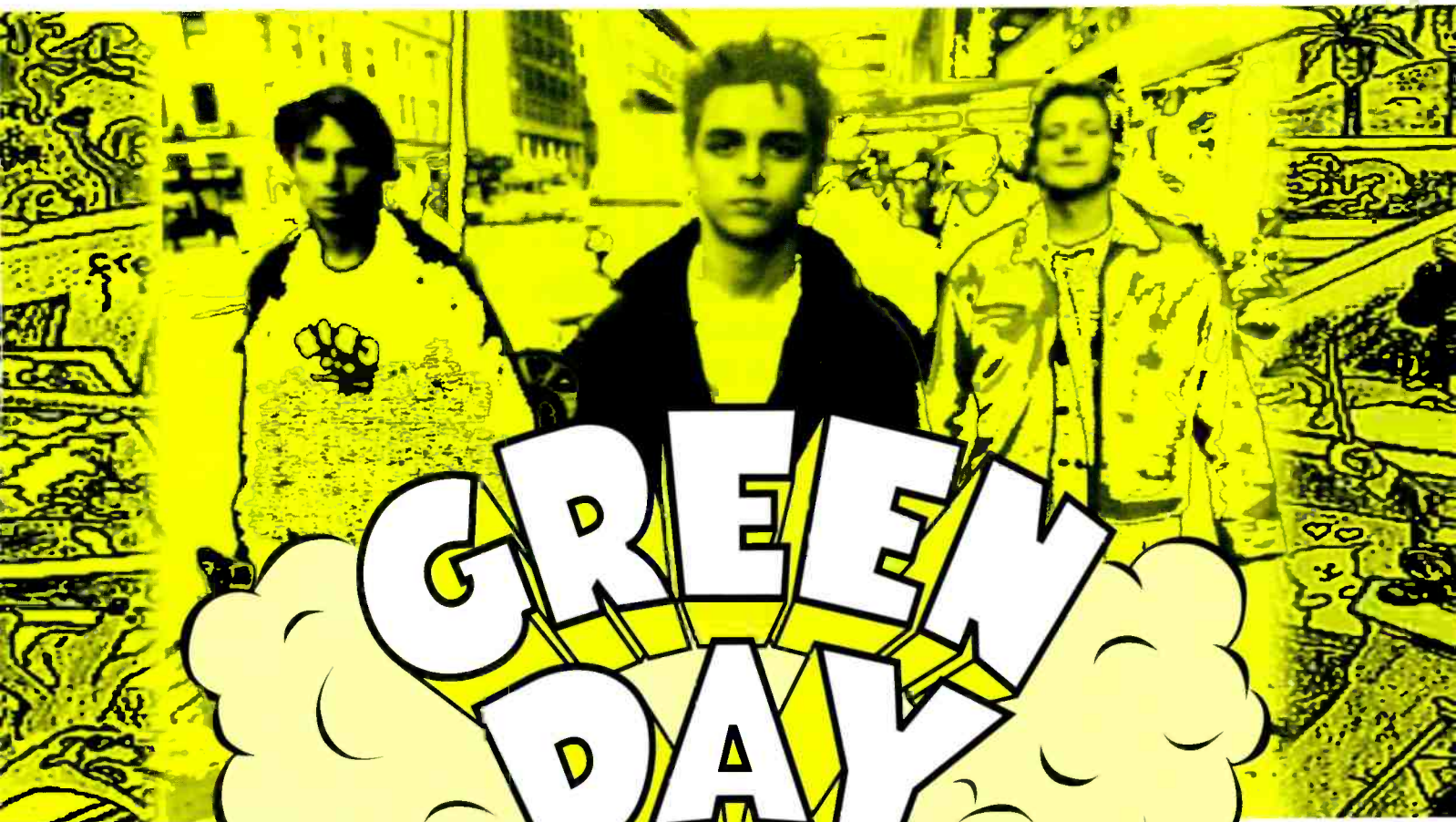
Talk about an open-and-shut case! Watch the guy perform just one song and you'll know he couldn't conceal *anything!*

◆ *Smell-A-Vision* ◆ *Savor Rotting Brain Cells!* ◆

All systems are almost go for the daily *Rimshot Hell!* Call 1-800-443-4001 for grand opening subscriber info!

◆ *No Smell-A-Vision needed* ◆ *to smell that plug!* ◆

"The best rock release of the Year,"
says TIME MAGAZINE.



LOLLAPALOOZA
AND WOODSTOCK
AND BUZZBIN
AND LETTERMAN AND
THREE MTV AWARD NOMINATIONS
AND ROLLING STONE'S
HOT BAND OF '94 AND...

THE NEW
SINGLE
AND VIDEO

Basket Case

Soundscan Album Sales 5-4!

NETWORK Over 1500 Plays Per Week! #3 Most Requested!

Over 94,328 Weekly Sales! A Dozen More Adds, Including WZJM, WPXY And KQKQ!

Rotating On Over 100 Stations!

WHYT Detroit 54 Plays
WHJX Jacksonville 25 Plays
WLUM Milwaukee 13 Plays
WRVQ Richmond 11 Plays

KUBE Seattle 43 Plays
The Edge Charlotte 21 Plays
WDJX Louisville 13 Plays
B94 Pittsburgh 10 Plays

KROQ Los Angeles 38 Plays
B97 New Orleans 21 Plays
KC101 Hartford 13 Plays
KISF Kansas City 10 Plays

Z100 New York 29 Plays
WKSE Buffalo 18 Plays
WAHC Columbus 12 Plays
KKFR Phoenix 10 Plays

99X Atlanta 27 Plays
WPLY Philadelphia 15 Plays
WZPL Indianapolis 12 Plays
KDGE Dallas 63 Plays!

Already Over 1.6 Million Shipped!



Produced by Rob Cavallo and Green Day

FROM THE ALBUM, DOOKIE

Management: Cahn-Man.

©1994 Reprise Records

MOST REQUESTED

106 KMEL

KMEL SAN FRANCISCO, ROSEMARY HART

1. Rappin' 4-Tay, Playaz Club
2. Boyz II Men, I'll Make Love
3. MC Eiht, All For The Money
4. Aaliyah, At Your Best
5. Ice Cube, Bop Gun (One Nation)
6. Warren G, This DJ
7. R. Kelly, Summer Bunnies
8. Aaron Hall, I Miss You
9. Terror Fabulous, Action
10. Changing Faces, Stroke You Up

95.1 The Edge

WEDJ CHARLOTTE, JAMMIER

1. Soundgarden, Black Hole Sun
2. Lisa Loeb, Stay (I Missed You)
3. Green Day, Basket Case
4. Collective Soul, Shine
5. 2 Unlimited, Get Ready For This

99.1 KGGI FM

KGGI RIVERSIDE, BO CORONA

1. Coolio, Fantastic Voyage
2. Warren G, This DJ
3. Miranda, Your Love Is So
4. Aaliyah, Back & Forth
5. Heavy D & The Boyz, Nuttin'

106.1 KISSFM

KHKS DALLAS, VALENTINE

1. Boyz II Men, I'll Make Love
2. Lisa Loeb, Stay (I Missed You)
3. Warren G. & Nate Dogg, Regulate
4. Real McCoy, Another Night
5. Collective Soul, Shine

MOST REQUESTED USA

1. Boyz II Men, I'll Make Love To You
2. Soundgarden, Black Hole Sun
3. Green Day, Basket Case
4. Sheryl Crow, All I Wanna Do
5. Coolio, Fantastic Voyage
6. Lisa Loeb & Nine Stories, Stay (I Missed You)
7. Offspring, Come Out And Play
8. Candlebox, Far Behind
9. Babyface, When Can I See You
10. Warren G., This DJ



WFLZ TAMPA, BUBBA THE LOVE SPONGE

1. 69 Boyz, Tootsee Roll
2. Boyz II Men, I'll Make Love
3. The Puppies, Funky Y•2•C
4. Bubba The Love, Let The Music
5. Coolio, Fantastic Voyage



WHTZ NEW YORK, CHD THE HIT MAN

1. Green Day, Basket Case
2. Offspring, Come Out And Play
3. Candlebox, Far Behind
4. Lisa Loeb, Stay (I Missed You)
5. Nine Inch Nails, Closer



WPLY PHILADELPHIA, MARC SUMMERS

1. Green Day, Basket Case
2. Soundgarden, Black Hole Sun
3. Lisa Loeb, Stay (I Missed You)
4. Offspring, Come Out And Play
5. Candlebox, Far Behind



WZJM CLEVELAND, GERONIMO

1. Boyz II Men, I'll Make Love
2. House Of Pain, On Point
3. Aaron Hall, I Miss You
4. Offspring, Come Out And Play
5. Ice Cube, Bop Gun (One Nation)



KQKS DENVER, J.B. GOODE

1. Coolio, Fantastic Voyage
2. Boyz II Men, I'll Make Love
3. Collective Soul, Shine
4. Changing Faces, Stroke You Up
5. Janet Jackson, Any Time, Any
6. Salt-N-Pepa, None Of Your
7. Babyface, When Can I See You
8. All-4-One, I Swear

