

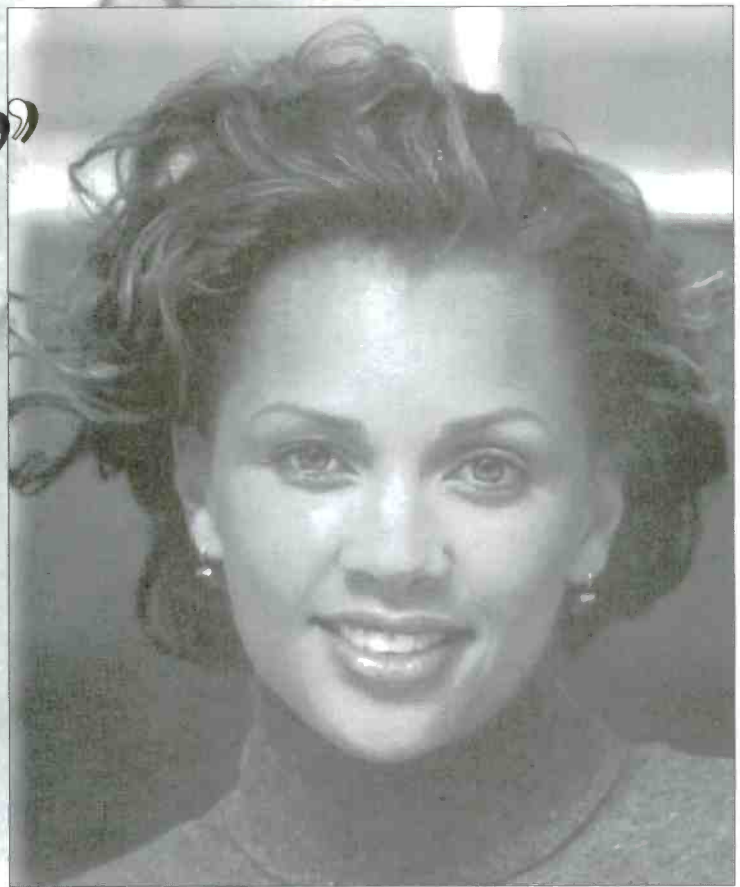
HITMAKERS[®]

ISSUE 873 \$5.00

January 27, 1994



VANESSA WILLIAMS
“The Sweetest Days”



SOLID ROTATION = CALLOUT RESEARCH!

- WTIC-FM Hartford** - 34x/#9 Overall - 66% Familiar • 3.35 Out of 5.0
- KDWB Minneapolis** - 25x/#19 Overall - 80% Familiar • 3.34 Out of 5.0
- STAR94 Atlanta** - 31x/#7 Overall - Strongest With 25-34 Females • 3.55 Out of 5.0
- PRO-FM Providence** - 49x/ #2 Overall - 75% Familiar
- KKRZ Portland** - 49x/ #4 Overall

- On Over 132 Top40 Stations
- 1,700 Top40 BDS Detections
- 2,700 HOT 100 BDS Detections
- Monitor Rhythm Crossover Chart #40*
- Monitor Mainstream Chart #22*
- BDS AC Chart #4*
- R&R AC Chart #1*

ALSO MAJOR MARKET ROTATION AT:

B94	18x
Q106	26x
WNVZ	32x
B97	23x
XL106.7	30x
POWER PIG	27x
WXKS	14x
KIX106	39x
WZPL	24x
KZHT	32x
Y100	28x



SoundScan Singles Chart #27-24* - 10,237 Units Scanned

SoundScan Album Chart #58* - 19,369 Scanned

Crystal Waters

"What I Need"



- On Over 25 Crossover Stations
- Over 450 Top40 BDS Stations
- 35-29* R&R Rhythmic Chart • #10 Most Increased Play

37-33* Monitor Rhythm Crossover Chart
 #22* Heatseekers Chart • Album Scanned: 3,691 Units TW

NEW AT: B96, KHFI, KPRR, KXTZ, KJYK, KFFM

KEY ROTATIONS:

WHHH	Indianapolis	15x	KZHT	Salt Lake City	35x
KTFM	San Antonio	30x	KIX106	Providence	15x
KUBE	Seattle	40x	KZFM	Corpus Christi	19x
XL106.7	Orlando	14x	KPRR	El Paso	35x
92Q	Baltimore	35x	WFLY	Albany	20x
Q105	Oxnard	33x			
WHJX	Jack	23x			

MARTIN PAGE

"In The House Of Stone & Light"



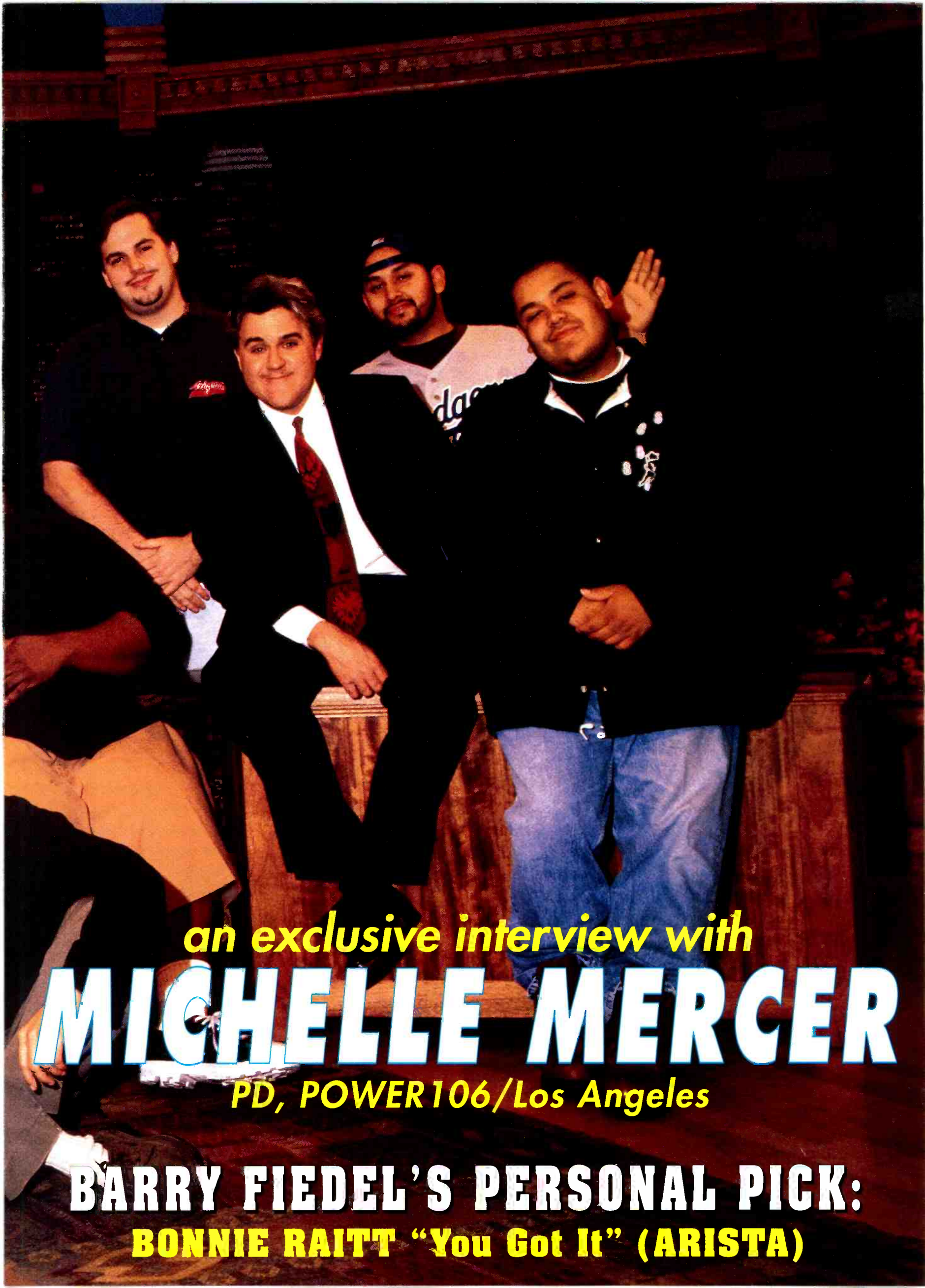
KEY ADDS:
 XL106.7, KKRZ,
 Q106, WAHC,
 WDJX, KJ103,
 KC101

- #3 Most Added On Over 100 Top40 Stations
- #4 Most Increased Play R&R Pop Chart
- D#38* R&R Pop Chart • Over 450 BDS Top40 Detections

- Billboard Hot AC Chart: 8-6* • R&R Hot A/C Chart: #5*
- Album Debut Billboard Heatseekers Chart: #68*
- Units Scanned TW: 1,628



KEY ROTATIONS ALREADY: STAR94 31x, WNCI 10x, Q106 11x,
 PRO-FM 12x, WAPE 10x, Y100 23x, WZYP 19x, KHTT 13x, WZNY 22x,
 WVKS 24x, WDDJ 19x, Y97 26x, WTIC 20x, WDDJ 19x, and many more...



an exclusive interview with

MICHELLE MERCER

PD, POWER106/Los Angeles

BARRY FIEDEL'S PERSONAL PICK:

BONNIE RAITT "You Got It" (ARISTA)

it was a hit then and it's a hit now!

"if you think
you're lonely,
now

performed by
K-Ci Hailey

Jodeci

**SoundScan Album Chart:
#60-55***

**Albums Scanned TW:
20,230**



from the original motion picture soundtrack for

JASON'S
LYRIC

Major Rotation At:

HOT97 New York 31x
POWER106 Los Angeles 61x
Z90 San Diego 33x
92Q Baltimore 18x
WHHH Indianapolis 32x
HOT97.7 San Jose 76x
KUBE Seattle 47x
WILD107 San Francisco 39x
KMEL San Francisco 61x

WJMN Boston 68x
KIX106 Providence 16x
KGCI Riverside 25x
KJYK Tucson 41x
KZFM San Antonio 31x
KZHT Salt Lake City 24x
KDON Salinas 71x
KPRR El Paso 39x



PETE DROOG

"if you don't love me (i'll kill myself)"

Most Added 2 Weeks In A Row!

Over 480 Detections!

Up 120 Spins This Week!

Over 20 New Stations Including:

PRO-FM 20x
KISF 35x
WAPE Add

WNNK Add
B106 Add
93Q 18x

WPST 22x
WPLY 10x
KRBE 32x

B97 15x
WAHC 29x
WGRD 27x

KQKQ 20x
Q99 24x

Featured In The #1 Box Office Smash *Dumb And Dumber*



Active!



Custom!



The debut single from NECKTIE SECOND

Produced and Mixed by Brendan "Bud" O'Brien - Grammy® nominated Producer of the Year
Management By Kelly Curtis and Krisha Augerot at Curtis Management

The **INSIDE PAGE**

HITMAKERS **HOT TIP**

BLESSID UNION OF SOULS "I Believe" (EMI)

Yeah, we know that you know that JIMMY STEAL and BRIAN DOUGLAS have been carrying on about this Cincinnati-based band for months now, (#1 callout, Top 5 sales) but the deal is...This thing is working! Anyone who comes in contact with this project immediately gets bitten by the 'Blessid Bug...' Top 5 again in Disc-covery Club this week, with major Conference Call confirmation and **MAJOR** new 'Believers' this week: KISS108, PRO-FM, KRQ, KJ103, WGTZ, WKSS and a bunch more! Already in rotation at KDWB as the buzz grows stronger...Stand by for Blessid Updates!

