Interview With Charlie Quinn

RESOLUTIONS FOR ALL YEAR Editorial

Penguins: Laura Bender Dave Watson

Super Bowl Promotions

Overnight Buzz Records
Bodeans "Closer To Free"
Melissa Etheridge "I Want To Come Over"
Oasis "Wonderwall"
The Tony Rich Project "Nobody Knows"
Soul Asylum "Promises Broken"
GEORGE
MICHAEL
jesus to a child
Written, Arranged and Produced by George Michael. Engineered by Chris Porter.
### Most Added

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>Total/Adds</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. TOM PETTY. Waiting For Tonight (MCA)</td>
<td>79/11</td>
</tr>
<tr>
<td>2. WOOC WAXX KBCQ KLZ/ KQX KQKY KTY/ WBEC WPXQ WWMQ</td>
<td></td>
</tr>
<tr>
<td>3. MELISSA ETHERIDGE. I Want To Come Over (Island)</td>
<td>42/10</td>
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<tr>
<td>4. KROC WTBX KSGB KLZ/ KOTM KQKY KTY/ WPXQ WNNU WSP7</td>
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<tr>
<td>5. THE SMASHING PUMPKINS, 1979 (Virgin)</td>
<td>39/9</td>
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<tr>
<td>6. KROC WAXX WMMW KBCQ KFZ/ KXYY WBEC WJNR WWSG</td>
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</tr>
<tr>
<td>7. JANET JACKSON. Twenty Foreplay (A&amp;M)</td>
<td>99/4</td>
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<tr>
<td>8. WJZN KBCQ HRGR KLZ</td>
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<td>9. BRANDY. Sittin' Up In My Room (Arista)</td>
<td>20/4</td>
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<td>10. WJZN KZFM KILC WQSL</td>
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<td>11. GREEN DAY. Brain Stew (Revise)</td>
<td>18/4</td>
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<tr>
<td>12. KRBE WILC KQX WWSG</td>
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</tr>
<tr>
<td>13. BLESSED UNION OF SOULS. Oh Virginia (EMI Records)</td>
<td>5/4</td>
</tr>
<tr>
<td>14. WQZM KBCQ KQKY WWSG</td>
<td></td>
</tr>
<tr>
<td>15. HOOTIE &amp; THE BLOWFISH. Time (Atlantic/AG)</td>
<td>193/3</td>
</tr>
<tr>
<td>16. WJQX KOLK KAXX</td>
<td></td>
</tr>
<tr>
<td>17. SOUL ASYLUM. Promises Broken (Columbia/CRG)</td>
<td>121/3</td>
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<tr>
<td>18. WZLMD WNR</td>
<td></td>
</tr>
<tr>
<td>19. THE TONY RICH PROJECT. Nobody Knows (LaFace/Arista)</td>
<td>111/3</td>
</tr>
<tr>
<td>20. WQX QKX QWSL</td>
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### Most Accelerated

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>Total/Adds</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. EVERYTHING BUT THE GIRL. Missing (Atlantic/AG)</td>
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<tr>
<td>2. WQZM WHITZ KGQ/ KQOE KNMD WSHG WWSY WMFM WMXZ WWSG</td>
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<tr>
<td>3. BIG MOUNTAIN. Get Together (Giant)</td>
<td>+317</td>
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<tr>
<td>4. WQZM WJZN WTBX KDLK WQHZ WTNR YXLLK XWLK WMBX WMBP</td>
<td></td>
</tr>
<tr>
<td>5. MELISSA ETHERIDGE. I Want To Come Over (Island)</td>
<td>+309</td>
</tr>
<tr>
<td>6. WJQX KQOE WTBD WQCS WXLW WMMW KZTN KANX</td>
<td></td>
</tr>
<tr>
<td>7. SOUL ASYLUM. Promises Broken (Columbia/CRG)</td>
<td>+299</td>
</tr>
<tr>
<td>8. WHITZ WJZN KQX WMBX WMBP WQHZ WQNY WQKX WQKJ WQJR</td>
<td></td>
</tr>
<tr>
<td>9. TOM PETTY. Waiting For Tonight (MCA)</td>
<td>+261</td>
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<tr>
<td>10. KQX KQOE WQRY KQIK WQHZ WWSY WWRL WXYL WXYL KBCQ</td>
<td></td>
</tr>
<tr>
<td>KDR</td>
<td></td>
</tr>
<tr>
<td>11. JANET JACKSON. Twenty Foreplay (A&amp;M)</td>
<td>+235</td>
</tr>
<tr>
<td>12. WQNZ WHYH KZFM KILC WBCB WFBQ WQHZ WHTZ KTFZ</td>
<td></td>
</tr>
<tr>
<td>13. BOBDEANS. Closer To Free (Reprise)</td>
<td>+204</td>
</tr>
<tr>
<td>14. WAXX KNCM WQHZ WXLK XWMB WMBP ZFFS ZFMN ZSMN ZSMN</td>
<td></td>
</tr>
<tr>
<td>WTBX WBBG</td>
<td></td>
</tr>
<tr>
<td>15. LA BOUCHE. Be My Lover (RCA)</td>
<td>+198</td>
</tr>
<tr>
<td>16. WQX KQIZ KXLQ WQOL WQHZ WQKQ WQHZ WQHT WQQY</td>
<td></td>
</tr>
<tr>
<td>17. THE TONY RICH PROJECT. Nobody Knows (LaFace/Arista)</td>
<td>+198</td>
</tr>
<tr>
<td>18. WQD WQOL KNCM XWML XWMB XQNM ZWML WXSQ WXMM</td>
<td></td>
</tr>
<tr>
<td>19. 10. SEAL. Don't Cry (Z/T/WB)</td>
<td>+178</td>
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<tr>
<td>20. WQZM XSMB WJRN WAXX KLRD WJJN XJX WSBG KHOT</td>
<td></td>
</tr>
</tbody>
</table>

### Most Requested

1. Mariah Carey & Boyz II Men / One Sweet Day (Columbia/CRG) | 2358 |
2. LL COOL J / BOYZ II MEN. Hey Lover (Def Jam/Island) | 1542 |
3. WHITNEY HOUSTON. Exhale (Shoop Shoop) (Arista) | 3926 |
4. GROOVE THEORY. Tell Me (Epic) | 1385 |
5. MARIAH CAREY. Fantasy (Columbia/CRG) | 1357 |
6. MADONNA. You'll See (Maverick/WB) | 3926 |
7. THE SMASHING PUMPKINS. 1979 (Virgin) | 4117 |
8. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 3984 |
9. TAKING BACK THE WEST SIDE. The Ballad Of (A&M) | 1526 |
10. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
11. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
12. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
13. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
14. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
15. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
16. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
17. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
18. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
19. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
20. DEEP BLUE SOMETHING. Breakfast At Tiffany's (Interscope/AG) | 1525 |
Star 94 Names Kevin Peterson Program Director

J.R. Ammons MD, Two Others Also Promoted

WSTR “Star 94” Atlanta promoted several key members of its executive team. Kevin Peterson was named the heritage station’s new PD. J.R. Ammons was upped to MD, Alan Hennes was named Director of Marketing and Paul Hildreth was appointed Database Manager.

The moves, effective at the first of the year, will free Corporate VP Operations and Programming/Radio Division Don Benson from his day-to-day involvement with the station and allow him to focus on corporate responsibilities for Jefferson-Pilot.

“Kevin and J.R. are a big part of the station’s steady improvement over the last year,” Benson states. “Their promotions are well-deserved. It’s great to see growth within the company.”

“All four gentlemen are proven leaders with the ability to manage and motivate,” states Star 94 VP/GM Mark S. Kanov. “As we move into the Olympic year, we’re fortunate to have professionals of their caliber.”

KKBT Names Harold Austin PD

Maurice Devoe Upped to APD, Mariama Snider To MD

KKBT Los Angeles made a trio of promotions in its programming department. Harold Austin was upped from Director of Operations to PD, Maurice Devoe rose from MD to APD and Mariama Snider was upped from Music Coordinator to MD.

“Harold Austin

These three talented people have shown the vision and commitment necessary to continue our growth and position as the premiere Urban station in America,” states KKBT VP/GM J.R. Ammons. “These three talented people have done the job well.”

Kevin Peterson

“Working at The Beat for the past year has been one of the most positive experiences in my career,” Devoe says. “I want to thank our GM Craig Wilbraham and PD Harold Austin for elevating me to the APD position. I appreciate their belief and confidence in me to do the job well.”

“I feel very blessed to be a part of the same team as programming legends Austin and Devoe,” Snider says. “I feel we can take the station to the next level and truly create a common ground based on music and community involvement for all Southern Californians.”

HAROLD AUSTIN

“Maurice and Mariama are two of the most talented individuals I’ve ever worked with,” Austin says. “Their hard work and commitment to The Beat have paid off and their promotions are well-deserved. I’d also like to thank everyone who supported and helped me grow in the last six months. I’ve been nothing but fun and a major learning experience. I’m now ready for the next challenge and I’m quite confident that we’ll take The Beat to the next level.”

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Epic Records Bolsters Its Alternative Staff

Stu Bergen Promoted To VP; Jacqueline Saturn To Associate Director

Two well-deserved promotions were announced at Epic Records: Stu Bergen was named VP Alternative Music and Jacqueline Saturn was named Associate Director Alternative Promotion. Both will be based in New York.

Bergen came to the Epic Records in 1993 as Director Alternative Music after promotion stints at Relativity and TVT Records. In his new position, Bergen will work closely with Epic’s field staff and with all departments to develop and implement promotion strategies on behalf of the company’s Alternative artists.

“Stu lives and breathes music and has a voracious appetite for radio,” states VP Promotion Harvey Leeds. “The man is a 100% communicator who is respected by all of his peers, and doesn’t take a back seat to anyone.”

Saturn, who also joined the company in 1993 as Manager of Alternative Promotion, will liaison with Alternative radio stations nationally. She’ll work closely with Promotion Managers to generate artist exposure and radio airplay, and will work on artist campaigns with the label’s Product Managers.

Major PD Moves Shake California Radio

Casey Keating At KI01, Bob Hamilton At KABL/KBGG, Bob Lewis At KGGI

It wasn’t reported on the Richter Scale, but the radio scene in California was definitely shaking over the holidays.

In San Francisco, Casey Keating returns to the West Coast to take the Program Director slot at KI01 San Francisco. Keating, who leaves WHYI “Y100” Miami, previously worked at KPLZ Seattle. “The guy’s a pro who has demonstrated the ability to win in a number of different situations,” states KI01 GM Brent Osborne. “A tremendous number of really good people went after this job aggressively. Probably more than anyone I’ve ever hired, Casey Keating is highly regarded by former employers and competitors. He’s universally well-liked and regarded as a professional.

“At KI01, we just need to do what we do better,” Osborne adds. “I don’t anticipate any major changes musically or otherwise, but I do expect Casey to take us to the next level.”

Across the street, Bob Hamilton resigned from KYLD, KLYZ and KSOL to program KABL AM/KBGG. Hamilton is a 10-year veteran of Bay Area radio, having also worked at KSFO/KYA and KFRC. In addition, he was RKO’s National MD and Program Operations Manager for KRTH Los Angeles.

“I’m thrilled to have a PD with Bob Hamilton’s professional success and his 10 years of market experience,” states KBBZ/KBGG GM Bruce Blevins. “This is an exciting challenge with two of San Francisco’s fastest-growing radio stations,” Hamilton adds.

Further south, Bob Lewis won out over a crowded field to land the PD chair at KGGI Riverside. Previously, he was PD at KWIN Stockton. “There were many excellent candidates, but Bob stood out,” states GM Bob Bernstein. “We’re excited about his creativity, intelligence, enthusiasm and his programming skills. He’s a winner.”

“This is a major opportunity,” Lewis says. “I’m incredibly pumped about the upside here. It’s a great company and management team with a dynamic staff. The sky’s the limit. We’re going to continue to build on the musical image we have and make lots of money here.”

As far as goals, “The watermark here is a 9.9,” he says, “but I’m more concerned about putting on a great product than trying to play the Arbitron game.”

Featuring:
JOE “ALL THE THINGS (YOUR MAN WON’T DO)”
IMPACT DATE: JANUARY 16TH
AND INTRODUCING
MONA LISA “CAN’T BE WASTING MY TIME”
IMPACT DATE: JANUARY 30TH

SOUNDTRACK IN STORES JANUARY 9, 1996
FILM OPENS JANUARY 12, 1996
EXECUTIVE PRODUCER: HIRIAM HICKS
MUSICAL SUPERVISOR: “BUTTNAKED” TIM DAWG

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**He Is The Man**

Just before we went to press on Wednesday, January 3rd, it was announced that Richard Palmese, formerly President of MCA Records, would become the new Sr. VP Promotion for Arista Records.

**Happy New Year**

Radio programmers always look forward to the New Year with a combination of joy and dread. Most GMs save those pink slips until after the holidays. This year proved to be no exception.

Long-time Detroit programmer Rick Gillette is out at WHYT Detroit after nine years. Word has it that Rick and GM John Cravens differed on the direction of the station and Rick opted to leave. Don't expect Gillette to be away from that Selector system for very long, however. At least two West Coast stations are already raising their hands to see if they can sign this free agent. Meanwhile, back at WHIT, rumors have the station switching back to a more Mainstream Top 40 stance.

Frank Walsh, PD at WPOW Miami, has left the building. Mark Shands of New World Communications will be moving to South Beach to handle the programming duties. The question running through the industry at press time: What affiliation will former WPOW morning personality, PD and consultant Bill Tanner have in the new order?

