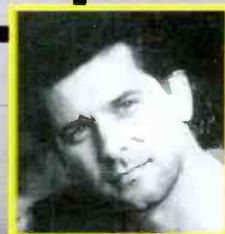


NETWORK ⁴⁰

Issue 273 • July 28, 1995 • \$40 • S. Korea: 73 won, 2 lost



Artist Profile:
Billy Montana

Special Feature:
**PUTTING
TOGETHER
A MORNING
SHOW**

**The KFRC
Playbook**

New:
PENGUIN PAGE

**September
Promo Planner**

Overnight Buzz Records

- Soul For Real "Every Little Thing I Do"
- Seal "Kiss From A Rose"
- Natalie Merchant "Carnival"
- Deep Blue Something "Breakfast At Tiffanys"
- Selena "I Could Fall In Love"

Modern Rock Monitor 18*-15*

Early adds include:

Q99 36 plays
B97 21 plays
KBZR 13 plays
Y97 32 plays
WRFY 18 plays
WJET 15 plays
WABB-5 plays

Smokin' modern Rock action at:

KROQ
WDVE
99X
The Edge
KISF
WHYT
WLUM
Q101

JENNIFER TRYNIN

better than nothing

FROM THE ALBUM

COCKAMAMIE

PRODUCED BY MIKE DENNEEN

MANAGEMENT: WILL BOTWIN/SIDE ONE MANAGEMENT



Stress!

SQUINT
RECORDS



©1995 SQUINT RECORDS. DON'T READ THIS CRAP, PLAY THE TRACK.

Main Menu

On The Cover:

The KKRZ Portland morning team comes together with the Village People.

News 4

Page 6 6

The whole truths, the half-truths and anything but the truth....

Editorial 8

Gerry Cagle on "Rules & Regulations"

Exclusive: "The KFRC Playbook" 10

Special Feature: "Morning Becomes Electric" ... 14

KKRZ Portland PD Ken Benson

Plus the exclusive perspective of KIIS L.A.'s Rick Dees

New Column: "The Penguin Page" ... 16

Columbia's Ray Mariner and RCA's Angela Borchetta

Promotions 18

September Promo Planner

Mainstream Music Meeting 20

A/C Chart / Hot Notes 22

Artist Profile: *Billy Montana* 25

Country PPW Chart 26

Country Music Meeting 28

Music City / Stopset 30

#1 Added #1 Accelerated #1 PPW



RICK STONE
GIN BLOSSOMS

ANDREA GANIS
HOOTIE & THE BLOWFISH

GREG THOMPSON
THE REMBRANDTS

Hot Country Picks 32

Wood's Words / Call-Out Research ... 36

Plugged In—Country 38

Music video rotations at the major Country video channels.

Street Chart / Rhythm Nation 40

Crossover "On The Tip" 42

VA Chart 44

Retail Chart / Bin Burners 46

The Top 40 albums; the top-five records with the biggest sales increases.

Plugged In—Pop 48

Music video rotations at the major video channels.

Show Prep 50

Play It, Say It! / Trivia / Rimshots

Most Requested 52

A Network 40 exclusive: four pages of the hottest reaction records.

Picture Pages 60

Now Playing 64

Spin Cycle 68

All the pertinent data on every song in *Network 40's* Top 40 PPW chart.

The Crunch Page 70

The Most Added Records / Most Accelerated Airplay.

Reasons
to play
**bette
midler**

**"To Deserve
You"**

20,867,680 con-
sumers have
purchased a Bette
Midler record.

5,500,000 viewers
saw Bette Midler
on *Entertainment
Tonight* this week.

4,300,000 viewers
saw Bette Midler
on *The Tonight
Show* with Jay
Leno this week.

3,800,000 viewers
saw Bette Midler
on the *Today Show*
this week.

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Bob Hamilton Named OM Of Wild 107/KSOL

Michael Martin Promoted To PD/MD Of KYLD/KYLZ

Crescent Communications has capitalized on the success of its Bay Area stations by promoting Bob Hamilton to Operations Manager of KYLD/KYLZ and KSOL San Francisco/San Jose. What's more, at the Wild 107 duop, Michael Martin was promoted to Program Director on top of his MD duties.



BOB HAMILTON

"With Bob's experience and knowledge as a major-market programmer, he is ideal for the position of Operations Manager," state Bob Visotcky and Ali Shepard, GMs of KYLD/KYLZ and

KSOL, respectively. "He brings the vision and insight to successfully program for both radio stations."

Since coming on board late last year, Hamilton has helped the Wild duop increase its ratings in both San Francisco and San Jose in the Spring book. He also brought in a new morning show from Hot 97.7.

"We're trying to do a Mortal Kombat deal in the market," Hamilton tells *Network 40*. "The morning show's in place and we're ready to take the stations to new heights."

The demise of direct-format competitor KHQT gives Wild 107 a clear field in San Jose. "Actually, we've been programming for this all along," he says. "Once they go away, if we get half of their listeners, I'll be happy. We had a great book this Spring, jumping almost two share points down there. We've been targeting that as a major part of our growth area."

They also made gains in San Francisco, where their 3.2-3.6 bump helped cut the difference between them and KMEL from 1.3 shares to .8.

This provides a better foundation for newly promoted PD Michael Martin to make his own mark. "Michael will do a marvelous job with Wild 107 and I back him 100%," Hamilton says.

"I appreciate this opportunity given to me by Bob Visotcky, Bob Hamilton and Crescent Communications,"



MICHAEL MARTIN

Martin says. "Hamilton taught me so much, and I feel as a team we can take KYLD/KYLZ to the next level here in the Bay Area. The groundwork has been set and I'm ready to go."

OBSCENE BUT NOT HEARD

There may be a silver lining coming from the dark clouds of recent court decisions on indecent programming and so-called "safe harbors." After an Appeals Court described the lengthy indecency appeals process "troubling" (there are 84 pending broadcast cases), the FCC minions reportedly got busy. They're coming up with a clearer definition of what they used to call "patently offensive." Apparently, they need those distinctions to decide what goes into the post-10 pm "safe harbor." Word has it that a final draft is just around the corner.

COMING & GOING

Weekender and Tomny Boy Records Dir. of Rap Promotion Scoop is promoted to overnights at Hot 97 New York....WZOQ Lima morning-driver D.C. Taylor picks up APD stripes....Former WIOQ PD and WYSP Philadelphia Account Exec Jefferson Ward crosses the street to become National Sales Manager for WPLY....WENZ Cleveland nighttimer Ted Kowalski leaves the air to be a full-time Production Director. Also at The End, Maria Farina increases her midday shift one hour to 10 am-3 pm, Bull moves to the 7-midnight slot and Sue Csendes does overnights....Alternative KCXX San Bernardino names Dwight Arnold Marketing Director.... Michael Flowers is promoted to Director of Talent Acquisition at Entertainment Radio Networks.

MONOPOLY ALERT

Recent Congressional maneuvering has put the House's telecom bill (H.R. 1555) in overdrive for a vote before the August 5 recess. The Rules Committee has set strict limits on potential amendments. That hurts the cause of the Coalition for Broadcast Diversity, which wants to tack on amendments that retain radio ownership limits. (The current bill has no limits.) Now it looks like the bill will come up for debate and a final vote sometime next week.

BLEVINS BACK IN S.F.

Bruce Blevins, who spent 24 years in Bay Area radio, returns to the scene of his exploits by being named GM for the four San Francisco stations owned by Shamrock: Country KSAN, KNEW, KABL and KBGG. Blevins spent five years at KSAN/KNEW and has also spent time at KSFO and KKCY.

Top 40s Get Ahead In Spring Arbs

Mainstreams, Alternatives Make Gains

The Spring Arbitrons continued to roll in last week and in general, Mainstream Top 40s and Alternative stations fared well. Crossover stations, with few exceptions, had a tough Spring.

Reporting stations in the markets *Network 40* covered showed that 10 out of 17 Mainstreams had improved ratings (with two staying the same), and 15 of 25 Alternatives went up. Of the 12 Crossovers, only KBXX Houston and KYLD/KYLZ in both San Francisco and San Jose enjoyed the Spring. (See separate News story for Wild 107's numbers.)

Individually, the market winners were KBXX (6.2-6.4), WPGC Washington, D.C. (8.8-8.4) WAEB Allentown (13.1-11.5) and WNCI Columbus, which roared 7.9-9.3. WXXS Boston was the top music station in Boston again (5.6-5.8).

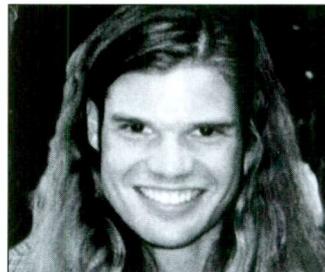
There were several notable huge winners. In Mainstream Top 40, the major gainers besides 'NCI were WKSE Buffalo (6.3-8.6), WKSS Hartford (6.3-7.2) and WVKS Toledo (7.6-9.2). Other good showings came at WBZZ Pittsburgh, WKRQ Cincinnati, WXXL Orlando, WKBQ St. Louis and WFLZ Tampa.

On the Alternative side, sizable moves were made at KDGE Dallas (3.5-4.6), WJRR Orlando (5.1-6.3), WUFX Buffalo (5.2-5.9), KITS San Francisco (2.9 to its best-ever 3.5) and WHFS, which rose both in Washington D.C. (3.7-4.4) and Baltimore (3.4-4.9). Also looking better this Spring were KOME San Jose, KEGE and KREV Minneapolis, KPNT St. Louis, WOXY Cincinnati and KWOD Sacramento.

More markets will be analyzed in next week's issue.

Capitol: Chris Lopes Sr. Dir. Nat. Promotion

Chris Lopes was appointed Sr. Director of National Promotion for Capitol Records. Lopes comes to the Tower from Hollywood Records, where he was National Director of Promotion.



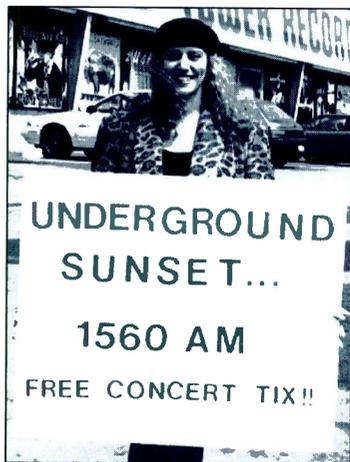
"It's a great honor and a challenge to work at The Tower," Lopes told *Network 40* VP/GM Gerry Cagle. "I'm looking forward to working with Phil Costello, Jeffrey Blalock and the entire staff. To be able to work the great artists they have is an incredible opportunity. I can't wait to get started."

Atlantic Takes Low Power Radio Underground

AM Signal Now Broadcasts Entire Length Of Sunset Boulevard

Atlantic Records' Low Power Radio Ventures took the next logical step in its innovative marketing campaign. After successfully broadcasting "Gotham City Radio" from atop the Tower Records store on Sunset in West Hollywood, the signal can now be heard for miles along the famous street.

On July 30, the label will broadcast "Underground Sunset" from an underground cable that runs the length of Sunset Low Power Radio Ventures personnel will hit the street with signs and T-shirts suggesting drivers tune into 1560 AM to hear the latest releases from young hit artist Brandy. There are also artist interviews and ways to win free Atlantic CDs and concert tickets. The 100-



LOW POWER RADIO P.R.

milliwatt signal can cover approximately 500 feet in either direction from Sunset

Blvd., depending upon conditions.

This is the fourth different application of low power radio marketing. Last year, Sr. VP Andrea Ganis and VP Promotion Danny Buch debuted it by broadcasting the signal in New York City's Holland and Queens-Midtown tunnels. After that success, they began broadcasting live from selected sites of the Page/Plant concert tour in April. In June, to coincide with the release of the *Batman Forever* film and its accompanying soundtrack, they aired "Gotham City Radio" from the Tower Records store. In all cases, the signal played cuts from the various releases and offered free merchandise to listeners who called an Atlantic phone number.

Barbara Bolan Joins Virgin Records America

Long-Time I.R.S. Records Exec Named Sr. VP Marketing

Barbara Bolan was named Sr. VP Marketing for Virgin Records America. The 17-year industry vet comes to the label after 14 years at I.R.S. Records.

After starting her career at WEA distribution and working at A&M and RCA Records, she came to I.R.S. as West Coast Sales Director in 1981. There, she was upped to VP Sales, VP Sales & Marketing, Sr. VP Sales & Marketing and, most recently, GM. During her tenure, she helped break groups such as R.E.M., The Go-Go's, Wall of Voodoo and General Public.

In her new post, Bolan will develop and oversee comprehensive mar-



BARBARA BOLAN

keting strategies for Virgin's entire roster. She will also supervise the ac-

tivity of the label's Publicity, Product Management, Creative Services, Advertising & Merchandising and Video Production departments.

"Barbara has proven her ability to develop and implement marketing campaigns at the highest strategic levels," states Virgin President/CEO Phil Quarataro. "That keen marketing sense enables Barbara to bring people together and focus an organization's creative energy. Of particular importance to Virgin, she knows how to nurture new talent with an emphasis on career longevity and artistic integrity, as demonstrated by her work with R.E.M. and others."

Warner Bros. Ups Tom Biery To VP Alternative Promo

16-Year Music Vet Started At WB In 1990

Tom "Grover" Biery was promoted to VP Alternative Promotion for Warner Bros. Records. The five-year label vet has been a Promotion Manager in Cleveland and Chicago. Before that, he worked at various radio stations and retail outlets in Youngstown, OH.

"Tom's love of the Alternative format, his understanding and enthusiasm for the music and his desire to fully service the needs of Alternative radio made



TOM "GROVER" BIERY

him the obvious choice for this position," states Sr. VP Promotion Stu Cohen. "During his tenure, he has shown a consistent and creative dedication to making sure we are in tune with the unique challenges and opportunities represented by this fast growing format."

"Tom's aggressive efforts in breaking artists have been responsible for the success of the Flaming Lips and, currently, Jennifer Trynin," says WB President Steven Baker.

RECORDS

AMERICAN

Karen Durkot was promoted to VP Field Promotion.

ATLANTIC

Richard Bates was promoted to VP of Creative Services...Bonnie Slifkin was promoted to Director of Progressive/Rock Promotion.

ELEKTRA

Michael Pollack was appointed Sr. VP/General Counsel...Darryl Williams was named VP, A&R... Mike Kelly was appointed National Director of Urban Promotion.

EMI

Todd Bisson was appointed Sr. Director Alternative/AAA Promotion... Mike Abbattista was promoted to National Alternative/AAA Promotion Manager...Sharonna Sabbag was promoted to Creative Director, EMI-Virgin Music Publishing.

GEFFEN

Rochelle Fox and Ross Zapin were promoted to Alternative Promotion Director, West and East Coast, respectively.

MCA

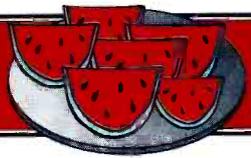
Allyson Winkler was named Director of Advertising and Merchandising... Adam Friedman was promoted to VP Business Affairs of MCA Concerts, Inc.

SONY

Amy E. Genkins was appointed Sr. Counsel, Columbia House Law Department.

WARNER BROS.

Alisse Kingsley was promoted to VP Publicity, Special Projects.



Uncle Bobby!

Programming legend (and *Network 40* poster child) KYLD (Wild 107) San Francisco PD Bob Hamilton continues to add to an already impressive resumé. Bob is now in charge of programming at KSOL and KYLZ in the City by the Bay.

As Bob stepped up, he also announced the promotion of KYLD APD/MD Michael Martin to PD of Wild 107. The former KIIS Los Angeles MD (and Chrome Lizard favorite for his famous "we're number one" signal at a Grammy party a while ago) finally gets his programming shot in a major market. We have no doubts that he'll do well. (See News for more details.)

Just When You Thought It Was Safe...

Rumors of major changes in the record business continue to swirl, particularly in the Big Apple.

From the top of Sony, Tommy Mottola went on record to denounce the rumors centering around Columbia and Epic executives. He gave specific votes of confidence to Columbia's Don Jenner and Epic's Richard Griffiths. He also denied speculation that EEG's Sylvia Rhone had been offered a position with Sony.

Rumors continue to fly about senior executives at other labels and The Chrome Lizard predicts a couple of your favorites will make an official splashdown within the next 10 days. Who and where? For that proprietary information, you'll have to dial The Chrome Lizard Hotline at 900-THE-CORE. Your telephone number will be billed at the rate of \$500 per minute.

Good News

While some record companies are fighting the rumor mills, others are fortunate to be able to move forward, not the least of which is MCA. Positive speculation centers around MCA chief Al Teller's expansion into several labels deals with major players. (Check last week's column for the complete outline.)

Doug Morris has already begun contacting future employees and has even made a couple of hires. As MCA begins taking shape, it will be interesting to see who winds up with Doug. There is a long line of people waiting with their hands in the air.

As MCA continues to expand and grow, more qualified executives will be needed to staff the different companies. Names are already circulating, but would you like a wild card? How about Bob Sherwood? Bob and Al worked closely together at Columbia Records. Sherwood has been heading up Sony's new technology division, but could the possibility of a return to his roots be imminent? It wouldn't be a stretch to see Sherwood in an executive record position in the near future.

Signed, Sealed And Delivered

Meanwhile, there's good news in the MCA promotion department. MCA President Richard Palmese inks Mark Gorlick to a long-term contract as Sr. VP Promotion. Although an agreement had been reached some time ago, it's nice to know it's now official.

It's also official at RCA as Butch Waugh has signed on the dotted line. Burch had other offers to weigh as one of the most sought-after executives in the business, but chose to remain with the Nipper. Congratulations!

Say Goodbye To Hollywood

Sr. VP Promotion at Capitol Records Phil Costello has hired Chris Lopes (former *Network 40* coverboy) as Sr. Director of National Promotion. Phil took lots of time to make sure he got the right person and he did. Lopes will fit perfectly in the Tower. Phil has locked up one of the best promotional one-two punches in the business with Chris and Capitol mainstay Jeffrey Blalock.

What's The Frequency, Kenneth?

Some noteworthy moves in radio this week. Check some of these out:

The new PD at WOSC Ocean City is Bob Maxwell. Jeff Cushman remains at the station as MD.

WXIS Johnson City flips from an AOR format to Top 40.

MD Jeff Roteman is out at WHTO Williamsport. Reach him at 717-374-8007.

Is there a Top 40 station in Binghamton considering taking a more Rhythmic lean?

Is Lima about to get a new Top 40 station? Has WAYV Atlantic City PD Tommy Frank inked a deal to consult?

Longtime midday Z100 jock Human Numan is leaving to concentrate on programming. Look for him to ink a deal with a station in the near future. Meanwhile, who will PD Steve Kingston tap as the replacement? The Chrome Lizard happened to be tuning into Z100 at about 3 am last Sunday morning and heard someone calling himself Kane on the air. Could this mean a move for a certain jock from The Edge in Minneapolis?

Asleep At The Wheel?

Was there just too much excitement for WRVQ Richmond PD Lisa McKay on the bus ride to Camp Hootie? Or was she just worn out from blowing the whistle as a counselor? Check out this week's Page 6 photo and make your own decision.

Inside

This week's Editorial is the first of a two-part series on using a playbook to help in programming. Also featured is a copy of the infamous RKO playbook penned by *Network 40*'s Gerry Cagle back when he pretended to program. The first part of the feature deals with the philosophy behind the rules. We're offering cash money for anyone who can read and understand it. Now we know the reason Cagle isn't programming anymore! (Lizard note: That's just one of 10,000 reasons!)

This week debuts a new feature in *Network 40* called "The Penguin Page." We're spotlighting different promotion people across the country. Check out page 16 for beauty and the beast...RCA Atlanta's Angela Borchetta and

Columbia Carolina's Ray Mariner. Want your favorite penguin profiled? Call *Network 40*'s Penguin Editor, Tiffany Eason.

Wedding Bells

Congratulations to EEG Sr. VP Craig Lambert and Lava's Sr. VP Promotion Val DeLong. They were married last week in Italy.

Who Picked Up The Check?

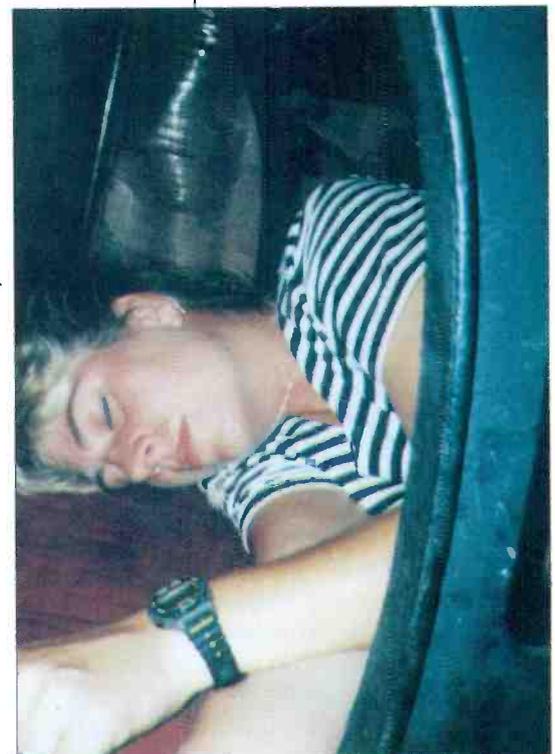
Seen hanging in New York last week: Columbia's Charlie Walk and Z104 Madison PD Joe Larson, EEG's Clarence Barnes and Joe Larson, *Network 40*'s Pat Gillen and Joe Larson.

Uplink

There are some interesting comments in the Radio Professionals folder on America OnLine lately. To find it: Type the keyword "MMC," then "Radio." As always, you can reach out and touch *Network 40* at "Network40@aol.com."

Buzz

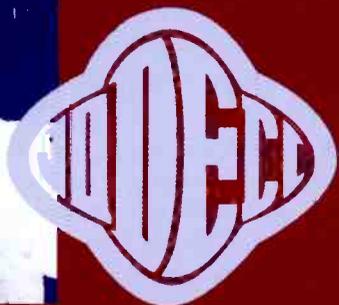
Michael Stuart...Paul Drew...Stevie Rocker...Margie Weatherly...Keith Naftaly...Rick Dees...Greg Brady...



"Beauty rest..."



Freek 'n You



A Freek 'n Smash!

**SoundScan albums debut 2*
197,000 over the counter!**

**SoundScan single sales 5*
50,000 over the counter!**

D-29* Crossover Monitor!

THE BOX #2 requested video!

**25 percent airplay
increase over last week!**

HOT97	18-34	Spins
WPGC	31-41	Spins
KKSS	56-91	Spins
KLUC	2-21	Spins
WJMH	34	Spins
WHJX	46	Spins

MCA



MCA

*“Every
Little
Thing
I Do”*

**MAINSTREAM
HIT ACTION!**

**19* SoundScan singles chart!
39*-32* Mainstream monitor!**

**Q106 San Diego ADD
KHKS Dallas ADD
KHFI Austin ADD**

WZPL 35x	WZJM 29x
KIIS FM 54x	KQKQ 26x
WFLY 33x	WKSS 29x
WFLZ 13x	WIOQ 25x
	B94 12x

**Soul
or
Real**

RULES AND REGS

Commentary by
Gerry Cagle

Every gray cloud has a silver lining. That statement was never more true than when applied to last week's Editorial. In an embarrassing column about nothing, I mentioned the RKO playbook a couple of times. I was surprised at the number of calls I received (I was really stunned that anyone actually got through it). Many of you expressed interest in knowing more about the playbook.

I was fortunate in my career to program more than my share of great radio stations in many different markets. The resumé of my programming journeys can certainly be described as a long and winding road. WRBC Jackson, WFUN Miami, WMFJ Daytona Beach, KTLK Denver, KRIZ Phoenix, WRKO Boston, WOR-FM New York, KHJ Los Angeles, KYA San Francisco, KCBQ San Diego, KFRC San Francisco, WAPP New York, B95 and KCMO Kansas City, Y106 and Q96 Orlando, WSHE Miami and KWOD Sacramento. Not included in this litany are the stations I consulted along the way.

The first few things that come to mind when you see this list are that I programmed a lot of stations, I traveled a lot and I couldn't hold a job for very long! All of which are true.

I enjoyed every station I programmed. It was invigorating to take over a radio station, put format adjustments in place, dream up promotions and work with the air staff. There was a down side, however. I found myself teaching the same elemental formatics to each new group of personalities. Often, I would forget things. Because I had given the speech before, I assumed the new staff knew what I knew. They didn't.

So, early on, I began compiling what I called a playbook. It was everything I knew about programming. It wasn't as simple as handing out the book and having everything be perfect. Changes had to be made to accommodate particular idiosyncrasies at each station. But at least the basics were covered.

Having a programming playbook solved a lot of problems. No matter how many meetings you have, no matter how many elements you cover, good air talent can always find ways to do something outside the guidelines of your format. The talent can always fall back on that old adage, "You never told me that." With a playbook, they

can't use that excuse. Over the years, I came up with a specific rule for every excuse I heard. After a while, there were no excuses.

A well-designed playbook can give your air staff a feeling of security. There are no mysteries. It's all there in black and white. If there are any questions about formatics, they can find the answer. A jock doesn't always know what a PD wants. The playbook lays it out perfectly.

It's not enough, however, just to have the book. It has to be used. Let's face it: Most jocks, by their very nature, tend to be lazy. It is up to us as programmers to stimulate them past their level of comfort. If you're going to have a playbook, it has to be used...*daily*. It may sound juvenile, but it's a good idea to give tests on the playbook. If

"I programmed a lot of stations, I traveled a lot and I couldn't hold a job for very long!"

you don't make it important to the air staff, it won't be important. Having the staff answer written and oral questions on the basics of different elements of the format in every staff meeting will keep them on their toes when they are on the air. I required jocks to leave their playbooks at the station. Occasionally, I would tape a \$50 bill or a message to one of the pages. Later, I would call the jock on the air and ask if the playbook had been read before the shift began. When they lied and said they had read it, I would ask them to check a particular page number and call me back.

We all know that a good jock must transcend the format. A good jock must use personality to become special and different to the listeners. But they must showcase their personalities *within* the framework of the format. They can't be allowed just to do as they please. They shouldn't view

formatic rules as stumbling blocks impeding their progress, but as tools to help them achieve greater heights.

Execution, without a plan, is ultimately worthless. You can practice hitting golf balls every day, but if you don't know the correct swing, you won't get any better. Planning, without execution, is just as worthless. Those who spend too much time on the drawing board will never see their creation come to life.

I tried hard to do both. I'm a big believer in weekly air check sessions. It's all right, and quite necessary, to have rules, but making sure the jocks know how to implement the rules through their own personalities is imperative.

After several false starts, I managed to put down my programming thoughts in the form of a playbook. Paul Drew, head of programming for the RKO chain, liked the idea and we used the concept at most of our stations.

I make no false claims that these ideas are original. Different elements were "borrowed" from many of the great programmers I worked with. Since the playbook was written over the course of years, some influences are easy to spot—particularly the philosophy behind the rules. It is the direct result of working late into many nights with Buzz Bennett. Format specific rules were a direct result of working with Drew. The playbook is a combination of those ideas, as well as my own, and other unknowing contributors who taught me things along the way.

As the playbook was always a work in progress, some of the specific rules could be conceived as contradictory. Each has a different level of importance. Different stations had somewhat different needs. The rules were always bent to accommodate the needs of individual stations.

And the playbook was always subject to challenge. If any jock could convince me that his idea was better than what was in the playbook, the rule would be changed.

The concept of a playbook is to make sure that your ideas are shared by your staff. It also serves as an important tool to help you know exactly what your position is. Furthermore, it helps you to grow as you add and subtract specifics with each new challenge.

Anyhow, so many of you asked for a copy of the RKO playbook, we've reprinted it in this issue beginning on page 10. You might not agree with all of the guidelines, but I'm sure you'll agree that the idea of a playbook might be a good one.

Feel free to steal what you need. I did. ▾

NETWORK 30* -27*

Top 40 Monitor 40-38*

**27,879 weekly
LP SoundScan sales!**

Album Over Gold!

**1995 Nominee MTV
Video Music Awards
Best Male Video!**

**Coming soon
Chris Isaak
MTV Unplugged!**



Active!



MUSIC FIRST

Large!

Chris Isaak
"Somebody's Crying"



**MUSIC TELEVISION
YOU CONTROL**

Major Market Airplay Includes:

- KDWB** Minneapolis Add 19 Plays
- WNCI** Columbus Add!
- WPLY** Philadelphia 30 Plays
- KRBE** Houston 18 Plays
- Star94** Atlanta 17 Plays
- KFMB** San Diego 32 Plays
- KISF** Kansas City 12 Plays
- B97** New Orleans 20 Plays
- WKQB** St. Louis 18 Plays
- Q102** Cincinnati 12 Plays
- WTIC** Hartford 20 Plays
- KHMX** Houston 28 Plays
- Q99** Salt Lake City 13 Plays
- WKTI** Milwaukee 22 Plays
- KPLZ** Seattle 21 Plays
- PRO FM** Providence 10 Plays
- WMMS** Cleveland 20 Plays
- WZJM** Cleveland 17 Plays
- WBMX** Boston 17 Plays
- Y107** Nashville 16 Plays
- WNTQ** Syracuse 32 Plays
- WXKS** Boston 11 Plays
- Y100** Miami 10 Plays



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Produced by Erik Jacobsen. From the new album: *Forever Blue*. Management: HK Management



The following information is provided to help you understand the basics of the KFRC format. The easiest thing to do is read the material once and never pick it up again. It is to your benefit, however, to read this book once each week...every week...so the basics will become a part of your on-air procedure.

This information covers all the essentials of the KFRC format. The playbook should answer any and all questions you may have regarding the specifics of the format. You won't find a formal ending. The evolution of and changes to the format will necessitate additions to the playbook.

The playbook is broken into two parts: philosophy and mechanics. The mechanics and philosophy are interwoven. One without the other is worthless. Understanding the philosophy behind the mechanics will make the format succeed because it is the sum of *all* of the parts that will spell success for you and KFRC. It is important for you to understand the philosophy. It is imperative that you take care of each formatual rule. Knowing where your final destination is won't get you there unless you take the right road and make all the correct turns. Knowing that San Francisco is in Northern California is useless unless you know how to get there. We must know where we're going and what we have to do to get to our final destination. We must understand the philosophy and apply the mechanics to make the philosophical idea a practical reality.

The format makes the sound smooth and consistent. The audience doesn't know our rules and restrictions. However, the audience can feel our *total* impact. The philosophy behind KFRC should translate into a feeling...a feeling we must have and share with our listeners. We call this feeling "the X factor."

The key to attaining the X factor lies in how we apply the mechanics of the format in relation to the philosophy. We can't just follow the rules. That would be automation. We must reach and maintain the X factor by combining our own personalities *within* the framework of the format. Humanism is the key. Humanism must be created within the basics of the format. If your individual feelings transcend the format, we fail. If

your individual feelings mesh with the format, then, and only then, will you be able to rise *above* the mechanics of the format to attain success. Being creative and individualistic within the format is the mark of a true professional. Only you can do it!

The basic philosophy of KFRC is to interface humanism with the format to achieve the feeling that motivates our listeners to be proud that KFRC is their favorite station.

On the subject of humanism, we get into the problem of defining what it is and what it isn't. We must evaluate and re-define the word as it directly relates to the job we are trying to do. In

"Today, hypotheses about what might be are more interesting than what is or what has been."

order to understand it properly, we must break it down into different verbalizations.

The term "humanism" isn't quite enough. We must go further and emit the feeling of positive humanism as opposed to negative humanism. When you are on the air, you must create a little bit more than just humanism...it must be *positive* humanism. If a jock was terminally ill and went on the air and slowly died, it would be realistic, but it would also be a total negative and would not produce a positive feeling (that in turn would produce positive ratings). Are you getting the picture?

One of the primary points of humanism is authenticity. Authenticity must be combined with honesty, warmth and openness without losing the spark and momentum necessary to create the quarter-hour maintenance based on the feel-

ing that something is coming.

There is a strong significance of listening. In turn, there is a strong significance of feeling and thinking, rather than just speaking. Feeling and thinking is necessary in our day when hypotheses about what might be are more interesting than what is or what has been. In a world of continuous change, the past becomes less relevant to current problems. Cultural shifts are obvious, so we as leaders must constantly change. Social order must be conceived of in terms of process, rather than structure. This requires functional individuals to be general in their quest rather than specific subject-matter specialists. Since we have continuous change, our organization will be set up in the same way.