Researching Music

MARTIN PAGE "In the House Of Stone And Light" (Mercury) Told ya...Smash at A/C and Hot A/C...Adult females know what they want...P.S. Great guy to work with! • **JAMIE WALTERS** "Hold On" (Atlantic) Another artist with a built-in female audience, thanks to 90210. • **EAGLES** "Love Will Keep Us Alive (Geffen) Six night winner on WKBQ, same story everywhere. Smash. • **MELISSA ETHERIDGE** "If I Wanted To" (Island) Three for three at Mainstream and A/C. • **FREEDY JOHNSTON** "Bad Reputation" (Elektra) has anything but, as guitar-based guys are once again the darlings of the format. • **DIONNE FARRIS** "I Know (Columbia) We've been screaming about her for weeks...Hopefully, you get it by now. • **VANESSA WILLIAMS** "The Sweetest Days" (Wing/Mercury) Researching for the astute programmers who are giving her the proper rotation. • **SHERYL CROW** "Strong Enough" (A&M) Take her to the bank after only three weeks. • **ANDRU DONALDS** "Mishale" (Capitol) Ground floor opportunity with an exciting new artist. • **GREEN DAY** "When I Come Around" (Reprise) Another third single success story from the hottest band in the land. • **R.E.M.** "Bang And Blame" (WB) • Duh. Anticipation factor is HIGH for their upcoming tour. • **TOM PETTY** "You Don't Know How It Feels" (WB) Tom is calling out! Conference Calls with major programmers are confirming the success of his WB debut.

By the way...Have you heard REDNEX "Cotton Eye Joe" on JIVE? Already an international smash, this 'Hillbilly Funk' has sold over 2 million copies in Europe and will soon be taking over your town...Not a damn thing you can do about it...Special Thanks to JACK SATTER and TOM CASEY for giving us a personal sneak preview this week!

On The Street Side: **BROWNSTONE** "If You Love Me" (MJJ/Epic) is on over 91 stations. #1 R&B and over 1,000 spins. • **TLC** "Creep" (LaFace/Arista) is still on fire with 2,000 spins this week on 136 stations. • **K-CI HAILEY** "If You Think You're Lonely Now" (Mercury) is now on it's way to Top40 getting over 1,000 spins at crossover. Also on Mercury is **CRYSTAL WATERS** "What I Need" exploding with over 500 spins in 2 weeks getting great phones. • **SOUL FOR REAL** "Candy Rain" (MCA) was my pick 2 weeks ago and now on fire with close to 1,000 spins from 23 stations. • **MADONNA** "Take A Bow" (Maverick/Sire/WB) is already in the bank on over 160 stations with 8,000 spins. • Definitely look out for **MARY J. BLIGE** "I'm Goin' Down" (Uptown/MCA) coming in this week with over 500 spins from 20 stations...and growing.

The BARRY RICHARDS Pick To Click: SUBWAY "This Lil' Game We Play" (Motown)

From the ALTERNATIVE WORLD: An incredible week for **BELLY** "Now They'll Sleep (Reprise) 25 adds this week...'Nuff said. • **SHOXSIE AND THE BANSHEES** "Oh Baby" (Geffen) A great Pop song with strong early interest. • **ADAM ANT** "Wonderful" (Capitol) Welcome Back! Radio left the light on for you. • **MASSIVE ATTACK** "Protection" (Virgin) Tracey Thorne from Everything But The Girl blends her voice beautifully with Massive Attack. • **ELECTRIFIXION** "Zephyr" (WEA Import) Starting to pick up great comments from programmers. • **JAYHAWKS** "Blue" (American) Gary Schoenwetter at WEQX sez, "Rootsy upper demo Alternative Rock. These guys rule!" • **NIRVANA** "The Man Who Sold The World" (DGC/Geffen) Core artist for this format. Thank you. • **COLDWATER FLAT** "Magnetic North Pole" (MCA) No, it's not from the Tim Allen movie... • **JASON AND THE SCORCHERS** "Country Roads" (Mammoth) A sound Hank Williams Sr. (or was that John Denver???) never expected...give it a spin • Congratulations to the staff at Elektra for successfully crossing **FREEDY JOHNSTON's** "Bad Reputation" (Elektra) to Mainstream Top40.

The LISA McCARTHY Pick To Click: SPONGE "Plowed" (Chaos)

- | | | | |
|--|---------|---|---------|
| • TOM SHO VAN - Programmer's Think Tank | page 13 | • PAIGE NIENABER Promotions Column | page 35 |
| • Mainstream Disc-covery Club | page 14 | • Ear To The Ground | page 46 |
| • Programmer Of The Week | page 15 | • The Real Juice | page 48 |
| • FERGUSON/SHANDS Columns | page 23 | • The HITMAKERS Interview: | |
| • ALTERNATIVE WORLD section | page 24 | • Michelle Mercer, PD, | |
| • STREET SHEET/Reazar's Records | page 29 | • POWER106/Los Angeles | page 25 |

TOP 40 Radio Multi-Format Picks

Based on this week's EXCLUSIVE HITMAKERS CONFERENCE CALLS and ONE-ON-ONE calls. ALL PICKS ARE LISTED IN ALPHABETICAL ORDER.

MAINSTREAM

BLESSID UNION OF SOULS - "I Believe" (EMI)
BROWNSTONE - "If You Love Me" (MJJ/EPIC)
COLLECTIVE SOUL - "Gel" (ATLANTIC)
SHERYL CROW - "Strong Enough" (A&M)
PETE DROGE - "If You Don't..." (AMERICAN/REPRISE/RCA)
MELISSA ETHERIDGE - "If I Wanted To" (ISLAND)
DIONNE FARRIS - "I Know" (COLUMBIA)
NEWTON - "Sky High" (CRITIQUE)
MARTIN PAGE - "In The House..." (MERCURY)
JAMIE WALTERS - "Hold On" (ATLANTIC)

ALTERNATIVE WORLD

BELLY - "Now They'll Sleep" (REPRISE)
COLLECTIVE SOUL - "Gel" (ATLANTIC)
DURAN DURAN - "White Lines" (CAPITOL)
HOLE - "Asking For It" (Geffen)
LIVE - "Lightning Crashes" (RADIOACTIVE/MCA)
OASIS - "Live Forever" (EPIC)
SIMPLE MINDS - "She's A River" (VIRGIN)
SIOUXSIE & THE BANSHEES - "Oh Baby" (Geffen)
SPONGE - "Plowed" (CHAOS/COLUMBIA)
THE THE - "I Saw The Light" (550 MUSIC/EPIC)
VERUCA SALT - "Number One Blind" (DGC/MINTY FRESH)

STREET SHEET

69 BOYZ - "Kitty Kitty" (RIP IT)
95 SOUTH - "Rodeo" (RIP IT)
MARY J. BLIGE - "I'm Going Down" (UPTOWN/MCA)
BRANDY - "Baby" (ATLANTIC)
BROWNSTONE - "If You Love Me" (MJJ/EPIC)
ADINA HOWARD - "Freak Like Me" (ELEKTRA ENT. GROUP)
ICE CUBE - "Get It Together" (PRIORITY)
K7 - "Move It Like This" (TOMMY BOY)
LIVIN JOY - "Dreamer" (MCA)
CRAIG MACK - "Get Down" (BAD BOY/ARISTA)
KEITH MARTIN - "Never Find..." (RUFFHOUSE/COLUMBIA)
SPANISH FLY - "Daddy's Home" (UPSTAIRS)
SOUL FOR REAL - "Candy Rain" (UPTOWN/MCA)
SUBWAY - "This Lil Game We Play" (MOTOWN)

MIX SHOWS

CAPELTON - "Tour" (SIGNET)
JOI CARDWELL - "Jump For Joi" (EIGHTBALL)
CLUB ZONE - "Hands Up" (LOGIC)
DEJA VU - "New Lover" (VESTRY)
GLORIA ESTEFAN - "Everlasting Love" (EPIC)
MONTELL JORDAN - "This Is How We Do It" (PMP/DEF JAM)
RBL - "Bounce To This" (IN A MINUTE)
REDMAN - "I Can't Wait" (DEF JAM/RAL)
KYM SIMS - "I Must Be Free" (RADIKAL)



#1 Rock Track

More Than 40 Stations Already Playing, Including:

Q99 28x Top 10 Requests

WKBQ Add

WKSE 5x

don't tell me

the debut single from Balance ✦ Produced by Bruce Fairbairn ✦ Management: Ray Danniels, SRO Management, Inc.

(what love can do)

van halen



©1995 WARNER BROS. RECORDS INC.



ADINA HOWARD FREAK LIKE ME

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

The premiere single and video from the forthcoming debut album
Do You Wanna Ride.

Produced by Mass Order for Double Lady Productions
Executive Producers: Max Gousse, Gerry Griffith, Rogel Romain, Livio Harris
Management: Eiggie Management, New York/Los Angeles

#5 Most Added!

Freakin' At:

KKFR	Z90	KCAQ	WGTZ
WHJX	KZFM	WJJS	WFLZ
WWKX	WHHH	KKSS	KZHT

Over 800 Combined Spins!

Huge Plays:

92Q	39	KJYK	35	WJMN	32
KBXX	31	KHTN	30	WPGC	23

**Over 75% Closed At Urban In 2 Weeks!
Single In The Streets January 24th!**

"Early buzz from the streets of Baltimore! This song is a hit!"
RUSS ALLEN, 92Q

"Sure brings out the trouser teepee in me."
RICK STACY, KKFR



Already Top30 Requests



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Programmer's Think Tank

by TOM SHO VAN



THE COURAGE OF OUR OWN CONVICTIONS

A friend of mine who does a highly rated morning show recently opened a chain of comedy clubs in his area. A funny and creative talent, he cashed in on his radio presence by naming the clubs after himself. I found it a resourceful thing to do to beef up his income. When the time came, however, to advertise this new venture where did he put his ad money? In the newspaper...not on radio.

In other markets, I know entrepreneurial radio people who own yogurt stands, muffler franchises, video rentals and every manner of business. None of them advertise on radio regularly if ever.

What all that says to me is that radio people truly believe that radio is a bogus medium. We don't believe radio can truly motivate the listeners to do anything. Sure, we may talk big and keep fighting to get people to write about us in our Arbitron Diary. On the other hand, when it comes down to forking over our own hard-earned money with our very own business venture living by our decision, we choose any road but radio.

Why don't we think radio is an effective communications medium? Is it because we're too close to it? Because we know the product we produce on the air isn't the best we can do - isn't really touching the listeners? I think it may be a little of all of those things, but more significantly, I think

we don't really pay attention to the big picture. We all have our "jobs" in radio. We churn out quarter hours, produce "spots" and devise "promotions." We select and schedule songs and sets. What's missing is a clear overview of what we're doing and why.

As a program director you would probably say your goal is to guide the station so it gets good ratings and is saleable. The sales department undoubtedly see the ultimate goal as being able to sell out the station at the highest possible rates.

A few years ago, a new six-lane bridge was built on Interstate 84 over the Hudson River in New York State. The crews worked from both spans meeting at midriver. When the time came to join spans, it turned out that the two sections were about two yards apart. Concrete and metal had to be twisted, cracked, retooled and bent. Several million dollars later, a somewhat weird bridge finally opened to traffic - nearly a year behind schedule. Someone was missing the big picture.