107.1 KISS FM

WAHC COLUMBUS, MIKE DURAN

1. Green Day, Basket Case
2. Offspring, Come Out And Play
3. Pretenders, I'll Stand By You
4. Boyz II Men, I'll Make Love
5. Soundgarden, Black Hole Sun
6. Deadeye Dick, New Age Girl
7. Prince, Letitgo
8. Aaron Hall, I Miss You
9. Crystal Waters, 100% Pure Love



WVNZ NORFOLK, JUSTIN STONE

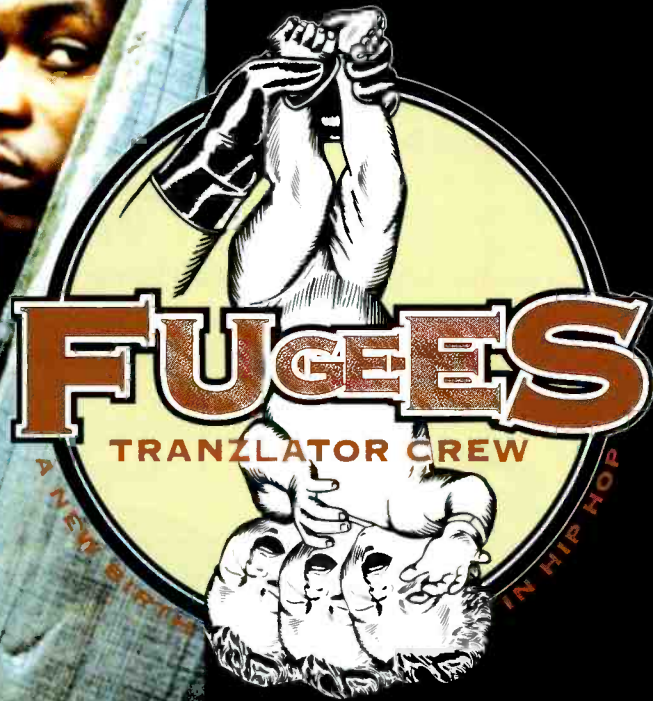
1. Boyz II Men, I'll Make Love
2. Warren G. & Nate Dogg, Regulate
3. Offspring, Come Out And Play
4. Green Day, Basket Case
5. Coolio, Fantastic Voyage
6. Deadeye Dick, New Age Girl
7. Sheryl Crow, All I Wanna Do
8. Lisa Loeb, Stay (I Missed You)
9. Stone Temple Pilots, Big Empty



KHFI AUSTIN, BO NASTY

1. Warren G, This DJ
2. Hope, Tree Frog
3. Boyz II Men, I'll Make Love
4. Real McCoy, Another Night
5. Collective Soul, Shine

Nappy Heads (Mona Lisa)



From The Debut Album, "Blunted On Reality."

Produced by Rashad Muhammad, Brand X, Wyclef, and Prakazé. Management: DAS Ccommunications

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

Coast To Coast Airplay.

"Undoubtedly bridging the gap between East and West coasts. The Mona Lisa hook is infectious. Nappy Heads is pulling Top 10 requests after just a couple of weeks of airplay." 35 Spins

— Bruce St. James, ME, Power 106 Los Angeles

"Nappy Heads" is Top Five most requested in Boston. Our listeners have reacted immediately via requests and sales. Early indications show this to be a big hit." 38 Spins

— Cat Collins, MD, WJMN Boston



COLUMBIA

MOST REQUESTED



KBFM BROWNSVILLE, HURRICANE SHANE

1. DJ Miko, What's Up
2. Soundgarden, Black Hole Sun
3. Aaliyah, Back & Forth
4. Crash Test Dummies, Afternoons
5. Elton John, Can You Feel The
6. 24-7, Slave To The Music
7. Miranda, Your Love Is So
8. Ace Of Base, Don't Turn Around



WABB FM MOBILE, CRASH

1. Boyz II Men, I'll Make Love
2. Offspring, Come Out And Play
3. Soundgarden, Black Hole Sun
4. Green Day, Basket Case
5. Lisa Loeb, Stay (I Missed You)
6. Babyface, When Can I See You
7. Candlebox, Far Behind
8. De'ree, You Gotta Be



KBOS FRESNO, MARK ADAMS

1. Immature, Never Lie
2. Boyz II Men, I'll Make Love
3. Warren G, This DJ
4. Changing Faces, Stroke You Up
5. Aaron Hall, I Miss You
6. Da Brat, Funkdafied



KDON SALINAS, DARREN STONE

1. Boyz II Men, I'll Make Love
2. Rappin' 4-Tay, Playaz Club
3. Da Brat, Funkdafied
4. Salt-N-Pepa, None Of Your
5. Aaliyah, At Your Best (You Are
6. Warren G, This DJ
7. For Real, You Don't Know Nothin'
8. Ice Cube, Bop Gun (One Nation)

NIGHT PERSON OF THE WEEK

George McFly WBBM Chicago



1. Boyz II Men, I'll Make Love To You
2. 69 Boyz, Tootsee Roll
3. Luther Vandross & Mariah Carey, Endless Love
4. 20 Fingers, Short Short Man
5. Warren G., This DJ



KWIN STOCKTON, MARK MEDINA

1. Boyz II Men, I'll Make Love
2. Coolio, Fantastic Voyage
3. Rappin' 4-Tay, Playaz Club
4. Da Brat, Funkdafied
5. Whitehead Bros., Your Love Is



KWTX WACO, JAMMER

1. Offspring, Come Out And Play
2. Boyz II Men, I'll Make Love
3. Deadeye Dick, New Age Girl
4. Crystal Waters, 100% Pure Love
5. Coolio, Fantastic Voyage



Today's Best Music!

KIOK Tri-CITIES, MICHAEL DEAN

1. Boyz II Men, I'll Make Love
2. Green Day, Basket Case
3. Soundgarden, Black Hole Sun
4. Offspring, Come Out And Play
5. Frente!, Labour Of Love



WSPK POUGHKEEPSIE, SCOTTY MAC

1. Boyz II Men, I'll Make Love
2. Green Day, Basket Case
3. Offspring, Come Out And Play
4. Changing Faces, Stroke You Up
5. Soundgarden, Black Hole Sun



KKMG COL SPRINGS, RICH WARD

1. Boyz II Men, I'll Make Love
2. Sheryl Crow, All I Wanna Do
3. Deadeye Dick, New Age Girl
4. Babyface, When Can I See You
5. Nona Gaye & Prince, Love Sign



WXLK ROANOKE, CARTER GARRET

1. Coolio, Fantastic Voyage
2. Soundgarden, Black Hole Sun
3. Boyz II Men, I'll Make Love
4. Offspring, Come Out And Play
5. Collage, I'll Be Loving You



WLAN LANCASTER, DANA DANA

1. Boyz II Men, I'll Make Love
2. Green Day, Basket Case
3. All-4-One, I Swear
4. Four Seasons, December '63
5. Aerosmith, Crazy



KLUC LAS VEGAS, DANNY CRUZ

1. Warren G, This DJ
2. Boyz II Men, I'll Make Love
3. Lisa Loeb, Stay (I Missed You)
4. Da Brat, Funkdafied
5. Changing Faces, Stroke You Up
6. 20 Fingers, Short Short Man
7. Immature, Never Lie
8. Coolio, Fantastic Voyage



KRQ TUCSON, RYNO

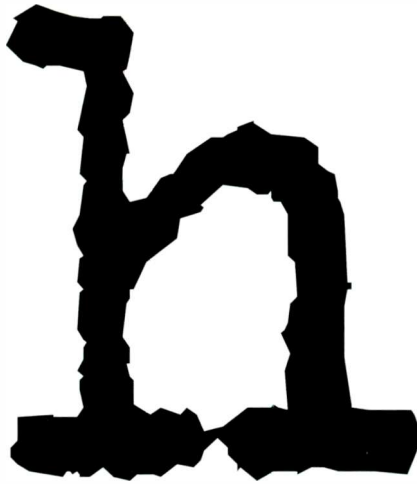
1. Boyz II Men, I'll Make Love
2. Warren G, This DJ
3. Ace Of Base, Living In Danger
4. Coolio, Fantastic Voyage
5. Soundgarden, Black Hole Sun
6. Sheryl Crow, All I Wanna Do
7. Salt-N-Pepa, None Of Your
8. Aerosmith, Crazy



WZEE MADISON, CATFISH COOPER

1. Boyz II Men, I'll Make Love
2. Soundgarden, Black Hole Sun
3. Lisa Loeb, Stay (I Missed You)
4. Collective Soul, Shine
5. Sheryl Crow, All I Wanna Do
6. Coolio, Fantastic Voyage
7. Janet Jackson, And On And On
8. Green Day, Basket Case

(HOTSTEPPER)



Sophie B. Hawkins

Right Beside You

Massive call-out at
XL106.7, Y100, Star
94, WKSE, KKFR, WZPL,
Power Pig means
Mainstream Mass
Appeal Growth = Z90,
WNVZ, KRQ, WDJX,
KQKQ, G105 this week.
Monitor/Mainstream
Debut 38*, BDS Hot
100 = 225 Spins, Your
Television Is On:

 Active!