Y100 Miami PD Casey Keating has resigned. Casey leaves one great city for another as he takes over programming KI01 San Francisco.

Meanwhile, Michael Steele, PD at KGDE Omaha, has resigned over "philly diff's." Lynn Barstow, from KNCC Austin, is the new PD. And yes, the other Mike Steele in the building remains as OM of KQKQ and KGDE.

Joe Martin, APD at WRHT Greenville, NC has left the building. No word on Joe's future plans or his replacement.

KKBH San Diego PD Jack Silver and morning personality Brian Whitman are out. OM Gwen Roberts holds down the fort for the time being.

KDUK Eugene OD/MD Eric Murphy has resigned. He's replaced by night guy Bill McGuire.

WHZZ Lansing PD Brian Bell exits along with Promotion Director/aftemoons Jessica Jamison. No new PD has been named.

Steve Williams has turned in his resignation as PD at WTCF Saginaw. MD Greg Fry has been named interim PD.

The Beat Goes On

Promotions at KBBT had OM Harold Austin being named PD, MD Maurice DeVoe expanding his duties as APD and AMD Mariama Snider moving up to MD. (See News for more.)

Going Back To Miami?

What are the chances of former Y100 PD Rob Roberts returning to the scene of his earlier crimes? Don't bet against it. Although Rob is happy in Denver, January is a great month to move to Florida. The Chrome Lizard hears that talks are underway.

Uncle Bobby

KYLD San Francisco Director of Programming Bob Hamilton resigned to move into the programming offices of KABK/KBGG San Francisco.

West Coast’s Worst Kept Secret

In a move that surprises absolutely no one, KWIN Stockton PD Bob Lewis brings his excellent dry wit and considerable programming talents to Riverside to take over the programming duties at KGGI. Our question: Did he ever find the suitcase he lost on that Las Vegas trip a year ago?

A New Star In Atlanta?

Kevin Peterson took time out from his extensive training for the decathlon in the upcoming Olympic Games to accept the PD position at Star 94 Atlanta. (See News for more.)

Double Duty

Power Pig APD Jeff Kapughi has been named PD at sister station WDUV.

Tampa, Jeff will continue his duties with the Pig.

Mile High

Gary Schoenwetter joins KKPX Denver as MD. Gary replaces Bruce Jones, who becomes PD at The End in Salt Lake City.

Strike Three

Our pledge to bring you more provocative photos on Page 6 will have to wait a week, unless you consider Network 40 Radio Editor John Kilgo standing behind a stuffed bull holding a stick provocative. (Trust us, in most circles in the South, that is sometimes as good as it gets!) We promise, it will get better than this.

Will The Last One Leaving R&R Please Turn Out The Lights?

Long-time Executive VP/GM Dick Krizman has resigned from R&R to take a similar position at Quad Tech Digital. Who's next?

Could the answer to that question be CHR (whatever that means) Editor Tony Novia? Since the syndicated TV show Mike And Mary has been cancelled, (Mary being Tony's wife and the main reason he moved to Los Angeles in the first place) will it be too long before Tony gets back into radio? Could he be contemplating a move south to fill a current opening even as you read this?

Radio To Records?

Is Damon Cox about to become a Universal name? Rumor has it that the WAPE Jacksonville MD is joining Universal Records to do promotion out of Boston.

Investigative Reporting?

That long-rumored article about the alleged payola in our music business finally made it in the Los Angeles Times. The column could have been written by William Shakespeare and entitled, "Much Ado About Nothing." Just once, can we start the year off looking at the great things the music industry has done to better humanity? There's a lot of integrity in this business and it's full of people loaded with just that. In other businesses, practices like flying in analysts or others in that genre to test-market products before utilizing the service are commonplace. To lead off an article about how radio programmers added a record after seeing an act perform (compliments of a record company or management firm) and insinuate that there is something sinister about it is stretching credulity...to say the least. Could it be those programmers liked what they saw and heard and decided it was right for their audience? Naw...we're all too dumb to do that!

After two years of research, about all the article concluded was that Hits changes too much for their services and most readers don't put stock in their charts. Now there's a news flash!

Buzz

Dana Keil...Janet Billig...Joe Steel...R. Charles Snyder...Steve Wall...Tom Jeffries...Sean Phillips...Dick Finley...
TOM PETTY and the HEARTBREAKERS

“WAITING FOR TONIGHT”
The first single from “PLAYBACK” the extraordinary 92-Track 6-CD Box Set

Over 80 stations in 3 weeks and more than 700 Spins
Already On: WKSE WFLZ WKBQ WGTZ WZNY Y107

#1 Adult Alternative
Top 5 Active Rock
Over 60,000 Box Sets Sold

also available
“PLAYBACK” THE HOME VIDEO
Tom Petty And The Heartbreakers’
17 Greatest Video Clips

MCA

Box Set Executive Producer George Drakoulias
Management: Tony Dimitriades For East End Management
Find Out More About The Box Set On The Internet: http://tompetty.mca.com
 Commentary by Gerry Cagle

It is probably the most exciting time of the year. With few exceptions, we can throw out everything that happened before, erase the board and begin brand new. It's a time for new beginnings, rosy outlooks and resolutions. All the mistakes we made last year don't count, except to help us in our quest to become better because of them. It's all smiles, no frowns and a happy tune on the lips of us all.

With luck, the feeling will last a week.
With a sense of purpose, it can last the year.
With hard work and dedication, it can change your life.

As managers of people, it is up to us to give the New Year's resolutions and the people who made them every opportunity to capitalize on their goals and ambitions. Luck only plays a big part in the lives of those who have planned and worked hard to recognize and use those "lucky" breaks to their advantage. As leaders, most of us realize that it took more dedication and hard work than luck to get us where we are today. It's important to share that work ethic and mindset with those around us.

The first week of the new year is the perfect time to begin a program of checks, balances and goals, not only for ourselves, but to others in our company or department. I've always used the time between Christmas and New Year to analyze the past year and plan for the next. It is important to do more than think about what has come to pass and what will happen. Careful planning combined with reachable goals will stimulate your actions and keep you on the right course.

That goes double for your employees.

To maximize your potential, you must do the same for your support staff. A group of people working together can accomplish the individual goals of each a lot quicker and easier than those working alone. I'll share some suggestions that have helped me in the past and may prove beneficial to you.

During the first month of the year, schedule meetings with each of your employees. Set aside whatever time is necessary. The meetings shouldn't take long. I find any meeting that lasts longer than 20 minutes to be counterproductive. Just make sure that whatever time you designate should be quality time. Hold all your phone calls and focus all of your attention on the person you've scheduled. If you have a large staff, you might want to schedule the meetings over a period of days. Too many back-to-back meetings also become counterproductive. Give yourself enough of a break between meetings so you can absorb the variables that are discussed.

Before the meeting, have each employee prepare notes. Explain that the notes should be brief and not necessarily formal. The notes should include a job description, goals, ambitions and a list of the employee's strengths and weaknesses.

In order for you to get the most out of your employees, it is important to get their input. Knowing what they want and perceive helps you make personnel decisions easier. Too often we promote or assign tasks to the wrong people. If you know what motivates each of your employees, your job will become much easier.

“A group of people working together can accomplish the individual goals of each a lot quicker and easier than those working alone.”

You should prepare notes for each individual listing the same topics you've asked them to provide. The comparison in the meeting will help each of you understand the other and will make working together smoother over the coming year.

The job description is all important. Although each employee should know exactly what is expected of them on a day-to-day basis, all too often, there is confusion. Sometimes a little, oftentimes a lot. Getting a descriptive job description from your employees may surprise you. You may not even be aware of the tasks they're doing. Maybe someone else has given them assignments, or perhaps you've forgotten about some of the things you have assigned. The job description—yours and theirs—will clarify any ambiguities. This description should be specific and include the time they are expected in, lunch hours, breaks and time they go home. Leave nothing to the imagination. Compare your description with theirs and combine the two to come up with final blueprint for their working expectations and requirements.

Goals should be restricted to attainable aims within the company parameters. Wanting to be the company president isn't a goal. It's an ambition. Goals should be divided into two groups: long-term and short-term. Give your employees at least one short-term goal per quarter and set quarterly meetings to discuss those specifics. If it is possible within your organization, shorter time spans and more goals are beneficial. Whatever the time frames, make sure you schedule meetings accordingly. Long-term goals don't need to be as specific. These need to be discussed at each quarterly meeting and in a final meeting at the end of the year.

Ambitions are important, so you'll know where each employee wants to be in five or so years. Knowing your employees' ambitions can help you put them in the right job when openings arise. Assigning employees tasks and titles that fit with their ultimate ambitions makes for happier and more productive people. And it makes you look like a genius.

Although you are aware of your employees' strengths and weaknesses, it's important that they are aware as well. You will be surprised how close your perception and theirs will be. Discuss specific ways for each employee to accentuate the strengths and improve in the weak areas. Explain how you've reached your conclusions. Each employee needs to know what you think about their working habits and why.

Often an employee will believe he or she is doing a good job in a specific area when you don't. This meeting and the accompanying notes will clarify and discrepancy between the perception and reality.

Follow-up meetings on these particular subjects are a must. If you have only one meeting and then forget about it, the initial meeting becomes as concrete as a New Year's resolution. And will last about as long.

Identifying specific working habits, requirements, goals, ambitions, strengths and weaknesses of each member of your team will make each a better and more satisfied employee. And make you a better leader.

It's sure to make you all winners.
#3* LP
600,788 LPs scanned this week
#5* single
86,429 singles scanned this week

Over 3 million LPs scanned to date
The fastest selling album ever!

38*-36* Top 40 Mainstream Monitor
Over 800 Top 40 spins +100

NETWORK 29*
NEW ADDS:
KMXV, WPXY, KFRX, WWXM, WMGI, KKSS

MAJOR SPINS:
WPRO WAPE KRBE WKRQ WFLZ
KMXV WHYI WKBQ Y107 KBZR
KLRZ KHOM Q99 XL106 WKSS

THE COUNTRY'S 7th MOST REQUESTED SONG
CALLOUT AMERICA: #9 WITH TEENS

"Free As A Bird"
10*-6* Billboard Hot 100

TOP 10 PHONES/ADULTS and TEENS:
KRBE KJYO WAPE KLRZ WKBQ
WPRO KKRD WNOK KZMG WSTO
WDJX Y107 WHOT WLAN WAOA
WIXX WDDJ XL106 WTWR WYCR

Produced by: Jett Lynne
Breaking Top 40 In The Heart Of Country

INTERVIEW BY JEFF SILBERMAN

Talk about taking on a challenge: It's almost as if Charlie Quinn is running a hamburger stand in a vegetarian town. After all, he's programming a Mainstream Top 40 in the heart of Country music, Nashville.

What's more, he's succeeding. Quinn, whose resume is filled with winning stints at heritage Top 40s across the country, has come into WYHY "Y107" and after an initial misstep, righted the ship and guided the station to a healthy increase in ratings.

He has done so by relying on the cold, hard, cold truths of successful Top 40 programming. In a refreshingly candid interview, Quinn explains just how he tailored the music and promotions to attract the key, saleable demos that make a Mainstream station profitable.

Yet Quinn is doing anything but resting on his laurels. A certain restlessness and incessant desire to improve will keep Y107 on its toes...and its listeners tuned in.

Throughout your career, your forte has been Mainstream Top 40. Do the keys to successfully programming Mainstream hits still apply in the current age of niche radio?

I believe that while competition has gotten very fierce, it was probably always fierce. Back then, many markets had more than one Mainstream Top 40 station. In some cases, there were three different versions of it. Today, there are markets without a Mainstream Top 40.

The difference is that it's about survival now. It's about maintaining the Top 40 format and making it viable enough to win in key, saleable demos. The stations that do it successfully are the Mainstream stations—the WNCIs, the B94s, the WKROs and the KDWBs. Those are Mainstream Top 40s with very respective 25-54s, so they can maintain the format in an adult marketplace.

Is presentation as important as music mix in a Mainstream Top 40's success?

I wouldn't put presentation on the same level as music; I wouldn't even make it a close #2. I was talking about that with someone earlier today and I came up with a little rhyme: "It's what you play and it's what you give away." As far as I'm concerned, that's the one-two punch for Top 40.

It's #1) a matter of making sure you're playing the absolute right music for the market to accomplish your goals, and #2), absolutely doing everything you can to force listenership through great contests that are easy to play. And give away a lot of money; that's the secondary involvement for people who don't listen to your station for long periods of time. People will give you a few minutes here and there can be persuaded to listen longer through major contests.

Can cash contests attract the passive listener as well as the actives?

Absolutely. Those people play contests like they're going out of style. In many cases, they're the biggest participants we have. We just finished a lottery contest, "The Y107 $1 Million Free Money Lottery." It's a simple premise: Distribute lottery tickets into the marketplace and call our numbers. Whoever has the correct number and calls in within seven minutes wins a cash prize.

We've gotten an amazing diversity of participants. The key is doing a mass mailer to distribute these things, such as an insert in the Sunday paper. You have to get it into a huge amount of people's homes. When you're in 250,000-500,000 papers, that'll reach a lot more than your listeners. You're in the homes of people who may not regularly listen to your station, but will look at that dollar sign and tune in just for that reason.

That's definitely what motivates a large number of older people, the same people who clip coupons and play along with Jeopardy and Wheel Of Fortune on TV. They'll play simple contests for the chance to make big money regardless of what music that station plays.

Are big cash contests the only way to attract that size of an audience?