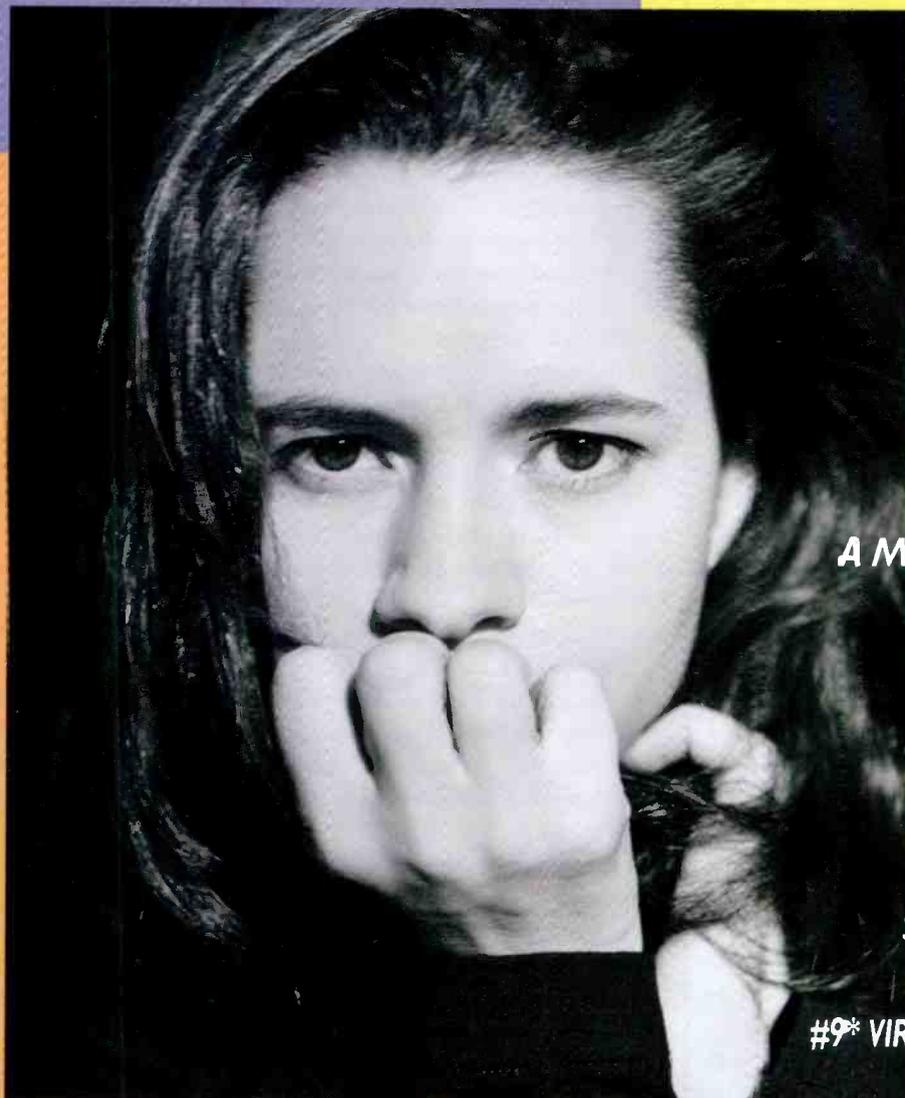
We must have goals, but we must have communicating members whose help is needed and utilized to reach those goals. We, as leaders (that means all of us), must constantly be open to feedback, especially from our subordinates or our peers. We must negotiate and arrive at mutually acceptable goals, understood by all, creating an informal organization led by human relators thinking over their specific areas. This we must do to create, because creativity is the bringing together of unlike elements joining into a new event.

Real people are listening to you. You must communicate with them. The "Boss Jock" syndrome seems to have influenced the great majority of modern radio personalities to talk down to people, talk *at* people, to enunciate and just not be themselves. The one-on-one relationship is essential to furnish the feeling our potential listeners are seeking. They are seeking to relate, to know that there is someone else like them. The fact is: We're always talking *to* somebody. We are not reading, not shouting memorized lines. We're talking to *important people*. Whatever is said *must be meant*. The time, a liner, your name...everything...and particularly the most important message of all: KFRC.

Now that you have the general philosophy, it is important that you carry out each segment of the format. To succeed, we must color each square, fill every hole and touch all the bases so we can get to the top quicker and stay there. Anyone can do the big things. It takes a dedicated professional to cover all of the little incidentals every day to achieve a degree of consistency that

(continued on page 12)

NATALIE MERCHANT



A Most Added! Again!

**AAA Radio
Five Weeks At #1!**

Sales! Sales! Sales!

**SoundScan
Single Debut!!!**

**SoundScan Album
Sales #17!!!**

#9* VIRTUALLYALTERNATIVE

CARNIVAL

The premiere single and video from the
solo debut

TIGERLILY



Management:
Jon Landau Management, Jon Landau and Barbara Carr

**Accelerating on over
70 Top 40s including:**

WHTZ New York	#15	36 Plays
KYSR Los Angeles	#35	7 Plays
WPLY Philadelphia	#29	16 Plays
WZPL Indianapolis	#14	36 Plays
WKRC Cincinnati	#30	18 Plays
KUTQ Salt Lake City	#24	23 Plays
KLFZ New Orleans	#27	23 Plays
WZJM Cleveland	#38	16 Plays
WEDJ Charlotte	#22	24 Plays
WDCG Raleigh	#16	29 Plays
WVOK Columbia	#22	26 Plays
WB-HT Wilkes-Barre	#22	24 Plays
KBZR Phoenix		NEW
WYHY Nashville		NEW
WKBQ St. Louis		NEW!

(continued from page 10)

cannot be matched. Remember where you are and what got you here. Until you became a part of KFRC, you were working to get here.

You did extra things at smaller stations so you could move on to a bigger and better situation. Now that you've made it here, the motivation you had for doing the extra things may diminish. You need to constantly analyze your position and establish a new motivation for your continued consistent actions.

There are six main objectives that we must accomplish to establish a cohesive merging of the philosophy and format mechanics. These are the keys to the kingdom: Desire, Discipline, Excitement, Enerby, Realism and Consistency. They are all basic and equally important. One without the other may produce a quick inflation, but a quicker deflation. To achieve these basics, we must break each one down, identify it and determine what we must do to achieve it.

DESIRE

All of us have the desire to be the best or we wouldn't be here. However, wanting something badly doesn't mean you'll get it. We must *maintain* our desire and combine it with the other factors to turn our desire into *reality*.

Each team in the National Football League begins training camp with a playbook that outlines the team objectives. No team sets out to be a loser. Each is dedicated to winning and going to the Super Bowl. The playbooks define the goal and put forth a plan of action. Yet after the season, the majority of the teams fall short of their goals. They didn't begin the season with the objective of losing. In the beginning, they all had the desire to be winners, but somewhere along the line, they failed in their quest.

Did they lose their desire? I don't think so. They failed to combine their desire with a daily intensity necessary to make their desire a reality.

We must never lose our desire and we must maintain a daily intensity on the little things that will get us to the Super Bowl.

DISCIPLINE

It's easy to do a great show when everything is going right and you're feeling good. It's tough when you feel terrible and everything is going wrong. You must discipline yourself to achieve the goal of a great show, no matter the circumstances. It takes discipline to push the positives and overcome any negative feelings that might make your show less than it should be. You're part of one of the best staffs in the country. Consequently, you must discipline yourself to achieve a maximum effort every time you're on the air.

We depend on each other for our total success. Our audience judges all of us. If we have one weak link, we all suffer.

You must make yourself do all of the little things that by themselves might mean very little, but when added together, make you and KFRC the best. Discipline yourself to come in early, take the extra time to make a spot sound better, make yourself read over each piece of live copy before going on the air so you'll get it perfect, re-write the liners and PSAs, prepare your show to make sure you have the proper music balance.

In short, discipline consists of making yourself do all of the little things that we sometimes think we're too good to do. Don't forget that doing the little things to make yourself better is what got you here in the first place.

Discipline yourself to achieve your best, because on KFRC, the *worst* you should ever sound is great!

EXCITEMENT AND ENERGY

The two are closely related. Excitement causes a burst of energy. Energy *creates* excitement. Think of it this way: Excitement is scoring a touchdown; energy is lining up, waiting for the snap, knowing you're going to score.

We must generate a feeling of excitement by being excited ourselves. Our listeners don't *hear* excitement; they *feel* it. You cannot be excited all of the time, but you can maintain a high energy level that will enable the audience to get a positive charge from you.

Each of us must maintain the energy level in our own way. We all react differently. It's up to you to involve yourself in KFRC in such a way that the feeling of energy is passed on to the audience.

It is important that you maintain a positive energy level on the air. It is equally important that you maintain a positive energy level off the air. If you push positive feelings, those around you will be positively charged. Negative feelings will be similarly passed along. So work toward charging the *on-air sound*, the *people* around you, the *rooms* and *halls* of KFRC!

REALISM

We must all strive to be individuals on the air, *within the boundaries of the format*. The era of the "Boss Jock" has been over for quite some time. People are listening to *you* to hear what *you* have to offer. If the format was the only key to success, KFRC would be automated. It takes *real* people talking to *real* people to achieve that realism that will allow you and KFRC to rise above the mathematics of the format and attain total success. We know what realism is, but again, it's important to redefine the term as it relates directly to our jobs.

On KFRC, realism is being yourself with an

"air" of carney.

When you're talking with one person, you tend to lay back, talk softly and emphasize very few words because you don't need to be animated. The person you're talking with is listening to you and will miss very little of what you say. You are the center of attention. Do this on KFRC and you die. But if you over-emphasize some things, enunciate more distinctly and talk louder, you're not being real, right? *Wrong!* When you're talking with a group of people in your living room, you talk louder, over-emphasize some things and, in general, try and express yourself in a more dominating way because you're trying to hold the attention of several people. You're still being real; you're just a little more animated.

That's the feeling we must strive for on the air: realism, with a bit of animation. It's a fine line, but we must find it. When you make a statement, your listeners won't believe it unless you do. Convince yourself! When you've convinced yourself, your listeners will believe it...because it is the truth!

When you walk through a carnival, you hear the barkers shouting, "Hurry, hurry, hurry! You can't lose. Step right up and win a prize!" You might step right up, but you know you're going to be ripped off because the barker has already told you so. Not by his words, but by the way he said them. We must find the line of realism with excitement and energy...not the carnival rip off.

CONSISTENCY

Consistency is the combination of all of the above on a daily basis. It's covering all of the basics, all of the time. Doing this makes the basics become automatic, giving us the freedom to develop ourselves in greater ways. By covering the basics every day, they become good habits. Once they become habits, you don't have to consciously make yourself cover the basics, because you habitually do them.

Remember, at KFRC, it is not enough to just be consistent. You must be consistently *great*.

Now that you have the total picture, go over this playbook every week. Understand the importance of each particular fact. Dedicate yourself to perfecting every part of the format and philosophy so we can have a dynamic station made up of dynamic individuals.

Understand that I expect each of you to be aware of every one of the following formatic rules. And understand one other thing: I have the desire, the discipline, the consistency, the realism, the excitement and the energy to make sure you carry them out!

(Next week: *The Formatics*)

montell jordan

somethin' 4 him

somethin' 4 her

somethin'4 da
summertime

Somethin' 4 Radio:

KQKS
92Q
WHHH
WWKX
WZJM
KBXX
Z90
KZHT
KHQT
KBFM
KCAQ
KDON
FUN 107
WHJX
KWIN
KZFM
KWTX

And Many More!

somethin' 4 da honeyz



Morning Becomes Electric

"As goes the morning, so goes the day."



In radio, this oft-used phrase couldn't be more true. More people listen to the radio—for a longer period of time—between the hours of 5 and 10 am. The radio is the main source of information for the millions who commute to work each weekday morning, which is why the morning spots (radio's prime time) generate the most revenue. Naturally, it's where the most entertaining air talent works.

When Ken Benson took the programming reins at KKRZ in Portland, one of the first things he did was to research the radio station from a perceptual position—how Portland viewed Z100. He discovered what many Top 40s have found out—that the shifts in music had created a shift in perception. In the fall of 1993, KKRZ was perceived to be have a very youthful appeal. The teen alb-tross hung around the station like a noose. With research results in hand, Benson set out to change KKRZ's image from being a 12–24 radio station to a 18–34 station. Judging by the latest Portland Arbitrons, Benson and his staff have successfully done just that. How? Benson went beyond normal programming by building a new morning show in a hands-on fashion. Here's how he crafted a winning morning team.

In December of '94, a goal was established to take the station to the next level; to do so, the station focused on the Z100 Morning Zoo. "We talked about having me come in each morning for the first couple of months of the new year at 5:00 am," Benson recalls. "The idea was to work with the morning show on a daily basis, up close and personal."

So, in addition to his day-to-day programming responsibilities, Benson spent six or seven hours of his day meeting with the members of the morning show, "listening, monitoring and going over all the details involved in developing a successful morning show."

Once the decision was made to involve himself on a daily basis, Benson arrived daily at 5:00 am with the morning talent and attempted to leave by 4:00 each afternoon. "I have a lot more respect for them now," he says. "Mornings really consume your whole life; each day you've got to put a great show together for the next day."

Some members of the KKRZ Morning Zoo have been with the station since its inception. Officer Tony Martinez has been with the Zoo for almost 11 years

and "has outlasted every PD by a mile," adds Benson. Newsperson Valerie Ring has been with the show for five years and Nelson the intern, who began calling in character bits to the show while working in another field, has been with the station almost five years as well. "In April of '94, to replace a co-host, we hired Scott Thrower of the Rumble & Thrower team, who had worked in Phoenix, San Diego and Philadelphia."

Benson says one of the primary reasons for directly involving himself each morning for the first couple of months was because of the simple fact that the show has "four very distinct personalities—and producer Travis Box." He had to get to know each of them to help them put together a morning show that could be taken to the next level. "To get them all focused, working toward the same goals in the same direction, was and is a challenging process."

Before he started his in-studio monitoring, Benson put the goals of the show down on paper. That paper, for all to see, was instrumental in "keeping the Zoo focused on the big picture and making sure they were provided with all the

tools they needed to achieve success." The specific goals, outlined by Benson and distributed to the members of the show, included:

1. Creating a compelling radio show that generates talk and top-of-mind awareness.
2. Striving to find new ways to entertain the audience.
3. Encouraging out-of-the-box thinking.
4. Maximizing Zoo appearances and opportunities to do those appearances.
5. Creating show promos and teasers to hook the audience.
6. Working as a team to achieve the goals.
7. Offering perspective and insight while assisting in the day-to-day planning.

Benson points out that most programmers already have these goals in mind, but he wanted to make sure his morning show was not just thinking one or two days ahead. "If there is something you want to do a week, two weeks or a month from now, tell me now, because if you tell me the week of, it might be next to impossible to pull it off."

But how would the morning show react to the news that the PD would be spending each morning in the studio and offices while the show was going on? "There was some apprehension at first, but they were willing to give it a shot and roll the dice," he notes, "and it worked out quite well." Benson wasn't an on-air part of the morning show in the studio; instead he monitored the show from his office, making notes on the material being used and giving the staff instant feedback and response to the material.

Self-promotion and cross-promotion are two elements every successful radio station does with frequency. Promoting a morning show across other dayparts is essential to increase cume and TSL. Benson says he instilled the importance of promoting "both vertically and horizontally" within the show itself and in other dayparts. He was quick to make note of how the tabloid TV shows use creative teasers to keep their viewers interested and tuned. "We applied the same principle to the show, using compelling teasers that made the audience feel as though they might miss something if

they didn't stay with us." Other daily self-promotions include a :15 show promo over music every other hour throughout the other dayparts, again with creative writing to tease the audience. The show also uses listener testimonials and updates them with voices of new listeners as quickly as they can acquire them.

During the Winter book, the station ran a nine-week TV schedule of commercials. The first four-and-a-half weeks were commercials selling the benefits of the entire radio station. The second half of the spots were devoted entirely to the morning show; they were created in Portland using audience comments. "We took some of these testimonials from real listeners and ran a lot of this audio on the air at the same time."

In January, they hosted the Morning Zoo "Retro Ball" featuring The Village People. During the month of February, KKRZ incorporated a promotion around the morning show in which a couple was married on the air. The station paid for all the expenses and took the event one step further by holding the wedding reception backstage at an Amy Grant concert the same day. "The bride and groom were called on stage for their first dance, with Amy singing "House Of Love" to them in front of 14,000 people." During the month of March, Benson designed a "dash for cash" seven-week promotion around the morning show, culminating with a person getting 100 seconds in a bank vault that held \$1 million. "We used the Morning Zoo as an umbrella for all the big events going on at the radio station."

One of the things Benson concentrated on was booking guest celebrities for the show. Among those stopping by: Billy Crystal, Deion Sanders, Richard Simmons and, of course, Portland native Tonya Harding. Having guests on a morning show always adds to the entertainment value but, again, Benson stresses research and preparation before these guests arrive. "I watched how David Letterman set up and dealt with his guests and I strived to move in that direction." Benson suggests using other entertainment shows for gaining new perspectives and ideas on how to deliver entertainment value to listeners.

Spontaneous reaction to everyday situations is one of the primary functions of any good morning show and KKRZ's Zoo is no exception. "We rolled tape the night Connie Chung interviewed [Newt] Gingrich's mom and used the clip over and over the following morn-

ing," he says. "We had all kinds of calls coming in with listeners responding on both sides." Even though morning shows plan out the details of each day's show, the ability to immediately respond to both humorous and tragic situations is part of the entertainment value and responsibility. "When the earthquake happened in Japan, we dropped the entire show plan and opened the phones to allow listeners to call in with their views and concerns."

In dealing with news-related items, Benson says he addressed covering the news by adding entertainment value. "It was kind of rip-and-read news, so we made it more like *Entertainment Tonight*. We covered the big stories quickly but we added a lot of entertainment stories." News has always been a staple of morning radio, but contemporary radio has attempted to keep it at a minimum. Benson says by redesigning how the news is handled, it has now become one of the integral elements of the show. "In watching *ET*, I noticed how often they use audio and music to drive their points home. They do an incredible job of incorporating and we [radio] should've led the way on that."

Even though there are hundreds of details to consider in any morning show, the bottom line remains in the numbers. Playing the Arbitron game and generating numbers to, in turn, generate revenue is still the primary goal for any programmer and for any morning show. "The key to Arbitron, for the most part, is top-of-mind recall," he asserts. At the beginning of this project, KKRZ's morning show had a huge cume in the Arbitron numbers; the goal was to keep them listening longer each day.

The Morning Zoo has done just that. "I gave them our goals in the numbers when we began this and although they were a bit hesitant at first, we've exceeded them by a mile." From last Fall to this Winter's book, the show has skyrocketed in all cells of the women numbers. In 18+, the show has gone from a 5.2-9.3 ranking #1. In the targeted 18-34, the show is #1 with an 18.5 share. In the 25-34 cell, the show has risen from a 8.3 to a 15.9. The 18-49s increased from a 7.9 last Spring to a Winter 12.7. And in the coveted 25-54 cell, the show is ranked #2 with a 9.7 share."

Regarding the two months Benson arrived each morning, one unanswered question remains: Did the Morning Zoo ever send him out for coffee and doughnuts? The answer: "No, but I'm sure they wanted to...probably more than once on some days." ▽

Morning Show Teamwork: The Dees-Eye View

In his long, celebrated career as one of Top 40's greatest morning show stars, Rick Dees knows what it takes to have a successful team. Over the years, he estimates he's worked with "oh, one...two...three...*thousand* people. Actually, I've had the pleasure of working with about 10 people regularly.

"Many have died, by the way," he continues, tongue firmly in cheek. "I don't put up with any crap from these people, so I killed them. I talked to Gerry [Cagle] about it and he said it was the right thing to do."

Now that he's successfully passed the buck, Dees offers a more pragmatic insight into the ingredients for a successful morning show team player. "You want somebody who is quick and actually willing to listen," he says. "That's the whole key. You can actually train yourself to listen better, then you're better able to respond in a natural and many times more humorous way than you would ever imagine."



Dees' current ensemble features *Playboy* "Girls Of Radio" feature-attraction Ellen K and sports reporter Vic "The Brick" Jacobs. Although he has been with the group for years now, Jacobs is the most recent addition to the team that just reclaimed the top spot (for the English-speaking audience) in the L.A. market.

For the show to be successful, "You have to like everyone on the team," Dees says. "Right now, I just pray that everybody stays for a while. Vic is a joy to be around and Ellen has practically exploded. She recently told me on-air that *Playboy* wants her to do a video where she's naked. She asked me what I thought. 'What do I think? Don't do that! Are you crazy? Do one for us first, then do that!'"

He also notes that while the respective roles of his compatriots haven't changed a lot, his role as ringleader has evolved. "Everyone develops their own on-air personality. For example, Ellen has become someone who can go out for appearances and pull a huge crowd. I like to capitalize on that. In a way, my show almost recalls the old *Mary Tyler Moore Show* you see on Nick At Nite. In many episodes, Mary plays a small part and lets the others carry the humor. I want these wonderfully talented people to utilize as much of their potential as humanly possible—even more than they thought possible.

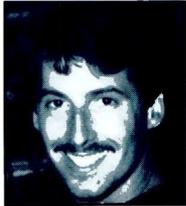
"Over a period of time, I've been able to react to them more often, which serves as a great base for comedy," he adds. "I can't be pro-active all the time. That would be a bore. The key is to come up with new gimmicks and ideas constantly. This week, we're putting out *The National O.J.*, our version of the *National Enquirer*. Now that the trial's winding down, we've put this out to sum it all up."

—Jeff Silberman



SENGUIN PAGE

— Interviews by Tiffany Eason



RAY MARINER

COLUMBIA RECORDS

LOCAL PROMOTION MANAGER
CAROLINAS

Born in Chicago, raised in North Carolina and too close a friend with Network 40's senior resident hick John Kilgo, Ray Mariner was MD at WPHR Cleveland, Y106 Orlando and WROQ Charlotte before accepting a local position at Columbia in 1994.

Why did you first decide to get into record promotion?

I was in radio for about 10 years, working as an MD in Orlando, Cleveland, Charlotte and at a lot of other stations. I really enjoyed it, but I wanted a chance to use that experience on another side of our industry. I just wanted to use my radio experience on the other side.

Describe your region in terms of the stations you work.

I'm in both Carolinas and eastern Tennessee, which includes Knoxville, Johnson City, Kingsport and Bristol.

Do you have a specific strategy to work records?

I don't have any strategies or secrets, but having been in radio, I understand what these guys go through, sitting in front of a computer and taking 30 music calls a day. I know they have to hear the same story from the local guy and the national guy, and *then* go through three hours of music on the computer software. Since I understand what they go through, I can use a certain bond of experience with them. It helps.

What is the best excuse you've heard for a drop or not adding a record?

I've heard a bunch of excuses, but never a good one. Once I was working an Alice In Chains song with a new PD and the guy told me he had no room for a ballad.

How do you deal with rejection?

First of all, if you're passionate about what you do and the music, naturally you don't want to hear anything negative. Yet you have to keep it on a business level—you can't take the rejection personally. You have to put it in perspective. I can do that most of the time, unless the person isn't dealing with you on a business level. Even if it doesn't get any easier, you just come back at them with more information next week.

What is the best way to convince a PD to play a record that's anything but an automatic?

You've got to know each station and its personality as far as what it sounds like. What records will they be early on? Do they lean Alternative or Crossover? Then you've got to stay on top of the PDs. They may not have wanted to play a record early on because they didn't think it was a hit. Now that it *is* a hit, you need to remind them of it and other records they didn't hear in the beginning that became hits. That may convince them to take a chance on other songs with a similar appeal.

What's the best way to get into a station after a PD change?

It's amazing how many PDs have come and gone just in the past 18 months. The best way to handle that is to get to know lots of people at the station. At the majority of my radio stations, I know the promotions director in addition to the general manager, so I can say "hi" when I go into the building. Maybe we've had lunch or played golf. I call the promotions director and not the PD on certain things. I know the sales reps; I go out and party with them. When a new PD comes in and you know lots of people, it's not so weird to walk in a station.



ANGELA BORCHETTA

RCA RECORDS

SOUTHERN REGIONAL
PROMOTION MANAGER

In June 1988, Angela Borchetta followed in the footsteps of her entire family by getting into record promotion. Her mother worked for the infamous Bob Eubanks; her father has been in the biz for over 35 years; and big bro Scott is Sr. VP Promotion for MCA Nashville. Talk about "All In the Family!" Currently working over 60 stations in a variety of formats, Angela is now making a name for herself.

Why did you first decide to get into record promotion?

My dad wouldn't pay for my college tuition. He said, "The only way you are going to survive in this world is to be just like me...a record promoter." I really got into promotion because of my dad and my brother.

Do you compare notes with others in your family?

Oh yeah! We talk about various PDs and relationships. It's really fun because I used to do Country promotion before I joined the Pop world. Now I find various Country PDs who are now doing Pop. It's cyclical; they're all still around.

Do you have a specific strategy to work records?

The relationship with the PD is the most important thing. We jump around; they jump around. Wherever we are, our relationship has to be solid. The records are important, yet it's imperative for radio to know where you are at all times. Working in such a big area, it's necessary to have week-to-week contact. It's important to get to know the stations and find out what's important to them and help them get it. On the road, PDs want to do various things; some want an early dinner, others go club-hopping and some want to play golf (laughs). And I do play golf but I don't travel with the clubs...for fear of competition. I'm certainly not going to try to get adds by birdies; I know I'll fail.

What is the best excuse for a drop or not adding a record?

"I've got Lamaze class; we're freezing and we won't be doing any adds." There are literally countless excuses.

How do you deal with rejection?

It is so hard not to take the rejection personally. Yet it's part of the job. Welcome to the world of records. I try not to take no for an answer, but you can get in trouble if they feel they're getting pushed up against the wall. Questioning the actions or debating an important point is acceptable to a certain point.

What is the best way to convince a PD to play a record that's anything but an automatic?

Again, it comes down to the relationship. You show them what's going on with the record outside of radio...what are the sales in local record stores and is the band on tour...what MTV and VH1 are doing with it. You provide all the other elements that are contributing to the success of that record so they can feel the buzz on the street and take a chance on it.

How do you promote in markets where there's direct-format competition?

Very carefully. Make sure both stations have equal opportunity to hear the record. It depends on the support and the relationship with the station. It also depends on the format of each station in that market; duck!

Where do you get your satisfaction in at the end of the day in a seemingly thankless job?

Just being part of the success of the Dave Matthews Band makes it all worth it.

Major rotations include:

Z100	WHYT	Q99	99X	KISF
Star94	WLUM	B97	KRBE	WKBO
WFLY	WFLZ	WMMS	6105	KJYO
WGTZ	WNOK	WXLK	WABB	WZOQ

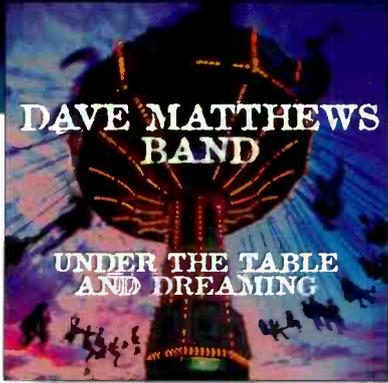
NEW SINGLE & VIDEO

WVSR	WPST	WSNX	KHTY
WABB	WKMX	WTWR	WJET
KJ103	WCR	WHYH	and many more!

"Ants Marching"

FROM THE PLATINUM ALBUM

UNDER THE TABLE AND DREAMING



**Dave
Matthews
Band**

 On The RCA Records Label Cassettes and Compact Discs
Produced By Steve Lillywhite Mixed by Tom Lord-Alge

SEPTEMBER PROMO PLANNER

CELEBRATIONS OF THE MONTH

• National Honey Month

Honors over 2,000 beekeepers and four million colonies of bees. Contact: Maru Humann (303) 776-2337.

Honey recipe cook-off...honey wrestling...crown the "Queen Bee" listener; give her a mess of male "drones" to do her housework, drive her to and from work, do her shopping, etc....at a club, hold a "Killer Honey" contest for best drink with honey in it.

• National Bed Check Month

A reminder to check mattresses for wear and to replace beds every 10 years. Contact: Andrea Herman (703) 683-8371.

Have morning show create "Bed Check Police"—wake listeners early in the morning to check beds for "Do Not Remove Under Penalty Of Law" tags...callers reminisce about "If Mattress Could Talk" tales...do morning show from listener's bed.

1

• Oatmeal Festival (1-2)

Celebrates the town of Oatmeal being put back on the map of Texas after being off for years. Contact: (512) 355-2197.

Oatmeal swimming/sliding...oatmeal war games using the gunk thrown from a spoon...oatmeal sculpture contest...offer money to attractive listeners who'd let others lick oatmeal off their bodies—charge them per lick, with money going to charity.

• Emma M. Nutt Day

Salutes the first female telephone operator, who started in Boston in 1878 and worked for 33 years.

Contest for the first caller to land a date with a phone operator...phone operator sex line...call information, ask for operator's number...call operator for number, then put her/him on hold to answer call-waiting and see how long they stay on hold.

2

• World Barbecue Goat Cook-Off

Brady, TX holds the 22nd annual cook-off to promote the goat and sheep industries. There's also an arts-and-crafts fair. Contact: (915) 633-2652.

Fly a bunch of pushy vegetarians to the town as remote reporters...hold a BBQ of non-traditional game meats like rabbit, pigeon, etc.; punch out anyone who claims that whatever they ate "tastes like chicken"...claim to hold an "Eat A Pet Day," then time and number the complaint calls you'll get. Hey, you want ink? You got ink!

3

• Running Of The Sheep

Reedpoint, MT event where woolies charge down six blocks of Main Street (while polyester-wearing onlookers scurry out of the way). Also a parade and ugliest sheep/prettiest ewe contests. Contact: Marian Cain (406) 326-2193.

Hold a "Running Of The Sheep" or better yet, "Running Of The Hamsters" or pigs, chickens—or for the very, very lazy, a "Sliming Of The Snails"...have a "running of the wool sweaters and socks" down a carpeted hallway—wish the danger being static shocks...sheep shearing contest...hold animal beauty/ugly/talent contests.

4

• Labor Day

Duh...

Remotes from a maternity ward or a delivery room...offer to fill in for someone who's scheduled to work on Labor Day...deliver grilled hot dogs, cole slaw and other picnic foodstuff to people who are working.

5

• Be Late For Something Day

To create a release from the consistent need to be on time. Contact: Les Waas (215) 947-9020.

"Best Late Excuse" contest...call listeners' bosses and offer lame excuses...begin morning show at 9:30 am...listener tales of biggest thing they were late for...give away morning show alarm clocks (engraved with their likeness and the station's calls).

6

• Do It! Day

A day for the "organizationally challenged" to get long-delayed chores done. Contact: Ethel M. Cook (617) 275-2326.

Hold Procrastinators' Awards, nominated by listeners...promise to give away a great prize—but procrastinate to the very last stopset of the shift before giving it away...offer free spur-of-the-moment prizes, like same-day free skydiving, balloon rides, etc.

7

• "Neither Snow Nor Rain" Day

In 1914, a New York City post office building with the famous saying was opened. Actually, it wasn't the official postal service motto. It still isn't...for obvious reasons.

Have jocks dress like postal workers and do remotes down neighborhood streets, taunting dogs...postal service target practice...have interns do remotes while waiting in line at area post offices; awards for the longest and shortest waits.

8

• Bald Is Beautiful Convention (8-10)

To cultivate sense of pride for bald-headed people. Contact: John T. Capps III in Morehead City, NC (919) 726-1855.

Offer free head shavings and polishes...send jocks to confab armed with cans of Popeil's hair "enhancer," spray people's heads for free...hair-painting contest...faux hair contest for most and least realistic non-hair hairpiece.

9

• Potato Bowl (9-16)

Grand Forks, ND bash honors Potato Queen; concert, football game, etc. Contact: (800) 866-4566.

Mashed potato sculpture contest...mashed potato war games...potato/human look-alike contest...spud bowling...psychedelic (multi-colored) mashed potato art show/cook-off.

10

• National Housekeepers Week (11-17)

To recognize housekeepers. Contact: (614) 895-7166.

Hold a contest where the prize is to be a housekeeper for a day at a star's home...have a jock be a housekeeper at a listener's home on-air ("Geez, what do you do in the tub, practice your mud wrestling?")...stage a bathtub mud wrestling contest!