Who's in charge of radio's big picture? Who watches out to make sure all the construction parts meet at the appointed place in the big scheme of things? Sure we each do our "jobs," just as the bridge workers on both sides of the river did. We - as they - can all point to the work we do as solid, up to or above specification and good. If it doesn't work - well we neither care nor understand. Hell, we delivered numbers - if sales can't sell them, screw them. Hey, we sold the time - if listeners don't flock to a remote

at a car dealer it's radio that doesn't work. The point is that we don't give a lot of thought to the mission of the radio station. We don't spend enough time reflecting that radio must be tooled to meet the lifestyle of its listeners at midstream and perfectly enter their lifestyle. We must go with them wherever they go - and then encourage them to accompany us through the day and through our participating advertisers. It must be a continuous synergistic relationship, not a manipulative, short-sighted scam.

We have owners now that treat radio as a commodity. We have music directors who want to please the record companies, promoters and trade publications. We have PD's who're going for numbers. No wonder nobody would spend his own money on radio advertising - radio's just a big salvage heap out of which we pick a living. Now, if we know radio's a pile of crap how good are we as poker players trying to bluff somebody into investing in advertising on it.

If all we're going to do is keep our eye on the span of the bridge section we're working on, how can we randomly expect to meet at the appointed target? A program director must program, must direct, must see the big picture, and anyone at any radio station who wouldn't invest his last dollar in radio advertising on your station should be fired and sent to work at the newspaper.

**Tom Shovan welcomes your comments.
Call him at
(212) 581-3962 or fax (212) 459-9343.**

U P L I N K

So...KEVIN COSTNER now claims that the expanded version of Dances With Wolves was not done with his approval! Apparently, the film company, Orion, used the expanded European version for the laser disc released here last year. You will note that it was promoted as a "Director's Cut", but, that doesn't appear anywhere on the packaging.

The hottest new camcorder is the SONY Handycam "SNAPSHOT". You can't beat this small affordable 8mm camera. It has a 3 inch color LCD and switchable wide angle/telephoto lens. The sound pickup is very good (mono only) and the picture quality is excellent. You won't believe the color and black level of this little giant.

FOSGATE, whose model 3A (THX surround decoder) is considered to be the best out there, has announced (at the CES) that they will be coming with a new decoder by April. Who has the money to keep changing equipment so

rapidly? Resale on this stuff is terrible. However, the used marketplace is a good way of getting into high-end gear at an affordable price.

Q&A

Can laser discs be played many times without the disc losing its quality?

YES...Unlike conventional video tape, the disc is not touched by anything and therefore can't wear out. Discs sometimes have manufacturing problems, but any dealer selling them should replace bad ones instantaneously. Some older discs had a problem and did deteriorate over time, but that problem has been corrected.

I want to get into laser discs, but friends have told me to wait for the new digital TV discs. Should I listen to them?

Hard question to answer? Laser discs are perfected. In many ways, they're

almost perfect. Why wait when you can have a great picture with great sound right now? You can always sell your hardware and software later while enjoying today's technology right NOW!

Are XXX rated films available on laser disc?

YES.

If I buy a big dish can I see JAY LENO's "schtick" while the commercials are on?

NO...The Burbank Skypath feed is exactly what the studio monitors show. You would probably hear the band playing during local breaks while the screen would be black or show an art card. You would also see all the national spots.

Call Barry Fiedel With Your Questions.



HITMAKERS

MAINSTREAM TOP40

DISCOVERY CLUB

1. RICHARD MARX "Nothing..." (CAPITOL)
2. LONDONBEAT "Come Back" (RADIOACTIVE/MCA)
3. MARTIN PAGE "In The House Of Stone..." (MERCURY)
4. SIMPLE MINDS "She's A River" (VIRGIN)
5. BLESSID UNION OF SOULS "I Believe" (EMI RECORDS)
6. GLORIA ESTEFAN "Everlasting Love" (EPIC)
7. COLLECTIVE SOUL "GeI" (ATLANTIC)
8. DIONNE FARRIS "I Know" (COLUMBIA)
9. MELISSA ETHERIDGE "If I Wanted To" (ISLAND)
10. BROWNSTONE "If You Love Me" (MJJ/EPIC)
11. JAMIE WALTERS "Hold On" (ATLANTIC)
12. AIMEE MANN "That's Just What You Are" (GIANT)
13. OASIS "Live Forever" (EPIC)
14. PETE DROGE "If You..." (AMERICAN/REPRISE/RCA)
15. REAL McCOY "Run Away" (ARISTA)
16. HOOTIE & THE BLOWFISH "Let Her..." (ATLANTIC)
17. EAGLES "Love Will Keep Us Alive" (Geffen)
18. FIREHOUSE "I Live My Life For You" (EPIC)
19. NEWTON "Sky High" (CRITIQUE)
20. VAN HALEN "Don't Tell Me..." (WARNER BROS.)

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the week



Columbia Crusades

DIONNE FARRIS "I Know"

J.J. RICE, MD, 98PXY, Rochester

DIONNE FARRIS *I Know* (COLUMBIA) - Could be a #1 smash.

JULIE FORMAN, APD, WOXY, Oxford

DIONNE FARRIS *I Know* (COLUMBIA) - It can go into all formats. Instant phones.

ACE ANTHONY, PD, KQID, Alexandria

DIONNE FARRIS *I Know* (COLUMBIA) - Great reaction, great female record.

JACK O'BRIEN, PD, WERZ, Exeter

DIONNE FARRIS *I Know* (COLUMBIA) - Just put it on and expect good reaction from females.

BURKE ALLEN, OM, WAEV, Savannah

DIONNE FARRIS *I Know* (COLUMBIA) - Sounds like a hit to me.

EDDIE MUNSTER, APD/MD, WFME, Baton Rouge

DIONNE FARRIS *I Know* (COLUMBIA) - If Charlie Walk thinks this is a record, then it must be.

JIM KELLY, MD, WJRZ, Monmouth/Ocean

DIONNE FARRIS *I Know* (COLUMBIA) - From the first listen the beat goes on and on in your head! Play It!!

DAVID SKINNER, PD, WLAN, Lancaster

DIONNE FARRIS *I Know* (COLUMBIA) - Very hooky. Should do well in all dayparts.

TONY CASTLE, MD, WWST, Knoxville

DIONNE FARRIS *I Know* (COLUMBIA) - Awesome. A simply awesome record.

DAVY CROCKETT, PD/MD, WYCR, York

DIONNE FARRIS *I Know* (COLUMBIA) - Great transition.

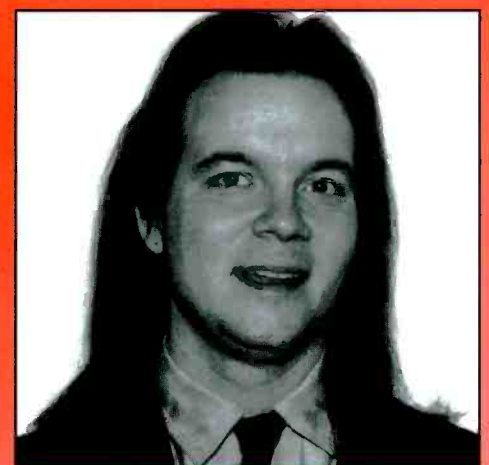
Nominees for Issue 874.

Vote for your choice.

1. ADAM COOK (PD, WXXL/Orlando)
2. MIKE McCOY (PD, KJ103/Oklahoma City)
3. CAT THOMAS (PD, WZYP/Huntsville)

Call your HITMAKERS Account Executive (818) 887-3440
Programmer of the week wins a Sony Walkman™!

CRUZE



PD, WKBQ/St. Louis

Career Highlights:

MORNINGS - KJ103/Oklahoma City (Had the station's biggest Morning Drive ratings EVER under Joel Folger.)

MORNINGS - KITY/San Antonio (Number one Morning Show...first time ever for KITY!)

MORNINGS - WQUE/New Orleans (Woah, those hurricanes!)

ASST. PD/MORNINGS - KSAQ/San Antonio (both Alternative/CHR and AOR)

PD/MORNINGS - WPFM/Panama City (Restoring a legend!)

PD/MORNINGS - WKBQ/St. Louis (CHR for the '90's!)

Family:

Married - to one of the country's best Promotions Directors, Nadia Behring!
One Dog, Cleo...one cat, Talaw

Hobbies:

Star Trek, Animation, and watching the Dallas Cowboys (who will be back!)

Quote:

"When the owl and the duck meet by the pier after midnight... the dog won't dance in the wind."

Top40 Disc-covery Club

NYK AT NITE, AMD, KTRS, Casper

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - It's a pretty song with an edge.

cranberries *Ode To My Family* (ISLAND) - If *Zombie* wasn't mass appeal enough, this is.

MILLA *Gentleman Who Fell* (EMI RECORDS) - She is just way too talented.

TOM MARTENS, PD, KWTX, Waco

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - We love this record and our female audience will too.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - With the movie soundtrack this record really stands out.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Great to have them on the radio again. A very radio-friendly comeback.

JON NORTON, MD, KYYY, Bismarck

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - Not a clunker on the album. There are three or four other songs that are potential hits.

SIMPLE MINDS *She's A River* (VIRGIN) - A nice Pop song that should fit in nicely with other formats.

THE FOUR SEASONS *Book Of Love* (CURB) - The beautiful voices of The Four Seasons combined with today's production quality has breathed new life into this golden nugget.

JAMES BAKER, PD, KZIO, Duluth

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - Fits in perfectly with our middays.

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - It's got the kick for nights...With the guitar and Sammy's vocals, what a combination.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Her best song yet!

JUSTIN CASE, MD, KZIO, Duluth

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Sounds so good on the air.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - Can't wait to introduce our audience to this one.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Can't play this one soon enough.

MIKE KASPER, PD, KZMG, Boise

AIMEE MANN *That's Just What You Are* (GIANT) - Watch your phones light up for this.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Another smash from an established artist.

PAUL WALKER, PD, OK95, Tri-Cities

COLLECTIVE SOUL *Gel* (ATLANTIC) - Picks up where *Shine* left off.

AIMEE MANN *That's Just What You Are* (GIANT) - A quality song from an up-and-coming artist.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Could be her biggest one yet.

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - A good nighttime buzz record for us!

TONY MASCARO, MD, PRO-FM, Providence

SIMPLE MINDS *She's A River* (VIRGIN) - Sounds like *Alive And Kicking*. This group is back.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This is a smash! Don't wait, get on this one now!

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - This is one of the hottest bands around. You can't go wrong with this track.

TED EDWARDS, AMD, PRO-FM, Providence

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Totally perfect for Top40 radio.

TAKE 6 *You Can Never Ask Too Much Of Me* (REPRISE) - Unbelievable...Blew my socks off the first time I heard it.

PEARL JAM *Better Man* (EPIC) - This song and this band will continue to make inroads in Top40 for years to come.

RAY KALUSA, MD, Q106, San Diego

CRYSTAL WATERS *What I Need* (MERCURY) - I'm a big Crystal Waters fan because she never puts out...a ballad.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Grows on you like a good haircut. Expecting big phones.

KEVIN PETERSON, APD/MD, STAR94, Atlanta

GLORIA ESTEFAN *Everlasting Love* (EPIC) - The video mix is the track we'll be playing...It gets to the hook quicker and sounds more contemporary.

BONNIE RAITT *You Got It* (ARISTA) - As good as the Roy Orbison original.

BILL MITCHELL, PD, U93, South Bend

PEARL JAM *Better Man* (EPIC) - This song ROCKS! A very accessible cut for Top40.

NEWTON *Sky High* (CRITIQUE) - As embarrassed as I am to admit it, this song has won four nights in a row in Battle Of The Hits. Requesting big.

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Tom Jones is hot right now. This could be the song that breaks him big again.