I've tried everything. When I first came to town, I tried giving away tickets to the Oscars, Emmys and MTV Music Awards. I gave away seven trips in seven days, a $10,000 shopping spree at Bloomingdale's in New York City. They were all too hip for the room. They took more explanation, information and involvement than they needed.

Cash is so much simpler to deal with...and it's always on the minds of our audience in perceptual research—
With that perspective, do you still consider the Country stations as competitors?

Absolutely. The Country stations here, including our sister station, share our audience. In fact, WSIX is my #1 sharing radio station; I share over 40% of my audience with them. That’s due to the fact that, unlike anywhere else in America, this market sees Country as Pop. They see WSIX as the other Top 40 station. They don’t put a defined line between Country and Pop. To a lot of people here, there’s no real difference between Alan Jackson and Michael Jackson. Does that make you willing to add Garth Brooks to your music mix?

No, it’s not as much as I respect the fact that people can like both kinds of music. I don’t worry about those who are blindly into Country; I realize that people have to be prepared for potential changes.

It all initially fooled me as to what we were looking for. I thought new music was an overriding factor in Top 40 radio. Believing that the audience was a lot more sophisticated, I made some poor moves with Y107 early on. I got a little bit ahead of the curve and became too cutting edge for the market. When I pulled back from the Generation X presentation and adopted a more conservative Mainstream mode of operation in terms of selecting music and contesting, the ratings started to rise. So, in reality, things had changed than I thought.

Did the challenge of programming Top 40 in the heart of Country music play into your decision to join Y107?

It’s a challenge from the standpoint of expectations. Every programmer wants to be #1; it’s your focus, your desire to be #1, not just in 12+, but in your target cells.

Here in Nashville, you’ll see a Country station like WSIX, which rolls 15 to 19 shares 12+. Its closest competitor, another Country station, pulls a 10 to 13 share. Then everyone else falls into place at around 7.5 to 8, with the bulk of stations in the 5 to 6 range. In this situation, you have to adjust your belief to what success is.

I need to win simply by moving forward. I need to nickel and dime and inch the station forward. Don’t get too far ahead of the game, don’t worry about the guy who’s almost 10 shares on me, just go after the guy who’s directly ahead of me.

When I first got to town, I looked at the hand that I had, the people around me, and I listened to what we were playing. From there, I defined a goal for the station. And as I said, I struck out in the wrong direction. I went a little cooler and hipper than we needed to be.

It took us probably a good five months of really looking at the ratings and the patterns of listenership to realize that we couldn’t be the true new music radio station in Nashville. We needed to be the station that’s more predictable and recurrent-intensive. People had to be comfortable with everything we played.

Yet you were still able to be a couple of hits.

Early on, we did some amazing things that were a lot of fun. We broke “Cotton-Eyed Joe.” We heard The Rembrandts’ theme for Friends. We championed it, put our own version together and lobbied the label to put it out as a single.

Both of those instances were wonderful marketing ideas for the station. They were a lot of fun and got us initial recognition on a national level. They were primarily a stroke for the station, but I don’t think that, in either case, it helped our ratings in any way, shape or form. They didn’t hurt us, either, but they weren’t beneficial to the goals we had set.

Now that you’ve entered the 7-share plateau, where do you go from here?

This station can improve in almost every area. It’s a constant process. The improvements necessary for the station are not stationary targets. They’re constantly moving, so I’m in no position to think we’re anywhere close to perfection. Our presentation needs to be refined; we need to be bigger than life and a lot of fun to listen to. We need to be cinematic; we really need to build up our contests so the listeners can visualize them.

When we sell the station from a marketing standpoint, we have to be more specific. We can’t piss away advertising dollars by just talking about music and personalities. We have to put a direct benefit and some forced-listenership reason for them to come to us at a specific time. That has to be in every marketing campaign that we do.

After programming in so many places, have you reached a point where you want to “settle down” at Y107?

I don’t think in terms of moving. That’s not something I ever considered in this business. I’m in Nashville now and I want to stay here and be successful for as long as possible...and that would make me very happy. But life happens. It’s completely unpredictable. I may be here for years; I hope so. Yet you always have to be prepared for potential changes.

Change is good. Anyone in radio who can’t accept and embrace change and realize that, in some cases, it’s for the best, doesn’t really stay in the business for very long.

Has the corporate buy-out frenzy in radio made you think in terms of becoming a Group PD?

No. I don’t think in terms of how I relate to a corporate organization. I like to think of myself as a PD the way good morning jocks think of themselves. I like to feel like I’m a good part of a very good team—a valuable contract player who was hired because I have specific skills. And, if need be, I can take my skills anywhere and do well. I sell my skills, not my loyalty. My loyalty is in succeeding wherever I am with everyone around me.
The Year Of Programming Dangerously
by Jim Wood

"Ladies and gentlemen, welcome to 1996! Please step on board and be seated. Fasten the safety belt across your lap and please remember to remove your eyeglasses and any loose jewelry. Keep your hands and feet inside the car and never stand up or attempt to get out while the ride is in progress. You are about to take the wildest roller coaster ride of your life!...And thank you again for joining us here at Real World, 1996!

If you thought, even for a minute, that 1996 was going to be "just about like any other year," you need to sit down, clear your mind and spend a minute...we need to talk.

Consider, if you will, that 1996 will include no less than the Olympics in Atlanta in mid-summer, and the national elections (including the Presidential election) that will run from now until November 7th. We have no idea where things are going in Bosnia, and our own business is facing an entirely new set of rules. Deregulation may totally re-invent the radio industry. Let's face it: 1996 will be a little like living every day, all 365 days, in the "Two-Minute Warning."

In my travels as a Marketing Consultant, I am amazed to see that so many broadcasters have neglected to consider the implications of the events facing them this year. Few business and marketing plans addressed the fact that there may be little or no TV, or outdoor (billboards), available for our to market out stations after March or April (remember the primaries).

Industries servicing the political machine, such as bumper sticker and telemarketing companies, are tooling up for an extremely profitable and stressful year with little consideration being given to our business. Common sense says that we may be hard-pressed to find "availabilities" in some of our more popular advertising choices during the second half of the year. Remember, political money is substantial and perishable. There will be a lot of it for both the Olympics and the elections, and we will quickly be bumped by TV stations and billboard companies to make room for these highly desirable dollars. Other industries will put us in a lower priority position because we always "grind the rates" and they know that we will always keep coming back.

The big spenders in the advertising arena are already placing second, third and fourth-quarter "guaranteed" placement buys just to make sure they get the space they need to market their burgers, jeans and soft drinks. Many radio stations still think that their local TV stations will trade time with them in the second half of the year. They may book the trade, but unless you really think I Love Lucy reruns are great marketing opportunities for your station, you'd better have a back-up plan.

On an entirely different, but related issue, few radio stations have considered the impact that the demands for their own commercial inventory by the Olympics—and especially the elections—will have on their own business. Request for information regarding political time-buys started rolling in the door many stations in December. In reviewing their budgets, I found that few stations allowed for the financial impact these events would have in the second half of the
Shoot Me With Your Love

The premiere single from the forthcoming album World.

Produced by D:REAM and Tom Frederikse for FXU Management: MCT


IMPACTS AT POP RADIO THIS TUESDAY!
year, and none of the stations had developed a strategy to deal with the legal and Fairness Doctrine challenges facing them in the next few months.

Programmers I talked to had no idea what they were going to do or say to combat the situation created when the GM and sales manager walk in to announce that they would have to increase the commercial load for the next 90 days to compensate for the oversold conditions created by the heavy demand for national political commercials...especially at the special rates dictated by our friends in Washington. Need any more reminders that it’s a Presidential year?

We are becoming so accustomed to living in a world of “crisis management” that we have begun to feed off of it, and take it as acceptable business behavior. Some people even enjoy it...“I work better under pressure!” Yet experience tells me that we almost always lower our standards when we deal with issues in an environment of crisis management.

Smart broadcasters should take heed and review their entire 1996 business plan with particular attention given to their own marketing strategy. Now would be a great time to develop policy with regard to how the station will handle issues of possible increased commercial loads, unpredictable spot rates, additional associated expenses, production room overload and, of course, the ever-exciting and totally confusing Fairness Doctrine issues.

All stations (including musically-oriented stations) should develop and discuss their plans to cover the Olympics and the elections, with the proper perspective for the station’s target demos. Special consideration should be discussed now to establish appropriate story perspective, writing style and issue content, across the entire station. Predictions are that 1996 will be one of the most intense election years in the history of the United States. The “mud-slinging” could be at its worst level ever. To varying degrees, we will celebrate and find some interest in Summer Olympics. New technology and information resources could provide us with the opportunity to disseminate more information and analysis of these and other important world events than most humans could ever want or need. The proper balance will be important and crucial to the station’s success.

As I hinted earlier, this roller coaster will most likely take a few sharp turns to the left and right as a result of proposed Congressional actions with respect to deregulation. This one aspect of 1996 may have the most profound impact on our personal lives, our individual carriers and our business.

I look at this year with great anticipation and excitement. If you are prepared for the inevitable, understand the upside potential of these opportunities and have strategic plans and critical paths in place for this year, sit back and enjoy the day. If not, you might want to grab a calendar and re-think your life....Put the safety handle down and get ready to Rock and Roll!

Need help? Questions or comments? Call me at (615) 591-0172.
THE JAM THAT'S EXPLODING
RIGHT BEFORE OUR EYES!

Week of 12/28/95: #7* Soundscan Top Singles!

The multi-format follow-up hit
to the #1 R&B smash
"Don't Take It Personal
(Just One Of Dem Days)"

Off her Gold-plus debut album
MISS THANG.

Executive Producer: Dallas Austin

"Before You Walk Out Of
My Life"
Laura Bender was writing record reviews before she could drive and, after falling in love with college radio, she went to work for BMG as a college rep. With only 10 months experience working for RCA, she has a decidedly strong and honest persona with a deep love for music. When she's not sipping on a Rolling Rock and hanging at the local bar, she's making a name for herself and making people take notice.

Why did you first decide to get into record promotion?

At 14, I couldn't even drive, but I was already writing reviews. I wanted to do something more than just write about music because it was so important. Something back then made me turn to the left-hand side of the dial for college radio. It is really strange now because I've influenced my younger brother's record collection. There is such great college radio in Cleveland, that's what really introduced me to this crazy world of records.

Describe your region in terms of the stations you work.

I work all formats in Michigan, Ohio, Ft. Wayne and Erie, PA. I bought a brand new car in March of this year and I already have 50,000 miles on it. It's crazy.

Do you have a specific strategy to work records?

Honesty. It's about the music. No one shows you how to do promotion. I feel really strongly about the music and that's going to come through to the people I work with. I'm about, "Let's go to a local bar, watch a band and I'll buy you a Rolling Rock." That's me. I have a complete devotion to new music.

What is the wildest promotion you've ever done for airplay?

I've been honest...maybe that's crazy.

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

"I'm really sorry, DIA I left the single at home." On that Tuesday, I got in my car and drove 3 1/2 hours to hand-deliver the single. I got the add.

How do you deal with rejection...in terms of not getting your records added?

It gets difficult when you know the numbers are there, the record is selling, it's getting great research...all those radio terms...and I still have stations that say, "I just don't hear it." Maybe then I start to think, "Is it me?" I just keep plugging away. In fact, I was at one station so often, trying to get an add, that they gave me my own cubicle.

How easy is it to promote records you don't especially like or think are hits?

It really does go back to honesty. It has a lot to do with your relationship with the radio station. A station isn't going to add something that isn't right for them. A hit for one station isn't a hit for another. We have a band called La Bouche. I tell programmers, "Even if it doesn't fit your format, you still get to say the word, 'La Bouche,' on the air. What's more fun than that?"

What do you like best about your job?

I work everything from AAA and alternative to A/C, Top 40 and AOR. It really depends on each record with each radio station and each format. Certain records incubate in a certain fashion. I'll work a Mariah Carey record differently than I'll work a Dionne Farris or a Sophie B. Hawkins record.

What is the wildest promotion you've ever done for airplay?

I stood outside a radio station when it was minus-10 degrees chill factor on a downtown busy street in Cleveland during lunch hour. I blasted the song I wanted to get added at a nauseating volume, passed out daisies and staged a protest march. I was handing out the cassette singles with the radio station request line on the cassette case. It worked.

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

"It lost its bullet" or "We're still playing it in our currents, but I didn't think we needed to report it." What does that mean?

How do you deal with rejection...in terms of not getting your records added?

I sometimes find myself thinking I was the ugliest boy in high school, being turned down over 100 times by all the pretty girls to go to the prom. It's my motivation that keeps me going. Some people hit their dogs, some people drink, some people wear tunics...but nothing has gotten me so down about hearing the word "No" that I can't come back in the next day and do my job.

How easy is it to promote records you don't especially like or think are hits?

I don't work in the A&R department. I try to make my music a hit...that's my job. Although we are all paid professionals in the record side and radio side, we should be able to determine which are the hits and which aren't for a particular radio format. But ultimately, it's up to the audience. I approach an unknown artist's record as passionately as I would approach a superstar record.

What do you like best about your job?

The most gratifying thing about working in promotion is seeing a record no one wanted to think was a hit come through as a smash. Seeing the artists pour their heart and soul into their art. Working with artists and seeing them as people like you and me...that's incredible. I have a great opportunity working for Columbia to work with some of the biggest artists and some of the smallest. That's what it's really all about. I have enormous freedom working with Jerry Blair, Jim DeBalzo, John Cohen and Jerry Lembo to make the decisions that best suit my market.