11

• National Boss/Employee Exchange Day

To help bosses and employees appreciate each other by sharing each other's perspective. Contact: A.C. Moeller, Box 71, Clio, MI 48420.

Midday promotion: give prizes to businesses where secretary can be boss and vice versa for an hour or two (do on-air from there)...air talent switches jobs with receptionist, request line operators, GM, etc...have morning show cast change roles; ditto interns and jocks.

• Scarecrow Contest (9/11-10/28)

Scarecrow contest held in Lahaska, PA with categories like Best Amateur Scarecrow, Best Traditional Scarecrow, Best Scarecrow Whirlygig (one that makes noise and moves with the wind). Contact: (215) 794-4000.

Hold own scarecrow contest; award those whose scarecrows look most like air talent...have air talent be scarecrows in a corn field...or in a retail store ("Hey, kid, this ain't no library, buy the damn mag or put it back!")...or at a busy intersection ("Hey, you in the blue Chevy! There's a new thing out there called stopping at a red light!").

12

• "Hey, Hey, We're A Rip-Off"

The Monkees TV series debuted in 1966.

Hold a Monkees convention...callers win prizes when they hear drops of Monkees songs...offer to give free Monkees haircuts and Mike Nesmith toques...have the morning show "become" a version of The Monkees, with special sound effects, quick jokes, occasional break-ins into songs, etc.

13

• Mel Torme's Birthday

Acclaimed Jazz/scat singer is 70 today.

Hold a contest for callers to "scat-sing" station slogan or liners. Use the winners on-air...have them scat-sing popular Top 40 faves and Rap songs for prizes...do scat-liners and stopsets, etc.

14

• National Anthem Day

Francis Scott Key reportedly wrote "Star-Spangled Banner" on this day way back when.

Hold contest for listeners to write a station anthem, using a popular song as musical backdrop.

• "Heigh-ho, Promo, Away!"

Clayton Moore, a.k.a. "The Lone Ranger," is 81 today.

Stage a Lone Ranger club bash; people who wear call-lettered Lone Ranger masks get in free...prizes to first people who spot statues in town that suddenly have those masks on them...have an intern dress like a banker with the mask on, so he can give away spare change to passersby as "The Lone Ranger."

15

• Melon Days (15-16)

Green River, UT throws a parade and other festivities that include free watermelon. Contact: (801) 723-1748.

Spiked melon taste test...melon hat fashion show...melon ball skeet shooting or tag...melon bowling...melon shotput...melon seed spitting contest for distance and accuracy.

• Conspiracy At Birth

Film director Oliver Stone is 49 today—if Castro's Com-mie henchmen, trained by the CIA in Libya, and past lovers of J. Edgar Hoover don't assassinate him first.

Most Outlandish Conspiracy Contest—who really killed Nicole Simpson...who really is giving away the free CDs and concert tickets—and what band has an imposter lead singer?

16

• The Great Seal of the U.S. Anniversary

The official Seal of the U.S. debuted on this day in 1782.

Hold a listener contest to create the neatest station logo...use the winners on billboards, bumper stickers, etc.

NETWORK 40

SEPTEMBER PROMO PLANNER

• "Big Whopper" Liar's Contest

Story tellers converge in New Harmony, IN to tell the biggest whopper. Contact: Tim Rutherford (812) 682-3730.

Stage own liar's contest—most believable one wins (i.e., Boz Scaggs is tending a Marin bar like Sam Malone)...nth callers win by correctly identifying the prize that isn't a lie.

17

• National Singles Week (17-23)

Celebrates the singles lifestyle and presents "dignified" options for finding a partner—*wha*, like something's wrong with asking, "Hey, ya wanna boink?" Contact: (602) 788-6001.

Take over a restaurant and only have tables for one...make up T-shirts that say, "I'm With Me"...give away CD singles to callers with the most ludicrous excuses for staying single...hold a solo dance contest.

• National Laundry Workers Week (17-23)

Honors the most glamorous job in modern civilization. Contact: Good Samaritan Ctr., Rt. 1, Box 4, Auburn, NE 68305.

Do a remote from a laundromat...fastest-clothes-folding contest... "guess the stain" contest... "creative color-run" tint-off...laundry trivia game ("white cottons should be washed in what so they don't shrink, yet still get stains out?")...most-shrunken clothes contest.

18

• Score One For Living Things

In 1830, the first locomotive built in America, the Tom Thumb, lost a nine-mile race to a horse.

Offer listeners techno-challenges such as chess matches and other games vs. a computer...batting contest vs. a mechanical pitcher...listeners win prizes if they can guess if the music they hear is being played by a real instrument or an emulator...have "Hal" (a rip-off of the whacked computer from 2001) do an airshift. "Don't channel surf, Dave...Dave...Dave..."

19

• Elvis Protects Our Country...Uh Hub...

In 1958, Pvt. Elvis Presley sailed to Germany to serve his country in the armed forces...and got turned on to a 14-year-old girl named Priscilla. Hey, Soon-Yi has no problem wit dat!

"Draft" listeners to serve in on-air jock "boot camp"...stage a "military parade" where listeners, wearing station Ts and holding boom boxes like rifles, march in formation...give away tickets for those who get boot camp buzzcuts.

20

• Anniversary of "Battle Of Sexes" Tennis Match

In 1973, Billie Jean King beat Bobby Riggs at tennis.

Stage own "Battle of Sexes" competition in events such as finding the closest parking space at a big mall...choosing the fastest line at the post office or a very crowded supermarket...oyster eating contest...who can bum \$5 in change first at a busy intersection.

21

• Waticism Day

Anniversary of former Secretary of the Interior James Watt's remark about his advisory board: "We have every kind you can have. I have a black, a woman, two Jews and a cripple."

Award prizes to callers who recall the dumbest, most embarrassing thing they said in public...go overboard on political correctness; prizes to listeners who best redefine things like vegetarians ("roughage exploiters"), concert-ticket winners ("no-life advantaged") and abstinence ("sexually challenged").

22

• Dear Diary Day

Spotlights the benefits of putting your innermost feelings on paper. Contact: (212) 388-8673.

Ask listeners to send in xeroxed pages of spicy entries of their teenage or even current diaries. If they hear their segments on the air and call in, they win...have jocks "write" diaries (on-air) about what they played and gave away. A couple of days later, another jock asks listeners who said "this" in their diary, and whoever calls in and correctly IDs the jock wins.

23

• Proposal Day

Honors single adults who are seeking marriage. Both men and women are encouraged to propose on this day. Contact: John Michael O'Loughlin (214) 721-9975.

Perfect warm-and-fuzzy call-in gambit. Give away prizes to the most novel on-air proposal (in terms of where the participants are)...also do unusual proposals for things like divorce, going steady or splitting up...ask someone out on a date for someone else...stage a "Proposal Marathon," give free dinners or other prizes to those who propose at a certain remote.

24

• National Dog Week (24-30)

Promotes the relationship between dogs and mankind. Some two-way relationship; like you can teach them to clean up your shit...Contact: Morris Raskin (908) 248-1865.

Hold a "Stupid Must" Show, with contests such as best dog-torn item of clothing, weirdest eating preferences, leg-hump dancing, best shedder...make call-lettered pooper scoopers...CD catching contest for dogs...give away dog houses with station call letters painted on the roof.

25

• National Food Service Employees Week (25-29)

To increase appreciation of our hair-netted friends and the slop they feed us.

Send most wise-ass jocks to local high school and have them work in food service, making gallons of food and doling the gunk out—talking back to the students, etc...trade recipes to serve 1,000...have listeners dress as food servicemen and women for a hairnet fashion show, a jello juggling contest wearing cellophane gloves, a food splatter target contest, flinging the slop off big spoons.

• Mind Mapping Week (25-30)

A time to try this creative, brainstorming process which utilizes free writing and note taking. Contact: Tim Richardson, Total Development Resources (800) 226-4473.

Jocks mind-map to help solve callers' problems...use "mind mapping" to help listeners guess what songs will be played next...create a "mind mapping" game where air staff gives out clues to secret client stores, where free prizes are hidden.

26

• Apples Of His Eye

John Chapman, better known as orchard-maniac Johnny Appleseed, was born in 1774.

Stage a mass planting of fruit seeds or flowers in an unsightly park...applesauce wrestling...hold an apple cuisine cook-off and call it "Apple-achia"...apple sculpture art show.

27

• Ancestor Appreciation Day

A day to learn about and appreciate one's forebearers. Contact K.A.A.D. Assn., Box 26, Montague, MI 49437.

Warm-and-fuzzy: Invite listeners to send in sentimental stories about not seeing their living grandfathers or mothers, then unite whoever sent in the most touching tale.

28

• "Confucius Say...Nothing, He's Still Dead"

National Taiwan holiday honors Kung-futzu, a.k.a. Confucius, who spent 40 years teaching. It's also Teacher's Day.

Do drops such as "Confucius say, 'he who call in first and name who sing the third song wins'"... "Confucius" emcees on-air trivia contest...listeners cite favorite teachers...have an "honored" English teacher come into the studio to correct jocks on their grammar.

• Anniversary Of First Night Football Game

In 1892, Mansfield State Normal School played Wyoming Seminary. Contact: (717) 662-4845.

Hype a club bash on this, the anniversary of the first Monday Night Football telecast. See who shows up, as this is a Thursday...hold a MNF widow rehab meeting...stage a "fastest one to the can, the fridge for a beer and food, and back—without spilling" contest.

29

• Great Pianist, Lousy Shot

In '76, piano legend Jerry Lee Lewis (60 today) was shooting at some bottles when he shot his bass player in the chest. Twice.

Compile "roasting marshmallow and hot dog" recipes for cooking over an open piano fire...offer to marry listeners to their cousins for free...Jerry Lee Lewis piano karaoke contest...have male listeners dressed in speedos sit on a hot plate and sing, "Great Balls Of Fire."

30

• Walktoberfest (9/30-10/1)

Hundreds of thousands of Americans participate in walking events for the Diabetes Assn. Contact: (703) 549-1500.

Morning show walks in event on-air...stage "walk-athon" that takes listeners through clubs (for drink breaks), client stores, etc...do a "walk-athon" in mall—or walk in place for a long while.

31

Doofus' Day

As it is written, "And on the 31st day of September, the promotion department rested..." Check the calendar!

SEPTEMBER

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

MUSIC MEETING

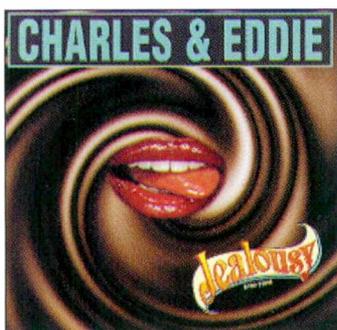
M A I N S T R E A M

CHARLES & EDDIE

"Jealousy"

(CAPITOL)

The debut release from the forthcoming LP *Chocolate Milk* features smooth harmonies and an unforgettable infectious hook. A song that nicely recalls their '92 soulful Pop hit, "Would I Lie To You," this accessible track is featured on *Network 40's* CD Sampler #82.



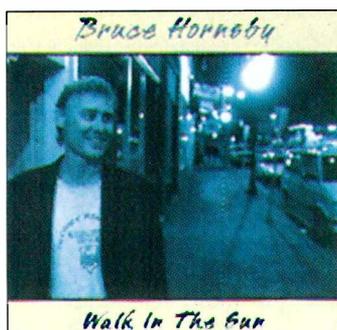
CHARLES & EDDIE

BRUCE HORNSBY

"Walk In The Sun"

(RCA)

Trademark Hornsby at his best, this polished Adult track is already Top 10 on *Network 40's* A/C chart, picking up over 2,700 Plays Per Week. Now poised for Mainstream radio, "Walk In The Sun" is also featured on *Network 40's* CD Sampler #82.



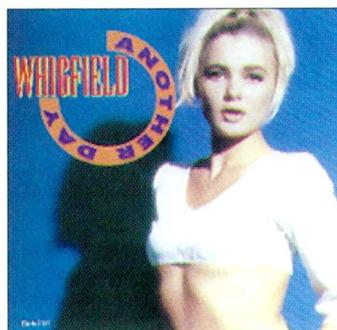
BRUCE HORNSBY

WHIGFIELD

"Another Day"

(CURB/AG)

Here's a very poppy uptempo Dance number that will explode—especially at night. Whigfield's unique vocals and high-energy groove are the perfect combination for a great follow-up to their hit, "Saturday Night." This track should work well at Top 40 and Crossover.



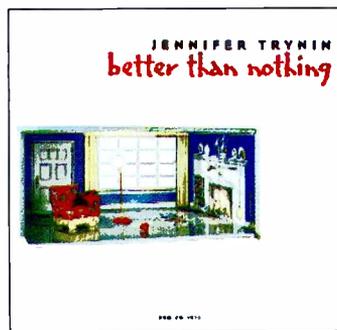
WHIGFIELD

JENNIFER TRYNIN

"Better Than Nothing"

(SQUINT/WB)

This cutting edge track is exploding at Alternative radio, with over 1,700 Plays Per Week on *Network 40's* VA chart. Currently on a Northeastern tour, this female soloist cranks out a smash that will work well at several formats.



JENNIFER TRYNIN

ULTIMATE KAOS

"Some Girls"

(MOTOWN)

This multi-format hit carries a substantial buzz as it officially lines up at the starting gate. This track is a great transitional balance record that adds flavor to your playlist.

INNER CIRCLE

"Summer Jammin'"

(BIG BEAT/ATLANTIC/AG)

The Rasta Reggae group (that first emerged in the spotlight with the *Cops* TV theme song "Bad Boys") reels off another classic that already carries a huge buzz. KDWB, WJMN and more are spinning the timely track as radio demanded the early release of this hit.

BROTHER CANE

"And Fools Shine On"

(VIRGIN)

The first release from *Seeds* carries a heavy buzz from AOR and provides a cutting edge sound for your station. Grungy with a powerful hook, expect Rock, Alternative and Top 40 to spin this multi-format hit.

FORWARD MOTION:

MJ IS HOT AGAIN: The sophomore release from Michael Jackson's *HIStory—Past, Present And Future* might be the best track on the red-hot album. "You Are Not Alone" (MJJ/Epic) has wasted no time in rocketing into the top five on *Network 40's* Crossover chart. B96 Chicago PD Todd Cavanah is even calling this number "the song of the year."

Album sales continue to explode nationally; it's still ranking in the Top 10 on *Network 40's* Retail chart.

RED-HOT SALES: Speaking of sales, the totals are through the roof where Shaggy's "Boombastic" (Virgin) is being played. WJMH Greensboro continues to spin the Reggae/Rap masterpiece and all regional retail outlets are sold out of the title track. It's the same story in Houston, where KBXX has had tremendous success with the song.

IT'S HAPPENIN': Take That's emotional release, "Back For Good" (Arista), "is going to be a top-10 hit," according to WKBQ St. Louis MD Kenny Knight. The U.K. quintet has charted 11 top-10 tracks over the last three years and is spreading their magic in the Mainland....A couple of Rock-leaning tunes to check out (if you're not already spinning them) are Sponge's "Molly" (WORK) and Van Halen's "Not Enough" (WB). "Molly" has been huge on the Alternative circuit (charting as high as #3 on *Network 40's* VA chart) and is just crossing into the Mainstream ring. "Not Enough" continues to build momentum and is spinning on majors like WZJM, Q99, WKBQ, Fly 92 and more....If you need a seductive, uptempo Dance groover, then spin Patra's "Pull Up To The Bumper" (550 Music). Early stations that have already come to the party are Hot 97, WJJS, Power 96 and more. The racy video can be seen on The Box and BET. For more video action, flip to *Network 40's* Plugged In page for a round-up of rotations on MTV, The Box and VH1.

—John Kilgo

big single.

MN8



I've got a little something for you

big reaction.

WHHH
WJMN
KWTX
KCAQ
KIKI

WZPL
KPRR
Hot97.7
WGRG
KWIN

KTFM
KZFM
KHTN
KNIN
WYKS

KZHT
KBFM
WJJS
WMGI
KZII

WWKX
WFHN
WTWR
WFLY
WZOQ

WNVZ
KLUC
WOCQ
Z90
KZZU

"A major hit across Europe and in Australia, this track off the *Bad Boys* soundtrack is set to become one of those anthem singalongs of the summer. MN8 is a foursome that comes from the U.K. and got a lot of attention recently as the opening act for Janet Jackson during her European tour. Now, they're about to capture ears Stateside with this awesome production."

—*Dave Sholin Personal Pick, 6/30/95*

"We've found a true reaction record with top five requests after only one week of airplay!"

—*Joe Dawson, WWKX/Providence*

From their debut album "To The Next Level" and also appears on the *Bad Boys Soundtrack*



Produced by Dennis Charles and Ronnie Wilson for First Avenue Management. Remixes by Oji Pierce for Adwin Productions. MN8 are managed by Ralph Daley for Yoshiha Management.
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WORK



A/C CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 VANESSA WILLIAMS. Colors Of The Wind (Hollywood)	4909	5265	5528
2 THE REMBRANDTS. I'll Be There For You (Theme From Friends) (EastWest/EEG)	4935	4946	4859
3 BRYAN ADAMS. Have You Ever Really Loved A Woman (A&M)	5051	4879	4675
4 ALL-4-ONE. I Can Love You Like That (Blitz/Atlantic/AG)	3722	4231	4590
5 BOYZ II MEN. Water Runs Dry (Motown)	4852	4852	4581
6 SEAL. Kiss From A Rose (ZTT/Sire/WB)	2749	3459	4114
7 BRUCE HORNSBY. Walk In The Sun (RCA)	2031	2708	3238
8 ELTON JOHN. Made In England (Rocket/Island)	2600	2918	3158
9 HOOTIE & THE BLOWFISH. Let Her Cry (Atlantic/AG)	3047	3013	2954
10 BLESSID UNION OF SOULS. I Believe (EMI Records)	3350	3122	2896
11 ROD STEWART. Leave Virginia Alone (WB)	3886	3441	2591
12 AMY GRANT. Big Yello Taxi (A&M)	2945	2724	2537
13 BLUES TRAVELER. Run-Around (A&M)	1816	2002	2305
14 EAGLES. Learn To Be Still (Geffen)	3028	2487	2229
15 MARTIN PAGE. In The House Of Stone And Light (Mercury)	2515	2247	2127
16 SOPHIE B. HAWKINS. As I Lay Me Down (Columbia)	1086	1591	2088
17 ELTON JOHN. Believe (Rocket/Island)	2767	2402	2046
18 DIONNE FARRIS. I Know (Columbia)	2414	2220	2001
19 JORDAN HILL. Remember Me This Way (MCA)	1651	1830	1993
20 CHRIS ISAAK. Somebody's Crying (Reprise)	1703	1796	1816
21 MARTIN PAGE. Keeper Of The Flame (Mercury)	1444	1619	1805
21 CURTIS STIGERS. This Time (Arista)	1433	1621	1805
23 BON JOVI. This Ain't A Love Song (Mercury)	1590	1539	1631
24 GLORIA ESTEFAN. It's Too Late (Epic)	1629	1627	1416
25 SELENA. I Could Fall In Love (EMI Records)	635	986	1364
26 NICKI FRENCH. Total Eclipse Of The Heart (Critique)	1485	1362	1272
27 MADONNA. Take A Bow (Maverick/Sire/WB)	1493	1387	1226
28 ANNIE LENNOX. No More "I Love You's" (Arista)	1865	1629	1224
29 JAMIE WALTERS. Hold On (Atlantic/AG)	1442	1379	1187
30 HOOTIE & THE BLOWFISH. Hold My Hand (Atlantic/AG)	1450	1304	1166
31 AARON NEVILLE. Can't Stop My Heart From Loving You (The Rain Song) (A&M)	1767	1332	1053
32 EAGLES. Love Will Keep Us Alive (Geffen)	1267	1192	1043
33 SHERYL CROW. Can't Cry Anymore (A&M)	571	886	1039
34 DES'REE. You Gotta Be (550 Music/Epic)	1263	1053	959
35 PETER CETERA. Forever Tonight (River North)	—	—	911
36 DUSTY SPRINGFIELD (DUET WITH DARRYL HALL). Wherever Would I Be (Columbia)	898	941	902
37 AMY GRANT & VINCE GILL. House Of Love (A&M)	1099	958	902
38 DEL AMITRI. Roll To Me (A&M)	448	594	875
39 TAKE THAT. Back For Good (Arista)	5	367	790
40 HOOTIE & THE BLOWFISH. Only Wanna Be With You (Atlantic/AG)	223	455	75

BULLETS INDICATE INCREASED AIRPLAY

HOT NOTES

IN BLOOM: As promised, we got Arbs and more Arbs...check out these highlights of the Spring book: There's quite a horse race in Nassau/Suffolk/Long Island. WALK falls 6.2-5.6 12+, WBLI's up 3.5-4.5, and WPLJ is right on their tail, 3.8-4.4. Looking at persons 25-54: WALK 8.4-7.1, WPLJ's up 5.2-5.9 and WBLI 3.9-5.4. (I'm wiping the sweat off my brow as I write!) Others on the up side: WKQI Detroit jumps 4.0-4.6 12+, 5.0-6.0 25-54, WBMX Boston is flat 12+ with a 4.8 and cops a 6.2 25-54. Allentown's WLEV inches 10.6-10.8 and grabs a 14.3 25-54. Chicago's WPNT moves 1.9-2.1 12+, appearing to steal a couple of tenths away from WTMX, which dips 2.4-2.1.

MORE A/C UPS IN CLEVELAND: In the 12+ sweepstakes, WDOK goes 7.2-7.6, WQAL 5.9-6.1 and WLTF is up 4.4-5.2. The "Golden" demo has WDOK 9.0, WQAL 7.4 and WLTF 6.9. Out west, KOST Los Angeles rises 4.1-4.3 12+ and receives a 4.4 25-54, KBIG's flat with a 3.2 and up 25-54 3.4-3.6. In San Diego KFMB soared 2.5-3.1 12+.

KNOW YOUR LOCAL: There's always something new and exciting in *Network 40*, and this week is no exception. Check out the Penguin Page, which spotlights two local promo ducks who may be on hold as you read this!

WE'RE JUST A FAX AWAY: Please fax over your playlists on Mondays and any station news or promotions to the *Network 40 NEW* fax number (818) 973-2420.

COMING YOUR WAY JULY 31st:

BAD COMPANY "You're The Only Reason" (EASTWEST/EEG)
This British quintet has bridged two decades, beginning with their first Top 40 smash, "Can't Get Enough" in 1974. Now with a new LP and single, this uptempo track features an acoustic version and an edit geared for the '90s.

HOOTIE & THE BLOWFISH "Only Wanna Be With You" (ATLANTIC/AG)
Already getting airplay on WMXV, WTMX and KFMB, this perky single from America's favorite band is this week's can't-miss. At least try and act surprised!

ANNIE LENNOX "Whiter Shade Of Pale" (ARISTA)
Perhaps you caught Annie's incredible performance of this Procol Harum classic on the *VH1 Honors* broadcast. If not, give this already-Platinum CD a spin—I'm sure it won't be the last time you do.

BLESSID UNION OF SOULS "Let Me Be The One" (EMI)
After a recent performance on the *Network 40* atrium stage, I'm convinced that this single is as hot as a blacktop parking lot in Chicago.

ALSO OUT THIS WEEK:

- JIMMY BUFFETT "Bank Of Bad Habits" (MARGARITAVILLE/MCA)**
- ROD STEWART "This" (WB)**
- VAN MORRISON "Days Like This" (POLYDOR/A&M)**
- KEITH MARTIN "Moment In Time" (COLUMBIA)**

- Kristen Guarino

accelerated airplay

1 PETER CETERA. Forever Tonight (River North)	+911
2 SEAL. Kiss From A Rose (ZTT/Sire/WB)	+655
3 BRUCE HORNSBY. Walk In The Sun (RCA)	+530
4 SOPHIE B. HAWKINS. As I Lay Me Down (Columbia)	+497
5 TAKE THAT. Back For Good (Arista)	+423

most added

1 PETER CETERA. Forever Tonight (River North)	35
2 TAKE THAT. Back For Good (Arista)	30
3 HOOTIE & THE BLOWFISH. Only Wanna Be With You (Atlantic/AG)	19
4 MICHAEL JACKSON. You Are Not Alone (MJJ/Epic)	18
5 SEAL. Kiss From A Rose (ZTT/Sire/WB)	17

BAD COMPANY

YOU'RE THE ONLY REASON

IMPACTING HOT A/C AND A/C RADIO MONDAY JULY 31ST!



THE NEW SINGLE FROM COMPANY OF STRANGERS

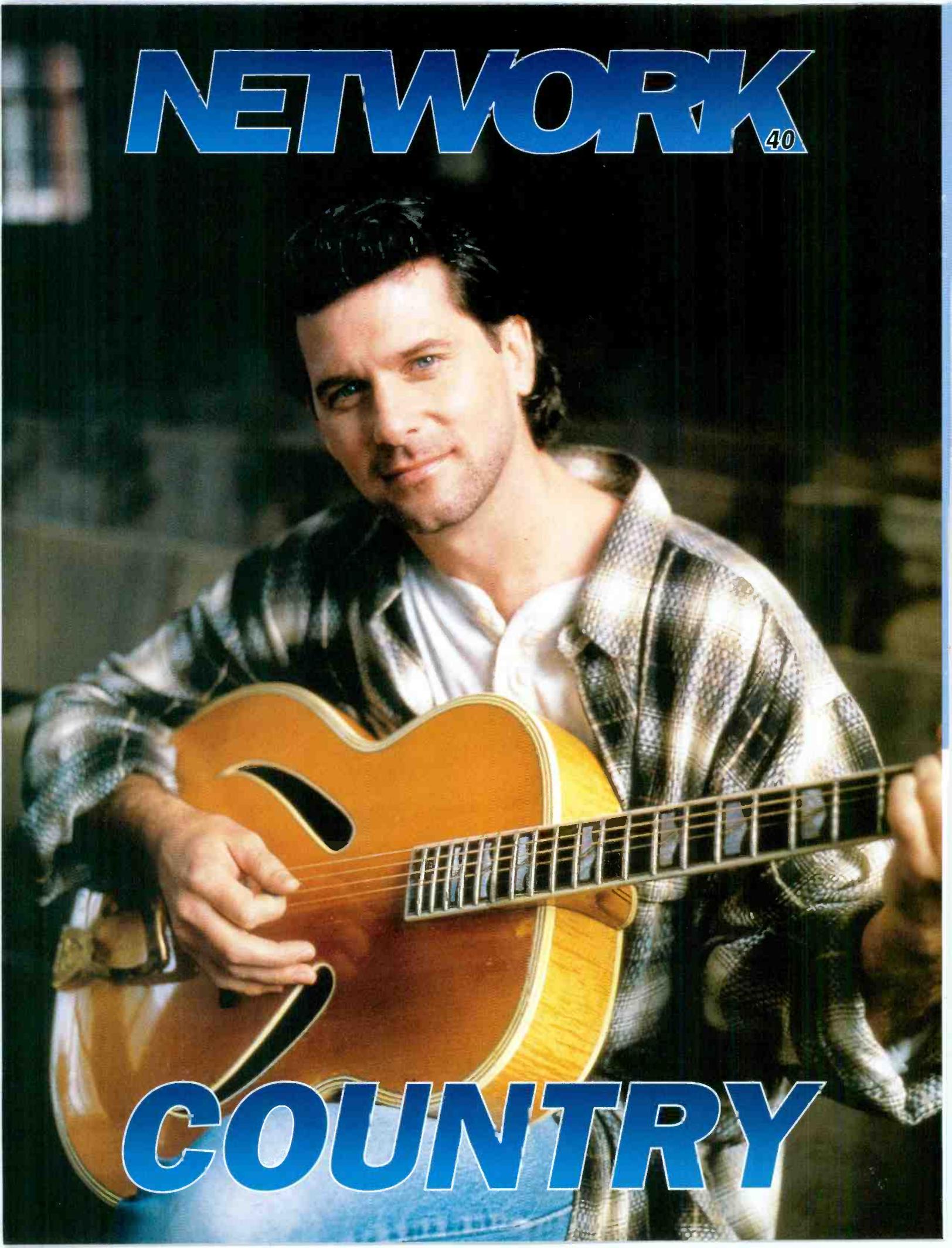
PRODUCED BY BAD COMPANY MANAGEMENT: CHARLIE BRUSCO, ALLIANCE ARTISTS .J.C. / JOE BOYLAND & JANICE ROEG, LEGEND ARTISTS MANAGEMENT, INC.



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NETWORK⁴⁰

COUNTRY



Billy Montana

Discovers His Country Roots...Naturally

INTERVIEW BY JEFF SILBERMAN

About 20 years ago, a musical generation gap was raging in the Montana household in Voorheesville, NY. "My dad was a Country music fanatic top to bottom...Hank Sr., Merle, George, early Waylon...he loved that stuff," Billy Montana recalls. "As a teen, I first got interested in Jackson Browne, the Eagles...the California Folk/Country Rock of the mid-'70s.

"Dad and I used to have song wars. I'd play the Eagles' 'Desperado' and say it was pretty Country. He'd pull out a Waylon and say it had pretty Rock-sounding guitars. There were a lot of mixes, matches and comparisons. He told me back then I was going to be Country someday. I thought he was crazy, but he was right."

Chalk one up for the old man. Billy Montana is one of the more fiercely independent, unique-sounding young stars in Country music. That will be made even more evident in "Rain Through The Roof," the second single off his debut Magnatone album.

Montana's first break in the music business actually came a decade ago, when he and his band, the Longshots, landed a Warner Bros. recording contract. "It was a great experience for me as far as being educated in the business," he says. "I was really green when we first signed in '85. I learned so much about the publishing, records and radio ends of it. It was extremely valuable.

"It also gave me a better handle on what I wanted to do if the chance came around again to record for a label," Montana adds. "It taught me that you gotta stick to what you do—and if it works out, great. If not, well, that's too bad. You really need to stay focused on who you are, what you do and how you want your songs to sound. Everything I learned from my Warner Bros. experience has been carried over to Magnatone."

Before landing his current deal, Montana cranked out hits for artists such as Tim McGraw ("Ain't No Angels") and Darryl and Don Ellis ("No Sir"). In Canada, "I Better Go Now" peaked at #2 and "Girls Will Be Girls"

won a British Columbia Country Music Award as Single Of The Year.

The independent-mindedness of Magnatone and its chiefs, Jim Mazza and Brent Maher, was a perfect match for Montana. "They make music for the sake of the music," he explains. "Granted, they run a business that needs to make money; as a songwriter/singer, so do I. But they won't compromise the artistic quality of the music for the sake of the business. They focus attention on developing artists instead of throwing things out to see what sticks.

"Brent doesn't want to shape and make an act conform to what's happening," he adds. "He has a pioneer spirit that's not afraid to stand behind something a bit different. In fact, he relishes that. That's how he had success with the Judds. That wasn't happening anywhere else in the music business at the time, but Brent didn't listen to the non-believers. He listened to his heart and gut feeling and sure enough, 14 million albums later.... The major acts, the ones who make an impact, believe in their instincts. They aren't afraid to do something that's outside the norm."

For his solo album on Magnatone, Montana admits that he took greater care with these songs compared to those written for others.

"I try to take extra steps to make

them 'me,' in saying things the way I would say them in a conversation," he says. "Songwriting lingo can be a little flowery. I try to have lyrics that sound very conversational by singing about things I would say myself.

"Actually, I don't feel I've changed all that much in my music tastes," he continues. "The music we put on this album is very similar to music I enjoyed listening to when I was growing up. There's a California Country/Rock influence, and the songs are lyrically oriented. I challenge myself to put subtle lyrical twists in them. Hopefully, they're believable and honest. I feel that the Country music industry has opened up to a lot of different sounds, techniques, chord changes and melodies. They're open to the kind of music that I've been making all along."

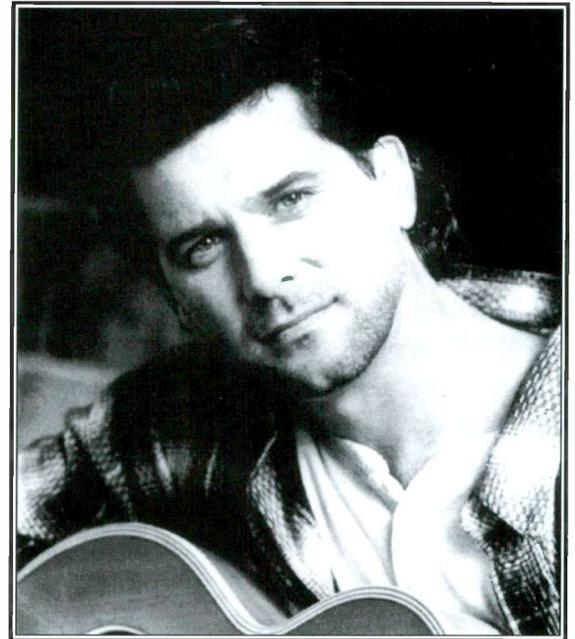
Naturally, Montana also realizes that there's a business to the music and he's becoming quite familiar with that end. "I'm just trying to learn about what makes things tick in the business," he says. "I have to know about the charts and stuff, since I've been doing a lot of radio visits. At the same time, I don't call the label every Tuesday to find out where we landed in the charts. I did that when I was on Warner Bros. and it drove me crazy. It was very distracting and took my mind off the music.