DAN DEATON, PD, WA1A, Melbourne

GLORIA ESTEFAN *Everlasting Love* (EPIC) - Nice, happy, familiar song.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Crossing to the Mainstream now.

AIMEE MANN *That's Just What You Are* (GIANT) - Solid Pop song.

MIKE LOWE, MD, WA1A, Melbourne

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Top priority on our Urban Crossover list.

AIMEE MANN *That's Just What You Are* (GIANT) - Great Pop record that deserves a chance.

GLORIA ESTEFAN *Everlasting Love* (EPIC) - Even better than the remade remake. It's bright, it's happy, it's Gloria.

MIKE ORZEL, APD/MD, WAAL, Binghamton

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - I believe this is a smash.

OASIS *Live Forever* (EPIC) - Critics have been saying that this is one of the best new bands and new albums out, and this is proof positive.

DUSTY HAYES, PD/MD, WABB, Mobile

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Reminds me of their earlier stuff...Rhythmic, yet mass appeal.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Smash!

BURKE ALLEN, OM, WAEV, Savannah

EAGLES *Love Will Keep Us Alive* (Geffen) - Very smooth, very female-oriented.

DIONNE FARRIS *I Know* (COLUMBIA) - Sounds like a hit to me.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Has a great adult Pop sound.

EAGLES *Love Will Keep Us Alive* (Geffen) - Beautiful song. Strong adult calls already.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Perfect Pop record that fits our sound.

DIONNE FARRIS *I Know* (COLUMBIA) - My gut tells me it's a hit record.

DAMON COX, MD, WAPE, Jacksonville

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Instant phone record. Short and to the point - across-the-board.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Melissa's third installment - A solid follow-up to her two previous hits. 18-34 male and female phones.

JOHN FLINT, PD, WAZY, Lafayette

SIMPLE MINDS *She's A River* (VIRGIN) - Reeks of U2!

LARRY CRANE *When Times Get Rough* (MERIDIAN) - It's John Mellencamp with Larry's vocals...Strong debut album.

DANNY OCEAN, MD, WBHT, Scranton

SHERYL CROW *Strong Enough* (A&M) - Strong enough to be a Top 5 record.

STONE ROSES *Love Spreads* (Geffen) - They're the beginning of the second British Invasion.

CRASH TEST DUMMIES *Ballad Of Peter Pumpkinhead* (RCA) - Great remake.

BEAU LANDRY, PD, WBIZ, Eau Claire

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - Has a feel and a tempo unlike anything else we're playing.

SIMPLE MINDS *She's A River* (VIRGIN) - Outstanding song. A great return song for them.

DAVE DANIELS, MD, WBIZ, Eau Claire

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - Very hooky. After two listens you'll be singing along.

cranberries *Ode To My Family* (ISLAND) - Has the same sound that made you first fall in love with this group...Very mass appeal.

SCOTT ROBBINS, PD, WBNQ, Bloomington

DEAD EYE DICK *Perfect Family* (ICHIBAN) - A nice hooky Rock song coming off a huge first single.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Beautiful song. Will capture the imagination and hearts of our listeners.



Buzz Bin

- Billboard Heatseekers Chart: #5*
- SoundScan LP Chart: 170*-128*
- 7460-8926 Pieces Sold This Week

IT'S A PERFECT FIT!

the flaming Lips

New Adds This Week Include:

KRBE 10x	WA1A	
G105	WTWR 11x	
WZOK	WVSR	
KKRD	KMCK	
WSNX	WNSL	

"SHE DON'T USE JELLY"

Produced by The Flaming Lips

And Keith Cleversley

From the album,

Transmissions From The Satellite Heart



Spinning At

WHYT 30x	WZYP 13x	WAHC 33x
KROQ 22x	WYCR 45x	WKSE 6x
WPST 26x	Z100 13x	WGRD 27x
WLUM 11x	WFLY 11x	KHTT 10x
WENZ 17x	B97 18x	KRBE 10x
LIVE 105 14x	KLZR 20x	Q99 32x
KWOD 22x	KISF 28x	and more
WNNX 14x	WKBQ 12x	

MELISSA ETHERIDGE

"If I Wanted To"

SoundScan Album Chart: #19*



Billboard Mainstream Monitor: D#37*

Over 1200 Top40 BDS Detections • Audience Reach: 8.8 Million!

<u>New At:</u>	Y100	WCIL	WDBR	WNNK
WKSS	WRHT	WDJB	WZYP	98PXY
WNOK	WNVZ	WGRD	WDJX	KZZU
G105	XL106.7	WIXX	JET-FM	

<u>In Rotation At:</u>	B97	24x	WWCK	23x	WAPE	17x	WLAN	28x	
KHTT	20x	KLRZ	33x	WGRD	12x	Q99	27x	WYCR	30x
WVSR	28x	WFLY	15x	WDDJ	14x	KMXV	22x	WPLY	34x
K92	30x	KRBE	12x	WTWR	24x	KISF	20x		
WFMF	21x	PRO-FM	14x	WVKS	15x	WKBQ	18x		
WABB	21x	WKSE	22x	WNOK	15x	KKRD	22x		

cranberries

"ODE to the family"

SoundScan LP Chart: #10-6*



<u>New At:</u>	WSPK	Y102
WPLY 15x	B97	WPST 16x
WZNY	WPRR	Q99

<u>Early Action At:</u>
KRBE - 19x B97 - 18x
WGRD - 18x

Managed By The Left Bank Organization

PORTISHEAD

"Sour Times (Nobody Loves Me)"

Top New Artist SoundScan LP Chart: #1

Billboard Monitor Alternative Chart: 9-6*



<u>Early Action At:</u>	KISR	Add	K106	Add
WHYT 64x	WABB	Add - 6x	KRBE	Add - 14x
WGRD Add - 24x	Q99	Add	KLRZ	12x



Top40 Disc-covery Club

BILL KLAPROTH, PD, WDBR, Springfield

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Good hook, nice feel, great record.

DANIELLE BRISEBOIS *Gimme A Little Sign* (EPIC) - Song to keep your toes tappin'.

JAMIE WALTERS *Hold On* (ATLANTIC) - Dig the short hair on 90210.

MICHAEL GAMBY, MD, WDBR, Springfield

DANIELLE BRISEBOIS *Gimme A Little Sign* (EPIC) - Great remake, although I draw the line when it comes to Rick Dees' *Disco Duck*.

N II U *I Miss You* (ARISTA) - This made me shed a tear. Thank God for the extra panties in my desk drawer to dry my eyes with.

BLUES TRAVELER *Runaround* (A&M) - Great flavor record. Taste of *American Pie*.

JACK O'BRIEN, OM/PD, WERZ, Exeter

DIONNE FARRIS *I Know* (COLUMBIA) - Just put it on and expecting good reaction from females.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Hot on the AC level, and crossing to Top40 to be a hot record also.

JIM REITZ, PD, WFHN-FM, New Bedford

BROWNSTONE *If You Love Me* (MJJ/EPIC) - #3 requests women 18-24.

CYNTHIA *How I Love Him* (TOMMY BOY) - Tested 100% positive for us.

N II U *I Miss You* (ARISTA) - Strong sales, #1 requests women 18-24.

GLORIA ESTEFAN *Everlasting Love* (EPIC) - Sounds great on the air and getting early phones.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Good uptempo Pop record.

MICHAEL MORGAN, PD, WFLY, Albany

REAL McCOY *Run Away* (ARISTA) - Sounds like hit #2!

SHAWN SCOTT, MD, WFLY, Albany

REAL McCOY *Run Away* (ARISTA) - It's definitely in the same vein as *Another Night*. Should do just as well.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - A definite female demo killer. He has always done well for us.

EDDIE MUNSTER, APD/MD, WFMF, Baton Rouge

VAN HALEN *Can't Stop Lovin' You* (WARNER BROS.) - It's a smash. Will be huge.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - If Kevin Peterson thinks this is a record, then it must be.

DIONNE FARRIS *I Know* (COLUMBIA) - If Charlie Walk thinks this is a record, then it must be.

ALEX TEAR, PD, WGRD, Grand Rapids

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - Will be a very big record. Smooth voice, great lyrics.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Sounds great on the radio. It grabs you.

SIMPLE MINDS *She's A River* (VIRGIN) - Get hip to this record...They sound good.

LOUIS KAPLAN, PD, WGTZ, Dayton

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Already generating calls.

69 BOYZ *Kitty Kitty* (RIP IT) - As expected, turning into a major night reaction record.

DUFF DAMOS, PD, WIFC, Wausau

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - This is gonna be his biggest one in a few years.

CRASH TEST DUMMIES *Ballad Of Peter Pumpkinhead* (RCA) - Has a real poppy hook to it.

TAKE 6 *You Can Never Ask Too Much Of Me* (REPRISE) - Is gonna sound great on Top40 radio.

JACKIE JOHNSON, MD, WIFC, Wausau

GLORIA ESTEFAN *Everlasting Love* (EPIC) - Very familiar song with a core artist remaking it.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - A Richard Marx song, perfect for middays.

CRASH TEST DUMMIES *Ballad Of Peter Pumpkinhead* (RCA) - Crash Test Dummies with a new twist.

JIM KELLY, MD, WJRZ, Monmouth/Ocean

DIONNE FARRIS *I Know* (COLUMBIA) - From the first listen the beat goes on and on in your head! Play it!!

ANDRU DONALDS *Mishale* (CAPITOL) - This record should light up your phones!

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Listen to it several times, and play it, dammit!!

CRUZE, PD, WKBQ, St. Louis

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - The Midwest loves Van Halen...Still one of the hippest Rock bands around.

EAGLES *Love Will Keep Us Alive* (Geffen) - While I seldom get excited about a ballad, this record won our night time music battle six nights in a row...

KENNY KNIGHT, MD, WKBQ, St. Louis

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - I wouldn't be surprised if this song surpasses the success of her other two Top40 smashes.

SIMPLE MINDS *She's A River* (VIRGIN) - I'll be watching this one closely.

EAGLES *Love Will Keep Us Alive* (Geffen) - A female monster!

SHERYL CROW *Strong Enough* (A&M) - Another female monster to listen to if you're not already playing it.

WALLY McCARTHY, PD, WKDY, Utica

GLORIA ESTEFAN *Everlasting Love* (EPIC) - Great follow-up.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - You don't have to like his hair, but his music works.

SHANNON STEELE, MD, WKDY, Utica

GLORIA ESTEFAN *Everlasting Love* (EPIC) - Instant response. A great remake.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - Really grows on you. Good adult response.

PEARL JAM *Better Man* (EPIC) - A very hip record with all demo appeal.

GLENN DILLON, MD, WKFR, Kalamazoo

JAMIE WALTERS *Hold On* (ATLANTIC) - Great record.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Nice record. Has an En Vogue flavor.

TINA SIMONET, MD, WKSS, Hartford

REDNEX *Cotton-Eyed Joe* (BATTERY/JIVE) - Going to be a huge club record with no 'lick me' lyrics. Check the phat heifer mix.

MAX-A-MILLION *Fatboy* (S.O.S.) - Way too infectious groove.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - The perfect uptempo song. Very smooth.

DAVID SKINNER, PD, WLAN, Lancaster

DIONNE FARRIS *I Know* (COLUMBIA) - Very hooky. Should do well in all dayparts.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Great daytime upper demo record getting huge response.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - Typical Richard Marx. Looking for big things during the day.

DAN BOWEN, APD/MD, WNCI, Columbus

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - We've been spiking it off and on since the holidays, starting to get some requests...Great-sounding record, and a band from our area to boot.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - His success at A/C has paved the way for success at Top40. Martin visited our morning show recently and created a lot of excitement for this project.