Although the music is fun and somewhat glamorous, Dave Watson means business. After spending seven years in promotion at Virgin Records, Dave moved to Big Red over two years ago and has been breaking hits ever since.

Why did you first decide to get into record promotion?

The opportunity to work records at radio was certainly a lot more fulfilling than selling products. I'm buzzed bred and born fed...I'm originally from Ohio. I owe a lot to Kid Leo, John Gorman and Danny Sanders for bringing such great music to Northeastern Ohio. I was selling records for CBS and then I got a position at Virgin. Seven years later, I was offered a job at Columbia.

Describe your region in terms of the stations you work.

From Cleveland south to Columbus and from Pittsburgh north to Rochester, I work everything from AAA and Alternative to A/C, Top 40 and AOR.

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Airplay Includes:

Z100 New York
PRO FM Providence
WPST Trenton
WKCI New Haven
WDJE Louisville
WAYV Atlantic City
WPLY Philadelphia
WKBO St. Louis
Q99 Salt Lake City
WNDU South Bend
WFBC Greenville
WABB Mobile
Q106 San Diego
KRLZ New Orleans
Q102 Cincinnati
WSSX Charleston
WAPE Jacksonville
WQGN New London
99X Atlanta
WTCF Saginaw
WIXX Green Bay
WRQK Canton
WXLK Roanoke
KHTY Santa Barbara
Plus Many More!

I BODEANS

"CLOSER TO FREE"

THE NEW SINGLE • PRODUCED BY BODEANS

FROM THE ALBUM: GO SLOW DOWN

MANAGEMENT: MARK MCCRAW

OUT THIS WEEK:

**Bio-Dome**
“Safety Dance”
(PRIORITY)

**Bush**
“Glycerine”
(TRAUMA/INTERSCOPE)

**D:Ream**
“Shoot Me With Your Love”
(ELEKTRA/EEG)

**Melissa Etheridge**
“I Want To Come Over”
(ISLAND)

**Nanci Griffith**
“Time Of Inconvenience”
(ELEKTRA/EEG)

**Quincy Jones**
Introducing Tamia
“You Put A Move On My Heart”
(QWEST/WB)

**George Michael**
“Jesus To A Child”
(DREAMWORKS/GEFFEN)

**Eddie Money**
“Take It From The Heart”
(WOLFGANG RECORDS)

**The Smashing Pumpkins**
“1979”
(VIRGIN)

**STEVE WINWOOD**

- Also, check out the new hit single from the motion picture soundtrack to *Mr. Holland’s Opus*. Shawn Stockman of Boyz II Men fame has hit a home run with “Visions Of A Sunset” (London/Polydor/A&M). Early airplay includes majors like WJNN, KYLD, Z90, WFLZ, KMEQ, Power 96 and more. Expect Top 40, A/C and Crossover radio to easily embrace this powerful song.
- The soundtrack to the controversial film, *Kids*, has spawned a reactionary smash in Folk Implosion’s “Natural One” (London/Island). Already #1 on *Network 40’s* Commercial Alternative chart, sales are huge, it’s MTV’s Buzz Clip and Z100, KROQ, WPLY, 99X, KRBE, WEDG and many more majors report early positive feedback.
- Don’t look now, but the Bodeans release, “Closer To Free” (Slash/Reprise), has locked down one of the Most Added positions for three weeks in a row! Airplay includes impressive majors such as Q106, Q99, WPLY, PRO-FM, 99X, WKBQ and many more. The strength of exposure on the TV show, *Party Of Five*, certainly helps increase airplay; we’ll be hearing a lot more of it in the new year.
- The latest release from Better Than Ezra, called “Rosealia” (Elektra/EEG), is proving to be an accessible number that is working well wherever it’s played. After storming up *Network 40’s* Commercial Alternative chart, this cutting edge track is gaining momentum with rotations at KDWB, Q99, KROQ, 99X, KYSR and many more. Mix in video airplay at MTV and a sold-out tour and this song has all the ingredients to be a solid hit.
- After catapulting its way into the Top 3 on *Network 40’s* Commercial Alternative chart, Bush spins off a classic number in “Glycerine” (Trauma/Interscope). The buzz is huge as the follow up to “Everything Zen” deserves immediate airplay at Mainstream Top 40 stations nationwide.

**Soul Asylum**

- Proving to be stronger than their debut hit, “Run-Around,” “Hook” (A&M) from Blues Traveler is racking up great numbers everywhere. WNCI, KISF, WPLJ, and Z100 are just a handful of the success stories with this tune. Star 94, WMMS, 99X and WHYT all report positive Top 40 female call-out. As “Hook” continues to bolt up *Network 40’s* Plays Per Week chart, SoundScan also reflects Top 25 action on the double-Platinum LP *Four*.

—John Kilgo

"Promises Broken" (Columbia/CRG). Showing, all the signs of their signature ‘93 smash, “Runaway Train,” WTIC, PRO FM, Z100, Y107, Q106, WKBQ, G105 and more jumped all over this track with positive results right off the bat. Album sales have doubled in many of the cities spinning the song, and requests have stacked as well. For more of the hottest requesting songs in the country, check out *Network 40’s* Most Requested pages, which highlight the biggest buzz songs nationally. If your night jock is not reporting the nightly countdown songs at your station, just call (800) 443-4001 and we’ll set you up!
melissa etheridge

i want to come over

from the album

your little secret

produced by hugh padgham and melissa etheridge
management: wf leopold ©1995 island records, inc. a polygram company
i know you're home. you left your light on
<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>LW</th>
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<tr>
<td>OASIS, Wonderswall</td>
<td>834</td>
<td>861</td>
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<td>FOLK IMPLOSION, Natural One (London/Island)</td>
<td>796</td>
<td>826</td>
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<td>BUSH, Glycerine (Trauma/Interscope/AG)</td>
<td>822</td>
<td>814</td>
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<td>THE SMASHING PUMPKINS, 1979 (Virgin)</td>
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<td>COLLECTIVE SOUL, The World I Know (Atlantic/AG)</td>
<td>763</td>
<td>772</td>
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<td>6 GOO GOO DOLLS, Name (Metal Blade/WB)</td>
<td>721</td>
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<td>7 THE SMASHING PUMPKINS, Bullet With Butterfly Wings (Virgin)</td>
<td>763</td>
<td>772</td>
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<td>8 PEARL JAM, Got Id. (Epic)</td>
<td>660</td>
<td>663</td>
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<td>9 RED HOT CHILI PEPPERS, My Friends (WB)</td>
<td>713</td>
<td>630</td>
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<td>NATALIE MERCHANT, Wonder (Elektra/EEG)</td>
<td>570</td>
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<td>JOAN OSBOURNE, One Of Us (Mercy)</td>
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<td>BLUES TRAVELER, Hook (A&amp;M)</td>
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<td>SEVEN MARY THREE, Cumbresome (Mammoth/Atlantic/AG)</td>
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<td>NO DOUBT, Just A Girl (Trauma/Interscope/AG)</td>
<td>492</td>
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<td>GREEN DAY, Brain Stew (Reprise)</td>
<td>383</td>
<td>394</td>
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<td>EVERCLEAR, Santa Monica (Capitol)</td>
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<td>382</td>
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<td>18 DEEP BLUE SOMETHING, Breakfast At Tiffany's (Interscope/AG)</td>
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<td>19 DAVE MATTHEWS BAND, Satellite (Capitol)</td>
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<td>21 SPACEHOG, In The Meantime (Sony/EGG)</td>
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<td>22 BUSH, Comedown (Trauma/Interscope/AG)</td>
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<td>FOR SQUIRRELS, Mighty K.C. (550 Music/Epic)</td>
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NATURAL ONE
by FOLK IMPLOSION

Rotating On:

Z100 29 Plays
Q99 50 Plays
WHYT 45 Plays
KRBE 39 Plays
KROQ 34 Plays
99X 30 Plays
KISF 27 Plays
WEDJ 22 Plays
WPLY 17 Plays
G105 11 Plays
KLRZ 10 Plays
WSSX 10 Plays

Available Only On:

SoundScan Album Sales
Over 10,000 This Week

On Over 50 Top 40 Stations!
Over 450 BDS Detections!

KIDS

NETWORK
CA Chart 2 *
5 Modern Rock Chart!

Original motion picture soundtrack

© 1995 LONDON RECORDS USA

A PolyGram Company
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<td>Frost. East Side Rendezvous</td>
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<td>The Click. Hurricane (Jive)</td>
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**Bullets indicate increased airplay.**

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**Radio News:** KKBT Los Angeles ups OM Harold Austin to PD, MD Maurice DeVoe to APD and AMD Mariama Snider to MD. Congrats to all...KYLD, KYLZ and KSOL San Francisco OM Bob Hamilton exits to program crosstown KABL AM/KKGG...Welcome to Bob Lewis, who officially started at KGGI Riverside this week, and to Mike Marino who left El Lay to program KJMZ Las Vegas.

**Soundtrack Central:** Keep an eye out for two killer soundtracks coming your way soon. Hiring stores January 9th is the soundtrack from the Wayans Brothers newest film, Don't Be A Minute To South Central While Drinking Your Juice In The Hood, featuring new music from Jodeci, R. Kelly, Erick Sermon and the Isley Brothers, among many others. The first release is "All The Things (Your Man Won't Do)" from R&B artist Joe, followed shortly by "Can't Be Wasting My Time" from Mona Lisa (Island). Another soundtrack that sounds amazing is from Martin Lawrence's upcoming film Thin Line Between Love And Hate, with new music from the Luniz, R. Kelly, H-Town, Smooth and many more. No doubt we'll be hearing a lot more about these two projects in the months to come.

**What's New For The Nine-Six:** Tupac Shakur's debut single from his new affiliation with Death Row is the bomb! "California Love" (Death Row/Interscope) features Dr. Dre and promises to be a smash, especially on the West side...The next single from LL Cool J, the super-sexy "Doin' It" (Def Jam/Island), is starting to heat up at Crossover...Keep an eye on the new record from the Fugees, "Fu-Gee-La" (Columbia/CRG) which is completely addictive with its repetitive "Ohh La La La" sample...The second single from The Pharcyde, "Drop" (Delicious Vinyl/Capitol), looks poised for success with a remix from DJ Premier and a video shot by Spike Jonz. The Beastie Boys, who are sampled in the song, have a cameo in the video...Make sure to check out Relativity Rap artist Frost's second single, "La Familia," which samples Sly & The Family Stone's mega-Crossover hit, "Family Affair," and is very cool with that Hispanic flavor....It looks like WWKX PD Joe Dawson and to Mike Marino who left El Lay to program KJMZ Las Vegas.

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**Accelerated Play:**

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**Most Added:**

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<td>Arista</td>
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Are Coming With The "SMOOTH" Sound For The Nine-Six...

Join The Family January 16th.
NO REGRETS: Lava/Atlantic artist Edwin McCain visited our humble abode and blew us away with his natural talent and charisma. Singing his upcoming single, “Sorry To A Friend,” he also offered a quick wit and a wacky photogenic quality. Regional A. rep. Bobbi Hach was his chaperone that day, much to Edwin’s pleasure.

DREAM COME TRUE: The first release from the eagerly-anticipated braintrust of David Geffen, Mo Ostin, Lenny Waronker and Michael Ostin, a.k.a. DreamWorks, is starting the new year with a bang with its debut release with superstar George Michael, “Jesus To A Child.” This stirring love song should be on your desks—if not already in your rotation—by the time you read this.

MAKING AN IMPACT: Rod Stewart’s “So Far Away” (Lava/Atlantic/AG), Deep Blue Something’s “Breakfast at Tiffany’s” (Interscope/AG), Seal’s “Don’t Cry” (ZTT/WB) and Selena’s “Dreaming Of You” (EMI) are all helping to get A/C off to a strong start in 1996. Canadian sensation Jann Arden is making a significant out-of-the-box impact with her single, “Insensitive” (A&M), with airplay in WBMX Boston, KMGQ Santa Barbara, WCOD Cape Cod, WQUT Rome, WINQ Winchendon and WHUD Peekskill.

HAPPY NEW YEAR: Now that you’ve survived Amateur Drunk Night (better known as New Year’s Eve), here’s having a successful 1996 for your radio station—and the A/C section in Network 40. We’ve resolved to make this column more informative and topical to the needs and issues facing A/C programmers. With that in mind, we’re looking forward to contacting you more often this year to share information about new music, promotions and other radio concerns. Please feel free to call me at any time, toll-free (800) 443-4001.

THE FIRST REMINDER OF ’96! Please remember that the deadline for A/C playlists is Mondays at 5 pm. Fax them to (818) 973-2420. And don’t forget to call with station gossip and Presidents Day promo scoops, toll-free (800) 443-4001.

COMING YOUR WAY JANUARY 8TH:

**GEORGE MICHAEL** “Jesus To A Child” (DREAMWORKS/GEFFEN)

—Tiffany Eason
Love is full of promises you make
some you’re gonna keep and some you’ll break
Take it as it comes, the hard times and the fun
Gotta take it from the heart

Eddie Money

TAKE IT FROM THE HEART

The ballad from LOVE AND MONEY. The first
Eddie Money studio recording in four years.