 Add!

C+C Music Factory

Do You Wanna Get Funky

Plant a seed and it
grows. #23 Selling
Single in America with
huge jumps in NYC,
Chicago, Philadelphia,
San Francisco, Boston,
D.C., Cleveland,
Tampa, Seattle, St.
Louis, Baltimore,
Indianapolis. Huge
call-out at WJMN in
Boston (#2), WIOQ in
Philadelphia (#9) and
Hot 97 New York (#15).
Top 40/Rhythm-
Crossover 15-14*.

 Active.

Ini Kamoze

Here Comes The
Hotstepper

"Here Comes The
Hotstepper," brought
to you by your friends
in the street. This is
the beginning. Top 5
requests at Hot 97 New
York, on the air at
Power Pig Tampa, Z90
San Diego, Power 106
Los Angeles, KBXX
Houston, 92Q
Baltimore, WJMN
Boston, WWKX
Providence. 12" Maxi
Cassette in stores
8/30, Cassette Single
9/6. Listen to your
friends in the street.
They know.

COLUMBIA

MOST REQUESTED

FLY 92
THE TRI-CITIES' ONLY HIT MUSIC STATION

WFLY ALBANY, ELLEN ROCKWELL

1. Changing Faces, Stroke You Up
2. Boyz II Men, I'll Make Love
3. Warren G, This DJ
4. Soundgarden, Black Hole Sun
5. Da Brat, Funkdafied
6. Green Day, Basket Case
7. Babyface, When Can I See You
8. Deadeye Dick, New Age Girl
9. Real McCoy, Another Night
10. Luther Vandross, Endless Love

99.7 WDJX
99.7 FM
1080 AM

WDJX LOUISVILLE, MIKE SHANNON

1. Soundgarden, Black Hole Sun
2. Boyz II Men, I'll Make Love
3. Coolio, Fantastic Voyage
4. Sheryl Crow, All I Wanna Do
5. Lisa Loeb, Stay (I Missed You)
6. Green Day, Basket Case
7. Real McCoy, Another Night
8. Aerosmith, Crazy
9. Collage, I'll Be Loving You

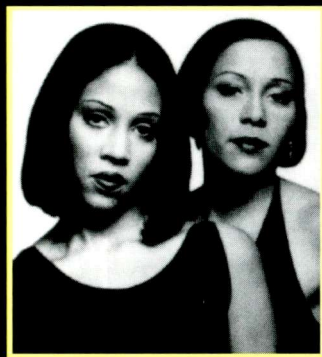
WZYP

WZYP HUNTSVILLE, WALLY B.

1. Boyz II Men, I'll Make Love
2. Sheryl Crow, All I Wanna Do
3. Crystal Waters, 100% Pure Love
4. Linear, Let's Go All The Way
5. Amy Grant, The Lucky One
6. All-4-One, I Swear
7. John Mellencamp, Wild Night
8. Real McCoy, Another Night

BREAK OUT

ARTIST OF THE WEEK



CHANGING FACES

"Stroke You Up"

WFLY	Albany	#1
WVSR	Charleston	#1
KIXY	San Angelo	#1
KBOS	Fresno	#4
WSPK	Poughkeepsie	#4

WMEE 97.3

WMEE FORT WAYNE, ZACK SKYLER

1. Green Day, Basket Case
2. Coolio, Fantastic Voyage
3. Luther Vandross, Endless Love
4. Real McCoy, Another Night
5. Boyz II Men, I'll Make Love
6. Candlebox, Far Behind
7. Prince, Letitgo
8. Soundgarden, Black Hole Sun

102.5 WFMF
SCHOLAR BRAD
THE HYPE TYPE

WFMF BATON ROUGE, SCHOLAR BRAD

1. Candlebox, Far Behind
2. Lisa Loeb, Stay (I Missed You)
3. Prince, Letitgo
4. Crystal Waters, 100% Pure Love
5. Sheryl Crow, All I Wanna Do

104.5 SUNNY FM
TODAY'S HITS

WSNX GRAND RAPIDS, LUKE SANDERS

1. Boyz II Men, I'll Make Love
2. Coolio, Fantastic Voyage
3. Green Day, Basket Case
4. Aaron Hall, I Miss You
5. Real McCoy, Another Night

The New Sound Of
MAGIC
-93.1 FM

KZMG BOISE, C.B.

1. Boyz II Men, I'll Make Love
2. Soundgarden, Black Hole Sun
3. Sheryl Crow, All I Wanna Do
4. Pretenders, I'll Stand By You
5. Transatlantic, Avator Of Love

102.1 JAMZ

WJMh GREENSBORO, BUSHMAN

1. Boyz II Men, I'll Make Love
2. 20 Fingers, Short Short Man
3. Craig Mack, Flava In Ya Ear
4. Fugees, Nappy Heads
5. Immature, Never Lie

KIXY 94.7

KIXY SAN ANGELO, JIMMY JAMM

1. Changing Faces, Stroke You Up
2. Boyz II Men, I'll Make Love
3. Luther Vandross, Endless Love
4. Korrell, Paradise
5. Amy Grant, The Lucky One

SOUTH JERSEY'S **Best** MUSIC!
WAYV
95.1 FM

WAYV ATLANTIC CITY, GREG SANDERS

1. Boyz II Men, I'll Make Love
2. Four Seasons, December '63
3. Crystal Waters, 100% Pure Love
4. Luther Vandross, Endless Love
5. Counting Crows, Einstein On

MIX 97.7

The Beach's Biggest Hits!

WXXM MYRTLE BEACH, BOOKER MADISON

1. Boyz II Men, I'll Make Love
2. Sheryl Crow, All I Wanna Do
3. Four Seasons, December '63
4. Babyface, When Can I See You
5. Edie Brickell, Good Times
6. Crystal Waters, 100% Pure Love
7. Melissa Etheridge, I'm The Only
8. Amy Grant, The Lucky One

92 ZOO

WZOQ LIMA, JOE FRIDAY

1. Warren G. & Nate Dogg, Regulate
2. Coolio, Fantastic Voyage
3. Candlebox, Far Behind
4. Da Brat, Funkdafied
5. Aaron Hall, I Miss You
6. Boyz II Men, I'll Make Love
7. All-4-One, I Swear
8. Sheryl Crow, All I Wanna Do

YES-FM

WYYS • 99.9FM / 100.3FM

WYYS ITHACA, CHRIS SHADOW

1. Janet Jackson, And On And On
2. Boyz II Men, I'll Make Love
3. For Real, You Don't Know Nothin'
4. Tyler Collins, Thanks To You
5. Pretenders, I'll Stand By You
6. Bonnie Raitt, You
7. Crystal Waters, 100% Pure Love
8. Aaron Hall, I Miss You

ELTON JOHN



Heavy!

The #1 Film Of The Year!
The #1 LP 9 Weeks In A Row!
5 Times Platinum!

Circle of Life

NETWORK D-37* With 2500 Plays Per Week!

Major Adds Include:

KDWB WXKS WKSE WXLK

Plus 13 More! On Over 155 Stations!

KFMB 48 Plays
WNCI 27 Plays
KPLZ 21 Plays
KISF 10 Plays

WMTX 38 Plays
WBT 26 Plays
Q106 18 Plays
WKSS 8 Plays

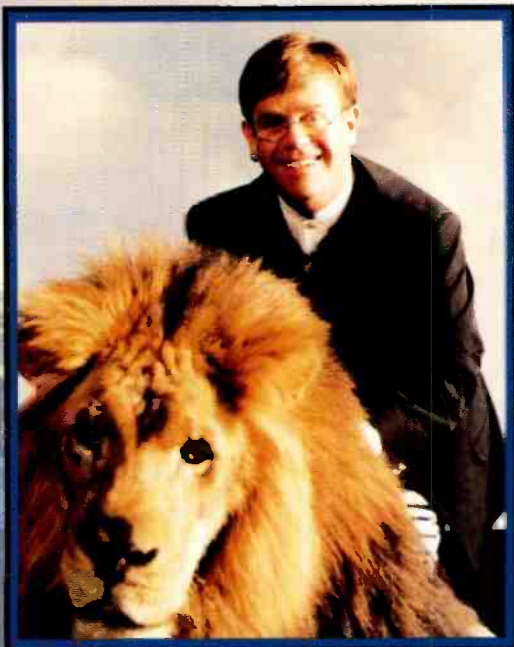
KISN 33 Plays
107 25 Plays
B97 16 Plays
Power 96 7 Plays

Star 94 32 Plays
KHMV 25 Plays
FLY92 15 Plays
WPRO 6 Plays

WKT1 30 Plays
B94 23 Plays
WKSE 13 Plays
WHYI 5 Plays

WRQZ 28 Plays
WKQI 23 Plays
KDWB 12 Plays
G105 5 Plays

KKRZ 27 Plays
WPLJ 23 Plays
WBMX 11 Plays



The New Single

From The Original Motion Picture Soundtrack
Of Walt Disney Pictures

THE LION KING



Produced by Chris Thomas.