BUBBA BOUDREAUX, PD, WNSL, Hattiesburg

JAMIE WALTERS *Hold On* (ATLANTIC) - Great female record.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - It will eclipse *Thinking About You*.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Fun record. Play it, Jerky.

DON LONDON, PD, WNVZ, Norfolk

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Sounds like another Top 5 record.

SHERYL CROW *Strong Enough* (A&M) - The national profile is building every week...great tune.

LIVIN JOY *Dreamer* (MCA) - The next 2 Unlimited...More and more Disc-overies every week.

L.J. SMITH, PD, WOSC, Ocean City

SIMPLE MINDS *She's A River* (VIRGIN) - This record will give younger demos a chance to know this group.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Will be a strong record. Play this one, fruitcake.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - If you don't play this one, you should kill yourself.

JEFF CUSHMAN, MD, WOSC, Ocean City

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Powerful lyrics will make this song stand out.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Make sure you play this one, sizzle chest.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - I'm just blown away by it. I love it.

Top40 Disc-covery Club

GARETT MICHAELS, PD, WPLY, Philadelphia

DURAN DURAN *White Lines* (CAPITOL) - We think this is a huge hit for the following reasons: 1. It's a new song from Duran Duran. 2. Many women in the precious 25-34 demo fondly remember dancing to the original. 3. The younger female demos will also dig it because it sounds like The Offspring. Thanks for listening.

SIMPLE MINDS *She's A River* (VIRGIN) - We like it because it's reminiscent of their mid-'80s hits. Great to have them back on the radio.

ADAM ANT *Wonderful* (CAPITOL) - Pleasantly surprised me the way *Ordinary World* by Duran Duran did when I first heard it...Could be a huge multi-format hit.

CHUCK TISA, APD/MD, WPLY, Philadelphia

OASIS *Live Forever* (EPIC) - Great video and a monstrous hook - getting early phones.

SIMPLE MINDS *She's A River* (VIRGIN) - Great-sounding mass appeal record with a hipness factor.

SHERYL CROW *Strong Enough* (A&M) - A definite record with female appeal.

DAVE MCKAY, APD/MD, WPST, Trenton

ADAM ANT *Wonderful* (CAPITOL) - Sounds like the perfect daytime record.

OASIS *Live Forever* (EPIC) - I like it more with every listen.

VAN HALEN *Can't Stop Lovin' You* (WARNER BROS.) - From the new album, this sounds like a single to me.

THE PRIMITIVES *Crash 95* (RCA) - This will be the hit off the *Dumb And Dumber* soundtrack.

TERRY SIMMONS, PD, WPXR, Davenport

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - It's a fabulous Urban Crossover record.

SIMPLE MINDS *She's A River* (VIRGIN) - This here's a hit. Play it now and avoid the rush.

DEAD EYE DICK *Perfect Family* (ICHIBAN) - A perfect follow-up. It shows they've got serious talent.

JEFF BANKS, APD/MD, WPXR, Davenport

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Gonna be a great Crossover hit. These guys are rockin'.

MURMURS *You Suck* (MCA) - This record doesn't suck...Great song. Check it out.

WHIGFIELD *Saturday Night* (CURB) - Great uptempo record.

GINA GRAY, APD, WRHT, Morehead City

NEWTON *Sky High* (CRITIQUE) - I put it on and thought no way and then yes way.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Expect massive phones in half a play.

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - Your listeners will be crying if you don't play this song.

RUBY CHEEKS, PD, WRQK, Canton

FIREHOUSE *I Live My Life For You* (EPIC) - It's gonna explode. Will be a huge record for me.

TRIANGLE DESTINATION *Destination* (REDHANDED RECORDS/SRO) - Phones after a couple of plays.

STONE ROSES *Love Spreads* (Geffen) - I could say something suggestive about the title of this song, but instead I suggest you spread your ears and give it a listen. Great song!

KEITH CURRY, MD, WSNX, Muskegon

REAL McCOY *Run Away* (ARISTA) - Props to Erik Bradley.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - A definite female record.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Should be a good night song with a heavy influence.

FIREHOUSE *I Live My Life For You* (EPIC) - Had them in the studio last week and the phones just went crazy. This song will be the love song of '95.

CINDY MERCER, MD, WSTO, Evansville

COLLECTIVE SOUL *Gel* (ATLANTIC) - Unique quirky style...Great tempo.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Great female reaction record.

J.J. WRIGHT, MD, WVIC, Lansing

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Everyone says - gonna be huge. It's more than just a ballad. Just listen to the lyrics.

TAKE 6 *You Can Never Ask Too Much Of Me* (REPRISE) - A very powerful ballad...A real winner.

LEE ST. MICHAELS, PD, WWCK, Flint

FIREHOUSE *I Live My Life For You* (EPIC) - Another acoustic smash!

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - It's a smash!

THE KID, APD/MD, WWFX, Bangor

JAMIE WALTERS *Hold On* (ATLANTIC) - This is a secret weapon tune. A good chunk of the Top40 audience is tuned into 90210. A mass appeal hit.

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - I'll always love the old VH (with Dave) more, but this rocks like a mofo' hit!

PRINCE GOLD EXPERIENCE ALBUM (WARNER BROS.) - I hope WARNER BROS. will release this because the tunes I've heard smoke. Unlike his last few records, this is cutting edge music. Prince is an innovator, not an imitator.

TONY CASTLE, MD, WWST, Knoxville

GREEN DAY *When I Come Around* (REPRISE) - Good phones, catchy tune. Great night record.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Solid midday record.

DIONNE FARRIS *I Know* (COLUMBIA) - Awesome. A simply awesome record.

CALVIN HICKS, PD, WWXM, Myrtle Beach

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - This group has come back with a big hit. Play it now.

DAVY CROCKETT, PD/MD, WYCR, York

JAMIE WALTERS *Hold On* (ATLANTIC) - One week and requests kicked in.

DIONNE FARRIS *I Know* (COLUMBIA) - Great transition record.

OASIS *Live Forever* (EPIC) - Getting requests and sales.

TOM GARRETT, PD, WZOK, Rockford

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Coolest song I've heard in a long time. AC Crossover secret weapon song.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Big anthem song for early '95.

CAT THOMAS, PD, WZYP, Huntsville

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - A Top40 hit, no doubt.

THE HUMAN LEAGUE *Tell Me When* (EASTWEST IMPORT) - Heard it the other day and it really caught my ear.

JAMIE WALTERS *Hold On* (ATLANTIC) - His voice has a nice Pop sound.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Great adult appeal.

NIKI NITE, APD/MD, WZYP, Huntsville

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This record is lyrically outstanding.

TOM PETTY *You Wreck Me* (WARNER BROS.) - This one really rocks.

SIMPLE MINDS *She's A River* (VIRGIN) - Great new record. Sounds like U2.

ADAM COOK, PD, XL106.7, Orlando

GLORIA ESTEFAN *Everlasting Love* (EPIC) - Great remake of a great song.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Great lyrics, positive song.

MIKE BROWNE, MD, Y102, Reading

cranberries *Ode To My Family* (ISLAND) - Great follow-up to *Zombie*...Much more accessible without dayparting.

OASIS *Live Forever* (EPIC) - A very mass appeal track.

FOSSIL *Moon* (SIRE/WARNER BROS.) - Ask your WARNER BROS. rep for this Cure-like sound (on a happy day).

FOREIGNER *Under The Gun; Until The End Of Time* (PRIORITY) - Foreigner is back with the sound that we all remember. *Under The Gun* rocks, and *Until The End Of Time* is a street ballad.

TOM PEACE, MD, Y107, Nashville

REDNEX *Cotton-Eyed Joe* (BATTERY/JIVE) - Instant reaction record...The perfect town to break this record wide open.

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - Gonna be a huge monster record...One play on 'Slam Or Jam' generated instant phones.

ANDY SHANE, MD, Z100, New York

VAN HALEN *Can't Stop Lovin' You* (WARNER BROS.) - This is the smash off the CD...Guaranteed Top 5.

OASIS *Live Forever* (EPIC) - This is the song that breaks the band in the U.S.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - A very smooth song that should do well with Top40/Rhythm Crossover.

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - This will be a big reaction record that is more mass appeal than the last single.

DAVE FERGUSON

ADX DIGITAL WORKSTATIONS

This is the last in my series of columns on digital workstations. Next week we'll get back to more interesting topics related to radio station imaging and production. I call those topics more interesting, because at this point I am digitally exhausted!

Last week after explaining why I think of the DSE 7000 as the "Mercedes" of digital workstations. I was surprised to find that there is an even more expensive line of digital workstations available, The ADX series. Made by Pacific & Engineering Corporation. Each model in the series has been specifically designed for broadcasters, offering high-quality digital multitrack recording and random access editing expressly for production of commercials, promos, station ID's, music, dialogue, and sound effects.

Each ADX system is designed to cover a wide range of applications while offering tools for very specific tasks. Much like the DSE 7000, the ADX integrates the functions of familiar analog equipment - like multitrack tape machines and automated

mix consoles - into a precision digital recording and editing system. ADX software runs on the very latest high-speed Macintosh computers.

There are three different models to choose from. The ADX Eight, the ADX Ensemble, and the ADX Pro. The later being the least expensive of the three - around \$25,000! It doesn't have separate faders like the other two - more expensive ADX units. If you're looking for something that will give your staff the comfort of an analog style mixboard, the ADX Eight is the way to go. It has been specifically designed for users who want to replace their liner 8-track tape decks with disk-based recording and editing. Its transport interface is virtually identical to conventional tape machines. Operations may take place from the dedicated ADX control panel, keyboard, or via on-screen controls as commanded by the trackball. The ADX Ensemble model does come with an 8-track-like mix board as well. The only difference being its compact size.

Regardless of the hefty price tag, some radio stations have been lured in by the ADX series. Among them, KBIG in L.A., WPLJ in NYC, and XTRA in San Diego. If you're interested, I suggest calling one of



those stations to get the PR&E directly at 619-438-3911.

It's the '90 ladies and gentlemen. Resign yourself to the cold hard truth that you will be working on a digital workstation. The question is "which one"? Hopefully the latest series has been of some help in your decision - making process. As always I welcome your questions, comments, and suggestions. Feel free to give me a ring. Or catch me soon on America Online. More details to come in the next few weeks.

Dave Ferguson is a freelance voice-over artist based at WPGC in Washington DC. His clients include; WPGC, THE BOX, 102JAMZ and KSFM. He works closely with New World Communications President Jerry Clifton on imaging for Clifton consulted stations. If you would like a demo, or would like to offer comments or suggestions regarding this column, call(301)870-0090

MARK SHANDS

Those Crazy Promotion Guys

Record promotion people. Yep, they're a special breed. Why would someone with great selling skills decide to spend their time talking to people who program radio stations when they could be selling homes and making really big bucks?

I think it's the music. I think they've got the same "bug" radio programming people have. You know, get anywhere near a radio and you've gotta tune around it!

If you're new to the business it's kind of confusing. Mention a record promoter and some of the people at the station say words like "record weasel," "hypster"...and those are just the nice ones!

But next thing you know some woman or guy, now called "an old friend" is at the door and the whole vibe of the station is like...it's like Santa Claus made an appearance. "Santa" along with t-shirts, new artists, stacks of CDs, talk of a possible show in your town and a story about some radio person's strategy that you've been dyin' to find out about. Maybe even a mention of some job opportunity...in a market you'd be perfect in...

If you're a radio person who's just landed in a new city, who's the first person to offer to tell you the main retail record locations? Who'll first give

you the real scoop on the local concert promoter, the club scene, your competition? Who best knows the local restaurants in town? Could it be one of those promoter guys?