IMPACT DATE JAN. 8th

PRODUCED BY RICHIE ZITO AND EDDIE MONEY | BILL GRAHAM MANAGEMENT

For interview, "morning show", and personal appearance requests:
Alan Rommelfanger at MVP Entertainment PHONE: (805) 565-9552 FAX: (805) 565-3382
or
Cynthia Parsons at Wolfgang Records PHONE: (415) 541-4900 FAX: (415) 243-8184
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<td>RED HOT CHILI PEPPERS. One Hot Minute</td>
<td>WB</td>
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<td>JOAN OSBORNE. Relish</td>
<td>Blue Gorilla/Mercury</td>
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<td>THE ROLLING STONES. Stripped</td>
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<td>MELISSA ETHERIDGE. Your Little Secret</td>
<td>Island</td>
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<td>BOYZ II MEN. The Remix Collection</td>
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<td>Mercury Nashville</td>
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<td>DANGEROUS MINDS. Soundtrack</td>
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<td>VINC GILL. Souvenirs (Greatest Hits)</td>
<td>MCA Nashville</td>
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<td>OASIS. (What’s The Story) Morning Glory</td>
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<td>QUINCY JONES. Q’s JukeJoint</td>
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<td>DAVE MATTHEWS BAND. Under The Table And Dreaming</td>
<td>RCA</td>
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**Bullets Indicate Increased Sales**
the new song from the double-platinum double album
Mellon Collie And The Infinite Sadness

Produced by Flood, Alan Moulder and Billy Corgan
Management: Q Prime

©1995 Virgin Records America, Inc.
Promotions

Super Bowl Promotions
Ideas you can use to tie your station in with the biggest sports (and non-radio) event of the year.

Super Bowl Crawl
Get addresses of listeners who’ll be throwing lavish Super Bowl parties of no more than 12 to 20 people. Take a handful of other lucky listeners, throw them in a van and simply hit one party after the other, sampling the food, the drink and the ambiance, and judging each party for the quality and uniqueness of cuisine, the refreshments and maybe even the depravity of the participants (set your own limits on that one). The highest-rated parties win free T-shirts and stuff for everyone there (with a special prize going to the party host). The judges get a free ride home and the best cure for a hangover and upset stomach.

Cost: Outside of gas for the van and station merchandise, nothing.
Return: A primo good-time promo for everyone involved. Can set up great TSL or Cume contests to qualify judges.

Super Bowl Widows Party
“Grieving” Super Bowl football widows (your target demo) are invited to a client restaurant/club for free/discount refreshments, a fashion show, a free screening of movies such as Forrest Gump, Little Women, Ghost or Fried Green Tomatoes and jocks spinning tunes by Michael Bolton and Luther Vandross. Gift certificates to local clothing stores and movie videos are sporadically given away.

Cost: Minimal; everything should be traded out.
Return: Ad buys from clothing store (that puts on fashion show) and video stores, club (that’s packed with listeners), etc. To multiply impact, hold several parties around market at same time.

Soup or Bowl” Party
Jocks interminably ask callers, “What’s your choice in the Super Bowl?” If they choose one of the teams, they automatically lose. If they choose either “soup” or “bowl,” a drum roll is heard and a sound effect of someone sipping soup or a bowling ball knocking down pins is heard. If they choose correctly, they win free admission to an upcoming Rock ‘N Bowl party you’ll throw at an area bowling alley. If they lose, they win a can of soup.

Cost: Bowling alley should trade location for mentions; soup is cheap.
Return: Nice, unique, if Pun-Ny, angle on event.

Remote Wars,” Take Three
(Originally cited in issue #241)
Do a remote at a local TV/appliance store, where listeners can watch the game on dozens of TVs at one time. A couple dozen viewers are given universal remotes, of which only one works. During a commercial break, a jock offers a prize to the group if they can turn to an obscure cable channel. They have to do it — and maybe another channel or two — and get back to the game channel before play resumes. Everyone will win mini-prizes, but if viewer believes his remote controlled “play” (so to speak), he becomes a finalist. If he’s wrong, he’s out. In the fourth quarter, the finalists play — whoever picks his remote as the working one wins a big-screen TV.

Cost: TV traded for mentions — and for bringing people into the store during a slow business time.
Return: Major ad buys from client and food/beverage sponsors who give away wares at remote.

Super Bowl To-Go
Get your hands on some fairly cheap, portable TV sets. Sticker them up with your logo and give them away to Super Bowl partners, so they can “take the game to the can” (so to speak). Do a remote or call-in from winners’ homes.

Cost: Should be traded for mentions. Other “customized” sets could be sold at retailer.
Return: Puts station in active audience’s mind even during game.

Super Bowl Party: “The Swimsuit Issue
At a closed-to-the-public bar or another private venue, hype your exclusive Super Bowl viewing party. To make it special — and tie in with Sports Illustrated’s mega-popular swimsuit issue that comes out soon after the game — christen the party “The Super Bowl Swimsuit Edition Party.” Lucky callers and contest winners will be served by models in the latest provocative outfits. The air talent emphasizes that the outfits are (ahem) “tasteful,” so women are free to call in and win. And some should win. In fact, male winners are encouraged to be good sports about it and take dates. Promise them that the dates will have fun there as well. Throw in the usual giveaways at the party — station T-shirts, hats, etc.

Finally, it’s game day. The doors open and the place is filled — but no servers until...(with great fanfare) out they come in skimpy bikinis...your male air staff. The jocks take orders for the first quarter, acting surly as all get-out, complaining that they didn’t read their contracts.

Cost: Minimal, if anything, the club should pay you to hold a mega-hyped event like this.
Return: The local media should jump on this. Once word (and pic) get out, your station will be top-of-mind in town for weeks.

Halftime Follies
Pull the stunt In Living Color did a few years back; Hype the heavens that you’re going to be giving away huge prizes to whoever’s listening during your “Half-time Of Hits.” Stage a flurry of call-ins during halftime, and hype a “Super Bowl Of Hits” to come during the second half, and that you’ll give away even bigger prizes to people who listen to the station while watching the game on TV.

Cost: Prizes traded for mentions.
Return: It worked well for In Living Color; it can work for you.

You Make The Calls
At every stop, the jock quickly summarizes the game situation, then asks the nth caller to guess what the next play will be (punts and kick-offs excluded). Guesses include run right, left and up the middle; and pass short (under 10 yards), medium (10-25 yards) and long (over 25 yards). If they guess run or pass correctly, they win one prize. They win a bigger prize for calling it on the nose.

Cost: Prizes (CDs, concert tickets, station merchandise) traded out.
Return: Gives game viewers a reason to listen to the station.

Super Bowl Survival Kit
In a station logo’d pillow case, insert the following: a mini-pillow, some hand-wipes, a bottle opener and a bottle/can cooler, some Bom or Pepto-Bismol, T-shirts from competing teams and other memorabilia. Give away to listeners.

Cost: Local retailers should pop for everything for mentions.
Return: A great way to capitalize on TV event...long after it’s over.

No-Football’s Eve
For non-football fans and griefing fans, throw a bash at a big club. Decorated like New Year’s Eve, the station helps attendees count down the final seconds of the game. When the final gun sounds, everyone yells “Happy No-Football” and they celebrate the return to a semblance of normalcy. At least until baseball season starts. Give away mini-vacations and stuff to those who came to celebrate.

Cost: What cost? You’re creating a special event out of being on the air! What a concept!
Return: Sponsors might be willing to pay more to sponsor this potentially huge (albeit temporary) audience.

God’s Gift To Promo Geeks
Finally Available: Slicktoria’s Secret
It’s about time! Our much-hyped Slicktoria’s Secret catalogue is now ready to roll. You can acquire two volumes that list every exclusive promo idea we’ve ever printed in this magazine! Specifically:

* Slicktoria’s Holiday & Tropical Promo Atlas. Over 20 pages of ideas for holidays and events from Christmas to the Super Bowl.
* Plus, each volume comes with a special bonus that will be detailed on our order form. Call us at (800) 443-4001 and we’ll fax it to you immediately!
VISIONS OF A SUNSET

performed by
Shawn Stockman of Boyz II Men

Written and Produced by Shawn Stockman
Management: Jem Dohakie & Capele Hyn in for Southpaw Entertainment

the hit single from the original motion picture soundtrack
Mr. Holland's Opus

Airplay Includes:
WZJM Add
WERQ 31 Plays
KBXX 26 Plays
WPGC 25 Plays
WFLZ 17 Plays
KMEZ 17 Plays
KYLD 10 Plays
Power96 6 Plays
Z90 6 Plays
WHHH 5 Plays
KSFM 5 Plays
**DATEBOOK**

by Stu Golmf

**MONDAY (1/8/96)**

- *Elvis* Birthday. He's 61...and still working at one Burger King in Podunk. Elvis impersonations of Rap, Punk and Heavy Metal songs...Spot the Elvis intern....
- *Elvis' Last Throne* marathon.
- *Midwife/Women's* Day. In Greece, all women stop doing housework for the day to spend time in cafes, while men do the housework. Any man caught outside is stripped and drenched in cold water.

**TUESDAY (9)**

- *Show-And-Tell Day At Work*. Just like the kids have at school. *Show-and-tell remotes as offers*.... *Stupid Office Tricks*.... *Best Xerox'd Butt* contest.
- *Richard Nixon*’s Birthday. The not-a-crook would've been 82.

**WEDNESDAY (10)**

- *Rod Stewart*’s Birthday. The Mod is 51. Offer free Rod Stewart haircuts....Gravel-road impersonation contest.

**THURSDAY (11)**

- *International Thank You Day*. Thank someone from your past or present who did something nice to you.

**FRIDAY (12)**

- *HAL's Birthday*. A computer was "born" in 1992. Hold a computer show like they do for dogs and cats.... Take online requests.
- *Kirstie Alley's Birthday*. She's 41 and still looking for a decent acting job.

**SATURDAY (13)**

- *First Public Radio Broadcast*. Enrico Caruso was aired in NYC in 1910. *Air other radio "firsts"*-first belch, first cliche "On A Monday," etc.
- *Secret Pal Day*. Secret friends should do something special for each other. Plenty of warm-and-fuzzy remote and call-in opportunities here.... Try and do the same with competing advertisers or former enemies.
- *The Simpsons*’ Birthday. Eternal hip cartoon TV show is now 6 years old. Simpsons sound-alikes.... Simpsons drop-for prizes.
- *Richard Oudcaules* Birthday. He'd be 133 if he was alive. He's started the first newspaper "funny papers."

**SUNDAY (14)**

- *A First Hydrant, Go To Jail* bill passed.
- *A 17-year-old corn inspector*. He had to get out of that business because he had a recurring ear ache.
- *Brainteaser II*: *Which state has the most outhouses?*...
- *No, "onionmania" is not a convention of bad breath worshippers.*

---

**TRIVIA**

by Mel St. Velout, Jr.

**Word Of The Week: "onionmania."** Definition below.

***

Didja know...that your nose and ears never stop growing! Which means Prince Charles will land the lead role in Disney's live action version of *Dumbo* by 1997.

***

Ernest Hemingway rewrote the last page of "A Farewell To Arms" 39 times. Apparently, Ernest thought he went out on a limb at the end.

***

Brainteaser: What does the word "karate" mean?

***

In the '50s TV show, Danny Crockett named his rifle Bong. Rumor has it he gave up the gun to arm himself with only a Bowie knife. Apparently, he got tired of her shooting her mouth off.

***

Before he became a famous philosopher, Confucious was a 17-year-old corn inspector. He had to get out of that business because he had a recurring ear ache.

***

Brainteaser II: *Which state has the most outhouses?* ...

***

An upset stomach aide came out in 1901 called *Mixture*. Which means Prince Charles will land the lead role in Disney's live action version of *Dumbo* by 1997.

***

Tourist Trap: The hippest museum to see is the International Mint Museum in Rutland, VT. It's really easy to get there, too. In fact, they house the International Mint Museum in the Navel Academy.

***

A child's belief in Santa Claus peaks at age 4. The belief in honest politicians peaks six months later.

***

The odds are 600,000-to-one that you'll get hit by lightning, yet Lee Trevino, Jerry Heard and Bobby Nichols were all struck by lightning during the same golf tournament in 1975. Of course, their foursome included Tommy Bolt.

***

Cold Case: There are more outhouses in Alaska than any other state. They must also have the most cases of derriere frostbite.

"Onionmania"—noun: an uncontrollable urge to buy things.

See The Defense Dept.

---

**RIMSHOTS**

by Turner Hedenkoff

Two Delaware race tracks are re-naming slot machines as "video lotteries" because state law bans gambling, but not lotteries. This just in: Heidi Fleiss is appealing her conviction on pandering by re-naming her free-lance business, "genital lotteries.".... Never heard of that law? It became official when a "Use A Fire Hydrant, Go To Jail" bill passed.

A Fort Wayne, IN man was charged with battery and criminal recklessness after being involved in a barroom brawl, where he allegedly bit off a man's ear and swallowed the evidence.

A 17-year-old corn inspector. He had to get out of that business because he had a recurring ear ache.

Model Kathy Ireland says her husband puts her posters in the garage, "so when he's working with his tools, he can look at them." Anything we could add to that would merely be beating a...never mind.

Maine potato industry leaders are asking federal officials to slow the flow of Canadian potatoes into the state. Farmers have threatened to blockade the border crossings.

Already a right-wing politician is running for state office on a plank to throw out all the "spudbacks." The Attorney General of Georgia is against a proposal that changes the state's method of execution from electrocution to lethal injection. His reasoning: the penalty is supposed to be a punishment, not a medical procedure.

Lawmakers are considering a compromise: Locking the condemned in a room with a loaded gun and a TV that plays non-stop episodes of *Face Of Life.*

After a judge ruled it unconstitutional, the City of Fernandina Beach, FL junked a law that made it illegal for politicians to lie.