Elton John appears courtesy of WEA Records. Photo by R-I Diamond.
HR-64516-2/4 ©The Walt Disney Company, ©1994 Warner A. Lion, Ltd.
Hollywood Records, 500 S. Bauldwin St., Burbank, CA 91527. Distributed by Elektra Entertainment,
A Division of Warner Communications Inc. © Time Warner Company. Printed in the U.S.A.

MOST REQUESTED

Super
102
CONTINUOUS HITS!

WVSR CHARLESTON, T.J. STEVENS

1. Changing Faces, Stroke You Up
2. Soundgarden, Black Hole Sun
3. Blackstreet, Booti Call
4. Aaron Hall, I Miss You
5. Sheryl Crow, All I Wanna Do
6. Prince, Letitgo
7. Green Day, Longview
8. Crystal Waters, 100% Pure Love
9. Boyz II Men, I'll Make Love

WJMX
103.3 FM

WJMX FLORENCE, C.J. MCKAY

1. Boyz II Men, I'll Make Love
2. Pretenders, I'll Stand By You
3. Steve Perry, You Better Wait
4. Green Day, Basket Case
5. Prince, Letitgo
6. Cracker, Get Off This
7. Amy Grant, The Lucky One
8. Big Mountain, Sweet Sensual
9. Offspring, Come Out And Play

107 FM
Your Music Radio
KFFM

KFFM YAKIMA, JERRY KELLY

1. Boyz II Men, I'll Make Love
2. Prince, Letitgo
3. Edie Brickell, Good Times
4. Salt-N-Pepa, None Of Your
5. Shanice, Turn Down The Lights
6. Real McCoy, Another Night
7. John Mellencamp, Wild Night
8. Xscape, Who's That Man
9. Soundgarden, Black Hole Sun

BUZZ RECORDS

1. Green Day, Basket Case
2. Coolio, Fantastic Voyage
3. Prince, Letitgo
4. Nine Inch Nails, Closer
5. Sheryl Crow, All I Wanna Do

MIX 107.3

KISX TYLER, JEFF EVANS

1. Boyz II Men, I'll Make Love
2. Celine Dion, Think Twice
3. Soundgarden, Black Hole Sun
4. Live, Selling The Drama
5. Amy Grant, The Lucky One
6. Aerosmith, Crazy
7. Garth Brooks & KISS, Hard Luck
8. Counting Crows, Round Here
9. Melissa Etheridge, I'm The Only

100% Hits!
90.3
KYYV

KYYV BISMARCK, BOBBY ROCK

1. Green Day, Basket Case
2. Boyz II Men, I'll Make Love
3. Sheryl Crow, All I Wanna Do
4. Prince, Letitgo
5. Deadeye Dick, New Age Girl
6. Candlebox, Far Behind
7. Aaliyah, Back & Forth
8. Stone Temple Pilots, Interstate
9. Smashing Pumpkins, Today

WIXX 101

WIXX GREEN BAY, STEVE LOUZOS

1. Boyz II Men, I'll Make Love
2. Warren G. & Nate Dogg, Regulate
3. Soundgarden, Black Hole Sun
4. Elton John, Can You Feel The
5. Erasure, Always
6. Babyface, When Can I See You
7. Candlebox, Far Behind
8. Sheryl Crow, All I Wanna Do
9. Aerosmith, Crazy

ALL HIT
Q103

KQCR CEDAR RAPIDS, MICHELLE STEELE

1. Boyz II Men, I'll Make Love
2. Sheryl Crow, All I Wanna Do
3. Soundgarden, Black Hole Sun
4. Babyface, When Can I See You
5. Candlebox, Far Behind
6. Pretenders, I'll Stand By You
7. Garth Brooks & KISS, Hard Luck
8. Melissa Etheridge, I'm The Only

95 FM
WVIC

WVIC LANSING, GERONIMO

1. Offspring, Come Out And Play
2. Boyz II Men, I'll Make Love
3. Green Day, Basket Case
4. Candlebox, Far Behind
5. Lisa Loeb, Stay (I Missed You)

POWER 1490
DANCE NOW!

KJYK TUCSON, GARY THE SAND MAN

1. Bone Thugs, Thuggish
2. Boyz II Men, I'll Make Love
3. Immature, Never Lie
4. J.V., Nayba'hood Queen
5. Warren G, This DJ
6. Heavy D & The Boyz, Nuttin'
7. Salt-N-Pepa, None Of Your

WBNO
101.5

WBNO BLOOMINGTON, GREGGER

1. Boyz II Men, I'll Make Love
2. Babyface, When Can I See You
3. Aaron Hall, I Miss You
4. Green Day, Basket Case
5. Candlebox, Far Behind

HOT 97 fm
Today's Hits!

WBHT WILKES-BARRE, BILLY HAMMOND

1. Offspring, Come Out And Play
2. Coolio, Fantastic Voyage
3. Green Day, Basket Case
4. Warren G, This DJ
5. Nine Inch Nails, Closer

Marcella Detroit

"I BELIEVE"

WLAN Add!

KZIO Add!

KQHT 29 Plays
KTMT 14 Plays
WTWR 10 Plays
WKFR 7 Plays

WXLC 20 Plays
KC101 13 Plays
WRFY 9 Plays
KQID 7 Plays
KISR 5 Plays

KJ103 14 Plays
WDDJ 13 Plays
WQGN 7 Plays
KCHX 6 Plays



* * * * *

4 P.M.

"SUKIYAKI"

KIIS Add!

KKXX Add!

KZFM Add!

WDDJ Add!

KGOT Add!

KZHT Add!

Hot 97.7 77 Plays
KIXY 27 Plays
WWKX 16 Plays

KKSS 52 Plays
KKFR 25 Plays
WWCK 16 Plays

KLUC 43 Plays
KCAQ 24 Plays
KWNZ 16 Plays

KPRR 42 Plays
KHTN 21 Plays
KFFM 15 Plays

92Q 30 Plays
KQMQ 18 Plays
WHHH 14 Plays

KTFM 27 Plays
Power 106 17 Plays
Z90 10 Plays

Already Requesting Big At 92Q!

NETWORK Over 600 Plays Per Week!

Over 400 BDS Detections! Over 5 Million Listeners!



the PICTURE page™



▲ NO DAY AT THE BEACH

WIOQ Philadelphia staffers hang out at the MTV Beach House, auditioning to be Cindy Crawford's towel boys. (l-r): WIOQ morning jock Billy Burke, WIOQ Asst. Engineer Jamie Tresch and WIOQ APD Diego Ramos.



▲ NEED HELP? JUST MASK

Shown here either promoting the new movie *The Mask* or doing novel amphibian Al Jolsen impersonations are rocket scientists from KLBO El Dorado. (l-r): KLBO's Ron Steele, a very desperate listener and KLBO's Brett Miller.



▲ SHAKE YOUR BOOT!

Interscope Records group Blackstreet stopped by the WPGC Washington D.C. studio to compliment PD Jay Stevens on his def tie. (l-r): BS's David Hollister, WPGC's Jay Stevens, BS' Teddy Riley, Interscope Rep. (and forever known as Page 6's first photo subject of liberated womanhood) Pam Grund, BS's Chauncey Hannibal and (front) BS's Levi Little.



▲ STAY AWHILE

WBRU Providence stayed awhile with RCA artist Lisa Loeb for a spirited rendition of "Kooombya." All together now! (l-r): MD Tim Schiavelli, Mktg/Promo Dir. Christine Tse, Lisa Loeb, PD Mike Osborne.



▲ WITH A LITTLE LUCK

A&M artist Amy Grant stopped byWSTR Atlanta to promote her new single, "Lucky One," and wish goodbye to the soon-to-be-gone PD Lee Chesnut. (l-r): A&M Rep Gina Suarez,WSTR OM Tony Novia, Amy Grant and new VH-1 VP Prog. Lee Chestnut.



▲ TIPPECANOE AND COLLINS, TOO

Reprise Promo God Marc Ratner and singer Tyler Collins gamely smile at VP/GM Gerry Cagle, now cognizant of his flings as... "Geraldine."

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

HUEY LEWIS

& The News

But It's Alright

the new single and video from **Four Chords & Several Years Ago**

LOOK FOR THE PBS TELEVISION SPECIAL
FOUR CHORDS & SEVERAL YEARS AGO - THE CONCERT
AIRING NOW. CHECK LOCAL LISTINGS.

Produced by Stewart Levine for Dave Ja vu Productions Ltd.
Executive Producer: Bob Brown
Management: Bob Brown Management

**Amazing Call-Out
Research Everywhere!
Already On Over
90 Stations Including:**

Spins	Spins
KISN 45	WBZZ 36
WBMX 35	WPLJ 25
KHMV 29	KKLQ 27
Y100 26	WKEE 39
WZPK 37	WMXQ 35
WAYV 33	WWKZ 29
WKDD 27	KYYY 27
WKHQ 27	WCIR 26
WRKY 26	

Billboard Hot A/C 15*
R&R Hot A/C 13*



erasure

**Way, Way Early Adds
Include:**

WHYT WKBQ WAPE
WBBO KIOC KTMT
WDJB KFTZ WGRG
KMVR WNFZ WTWR
WXLC WYYS

Run to The Sun

The new single and video from **I Say I Say I Say**

KHFI 18 Plays
KIOC 18 Plays
KRBE 15 Plays
WGRG 15 Plays
WAPE 9 Plays
KYYA 7 Plays

On Your Desk Now!