"My mother taught me to do the best job I can do...and that's it. We made the best album we could and are promoting it the best way we know how. After that, it's out of my hands. I'm not going to lose any sleep over what I can't control. Besides, the business of music is my least favorite thing. I still prefer to go to a 'Songwriter's Night.' It may be like having rose-colored glasses, but to me, the music is what it's all about, and I'm going to keep it that way."

For now, the single and road work lies in Montana's immediate future. Farther down the road will be another album; he's already trying to work out a schedule that will give him the time to write new songs. More important than that is finding enough time to secure a strong family life.

"I was blessed to be home with my kids for the past five years," he says. "I also have a very close relationship with my wife. I've been married for 12 years and I knew her for five years before that.

"I'd like to have as much control over touring as possible because I firmly believe that long after the music business is over, my family will remain. So I want to give it as much attention as it deserves. That was something else I learned from the Warner Bros. years. I took a lot of time away from my family and I have no desire to do that again." ▶



COUNTRY

PLAYS PER WEEK

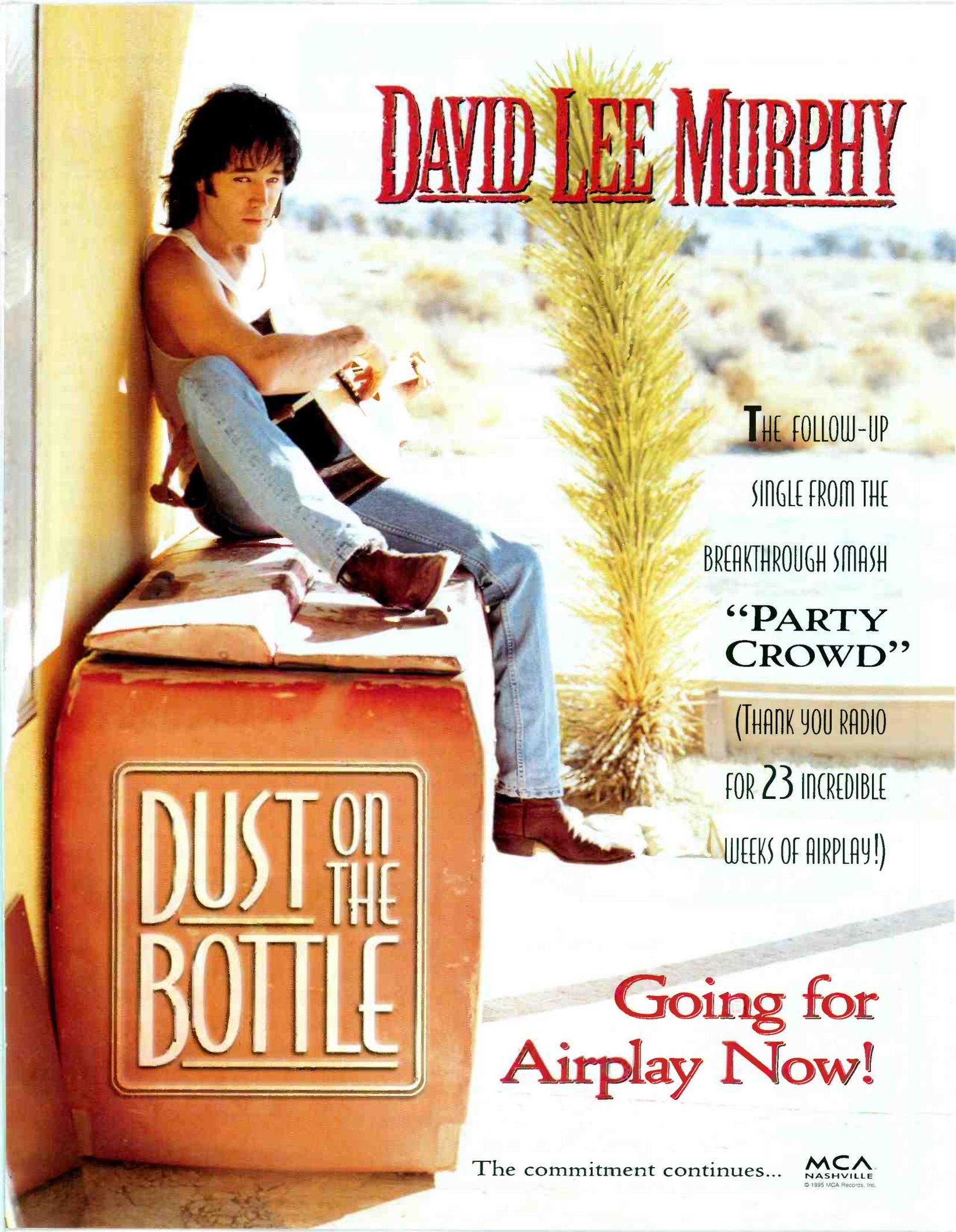
COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	ZW	LW	TW
1 ALAN JACKSON. I Don't Even Know Your Name (Arista)	7879	8355	8427
2 LEE ROY PARNELL. A Little Bit Of You (Career)	6331	7529	8056
3 LORRIE MORGAN. I Didn't Know My Own Strength (BNA)	6781	7464	7953
4 REBA MCENTIRE. And Still (MCA)	8047	8450	7689
5 BROOKS & DUNN. You're Gonna Miss Me When I'm Gone (Arista)	5842	6875	7523
6 RICK TREVINO. Bobbie Ann Mason (Columbia)	5879	6495	7021
7 JAMES HOUSE. This Is Me Missing You (Epic)	5619	6156	7007
8 JEFF CARSON. Not On Your Love (MCG)	5155	5896	6863
9 PERFECT STRANGER. You Have The Right To Remain Silent (Curb)	5383	5972	6749
10 PAM TILLIS. In Between Dances (Arista)	5550	5970	6456
11 ALABAMA. She Ain't Your Ordinary Girl (RCA)	4999	5535	6044
12 TRACY BYRD. Walking To Jerusalem (MCA)	5489	5773	5978
13 GEORGE STRAIT. Lead On (MCA)	4621	5349	5815
14 DAVID LEE MURPHY. Party Crowd (MCA)	7250	7167	5792
15 CLINT BLACK. One Emotion (RCA)	3614	4622	5359
16 SHANIA TWAIN. Any Man Of Mine (Mercury)	8196	7031	5249
17 DIAMOND RIO. Finish What We Started (Arista)	4818	4995	5035
18 VINCE GILL. You Better Think Twice (MCA)	8319	7739	4967
19 TY HERNDON. I Want My Goodbye Back (Epic)	3786	4363	4830
20 JOHN BERRY. I Think About It All The Time (Capitol)	3024	3981	4815
21 BRYAN WHITE. Someone Else's Star (Asylum)	3853	4437	4804
22 CONFEDERATE RAILROAD. When And Where (Atlantic)	4447	4786	4744
23 MARK CHESNUTT. Down In Tennessee (Decca)	3710	4184	4665
24 RHETT AKINS. That Ain't My Truck (Decca)	3765	4349	4587
25 TY ENGLAND. Should've Asked Her Faster (RCA)	3383	3942	4445
26 PATTY LOVELESS. Halfway Down (Epic)	2900	3713	4223
27 WADE HAYES. Don't Stop (Columbia)	2612	3518	4198
28 SHENANDOAH. Darned If I Don't, Danged If I Do (Capitol)	7944	7386	3870
29 JOHN M. MONTGOMERY. Sold (Atlantic)	6968	5477	3802
30 TOBY KEITH. Big Ol' Truck (Polydor)	1338	2438	3480
31 DOUG STONE. Sometimes I Forget (Columbia)	2764	2906	3106
32 COLLIN RAYE. One Boy, One Girl (Epic)	568	1835	3004
33 TRACY LAWRENCE. If The World Had A Front Porch (Atlantic)	159	1318	2820
34 SAWYER BROWN. Wantin' & Havin' It All (Curb)	923	2125	2771
35 MARK COLLIE. Three Words, Two Hearts, One Night (Giant)	2102	2493	2645
36 BLACKHAWK. That's Just About Right (Arista)	6709	4547	2625
37 BOY HOWDY. She Can't Love You (Curb)	1754	2181	2422
38 NEAL MCCOY. They're Playin' Our Song (Atlantic)	6659	3865	2347
39 MARY C. CARPENTER. Why Walk When You Can Fly (Columbia)	1852	2043	2259
40 KIM RICHEY. Just My Luck (Mercury)	1906	2083	2221

BULLETS INDICATE INCREASED AIRPLAY

ARTIST/SONG/LABEL	ZW	LW	TW
41 TERRI CLARK. Better Things To Do (Mercury)	836	1477	2165
42 4 RUNNER. A Heart With 4 Wheel Drive (Polydor)	1464	1754	1894
43 KENNY CHESNEY. All I Need To Know (BNA)	151	1145	1859
44 CLAY WALKER. My Heart Will Never Know (Giant)	5856	4236	1784
45 TRAVIS TRITT. Tell Me I Was Dreaming (WB)	3947	2396	1713
46 MARTY STUART. If I Ain't Got You (MCA)	1387	1533	1683
47 MARTINA MCBRIDE. Safe In The Arms Of Love (RCA)	11	454	1604
48 TRACY LAWRENCE. Texas Tomado (Atlantic)	2151	1620	1325
49 BLACKHAWK. I'm Not Strong Enough To Say No (Arista)	—	231	1315
50 COLLIN RAYE. If I Were You (Epic)	2307	1775	1306
51 CLINT BLACK. Summer's Comin' (RCA)	1542	1589	1202
52 WOODY LEE. I Like The Sound Of That (Atlantic)	914	1111	1175
53 KENNY CHESNEY. Fall In Love (BNA)	2791	1748	1145
54 ALISON KRAUSS. Baby, Now That I've Found You (Rounder)	610	860	1076
55 ALISON KRAUSS. When You Say Nothing At All (BNA)	1396	1154	935
56 BRETT JAMES. Female Bonding (Career)	764	918	919
57 DARYLE SINGLETARY. I Let Her Lie (Giant)	146	401	815
58 SHENANDOAH. Heaven Bound (I'm Ready) (Capitol)	—	81	812
59 LISA BROKOP. Who Needs You (Capitol)	232	569	801
59 JEFF FOXWORTHY. Party All Night (WB)	555	788	801
61 TOBY KEITH. You Ain't Much Fun Since I Quit Drinkin' (Polydor)	1235	1004	775
62 JOE DIFFIE. I'm In Love With A Capital 'U' (Epic)	5170	2522	713
63 FAITH HILL. Let's Go To Vegas (WB)	—	29	708
64 TRISHA YEARWOOD. I Wanna Go Too Far (MCA)	—	147	699
65 PATTY LOVELESS. You Don't Even Know Who I Am (Epic)	1162	931	697
66 SHELBY LYNNE. Slow Me Down (Magnatone)	800	915	621
67 JOHN BERRY. Standing On The Edge Of Goodbye (Capitol)	867	792	569
68 MARK CHESNUTT. Gonna Get A Life (Decca)	854	752	539
69 WADE HAYES. I'm Still Dancing With You (Columbia)	902	713	499
70 TY HERNDON. What Mattered Most (Epic)	788	704	498
71 JOHN ANDERSON. Mississippi Moon (BNA)	2150	893	463
72 JOHN M. MONTGOMERY. I Can Love You Like That (Atlantic)	698	647	461
73 BROOKS & DUNN. Little Miss Honky Tonk (Arista)	670	577	408
74 TRACY BYRD. The Keeper Of The Stars (MCA)	547	511	368
75 WESTERN FLYER. Friday Night Stampede (Step One)	358	360	352
76 HELEN DARLING. Jenny Come Back (Decca)	161	291	344
77 RUSS TAFF. Bein' Happy (Reprise)	111	260	343
78 STACY DEAN CAMPBELL. Honey I Do (Columbia)	19	144	331
79 CARLENE CARTER. Love Like This (Giant)	329	419	318
80 GEORGE STRAIT. Adalida (MCA)	601	535	315

BULLETS INDICATE INCREASED AIRPLAY

A photograph of David Lee Murphy sitting on a red cooler in a desert setting. He is wearing a white tank top, blue jeans, and brown boots, and is playing a guitar. The cooler has the text "DUST ON THE BOTTLE" on it. In the background, there is a small, spiky yellow plant and a desert landscape.

DAVID LEE MURPHY

THE FOLLOW-UP
SINGLE FROM THE
BREAKTHROUGH SMASH
"PARTY
CROWD"

(THANK YOU RADIO
FOR 23 INCREDIBLE
WEEKS OF AIRPLAY!)

Going for
Airplay Now!

The commitment continues...

MCA
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COUNTRY

MUSIC MEETING

By Barry Freeman, with Bill Kelly and Jana Talbot

BLACKHAWK

"I'm Not Strong Enough To Say No"

(ARISTA)

The first single off their new album, *Strong Enough*, is obviously a major stretch from their other outings, both vocally and materially. BlackHawk is in a genre of music where too many voices blend together on the radio dial. When it comes to BlackHawk, you don't have to think twice. This record is definitely "Strong Enough" to take them to new and uncharted waters. Get on the bandwagon for a sweet ride.



BLACKHAWK

TRISHA YEARWOOD

"I Wanna Go Too Far"

(MCA)

"She's In Love With The Boy"...all

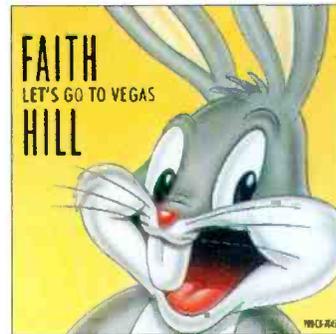
grown up! What a terrific record! With her voice and another great production job from Garth Fundis, how can it miss? Trisha has definitely been on a major hit trip this year and this will fit right into radio's mid-summer fare. It will be a major 'Hot Pick' record, already getting mentioned on WSM Nashville and many others.

FAITH HILL

"Let's Go To Vegas"

(WB)

This is not rocket science here, just great summer fun, and anytime she wants to hit the roulette tables with me, it's a date. Make certain you stay around on the first listen to the terrific piano/fiddle turn around on this single. A Dallas reviewer called her "Miss Country Lite," but there's nothing lite about Faith or her music. Everything she does has hit all over it. A popular 'Hot Pick' selection from the likes of KAJA, KRKY, WGNA, WKJN, WTXI, WGEE and KJUG.



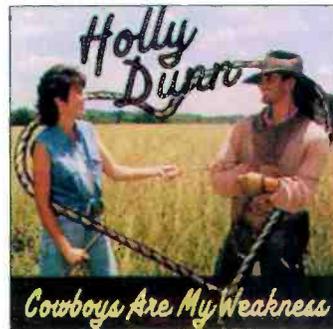
FAITH HILL

DARYLE SINGLETARY

"I Let Her Lie"

(GIANT)

Co-produced by Randy Travis (with James Stroud) and managed by Randy and Lib Hatcher, Daryle starts off with a terrific Tim Johnson song and adds a tremendous treatment. It's interesting the way he hits those great Randy Travis low notes. Randy is obviously a major influence, especially vocally, but Daryle still has a style all his own. This has all the elements of a very big record. Give this record a serious listen, as has KAJA KVOO, WHVK, WYNY, WOVK, WMSI, KORD and KNCQ.



HOLLY DUNN

HOLLY DUNN

"Cowboys Are My Weakness"

(RIVER NORTH)

Every time you hear Holly, you know you're listening to one of the best singers in the business. River North has been try-

ing to re-establish her after an all-too-long lay-off. This record will appeal to the young Country dance crowd and hopefully will carry over to radio.

SHENANDOAH

"Heaven Bound"

(CAPITOL)

It's been a great year for these guys. This new single has that old Do-Wop sound to it. You almost hear "The Lion Sleeps Tonight," especially in the opening few bars. It also has a Southern Gospel feel to it, and it's a great sing-along-in-the-morning-shower record. This one will continue Shenandoah's hot streak. It's a terrific summer record to balance all the ballads and "Sold/Summer's Comin'" records. Take the stairway to heaven and he'll be good to you.



SHENANDOAH

Thanks to Bill Kelly of WTNT Tallahassee and Jana Talbot of Talbot Music, one of Nashville's top publishers, for their expertise and insight.

Next Week

BILLY MONTANA

"Rain Through The Roof"

(MAGNATONE)

BILLY RAY CYRUS

"Fastest Horse In A One Horse Town"

NASCAR RUNNIN' WIDE OPEN (COLUMBIA)

TIM MCGRAW

"I Like It, I Love It"

(CURB)

LINDA RONSTADT

"High Sierra"

(ELEKTRA)

DAVID LEE MURPHY

"Dust On The Bottle"

(MCA)

AMIE COMEAUX

"Blue"

(POLYDOR)

JOE DIFFIE

"That Road Not Taken"

(EPIC)

NEAL MCCOY

"If I Was A Drinkin' Man"

(ATLANTIC)

Earl Pitts



KYNG WDAF WYCD WNOE WHOK

KFRG WDRM KRPO KNFM

KYCW KAJA KYCY WBOB WKHK

Uhmerikun

KCKI WQIK WBBS KRYS

These stations, along with more than 100 others, have found being Politically Incorrect has never been funnier...or more popular!

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To check availability in your market, call Steve Harper at 513-528-3375

431 OHIO PIKE, STE 311, CINCINNATI, OH 45255

SHANIA TWAIN

The Woman In Me (Needs The Man In You)

*The title track from the
#1 selling country album*

Airplay Date: August 7



© 1995 Mercury
A PolyGram Company

Produced by Robert John "Mut" Lange

Management:
MARTY BAILEY
K
LOU GRIF
MANAGEMENT

COUNTRY

MUSIC CITY

TOWER OF POWER: The latest welcome addition to Capitol/Nashville is the appointment of John Rose to the position of VP Sales. Prior to joining the label, John was the Manager of Market Development and Inventory Control for MCA/Nashville. Walt Wilson calls John the "best-kept secret in Nashville." Should John, Walt or Bill Catino need help with their expense reports, Capitol/Nashville also named Tom Becci as Controller for the label. Prior to joining Capitol/Nashville, Tom was with Capitol's parent company, EMI Records Group North America. We wonder if Tom heard the famous Capitol Records promotion expense story of Al Coury's hat when he lived in Boston many years ago....

TWO FOR THE ROAD: MCG Records' ace songwriters-turned-performing duo Gary Baker and Frank Myers held another of their many showcases this past weekend in Atlanta. Many of the Southeast's elite radio folks rolled into town to catch them; the humidity lovers included consultant Joe Patrick and his good friend, Kelly Bacon, from WIKX Punta Gorda, FL; Frank Byrd from WWNC Asheville; Jim Howie, consultant; Tommy Rockwell from WTRS Ocala; Jay Roberts of WQYK

Tampa; Ronnie Lane and Steve Austin from WRBQ Tampa and Dick Raymond from WAYZ Hagerstown. Filling in for the absent (and ill) Carson Schreiber, MCG's Johnny Mitchell and Gaylen Adams made it a great weekend for all. Making the weekend even better was the brunch thrown by Atlantic's Larry King for Ronnie, Steve, myself and Atlantic's new Southeast Regional Promotion Director Sherri Garrett.

BIKER KELLY: Bill Kelly, WTNT Tallahassee's bikin' Music Director, was in Music City last week to try and sell his latest idea: an exercise video on riding a mountain bike around Nashville for five days. Thanks to MCA's Scott Borchetta, this brief "vacation" to the city not only left him lighter by 25 pounds, but it saved him hundreds in rent-a-car bills. Rumor has it that Bill rollerbladed back to Tallahassee. Look for him to make it to WTNT studios around November 15th. Bill was "kind" enough to stop by Network 40 for a shower (which he definitely needed), and sat in on one music meeting.

WHEREVER THE TWAIN SHALL MEET: Mercury's Luke Lewis and Kevin Herring threw a tremendous industry bash last week, not only to com-

memorate the Platinum status of Shania Twain's current CD, *The Woman In Me*, but to also allow Network 40 to present her with our first #1 Award plaque. Just about everyone in Nashville's Country community was on hand at Jewl's Restaurant at Cummin's Station to see yours truly nervously present our plaque to one of the finest looking and most talented women I've ever had the pleasure to meet. However, she wasn't the only attractive one there; check out the photo below for the best looking crowd in Nashville.

—Barry Freeman



(l-r): Mercury Nat. Promotion Director Kevin Herring, Network 40's Barry Freeman, Shania Twain and Mercury President Luke Lewis.

STOPSET

VIVA LAS VEGAS: Sin City was the site for the latest showcase of BNA's new act, Lonestar. People were brought in from all parts of the country to hear the band perform songs from their upcoming album, including the first single, "Tequila Talkin'," and the very powerful "When Cowboys Didn't Dance." After a great dinner and photos with the band, it was off to the casinos. Some of the folks who tried to two-step with Lady Luck were KUZS Bakersfield PD K.C. Adams (thanks for the Blackjack tips), KQFC Boise MD Carl Scheider (who kept smiling as he paid for the building maintenance), KASY Albuquerque PD Jim West and MD Coyote McGee (the latter won \$200), KJUG Visalia PD Larry Santiago, KWKH Shreveport MD Danny Fox, After Midnite's Blair Garner, KDDK Little Rock MD Chris Torrick, WKJN Baton Rouge PD Gary Hail, WKXX St. Louis MD Dave Louis, KBEQ Kansas City PD Mike Kennedy, KXKC Lafayette MD Kelly Thompson, KBUL Reno PD Randy Chase, KAGG Bryan PD Bobby Bell and KRPM Seattle PD Ray Randall. BNA's VP/GM Dale Turner, VP Promotion KenVanDurand, Nat. Director Tom Sgro and W.C. Regional Greg Stevens emceed the full house.

SKY HIGH LOVE: The other highlight and buzz of the Las Vegas weekend was the engagement of WKSJ

Mobile PD Scott Johnson to his girlfriend Kristen McFann. The whole thing took place 30,000 feet up on their flight to Las Vegas. The flight attendant told Kristen she had won a door prize and then proceeded to videotape her opening the gift. Inside was a beautiful diamond ring; that's when Scott dropped to one knee and popped the question. Naturally, she said yes. He then gave her a Walkman with the Faith Hill song, "Let's Go To Vegas," recorded as well as a message from Faith and congratulations from friends and family. It's nice to see that romance is still in style.

MUSICAL CHAIRS: KSAN/KNEW San Francisco has named Bruce Blevins as its new GM. The former GM of KMLE Phoenix replaces Julie Kahn, who resigned suddenly last week....SFX Broadcasting names Paul Orr as PD of WSSL Greenville. He comes from WWGR Ft. Meyers, where he was PD....WDEZ Wausau's new PD is R.W. Smith, who was APD/afternoon drive at KJYY Des Moines....KBUL Reno's new APD/afternoon drive is Sean Powell....KDDK Little Rock shuffles its deck. New PD Jan Jeffries replaces Woody in mornings, MD Chris Torrick is now doing afternoons, Kristen Downey moves from part-time to middays and Joe Hunter from afternoons to nights....Jim Diamond is the new morning host at KDRK Spokane.

PERSONAL NOTES: Get well soon wishes to Columbia's Doug Stone, who underwent nasal surgery to remove a small polyp that was causing him breathing difficulties. Doctors expect Doug to be recovered and ready to begin rehearsals in mid-August for his fall tour with Travis Tritt. And congratulations to WOKQ Portsmouth PD Cliff Blake and his wife Pauline on the birth of their second child, a little girl they named Jenna.

MONTANA'S BIG SKY: Be sure to check out our inside cover story on Magnatone's Billy Montana, who talks about his career...the second time around.

REMINDER: Please remember to fax us your PPW playlist every Monday by 5:00 pm PST. Call me at 818-955-4040 if you have any questions. See ya!

—Jamie Matteson



Scott and Kristen will say "We Do"

BILLY MONTANA



RAIN THROUGH THE ROOF

KRPM
KOUL

Early Believers:

WROO
KLUR

KVET
WIOV

WWYZ
KNFT

Written by Billy Montana/Jamie K. Watson

Produced by Jim McKell, David Flint & Billy Montana

Executive Producer: Brent Maher

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FROM THE
MAGNATONE RECORDS RELEASE

NO YESTERDAY

ADD DATE: JULY 31ST

ADD

Exclusively Distributed By
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MAGNATONE
RECORDS

HOT COUNTRY PICKS

LEE COLLINS

KTWB/Sioux Falls

Martina McBride "Safe In The Arms Of..."
Kenny Chesney "All I Need To Know"
Tracy Lawrence "If The World Had A..."

CHUCK MCKINLEY

KNUE/Tyler

BlackHawk "I'm Not Strong Enough..."
Martina McBride "Safe In The Arms Of..."
Kenny Chesney "All I Need To Know"

LEE CORY

WSM/Nashville

Collin Raye "One Boy, One Girl"
Tim McGraw "I Like It, I Love It"
Trisha Yearwood "I Wanna Go Too Far"

PATRICK CLARK

KGNC/Amarillo

Kenny Chesney "All I Need To Know"
Daryle Singletary "I Let Her Lie"
Martina McBride "Safe In The Arms Of..."

TOM TRAVIS

KKIX/Fayetteville

Martina McBride "Safe In The Arms Of..."
BlackHawk "I'm Not Strong Enough..."
Daryle Singletary "I Let Her Lie"

JOHN GLENN

KXKT/Omaha

Tracy Lawrence "If The World Had A..."
Collin Raye "One Boy, One Girl"
Boy Howdy "She Can't Love You"

DAWN JOHNSON

KHAK/Cedar Rapids

BlackHawk "I'm Not Strong Enough..."
Trisha Yearwood "I Wanna Go Too Far"
Faith Hill "Let's Go To Vegas"

BRIAN KING

WYNK/Baton Rouge

Terri Clark "Better Things To Do"
Alison Krauss "Baby, Now That I've..."
Daryle Singletary "I Let Her Lie"

MIKE MEEHAN

WCMS/Virginia Beach

Tracy Lawrence "If The World Had A..."
Kenny Chesney "All I Need To Know"
Shenandoah "Heaven Bound"

ROBYNN JAYMES

WYYD/Roanoke-Lynchburg

Terri Clark "Better Things To Do"
Martina McBride "Safe In The Arms Of..."
BlackHawk "I'm Not Strong Enough..."

KEITH MONTGOMERY

KAJA/San Antonio

Daryle Singletary "I Let Her Lie"
Terri Clark "Better Things To Do"
Faith Hill "Let's Go To Vegas"

LES ACREE

WIVK/Knoxville

Shenandoah "Heaven Bound"
Tim McGraw "I Like It, I Love It"
Lonestar "Tequila Talkin'"

DAVE STEELE

KXBZ/Manhattan

Wesley Dennis "Who's Countin'"
Joe Diffie "That Road Not Taken"
Shania Twain "The Woman In Me"

TOMMY NYCE

WXRBPittsburgh

Faith Hill "Let's Go To Vegas"
Sawyer Brown "Wantin' & Havin' It..."
Wade Hayes "Don't Stop"

MARK BAUER

KEEY/Minneapolis

Terri Clark "Better Things To Do"
Boy Howdy "She Can't Love You"
Faith Hill "Let's Go To Vegas"

DAVE LOUIS

WKXX/St. Louis

Daryle Singletary "I Let Her Lie"
Joe Diffie "That Road Not Taken"
Terri Clark "Better Things To Do"

J.B. CLOUD

KBST/Big Spring

Faith Hill "Let's Go To Vegas"
BlackHawk "I'm Not Strong Enough..."
Lisa Brokop "Who Needs You"

BOB REECE

KXDD/Yakima

Martina McBride "Safe In The Arms Of..."
Tracy Lawrence "If The World Had A..."
Collin Raye "One Boy, One Girl"

TOM JORDAN

KWNR/Las Vegas

Martina McBride "Safe In The Arms Of..."
Kenny Chesney "All I Need To Know"
Tracy Lawrence "If The World Had A..."

JARED MASHBURN

KRWC/Buffalo

Brett James "Female Bonding"
Alison Krauss "Baby, Now That I've..."
Carlene Carter "Love Like This"

CHAD HERITAGE

KMVK/Little Rock

Tracy Lawrence "If The World Had A..."
4 Runner "A Heart With 4 Wheel Drive"
Daryle Singletary "I Let Her Lie"

RICK JAMES

KKNN/Grand Junction

Shenandoah "Heaven Bound"
Faith Hill "Let's Go To Vegas"
Shania Twain "You Win My Love"

ROBIN WILLIAMS

WIOV/Lancaster

Daryle Singletary "I Let Her Lie"
BlackHawk "I'm Not Strong Enough..."
Carlene Carter "Love Like This"

DAVE POOLE

WTCR/Huntington

Shenandoah "Heaven Bound"
Joe Diffie "That Road Not Taken"
Trisha Yearwood "I Wanna Go Too Far"

DANNY WHITE

KXXS/Yakima

Collin Raye "One Boy, One Girl"
Toby Keith "Big Ol' Truck"
Alison Krauss "Baby, Now That I've..."