Sure, some people who promote keep their distance. But who can ignore someone as friendly as Danny Buch, Wes Johnson, Ray Carlton, James Heathfield, Martha Reynolds, Dennis Reese, Mike Becce, George Silva or Vicki Leben? Could John Fagot be very far from Sainthood? And when they say "pro" they're talkin' about JC Sneed, Richie T, Dave Prescott, Rob Stone, George Luthin, Linda Alter, and The Crown Prince.

Who could ignore the spirit of some of the indi guys like Jeff Cohen, Fred Held, Howard Rosen, Jason McFadden, Ray Kennedy, Bo Crain, Charlie Minor, Mark Walker, or Barry Richards. How many new artists owe their career to Michael Steele, Jerry Blair, Val DeLong, Greg Lee, Steve Lake, Barbara Seltzer, or James Bishop?

Then there are the newer promotion superstars...Ana Armington, Joe Hodge, Richard Spires, Angela Borchetta, and Jack Cypers. Which one of those names will be at the top of a major label soon?

The list goes on and on...

How could I forget the promoter who got me my first program director job, Moe Preskell.



Thank God he knew how to make a pitch!

Yeah, I know it's not totally "PC" to talk so fondly of the promoters, but the fact is they're some of my favorite people. They make the business much more exciting than it would be without them. We'd have a lot less product to work with that's for sure!

So next time you're thinking you just can't take another promotional call remember that you're dealing with a true fan of radio. It's a person who's actually willing to spend their day trying to establish recording artists with people like...People like you!

Shands is a 26-year radio vet. He has worked as Program Director at KISS102/Charlotte and WHJX/Jacksonville. He also served as Music Director and Air Talent at Y100/Miami, I-95/Miami and 13Q/Pittsburgh. Mark is currently writer/producer for Jerry Clifton's new United Stations countdown show, "Top 20 Double-Play." If you have any comments or topic suggestions call Mark at (503)233-7848.



ALTERNATIVE WORLD™



MOST DISCOVERED COMMERCIAL ALTERNATIVE

1. LIVE

"Lightning Crashes" (RADIOACTIVE/MCA)

2. ASS PONYS

"Little Bastard" (A&M)

3. SONS OF ELVIS

"Formaldehyde" (PRIORITY)

4. STONE ROSES

"Love Spreads" (Geffen)

5. THE THE

"I Saw The Light" (550 MUSIC/SONY)

6. THROWING MUSES

"Bright Yellow Gun" (SIRE/REPRISE)

7. SMALL FACTORY

"The Last Time We Talked" (ATLANTIC)

8. SIOUXSIE & THE BANSHEES

"Oh Baby" (Geffen)

9. MASSIVE ATTACK

"Protection" (VIRGIN)

10. COLDWATER FLAT

"Magnetic North Pole" (MCA)

11. BUSH

"Everything Zen" (TRAUMA/INTERSCOPE/A.G.)

12. BUILT TO SPILL

"Big Dipper" (UP RECORDS)

13. KITCHENS OF DISTINCTION

"Now It's Time To Say Goodbye" (A&M)

14. JASON & THE SCORCHERS

"Country Roads" (MAMMOTH)

15. THE GOOPS

"Booze Cabana" (BLACKOUT)

WHAT'S HAPPENING IN RADIO LAND?

99X is celebrating the Chinese New Year with a big concert February 15th. The show sold out in 12 1/2 Minutes.

Congratulations to Sat Bisla who has landed a new job at KRZR in Fresno. Good luck! Thanks to Geordie Gillespie from the label formerly known as CHAOS for a great show at Dragonfly with Chris Whitley.

WOXY will be monitored by BDS starting Monday.

HERE'S WHAT'S HOT!

SIOUXSIE AND THE BANSHEES "Oh Baby" (Geffen)

It's the "Screamer of the Week" at WBRU. Added this week to WFNX, XHRM, KEDJ and WHYT.

BELLY Now They'll Sleep (REPRISE)

With 25 adds this week including: WWDX, LIVE105, KTCL, KNNC, WBER, WCBR, KKNB, CD101 and X107. You know it's hot!

JEFF BUCKLEY The Last Goodbye (COLUMBIA)

A great week for the folks at COLUMBIA. Jumping on the band-wagon this week are: WWDX, WLUM, WBRU, WEQX and WCBR.

THE THE I Saw The Light (550 MUSIC/SONY)

Another outstanding week for this fine band. This week the adds include: LIVE105, WPFM, KTEG, KNNC, WCHZ and KRQT.

DURAN DURAN White Lines (CAPITOL)

JAY MICHAELS, MD at KDGE in Dallas said, "One listen and it went into heavy rotation." This week it was added to KTCL, WBRU, WMMS, WHYT, and KEDJ.

ADAM ANT Wonderful (CAPITOL)

That's right...he's back! BILL GAMBLE, PD AT Q101 told us, "The minute we put it on we got an immediate response from the audience." Added to LIVE 105 and WBRU.

COLDWATER FLAT Magnetic North Pole (MCA)

WBRU, KNNC, WEQX, WZRH, WCBR and WFNX on it this week! As Armida Santa Cruz, of KIOT said, "A mega-attraction is inevitable with good Rock acting like a super-conductor...Oh my, those positive poles are pulling. I'm stuck and it feels good!"

FACE TO FACE "Disconnected" (A&M)

Spinning on 14 stations near you. With KROQ, WHFS, KOME, WROX. KLZR adding it before the box...be sure you get on it quick!

SPONGE "Plowed" (CHAOS)

Putting 11 adds under their belt this week, they are well on the way to a becoming a household name.

FREEDY JOHNSTON "Bad Reputation (ELEKTRA)

His bad reputation is crossing over to Top40 as we speak. Congratulations to the fine staff at Elektra for doing a great job with this artist.

Lisa McCarthy

P.S. Be on the lookout for OUR LADY PEACE from RELATIVITY... It's HOT!!

KIX106 is rumored to be making the switch to the format...stay tuned for details.

SPIN'S Album of the Year

SPIN'S Readers' Poll Album of the Year

★★★★ -Rolling Stone



Hole



Featuring
"VIOLET"



From The Gold Album LIVE THROUGH THIS

Produced and Engineered by
Paul Q. Kolderie and Sean Slade

MICHELLE MERCER

PD, POWER106/Los Angeles

by KEVIN CARTER

NBC Photo by Margaret Norton

HOW LONG HAVE YOU BEEN AT POWER106?

It was three years on November 1.

YOU HAVE A LONG ASSOCIATION WITH EMMIS BROADCASTING, SPECIFICALLY STARTING WITH RICK CUMMINGS AT THE CORPORATE HEADQUARTERS IN INDIANAPOLIS. TAKE US FROM POINT 'A' TO TODAY.

Point A was working for Emmis corporate as a receptionist during college and through that experience, I got to know Rick. I had a double major: Communications and Journalism, and when I graduated, he hired me as his assistant, much to my parents dismay, because they had just put me through a private university for me to become a secretary, so they were not happy.

MONEY WELL SPENT...

Oh yeah...However, my job quickly developed from a very general secretary position into being much more of a true assistant to Rick and becoming more directly involved in the research and the music programming on the Emmis stations. Eventually, it evolved into where I was traveling and helping with start-ups like WLOL in Minneapolis and 'CDJ in Boston.

YOU ACTUALLY PICKED UP THESE SKILLS BY OSMOSIS AND WERE GIVEN A LOT OF RESPONSIBILITY FOR SOMEONE WHO USED TO BE THE RECEPTIONIST.

I also think there were images to overcome within the company because of that. But Emmis at that point was still enjoying a tremendous growth spurt, so I was just in the right place at the right time, and worked with the right person in Rick Cummings. Rick has always pushed me and promoted me with others in the company. That helped a lot.

WHAT WAS YOUR FIRST BIG MOVE OUT OF THE NEST, SO TO SPEAK?

In 1991, when the company started downsizing shortly after Emmis purchased the Seattle Mariners, Rick suggested to me it was a good time to get out and get my 'feet wet.' I had previously worked with Greg Strassell when we did the start-up for 'LOL, and he had always told me that he would eventually like to hire me for that station. Unfortunately that didn't

come to pass because we sold the station, so Greg asked me to be the Music Director of WBMX in Boston. I said yes. It was a really good way to ease myself into a music director position. Even though I knew a lot about Selector and I knew a lot about research, I had never done the day-to-day duties.

A LOT OF PEOPLE DIDN'T KNOW WHO YOU WERE. ALL OF A SUDDEN YOU SHOW UP IN A TOP 10 MARKET, AND EVERYONE WAS WONDERING WHERE YOU CAME FROM.

I know. Greg's sensibilities were very much in line with what I had learned from Rick and the other people at Emmis, so he was a great person to learn from. He treated me the same way Rick treats me, in that he really pushed me, he really promoted me and helped me learn a lot.

WERE YOU SURPRISED AT HOW QUICKLY THINGS HAD EVOLVED FOR YOU?

Yes. I started realizing it when I was flying into markets with Rick, walking into a radio station with the format in a box, basically a disk and some carts and putting a new station on two hours later. That was when it really started hitting me. Wow, this is

"It's more important to find people who fit your format and are inherently talented and teach them radio, rather than find someone in radio and teach them to be entertaining."

incredible. This is fun and things are really jumping.

REALIZE HOW MUCH RESPONSIBILITY YOU WERE WIELDING AT THAT TIME.

I guess I never felt like I was wielding the responsibility as much as I was part of the team. At that point in my life, I was young, I was 23 or 24, and I had never dreamed that I would work for an A/C station. At that point I was still going to clubs and loved dance music and hip-hop, everything but A/C, but the cool thing was 'BMX wasn't an A/C per se. It was much funkier than your average A/C station, so I really got into the music there and I learned a lot about the roots of dance music, R&B and Soul.

AFTER LESS THAN A YEAR, YOU GOT THE PHONE CALL.

That's right. I had only been in Boston for seven months when Rick called me and asked, "How would you like to come work for me at POWER106?" I distinctly remember feeling like I was going to faint. I just went cold, my heart started pumping and I couldn't talk for about a minute, so I was very excited to say the least. It had always been one of those dream jobs, especially being inside Corporate in Indianapolis and looking far away at HOT97 in New York and POWER106 here in Los Angeles. It was one of those situations that I had always thought, wow, that is so cool. I would love to work there someday. And here I am.

YOUR TRANSITION FROM BOSTON TO L.A. WENT DOWN VERY QUICKLY, AS I RECALL.

Yes. I left Boston, stopped at home for one night in Indianapolis, and got on a plane the next morning. I arrived in Los Angeles around 11am. Rick picked me up at the airport and said, "Sorry, we don't have time for lunch, there's a lot going on..." We went straight to the radio station and he told me, "The music is done until 3." He showed me the computer and I sat down and balanced music. To say I

was thrown into the job would be a understatement.

AND YOU'RE THINKING TO YOURSELF, WHAT THE HELL IS A 'ZHANE?' WHAT'S THE SOUND CODE?

I know! It was pretty crazy.

YOU WERE NAMED PROGRAM DIRECTOR ON AUGUST 1ST OF LAST YEAR. RICK WAS EASING HIMSELF OUT OF THE DAY TO DAY. CAN YOU TAKE US THROUGH THAT TRANSITIONAL PERIOD?