Produced by Martyn Ware On Elektra Compact Discs and digilog® Cassettes.

the PICTURE™ page too



▲ GUESSING THEIR RELIGION

Seen auditioning as John Wayne Bobbit's stunt double for his upcoming porno flick are KHQT "Hot 97" San Jose's Morning Doghouse (l-r): Big Joe, Elvis Medina, J.V. and Hollywood Hernandez.



▲ 97 LASHES

ERG group Eternal got their new record played by agreeing to be adopted by proud papa Baltazar of Hot 97 New York. (l-r): Eternal's Kelle Bryan, WQHT New York's Baltazar and Eternal's Easter Bennett and Louise Nurning.



▲ NOT CHIQUITA RIVERA

Incredibly overwhelmed by WXKS "Kiss 108" Boston afternooner Dale Dorman's Carmen Miranda impersonation are members of The Eagles. (l-r): Don Henley, Carmen Dorman, WXKS Music Coordinator "Kid" David Corey and Timothy Schmitt.



▲ BLAST OFF

Shown here after a performance at WXLK Roanoke's Summer Blast '94 are Warner Bros. artist Joan Jett and Atlantic Records artist Dennis DeYoung of Styx. (l-r): Warner Bros.' Dan Nathanson, member of Joan Jett's band, Joan Jett, WXLK PD Chris Taylor, Dennis DeYoung and WXLK Promo Dir. Bryan Keller.



▲ PAT IN THE HAT

RCA artist Pat DiNizio of the Smithereens went up close and personal with the working stiffs of WPLY Philadelphia. (l-r, standing): Y-100's morning show host Barsky, RCA's Joe Reagoso, Y-100's morning News Dir. Sherri Lee Stevens, Pat DiNizio, Y-100's morning traffic Kim Douglas and morning show sidekick Shemp. (seated): morning show Prod. Tony Angelo.



▲ GOING DEEP

Epic and Sony 550 execs congratulate Deep Forest on their Gold album. (l-r, standing): Epic Chair. David Glew, Sony Music Int. Sr. VP Creative Oper. Bob Campbell, DF's Eric Mouquet, Michel Sanchez and Dan Lacksman, band manager Christian Dalbavie, Celine Music France's Vline Buggy, Epic Product Mgr. Brenda Hazell, Passionate Entertainment's Benjamin Kozman, Sony Music France's Frederic Rebet and Epic Sr. VP Mktg. John McL. Doelp. (l-r, seated): Epic Sr. VP Sales Jim Scully, Sony 550 Music GM Polly Anthony, Epic Sr. VP A&R David Massey and Epic VP Mktg./Artist Dev. Dan Beck.

Melissa Etheridge I'm The Only One

Produced by Hugh Padgham and Melissa Etheridge

Engineered by Hugh Padgham

Mixed by Hugh Padgham

WF Leopold Management

NETWORK Moves 26-20* With
Over 3600 Plays Per Week!

KRBE Add!

WABB Add!

WRHT Add!

WCIL Add!

WEDJ 67 Plays

WPLY 60 Plays

WSTR 46 Plays

WAHC 39 Plays

WKTJ 30 Plays

KOKQ 26 Plays

WPLJ 23 Plays

WNVZ 22 Plays

WZJM 21 Plays

WMTX 21 Plays

WAPF 19 Plays

WKSE 19 Plays

WEZB 18 Plays

WTIC 17 Plays

KRBE 16 Plays

KISF 10 Plays

KUTQ 8 Plays

WDCG 8 Plays

WXXL 6 Plays

LP Platinum! Moves 25-21
SoundScan Albums!



On Tour Now!



©1994 Island Records, Inc.

"I've been here before

and I'm locking the door

and I'm not going back again."

KARYN WHITE

“hungah”

One Of The Most Added With 34 Stations!

920 Q106 KKRZ KMEL

Q99 WHHH KZHT

KCAQ WFHN
 KSS KLUC
 KOMQ WSR
 KLV KOKZ
 WZOO WGRG

Early Rotations!

KKRZ 29 Plays
 920 19 Plays
 WHHH 15 Plays

WIFC KHTN
 WGN WNOK
 WHTO WBNQ
 KTMT KWTX
 And More!

CANDLEBOX

“far behind”

SoundScan LP 8-8*

78,809 Pieces! Double Platinum!
 NETWORK D-40* With Over 2200

Plays Per Week!

Monitor Mainstream 34*

KDWB Add! KISF Add!

WPRO Add!

WBBO WFLY WGTZ WIXX KKMJ
 KZMG WNSL WZKX And More!

KUBE 62 Plays
 WHTZ 43 Plays
 KUTQ 33 Plays
 WNNX 27 Plays
 WLUM 18 Plays
 WTIC 14 Plays

WZJM 47 Plays
 WAHC 41 Plays
 WENZ 30 Plays
 KROQ 27 Plays
 WNVZ 14 Plays
 WPLY 14 Plays

WHT 44 Plays
 WHJX 36 Plays
 WEZB 27 Plays
 WKSE 24 Plays
 KRBE 14 Plays
 KDWB 12 Plays



PRETENDERS

“I stand by you”

NETWORK Moves 27-22* With

Over 3500 Plays Per Week!
 Monitor Mainstream 34-29*

Plays Per Week!

WNVZ Add!

WEDJ 43 Plays

WAPF 20 Plays

WFLY 56 Plays
 B97 38 Plays
 WZJM 29 Plays
 Star 94 28 Plays
 WXXL 25 Plays
 Q99 20 Plays
 KDWB 15 Plays
 WZPL 12 Plays

Great Callout At WEDJ, B97, Star 94,
 WPLY, WKSE And Others!



PRINCE

“letitgo”

NETWORK Moves 28-18* With Close To

4000 Plays Per Week!

Monitor Mainstream 33-24*

Monitor Rhythm/Crossover 17*

KFMB Add! WNNK Add!
 WNCI Add! WSNX Add!
 WCIW Add! KZII Add!

Z90 51 Plays
 Q99 44 Plays
 WLUM 39 Plays
 WHT 33 Plays
 WHJX 30 Plays
 WYHY 26 Plays
 B94 20 Plays
 WKSE 18 Plays
 WKXS 15 Plays

KISF 46 Plays
 KLUC 43 Plays
 WHHH 35 Plays
 Power Pig 32 Plays
 920 28 Plays
 KDWB 23 Plays
 WPGC 19 Plays
 WPOW 17 Plays
 WAPF 15 Plays
 KFMB 14 Plays

WZPL 45 Plays
 WAHC 40 Plays
 WWKX 35 Plays
 KHKS 31 Plays
 KUBE 26 Plays
 WXXL 21 Plays
 KSFM 18 Plays
 KKLQ 15 Plays
 WPKY 14 Plays

Already Pulling Phones At WAHC,
 KHKS And More!

20 FINGERS

Adds This Week

Hot 97.7 San Jose
Wild 107 San Francisco
KKXX Bakersfield
KZFM Corpus Christi

Stations On

Kix 106 Providence
WHJX Jacksonville
WZJM Cleveland
KIXY San Angelo
KMVR Las Cruces
Z90 San Diego
KBOS Fresno

These Stations Measured Up

B96 Chicago 59 Plays
WJMH Greensboro 34 Plays
Hot 97.7 San Jose 29 Plays
Q102 Philadelphia 28 Plays
KLUC Las Vegas 27 Plays
92Q Baltimore 17 Plays
Wild 107 San Francisco 12 Plays
KPRR El Paso 11 Plays
WRVQ Richmond 5 Plays

SHORT DICK MAN

(SHORT SHORT MAN)

*On Mix Shows
Everywhere!*

Do You Have The Balls?!



magnapop

hot boxing

featuring the debut
single and video:
"slowly, slowly"

produced by bob mould

magnaplays!

whfs washington, dc	46 plays
wnnx atlanta	21 plays
kedg las vegas	20 plays
kroq los angeles	19 plays
wrox norfolk	18 plays
kome san jose	16 plays
wcbr chicago	15 plays
kits san francisco	14 plays
kwod sacramento	add
kedj phoenix	add

over 374 alternative plays!

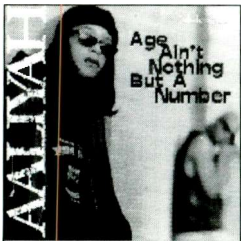
PRIORITY
RECORDS®

PLAY IT AGAIN SAM

p.s. "do it all the time"

69* to 21* to ?