Besides, if the law was ruled constitutional, they'd have to build twice as many prisons.

Hot Gift Idea: New York Smells, a series of 21-scratch-and-sniff postcards of the Big Apple. Sites include Wall St. (smells like money) and Rockefeller Center's Christmas tree (pine).

Watch out for the Times Square card. Not only does it smell funky, but it sticks to your hand. And it costs $25 to lick the stamp.
better than

Where have you gone my Rosealia?
*Over 30,000 units of Deluxe scanned this week
*Sold out tour
*Top 20 Modern Rock
NETWORK^32*

Where have you gone my Senorita?
WPRO 20x WNNK 29x
WPST 35x WSTW 36x
WKXJ 26x WZST 25x
KMXV 15x WWCK 20x
KRBE 15x and many more

Where have you gone my Rosealia?
*Album is Platinum
*Researching at WNNK
*Phones at KHTY

You played it before, now play it again!

prehensive

n a t a l i e

Mercant

Where have you gone my Rosealia?
Believe In Wonder
*Over 200,000 copies of Tigerlily scanned this week
*Formerly #1 AAA
*24*-21* Hot AC
NETWORK^26*-19*

Believe In Wonder
*Sold out tour
*Album approaching Double Platinum
*Top 20 Modern Rock Track

Believe In Wonder
WTIC WHTZ WPST
WSTR WAPE WXXL WFLZ
WEDJ WYHY WKSE WZJM
WNCI WBZZ KMXV WIXX
WKRP KRBE KLRZ KKRZ
KUTQ KKLQ KRQK KHTY
and oh so many more

MUSIC FIRST

Believe In Wonder
BoDeans (Reprise)
- Originally from Wisconsin, Sam Llanas and Kurt Neumann first got the band together in the mid-'80s.
- Both play the guitar—Sammy is the acoustic rhythm, Kurt is everything else.
- Their debut album, Love & Hope & Sex & Dreams, was listed in Time magazine's "Best Of The Year" list.
- After the BoDean's second album, Outside Looking In, they opened several shows on U2's Joshua Tree Tour.
- The single, "Still The Night," was included on the soundtrack for Martin Scorsese's Color Of Money. Through Scorsese, they met Robbie Robertson, which got them an offer to provide background vocals on his first solo record.
- Their album, Black and White, was recorded at Prince's Paisley Studio, with his former chief engineer, David Z., producing.
- Six songs from the Black and White album are included on the BoDean's new double-disc live set, Joe Dirt Car.
- The album was mostly recorded at an intimate show in San Francisco with select moments from other locales.

Bullet Bites

The Dead may not be dead after all. Grateful Deadheads Bob Weir, Mickey Hart and Vince Welnik announced that they'll do a six-week summer tour, a "Deapalooza" of sorts. Whether this will develop into a return of the Grateful Dead, it's too soon to say.

The Red Hot Chili Peppers' world tour, postponed after drummer Chad Smith broke his wrist, is being rescheduled as you read this. The Platinum album, One Hot Minute (WB), features the current single, "My Friends," along with the upcoming release "Aeroplane."

Bullet Bites

Coming this month is the soundtrack to the film, Beautiful Girls starring Matt Dillon and Rosie O'Donnell. The album offers Alternative music, Pop and R&B classics; Pete Droge sings the title track.


To spotlight the release of Tom Petty And The Heartbreakers' six-CD box set, Playback, MCA has set up an Internet site. It boasts dozens of interactive features, with sound bytes from all 92 tracks and clips from 17 videos.

Arizona-based band Mr. Miraiinga just released their self-titled debut album on Way Cool Records. The first single, "Burnin' Rubber," is also featured on the Ace Ventura: When Nature Calls soundtrack.

PLAY IT! SAY IT!

—by Michelle Babbett
FROM THE TRIPLE PLATINUM ALBUM SIXTEEN STONE

"SIXTEEN STONE" CLIMBS INTO SOUNDSCAN'S TOP 10 THIS WEEK!
A HERALDED YEAR END SATURDAY NIGHT LIVE PERFORMANCE
BACK ON TOUR FEBRUARY 2ND
WATCH FOR THE COVER OF ROLLING STONE IN MARCH

#2 PLAYED AT ALTERNATIVE!

PRODUCED BY CLIVE LANGER, ALAN WINS-ANLEY & BUSH
Most Requested

1. Mariah Carey & Boyz II Men / One Sweet Day
2. Joan Osborne / One Of Us
3. Coolio / Gangsta's Paradise
4. Everything But The Girl / Missing
5. TLC / Diggin' On You
6. The Presidents Of The U.S.A. / Lump
7. Alanis Morissette / Hand In My Pocket
8. The Smashing Pumpkins / Bullet With Butterfly Wings
9. LL Cool J / Boyz II Men / Hey Lover
10. Oasis / Wonderwall

KLYV Dubuque, Jonathan Knight
1. Mariah Carey & Boyz II Men / One Sweet Day
2. Coolio, Gangsta's Paradise
3. TLC, Diggin' On You
4. Blues Traveler, Hook
5. Whitney Houston, Exhale
6. Red Hot Chili Peppers, My Friends
7. Goo Goo Dolls, Name
8. Seal, Don't Cry
9. Bodeans, Closer To Free

WVSR Charleston, Greg Thomas
1. Outkast Brothers, Boom Boom
2. L.L. Cool J, Doing It
3. Mariah Carey, One Sweet Day
4. L.V., Throw Your Hands Up
5. R. Kelly, You Remind Me
A COLUMBIA Records Release

D 39* Top 40 Mainstream Monitor
NETWORK 43*

Performing on The Tonight Show with Jay Leno on Friday, January 5th!

Major Multi Format Airplay:
Z100 New York City
99X & Star 94 Atlanta
PRO-FM Providence
WHTY Detroit
WZJN Cleveland
B94 & WATT Pittsburgh
WPLY Philadelphia
Q102 Cincinnati
WKTI Milwaukee
KHMX Houston
WTMY Chicago
KLRZ & KHOM New Orleans
KWMX Denver
Q107 San Diego

Top 40 Most Added for the third straight week!
Over 1,000 Hot 100 BDS spins
Over 100 Top 40 stations

Soul Asylum

In the not-quite Classic...

"PROMISES BROKEN"

From The Double Platinum Columbia Album, "Let Your Dim Light Shine."

Featuring...

David Pirner as
"The Lead Vocalist"

Danne Diaz as
"The Guitar Player"

Karl Mueller as
"The Bass Player"

and introducing...
Sterling Campbell as
"The Drummer"

Produced by Butch Vig and Soul Asylum.
http://www.sony.com
"Columbia" for U.S. & Canada. All Music Copyright © 1995 Sony Music Entertainment Inc.
**XL93**

KIOXL Grand Forks, Trevor D.
1. M.Caity & Boyz II Men, One Sweet Day
2. Joan Osborne, One Of Us
3. The Smashing Pumpkins, Bullet
4. Everything But The Girl, Missing
5. Oasis, Wonderwall

**92 MOOSE**

Today's Best Music

WMME Augusta, Jay Kramer
1. Coolio, Gangsta's Paradise
2. M.Caity & Boyz II Men, One Sweet Day
3. Joan Osborne, One Of Us
4. TLC, Diggin' On You
5. The Smashing Pumpkins, Bullet

**Magic 95**

KMGZ Lawton, Greg Laser
1. M.Caity & Boyz II Men, One Sweet Day
2. Madonna, You'll See
3. Joan Osborne, One Of Us
4. Everything But The Girl, Missing
5. Gold

**KODD Abilene, Downtown Steve Brown**
1. Coolio, Gangsta's Paradise
2. Selena, Dreaming Of You
3. Whitney Houston, Exhale
4. Joan Osborne, One Of Us
5. The Presidents Of The USA, Lump

**KZMG Boise, CB**
1. Alanis Morissette, Hand In My Pocket
2. TLC, Diggin' On You
3. Joan Osborne, One Of Us
4. Backstreet Boys, We've Got It
5. M.Caity & Boyz II Men, One Sweet Day

**KROC Rochester, James Rabe**
1. Joan Osborne, One Of Us
2. Alanis Morissette, Hand In My Pocket
3. Everything But The Girl, Missing
4. M.Caity & Boyz II Men, One Sweet Day
5. Hootie & The Blowfish, Time
6. Collective Soul, The World I Know
7. Whitney Houston, Exhale
8. Big Mountain, Get Together
9. TLC, Diggin' On You

**WKZQ New Orleans, Psychic Snake Man**
1. Better Than Ezra, Rosalee
2. Alanis Morissette, Hand In My Pocket
3. The Presidents Of The USA, Lump
4. Coolio, Gangsta's Paradise
5. Red Hot Chili Peppers, My Friends

**WZEE Madison, Catfish Cooper**
1. M.Caity & Boyz II Men, One Sweet Day
2. Joan Osborne, One Of Us
3. Selena, Dreaming Of You
4. Coolio, Gangsta's Paradise
5. The Presidents Of The USA, Lump
6. TLC, Diggin' On You
7. Blues Traveler, Hook
8. Backstreet Boys, We've Got It

**WQSL Asheville, Michael Chase**
1. Joan Osborne, One Of Us
2. M.Caity & Boyz II Men, One Sweet Day
3. Oasis, Wonderwall
4. TLC, Diggin' On You
5. The Rentals, Friends Of P.
6. Everything But The Girl, Missing
7. The Smashing Pumpkins, Bullet
8. Natalie Merchant, Wonder
9. Coolio, Gangsta's Paradise

**W2104**

Madison's Continuous Hits!
Major Airplay:
KMEL
Z90
KCAQ
KZHT
KQKS
KTFM
KYLD
KYLD
KZFM
KYLD
KPRR
KYLD
WJMH
WJMH
WHHH

Increased Rotation:
Hot 97
WWKX
WPGC
KBXX
KPRR

tonite's tha night
from their new lp
young, rich and dangerous
in-stores. Tuesday, January 9th

produced by Jermaine Dupri
K104 FM
WSPK Poughkeepsie, Kenny Wild
1. McCready & Boyz II Men, One Sweet
2. The Presidents Of The USA, Lump
3. La Bouche, Be My Lover
4. Groove Theory, Tell Me
5. Madonna, You'll See

K103 FM
KOKY Kearney, The Ferg
1. Coolio, Gangsta's Paradise
2. La Bouche, Be My Lover
3. DC Talk, Jesus Freak
4. McCready & Boyz II Men, One Sweet
5. Soul Asylum, Promises Broken
6. PM Dawn, Sometimes I Miss
7. Def Leppard, When Love And
8. The Girl, Missing

KWNG New London, Brent Mckay
1. McCready & Boyz II Men, One Sweet
2. Mariah Carey, Fantasy
3. TLC, Dittin' On You
4. The Smashing Pumpkins, Bullet
5. Goo Goo Dolls, Name

KTXY San Angelo, Kato
1. McCready & Boyz II Men, One Sweet
2. Joan Osborne, One Of Us
3. The Smashing Pumpkins, Bullet
4. Coolio, Gangsta's Paradise
5. TLC, Dittin' On You

KXQD Alexandria, Shark Man
1. McCready & Boyz II Men, One Sweet
2. Coolio, Gangsta's Paradise
3. TLC, Dittin' On You
4. Joa Osborne, One Of Us
5. LL Cool J, Boyz II Men, Hey Lover

WQMN New London, Chesnokee
1. Everything But The Girl, Missing
2. Alanis Morissette, Hand In My
3. Blues Traveler, Hook

WZQQ Lima, SEAN Bratton
1. McCready & Boyz II Men, One Sweet
2. TLC, Dittin' On You
3. TLC, Dittin' On You
4. Alanis Morissette, Hand In My
5. LL Cool J, Boyz II Men, Hey Lover

Q-105
WQGN New London, Chod In The Night
1. Everything But The Girl, Missing
2. McCready & Boyz II Men, One Sweet
3. Groove Theory, Tell Me
4. Oasis, Wonderwall
5. LL Cool J, Boyz II Men, Hey Lover
A/C Radio:  
#1 Most Added  
#1 Most Increased Airplay  

**NETWORK**: A/C 29°!

25,000 Albums Sold Weekly  
Sales Approaching 300,000

On Over 40 Top 40 Stations including:
- K92  
- WZNY  
- WRFY  
- WFLY  
- WMGI  
- WSNX  
- WVKS  
- Z104  
- KHOM  
- WERZ  
- WWCK  
- WYCR

"As TAPESTRY is a near-perfect collection, it would've been a real pleasure to try my hand at any of the songs. 'So Far Away' is beautiful and I can only hope that I did it justice."

- ROD STEWART

SO FAR AWAY  

Rod Stewart  

from  

TAPESTRY REVISITED  
A TRIBUTE TO CAROLE KING

PRODUCED & ARRANGED BY DAVID FOSTER FOR CHARTMAKER INC.