BRAD HANSEN

KVET/Austin

Daryle Singletary "I Let Her Lie"
Tracy Lawrence "If The World Had A..."
Trisha Yearwood "I Wanna Go Too Far"

SPENCER BURKE

KIZN/Boise

Collin Raye "One Boy, One Girl"
Terri Clark "Better Things To Do"
Lisa Brokop "Who Needs You"

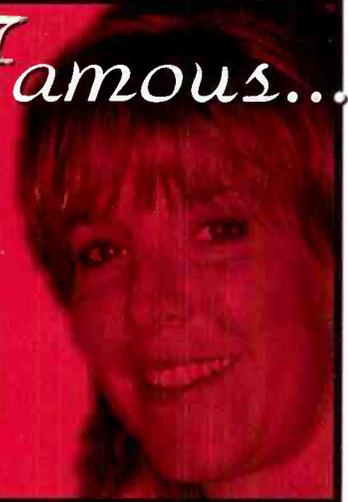
CHUCK URBAN

WBKR/Evansville

Martina McBride "Safe In The Arms Of..."
Joe Diffie "That Road Not Taken"
Shenandoah "Heaven Bound"

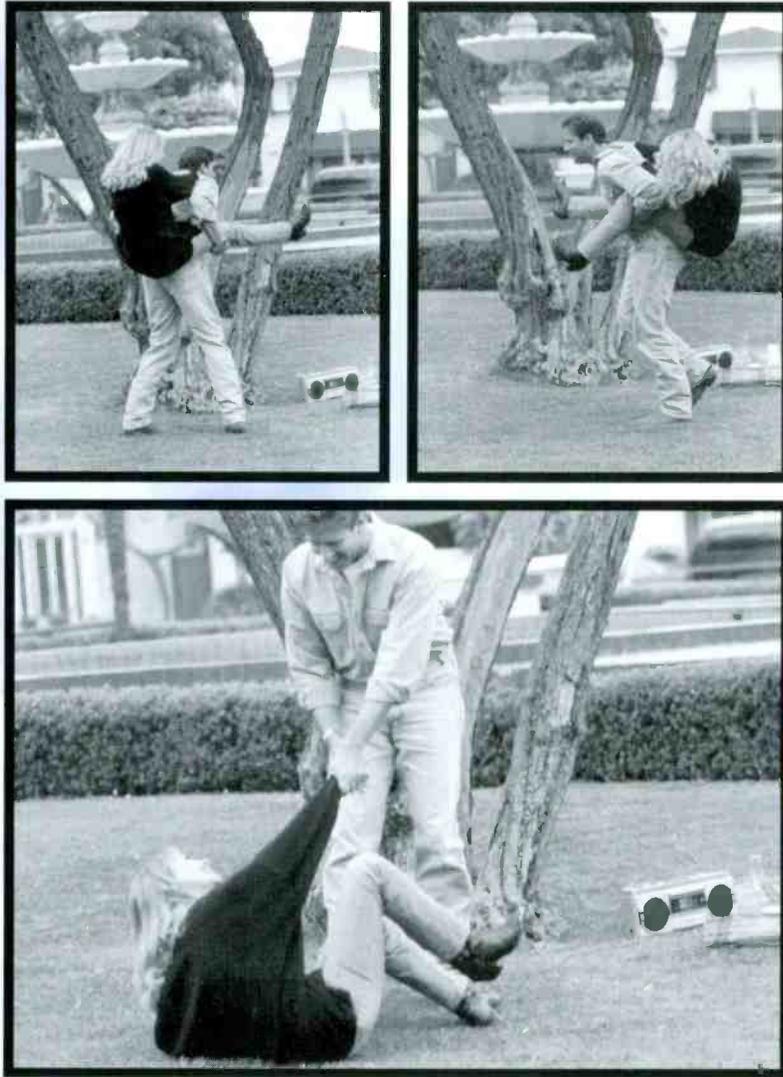
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Falling Into The Top 10



JEFF CARSON
“Not On Your Love”

The Romantic Country Song For *Falling In Love.*



CALL-OUT RESEARCH

ARTIST/SONG	RATING	P.I.	BRN
1 JOHN M. MONTGOMERY. Sold	76.73	90.9	4.6
2 DAVID LEE MURPHY. Party Crowd	75.83	87.8	3.0
3 REBA MCENTIRE. And Still	74.26	88.4	4.6
4 BLACKHAWK. That's Just About Right	74.17	86.3	2.6
5 NEAL MCCOY. They're Playin' Our Song	73.77	85.1	5.2
6 SHENANDOAH. Darned If I Don't, Danged If I Do	73.51	85.5	6.7
7 SHANIA TWAIN. Any Man Of Mine	73.21	86.2	5.1
8 ALAN JACKSON. I Don't Even Know Your Name	72.88	85.6	4.8
9 TRACY LAWRENCE. Texas Tornado	72.73	84.6	5.1
10 TRAVIS TRITT. Tell Me I Was Dreaming	70.63	80.6	5.5
11 JEFF CARSON. Not On Your Love	70.09	81.4	1.9
12 VINCE GILL. You Better Think Twice	69.87	80.6	3.9
13 COLLIN RAYE. If I Were You	69.45	81.9	4.0
14 LEE ROY PARNELL. A Little Bit Of You	67.74	75.9	1.8
15 PERFECT STRANGER. You Have The Right To Remain Silent	66.67	76.9	1.6
16 LORRIE MORGAN. I Didn't Know My Own Strength	64.65	74.4	2.2
17 DIAMOND RIO. Finish What We Started	63.75	72.7	2.0
18 RICK TREVINO. Bobbie Ann Mason	61.89	71.0	3.6
19 JAMES HOUSE. This Is Me Missing You	61.55	69.3	1.5
20 TY ENGLAND. Should've Asked Her Faster	61.28	68.7	0.9
21 BROOKS & DUNN. You're Gonna Miss Me When I'm Gone	60.54	68.5	1.7
22 PAM TILLIS. In Between Dances	59.97	69.0	1.3
23 CLAY WALKER. My Heart Will Never Know	59.59	66.8	1.6
24 JOE DIFFIE. I'm In Love With A Capital 'U'	58.95	66.6	3.6
25 TANYA TUCKER. Find Out What's Happenin'	57.38	65.5	1.6
26 RHETT AKINS. That Ain't My Truck	57.10	65.0	2.5
27 TY HERNDON. I Want My Goodbye Back	56.00	62.3	0.6
28 BRYAN WHITE. Someone Else's Star	55.25	63.9	0.7
29 CLINT BLACK. One Emotion	54.87	61.9	0.0
30 CONFEDERATE RAILROAD. When & Where	52.25	58.4	2.6
31 ALABAMA. She Ain't Your Ordinary Girl	52.19	57.9	2.5
32 TRACY BYRD. Walking To Jerusalem	49.62	57.1	3.2
33 MARK COLLIE. Three Words, Two Hearts, One Night	47.90	55.3	0.6
34 MARK CHESNUTT. Down In Tennessee	46.89	52.3	0.0
35 GEORGE STRAIT. Lead On	46.78	52.3	1.0

WOOD'S WORDS

When does an unpopular idea become popular? When does a "comment" move from being "out of the question" to one of extreme importance? When does taking an unpopular stance become the only stance worth taking? In my opinion, only when taking any *other* stance becomes too painful to continue.

Several months ago, I wrote an article, as did Gerry Cagle, warning the radio and music industries that survival would soon demand an increase in the percentage of Gold or Oldies on Country radio stations in any and all size markets. To say the least, these comments generated a fair amount of negative response from both the radio industry and the folks on Music Row. To make these predictions was fairly simple because too many stations had moved too far the other way and their ratings were beginning to slide. True-life experiences and lessons learned in Rock and Top 40 provided the necessary insight to reach our conclusion.

We discussed the negative impact that playing a progressively greater percentage of currents had on Rock and Top 40. We described the terrible price paid by stations that found immediate but short-lived growth spikes associated with increasing the currents and eliminating the Oldies.

Now, suddenly, the industry is buzzing with the latest research that says Country fans are *not* satisfied with today's mix. They are apparently unhappy at the loss of their favorite artists, and are less than enthused by the "formula" sound of many current releases, noting that "all the songs sound the same." They seem to prefer a mix of Current, Recurrent and Oldies.

Well...*dub!* What a new and difficult concept! It only worked well for 50 years or so.

At the heart of all of this is the *fan*. Country fans love their artists, the same way many of us grew up loving Rock artists such as the Beatles, the Stones and Led Zepplin. We knew their names. We followed their careers. We wanted to know everything about them. Country fans demonstrate that same affinity for the artists and the songs of the past. They don't, however, demonstrate similar affection for today's endless stream of new artists. They complain that they sometimes don't even have enough time to get to know and appreciate an artist who's had three quick shots at the goal, and if there's not at least one smash hit, is cast into the great unknown.

The Country radio and music industries are hoping to attract younger audiences and consumers who statistically represent the majority of all music sales today. It's a noble cause that sometimes pits Country artists against Rock and Pop icons for the youth dollars—a hardy challenge in anybody's book.

Reality being unquestionable, the smart operators are now simply adjusting playlists to maximize their potential. Special consideration should be given to those stations and labels that provide a mix of the old and the new. Finding the right Oldies to play on your station in your market is as simple as doing a quality research project, directed at your specific audience profile. Research companies can help find the answers and deliver the most effective list of Oldies for your needs. These Oldies, properly mixed with current and recurrences from today's "stars," can build the platform to take Country, and your station, well into the future. Comments? Call me at 615-591-0172.

—Jim Wood



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PLUGGED

COUNTRY'S HOTTEST MUSIC ROTATIONS



- Compiled by Michael Vogel

CMT

VIDEO COUNTDOWN

- #1 James House
This Is Me Missing You Epic
- #2 Lorrie Morgan
I Didn't Know My Own Strength BNA
- #3 John M. Montgomery
Sold Atlantic
- #4 Rick Trevino
Bobbie Ann Mason Columbia
- #5 Lee Roy Parnell
A Little Bit Of You Career
- #6 Alan Jackson
I Don't Even Know Your Name Arista
- #7 Brooks & Dunn
You're Gonna Miss Me (When I'm Gone) Arista
- #8 Pam Tillis
In Between Dances Arista
- #9 Tracy Byrd
Walking To Jerusalem MCA
- #10 Perfect Stranger
You Have The Right To Remain Silent Curb

ADDS

- Billy Ray Cyrus
The Fastest Horse In A One Horse Town Columbia
- Emilio
It's Not The End Of The World Capitol
- Kevin Welch
I Feel Fine Today Dead Reckoning
- Tracy Lawrence
If The World Had A Front Porch Atlantic

BREAKOUT VIDEO

- Bryan White
Someone Else's Star Asylum

JULY SHOWCASE ARTIST

Joe Diffie



ADDS (6 SPINS)

- Faith Hill Let's Go To Vegas
- Marty Stuart If I Ain't Got You
- Trisha Yearwood I Wanna Go Too Far
- Daryle Singletary I Let Her Lie

HEAVY (10 SPINS)

- Lorrie Morgan I Didn't Know My Own Strength
- Lee Roy Parnell A Little Bit Of You
- Brooks & Dunn You're Gonna Miss Me
- Rick Trevino Bobbie Ann Mason
- James House This Is Me Missing
- Perfect Stranger You Have The Right To Remain Silent
- Jeff Carson Not On Your Love
- George Strait Lead On
- Alabama She Ain't Your Ordinary Girl

MEDIUM (8 SPINS)

- Pam Tillis In Between Dances
- Ty Herndon I Want My Goodbye Back
- Tracy Byrd Walking To Jerusalem
- Diamond Rio Finish What We Started
- Mark Chesnutt Down In Tennessee
- Bryan White Someone Else's Star
- Clint Black One Emotion
- Wade Hayes Don't Stop
- Rhett Akins That Ain't My Truck
- Ty England Should've Asked Her Faster
- Patty Loveless Halfway Down
- Collin Raye One Boy, One Girl
- Toby Keith Big Ol' Truck
- Terri Clark Better Things To Do
- John Berry I Think About It All The Time
- Doug Stone Sometimes I Forget
- Tracy Lawrence If The World Had A Front Porch
- Shenandoah Heaven Bound (I'm Ready)
- Martina McBride Safe In The Arms Of Love

LIGHT (6 SPINS)

- Kim Richey Just My Luck
- Boy Howdy She Can't Love You
- 4 Runner A Heart With 4 Wheel Drive
- Woody Lee I Like The Sound Of That
- Kenny Chesney All I Need To Know
- Sawyer Brown Wantin' And Havin' It All
- BlackHawk I'm Not Strong Enough To Say No

TNN

VIDEO COUNTDOWN

- #1 Shania Twain
Any Man Of Mine Mercury
- #2 James House
This Is Me Missing You Epic
- #3 John M. Montgomery
Sold Atlantic
- #4 Lorrie Morgan
I Didn't Know My Own Strength BNA
- #5 Willie Nelson/Curtis Potter
Turn Me Loose & Let Me Swing SOR
- #6 Lee Roy Parnell
A Little Bit Of You Career
- #7 Pam Tillis
In Between Dances Arista
- #8 Brooks & Dunn
You're Gonna Miss Me (When I'm Gone) Arista
- #9 Joe Diffie
I'm In Love With A Capital 'U' Epic
- #10 George Jones/Tammy Wynette
One MCA

ADDS

- Billy Ray Cyrus
The Fastest Horse In A One Horse Town Columbia
- Kieran Kane
This Dirty Little Town Dead Reckoning
- Tracy Lawrence
If The World Had A Front Porch Atlantic
- The Mavericks
Here Comes The Rain MCA

HOT SPOT

- The Mavericks
Here Comes The Rain MCA

LEE ROY PARNELL

“A LITTLE
BIT OF
YOU”

GOING
FOR
#1
MONDAY
7/31



CROSSOVER

TM

STREETCHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 TLC. Waterfalls (LaFace/Arista)	2233	2341	2342
2 MONICA. Don't Take It Personal (Just One Of Dem Days) (Rowdy/Arista)	2139	2154	2080
3 MOKENSTEF. He's Mine (Outburst/ral/Island)	1364	1544	1754
4 ALL-4-ONE. I Can Love You Like That (Blitzz/Atlantic/AG)	1553	1565	1610
5 MICHAEL JACKSON. You Are Not Alone (MJJ/Epic)	848	1292	1543
6 SOUL FOR REAL. Every Little Thing I Do (Uptown/MCA)	1549	1539	1515
7 JON B. Someone To Love (Yab Yum/550 Music)	1510	1394	1407
8 SELENA. I Could Fall In Love (EMI Records)	1152	1278	1346
9 BOYZ II MEN. Water Runs Dry (Motown)	1392	1234	1078
10 NOTORIOUS B.I.G. One More Chance (Bad Boy/Arista)	883	928	1025
11 MONTELL JORDAN. This Is How We Do It (PMP/ral/Island)	1267	1176	931
12 SHAGGY. Boombastic (Virgin)	846	839	883
13 NAUGHTY BY NATURE. Feel Me Flow (Tommy Boy)	865	859	845
14 ADINA HOWARD. Freak Like Me (Eastwest/EEG)	1099	952	834
15 BRANDY. Best Friend (Atlantic/AG)	825	804	781
16 DIANA KING. Shy Guy (WORK)	809	775	747
17 LUNIZ. I Got 5 On It (Noo Trybe/Virgin)	560	603	693
18 BONE THUGS-N-HARMONY. 1st Of Tha Month (Relativity)	394	616	690
19 MADONNA. Human Nature (Maverick/Sire/WB)	757	788	686
20 MAX-A-MILLION. Take Your Time (SOS/Zoo)	532	605	628
21 JON B. Pretty Girl (Yab Yum/550 Music)	503	586	608
22 THE BUCKETHEADS. The Bomb (These Sounds Fall Into My Mind) (Big Beat/Atlantic/AG)	498	559	598
23 VYBE. Warm Summer Daze (Island)	465	478	594
24 SEAL. Kiss From A Rose (ZTT/Sire/WB)	291	438	576
25 TOTAL. Can't You See (Tommy Boy)	739	570	533
26 SELENA. Missing My Baby (EMI Records)	609	570	521
27 TONY THOMPSON. I Wanna Love Like That (Giant)	607	628	517
28 AFTER 7. 'Til You Do Me Right (Virgin)	427	411	512
29 JODECI. Freek'n You (Uptown/MCA)	322	309	500
30 REAL MCCOY. Come And Get Your Love (Arista)	489	481	496
31 NICKI FRENCH. Total Eclipse Of The Heart (Critique)	597	537	492
32 U.N.V. So In Love With You (Maverick/Sire/WB)	633	579	487
33 FUN FACTORY. I Wanna B With U (Curb/AG)	404	437	467
34 VANESSA WILLIAMS. Colors Of The Wind (Hollywood)	489	487	453
35 ADINA HOWARD. My Up And Down (Eastwest/EEG)	254	393	449
36 XSCAPE. Feels So Good (So So Def/Columbia)	406	428	437
37 SKEE-LO. I Wish (Sunshine Street)	302	338	433
38 INTONATION. Died In Your Arms (Metropolitan)	508	487	412
39 LA BOUCHE. Fallin' In Love (RCA/Logic)	336	386	404
40 BRYAN ADAMS. Have You Ever Really Loved A Woman (A&M)	549	471	394

BULLETS INDICATE INCREASED AIRPLAY

RHYTHMNATION

HUGE CONGRATULATIONS...to Michael Martin, who moves up to the PD chair at KYLD "Wild 107" San Francisco; see the News section for all the details...Congrats also to KBOS Fresno PD Mark Fresno, whose Spring book just came back putting them at #1 12+ (11.2), 18-34 and 25-54!...KDON PD Michael Newman has hired Scott Christopher from Country KKAT Salt Lake City for mornings...And speaking of mornings, KZFM Corpus Christi PD Charlie Maxx is still looking for someone, T&Rs only please...

MEA CULPA: The Mary J. Blige "I Love You" track being played by Hot 97 APD Tracy Cloherty and WPGC MD Albie Dee is a duet *not* with Nervous recording artist Mad Lion, but with Nervous label mates Smif-N-Wessun. *Soooooo* sorry for the misprint! The song is one of a number of underground DJ mixes of Mary J. tracks with such awesome artists as Mad Lion and LL Cool J...Uptown Entertainment is still up in the air as to whether or not they're going to distribute any of these songs—possibly on a Mary J. remix album...stay tuned for the 41!!

IN OTHER MUSIC NEWS: Gold recording artist and Dancehall queen Patra is starting to make a splash with "Pull Up To The Bumper" (550 Music). Be warned, this song *grows* on you and the video is *alladat*; it just jumped to the #3 most-requested video on The BOX after only one week. Good news, too, because apparently her album is no one-hitter quitter. 550's Desiree Schuon is raving about the whole record, including a duet with R&B superstar Aaron Hall and another track with Hip-Hop faves Salt-N-Pepa...Dana Dane's "Chester" (Maverick/WB) is another song getting great reviews. Already a hot pick from KZFM PD Charlie Maxx and WJIS PD David Lee Michaels, this song is destined to make a difference. The lyrics are about child abuse and a part of all proceeds are going to charity. David Lee got crazy phones after spinning it just one time and the video went from 24-6 in one week at The BOX...If you haven't checked out Monica's debut album, *Miss Thang* (Rowdy/Arista), listen to it immediately! The whole album is the bomb and everyone has a different favorite...Outburst/Island recording artists MoKenStef have been blowin' up the joint with their debut single, "He's Mine." Keep an ear out for their next single, "Baby Come Close," which they've been singing on the road to rave reviews...Redman and Method Man are blowin' up with "How High" (Def Jam/Island) from the soundtrack of Russell Simmons' *The Show*, a Hip-Hop movie with music from Mary J. Blige, Bone-Thugs-N-Harmony, Tupac, A Tribe Called Quest, Onyx and more...WB's Greg Lee just called in from the streets of the East Coast, where he is busy playing snippets of the new Φ record "Eye Hate U" in airports, train stations and radio stations up and down the coast. The single out in mid-August is destined to be a smash...

—Debby Peterson

First Sip Coming Aug 8...



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'TIL YOU DO ME RIGHT

from the much anticipated new album

REFLECTIONS

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KMEL 50 Spins

KUBE 39 Spins

WXKS Add

WPGC 10 Spins

KBXX 15 Spins

Z90 Add

KYLD 10 Spins

WVHH 24 Spins

KSFM 17 Spins

KLUC Add

KWIN 59 Spins

WFHN 17 Spins

And Many More!

Produced by Babyface



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KENT BLACKWELDER
MANAGEMENT

CROSSOVER

ON THE TIP

MICHAEL MARTIN

KYLD "Wild 107" San Francisco

DJ Quik "Summer Breeze"

Keith Martin "Moment In Time"

Monica "Before You Walk Out Of My Life"

CAT COLLINS

WJMN Boston

Supercat "Girlstown"

Ultimate Kaos "Some Girls"

Brandy "Brokenhearted"

CAMILLE CASHWELL

WERQ Baltimore

Xscape "Who Can I Run To"

Tina Moore "Never Gonna Let You Go"

Christopher Williams "Not A Perfect Man"

GREG BRADY

WHJX Jacksonville

Supercat "Girlstown"

Boyz Of Paradize "Shining Star"

Adina Howard "My Up And Down"

Monica "Like This And Like That"

HORSE RAINEY

WJMH Greensboro

Boyz II Men "Vibin" (remix)

Luniz "Playa Hata"

Adina Howard "My Up And Down"

MARK MEDINA

KWIN Stockton

Bayside Boys "Macarena"

World-A-Girl "No Woman No Cry"

Brandy "Brokenhearted"

Gyrl "Play Another Slow Jam"

Method Man f/ Redman "How High"

JOHN CANDELARIA

KPRR "Power 102" El Paso

Bayside Boys "Macarena"

Selena "Dreaming Of You"

DAN WATSON

KSIQ Imperial Valley

Yo/Co Ross "Miss Me"

Monica "Let's Straighten It Out"

Lil' Shawn "Dom Perignon"

DAVID LEE MICHAELS

WJJS Roanoke

Dana Dane "Chester"

CHARLIE MAXX

KZFM Corpus Christi

Boyz Of Paradize "Shining Star"

Dana Dane "Chester"

Bayside Boys "Macarena"

JOEY ARBAGEY

KMEL San Francisco

Seal "Kiss From A Rose"

Supercat "Girlstown"

Blackstreet "Tonight's The Night"

Heaven "Solo"

Vybe "Warm Summer Daze"

D'Angelo "Brown Sugar"

JENNIFER WILDE

KDON Salinas/Monterey

Seal "Kiss From A Rose"

Groove Theory "Tell Me"

Deborah Cox "Sentimental"

LUCY BARRAGAN

KCAQ "Q105" Oxnard/Ventura

Dove Shack "Summertime In The LBC"

Twinz "Round & Round"

Method Man f/ Redman "How High"

MAURICE DEVOE

KKBT Los Angeles

Groove Theory "Tell Me"

Bone Thugs-N-Harmony "1st Of

Tha Month"

Kausion "What You Wanna Do?"

JACKIE JAMES

KKSS "97.3 Kiss" Albuquerque

Brooklyn Funk Essentials "The Creator

Has A Master Plan"

After 7 "Til You Do Me Right"

Shaggy "Boombastic"

ALBIE DEE

WPGC Washington, D.C.

Robert French and Heavy D. "More Love"

Patra "Pull Up to The Bumper"

Bone Thugs-N-Harmony "Everyday

Thang"

Club Nouveau "Let It Go"

ultimate
KAOS
some girls



The 1st single from
the forthcoming album
self-titled
ULTIMATE KAOS



© 1995 Motown Record Co., LP 374631335-2

SoundScan Rap Album Debut #12!
SoundScan R&B Album #22!
SoundScan Dance Single #32!

Explosive action at:

Hot 97 New York	#8	37 Plays
KBXX Houston	#25	27 Plays
WJMH Greensboro	#32	18 Plays
KMEL San Francisco	#48	4 Plays
WERQ Baltimore	#50	5 Plays
FLAV Washington		25 Plays

In the mix at:

KPWR Los Angeles
 WPGC Washington
 WHHH Indianapolis
 KSFM Sacramento
 KYLD San Francisco
 WHJX Jacksonville
 Z90 San Diego
 WWKX Providence
 KQHT San Jose

#2 most
played on



Rap City!

On Yo!



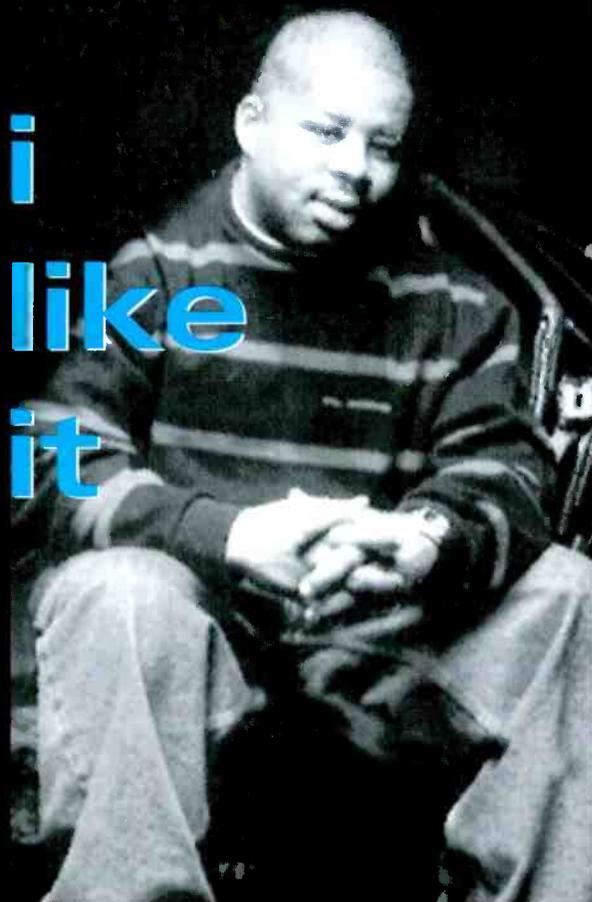
Raps!

A Most
Requested!



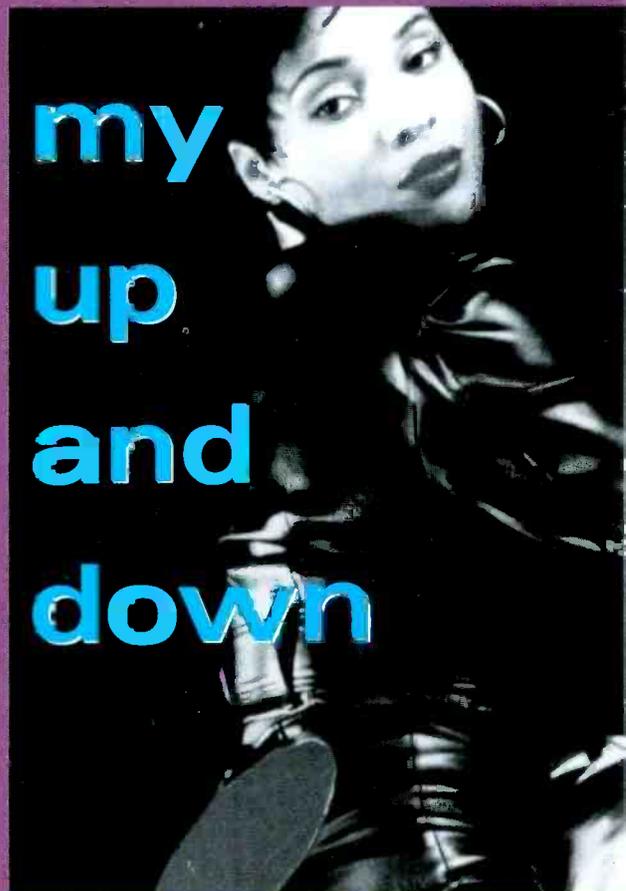
MUSIC TELEVISION
YOU CONTROL

i
like
it



ADINA HOWARD

my
up
and
down



*The ultimate follow-up to the second
best selling single of the year!*

Album Certified GOLD!

Fast Approaching PLATINUM!

SoundScan R&B Singles #43!

SoundScan Dance Singles #57!

ON TOUR NOW!

**Launching On Over 20 Rhythm/
Crossover Stations Including:**

W-HJX Jacksonville	#9	47 Plays
WJMN Boston	#18	32 Plays
Hot 97 New York	#25	20 Plays
KMEL San Francisco	#34	5 Plays
WERQ Baltimore	#34	14 Plays
KZHT Salt Lake City	#17	31 Plays
W-HH Indianapolis	#37	15 Plays
KMXV Kansas City	#37	13 Plays
WJMH Greensboro	#28	19 Plays
WQVY West Palm Beach	#36	13 Plays
KTFM San Antonio	#47	8 Plays
WJJS Roanoke	#17	27 Plays
KCAC Oxnard	#31	17 Plays
KZFM Corpus Christi	#18	27 Plays
WWKX Providence		11 Plays
Z90 San Diego		NEW!
KXTZ Las Vegas		NEW!
WVVZ Norfolk		NEW!



#9 Most
Requested
Video!

GRAMMID PUBA



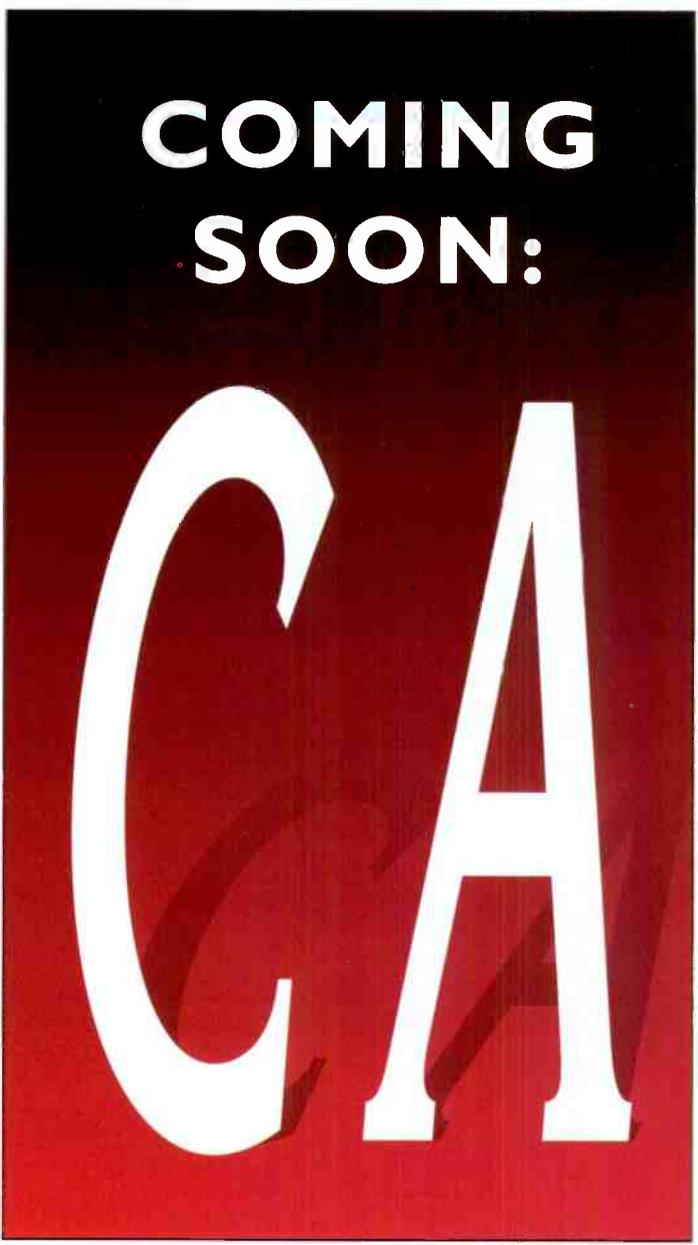
V CHART

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 ALANIS MORISSETTE. You Oughta Know (Maverick/Reprise)	2686	2726	2867
2 FOO FIGHTERS. This Is A Call (Roswell/Capitol)	2152	2366	2598
3 U2. Hold Me, Thrill Me, Kiss Me, Kill Me (Atlantic/Island)	2718	2552	2358
4 TRIPPING DAISY. I Got A Girl (Island)	1973	2049	2186
5 SILVERCHAIR. Tomorrow (Epic)	1580	1805	2083
6 SPONGE. Molly (WORK)	2180	2045	1959
7 BETTER THAN EZRA. In The Blood (Elektra/EEG)	1484	1662	1931
8 WEEZER. Say It Ain't So (DGC)	1837	1788	1930
9 NATALIE MERCHANT. Carnival (Elektra/EEG)	1697	1699	1792
10 GREEN DAY. J.A.R. (Reprise)	45	829	1748
11 HUM. Stars (RCA)	1632	1621	1703
12 JENNIFER TRYNIN. Better Than Nothing (Squint/WB)	1610	1690	1666
13 LIVE. All Over You (Radioactive)	2021	1707	1630
14 ELASTICA. Stutter (DGC)	1209	1456	1595
15 BUSH. Comedown (Trama/Interscope/AG)	608	1055	1470
16 COLLECTIVE SOUL. December (Atlantic/AG)	2022	1702	1432
17 THE OFFSPRING. Smash It Up (Atlantic/AG)	1481	1438	1400
18 DAVE MATTHEWS BAND. Ants Marchings (RCA)	1118	1246	1396
19 PRIMUS. Wynona's Big Brown Beaver (Interscope/AG)	1469	1403	1388
20 HOOTIE & THE BLOWFISH. Only Wanna Be With You (Atlantic/AG)	1229	1224	1363
21 FILTER. Hey Man Nice Shot (Reprise/Atlantic/AG)	1334	1234	1081
22 PEARL JAM. Immortality (Epic)	896	1017	1047
23 WHITE ZOMBIE. More Human Than Human (Geffen)	1295	1068	997
24 THE RAMONES. I Don't Wanna Grow Up (Radioactive)	908	999	964
25 GARBAGE. Vow (Almo Sounds/Geffen)	1170	1090	961
26 SOUL ASYLUM. Misery (Columbia)	1831	1352	946
27 BUSH. Little Things (Trauma/Interscope/AG)	1553	1204	867
28 DANDELION. Weird Out (Ruffhouse/Columbia)	181	556	852
29 LIVE. White, Discussion (Radioactive)	237	590	842
30 SMOKING POPE. Need You Around (Capitol)	601	677	791
31 RUSTY. Wake Me (Handsomeboy/TAG/AG)	560	707	781
32 GIN BLOSSOMS. Til I Hear It From You (A&M)	—	4	708
33 LETTERS TO CLEO. Awake (Giant)	—	253	701
34 MATTHEW SWEET. We're The Same (Zoo)	426	595	691
35 THE CRANBERRIES. Ridiculous Thoughts (Island)	1134	871	681
36 BLUES TRAVELER. Run-Around (A&M)	869	667	671
37 BUFFALO TOM. Summer (Eastwest/EEG)	468	562	663
38 OUR LADY PEACE. Naveed (Relativity)	422	558	646
39 BABES IN TOYLAND. Sweet 69 (Reprise)	462	608	629
40 SHERYL CROW. Can't Cry Anymore (A&M)	666	670	624

BULLETS INDICATE INCREASED AIRPLAY

V VIRTUALLY ALTERNATIVE



accelerated airplay

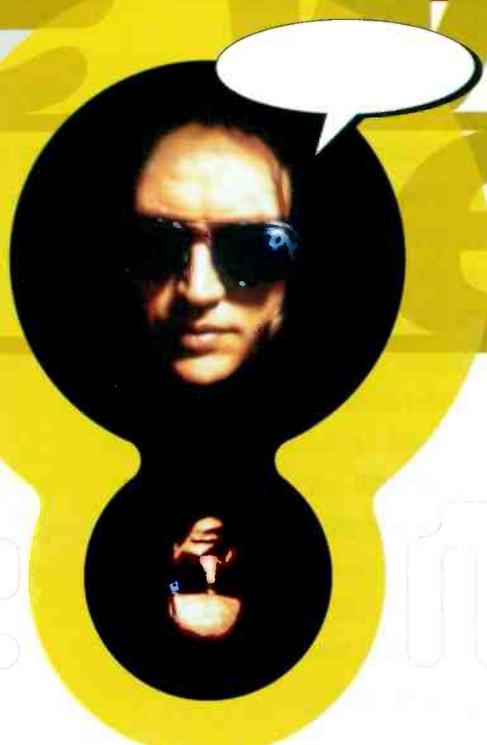
- 1** GREEN DAY. J.A.R. (Reprise) **+919**
- 2** GIN BLOSSOMS. Til I Hear It From You (A&M) **+704**
- 3** LETTERS TO CLEO. Awake (Giant) **+448**
- 4** BUSH. Comedown (Trama/Interscope/AG) **+415**
- 5** HOLE. Softer, Softest (DGC) **+308**

most added

- 1** GIN BLOSSOMS. Til I Hear It From You (A&M) **58**
- 2** BLIND MELON. Galaxy (Capitol) **45**
- 3** GREEN DAY. J.A.R. (Reprise) **20**
- 4** LETTERS TO CLEO. Awake (Giant) **14**
- 5** HOLE. Softer, Softest (DGC) **11**

matthew sweet

matthew sweet



we're the same

THE NEW SINGLE FROM THE FULL LENGTH ALBUM 100% FUN

- Most Added:**
- | | | | | |
|--------------------|-----------------|--------------------|--------------------|--------------------|
| Q99 Salt Lake City | KBZR Phoenix | WRFY Reading | KHTY Santa Barbara | KQID Alexandria |
| WWKZ Tupelo | WMRV Binghamton | WSPK Poughkeepsie | KCHX Odessa | KSMB Lafayette |
| WDJB Ft. Wayne | WWCK Flint | KJYO Oklahoma City | WFMF Baton Rouge | WAYV Atlantic City |
| WBSS Atlantic City | WVSR Charleston | WJMX Florence | KQIZ Amarillo | WXXX Burlington |
| WBNQ Bloomington | WLVY Elmira | WGRG Binghamton | K106 Beaumont | KTMT Medford |
| WPRR Altoona | WBIZ Eau Claire | WRKY Steubenville | WCIL Carbondale | WMGI Terra Haute |



PRODUCED BY BRENDAN O'BRIEN



MANAGEMENT: RUSSELL CARTER ARTIST MANAGEMENT, LTD.