(Greatest Gainer/Sales)



AALIYAH "At Your Best (You Are Love)" 



Information based on Billboard's HOT 100 Singles Chart for Week ending September 10, 1994

RETAIL CHART

NATIONWIDE PIECE COUNT SALES

ZW	LW	TW	Artist/LP	LABEL
1	1	1	FORREST GUMP. Soundtrack	Epic Soundtrax
2	2	2	THE LION KING. Soundtrack	Walt Disney Records
7	3	3	GREEN DAY. Dookie	Reprise
—	5	4	NEIL YOUNG & CRAZY HORSE. Sleeps With Angels	Reprise
3	4	5	COUNTING CROWS. August And Everything After	DGC
4	6	6	STONE TEMPLE PILOTS. Purple	Atlantic/AG
◆ DEBUT		7	PUBLIC ENEMY. Muse Sick-N-Hour Mess Age	Def Jam/Island
10	9	8	CANDLEBOX. Candlebox	Maverick/Sire/WB
8	8	9	OFFSPRING. Smash	Epitaph
—	10	10	PRINCE. Come	WB
5	7	11	WARREN G. Regulate...G Funk Era	Violator/ral/Island
9	11	12	SOUNDGARDEN. Superunknown	A&M
—	14	13	JERKY BOYS. Jerky Boys 2	Select/Atlantic/AG
6	12	14	ROLLING STONES. Voodoo Lounge	Virgin
12	13	15	ACE OF BASE. The Sign	Arista
◆ DEBUT		16	TESLA. Bust A Nut	Geffen
◆ DEBUT		17	AMY GRANT. House Of Love	A&M
24	19	18	MELISSA ETHERIDGE. Yes I Am	Island
17	17	19	AALIYAH. Age Ain't Nothing But A Number	Blackground/Jive
11	15	20	MC EHT FEATURING CMW. We Come Strapped	Epic Street
23	21	21	MAZZY STAR. So Tonight That I Might See	Capitol
36	27	22	NINE INCH NAILS. The Downward Spiral	Nothing/TVT/Interscope/AG
14	16	23	COOLIO. It Takes A Thief	Tommy Boy
—	35	24	YANNI. Live At The Acropolis	Private Music
—	37	25	SHERYL CROW. Tuesday Night Music Club	A&M
15	18	26	DA BRAT. Funkdafied	So So Def/Chaos
19	22	27	HARRY CONNICK JR. She	Columbia
20	20	28	REALITY BITES. Soundtrack	RCA
21	23	29	COLLECTIVE SOUL. Hints Allegations And Things Left Unsaid	Atlantic/AG
22	26	30	SEAL. Seal	ZTT/Sire/WB
29	28	31	SMASHING PUMPKINS. Siamese Dream	Virgin
28	30	32	BEASTIE BOYS. Ill Communication	Grand Royal/Capitol
30	32	33	BENEDICTINE MONKS OF SANTO DOMINGO DE SILO. Chant	Angel
18	24	34	KEITH SWEAT. The Freak Is On	Elektra
◆ DEBUT		35	CHANGING FACES. Changing Faces	Big Beat/Atlantic/AG
13	25	36	JIMI HENDRIX. Woodstock	MCA
27	31	37	ALL-4-ONE. All-4-One	Blitz/Atlantic/AG
—	38	38	GRAVEDIGGAZ. 6 Feet Deep	Gee Street/Island
—	39	39	EDIE BRICKELL. Picture Perfect Morning	Geffen
16	29	40	STEVE PERRY. For The Love Of Strange Medicine	Columbia

BIN BURNERS

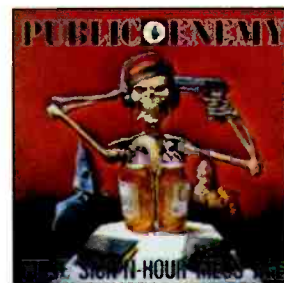
RECORDS WITH THE BIGGEST SALES INCREASES OVER THE PAST WEEK

1 PUBLIC ENEMY

Muse Sick-N-Hour Mess Age
Def Jam/Island

Regional Sales Breakout: Strong across the country. Top-10 sales in Ohio, Indianapolis, northern California, Pacific Northwest, Maryland, New York City, New England, Illinois, Michigan, Austin, New Orleans, southern California.

Primary Media Exposure: Initial buzz coming via word-of-mouth from longtime fans.



2 NEIL YOUNG & CRAZY HORSE

Sleeps With Angels
Reprise

Regional Sales Breakout: Major sales everywhere. Topping the charts on the entire West Coast, Minneapolis, New York City and state. Top-5 sales in New England, Colorado, Illinois, Ohio/Indiana.

Primary Media Exposure: Strong Album Rock radio airplay and killer word-of-mouth keep sales at a torrid pace.



3 JERKY BOYS

Jerky Boys 2
Select/Atlantic/AG

Regional Sales Breakout: East leads the rest of the country. Top-5 sales in Arizona/Vegas, southern California, Florida, Chicago, New England, Pittsburgh, Michigan, New York City.

Primary Media Exposure: Press coverage of explosive-filled crank call comedy album complements word-of-mouth buzz from fans.



4 TESLA

Bust A Nut
Geffen

Regional Sales Breakout: Strongest in Midwest by far. Top-10 sales in Illinois, Michigan, Ohio/Indiana, Baltimore, Portland, Sacramento, New England.

Primary Media Exposure: Rock radio play complements initial buzz being generated through word-of-mouth by longtime fans.



5 AMY GRANT

House Of Love
A&M

Regional Sales Breakout: Consistent across country. Top-20 reports coming from southern California, Portland, Maryland, Minneapolis, Nebraska, New England, Arizona/Vegas.

Primary Media Exposure: Strong word-of-mouth through longtime fans responsible for strong early sales.



STABBING WESTWARD

GOOD COMPANY TO BE IN:

KROQ WZRH WHTG
WBRU WWDX WRXS
KWOD KXRK WVBR
KTCL WCBR WPCJ
KLZR WNWZ WOXY

PLUS THESE FINE ADDITIONS:


Q101 KOME WDRE
WROX WXZL

DON'T BE THE LAST ONE TO BELIEVE IN **LIES**


FROM THE ALBUM "UNGOOD."
YOU GOTTA HEAR IT TO BELIEVE IT.



SPINCYCLE

TW	ARTIST NAME	SONG TITLE	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
1	Boyz II Men	I'll Make Love To You			10219	230	5	0	1	44.8
2	Lisa Loeb & Nine Stories	Stay (I Missed You)			8969	210	1	8	6	42.7
3	John Mellencamp	Wild Night			8770	204	1	3	27	42.9
4	Babyface	When Can I See You			7953	203	0	0	9	39.1
5	Elton John	Can You Feel The Love Tonight			6869	188	0	18	40	36.5
6	Ace Of Base	Don't Turn Around			6852	183	0	13	40	37.4
7	Steve Perry	You Better Wait			6213	182	0	15	23	34.1
8	Sheryl Crow	All I Wanna Do			6096	205	11	1	4	30.6
9	Collective Soul	Shine			6040	167	0	5	27	36.1
10	Seal	Prayer For The Dying			5233	171	3	19	84	30.9
11	Counting Crows	Round Here			5054	163	0	7	32	31.0
12	Amy Grant	The Lucky One			4858	185	4	1	20	26.6
13	Richard Marx	The Way She Loves Me			4796	152	0	11	85	31.5
14	Jon Secada	If You Go			4685	145	0	16	86	32.3
15	Mariah Carey	Anytime You Need A Friend			4346	142	0	21	86	30.6
16	Janet Jackson	Anytime, Anyplace			3890	125	0	24	56	31.1
17	Aerosmith	Crazy			3845	131	0	11	21	29.3
18	Prince	Letitgo	Page 47		3785	172	8	1	14	22.6
19	Soundgarden	Black Hole Sun			3641	164	0	1	2	22.2
20	Melissa Etheridge	I'm The Only One	Page 45		3606	146	6	3	25	25.3
21	Gin Blossoms	Until I Fall Away			3601	120	1	9	87	30.0
22	Pretenders	I'll Stand By You	Page 47		3554	155	5	3	16	23.3
23	Erasure	Always			3474	119	0	12	42	29.1
24	Crystal Waters	100% Pure Love			3314	134	12	2	13	26.5
25	All-4-One	I Swear			3072	115	0	22	21	26.7
26	Toni Braxton	You Mean The World To Me			3042	103	0	21	87	29.5
27	Aaron Hall	I Miss You	Page 7		3038	123	2	4	12	25.1
28	Sophie B. Hawkins	Right Beside You	Page 37		2988	145	12	4	68	22.3
29	Spin Doctors	You Let Your Heart Go Too Fast			2960	110	0	21	42	26.9
30	Aaliyah	Back & Forth			2960	99	0	18	36	29.9
31	Edie Brickell	Good Times			2843	154	2	4	47	18.7
32	Coolio	Fantastic Voyage			2832	106	2	5	5	26.9
33	Garth Brooks & KISS	Hard Luck Woman			2821	89	0	19	36	31.7
34	Melissa Etheridge	Come To My Window			2782	90	1	11	88	31.2
35	Four Seasons	December '63 (Oh What A Night)			2737	99	11	1	24	30.4
36	Gerald Levert	I'd Give Anything	Page 31		2544	132	5	8	88	19.8
37	Elton John	Circle Of Life	Page 39		2500	156	17	1	68	17.2
38	Tevin Campbell	Always In My Heart			2463	76	0	10	47	32.4
39	Changing Faces	Stroke You Up			2331	73	7	2	14	35.3
40	Candlebox	Far Behind	Page 47		2205	125	14	1	8	19.5