It had been happening over time. I had become APD last Fall sometime. I had inherited those additional duties and was starting to get more and more



involved in the actual programming in addition to doing the music. As things within this corporation picked up through the Spring and early Summer, Rick ended up on the road more and more, so I was handling a lot of stuff anyway in addition to just doing the music. This format and this station moved so fast that if Rick was gone for a week or two it just put him that much further out of the loop, and he was getting frustrated with that. At that point he decided that he wanted to move me up.

DID THE STAFF TEND TO ALREADY GRAVITATE TOWARD YOU AND LOOK TO YOU FOR LEADERSHIP IN RICK'S ABSENCE?

Yes. It naturally happened as people needed direction or answers on things. I think the most telling thing was when we announced it to our staff, everyone seemed real excited and thought that I deserved it, so that made me feel really good.

IT'S GREAT FOR YOU PERSONALLY AND PROFESSIONALLY, BUT YOU ALWAYS WONDER IN THE BACK OF YOUR MIND, I HOPE I'VE GOT THE TRUE SUPPORT OF EVERYONE ON THE STAFF.

Do I have the credibility?

SOMETIMES YOU WONDER WHO'S GOT THE KNIFE...

Right. I think what made it a particularly smooth transition here was that we had built the staff almost over again over the two and a half years before I was named program director, and we have such an incredible chemistry between staff members and I know that helped a lot.

SPEAKING OF STAFF CHEMISTRY, THE BIG PHENOMENON IN LOS ANGELES FOR THE PAST YEAR HAS BEEN THE SUCCESS



ALTERNATIVE DISCOVERY CLUB®

LESLIE FRAM, APD, 99X, Atlanta

SLEEPER *Delicious* (ARISTA) - It must be the British invasion all over again. First Oasis now Sleeper. It's a fun, Retro-sounding song which definitely breaks up all the three-chord Rock & Roll that was so dominant in '94.

LOVE SPIT LOVE *Wake Up* (IMAGO) - Incredible vocals from Richard Butler. A stunning piece in that classic Psychedelic Furs fashion!

THE GOOPS *Booze Cabana* (BLACKOUT) - Another anthem. Getting early phones.

SEAN DEMERY, MD, 99X, Atlanta

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - The sounds of Ed making lunch would sell a million copies in Atlanta. This band is too tasty to ignore.

BETTER THAN EZRA *Good* (ELEKTRA) - Duh! I think the title of this song is an indication of what to expect!

ROB DESHAY, PD, KAVS, Lancaster

SUGAR *G-Angel* (RYKODISC) - Ferocious biting guitar riff. Reaches out, grabs and jerks the listener in.

FACE TO FACE *Disconnected* (A&M) - To those new fans of Offspring and Green Day you are sure to dig this punky morsel. It rocks my world.

JAY MICHAELS, MD, KDGE, Dallas

HOOTIE & THE BLOWFISH *Hold My Hand* (ATLANTIC) - A little late on the record, but callout is huge.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - I Alone is still in power rotation, but this one could be even bigger.

SIOUXSIE & THE BANSHEES *Oh Baby* (Geffen) - Great Pop record! Total mass appeal.

DURAN DURAN *White Lines* (CAPITOL) - Total Dallas record!

JOHN CLAY, PD, KEDJ, Phoenix

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - One of my favorites. It will do very well.

SONS OF ELVIS *Formaldehyde* (PRIORITY) - It's very good.

SIMPLE MINDS *She's A River* (VIRGIN) - Home run!

HEATHER LUKE, PD/MD, KJEE, Santa Barbara

SYBIL VANE *Pixy* (ISLAND) - I like this music because it's a heavier sound (yet not grunge), and as it has female vocals and great samples. It sounds different from everything else out there.

LYNN BARSTOW, PD, KNNC, Austin

ELECTRAFIXION *Zephyr* (WARNER IMPORT) - Heritage artist but does not sound retro.

HOLE *Asking For It* (Geffen) - Very palatable. Why not play the record you can play more often.

TED TAYLOR, PD, KPOI, Honolulu

54-50 *Assaholic* (TRI STAR AMERICA) - Cool band from Canada. What more reason do you need to play it?

THE GOOPS *Booze Cabana* (BLACKOUT) - It's very reactive, lots of calls.

BRAD *20th Century* (EPIC) - Majorly overlooked! One member of Pearl Jam and two members of Satchel. So many great songs.

GEORGE ROSTA, Alt. Show Producer, KSLY, San Luis Obispo

SIOUXSIE & THE BANSHEES *Oh Baby* (Geffen) - Happy, dancy Pop from the '80s Queen of Goth??? Who'd a thunk it?

BILL GAMBLE, PD, Q101, Chicago

WAX *California* (CARGO) - We just added it. Another great catchy song. You should check it out.

ADAM ANT *Wonderful* (CAPITOL) - The minute we put it on we got an immediate response from the audience.

SHELLY MILLER, AMD, REV105, Minneapolis

THROWING MUSES *Bright Yellow Gun* (SIRE/REPRISE) - It's great and they are playing for us live. Also check out *Shimmer*.

KITCHENS OF DISTINCTION *Now It's Time To Say Goodbye* (A&M) - Nice new stuff from this English trio.

WAX *California* (CARGO) - It's good Punk Rock. The whole album is great. It's a good listen all the way through!

SEAN ROBERTSON, MD, THE END, Cleveland

BLUES TRAVELER *Runaround* (A&M) - It sounds great on the air. It's the track I've been waiting for. It appeals to everyone...Not just hippies.

ASS PONYS *Little Bastard* (A&M) - Top 10 phones. Sounds great on the air.

SONS OF ELVIS *Formaldehyde* (PRIORITY) - We've been on this for eight months. Glad the rest of you caught on.

STEVE PICARD, Alt. Show Producer, WFNX, Boston

SHARKBOY *My Star* (NUDE) - You should like this! It's good for you. But who cares about you, you should play this for your listeners. There's something for everyone. From your 85 year-old grand-alterna-mother to the sensitive high school shredder!

SMALL FACTORY *The Last Time That We Talked* (VERNON YARD) - Second album

from this rockin' Rhode Island trio. The album kicks and radio should listen up. It's worth your Pop attention and see them live if you get a chance. You won't be sorry!

BUILT TO SPILL *Big Dipper* (UP) - Indie Credibility all you want on this one! But this is a good record with interesting and intelligent lyrics backed up with great Pop musicianship.

KEN ZIPETO, Planet M Producer, WMMR, Philadelphia

COLLECTIVE SOUL *Gel* (ATLANTIC) - Wow!

BUSH *Everything Zen* (TRAUMA/INTERSCOPE/A.G.) - Check it out. It's very cool. Ha! Ha! He said. Bush.

LETTERS TO CLEO *Here & Now* (GIANT) - It's a fun little ditty. That reminds me, I have to get the VCR to tape *Melrose* this week.

STONE ROSES *Love Spreads* (Geffen) - Hot phones, hot phones. We like it on 'The M.'

PEARL JAM *Corderoy* (EPIC) - This is the one, baby! It has everything you need. We love that! Oh, by the way, this was my favorite song they did at the D.C. show last week.

DOUG KUBINSKI, APD/MD, WMMS, Cleveland

SONS OF ELVIS *Formaldehyde* (PRIORITY) - Top 10 phones!

BUSH *Everything Zen* (TRAUMA/INTERSCOPE/A.G.) - Doing great! Good phones and callout research.

RANCID *Roots Radical* (EPITAPH) - Top 10 phones.

MAGNAPOP *Lay It Down* (PRIORITY) - Top 10 phones. Just starting to become familiar and kicking in.

JULIE FORMAN, APD, WOXY, Oxford

BLACK VELVET FLAG *Institutionalized* (GO KART) - It's hilarious. A great new twist.

BUILT TO SPILL *Big Dipper* (UP) - Tons of tracks to choose from. It's great! A new and unique sound.

WOLFGANG PRESS *Going South* (4AD/WARNER BROS.) - I'm amazed by the whole album.

DIONNE FARRIS *I Know* (COLUMBIA) - It can go into all formats. Instant phones!

ZUMPANO *The Party Rages On* (SUB POP) - A lounge lizard sound. I can't decide if it is cool or cheese.

FUN-DA-MENTAL *Dog Tribe* (MAMMOTH) - Politically-leaning Rap with a killer hook! They're from Britain.

DAVE MCKAY, Alt. Show Producer, WPST, Trenton

TOAD THE WET SPROCKET *Fly From Heaven* (COLUMBIA) - Another great track from *DULCINEA*.

FREEDY JOHNSTON *Can't Sink This Town* (ELEKTRA ENTERTAINMENT GROUP) - A great song from one of the best albums in 1994.

BELLY *Now They'll Sleep* (REPRISE) - This is good enough to mention two weeks in a row.

JOHN CONLIN, PD, WRLG, Nashville

ASS PONYS *Little Bastard* (A&M) - Moving up in rotation.

THE THE *I Saw The Light* (550 MUSIC/SONY) - Got my curiosity.

JASON & THE SCORCHERS *Country Roads* (MAMMOTH) - A big surprise. They let it rip!

THROWING MUSES *Bright Yellow Gun* (SIRE/REPRISE) - Something to watch.

PATTY MARTIN, MD, WXRT, Chicago

LIZ PHAIR *Whip Smart* (MATADOR/ATLANTIC) - We're playing three tracks off this. #1 played record!

STONE ROSES *Love Spreads* (Geffen) - Doing very well for us.

VERUCA SALT *Number One Blind* (DGC/MINTY FRESH) - Doing very well. One of our most played albums.

R.E.M. *Bang And Blame* (WARNER BROS.) - We're playing five tracks from *MONSTER*. It's doing well for us!

BYRAN FERRY *Don't Want To Know* (VIRGIN) - On it since it was released. It's our #6 most-played song.

SUGAR *Believe What You're Saying* (RYKODISC) - Doing well. #2 most played song.

AUSTIN GLENN, Alt. Program Director, WZOW, South Bend

HOLE *Violet* (DGC/GEFFEN) - Another great track from the *LIVE THROUGH THIS* CD. A lot of response off the phone. This one should shoot up the charts like Doll Parts.

PEARL JAM *Satan's Bed* (EPIC) - Tons of requests. People are taking to this one like peanut butter to jelly. #1 phones for two weeks, and I think it's the best song from *VITOLAGY*.

MARILYN MANSON *Lunchbox* (NOTHING/INTERSCOPE) - If you're into Nine Inch Nails, you'll love M.M. It's got a killer guitar riff in it, and I love the sample of *Fire* as well. Give it a spin. You can't go wrong!

THE BLACK CIRCLE *Whatever You Need* (ZERO HOUR) - Keep an eye for these guys. They have a solid sound. A beat to die for, and lyrics you can sing along to.

HITMAN MCKAY, OM/GM, X107, Ocean City

SARAH McLACHLAN *Hold On* (ARISTA) - A surprise record for us. Reacting big for us.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - Good phones and a good Modern Rock Pop ballad.

ASS PONYS *Little Bastard* (A&M) - Can't play enough of these little bastards.



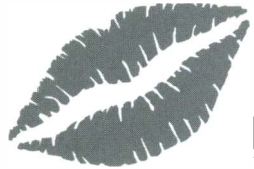
LIL SUZY (She's only 15)

awaiting her first **KISS** 

Who will be first?