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RETAIL CHART

NATIONWIDE PIECE COUNT SALES

2W	LW	TW	ARTIST/LP	LABEL
◆	DEBUT	1	SELENA. Dreaming Of You	EMI Latin
◆	DEBUT	2	JODECI. The Show, The After Party, The Hotel	Uptown/MCA
1	1	3	HOOTIE & THE BLOWFISH. Cracked Rear View	Atlantic/AG
5	2	4	TLC. CrazySexyCool	LaFace/Arista
18	10	5	ALANIS MORISSETTE. jagged little pill	Maverick/Reprise
4	4	6	BATMAN FOREVER. Soundtrack	Atlantic/AG
9	5	7	BLUES TRAVELER. Four	A&M
2	3	8	MICHAEL JACKSON. HIStory - Past Present And Future	MJJ/Epic
6	9	9	POCAHONTAS. Soundtrack	Walt Disney Records
7	8	10	NATALIE MERCHANT. Tigerlily	Elektra/EEG
11	11	11	WHITE ZOMBIE. Astro-Creep: 2000	Geffen
3	6	12	NEIL YOUNG. Mirror Ball	Reprise
12	12	13	LIVE. Throwing Copper	Radioactive
24	16	14	LUNIZ. Operation Stackola	Noo Trybe/Virgin
8	7	15	FOO FIGHTERS. Foo Fighters	Roswell/Capitol
14	13	16	PRIMUS. Tales From The Punchbowl	Interscope/AG
13	14	17	PINK FLOYD. Pulse	Columbia
20	19	18	DAVE MATTHEWS BAND. Under The Table And Dreaming	RCA
17	17	19	BUSH. Sixteen Stone	Trauma/Interscope/AG
16	18	20	SOUL ASYLUM. Let Your Dim Light Shine	Columbia
◆	DEBUT	21	XSCAPE. Off The Hook	So So Def/Columbia
◆	DEBUT	22	SILVERCHAIR. Frogstomp	Murmur/Epic
◆	DEBUT	23	MONICA. Miss Thang	Rowdy/Arista
22	23	24	NAUGHTY BY NATURE. Poverty's Paradise	Tommy Boy
25	26	25	THE REMBRANDTS. L.P.	EastWest/EEG
23	22	26	BOYZ II MEN. II	Motown
26	27	27	CHRIS ISAAK. Forever Blue	Reprise
38	35	28	SEAL. Seal	ZTT/Sire/WB
33	31	29	SHANIA TWAIN. The Woman In Me	Mercury Nashville
28	28	30	ANNIE LENNOX. Medusa	Arista
30	29	31	MONTELL JORDAN. This Is How We Do It	PMP/Def Jam/Island
31	25	32	COLLECTIVE SOUL. Collective Soul	Atlantic/AG
32	33	33	MACK 10. Mack 10	Priority
10	15	34	BON JOVI. These Days	Mercury
36	36	35	BETTER THAN EZRA. Deluxe	Elektra/EEG
—	38	36	SHAGGY. Boombastic	Virgin
29	32	37	2 PAC. Me Against The World	Out Da Gutta/Interscope/AG
27	30	38	FRIDAY. Soundtrack	Priority
◆	DEBUT	39	AFTER 7. Reflections	Virgin
37	37	40	THE CRANBERRIES. No Need To Argue	Island

BULLETS INDICATE INCREASED SALES

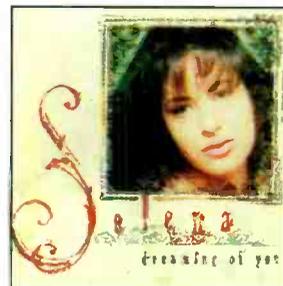
BIN BURNERS

RECORDS WITH THE BIGGEST SALES INCREASES OVER THE PAST WEEK

1 SELENA Dreaming Of You EMI Latin

Regional Sales Breakout: West the hottest by far. Number-one sales in Texas. Top-three sales in California, Arizona/Las Vegas. Top-10 sales in New York City. Scattered number-one reports in Southern Florida, Durham.

Primary Media Exposure: Media coverage of singer's untimely demise fuels interest; retail campaign a strong second.



2 JODECI The Show, The After Party, The Hotel Uptown/MCA

Regional Sales Breakout: Consistently strong nationwide. Top-three sales in Philadelphia, Florida, Arizona/Las Vegas, Michigan, Omaha, Carolinas. Top-10 sales in upstate New York, Missouri, Illinois, Ohio/Indiana, California.

Primary Media Exposure: Strong Crossover/Urban radio fuels early sales; retail campaign and video play tied for second.



3 XSCAPE Off The Hook So So Def/Columbia

Regional Sales Breakout: Midwest the strongest; South second. Top-10 sales in Ohio/Indiana, Carolinas, Atlanta. Top-20 sales in Pacific Northwest, upstate New York, Missouri, Illinois.

Primary Media Exposure: Big Crossover/Urban radio airplay ignites early sales; retail campaign a strong second.



4 MONICA Miss Thang Rowdy/Arista

Regional Sales Breakout: South slightly stronger than elsewhere. Top-20 sales in Carolinas, Atlanta, Ohio, upstate New York, Omaha. Top-40 sales in Northern California, Arizona/Las Vegas, Pacific Northwest, Michigan, Missouri.

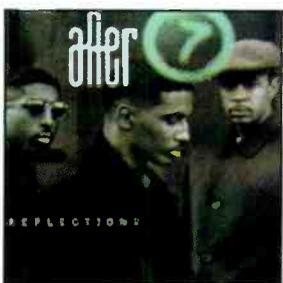
Primary Media Exposure: Crossover/Urban radio base now spreading to Top 40. Retail campaign helping out as well.



5 AFTER 7 Reflections Virgin

Regional Sales Breakout: West the hottest; East the coldest. Top-40 sales in Carolinas, California, Arizona/Las Vegas, Ohio/Indiana, Illinois, Missouri, Atlanta, Southern Florida.

Primary Media Exposure: Crossover/Urban radio airplay gets sales off to a good start. Retail campaign and word-of-mouth also beneficial.



MONICA

"Don't Take It Personal (Just One Of Dem Days)"



SoundScan single 4*-4*

Monitor Mainstream chart 34*-28*

BDS total audience over 37 million!

Monitor Rhythm chart #2

"Recommending to all my stations. This is a Mainstream hit." —Bill Richards

"This is a Mainstream hit. Testing extremely well with females at my mass appeal stations."
—Jeff Johnson, Alan Burns Consulting

"Early call out shows strong Mainstream potential. In its first week in call out 'Don't Take It Personal' ranks top 15." —Dan Kieley, Rob Morris, KDWB

"This is a mass appeal Mainstream hit that gets played all day. Top 10 phones, top three sales—smash!" —David Simpson, Tony Mascaro, WPRO

"The women in Omaha hear Monica's 'Don't Take It Personal' and they understand. The song is top five in requests and #2 in single sales in Omaha." —Jimi Jamm, KQQQ

ARISTA



TAKE THAT

"Back For Good"



First week monitor
Mainstream D-40*

Already on over
100 stations including:

WFLZ
KJ103
KLRZ

WPXY
KKRD
WWST
95XXX

Star94
KKFR
WFLY
WXLK
WZNY
WYCR

WXKS
WAPE
KBFM
WFMF
CK105
WDDJ

WRVQ
KRQ
93Q
WVSR
WSNX

WKSE
WFHN
WSTW
WTWR
WKXJ

and many more!

ARISTA

PLUGGED IN

THE NATION'S HOTTEST MUSIC VIDEO ROTATIONS

— Compiled by Leah Brandon



HEAVY ROTATIONS

- BLUES TRAVELER**
Run-Around
- BON JOVI**
This Ain't A Love Song
- HOOTIE & THE BLOWFISH**
Only Wanna Be With You
- MICHAEL JACKSON**
You Are Not Alone
- ALANIS MORISSETTE**
You Oughta Know
- NAUGHTY BY NATURE**
Feel Me Flow
- THE REMBRANDTS**
I'll Be There For You

- SEAL**
Kiss From A Rose
- TLC**
Waterfalls
- U2**
Hold Me, Thrill Me, Kiss Me, Kill Me
- WHITE ZOMBIE**
More Human Than Human
- SKEE-LO**
I Wish

- LORDZ OF BROOKLYN**, *Saturday Night Fever*
- OUR LADY PEACE**, *Naveed*
- PRICK**, *Animal*
- TRIPPING DAISY**, *I Got A Girl*

WATCH FOR IT!

- Adds**
- MICHAEL JACKSON**, *You Are Not Alone*
 - FAITH**, *You Used To Love Me (I Remember)*
 - DANDELION**, *Weird Out*

SEE THEM FIRST!

MTV: Music Television is premiering a new Michael Jackson special. "Michael Jackson Changes HIStory" debuts Friday, July 28 and will repeat on Wednesday, August 2 at 7:30 am, 11:00 am, 3:00 pm, 6:00 pm, and 9:30 pm (ET/PT). The special will include the world premiere of Jackson's latest video off the HIStory album, "You Are Not Alone."



XL

- HOOTIE & THE BLOWFISH**
Only Want To Be With You
- VANESSA WILLIAMS**
Colors Of The Wind
- SEAL**
Kiss From A Rose
- REMBRANDTS**
I'll Be There For You

- BRYAN ADAMS**
Have You Ever Really Loved A Woman
- MICHAEL JACKSON**
You Are Not Alone
- COLLECTIVE SOUL**
December
- DAVE MATTHEWS BAND**
What Would You Say?
- CHRIS ISAAK**
Somebody's Crying
- SELENA**
I Could Fall In Love
- BON JOVI**
This Ain't A Love Song
- SHERYL CROW**
Can't Cry Anymore
- HOOTIE & THE BLOWFISH**
Let Her Cry

ADDS/UPCOMINGS

- ADDED THIS WEEK**
- BRUCE HORNSBY**, *Walk In The Sun*
 - DEEP BLUE SOMETHING**, *Breakfast At Tiffany's*
 - MICHAEL JACKSON**, *You Are Not Alone*
 - R.E.M.**, *Crush With Eyeliner*
 - SELENA**, *I Could Fall In Love*

RAISES THE TEMPERATURE

This Sunday, August 6th, the channel presents a slew of hot videos during "Sex Appeal" hosted by Calvin Klein underwear model Michael Burgen. It will feature some of your favorite performers creating their own summer heat. What will Michael Burgen be wearing? That in itself is enough reason to tune in.



MARKET BREAKS

LAS VEGAS, NV **SELECTION #**

- #1 RAP: **Luniz**, *I Got 5 On It* 338
- #1 POP: **SF Spanish Fly**, *Crimson & Clover* 257
- #1 URBAN: **Jodeci**, *Freek 'n You* 441
- #1 ROCK/ALT: **Weezer**, *Say It Ain't So* 212

- #1 POP: **TLC**, *Waterfalls* 25
- #1 URBAN: **Montell Jordan**, *This Is How We Do It* 261
- #1 ROCK/ALT: **Primus**, *Wynona's Big Brown Beaver* 322

#1 ROCK/ALT: **White Zombie**, *More Human Than Human*... 659

MARKET BREAKS

SPRINGFIELD, IL **SELECTION #**

- #1 RAP: **Bone Thugs-N-Harmony**, *1st Of The Month*... 440

MARKET BREAKS

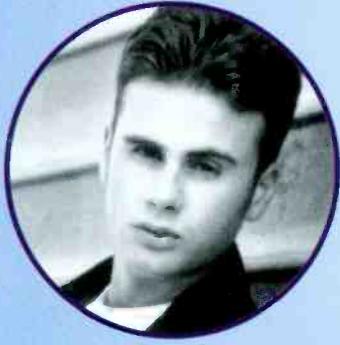
EUGENE, OR **SELECTION #**

- #1 RAP: **E-A Ski**, *Blast* 337
- #1 POP: **Skee-Lo**, *I Wish* 233
- #1 URBAN: **Boyz II Men**, *Water Runs Dry* 596

ADDS OUT OF THE BOX

SELECTION #

- Better Than Ezra**, *In The Blood* 564
- Besh**, *Come Down* 567
- Kracked M-Age**, *Party Over Here* 559
- Ned Young**, *Downtown* 55
- Silverchair**, *Tomorrow* 56
- Smooth**, *It's Summer Time* 561



JAMIE WALTERS

“Why”

On over 90 stations already!

15 new adds including:

KHKS WKBQ KPLZ WDJX WIFC KKRD WWCK
WAZY KISR KZIO WCIR WDJB WKPK WMRV
And More!

Major rotations include:

Y107 26 Plays WZJM 25 Plays WXKS 14 Plays KFRX 28 Plays
WFLY 19 Plays WKSE 19 Plays WFBC 18 Plays KBZR 15 Plays
WFHN 13 Plays WFLZ 10 Plays WGTZ 9 Plays WKSS 8 Plays
WPXY 8 Plays and many more!



BRANDY

“Brokenhearted”



A duet with Wanya Morris of Boyz II Men

Airplay 8/7

Early airplay includes:

KBXX 56 Plays WPGC 27 Plays KUBE Add
92Q 7 Plays KWIN 12 Plays



SHOW prep

PLAY IT! SAY IT!

by Paul Olshan



SOPHIE B. HAWKINS (COLUMBIA)

• The daughter of a Manhattan lawyer and a writer, Sophie B. Hawkins appropriately pursued her musical ambitions at both the Manhattan School of Music, where she concentrated on percussion, and in various New York Jazz/Rock clubs.

• She was virtually "discovered" at her coat-check job in 1991 and landed a recording contract after singing on several commercial jingles.

• Her 1992 debut album, *Tongues & Tails*, contained the memorable #5 single "Damn, I Wish I Was Your Lover."

• Hawkins' current release, *Whaler*, found her laying down vocals, keyboard and percussion tracks at home before finishing the short, two-month process in London with producer Stephen Lipson (Annie Lennox).

• The maturity of the lyrics on *Whaler* can be attributed to extremes in her life since *Tongues & Tails*, including an experience with death and her first successful romantic relationship.

• "As I Lay Me Down" continues to climb the *Network 40* PPW chart and garner adds after almost seven months.



SHERYL CROW (A&M)

• Sheryl Crow grew up in rural Missouri where she played the piano and organ prior to picking up a guitar and playing in a myriad of Rock bands.

• She also paid dues as a backup singer, the highlight being singing backup on Michael Jackson's *Bad* tour.

• Her storytelling style of writing reflects everyday people in down-and-out situations, although Crow insists the songs don't necessarily reflect on personal experience.

• In the past year and a half, Sheryl Crow has stepped out of her previous guise as a songwriting collaborator with artists such as Eric Clapton and Wynonna Judd and into the limelight with her album *Tuesday Night Music Club*.

• The album title stems from a group of musicians—David Baerwald, David Ricketts, Kevin Gilbert and Brian McLeod—whose beer-influenced jam sessions begat much of the album.

• Earlier this year, Crow won a Grammy for Best New Artist and Record of the Year for "All I Wanna Do."

• The fourth single from *Tuesday Night Music Club*, "Can't Cry Anymore," has followed its predecessors into the *Network 40* top 20 PPW chart.

TRIVIA

by Mel St. Velour, Jr.

Word Of The Week: "mephitis." Definition below.

◆◆◆

Did'ja know...the average pair of feet will sweat about a half-pint of perspiration a day? In that light, it's amazing most grooms suffer from podiatric frostbite on their wedding days.

◆◆◆

Did'ja *also* know...snails take a half-day to mate? Don't believe it? When's the last—or first—time you've heard a female snail complain about her sex life?

◆◆◆

Brainteaser: What's the item most choked on by Americans?

◆◆◆

"Gymnasium" comes from the Greek word, "gymnos," which means "naked." That's 'cuz Greek athletes used to practice in the buff. Don't even think about asking how they trained for the pole vault.

◆◆◆

No, "mephitis" is *not* what Mike Tyson says he does for a living.

◆◆◆

When people build statues of heroes on horseback, the horse's position signifies how the hero died. A statue in which the horse has two hooves in the air means the hero died in battle. With one hoof raised, he or she died of battle wounds. If all four hooves are on the ground, the hero died of natural causes. Last and certainly least, if all four hooves are *off* the ground, the hero died in a tragic merry-go-round accident.

◆◆◆

This is why they define "trivia" as useless information: Garlic can preserve unrefrigerated camel meat. What's more, it goes quite well with tea. Then you can ask, "One hump or two?"

◆◆◆

The odds of becoming a millionaire in the U.S. are 423-1. If you're well-built and have a good lawyer, those odds drop to even money.

◆◆◆

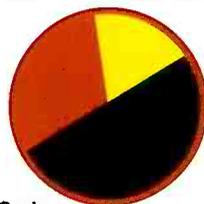
Gag Me With A...Since most Americans have yet to see *Free Willy 2*, the item they most often gag on are toothpicks.

◆◆◆

American naval hero John Paul Jones wound up his career in the Russian Navy. It was there he apparently learned to play bass before joining Led Zeppelin.

◆◆◆

"Mephitis"—n.: a foul exhalation from the earth. See the Republican National Convention.



Percentage of PDs who...

■ ... are getting sick and tired of all the heavy rumors about major label executive moves.

■ ... are getting sick and tired of all the heavy rumors about radio group acquisitions and personnel changes.

■ ... are getting sick and tired of not being mentioned in any of the heavy rumors.

RIMSHOTS

by Ann Phibbienne

Not "Eastern Daylight Time:" Just-completed tests show traces for EDT in this column. We admit it: Det. Mark Fuhrman planted this joke.

◆◆◆

A Tampa doctor who gained notoriety when he amputated the wrong foot of a patient was suspended indefinitely for amputating another patient's toe without consent.

The doc claimed that the toe fell off, but he didn't want to go off on a limb.

◆◆◆

An alligator-wrestling show at the Monroe, WI County Fair elicited protests from animal rights groups. They complained that it violates a state law banning for-profit animal-human fights.

Lawyers for Mike Tyson are appealing the law.

◆◆◆

Universal has re-edited an episode of its upcoming new series for CBS, *American Gothic*. In a scene where a character whacks his daughter over the head with a shovel, edited out are the actual blow and the sound of the impact. The producer says he's "very sensitive to the violence issue" and that all he wants is to demonstrate that the character is an "evil man."

Now the character will force his daughter to watch a *Facts Of Life* marathon.

◆◆◆

Dorothy McHugh, who became famous for wailing on a TV ad, "I've fallen and I can't get up," died at the age of 87.

She fell into a coma and she didn't wake up.

◆◆◆

Charlie Sheen admitted in videotaped testimony that he hired Heidi Fleiss prostitutes at least 27 times in the past year, which ended up costing him over \$53,000. He paid \$2,000 for one to "work" on Christmas Day.

Talk about your stocking stuffers...

◆◆◆

Myrtle Beach, SC city officials claim that their yellow tap water is safe to drink, although it can stain laundry.

Gee, and people wondered why Sparklet's and Clorox were major contributors to their campaigns...

◆◆◆

A Louisiana jailhouse cook and two kitchen helpers may face criminal charges for brewing booze out of apricots and yeast. The liquor was discovered after Detention Center officials noticed the inmates "acting real funny."

However, the defense responds that "acting funny" is not enough for a conviction; the state will need more proof.

◆◆◆

Springfield, MO officials are baffled by the high incidence of indecent exposure cases. Since April, 30 men have been booked for the offense.

Why the surprise? It is, after all, the "Show Me" state.

◆◆◆

AMC movie theatres are introducing "love seats;" retractable armrests allow couples to cuddle during the movie.

They also come in a variety of colors, in smooth upholstery or ribbed. Manufacturers experimented with lubricated seats, but people kept slipping off onto the floor.

◆◆◆

Word has it that Kevin Costner has gone to incredible lengths to build up mega-publicity for his \$170 million extravaganza *Waterworld*. The publicity-shy star has been going on loads of talk shows to hype the film.

But driving down Sunset Blvd. with \$60 in his pocket...



Vybe

New Single and Video

warm summer daze

From the Album *Vybe*

©1995 island records, inc



BDS OVER 450 SPINS!
NETWORK OVER 800 SPINS!



AIRPLAY INCLUDES:

92Q ADD
 KUBE 36 PLAYS
 Z90 22 PLAYS
 WHJX 24 PLAYS

KYLD ADD
 KQKS 15 PLAYS
 KZFM 35 PLAYS
 WJJS 16 PLAYS

KZII ADD
 WZPL 25 PLAYS
 KWIN 49 PLAYS
 WWKX 14 PLAYS

KZHT 39 PLAYS
 KMEL 14 PLAYS
 KLUC 44 PLAYS
 AND MANY MORE!

WHHH 36 PLAYS
 WJMN 35 PLAYS
 WOVV 25 PLAYS

MOST REQUESTED



WHTZ NEW YORK, FREDDY VETTER

1. Alanis Morissette, You Outta
2. Green Day, J.A.R.
3. Bon Jovi, This Ain't A Love
4. Sponge, Molly
5. Weezer, Say It Ain't So



KPWR LOS ANGELES, BIG BOY

1. Bone Thugs-N-Harmony, 1st Of Tha
2. Mack 10, Foe Life
3. Dove Shack, Summertime In
4. TLC, Waterfalls
5. Selena, I Could Fall In Love



WJMN BOSTON, RALPHE MARINO

1. MoKenStef, He's Mine
2. Shaggy, Boombastic
3. Notorious B.I.G., One More
4. Naughty By Nature, Feed Me Flow
5. TLC, Waterfalls



WIOQ PHILADELPHIA, CHLO

1. TLC, Waterfalls
2. Stevie B., Dream About You
3. Soul For Real, Every Little Thing
4. Montell Jordan, This Is How We
5. Selena, I Could Fall In Love
6. Monica, Don't Take It Personal
7. Boyz II Men, Water Runs Dry
8. Seal, Kiss From A Rose

MOST REQUESTED USA

1. TLC / Waterfalls
2. Seal / Kiss From A Rose
3. All-4-One / I Can Love You Like That
4. The Rembrandts / I'll Be There For You
5. Soul Asylum / Misery
6. Montell Jordan / This Is How We Do It
7. Monica / Don't Take It Personal
8. Soul For Real / Every Little Thing I Do
9. U2 / Hold Me, Thrill Me, Kiss Me, Kill Me
10. Better Than Ezra / Good



KRQQ TUCSON, RYNO

1. TLC, Waterfalls
2. Better Than Ezra, Good
3. Real McCoy, Come And Get Your
4. Collective Soul, December
5. Montell Jordan, This Is How We
6. Boyz II Men, Water Runs Dry
7. Nicki French, Total Eclipse Of
8. Dave Matthews Band, What Would



WKRC CINCINNATI, RACE TAYLOR

1. U2, Hold Me, Thrill Me,
2. Blessid Union Of Souls, I Believe
3. Sheryl Crow, Can't Cry Anymore
4. TLC, Waterfalls
5. The Rembrandts, I'll Be There



WGRG BINGHAMTON, WESTY

1. TLC, Waterfalls
2. Real McCoy, Come And Get Your
3. Bon Jovi, This Ain't A Love
4. Sheryl Crow, Can't Cry Anymore
5. Selena, I Could Fall In Love
6. Sponge, Molly
7. Chris Isaak, Somebody's Crying
8. Soul For Real, Every Little Thing



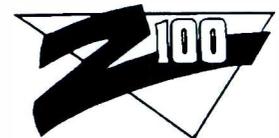
WHYI MIAMI, JADE ALEXANDER

1. Seal, Kiss From A Rose
2. TLC, Waterfalls
3. The Rembrandts, I'll Be There
4. Real McCoy, Come And Get Your
5. Selena, I Could Fall In Love



WILI HARTFORD, JOE DADDY-O

1. Alanis Morissette, You Outta
2. All-4-One, I Can Love You
3. Deep Blue Something, Breakfast
4. Shaggy, Boombastic
5. TLC, Waterfalls
6. Hootie & The Blowfish, Only Wanna



KKRZ PORTLAND, SCOTT LAUNDER

1. TLC, Waterfalls
2. Montell Jordan, This Is How We
3. Seal, Kiss From A Rose
4. Monica, Don't Take It Personal
5. The Rembrandts, I'll Be There



WDCG RALEIGH, DINO

1. Alanis Morissette, You Outta
2. Seal, Kiss From A Rose
3. Del Amitri, Roll To Me
4. Natalie Merchant, Carnival
5. TLC, Waterfalls
6. Collective Soul, December
7. Green Day, J.A.R.
8. Better Than Ezra, Good
9. All-4-One, I Can Love You
10. Hootie & The Blowfish, Only Wanna



WBZZ PITTSBURGH, JUST PLAIN JOHNSON

1. TLC, Waterfalls
2. Montell Jordan, This Is How We
3. Seal, Kiss From A Rose
4. Soul Asylum, Misery
5. All-4-One, I Can Love You

New Major Airplay:
B94 Pittsburgh
KC101 New Haven
WTIC Hartford
KPLZ Seattle
WBT Charlotte

SOPHIE B. HAWKINS



“AS I LAY ME DOWN”

WMXQ, Birmingham:
“Sophie B. Hawkins is a hit with 18–34 females. #1 in our latest Mediabase Music Research, 75% positive, 78% familiar, less than 5% burn. Rotations will increase this week.”
—Jeff Tyson, 30 Spins, #9 Most Played

Zapoleon Media Strategies:
“Simply put: Sleeper hit of the year. Top five call-out.”
—Guy Zapoleon

KALC, Denver:
“Thanks to Columbia for sticking with a major hit. Great call-out! Great song!”
—Jim Lawson, PD

XL106, Orlando:
“A real pop hit. Consistent Top 10 requests.”
—Adam Cook, PD

WPLJ, New York City:
“The level of success at the stations we look at made us really notice Sophie B. Hawkins. Aside from that, when my wife called the first time we played the song on WPLJ, I knew there was something going on.”
—Mike Preston, APD/MD
23 Spins, #10 Most Played

Q95, Detroit:
“Add it! Believe in it! Five weeks and growing. Phones and call-out are hot.”
—Tom O’Brien, 22 Spins, #10 Most Played

WABB, Mobile:
“Already getting phones! In great shape for a long run here.”
—Cruze, PD

30*–27* Top 40 Mainstream Monitor 26*–16* Top 40 Adult Monitor



Custom!

Over 2,000 BDS Hot 100 Spins New CD-Pro Mixes Ship This Week
40% Increase In Album Sales This Week 50% Increase In Single Sales This Week

Thirty weeks and counting....

COLUMBIA

MOST REQUESTED



KZFM CORPUS CHRISTI, DINO

1. MoKenStef, He's Mine
2. Xscape, Feels So Good
3. MN8, I've Got A Little Something
4. Smooth, Mind Blowin'
5. Vybe, Warm Summer Daze
6. Jon B, Pretty Girl
7. Shaggy, Boombastic
8. Naughty By Nature, Feel Me Flow



WSNX GRAND RAPIDS, KETH CURRY

1. TLC, Waterfalls
2. Monica, Don't Take It Personal
3. Montell Jordan, This Is How We
4. Seal, Kiss From A Rose
5. All-4-One, I Can Love You



WIXX GREEN BAY, STEVE LOUZIS

1. TLC, Waterfalls
2. All-4-One, I Can Love You
3. Montell Jordan, This Is How We
4. Seal, Kiss From A Rose
5. The Rembrandts, I'll Be There
6. Boyz II Men, Water Runs Dry
7. Soul Asylum, Misery
8. Bryan Adams, Have You Ever
9. Sophie B. Hawkins, As I Lay Me

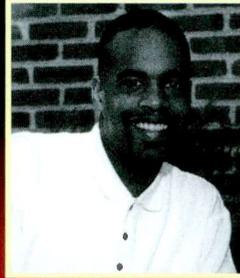


WXLK ROANOKE, RICH E. CUNNINGHAM

1. Seal, Kiss From A Rose
2. TLC, Waterfalls
3. All-4-One, I Can Love You
4. Green Day, J.A.R.
5. Scatman John, Scatman

NIGHT PERSON OF THE WEEK

CLE WQMZ Charlottesville



1. Shaggy / Boombastic
2. Skee-Lo / I Wish
3. TLC / Waterfalls
4. The Rembrandts / I'll Be There For You
5. All-4-One / I Can Love You Like That



KJYO OKLAHOMA CITY, DYLAN

1. Skee-Lo, I Wish
2. TLC, Waterfalls
3. Sophie B. Hawkins, As I Lay Me
4. Montell Jordan, This Is How We
5. Madonna, Human Nature
6. The Rembrandts, I'll Be There
7. All-4-One, I Can Love You
8. Collective Soul, December



KZIO DULUTH, MICHAEL WILD

1. TLC, Waterfalls
2. All-4-One, I Can Love You
3. Seal, Kiss From A Rose
4. Boyz II Men, Water Runs Dry
5. Fun Factory, I Wanna B With U
6. Soul Asylum, Misery
7. The Rembrandts, I'll Be There
8. Live, Lightning Crashes
9. Vanessa Williams, Colors Of The



WLAN LANCASTER, DANA DANA

1. TLC, Waterfalls
2. Better Than Ezra, Good
3. Real McCoy, Come And Get Your
4. Rusted Root, Send Me On My
5. Natalie Merchant, Carnival



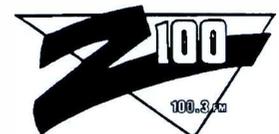
WCIL CARBONDALE, ANDREW ZEPEDA

1. Better Than Ezra, Good
2. Seal, Kiss From A Rose
3. U2, Hold Me, Thrill Me,
4. Del Amitri, Roll To Me
5. Madonna, Human Nature



KCDD ABILENE, DOWNTOWN STEVE BROWN

1. TLC, Waterfalls
2. Madonna, Human Nature
3. Selena, I Could Fall In Love
4. U2, Hold Me, Thrill Me,
5. Soul For Real, Every Little Thing



KLRZ NEW ORLEANS, PSYCHOTIC SNAKE MAN

1. Tia, Slip N' Slide
2. TLC, Waterfalls
3. Everything But The Girl, Missing
4. Live, Lightning Crashes
5. Montell Jordan, This Is How We
6. All-4-One, I Can Love You
7. Boyz II Men, Water Runs Dry
8. U2, Hold Me, Thrill Me,

chocolate
got milk?