SPIN@CYCLE

TW	ARTIST NAME	SONG TITLE	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
41	Wet Wet Wet	Love Is All Around			2111	88	3	3	89	24.8
42	Inner Circle	Games People Play			2055	103	4	0	90	20.5
43	Des'ree	You Gotta Be	Page 9		1964	105	4	7	36	19.4
44	Big Mountain	Sweet Sensual Love			1948	89	0	14	68	21.8
45	Real McCoy	Another Night			1923	118	26	0	16	20.2
46	Anita Baker	Body & Soul	Page 15		1877	135	5	2	91	14.2
47	Madonna	I'll Remember			1856	76	0	22	87	24.4
48	L. Vandross/M. Carey	Endless Love			1721	185	174	0	32	18.3
49	Celine Dion	Think Twice			1666	85	0	8	68	19.6
50	Warren G.	This DJ			1662	58	0	1	10	28.6
51	Huey Lewis & The News	But It's Alright	Page 43		1597	89	16	1	56	21.8
52	Jon Secada	Whipped			1560	128	34	0	84	15.9
53	Da Brat	Funkdafied			1556	53	0	7	18	29.3
54	Green Day	Basket Case	Page 33		1523	109	12	6	3	15.5
55	Deadeye Dick	New Age Girl			1396	81	13	1	11	19.3
56	Rolling Stones	Love Is Strong			1367	51	0	12	46	26.8
57	Collage	I'll Be Loving You			1287	46	2	4	27	29.2
58	Offspring	Come Out And Play			1254	67	2	2	7	19.0
59	Aaliyah	At Your Best (You Are Love)	Page 53		1246	46	7	0	30	31.1
60	Counting Crows	Mr. Jones			1224	60	0	15	92	20.4
61	Hootie & The Blowfish	Hold My Hand			1210	63	3	2	68	19.8
62	Blur	Girls & Boys			1141	69	1	11	84	16.5
63	R. Kelly	Your Body's Calling			1100	31	0	9	92	35.4
64	Joshua Kadison	Beautiful In My Eyes			1073	36	0	3	91	29.8
65	C + C Music Factory	Do You Wanna Get Funky	Page 37		1070	43	0	8	68	24.8
66	Big Mountain	Baby I Love Your Way			1065	56	0	13	92	19.0
67	Ace Of Base	The Sign			1063	52	0	14	92	20.4
68	Blackstreet	Booti Call			986	47	0	12	32	20.9
69	U2	All I Want Is You			981	47	3	3	87	21.3
70	Live	Selling The Drama			980	44	0	32	47	22.2
71	Toad The Wet Sprocket	Fall Down			942	40	0	19	86	23.5
72	Warren G. & Nate Dogg	Regulate			930	49	0	8	18	18.9
73	Cause & Effect	It's Over Now			906	44	0	28	87	20.5
74	Enigma	Return To Innocence			905	39	0	11	89	23.2
75	Bonnie Raitt	You			893	41	0	7	82	21.7
76	Heavy D & The Boyz	Nuttin' But Love	Page 7		892	35	2	1	67	25.4
77	Ice Cube	Bop Gun (One Nation)	Page 27		855	31	3	0	47	30.5
78	Stone Temple Pilots	Interstate Love Song			835	85	33	1	83	13.9
79	Immature	Never Lie	Page 7		833	36	9	0	30	27.7
80	Meat Puppets	Backwater			832	35	0	4	85	23.7



MOST ADDED

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	TOTAL/ADDS
1 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia) WHTZ WSPK KCAQ KHTY KKBT KXXX WBBM WBSS WIOQ KDON	185/174
2 ALL-4-ONE. Breathless (Blitz/Atlantic/AG) KCAQ KXXX WAYV WIOQ KDON KFFM WPOW KHTN WKCI KKLQ	41/40
3 JON SECADA. Whipped (SBK/EMI Records) WXKS WZJM WBIZ WVAQ KIMN WZYQ WAZY KKRZ WJET KBFM	128/34
3 KARYN WHITE. Hungah (WB) KCAQ KMEL WVAQ KHTN WERQ WQGN KKLQ KKRZ KTMT KMGZ	36/34
4 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG) WSPK WPLY WHYT KRBE WRQK KROC WVAQ KIMN KTMT WBBO	84/33
5 MAZZY STAR. Fade Into You (Capitol) WHTZ WPLY WHYT KIOC WKCI WAOA KTMT WLUM WAHC WEZB	47/31
6 REAL McCOY. Another Night (Arista) KHTY KXXX KROC WVAQ KKLQ WBWB KISF KZHT WPRO WLAN	118/26
7 ELTON JOHN. Circle Of Life (Hollywood) WXKS KDWB KFFM KDUK WJET WKSE WYKS WXLK WDDJ KZUU	156/17
8 FOR REAL. You Don't Know Nothin' (A&M) WFLZ WHYI KHTN KKLQ KKRZ KTMT WLAN WKSI KBOS KQKQ	28/16
8 HUEY LEWIS & THE NEWS. But It's Alright (Elektra) KZIO WKCI WAZY WSNX KJYO KMCK KHHT WZOQ WIFC KOKZ	89/16
9 CANDLEBOX. Far Behind (Maverick/Sire/WB) KDWB WTBX KISF WBBO WZKX WPRO WGTZ WFLY WIXX WNSL	125/14
9 ERASURE. Run To The Sun (Mute/Elektra) WHYT KIOC WKBQ KTMT WBBO WAPE WTVR WYYS WDJB WXLX	18/14
10 DEADEYE DICK. New Age Girl (Ichiban) KUBE KWNZ WKSS WBBO WGRD WDJX WKRZ WKDY KIOK WMEE	81/13
11 CRYSTAL WATERS. 100% Pure Love (Mercury) KHQT KYLD KBXX KROC WTBX WBWB WKFR WYKS KISR WPRX	134/12
11 GREEN DAY. Basket Case (Reprise) KNIN WZJM KIMN WTCF WYYS WXPY KQKQ KQID KGOT KLBQ	109/12
11 LAUREN CHRISTY. The Color Of Night (Mercury) KZIO KISN WHTO KISR KMCK KKRZ WKDY WZPK WNSL WWKZ	50/12
11 NINE INCH NAILS. Closer (Nothing/TVT/Interscope/AG) WQGN WXXL KDUK WBBO WGRD WNVZ WWSI WGTZ WRVQ KCHX	50/12
11 SOPHIE B. HAWKINS. Right Beside You (Columbia) XHTZ WBWB WDCG WNVZ WDJX WTCF KQKQ KRQQ WGLU WBEC	145/12
11 SMASHING PUMPKINS. Today (Virgin) WEDJ WAHC WGRD WSNX WYCR WHJX KISR WTVR WAFX WDDJ	21/12
12 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records) WBIZ WJET KYIS WXIL WAEB WABB WHOT WZEE WSTO WWST	99/11

ACCELERATED AIRPLAY

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	TOTAL/ADDS
1 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia) KXXX KKBT KIIS WBBM WAYV WBSS KYLD KMEL KHQT WBMX	+1721
2 BOYZ II MEN. I'll Make Love To You (Motown) KPWR KHTY WPLY WPST KHKS KISX KROC WHYI WKBQ KQKS	+1654
3 SHERYL CROW. All I Wanna Do (A&M) WPLY WHYT KIOC WSTR KDWB WTBX KROC KUBE WHYI WKBQ	+1330
4 JON SECADA. Whipped (SBK/EMI Records) KISX WSTR KZIO KROC WHYI KWNZ WQGN KKLQ WAOA WZPL	+1316
5 ELTON JOHN. Circle Of Life (Hollywood) WAYV WKQI WKDD WSTR KDWB KWMX KIMN WZYQ KKLQ WAOA	+975
6 BABYFACE. When Can I See You (Epic) KCAQ WJMN WXS KHKS KZIO KDWB KUBE WBZZ KQKS KHTN	+876
7 PRINCE. Letitgo (WB) KKBT KROC KUBE WZYQ WQGN XHTZ WAOA WZPL WAZY KISF	+740
8 AMY GRANT. The Lucky One (A&M) WAYV WZJM KZIO WHYI WKHI WNCI WJET WMXQ WFLY WYKS	+687
9 REAL McCOY. Another Night (Arista) WSPK KIIS WBBM KMXZ WHYI WZJM KUBE KKFR WAOA WAZY	+645
10 ANITA BAKER. Body & Soul (Elektra) WIOQ KROC WHYI KIMN WZYQ WQGN WVIC KYIS KJYO KZFM	+644
11 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG) WPST WZJM WRQK KUBE WQGN KDUK WEDJ WAHC WEZB WGRD	+622
12 HUEY LEWIS & THE NEWS. But It's Alright (Elektra) WBMX WBIZ WHYI WBWB KTMT WTKI WZKX WKFR KISN WLAN	+577
13 CRYSTAL WATERS. 100% Pure Love (Mercury) KXXX WAYV KHQT KYLD WSTR WTBX KFFM WBZZ KIMN WLUM	+573
14 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records) WSPK WBZZ WKHI WKSS WTKI WKRO WDCG WJET WKEE WHTO	+494
15 PRETENDERS. I'll Stand By You (Sire/WB) KISX WKDD KROC WTBX WVAQ WZYQ WQGN WZPL WKFR WGRD	+461
16 SOPHIE B. HAWKINS. Right Beside You (Columbia) WSPK WAYV WHYI WKBQ KWNZ WZYQ KKLQ WAZY WSNX WJET	+431
17 MELISSA ETHERIDGE. I'm The Only One (Island) WAYV WBSS KRBE WZJM WMTX WTC WAZY KISF WAHC KMGZ	+394
18 GREEN DAY. Basket Case (Reprise) WHOB WRQK KROC KKFR WKHI WZPL WLUM WNVZ WDJX WTCF	+380
19 JOHN MELLENCAMP. Wild Night (Mercury) WPLY WBSS WZJM KPLZ WHYI WBWB KKRZ WLUM WBBO KMGZ	+348
20 MAZZY STAR. Fade Into You (Capitol) WPLY KIOC KUBE KFFM WEZB WYCR WHHY WHJX KSKG KQCR	+326