ARTIST APPEARS COURTESY OF WARNER BROTHERS RECORDS

Call 1-900-ATLANTIC FOR A QUICK MUSIC TUNE-UP  
ONLY $1 PER CALL. UNDER 18 GET PARENT’S PERMISSION. TOUCHTONE PHONE REQUIRED  
ATLANTIC RECORDS, NY, NY (212)997-4433

THE ATLANTIC GROUP ©1995 ATLANTIC RECORDING CORP. A TIME WARNER COMPANY
Most Requested

WIXX 101

WIXX Green Bay, Ben LuMaye
1. M.Carr & Boyz II Men, One Sweet
2. Blues Traveler, Hook
3. La Bouche, Be My Lover
4. Joan Osborne, One Of Us
5. Everything But The Girl, Missing
6. The Presidents Of The USA, Lump
7. Alanis Morissette, Hand In My
8. Backstreet Boys, We've Got It
9. Natalie Merchant, Wonder

WPRR 100.1

WPRR Altoona, JB Savage
1. Madonna, You'll See
2. 'TLC, Diggin' On You
3. M.Carr & Boyz II Men, One Sweet
4. Def Leppard, When Love And
5. The Rentals, Friends Of P.
6. Tom Petty, Waiting For Tonight
7. Seal, Kiss From A Rose

Sly 96.3

KSLY San Luis Obispo, Greg Payne
1. Rancid, Ruby Soho
2. Bush, Glycerine
3. The Presidents Of The USA, Kitty
4. Seven Mary Three, Cumbersome
5. Alice In Chains, Over Now

Buzz Records

1. Bodeans / Closer To Free
2. Melissa Etheridge / I Want To Come Over
3. Oasis / Wonderwall
4. The Tony Rich Project / Nobody Knows
5. Soul Asylum / Promises Broken

Today's Best Music

WSNX Glo REAS, Keni Cum
1. M.Carr & Boyz II Men, One Sweet
2. Backstreet Boys, We've Got It
3. Michael Jackson, Earth Song
4. Selena, Dreaming Of You
5. Joan Osborne, One Of Us
6. Everything But The Girl, Missing
7. Alanis Morissette, Hand In My
8. The Presidents Of The USA, Lump

WJFX Waco, Flyin' Brian
1. Joan Osborne, One Of Us
2. M.Carr & Boyz II Men, One Sweet
3. Coolio, Too Hot
4. LL Cool J, Boyz II Men, Hey Lover
5. Everything But The Girl, Missing

SUNNY FM

WSOX Grand Rapids, Keith Curry
1. M.Carr & Boyz II Men, One Sweet
2. Backstreet Boys, We've Got It
3. The Presidents Of The USA, Lump
4. Coolio, Gangsta's Paradise
5. Def Leppard, When Love And

99.7 WDJX

WDJX Louisville, Mike Shannon
1. M.Carr & Boyz II Men, One Sweet
2. Backstreet Boys, We've Got It
3. Michael Jackson, Earth Song
4. Selena, Dreaming Of You
5. Joan Osborne, One Of Us
6. Everything But The Girl, Missing
7. Alanis Morissette, Hand In My
8. The Presidents Of The USA, Lump
9. 'TLC, Diggin' On You

WFMS Baton Rouge, Scholar Brad
1. M.Carr & Boyz II Men, One Sweet
2. Tia, Slip N' Slide
3. 'TLC, Diggin' On You
4. Shaggy, Boombastic
5. Michael Jackson, Earth Song
NE wORK 2* Year-End Countdown Shows & Holiday Programming Couldn't Stop This Smash From Exploding!
Adult Top 40 Monitor 31°-25°
More Than 2,500 Total BDS Detections!
More Than 15 Million Listeners!
SoundScan LPs
50,128–81,500 pieces sold!

MAJOR ROTATIONS INCLUDE:
KRQ 42 Plays
KYK 36 Plays
KKEZ 30 Plays
BP 37 Plays
Q 106 27 Plays
WTIQ 25 Plays
Sims 24 26 Plays
WKTI 25 Plays
WZL 26 Plays
WTIC 24 Plays
KQZ 22 Plays
KZ 22 Plays
WUSN 21 Plays
KUBE 21 Plays
PRO FM 18 Plays
WKCI 18 Plays

VH
Stress! Large!
MUSIC FIRST

DON'T CRY

The next one following the smash hit single "Kiss From A Rose"
#1 on the Billboard Hot 100 chart!
#1 on the Billboard Monitor Top 40/Mainstream chart for 9 weeks!
#1 Monitor Top 40/Adult Chart for 12 weeks (the all-time record).
Holds the record for most BDS detections in one week!

Produced by Trevor Horn for Horn Productions.

From the double-platinum selling album SEAL.
Management: Bob Cavallo/Rebecca Morel for Adult Third Rail Management

© 1995 JET Records Ltd.
Visit the WBR Promotion Web Site at http://www.wbrcarnradio
THE MGM MOTION PICTURE IN THEATERS JANUARY 12

ADD DATE TUESDAY, JANUARY 9

THE ALBUM IN STORES JANUARY 9

THE MGM MOTION PICTURE IN THEATERS JANUARY 12
LA BOUCHE
BE MY LOVER

From the forthcoming LP
Sweet Dreams
In Stores January 16tA

Billboard Hot 100
Singles 31*-26*!

Billboard Monitor
Rhythm Crossover
Chart 12*-11*!

Billboard Monitor
Mainstream Chart
27*-23*!

Add! Active!
<table>
<thead>
<tr>
<th>Position</th>
<th>Artist/Musician</th>
<th>Song</th>
<th>Notes</th>
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<td>&quot;Running From The Law&quot;</td>
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<td>&quot;Life In The Fast Lane&quot;</td>
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<td>&quot;Not For Me&quot;</td>
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<td>&quot;Bridges Of Babylon&quot;</td>
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<td>&quot;Exhale (Shoop Shoop)&quot;</td>
<td>&quot;September&quot;</td>
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<td>&quot;I'll Be&quot;</td>
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<td>&quot;All I Ever Wanted&quot;</td>
<td>&quot;She's Got That&quot;</td>
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<td>10</td>
<td>Matchbook</td>
<td>&quot;Better Than Ezra&quot;</td>
<td>&quot;Malevita&quot;</td>
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**Last Week's Values**

- Smashing Pumpkins: "Just A Girl" (3:47)
- Matchbook: "Exhale (Shoop Shoop)" (3:20)
- Matchbook: "I'll Be" (3:02)
- Matchbook: "I Know" (3:01)
- Matchbook: "All I Ever Wanted" (3:10)
- Matchbook: "Better Than Ezra" (3:00)

**本周热门歌曲**

- Smashing Pumpkins: "Just A Girl" (3:47)
- Matchbook: "Exhale (Shoop Shoop)" (3:20)
- Matchbook: "I'll Be" (3:02)
- Matchbook: "I Know" (3:01)
- Matchbook: "All I Ever Wanted" (3:10)
- Matchbook: "Better Than Ezra" (3:00)

**本周音乐推荐**

- Smashing Pumpkins: "Just A Girl" (3:47)
- Matchbook: "Exhale (Shoop Shoop)" (3:20)
- Matchbook: "I'll Be" (3:02)
- Matchbook: "I Know" (3:01)
- Matchbook: "All I Ever Wanted" (3:10)
- Matchbook: "Better Than Ezra" (3:00)
NETWORK 25*
SoundScan Album 23*16*
Mainstream Monitor 28*-26*

WMMS #3 call-out with women
WSTR #6 call-out overall!
WEDJ #11 call-out with women 20-25
WNCI Great call-out! Huge potential!
99X #3 call-out!
WHYT Top 5 call-out

Rotating:
Z100 27 Plays
Q99 47 Plays
WMMS 46 Plays
WPLY 44 Plays
KISF 42 Plays
FLY92 35 Plays
Y107 35 Plays
WNCI 33 Plays
KYSR 31 Plays
WSTR 27 Plays
WZPL 26 Plays
WKBG 20 Plays
WZJH 20 Plays
WEDJ 17 Plays
WPEJ 16 Plays
KOWB 12 Plays
KRBE 12 Plays
Plus Many More!

BLUES TRAVELER
HOOK!

the follow-up to the smash hit run-around
from the double platinum album tour
**A Friends In High Places**

Seen plotting the overthrow of Crossover radio are (clockwise from left) KPWR Los Angeles MD Bruce St. James, Network 40 Crossover Editor Debby Peterson, Quincy Jones, Qwest/WB artist Tamia, WB Nat. Dir. Singles Promo. Greg Lee and Qwest Sr. VP Promo. Rich Bloom.

**A A Day At The Beach**


**A STANDING NEAR A “BETTE OF ROSES”**


**A DISTINGUISHED GENTLEMEN**

Third Street Music Settlement recently honored the Marsalis family (Ellis, Branford, Wynton, Delfeayo and Jason) and Van Cliburn with its Distinguished Achievement and Service to the Arts Award. (l-r): Van Cliburn, BMG Classics Pres. Gaetner Hendler, Ellis Marsalis, Wynton Marsalis and Columbia Records Group Pres. Don Jenner.

**A GONE SAILING**


**A LOWER CASE HUMOR**

WB artist k.d. lang dares to come between KROQ Los Angeles morning guys Kevin (r) and Bean (l).
Don’t Miss the 1996 GAVIN Seminar

Outrageous opening ceremony (Who will light the torch?)
Unbelievable cocktail party
Showcases, too numerous to mention
Individual format award luncheons
1,000 program directors
“Late Night” with Max Tolkoff
“Radio Only” sessions ...

With the top consultants in the business
Face-off on cluster analysis
On-line session
Arbitron’s Pierre Bouvard
A **We're "Back For Good"**
KISS L.A. morning star Rick Dees (second from right) does the in-stewed-e-o thang with Arista artists Take That.

A **What's Your Sign?**
(l-r): Payday/London artists WC & The Maad Circle member Crazy Toons, KMEL San Francisco air personality Sway, PD Michelle Santosuosso, Priority artist Ice Cube, Lench Mob artist K-Dee, WC (of WC & The Maad Circle) and KMEL Street Research Dir. Alex Mejia engage in a special "Handsigns Across The Bay Area" stunt.

A **I Can't Wait**

A **Monsters Rally**

A **All Dressed Up And Nowhere To Go**
The staff at WAKX Grand Rapids with an invisible in-studio guest artist. (l-r): OM J.L. Fisk, midday air personality Kim St. James, PD Jay Towers, night-guy Marc Hunter and Promo. Dir. Amy Faber.

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

NETWORK 40

CD SAMPLER #88

HITS YOUR DESK

JAN. 29TH
<table>
<thead>
<tr>
<th>TW</th>
<th>ARTIST</th>
<th>SONG</th>
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<td>Maverick/Reprise</td>
<td>1370</td>
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<td>Michael Jackson</td>
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<td>MJ Music/Epic</td>
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<td>Waterfalls</td>
<td>LaFace/Arista</td>
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<td>Bonnie Raitt w/ Bryan Adams</td>
<td>Rock Steady</td>
<td>Capitol</td>
<td>1027</td>
<td>44</td>
<td>6</td>
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<td>68</td>
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<td>Ants Marching</td>
<td>RCA</td>
<td>969</td>
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<td>69</td>
<td>The Smashing Pumpkins</td>
<td>Bullet With Butterfly Wings</td>
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<td>71</td>
<td>Backstreet Boys</td>
<td>We've Got It Goin' On</td>
<td>Jive</td>
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<td>Bon Jovi</td>
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<td>Mercury</td>
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<td>Your Little Secret</td>
<td>Island</td>
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<td>Come With Me</td>
<td>Gasoline Alley/MCA</td>
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<td>Virgin</td>
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<td>Quincy Jones &amp; Brandy and Heavy D</td>
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<td>79</td>
<td>Selena</td>
<td>I Could Fall In Love</td>
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<td>80</td>
<td>The Rembrandts</td>
<td>I'll Be There For You (Theme from Friends)</td>
<td>Eastwest/EEG</td>
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### MOST ADDED

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<tr>
<th>Artist/Song/Label</th>
<th>Total/Adds</th>
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<tr>
<td><strong>1</strong> TOM PETTY. Waiting For Tonight (MCA)</td>
<td>79/11</td>
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<td>WOSC, WAKX, KBCQ, KLDR, KQX, KQKY, KTXY, WBEC, WFQX, WMXZ</td>
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<td><strong>2</strong> MELISSA ETHERIDGE. I Want To Come Over (Island)</td>
<td>42/10</td>
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<td>KROC, WTBX, KSIG, KLZ, KOTM, KQKY, KTXY, WFQX, WNNU, WSPT</td>
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<td><strong>3</strong> THE SMASHING PUMPKINS. 1979 (Virgin)</td>
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<td>KROC, WAKX, WMME, KBCQ, KFTZ, KIXY, WBEC, WJNR, WSPT</td>
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<td><strong>4</strong> JANET JACKSON. Twenty Foreplay (A&amp;M)</td>
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<td>WZJM, KBCQ, KGUS, KLEX</td>
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<td><strong>4</strong> BRANDY. Sittin' Up In My Room (Arista)</td>
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<td><strong>4</strong> GREEN DAY. Brain Stew (Reprise)</td>
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<td><strong>4</strong> BLESSED UNION OF SOULS. Oh Virginia (EMI Records)</td>
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<td><strong>7</strong> HOOTIE &amp; THE BLOWFISH. Time (Atlantic/AG)</td>
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<td>WQCI, KODU, KAMK</td>
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<td><strong>8</strong> SOUL ASYLUM. Promises Broken (Columbia/CRG)</td>
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<td><strong>8</strong> THE TONY RICH PROJECT. Nobody Knows (LaFace/Arista)</td>
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<td>KBCQ, WBEC, WQX</td>
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<td><strong>12</strong> JOAN OSBORNE. One Of Us (Mercury)</td>
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<td>WZJC, KHTO</td>
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<td><strong>12</strong> BETTER THAN EZRA. Rosealia (Elektra/EEG)</td>
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<td>KDKU, KQIX</td>
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<td><strong>12</strong> SELENA. Dreaming Of You (EMI Records)</td>
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<td>WQNJ, KBCQ</td>
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<td><strong>12</strong> LA BOUCHE. Be My Lover (RCA)</td>
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<td>WAKX, WNBX</td>
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<td><strong>12</strong> PLANET SOUL. Set U Free (Strictly Rhythm)</td>
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<td>KIKI, KXX</td>
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<td><strong>12</strong> SHAWN STOCKMAN. Visions Of A Sunset (Polydor/Atlas/A&amp;M)</td>
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<td><strong>12</strong> IMMATURE. We Got It (MCA)</td>
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<td>KWJA, WSPL</td>
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<td><strong>12</strong> DENNIS. All Cried Out (Metropolitan)</td>
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<td>KLR, WXMK</td>
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<td><strong>12</strong> DEBORAH COX. Who Do U Love (Arista)</td>
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### ACCELERATED AIRPLAY