First Sip Coming Aug 8...



MOST REQUESTED

HITS 106 KQKY FM 105.9

KQKY KEARNEY, THE FERG

1. TLC, Waterfalls
2. Seal, Kiss From A Rose
3. Max-A-Million, Take Your Time
4. Montell Jordan, This Is How We
5. Scatman John, Scatman
6. All-4-One, I Can Love You
7. Dave Matthews, Ants Marching
8. Bon Jovi, This Ain't A Love
9. Fun Factory, I Wanna B With U

Y-105 today's best music

WZNY AUGUSTA, JOE STEEL

1. Alanis Morrissette, You Outta
2. Seal, Kiss From A Rose
3. TLC, Waterfalls
4. Dave Matthews, Ants Marching
5. Del Amitri, Roll To Me
6. Brownstone, I Can't Tell You Why
7. Sheryl Crow, Can't Cry Anymore
8. Sponge, Molly

B104

WAEB ALLENTOWN, JOE FRIDAY

1. Montell Jordan, This Is How We
2. TLC, Waterfalls
3. Monica, Don't Take It Personal
4. Soul For Real, Every Little Thing
5. Seal, Kiss From A Rose

Z93 KQIZ 93.1 FM

KQIZ AMARILLO, SCOTTY D.

1. All-4-One, I Can Love You
2. Shaggy, Boombastic
3. Better Than Ezra, Good
4. TLC, Waterfalls
5. U2, Hold Me, Thrill Me,
6. Gillette, You're A Dog
7. The Rembrandts, I'll Be There

BREAK OUT

ARTIST OF THE WEEK



MONICA

"Don't Take It Personal"

WTWR	Toledo	#1
WDJB	Fort Wayne	#1
WSNX	Grand Rapids	#2
WAEB	Allentown	#3
WZOQ	Lima	#4

WJMX 103.3 FM

WJMX FLORENCE, CJ MCKAY

1. Hootie & The Blowfish, Only Wanna
2. Seal, Kiss From A Rose
3. Soul Asylum, Misery
4. U2, Hold Me, Thrill Me,
5. Del Amitri, Roll To Me
6. Sheryl Crow, Can't Cry Anymore
7. Weezer, Say It Ain't So
8. the cranberries, Ridiculous Thoughts
9. Sponge, Molly

94.5 KSMB

KSMB LAFAYETTE, BUBBA BOURDEAUX

1. Better Than Ezra, Good
2. Seal, Kiss From A Rose
3. Del Amitri, Roll To Me
4. Weezer, Say It Ain't So
5. U2, Hold Me, Thrill Me,
6. Scatman John, Scatman
7. Sponge, Molly
8. Nine Inch Nails, Hurt

Z103.3 KFTZ

KFTZ IDAHO FALLS, EVIL BJ BRETZ

1. The Rembrandts, I'll Be There
2. TLC, Waterfalls
3. Seal, Kiss From A Rose
4. U2, Hold Me, Thrill Me,
5. Soul Asylum, Misery

Z104 TODAY'S BEST MUSIC

WVNZ NORFOLK, PAUL MCCOY

1. TLC, Waterfalls
2. Soul For Real, Every Little Thing
3. Shaggy, Boombastic
4. All-4-One, I Can Love You
5. Seal, Kiss From A Rose
6. MoKenStef, He's Mine
7. Madonna, Human Nature
8. Montell Jordan, This Is How We
9. The Rembrandts, I'll Be There

98.5 KRZ

WKRZ FM WILKES-BARRE, TAZ

1. Seal, Kiss From A Rose
2. TLC, Waterfalls
3. Better Than Ezra, Good
4. All-4-One, I Can Love You
5. Soul Asylum, Misery
6. Real McCoy, Come And Get Your
7. Bon Jovi, This Ain't A Love
8. Blues Traveler, Run-Around
9. U2, Hold Me, Thrill Me,

107 FM Your Music Radio KFFM

KFFM YAKIMA, JERRY KELLY

1. TLC, Waterfalls
2. Selena, I Could Fall In Love
3. Soul For Real, Every Little Thing
4. MoKenStef, He's Mine
5. Fun Factory, I Wanna B With U
6. Skee-Lo, I Wish
7. Seal, Kiss From A Rose
8. Faith, You Used To Love Me
9. Shaggy, Boombastic

MIX 107.3

KISX TYLER, ERIC SCOTT

1. Seal, Kiss From A Rose
2. TLC, Waterfalls
3. Deep Blue Something, Breakfast
4. Soul Asylum, Misery
5. U2, Hold Me, Thrill Me,

The all-hit 104.7fm FOX

WWFX BANGOR, ZAK IVES

1. TLC, Waterfalls
2. Seal, Kiss From A Rose
3. Alanis Morrissette, You Outta
4. Live, All Over You
5. Van Halen, Not Enough

Star 93.1

WWST KNOXVILLE, TODDZILLA

1. TLC, Waterfalls
2. The Rembrandts, I'll Be There
3. All-4-One, I Can Love You
4. Alison Krauss, When You Say
5. Montell Jordan, This Is How We

Rusted Root

"Send Me On My Way"

From The CD "From When I Woke"

Added This Week:

KDUK WWXM WAYV KCPI

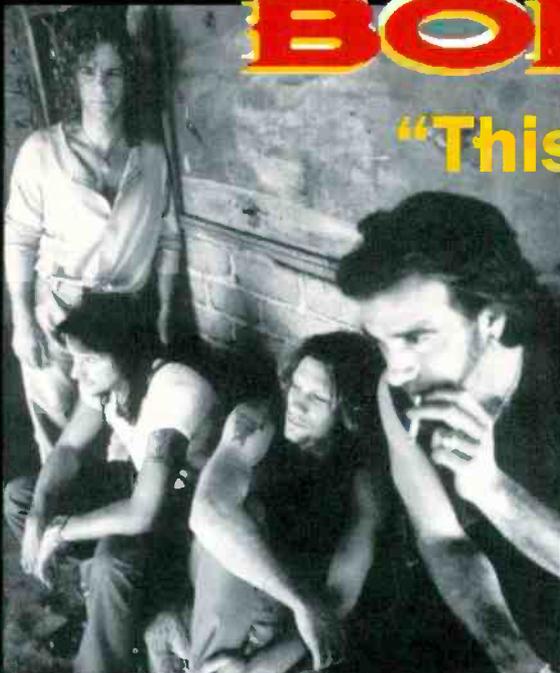
Big Spins Including:

WIFC 37 Plays	WJET 35 Plays	WOMP 35 Plays	WHOB 33 Plays
WLAN 31 Plays	WRQK 30 Plays	WCIL 28 Plays	KQIX 26 Plays
KYYY 24 Plays	WPRO 23 Plays	WPRR 23 Plays	WDJB 20 Plays
WBHT 19 Plays	KBIU 19 Plays	WDDJ 19 Plays	WOSC 19 Plays
KBZR 18 Plays	WWCK 18 Plays	KFRX 18 Plays	WVSR 17 Plays
KLYV 17 Plays	WKDY 17 Plays	KMXV 17 Plays	WFLY 16 Plays
WZEE 16 Plays	KTRS 16 Plays	WEZB 15 Plays	WNNK 15 Plays
KHTY 15 Plays	KQCR 15 Plays		



BON JOVI

"This Ain't No Love Song"



NETWORK Moves 9-7*

Already On Over

196 Stations Including:

WZPL 30 Plays	WKDD 23 Plays	KISR 67 Plays	KQHT 50 Plays
WMTX 12 Plays	WFLZ 11 Plays	WTWR 46 Plays	KROC 45 Plays
KWMX 8 Plays	WXKB 7 Plays	WAOA 44 Plays	WZJM 41 Plays
		WHTZ 40 Plays	WFBC 40 Plays
		WSNX 37 Plays	WPRR 34 Plays
		WPRO 32 Plays	WPST 32 Plays
		WHYI 31 Plays	KJYO 31 Plays
		WPLJ 23 Plays	WKRQ 12 Plays
		KUTQ 8 Plays	WKSE 8 Plays
		WAPE 5 Plays	



MOST REQUESTED



KIXY SAN ANGELO, KATO

1. Selena, I Could Fall In Love
2. Live, Lightning Crashes
3. TLC, Waterfalls
4. Collective Soul, December
5. Gillette, Mr. Personality



WDJB FORT WAYNE, HUMMER

1. Monica, Don't Take It Personal
2. Soul For Real, Every Little Thing
3. TLC, Waterfalls
4. Madonna, Human Nature
5. Scatman John, Scatman



KSIQ IMPERIAL VALLEY, RINA DAZ

1. MoKenStef, He's Mine
2. Seal, Kiss From A Rose
3. All-4-One, I Can Love You
4. Mighty Dub Kats, Magic Carpet
5. Jodeci, Freak'n You



KIXL GRAND FORKS, TREVOR D.

1. TLC, Waterfalls
2. Seal, Kiss From A Rose
3. Roula, Lick It
4. Stevie B., Dream About You
5. Soul Asylum, Misery



WOMP FM WHEELING, CHRIS MICHAELS

1. Hootie & The Blowfish, Only Wanna
2. Seal, Kiss From A Rose
3. Rusted Root, Send Me On My
4. A House, The Strong & The Silent
5. Sheryl Crow, Can't Cry Anymore

BUZZ RECORDS

1. Soul For Real / Every Little Thing I Do
2. Seal / Kiss From A Rose
3. Natalie Merchant / Carnival
4. Deep Blue Something / Breakfast At Tiffanys
5. Selena / I Could Fall In Love



KWTX WACO, FLYN' BRIAN

1. Seal, Kiss From A Rose
2. MoKenStef, He's Mine
3. TLC, Waterfalls
4. Gillette, You're A Dog
5. Sponge, Molly



WSBG STROUDSBURG, CHAZ

1. Real McCoy, Come And Get Your
2. TLC, Waterfalls
3. Deep Blue Something, Breakfast
4. All-4-One, I Can Love You
5. Seal, Kiss From A Rose



WZOQ LIMA, JoJo

1. TLC, Waterfalls
2. Dr. Dre, Keep Their Heads
3. Soul For Real, Every Little Thing
4. Monica, Don't Take It Personal
5. All-4-One, I Can Love You
6. Dis 'N' Dat, Freak Me
7. Nicki French, Total Eclipse Of
8. Soul Asylum, Misery



KMVR LAS CRUCES, BOBBY CORONA

1. Selena, I Could Fall In Love
2. Shaggy, Boombastic
3. TLC, Waterfalls
4. All-4-One, I Can Love You
5. Madonna, Human Nature
6. Fun Factory, I Wanna B With U
7. Soul Asylum, Misery
8. MoKenStef, He's Mine
9. Montell Jordan, Somethin' 4 Da



WMME AUGUSTA, JAY KRAMER

1. TLC, Waterfalls
2. The Rembrandts, I'll Be There
3. Seal, Kiss From A Rose
4. Live, All Over You
5. Alanis Morissette, You Outta



WXYK GULFPORT/BILOXI, RON ST. JOHN

1. Weezer, Say It Ain't So
2. TLC, Waterfalls
3. Soul Asylum, Misery
4. Alanis Morissette, You Outta
5. Seal, Kiss From A Rose



WKHQ TRAVERSE CITY, RON PRITCHARD

1. TLC, Waterfalls
2. Firehouse, I Live My Life
3. Live, Lightning Crashes
4. Nicki French, Total Eclipse Of
5. All-4-One, I Can Love You



WBHT WILKES-BARRE, BILLY HAMMOND

1. TLC, Waterfalls
2. White Zombi, More Human Than
3. Madonna, Human Nature
4. Green Day, J.A.R.
5. Skee-Lo, I Wish



WYCR YORK, CAPTAIN CONNERS

1. TLC, Waterfalls
2. The Rembrandts, I'll Be There
3. Real McCoy, Come And Get Your
4. Sophie B. Hawkins, As I Lay Me
5. Fun Factory, I Wanna B With U



WXMK BRUNSWICK, JAY MILLER

1. TLC, Waterfalls
2. Soul Asylum, Misery
3. Seal, Kiss From A Rose
4. Real McCoy, Come And Get Your
5. Fun Factory, I Wanna B With U



WTWR TOLEDO, CINDY BLAKE

1. Monica, Don't Take It Personal
2. Hootie & The Blowfish, Only Wanna
3. Better Than Ezra, Good
4. Seal, Kiss From A Rose
5. Fun Factory, I Wanna B With U



celesta

i could fall in love

BILLBOARD LP DEBUTS #1*
ONE OF THE FASTEST SELLING LPs IN HISTORY!

BDS MONITOR CHART D-29*

CROSSOVER CHART 10th-6*

NEW ADDS INCLUDE:

B96	WKSS	WPXY	WJMN	WHOT	KHTT
WSTW	WLAN	WA1A	And Many More!		

1
VH
MUSIC FIRST
LARGE!

EMI Records
EMI
SERVING THE MUSIC

Produced and written by Keith Thomas for Yellow Elephant Music, Inc.



© 1995 EMI Latin and EMI Records

the PICTURE page™



▲ WEENIES ROASTING

Elektra Dir. Nat. Promo. Mike Whited, KROQ Los Angeles APD Gene Sandbloom and Pat Gillen impersonator get some sun in their eyes at KROQ's Weenie Roast.



▲ REAL PLATINUM

The whole Arista gang turned out to celebrate Real McCoy's Platinum status. (l-r): Arista Exec. VP & GM Roy Lott, Sr. VP Rick Bisceglia, Sr. VP Prod./Mfg. Milton Sincoff, RM's Vanessa, VP A&R East Coast Richard Sweret, RM's O'Jay, President Clive Davis, RM's Patsy, Mgr. David Brunner, VP Prod. Mgmt. Tom Ennis, Sr. VP Sales Jim Urie, Sr. VP Mktg. Dick Wingate and VP Creative Serv. Ken Levy.



▲ FREEDY CHECKS IN

"You want me to do *what* in the cup?" Freedy Johnston asks incredulously regarding participating in a typically wacky 'NCI promotion. (l-r): WNCI Columbus MD Dan Bowen, Elektra artist Freedy Johnston and PD Dave Robbins.



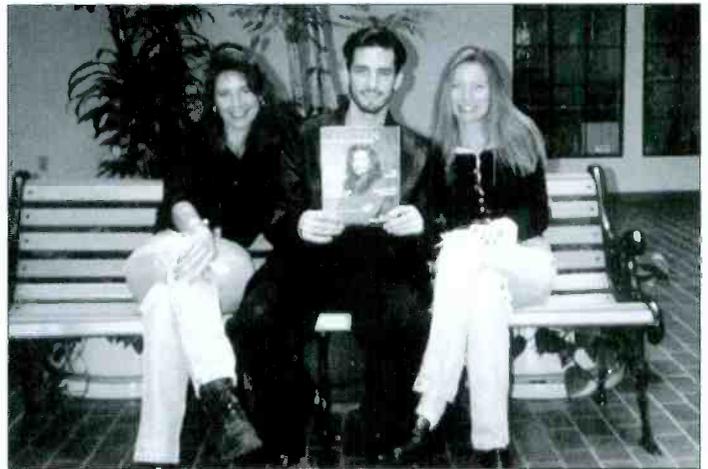
▲ IT'S COLE IN MILWAUKEE

(l-r): Island Rep. Laura Hinson, WKTI Milwaukee PD Danny Clayton, Island artist Jude Cole, WKTI MD/Prod. Dir. Leonard Peace and APD John Reynolds huddle up before their intra-squad football game.



▲ OPEN WIDE

Artist Robyn Hitchcock attempts to put his entire guitar into his mouth while KREV Minneapolis jock Thorn watches in amazement.



▲ BENCH-WARMERS

Seen waiting for the bus to Lastnameville are (l-r): *Network 40's* Leah B., Yab Yum/Sony 550 artist Jon B. (no initial relation) and *Network 40's* Kristen G.

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

Growing Hotter On Over 60 Top 40s Including:

KKFR Phoenix	#8 46 Plays
WPRO Providence	#25 23 Plays
WFHN Providence	#36 18 Plays
KKLO San Diego	#41 9 Plays
WZJM Cleveland	#34 17 Plays
WKSE Buffalo	#24 24 Plays
WFLY Albany	#29 19 Plays
WNTQ Syracuse	#40 14 Plays
KLRZ New Orleans	#36 16 Plays
WLAN Lancaster	#31 14 Plays
WNNK Harrisburg	#13 24 Plays
WWCK Flint	#32 20 Plays
WDDJ Paducah	#11 22 Plays
WTWR Toledo	#21 18 Plays
WFME Baton Rouge	#38 12 Plays
KKMG Colorado Springs	#45 12 Plays
KZHT Salt Lake City	NEW!
KJYO Oklahoma City	NEW!
Y100 Miami	NEW!
WGTZ Dayton	NEW!
KBZR Phoenix	NEW!
WKBQ St. Louis	NEW!

Single In Stores Now!

Album In Stores August 22!

Hey Crossover Radio!

New "Spanglish" Mixes On Your Desk Now!

The premiere
single and
video from the
forthcoming
debut **Only You.**

giovanni

girl in my eyes

Produced by Victor Calderone & Gene Lefosse

Co-produced by Giovanni Gonzalez

Management: Mark Shimmel Management



On Sire compact discs and audiocassettes

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A Time Warner Company.

the PICTURE TM page too



▲ HISTORY TIME

Attending the listening preview for Michael Jackson's *HIStory* album are (l-r): Sony 550 Pres. Polly Anthony, Epic Records Group Chair. David Glew, Epic Dir. of Marketing Frank Ceraolo and producers/remixers Tony Moran, Ronnie Ventura and David Morales.



▲ THE GANG'S ALL THERE

(l-r sort of): KNNC Austin MD Mike Peer, KHKS Dallas MD Ed Lambert, Columbia Dir. Pop Promo. Lee Leipsner, Virgin SW Rep. Mike Easterlin, KWTX Waco PD Tom Martens, KJYO Oklahoma City APD Ronnie Rocket, Columbia Rep. Ray Vaughn, The WORK Group Rep. John Gray, Sony 550 Rep. Mike Ring and KISX Tyler PD Michael Storm hold a silent prayer vigil for the poor lost soul who'll pick up this tab.



▲ WITH HONORS

The Women's Action Alliance recently honored ERG Exec. VP/GM Terri Santisi, shown talking with Shirese Johnsen, a member of the group.



▲ HEADS UP

WMTX Tampa Operations Director Mason Dixon (horizontal) feels like someone is watching him, but (l-r): Mercury artist Martin Page, WMTX MD Rico Blanco and Mercury VP Promo. Steve Ellis convince him that he's just getting carried away.



▲ RUFFED UP

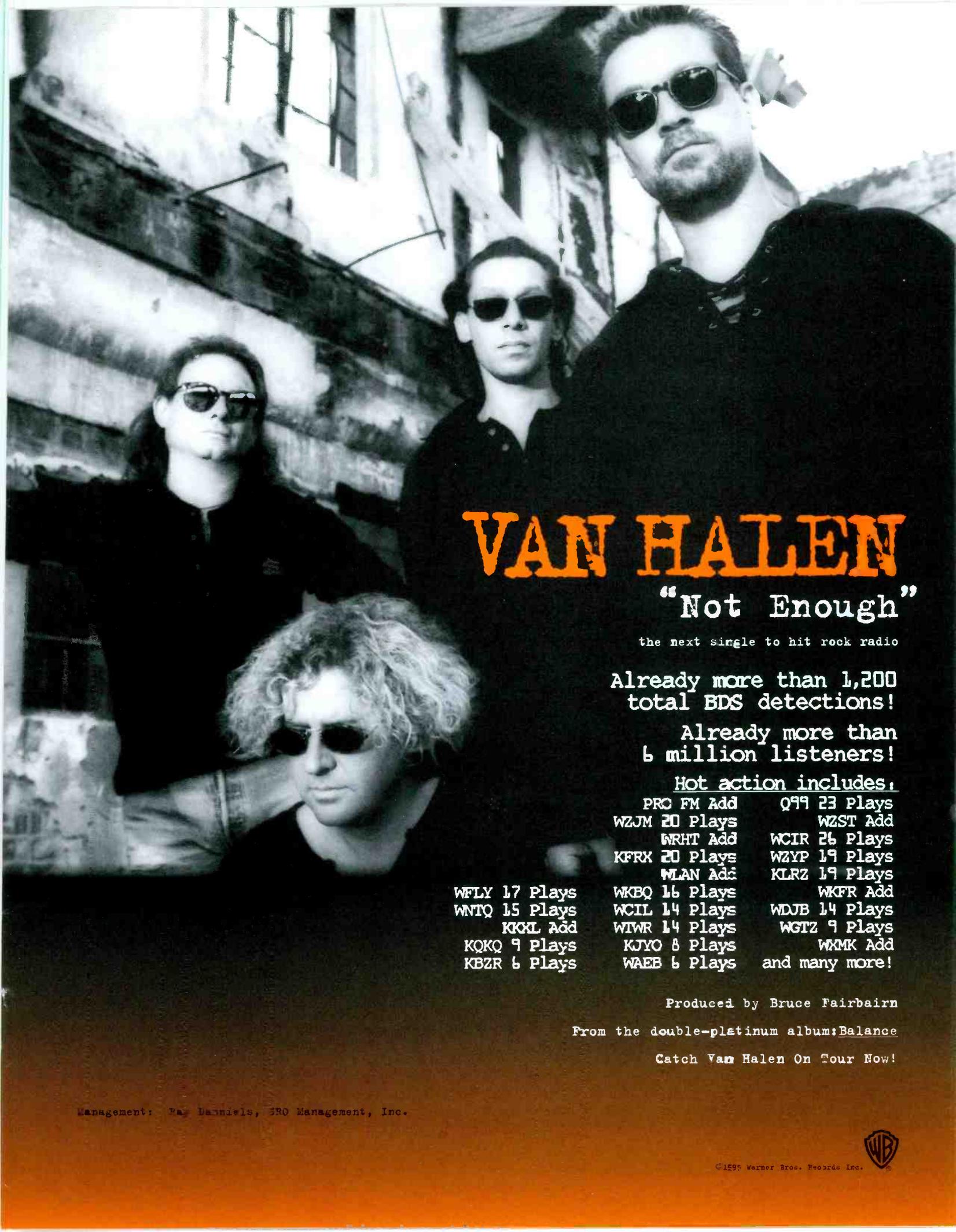
The mosh pit at Qwest artist Ruffnex' LA show included some heavy hitters...(l-r, back): Mgr. Bruce Henderson, Qwest Pres. Jim Swindel, Ruffnex Bigga Reid, Qwest VP Promo. Ritch Bloom, WB Nat. Dir. Promo. Greg Lee, Qwest VP A&R Mike Stradford. (l-r, front): WB Sr. VP Promo. Sr. Dir. A&R Hugo Burnham, Ruffnex' Mickey Burke, Berym D., Poppa Weely and Supé.



▲ BUJU DU JOUR

Buju Banton (in bandana) was joined by (l-r): Loose Cannon Pres. Lisa Cortes, Island VP R&B Promo. Ronnie Johnson, Dir. Crossover Promo. Marthe Reynolds, VP Promo. Joe Riccitelli and VP Promo. Sky Daniels after a recent New York performance.

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



VAN HALEN

"Not Enough"

the next single to hit rock radio

Already more than 1,200 total BDS detections!

Already more than 6 million listeners!

Hot action includes:

PRO FM Add	Q99 23 Plays
WZJM 20 Plays	WZST Add
WRHT Add	WCIR 26 Plays
KFRX 20 Plays	WZYP 19 Plays
WLAN Add	KLRZ 19 Plays
WFLY 17 Plays	WKFR Add
WNTQ 15 Plays	WDJB 14 Plays
KTKL Add	WGTZ 9 Plays
KQKQ 9 Plays	WMMK Add
KBZR 6 Plays	and many more!
WKBQ 16 Plays	
WCIL 14 Plays	
WTWR 14 Plays	
KJYO 8 Plays	
WAEB 6 Plays	

Produced by Bruce Fairbairn

From the double-platinum album: Balance

Catch Van Halen On Tour Now!

Management: Pat Daniels, BRO Management, Inc.

Now PLAYING

MAJOR MARKETS

SELECTED MAJOR MARKET PPW REPORTS



KBXX, Houston (713) 623-2108 Rob Scarpio, Program Director Greg Head, Music Director

RANK	TR	ARTIST	TITLE
1	68	73	Notorious B.I.G.
2	68	69	Selena
3	55	69	TLC
4	67	68	Michael Jackson
5	52	68	Junior Mafia
6	70	68	Monica
7	60	64	Jon B
8	62	64	MoKenStef
9	0	62	Monica
10	72	61	Bone Thugs-N
11	0	56	Brandy
12	57	48	Naughty By Nature
13	51	43	Luniz
14	31	42	D'Angelo
15	18	41	Skee-Lo
16	31	38	Jon B
17	48	36	Jodeci
18	35	36	Shaggy
19	49	36	Xscape
20	39	35	Boyz II Men
21	35	34	Kut Kloze
22	9	32	Grand Puba
23	9	27	Mystica
24	31	20	E-40
25	15	19	2Pac
26	15	16	South Circle
27	18	15	After 7
28	0	15	Montell Jordan



WKBO, St. Louis (314) 644-1380 Michael St. John, Program Director Kenny Knight, Music Director

RANK	TR	ARTIST	TITLE
1	51	49	TLC
2	50	49	Blues Traveler
3	32	44	Collective Soul
4	45	41	All-4-One
5	49	36	The Rembrandts
6	32	34	Seal
7	38	33	Boyz II Men
8	33	33	Real McCoy
9	32	32	Soul Asylum
10	26	31	Bon Jovi
11	34	31	Paula Abdul
12	31	30	Montell Jordan
13	12	29	Hootie & The
14	18	24	Hootie & The
15	25	22	Adina Howard
16	0	21	Gin Blossoms
17	31	18	U2
18	20	18	Chris Isaak
19	12	17	Jon B
20	20	17	Martin Page
21	19	16	Van Halen
22	14	16	Better Than Ezra
23	27	14	Sheryl Crow
24	0	11	Del Amitri
25	17	10	Jann Arden
26	9	9	Elton John
27	8	8	Natalie Merchant
28	12	8	Sponge
29	8	8	Michael Jackson
30	9	7	Vanessa Williams
31	5	6	Dave Matthews
32	5	6	Blessid U. Of
33	7	5	Fun Factory
34	0	5	Dionne Farris



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

RANK	TR	ARTIST	TITLE
1	55	57	Blues Traveler
2	50	56	Seal
3	47	55	Dionne Farris
4	52	55	Hootie & The
5	54	52	Vanessa Williams
6	56	52	Boyz II Men
7	36	38	Bryan Adams
8	26	37	Jon B
9	44	37	Dave Matthews Band
10	37	36	All-4-One
11	32	35	Del Amitri
12	34	35	Bon Jovi
13	38	33	TLC
14	26	33	Sheryl Crow
15	25	29	Boyz II Men
16	17	27	Michael Jackson
17	23	26	Paula Abdul
18	42	24	The Rembrandts
19	21	21	Collective Soul
20	32	21	Toad The Wet
21	18	20	Real McCoy
22	18	18	Martin Page
23	28	18	Elton John
24	17	18	Toni Braxton
25	16	17	Chris Isaak
26	A	17	Take That
27	11	16	U2
28	12	16	Live
29	16	16	Soul Asylum
30	17	15	Selena
31	A	7	Dave Matthews

MIX 107.5 FM

Denver's Best Music Mix

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

RANK	TR	ARTIST	TITLE
1	45	45	Elton John
2	45	45	Bryan Adams
3	45	45	Seal
4	46	44	The Rembrandts
5	45	43	Vanessa Williams
6	45	40	Dionne Farris
7	34	35	Blessid U. Of Soul
8	32	35	Blues Traveler
9	34	34	Harry Connick, Jr.
10	34	34	Gin Blossoms
11	33	34	Amy Grant & V.
12	35	34	John Mellencamp
13	32	33	Bon Jovi
14	32	33	Annie Lennox
15	34	31	Melissa Etheridge
16	35	31	Martin Page
17	30	27	Bruce Hornsby
18	0	26	Sarah McLachlan
19	7	25	John Waite
20	31	25	Seal
21	21	24	Martin Page
22	34	24	Des'ree
23	22	22	Hootie & The
24	35	22	Eagles
25	9	21	Eagles
26	23	21	Hootie & The
27	18	20	Sophie B. Hawkins
28	20	19	Boyz II Men
29	19	11	Elton John
30	7	8	Bon Jovi
31	0	8	Hootie & The

First Sip Coming Aug 8...



Vanessa Williams

"COLORS OF THE WIND"

The debut single from the movie event of the summer.

Movie Now Open

A/C-Hot BDS
Increase Of 93
Spins To 2,416

Billboard A/C
Chart 3*

New Adds Include:

WHZZ

KSMB

KJNO

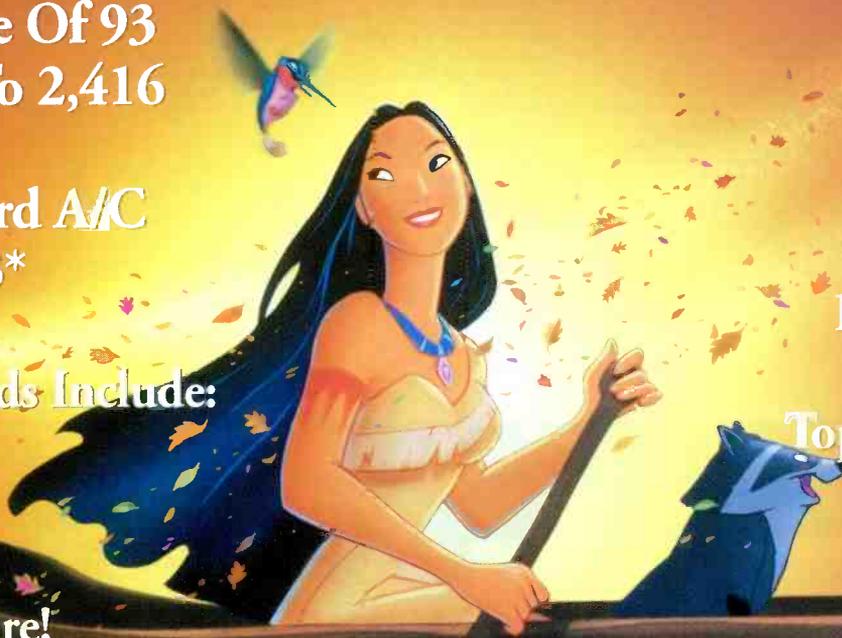
And More!