Top 10 Most Requested Page 34
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Mazzy Star

"Fade Into You"

MOST ADDED!

Z100 WLUM
WPLY B97
WHYT WAHC
WNVZ WAPE
PLUS 23 MORE!

Hot 100 Panel: BDS Spins Over 1,000

Top 40 BDS: First Week BDS Over 300

SoundScan Sales: 25,000 Pieces This Week!

250,000 Over The Counter Sales!



Buzz Bin



from the album
So Tonight That I Might See

Produced by David Roback

Lookout Management: Elliot Roberts/Frank Gironda

NETWORK ⁴⁰

PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 BOYZ II MEN. I'll Make Love To You (Motown)	6344	8565	10219
2 LISA LOEB & NINE STORIES. Stay (I Missed You) (RCA)	8938	9228	8969
3 JOHN MELLENCAMP. Wild Night (Mercury)	8273	8422	8770
4 BABYFACE. When Can I See You (Epic)	6756	7077	7953
5 ELTON JOHN. Can You Feel The Love Tonight (Hollywood)	8694	8030	6869
6 ACE OF BASE. Don't Turn Around (Arista)	8212	7389	6852
7 STEVE PERRY. You Better Wait (Columbia)	6358	6388	6213
8 SHERYL CROW. All I Wanna Do (A&M)	3595	4766	6096
9 COLLECTIVE SOUL. Shine (Atlantic/AG)	6085	6034	6040
10 SEAL. Prayer For The Dying (ZTT/Sire/WB)	5832	5892	5233
11 COUNTING CROWS. Round Here (DGC)	5117	5275	5054
12 AMY GRANT. The Lucky One (A&M)	3564	4171	4858
13 RICHARD MARX. The Way She Loves Me (Capitol)	5206	4940	4796
14 JON SECADA. If You Go (SBK/EMI Records)	5713	5257	4685
15 MARIAH CAREY. Anytime You Need A Friend (Columbia)	5599	5032	4346
16 JANET JACKSON. Any Time, Any Place (Virgin)	5524	4772	3890
17 AEROSMITH. Crazy (Geffen)	4805	4250	3845
18 PRINCE. Letitgo (WB)	2062	3045	3785
19 SOUNDGARDEN. Black Hole Sun (A&M)	3369	3505	3641
20 MELISSA ETHERIDGE. I'm The Only One (Island)	2785	3212	3606
21 GIN BLOSSOMS. Until I Fall Away (A&M)	4324	3800	3601
22 PRETENDERS. I'll Stand By You (Sire/WB)	2538	3093	3554
23 ERASURE. Always (Mute/Elektra)	4494	4058	3474
24 CRYSTAL WATERS. 100% Pure Love (Mercury)	2538	2741	3314
25 ALL-4-ONE. I Swear (Blitz/Atlantic/AG)	4862	3654	3072
26 TONI BRAXTON. You Mean The World To Me (LaFace/Arista)	4106	3360	3042
27 AARON HALL. I Miss You (Silas/MCA)	2809	2886	3038
28 SOPHIE B. HAWKINS. Right Beside You (Columbia)	2122	2557	2988
29 AALIYAH. Back & Forth (Blackground/Jive)	4071	3399	2960
29 SPIN DOCTORS. You Let Your Heart Go Too Fast (Epic)	3994	3649	2960
31 EDIE BRICKELL. Good Times (Geffen)	2300	2693	2843
32 COOLIO. Fantastic Voyage (Tommy Boy)	2835	3044	2832
33 GARTH BROOKS & KISS. Hard Luck Woman (Mercury)	3759	3497	2821
34 MELISSA ETHERIDGE. Come To My Window (Island)	2779	2694	2782
35 FOUR SEASONS. December '63 (Oh What A Night) (Curb Records)	1702	2243	2737
36 GERALD LEVERT. I'd Give Anything (EastWest)	2365	2448	2544
37 ELTON JOHN. Circle Of Life (Hollywood)	453	1525	2500
38 TEVIN CAMPBELL. Always In My Heart (Qwest/WB)	3030	2783	2463
39 CHANGING FACES. Stroke You Up (Big Beat/Atlantic/AG)	1717	2076	2331
40 CANDLEBOX. Far Behind (Maverick/Sire/WB)	1773	2038	2205

ARTIST/SONG/LABEL	2W	LW	TW
41 WET WET WET. Love Is All Around (London/Island)	1984	2042	2111
42 INNER CIRCLE. Games People Play (Big Beat/Atlantic/AG)	1270	1784	2055
43 DES'REE. You Gotta Be (550 Music)	1732	1946	1964
44 BIG MOUNTAIN. Sweet Sensual Love (Giant)	2329	2124	1948
45 REAL MCCOY. Another Night (Arista)	411	1278	1923
46 ANITA BAKER. Body & Soul (Elektra)	218	1233	1877
47 MADONNA. I'll Remember (Maverick/Sire/WB)	2917	2474	1856
48 LUTHER VANDROSS/MARIAH CAREY. Endless Love (Columbia)	—	—	1721
49 CELINE DION. Think Twice (550 Music)	1620	1667	1666
50 WARREN G. This DJ (Violator/ral/Island)	1376	1579	1662
51 HUEY LEWIS & THE NEWS. But It's Alright (Elektra)	675	1020	1597
52 JON SECADA. Whipped (SBK/EMI Records)	37	244	1560
53 DA BRAT. Funkdafied (So So Def/Chaos)	1761	1679	1556
54 GREEN DAY. Basket Case (Reprise)	480	1143	1523
55 DEADEYE DICK. New Age Girl (Ichiban)	969	1192	1396
56 ROLLING STONES. Love Is Strong (Virgin)	1591	1547	1367
57 COLLAGE. I'll Be Loving You (Metropolitan)	1442	1303	1287
58 OFFSPRING. Come Out And Play (Epitaph)	1020	1143	1254
59 AALIYAH. At Your Best (You Are Love) (Blackground/Jive)	843	1000	1246
60 COUNTING CROWS. Mr. Jones (DGC)	1768	1379	1224
61 HOOTIE & THE BLOWFISH. Hold My Hand (Atlantic/AG)	1064	1130	1210
62 BLUR. Girls & Boys (Food/SBK/EMI Records)	1151	1234	1141
63 R. KELLY. Your Body's Callin' (Jive)	1481	1329	1100
64 JOSHUA KADISON. Beautiful In My Eyes (SBK/EMI Records)	1248	1004	1073
65 C + C MUSIC FACTORY. Do You Wanna Get Funky (Columbia)	1250	1244	1070
66 BIG MOUNTAIN. Baby I Love Your Way (RCA)	1604	1339	1065
67 ACE OF BASE. The Sign (Arista)	1444	1239	1063
68 BLACKSTREET. Booti Call (Interscope/AG)	1388	1187	986
69 U2. All I Want Is You (RCA)	952	969	981
70 LIVE. Selling The Drama (Radioactive)	2176	1621	980
71 TOAD THE WET SPROCKET. Fall Down (Columbia)	2065	1403	942
72 WARREN G. & NATE DOGG. Regulate (Death Row/Interscope/AG)	1402	1159	930
73 CAUSE & EFFECT. It's Over Now (Zoo)	1861	1586	906
74 ENIGMA. Return To Innocence (Charisma/Virgin)	1107	1038	905
75 BONNIE RAITT. You (Capitol)	1297	978	893
76 HEAVY D & THE BOYZ. Nuttin' But Love (Uptown/MCA)	590	736	892
77 ICE CUBE. Bop Gun (One Nation) (Priority)	591	706	855
78 STONE TEMPLE PILOTS. Interstate Love Song (Atlantic/AG)	46	213	835
79 IMMATURE. Never Lie (MCA)	478	636	833
80 MEAT PUPPETS. Backwater (London/Island)	1128	966	832