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<td><strong>EVERYTHING BUT THE GIRL. Missing (Atlantic/AG)</strong></td>
<td>WQMZ, WHTZ, KQCI, KCMC, KS4G, WQKS, WMF, WMXZ, WSPT</td>
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<td><strong>BIG MOUNTAIN. Get Together (Grand)</strong></td>
<td>WQGM, WZJ, WTBX, KDLK, WQXX, WTVR, WXLK, WMB, WMXZ, WSPT</td>
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<tr>
<td><strong>MELISSA ETHERIDGE. I Want To Come Over (Island)</strong></td>
<td>WQKI, KQOD, WTBX, KRIC, WQHZ, WTVR, WXLK, WMXZ, WSPT</td>
<td>+309</td>
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<td><strong>SOUL ASYLUM. Promises Broken (Columbia/CRG)</strong></td>
<td>WHTZ, KQOD, WMXZ, WBB, WQKY, WMM, KQZ, KZIP, WTVR, WMM, WSPT</td>
<td>+299</td>
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<td><strong>TOM PETTY. Waiting For Tonight (MCA)</strong></td>
<td>WQCI, WAKX, WBCQ, KRM, WQHZ, WMM, WMB, WQDL, WTVR, WMM, WSPT</td>
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<tr>
<td><strong>JANET JACKSON. Twenty Foreplay (A&amp;M)</strong></td>
<td>KQNI, WYHY, KQWI, KMM, WQNL, WMM, WMB, WQDL, WMM, WTVR, WMM, WSPT</td>
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<td><strong>BODEANS. Closer To Free (Reprise)</strong></td>
<td>WAKX, WQXX, WMM, WKB, WMM, WMB, WQDL, WMM, WTVR, WMM, WSPT</td>
<td>+204</td>
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<td><strong>LA BOUCHE. Be My Lover (RCA)</strong></td>
<td>WQCI, KQOD, WMM, WMM, WMB, WQDL, WMM, WTVR, WMM, WSPT</td>
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<td><strong>THE TONY RICH PROJECT. Nobody Knows (LaFace/Arista)</strong></td>
<td>WQCI, KQOD, WMM, WKB, WMM, WMB, WQDL, WMM, WTVR, WMM, WSPT</td>
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<td><strong>SEAL. Don't Cry (ZTT/WB)</strong></td>
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<td><strong>NATALIE MERCHANT. Wonder (Elektra/EEG)</strong></td>
<td>WQMA, WMM, WKB, WMM, WMB, WQDL, WMM, WTVR, WMM, WSPT</td>
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<td><strong>COLLECTIVE SOUL. The World I Know (Atlantic/AG)</strong></td>
<td>WQCI, KQOD, WBBM, WZIM, WSPL, WKSY, WMM, WMB, WQDL, WMM, WSPT</td>
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<td><strong>MICHAEL JACKSON. Earth Song (MJJ Music/Epic)</strong></td>
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<td><strong>BLUES TRAVELER. Hook (A&amp;M)</strong></td>
<td>WQCI, WSOC, WQHY, WQKY, WMM, WMB, WQDL, WMM, WSPT</td>
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<td><strong>PLANET SOUL. Set U Free (Strictly Rhythm)</strong></td>
<td>KQCI, WBBM, WQIM, WQSL, WMM, WMB, WQDL, WMM, WSPT</td>
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<td><strong>FOLK IMPOSITION. Natural One (London/Island)</strong></td>
<td>WHTZ, KDLK, WTVR, WMB, WQDL, WMM, WMB, WQDL, WMM, WSPT</td>
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<td><strong>THE SMASHING PUMPKINS. 1979 (Virgin)</strong></td>
<td>WICQ, WAKX, WBCQ, WQDL, WMM, WMB, WQDL, WMM, WSPT</td>
<td>+105</td>
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<td><strong>DEBORAH COX. Who Do U Love (Arista)</strong></td>
<td>WPGC, KQWI, KMM, WQDL, WMM, WMB, WQDL, WMM, WSPT</td>
<td>+99</td>
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<td><strong>JOAN OSBORNE. One Of Us (Mercury)</strong></td>
<td>WPGC, KQWI, WMM, WMB, WQDL, WMM, WMB, WQDL, WMM, WSPT</td>
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<td><strong>ROD STEWART. So Far Away (Lava/Atlantic/AG)</strong></td>
<td>WPGC, KQWI, WMM, WMB, WQDL, WMM, WMB, WQDL, WMM, WSPT</td>
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Top 10 Most Requested .................................................. Page 34
Hottest Buzz Records Of The Week ...................................... Page 40
Spin Cycle – In-Depth Airplay Analysis ................................. Pages 52-53
The Chart Page ............................................................... Page 56
QUINCY JONES
"YOU PUT A MOVE ON MY HEART"

Introducing TAMIA

SoundScan LP Sales
43,631–65,229 pieces sold!

Hot Rotations Include:
WPGC 29 Plays
KKBT 20 Plays
WJBT 19 Plays
WERQ 18 Plays
WVKS 15 Plays
WHHH 8 Plays
Plus Many More!

THE FIRST SINGLE FROM:

PRODUCED BY QUINCY JONES
MUSIC AND LYRICS BY ROD TEMPERTON
RECORDED BY FRANCIS BUCKLEY
MIXED BY BRUCE SWEDIEN

Visit the Warner Brothers promotion department on the Internet; http://www.wbr.com/radio
Management: Brenda Richie Management
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<th>2W</th>
<th>LW</th>
<th>TW</th>
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<tr>
<td>1. MARIAH CAREY &amp; BOYZ II MEN. One Sweet Day (Columbia/CRG)</td>
<td>11526</td>
<td>11782</td>
<td>11725</td>
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<tr>
<td>2. GORAN BORATO. Name (Metal Blade/MB)</td>
<td>9051</td>
<td>9210</td>
<td>9060</td>
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<tr>
<td>3. MADONNA. You’ll See (Maverick/MB)</td>
<td>7933</td>
<td>7904</td>
<td>7836</td>
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<tr>
<td>4. WHITNEY HOUSTON. Exhale (Shoop Shoop) (Arista)</td>
<td>7132</td>
<td>7612</td>
<td>7679</td>
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<td>5. DEEP BLUE SOMETHING. Breakfast At Tiffany’s (Interscope/AG)</td>
<td>7015</td>
<td>7074</td>
<td>7156</td>
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<td>6. TLC. Doin’ On You (LaFace/Arista)</td>
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<td>6929</td>
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<td>7. EVERYTHING BUT THE GIRL. Missing (Atlantic/AG)</td>
<td>5820</td>
<td>6393</td>
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<td>8. ALANIS MORISSETTE. Hand In My Pocket (Maverick/Reprise)</td>
<td>6842</td>
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<td>9. HOUSTON. The Time (Atlantic/AG)</td>
<td>5901</td>
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<td>10. MARIAH CAREY. Fantasy (Columbia/CRG)</td>
<td>6781</td>
<td>6434</td>
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<td>11. JANET JACKSON. Runaway (A&amp;M)</td>
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<td>6159</td>
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<td>12. TOAD THE WET SPROCKET. Good Intentions (Reprise/Columbia/CRG)</td>
<td>5463</td>
<td>5560</td>
<td>5477</td>
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<tr>
<td>13. JOAN OSBORNE. One Of Us (Mercury)</td>
<td>4703</td>
<td>5303</td>
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<td>14. ACE OF BASE. Beautiful Life (Arista)</td>
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<td>5192</td>
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<td>14. BIG MOUNTAIN. Get Together (Giant)</td>
<td>3966</td>
<td>4405</td>
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<td>16. SOPHIE B. HAWKINS. I’ll Be There For You (Theme From ‘Friends’) (Warner Bros/EMI)</td>
<td>4809</td>
<td>4558</td>
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<td>18. GROOVE THEORY. Tell Me (Maverick)</td>
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<td>19. NATALIE MERCHANT. Wonder (Elektra/EEG)</td>
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<td>20. NATALIE MERCHANT. Carnival (Elektra/EEG)</td>
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<td>21. SEAL. Don’t Cry (ZTT/MB)</td>
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<td>22. COLLECTIVE SOUL. The World I Know (Atlantic/AG)</td>
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<td>23. DEF LEPPARD. When Love And Hate Collide (Mercury)</td>
<td>3393</td>
<td>3534</td>
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<td>24. SELENA. Dreaming Of You (EMI Records)</td>
<td>3606</td>
<td>3744</td>
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<td>25. BLUES TRAVELER. Hook (A&amp;M)</td>
<td>3173</td>
<td>3348</td>
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<td>26. TAKE THAT. Back For Good (Mercury)</td>
<td>4117</td>
<td>3672</td>
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<td>27. HOUSTON. The BLOWFLOW. Only Wanna Be With You (Atlantic/AG)</td>
<td>3340</td>
<td>3151</td>
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<td>28. LA BOUCHE. Be My Lover (RCA)</td>
<td>2683</td>
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<td>29. THE BEATLES. Free As A Bird (Capitol)</td>
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<td>30. DEL AMITRI. Roll To Me (A&amp;M)</td>
<td>3285</td>
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<td>31. THE TONY RICH PROJECT. Nobody Knows (LaFace/Atlantic)</td>
<td>1747</td>
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<td>32. BETTER THAN EZRA. Roseasia (Elektra/EEG)</td>
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<td>33. EDWIN MCCAIN. Serenade (Lava/Atlantic/AG)</td>
<td>2943</td>
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<td>34. ELTON JOHN. Blessed (Rocket/Island)</td>
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<td>35. SEAL. Kiss From A Rose (ZTT/MB)</td>
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<td>36. BLESSID UNION OF SOULS. Let Me Be The One (EMI Records)</td>
<td>2386</td>
<td>2303</td>
<td>2258</td>
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<tr>
<td>37. MONICA. Before You Walk Out Of My Life (Rowdy/Anita)</td>
<td>2165</td>
<td>2240</td>
<td>2247</td>
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<td>38. ST. Anything (WJ Music/550 Music)</td>
<td>2182</td>
<td>2224</td>
<td>2226</td>
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<td>39. BLUES TRAVELER. Run Around (A&amp;M)</td>
<td>2468</td>
<td>2267</td>
<td>2214</td>
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<tr>
<td>40. L.L. COOL J &amp; BOYZ II MEN. Hey Lover (Def Jam/Iceland)</td>
<td>2095</td>
<td>2181</td>
<td>2175</td>
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</table>

**Bullets indicate increased airplay.**

**Network Plays Per Week**

**Computer Generated Airplay Reports**

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**PROJECTED NUMBER OF AIRPLAYS PER WEEK:**

- **1.** 12,000
- **2.** 11,000
- **3.** 10,000
- **4.** 9,000
- **5.** 8,000
- **6.** 7,000
- **7.** 6,000
- **8.** 5,000
- **9.** 4,000
- **10.** 3,000
- **11.** 2,000
- **12.** 1,000

**Network Plays Per Week**

- **1.** 12,000
- **2.** 11,000
- **3.** 10,000
- **4.** 9,000
- **5.** 8,000
- **6.** 7,000
- **7.** 6,000
- **8.** 5,000
- **9.** 4,000
- **10.** 3,000
- **11.** 2,000
- **12.** 1,000

**Details on page 3**

**Accelerated Airplay Highlighted Details**

- **1.** Gold (NPG/WB)
- **2.** THE PRESIDENTS OF THE UNITED STATES. Lump (Pop/Lincoln/Atlantic/CGR) 2524
- **3.** SOUL ASYLUM. Promises Broken (Columbia)
- **4.** COOLIO. Gangsta’s Paradise (MCA Soundtracks)
- **5.** OASIS. Wonderwall (Epic)
- **6.** XSCAPE. Who Can I Run To (So So Def/Columbia/CRG)
- **7.** COLLECTIVE SOUL. December (Atlantic/AG)
- **8.** R. KELLY. You Remind Me Of Something (Jive)
- **9.** JANET JACKSON. Twenty Foreplay (A&M)
- **10.** 50 CENTS. Sometimes I Miss You So Much (Gee Street/Island)
- **11.** ALANIS MORISSETTE. You Oughta Know (Maverick/Reprise)
- **12.** PAULA ABDUL. Ain’t Never Gonna Give You Up (Virgin)
- **13.** MAX MILLION. Sexual Healing (S.O.S/Zoo)
- **14.** RED HOT CHILI PEPPERS. My Friends (WB)
- **15.** PLANET SOUL. Set ‘Em Free (Strictly Rhythm)
- **16.** ALANIS MORISSETTE. You Oughta Know (Maverick/Reprise)
- **17.** PAULA ABDUL. Ain’t Never Gonna Give You Up (Virgin)
- **18.** FOLK IMPLOSION. Natural One (London/Island)
- **19.** JANET JACKSON. Twenty Foreplay (A&M)
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