Top 40 BDS
1,512 To 1,667

Audience Reach
13,117,100

Billboard Hot 100 12*

Top 40 Monitor 27*-23*



From The Original Motion Picture Soundtrack Of Walt Disney Pictures

POCAHONTAS



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*Produced by Keith Thomas for Yellow Elephant Music, Inc.
Arranged by Robbie Buchanan and Keith Thomas.
Vanessa Williams appears courtesy of Mercury Records.*

Now PLAYING

MAJOR MARKETS

SELECTED MAJOR MARKET PPW REPORTS



WQHT, New York (212) 840-0097 Steve Smith, Program Director Tracy Cloberty, Music Director

RANK	TR	ARTIST	TITLE
1	44	Faith	"You Used To Love Me"
2	45	Monica	"Don't Take It Personal"
3	44	Junior Mafia	"Players Anthem"
4	45	Notorious B.I.G.	"One More Chance"
5	45	Mary J Blige	"I Love You"
6	43	Shaggy	"Boombastic"
7	34	Grand Puba	"I Like It"
8	47	Brandy	"Best Friend"
9	42	Raphael Saadiq	"Ask Of You"
10	0	Redman/Method Man	"How High"
11	34	Usher	"Think Of You"
12	35	Naughty By Nature	"Feel Me Flow"
13	44	Mary J. Blige	"You Bring Me Joy"
14	38	Raekwon	"Glaciers Of Ice"
15	27	D'Angelo	"Brown Sugar"
16	34	Kut Klose	"I Like"
17	19	Jodeci	"Freek'n You"
18	35	Mobb Deep	"Survival Of The Fittest"
19	38	TLC	"Waterfalls"
20	17	AZ	"Sugar Hill"
21	28	Patra	"Pull Up To The Bumper"
22	33	Ol' Dirty Bastard	"Shimmy Shimmy Ya"
23	24	Lil' Shawn	"Dom Perignon"
24	31	TLC	"Switch"
25	22	Xscape	"Feels So Good"
26	0	Mo'NenStef	"He's Mine"
27	21	Adina Howard	"My Up And Down"
28	0	Boyz II Men	"Vibin"
29	16	Lost Boys	"Jeeps, Bleeps & Benz"
30	17	Genius	"Labels"
31	19	King Juri	"No Flow On The Road"
32	0	Bushwackass	"Caught Up In The Game"
33	0	Blackstreet	"Tonight's The Night"



KKLQ, San Diego (619) 565-6006 Greg Stevens, Program Director Ray Kalusa, Assistant PD

RANK	TR	ARTIST	TITLE
1	43	Boyz II Men	"Water Runs Dry"
2	42	The Rembrandts	"I'll Be There For You"
3	39	Seal	"Kiss From A Rose"
4	39	Hootie & The	"Let Her Cry"
5	40	Vanessa Williams	"Colors Of The Wind"
6	42	All-4-One	"I Can Love You Like That"
7	37	Blues Traveler	"Run-Around"
8	29	Rod Stewart	"Leave Virginia Alone"
9	31	Elton John	"Made In England"
10	29	Nicki French	"Total Eclipse Of The"
11	26	Amy Grant	"Big Yello Taxi"
12	31	Bryan Adams	"I Have You Ever Really"
13	30	Selena	"I Could Fall In Love"
14	30	TLC	"Waterfalls"
15	30	Jon B	"Someone To Love"
16	14	Real McCoy	"Come And Get Your Love"
17	18	Chris Isaak	"Somebody's Crying"
18	A	Blessid U. Of	"Let Me Be The One"
19	18	Bon Jovi	"This Ain't A Love Song"
20	15	Martin Page	"Keeper Of The Flame"
21	17	Hootie & The	"Only Wanna Be With You"
22	18	Del Amitri	"Roll To Me"
23	10	Sophie B. Hawkins	"As I Lay Me Down"
24	0	Dionne Farris	"I Know"
25	17	Blessid U. Of Soul	"I Believe"
26	13	Sheryl Crow	"Can't Cry Anymore"
27	0	Martin Page	"In The House Of Stone"
28	0	Annie Lennox	"No More "I Love You's"
29	0	Madonna	"Take A Bow"
30	0	Des'ree	"You Gotta Be"
31	12	Eddie Money	"After This Love Is Gone"
32	0	Elton John	"Believe"
33	0	Hootie & The	"Hold My Hand"
34	0	Jamie Walters	"I Hold On"
35	0	Bonnie Raitt	"You Got It"
36	9	Giovanni	"Girl In My Eyes"
37	11	Madonna	"Human Nature"
38	10	Brownstone	"I Can't Tell You Why"
39	7	U.N.V	"So In Love With You"
40	0	Sheryl Crow	"Strong Enough"



KHMX, Houston (713) 790-0965 Pat Paxton, Program Director Rico Anhorn, Music Director

RANK	TR	ARTIST	TITLE
1	42	The Rembrandts	"I'll Be There For You"
2	42	Amy Grant	"Big Yello Taxi"
3	33	Bryan Adams	"Have You Ever Really"
4	42	Dionne Farris	"I Know"
5	42	Martin Page	"In The House Of Stone"
6	33	Hootie & The	"Let Her Cry"
7	41	Hootie & The	"Hold My Hand"
8	23	Eagles	"Learn To Be Still"
9	30	Blues Traveler	"Run-Around"
10	23	Elton John	"Believe"
11	23	Sarah McLachlan	"Good Enough"
12	20	Seal	"Kiss From A Rose"
13	31	Des'ree	"You Gotta Be"
14	30	Chris Isaak	"Somebody's Crying"
15	24	Collective Soul	"December"
16	22	Vanessa Williams	"Colors Of The Wind"
17	27	Elton John	"Made In England"
18	24	Sophie B. Hawkins	"As I Lay Me Down"
19	27	Bruce Hornsby	"Walk In The Sun"
20	19	Hootie & The	"Only Wanna Be With You"
21	0	Madonna	"Take A Bow"
22	17	Sheryl Crow	"Can't Cry Anymore"
23	6	Martin Page	"Keeper Of The Flame"
24	9	Bon Jovi	"This Ain't A Love Song"
25	0	Gin Blossoms	"Til I Hear It From You"



KDWB, Minneapolis (612) 340-9000 Dan Kealey, Program Director Rob Morris, Assistant PD

RANK	TR	ARTIST	TITLE
1	59	Boyz II Men	"Water Runs Dry"
2	61	Blues Traveler	"Run-Around"
3	62	TLC	"Waterfalls"
4	63	The Rembrandts	"I'll Be There For You"
5	46	Diana King	"Shy Guy"
6	35	Seal	"Kiss From A Rose"
7	33	Hootie & The	"Only Wanna Be With You"
8	39	All-4-One	"I Can Love You Like That"
9	31	Jon B	"Someone To Love"
10	28	Sheryl Crow	"Can't Cry Anymore"
11	38	Hootie & The	"Let Her Cry"
12	44	Live	"Lightning Crashes"
13	26	Melissa Etheridge	"Like The Way I Do"
14	28	Del Amitri	"Roll To Me"
15	59	Bryan Adams	"Have You Ever Really"
16	27	Montell Jordan	"This Is How We Do It"
17	0	Inner Circle	"Summer Jammin'"
18	24	All-4-One	"(She's Got) Skillz"
19	18	Crystal Waters	"100% Pure Love"
20	22	Hootie & The	"Hold My Hand"
21	21	the cranberries	"Dreams"
22	16	Four Seasons	"December '63 (Oh What A"
23	0	Real McCoy	"Run Away"
24	23	Madonna	"Don't Stop"
25	21	Soul Asylum	"Misery"
26	15	2 Unlimited	"Get Ready For This"
27	15	Green Day	"When I Come Around"
28	19	Real McCoy	"Another Night"
29	22	Dionne Farris	"I Know"
30	20	Collective Soul	"December"
31	0	Chris Isaak	"Somebody's Crying"
32	23	Adina Howard	"Freak Like Me"
33	0	Real McCoy	"Come And Get Your Love"
34	13	Vanessa Williams	"Colors Of The Wind"
35	18	Blessid U. Of Soul	"I Believe"
36	45	Nicki French	"Total Eclipse Of The"
37	21	Bon Jovi	"This Ain't A Love Song"
38	15	Better Than Ezra	"Good"
39	0	Blessid U. Of	"Let Me Be The One"
40	0	Brownstone	"I Can't Tell You Why"

chocolate
got milk?

First Sip Coming Aug 8...



© 1996 Capitol Records, Inc.

Clocking in at just over two minutes, you can play it twice as often!



del amitri ROLL TO ME

the hit song from *Twisted*

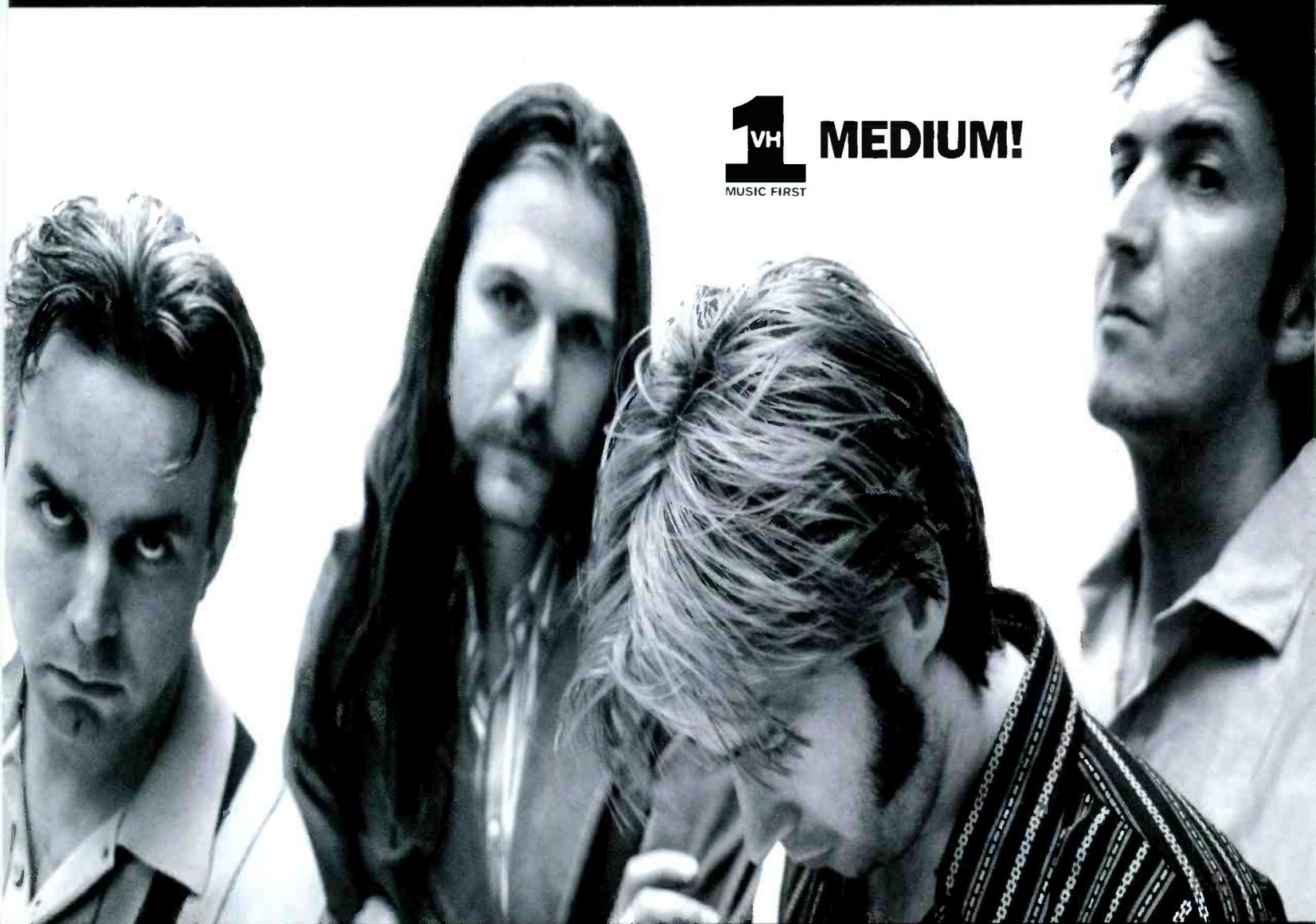
NETWORK 18*

BDS Monitor 25-22*

New Adds Include: WHYT WKBQ WKSE KKRZ WRHT WRQK KRQQ WA1A WKEE KQMQ

Major Rotations Include:

WZPL 38 Plays	Star94 35 Plays	KDWB 30 Plays	PRO FM 30 Plays	WKRQ 28 Plays	XL106 28 Plays
Y107 27 Plays	B94 26 Plays	KBZR 34 Plays	Y100 23 Plays	WZJM 23 Plays	WFHN 16 Plays
KRBE 14 Plays	B97 24 Plays	WXKS 18 Plays	WAPE 18 Plays	G105 25 Plays	WPLY 20 Plays
		WKBQ 11 Plays	WGTZ 10 Plays	KKLQ 18 Plays	WNCI 11 Plays



1 VH **MEDIUM!**
MUSIC FIRST

SPIN@CYCLE™

TW	ARTIST	SONG	INDEX		TOTAL STNS.	ADDS	DROPS	REQ. RANK	AVG. PPW	
1	The Rembrandts	I'll Be There For You (Theme From <i>Friends</i>)			10456	234	0	2	4	44.6
2	TLC	Waterfalls			10406	214	2	2	1	48.6
3	All-4-One	I Can Love You Like That			10267	237	1	0	3	43.3
4	Seal	Kiss From A Rose			9859	251	6	1	2	39.7
5	Boyz II Men	Water Runs Dry			7798	199	0	13	18	39.1
6	Blues Traveler	Run-Around			7362	185	2	8	37	40.0
7	Bon Jovi	This Ain't A Love Song	Page 57		6167	197	1	4	22	31.4
8	Bryan Adams	Have You Ever Really Loved A Woman			6000	178	0	13	50	33.7
9	Jon B	Someone To Love			5904	184	3	10	37	32.6
10	Real McCoy	Come And Get Your Love			5842	168	0	8	10	34.7
11	Nicki French	Total Eclipse Of The Heart			5563	146	1	15	41	38.1
12	Hootie & The Blowfish	Let Her Cry			5457	160	0	13	92	34.1
13	Soul Asylum	Misery			5438	188	0	8	4	28.9
14	Vanessa Williams	Colors Of The Wind	Page 65		5278	205	2	2	22	25.8
15	Sheryl Crow	Can't Cry Anymore	Page 50		4947	190	2	1	20	26.0
16	Collective Soul	December			4921	178	3	7	27	27.9
17	Hootie & The Blowfish	Only Wanna Be With You			4513	211	65	0	12	25.6
18	Del Amitri	Roll To Me	Page 67		4351	176	11	2	21	25.4
19	Monica	Don't Take It Personal (Just One Of Dem Days)	Page 47		4034	127	7	1	7	32.8
20	U2	Hold Me, Thrill Me, Kiss Me, Kill Me			3793	159	1	4	7	23.8
21	Selena	I Could Fall In Love	Page 59		3556	134	17	0	13	29.6
22	Better Than Ezra	Good			3520	151	4	7	10	23.9
23	Soul For Real	Every Little Thing I Do	Page 7		3486	125	6	3	7	29.2
24	Elton John	Made In England			3454	166	2	6	92	20.9
25	Sophie B. Hawkins	As I Lay Me Down	Pages 50 & 53		3339	161	10	1	31	21.9
26	Montell Jordan	This Is How We Do It			3318	106	0	11	6	31.3
27	Chris Isaak	Somebody's Crying	Page 9		2894	144	5	4	75	20.5
28	Blessid Union Of Souls	I Believe			2892	105	1	18	50	27.5
29	Dionne Farris	I Know			2821	102	0	14	93	27.6
30	Diana King	Shy Guy			2751	96	5	2	94	30.2
31	Dave Matthews Band	What Would You Say			2547	98	0	20	76	25.9
32	Live	Lightning Crashes			2524	96	0	10	24	26.2
33	Fun Factory	I Wanna B With U			2499	125	14	1	18	21.7
34	Madonna	Human Nature			2394	106	1	19	15	22.5
35	MoKenStef	He's Mine			2060	48	5	1	14	45.7
36	Natalie Merchant	Carnival	Page 11		1874	121	20	0	44	18.0
37	Michael Jackson	You Are Not Alone			1873	109	64	0	44	32.8
38	Paula Abdul	My Love Is For Real			1845	72	0	20	97	25.6
39	Adina Howard	Freak Like Me	Page 43		1750	55	0	9	32	31.8
40	Martin Page	In The House Of Stone And Light			1672	72	0	11	98	23.2

weezer

"say it ain't so"

SOUNSCAN SINCE 1994: 1,323,931 Units!

SOUNSCAN SINCE RELEASE OF "SAY IT AIN'T SO":

#155/ 6,875 units (5/21/95)

#61/18,848 units (7/23/95)

RADIO LOVES WEEZER:

Z100/New York—Andy Shane

24 spins, 777 units to 1,211 units!

"Who says it ain't so? Top 10 phones and CD sales climbing...again!"

WPLY/Philadelphia—Garett Michaels

17 Spins, 393 (#72) Units to 503 (#61) Units

"Top 15 phones after just two weeks of airplay...and we just saw a nice sales spike this week. Song sounds great on the radio. It's the mortar that holds the bricks together on our radio station."

KUTQ/Salt Lake City—Brian Degues

29 Spins, 183 (#50) Units to 230 (#42) Units

"Weezer has given us an across-the-board, mass appeal
Alternative crossover hit that generates significant phones and sales."

WEDJ/Charlotte—Brian Bridgman

12 Spins, 159 (#47) Units to 202 (#43) Units

"The album was gone in sales already. This could be their biggest song yet."

KBZR/Phoenix—Ernest Gladden

20 Spins, 181 Units (#81) to 233 Units (#57)

"One of the most surprising rock songs to come along in a long time.
Each time it comes on the radio it sounds fresh and we get phones!"



17 Spins!

1995 geffen records, inc.

produced by ric ocasek • mixed by chris shaw • management: bob cavallo/pot magnorella



MOST ADDED

ARTIST/SONG/LABEL	TOTAL/ADDS
1 GIN BLOSSOMS. 'Til I Hear It From You (A&M) KEZY KSLY WKZW WMMS WPLJ WSPK KHTY WAYV WPLY WPST	133/129
2 HOOTIE & THE BLOWFISH. Only Wanna Be With You (Atlantic/AG) WKZW WAYV WPKS WHYT WBIZ WFLZ KWMX KWNZ WTIC WXXL	211/65
3 MICHAEL JACKSON. You Are Not Alone (MJJ/Epic) WKZW KPWR WAYV WBSS KDON WBMX KROC WFLZ WMTX KFFM	109/64
4 TAKE THAT. Back For Good (Arista) KSLY WKZW WKDD WVAQ KWNZ KKLQ KTMT WLAN WNNK WHHY	107/40
5 BLESSID UNION OF SOULS. Let Me Be The One (EMI Records) WIOQ KDWB WVAQ WKSS WYHY WSNX WLAN WMXQ WAEB WHTO	125/38
6 MATTHEW SWEET. We're The Same (Zoo) WSPK KHTY WAYV WBSS KIOC WBIZ KTMT WGRD KJYO WYSR	37/32
7 NATALIE MERCHANT. Carnival (Elektra/EEG) KSLY WKZW WPST KFFM WVAQ WOSC WKSS WAZY WKFR WYCR	121/20
7 ALANIS MORISSETTE. You Oughta Know (Maverick/Reprise) WFLZ WXXL WJET WYCR KISR KMCK WRVQ KQKQ WZYP WXLC	60/20
7 MONTELL JORDAN. Somethin' 4 Da Honeyz (PMP/ral/Island) KSIQ KCAQ KDON KHQT KBXX WZJM KQKS KWIN WERQ XHTZ	25/20
10 DAVE MATTHEWS BAND. Ants Marching (RCA) WPST WHYT WKMZ WZOQ KIOK KOKZ KQID KKXL KLBQ KQIZ	109/19
11 SELENA. I Could Fall In Love (EMI Records) WBBM WJMN WKSS WAOA WAZY WLAN WSTW KHTT WPXY WERZ	134/17
12 JAMIE WALTERS. Why (Atlantic/AG) KHKS KZIO KPLZ WKBQ WAZY WDJX WCIR KISR WWCK KKRZ	87/15
12 THE JAYHAWKS. Bad Time (American/Reprise) KHTY KIOC WKTI KISF WRFY WBNQ WJMX WZNY KQID KBIU	16/15
14 FUN FACTORY. I Wanna B With U (Curb/AG) WIOQ KKLQ WAOA WNCI WKFR WIXX WBNQ WDBR WXXM WGLU	125/14
14 GREEN DAY. J.A.R. (Reprise) WSPK WRQK WBZZ KISF WYHY KUTQ WKRZ WABB WXSX WPXR	28/14
16 SCATMAN JOHN. Scatman (RCA) KCAQ KHTY KHQT WFLZ WPOW KZFM WPKS WZNY WFMF KDLE	35/13
16 LUSCIOUS JACKSON. Here (Grand Royal/Capitol) KNIN WPKS WZOQ KLYV WDJB KQID KSMB WFMF KYAA KYYY	23/13
18 DEL AMITRI. Roll To Me (A&M) WHYT WRQK WKBQ WAOA KKRZ WKSE WMXQ WKEE KRQK KQMQ	176/11
18 DEEP BLUE SOMETHING. Breakfast At Tiffanys (Interscope/AG) WOSC WCIR WKMZ KKRZ WGLU WSTO WFMF KCLD KGOT KLRZ	107/11
18 SKEE-LO. I Wish (Sunshine Street) WBBM WZJM KJYO KZHT WOVV WZOQ KHFI KZZU KWTX WBHT	30/11

ACCELERATED AIRPLAY

ARTIST/SONG/LABEL (STATIONS LISTED SHOW LARGEST INCREASES)	INCREASED AIRPLAY
1 HOOTIE & THE BLOWFISH. Only Wanna Be With You (Atlantic/AG) KSLY WHTZ WPKS KISX WRQK WZJM WNNX WFLZ WHYI WBZZ	+1487
2 BLESSID UNION OF SOULS. Let Me Be The One (EMI Records) WKZW WSPK WAYV WBSS KIOC WZJM KROC WBIZ KDWB WHYI	+1192
3 SEAL. Kiss From A Rose (ZTT/Sire/WB) KPTY WHTZ WIOQ KYLD KRBE KROC KZIO WFLZ WVAQ KFSM	+1049
4 TAKE THAT. Back For Good (Arista) KSLY WSPK WAYV WKDD WSTR WFLZ KKFR WQGN WSNX WKFR	+951
5 VAN HALEN. Not Enough (WB) KSLY KNIN KIOC WZJM KZIO WQGN KTMT KMGZ WXIL WCIR	+732
6 NATALIE MERCHANT. Carnival (Elektra/EEG) WPLY WBIZ KWNZ WZPL WAZY WEDJ KMGZ WLAN WRFY WWCK	+609
7 DEEP BLUE SOMETHING. Breakfast At Tiffanys (Interscope/AG) WKZW WBSS KISX KROC WBIZ WQGN KTMT KISF KUTQ WNNK	+608
8 DAVE MATTHEWS BAND. Ants Marching (RCA) WKZW WSPK WHOB WOSC WLAN WYSR WRFY WKRZ WWCK KKRZ	+592
9 SHERYL CROW. Can't Cry Anymore (A&M) KSLY KEZY WAYV KNIN WZJM WFLZ WKCI WQGN WDJX WXIL	+580
10 GIN BLOSSOMS. 'Til I Hear It From You (A&M) WHTZ WPLJ KROQ WPLY WPST WHYT KRBE KZIO WFLZ WKBQ	+572
11 SOPHIE B. HAWKINS. As I Lay Me Down (Columbia) WIOQ KROC WQGN WTIC WKSE KISN WYSR WKMZ WPKS WTCF	+558
12 SELENA. I Could Fall In Love (EMI Records) KPTY KGGI WBSS WJMN KUBE WXXL WAZY KJYO WNNK KMCK	+436
13 DEL AMITRI. Roll To Me (A&M) WSPK WBZZ WKBQ WMXQ WKEE WFLY WKHQ WTCF KSKG KQKQ	+435
14 ALL-4-ONE. I Can Love You Like That (Blitz/Atlantic/AG) KIIS WTBX WBZZ WTIC KKRZ WKRQ WDCG KJYO WNVZ KTFM	+414
15 MICHAEL JACKSON. You Are Not Alone (MJJ/Epic) KKBT WBSS WIOQ KDON WSTR WFLZ KPLZ KQKS KWIN WKSS	+408
16 FUN FACTORY. I Wanna B With U (Curb/AG) KPSI WIOQ KHKS KISX KZIO WBZZ WNNK WDJX KKSS KKRZ	+373
17 TLC. Waterfalls (LaFace/Arista) KSLY KPTY KIIS KXXX WAYV KHQT WPKS KBXX WKCI KKRZ	+370
18 VANESSA WILLIAMS. Colors Of The Wind (Hollywood) WBIZ WHYI KFSM KKRZ WNCI WKZL WPKS WKHQ KKRZ KIOK	+365
19 DIONNE FARRIS. Don't Ever Touch Me (Again) (Columbia) KIOC WQGN WAEB WXLK WZNY WDJB KLDK WMMI KGOT KLAZ	+363
20 MARTIN PAGE. Keeper Of The Flame (Mercury) WKEE WPKS WIFC WBNQ WWKZ KYYY KFTZ WSSX KGLI WILI	+332

Top 10 Most Requested Page 52
Hottest Buzz Records Of The Week Page 58
Spin Cycle – In-Depth Airplay Analysis Pages 68-69
The Chart Page Page 72



**THE
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Requested!**

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The premiere single and video from **LYRICAL GANGSTA**,
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- KMXV Kansas City
- WJMH Greensboro

SALES!

SALES!

SALES!

The Long-Awaited Debut Album In Stores August 1!

SoundScan Dance #17!

SoundScan Core R&B Singles #37!

SoundScan Singles Already #68!

Billboard Dance Club Play Chart #5!

On Eastwest Records America compact discs **digilog** cassettes and records.

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NETWORK ⁴⁰

PLAYS PER WEEK

COMPUTER GENERATED AIRPLAY REPORTS

ARTIST/SONG/LABEL	2W	LW	TW
1 THE REMBRANDTS. I'll Be There For You (Theme From Friends) (Eastwest/EEG)	10845	10730	10456
2 TLC. Waterfalls (LaFace/Arista)	9195	10036	10406
3 ALL-4-ONE. I Can Love You Like That (Blitz/Atlantic/AG)	9344	9853	10267
4 SEAL. Kiss From A Rose (ZTT/Sire/WB)	7145	8810	9859
5 BOYZ II MEN. Water Runs Dry (Motown)	9377	8592	7798
6 BLUES TRAVELER. Run-Around (A&M)	7258	7340	7362
7 BON JOVI. This Ain't A Love Song (Mercury)	6154	6260	6167
8 BRYAN ADAMS. Have You Ever Really Loved A Woman (A&M)	7656	6859	6000
9 JON B. Someone To Love (Yab Yum/550 Music)	5834	5954	5904
10 REAL MCCOY. Come And Get Your Love (Arista)	5444	5740	5842
11 NICKI FRENCH. Total Eclipse Of The Heart (Critique)	7084	6379	5563
12 HOOTIE & THE BLOWFISH. Let Her Cry (Atlantic/AG)	6958	6118	5457
13 SOUL ASYLUM. Misery (Columbia)	5369	5487	5438
14 VANESSA WILLIAMS. Colors Of The Wind (Hollywood)	4346	4913	5278
15 SHERYL CROW. Can't Cry Anymore (A&M)	3603	4367	4947
16 COLLECTIVE SOUL. December (Atlantic/AG)	4528	4641	4921
17 HOOTIE & THE BLOWFISH. Only Wanna Be With You (Atlantic/AG)	2089	3026	4513
18 DEL AMITRI. Roll To Me (A&M)	3183	3916	4351
19 MONICA. Don't Take It Personal (Just One Of Dem Days) (Rowdy/Arista)	3489	3932	4034
20 U2. Hold Me, Thrill Me, Kiss Me, Kill Me (Atlantic/AG)	3508	3669	3793
21 SELENA. I Could Fall In Love (EMI Records)	2475	3120	3556
22 BETTER THAN EZRA. Good (Elektra/EEG)	3521	3526	3520
23 SOUL FOR REAL. Every Little Thing I Do (Uptown/MCA)	2810	3326	3486
24 ELTON JOHN. Made In England (Rocket/Island)	2792	3360	3454
25 SOPHIE B. HAWKINS. As I Lay Me Down (Columbia)	2079	2781	3339
26 MONTELL JORDAN. This Is How We Do It (PMP/ral/Island)	4243	3862	3318
27 CHRIS ISAAK. Somebody's Crying (Reprise)	2629	2761	2894
28 BLESSID UNION OF SOULS. I Believe (EMI Records)	4231	3464	2892
29 DIONNE FARRIS. I Know (Columbia)	3511	3054	2821
30 DIANA KING. Shy Guy (WORK)	2692	2653	2751
31 DAVE MATTHEWS BAND. What Would You Say (RCA)	3981	3201	2547
32 LIVE. Lightning Crashes (Radioactive)	3289	2727	2524
33 FUN FACTORY. I Wanna B With U (Curb/AG)	1759	2126	2499
34 MADONNA. Human Nature (Maverick/Sire/WB)	2644	2721	2394
35 MOKENSTEF. He's Mine (Outburst/ral/Island)	1530	1792	2060
36 NATALIE MERCHANT. Carnival (Elektra/EEG)	595	1265	1874
37 MICHAEL JACKSON. You Are Not Alone (MJJ/Epic)	883	1465	1873
38 PAULA ABDUL. My Love Is For Real (Virgin)	3691	2606	1845
39 ADINA HOWARD. Freak Like Me (Eastwest/EEG)	2364	1907	1750
40 MARTIN PAGE. In The House Of Stone And Light (Mercury)	2373	1933	1672

BULLETS INDICATE INCREASED AIRPLAY

ARTIST/SONG/LABEL	2W	LW	TW
41 FIREHOUSE. Here For You (Epic)	794	1467	1658
42 GIOVANNI. Girl In My Eyes (Sire/Elektra/EEG)	1043	1490	1628
43 VAN HALEN. Not Enough (WB)	151	887	1619
44 DEEP BLUE SOMETHING. Breakfast At Tiffanys (Interscope/AG)	380	975	1583
45 DAVE MATTHEWS BAND. Ants Marching (RCA)	—	976	1568
46 BLESSID UNION OF SOULS. Let Me Be The One (EMI Records)	57	365	1557
47 JAMIE WALTERS. Hold On (Atlantic/AG)	2105	1670	1312
48 BROWNSTONE. I Can't Tell You Why (MJJ Music/Epic)	1212	1351	1311
49 GREEN DAY. When I Come Around (Reprise)	1718	1423	1308
50 SHAGGY. Boombastic (Virgin)	1038	1138	1282
51 WEEZER. Say It Ain't So (DGC)	945	1099	1268
52 VAN HALEN. Can't Stop Lovin' You (WB)	1837	1517	1265
53 TAKE THAT. Back For Good (Arista)	35	279	1230
54 JAMIE WALTERS. Why (Atlantic/AG)	417	895	1206
55 ROD STEWART. Leave Virginia Alone (WB)	2542	1886	1185
56 EAGLES. Learn To Be Still (Geffen)	1877	1657	1166
57 JORDAN HILL. Remember Me This Way (MCA)	1702	1471	1159
58 ALANIS MORISSETTE. You Oughta Know (Maverick/Reprise)	763	903	1146
59 MAX-A-MILLION. Take Your Time (SOS/Zoo)	1012	1218	1139
60 YAKI-DA. I Saw You Dancing (London/Island)	2932	1758	1123
61 MARTIN PAGE. Keeper Of The Flame (Mercury)	391	790	1122
62 SPONGE. Molly (WORK)	1014	1077	1112
63 DIONNE FARRIS. Don't Ever Touch Me (Again) (Columbia)	159	725	1088
64 NOTORIOUS B.I.G. One More Chance (Bad Boy/Arista)	915	972	1084
65 BRANDY. Best Friend (Atlantic/AG)	1166	1175	1067
66 JANN ARDEN. Could I Be Your Girl (A&M)	1428	1259	1060
67 STEVIE B. Dream About You (Thump)	1331	1179	1022
68 MICHAEL JACKSON & JANET JACKSON. Scream (MJJ Music/Epic)	2835	1831	1013
69 RUSTED ROOT. Send Me On My Way (Mercury)	1141	1040	996
70 HOOTIE & THE BLOWFISH. Hold My Hand (Atlantic/AG)	1335	1171	951
71 U.N.V. So In Love With You (Maverick/Sire/WB)	1143	1168	885
72 NAUGHTY BY NATURE. Feel Me Flow (Tommy Boy)	899	901	882
73 THE BUCKETHEADS. The Bomb (These Sounds Fall Into My Mind) (Big Beat/Atlantic/AG)	625	749	878
74 FOREIGNER. All I Need To Know (Rhythm Safari/Priority)	954	983	854
75 NELSON. (You Got Me) All Shook Up (DGC)	1832	1313	848
76 AMY GRANT. Big Yello Taxi (A&M)	712	837	847
77 A HOUSE. The Strong & The Silent (Radioactive)	802	861	841
78 VYBE. Warm Summer Daze (Island)	534	602	821
79 MELISSA ETHERIDGE. Like The Way I Do (Island)	718	767	807
80 TONY THOMPSON. I Wanna Love Like That (Giant)	978	983	795

ACCELERATED AIRPLAY HIGHLIGHTED
DETAILS ON PAGE 70