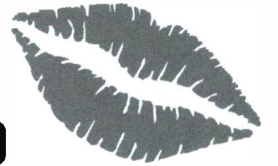
Los Angeles (102.7 KISS-FM)

Boston (KISS 108)



Dallas (107.9 KISS)

Hartford (KISS 95.7)



Buffalo (KISS 98.5)

Albuquerque (97.3 KISS)

"PROMISE ME"

NEW ADDS Include:

WOVV-West Palm, FL KWIN-Stockton, CA KZII-Lubbock, TX

Already on:

B-96	HOT97.7	WILD107	KTFM	KAAC	KBFM	KLRZ
KCPI	KDLK	KHFI	HOT105	KIXY	KKXX	KMVR
KPRR	KRRG	KSFM	KVTI	KWTX	KXTZ	KYYA
KZFM	Z90	BOSS97	WBTI	WEOW	FUN107	WFLY
WFQX	WKPK	WOWB	POWER96	WRVQ	KIX106	WXMK
WXXL	KCAQ	AND MORE !				

**Billboard
Hot 100
*73-*68**

"This one is for real...immediate callout, sales, requests, street response...no hype needed. What are you waiting for?"

-Bob Perry, PD, HOT97.7

**OVER 650 BDS Detections with
over 6 million listeners**

"It's nice to be important, but it's more important to be nice."

For copies call Jason McFadden at (201) 483-8080

Produced by Victor Franco.

Empress Music/Metropolitan Records



THROWING DOWN HITS LIKE THIS HERE.

DRU DOWN

MACK OF THE YEAR

- KJYK Add
- Over 180 BDS Detections A Week
- Over 5,000 Singles This Week
- #3 In L.A. and #8 In San Francisco
- Sold Over 3,000 LP's This Week
- Biggest Record On The West Coast

FROM THE ALBUM
"EXPLICIT GAME"



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Most Disc-overed for this issue Based on One-On-One Calls and Conference Call Mentions

1. **ADINA HOWARD** Freak Like Me (ELEKTRA ENT. GROUP)
2. **KEITH MARTIN** Never Find Someone Like You (RUFFHOUSE/COLUMBIA)
3. **MARY J. BLIGE** I'm Going Down (UPTOWN/MCA)
4. **SOUL FOR REAL** Candy Rain (UPTOWN/MCA)
5. **SPANISH FLY** Daddy's Home (UPSTAIRS)
6. **FUN FACTORY** Close To You (CURB EDEL)
7. **REAL McCOY** Run Away (ARISTA)
8. **SUBWAY** This Lil Game We Play (MOTOWN)
9. **BROWNSTONE** If You Love Me (MJJ/EPIC)
10. **LSO** Get It Right (BELLMARK)
11. **YO!CO ROSS** Miss Me (SONY)
12. **BOYZ II MEN** Water Runs Dry (MOTOWN)
13. **DA BRAT f/Notorious B.I.G.** Dirty B Side (CHAC'S)
14. **DRU DOWN** Mack Of The Year (RELATIVITY)
15. **K7** Move It Like This (TOMMY BOY)
16. **LONDONBEAT** Come Back (RADIOACTIVE/MCA)
17. **AALIYAH** Age Ain't Nothing But A Number (JIVE)
18. **CAPPELLA** Move On Baby (ffrr)
19. **HAVOC & PRODEJE** Endo Glide (QUALITY)
20. **LOUCHIE LOU & MICHIE ONE** Rich Girl (VP)
21. **MAX-A-MILLION** Fatboy (SOS)
22. **MONTELL JORDAN** This Is How We Do It (RAL/DEF JAM)
23. **NEWTON** Sky High (CRITIQUE)
24. **NIKA** Little Vicious (EPIC STREET)
25. **PHARAO** I Show Your Secrets (COLUMBIA)

Reazar's Records

- Brownstone "If You Love Me" on MJJ/Epic is practically all closed up. Brownstone is #1 R&B. Some stations that hit it this past week were: KGGI, Power 106, and Z90. Take a look at the Sound Scan on this.
- Madonna "Take A Bow" Maverick/Sire/WB. The Crossover Sound Scan shows it jumping 12 to 9 with a bullet. Donny Simpson of WPGC spinning it on his morning show. See Madonna and Babyface do a duet on the American Music Awards Monday night on ABC TV. These are just a few stations that are currently spinning the Material Girl: KSFM, WILD107, KMEL, Z90, KPRR, and KKSS.
- Soul For Real "Candy Rain" on Uptown/MCA busting a move at WHJX, WJMN, KDON, WPGC, WHHH, and WILD107. Now it's ready to climb the Pop charts.
- Adina Howard "Freak Like Me" on Elektra Entertainment. Check these new believers... WPGC, WJMN, Q105, Z90, WHJX, and KJYK. It's no secret, you've never had a freak like this!
- Last week's personal pick Keith Martin "Never Find Someone Like You" on Columbia/Sony should be in everyone's hands this week. This record is the real deal! If you don't believe me just listen to it or call Cliff Tredway aka "The Janitor" at KTFM.
- Fu-Schnickens "Breakdown" on Jive Records hittin' and holdin' at WILD107. On at Power106, The Beat, Hot97.7, KMEL, and Z90. Look for a lot more stations to get hip to it this week.
- Spanish Fly "Daddy's Home" on Upstairs Records another former personal pick is working on every station that airs it. Major interest from "The Majors" to buy the label.
- Andreu Donalds "Mishale" on Capitol. The new dance mixes are incredible. Make sure you get a copy of them. To get your new mix on dat or vinyl call Mark Shimmel of Kahane, Shimmel Entertainment at 818-990-3336 or you can call Juicy "Bruce" Reiner at 213-871-5074. These mixes will take this jam to new places and spaces.
- Bruce Tenenbaum has three tunes that are guaranteed to kick: Mary J. Blige "I'm Going Down" Uptown/MCA, Livin' Joy "Dreamer" MCA and Londonbeat "Come Back" Radioactive/MCA.
- Another secret weapon and this one is the bomb. Fabu "Just Roll" on Big Beat. You need to get this on the box right away. Call Heidi Jo at 212-527-0900.
- George Lamond "It's Always You" on Timber/Tommy Bcy is bustin' out at KTFM/San Antonio.
- K7 "Move It Like This" on Tommy Boy. Two new stations hitting it this week are B95 and Hot97.7.
- Louis Bell's Rip It Records is on fire with the 69 Boyz follow-up to "Tootsie Roll" called "Kitty Kitty" and 95 South "Rodeo". The Miami base sound just won't go away.
- Yolco Ross "Miss Me" Columbia picked up KTFM this week. Check it out boyyyyeee.
- Rob Stone and Rick Bisceglia are hittin' and holdin' with Craig Mack "Get Down" on Bad Boy/Arista, Notorious B.I.G. "Big Papa" on Bad Boy/Arista and TLC "Red light Special" on LaFace/Arista.
- SOS/iD be juckin' with Max-a-Million "Fat Boy", Roula "Lick It" and 20 Fingers with Gillette "Mr. Personality"
- Brandy "Baby" on Atlantic has exploded!!! HOT97.7, WHJX, KMEL, WJMN, B95, KGGI, KWIN, WPGC, and KJYK to name a few stations that are already jammin' it!
- Bone Thugs & Harmony "Fo Tha Love Of Money" Ruthless/Relativity. The remix edit will be on your desk this week. Check it out!
- Dru Down "Mack Of The Year" Relativity added at KJYK. Check out next week's Hitmakers for photos of POWER106's Baker Boys, Dru Down and The Reazar.
- Look out for these new jams: Da Bush Babees "Remember Me" Reprise, Montell Jordan "This Is How we Do It" Def Jam/PLG, Havoc and Prodeje "G'z On Da Move" Warlock/Quality went right on KKSS blowin' the phones right up, Subway "This Lil' Game We Play" Motown with 10 stations jumping right on it! Last but not least, check out a great new ballad by Take 6, "You Could Never Ask To Much Of Me" on Reprise.

Look for me in row 12 at the American Music Awards.....See Ya!!!!!!

Barry "The Reazar" Richards

We're Sending Out An



"Fat Boy" MAX-A-MILLION

• GETTIN' FATTER & FATTER •

- 2nd & 3rd Most Added R & R
- **Billboard Top 40/Rhythm Crossover**
New at #35
- **Billboard Hot 100** entry at #89

New Adds at:
KKFR
KZFM

**ALREADY
ON!**

B96	76x	HOT97.7	49x
KIX106	22x	Z90	12x
WJJS	6x	Q105	21x
KPRR	66x	KJYK	17x
KBFM	14x	KKFR	10x
KTFM	34x		

"What do Alice Kramden, Wilma Flintstone, and Hillary Clinton have in common? They love their Fat Boy. I've been talking about it for weeks...Don't miss the pastry on this one."

-Scott Chase, WOJV

"If you listen to this record only once and then put it away...I suggest you take it back out and listen to it ...AGAIN!"

-Charlie Maxx, KZFM

"One of my mixers turned it on to me. Gave it a spin and received a great response from our audience."

-Mario Devoe, KKFR



"Lick It" ROULA

"Top 5 requests and my favorite song." -Sonia Jimenez, 99.1 KGGI

Already on!

B96	70x	KGGI	22x
KIIS-FM	14x	KPRR	26x

"If my mom knew I was playing this record, she wouldn't let me work here anymore."

-Tracy Austin, KIIS-FM, L.A.

New Adds at: **KGGI** **KIIS-FM** **KPRR** **KSFM**



JOEY ARBAGEY, MD, KMEL, San Francisco

FABU *Follover* (BIG BEAT) - Watch this cut.
 ELEVEN-FIVE *Brousin* (DOG DAY) - Another hip local talent.
 MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - Dope!!!
 4 P.M. *Lay Down Your Love* (NEXT PLATEAU/ISLAND) - Sweet record for Love Zone.
 JAMELIA *Rodeo Style* (MERCURY) - From Jason's Lyric soundtrack. Sounds like a smash.
 RBL POSSE *Bounce To This* (IN-A-MINUTE) - Explosive Bay Area sales.
 JUDY CHEEKS *Respect* (EMI RECORDS) - My favorite record from the Billboard Dance Summit.
 WATERLILLIES *Never Get Enough* (SIRE/WB) - Slamming mix from Junior Vasquez.

ERIK BRADLEY, MD, B96, Chicago

PHARAO *I Show Your Secrets* (COLUMBIA) - Performing as an all-around hit.
 PHARAO *There Is A Star* (COLUMBIA) - Will be a great follow-up to Secrets.
 YOICO ROSS *Miss Me* (SONY) - Pop uptempo, very radio-friendly. Already pulling requests.
 LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - I think this is gonna be massive.
 REAL McCOY *Run Away* (ARISTA) - Another smash. Anyone who doesn't believe in Real McCoy needs to believe.
 FUN FACTORY *Close To You* (CURB EDEL) - This is the jam!

BOB PERRY, PD, HOT97.7, San Jose

K7 *Move It Like This* (TOMMY BOY) - A lot of radio stations missed this one...Time to take another look at it...After you get on the air, guaranteed to provoke a lot of listener interest.
 MAX-A-MILLION *Fatboy* (S.O.S.) - Pete Manriquez brought this to my attention, and to the best of my knowledge, HOT97.7 was one of the first stations anywhere to play this record. Immediate reaction.
 DES'REE *Gotta Be* (550 MUSIC/EPIC) - Great hook...Look for it to increase airplay across the country.
 SUBWAY *This Lil Game We Play* (MOTOWN) - Check this out and give it serious consideration.

GREG HEAD, MD, KBXX, Houston

This is what's going on:
 CRAIG MACK *Mack Of The Year* (BAD BOY/ARISTA)
 KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA)

MICHAEL NEWMAN, PD, KDON, Salinas

Check out the new dope:
 KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA)
 ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)
 SOUL FOR REAL *Candy Rain* (UPTOWN/MCA)

CARMY FERRERI, PD, KGGI, Riverside

Check these out:
 BROWNSTONE *If You Love Me* (MJJ/EPIC)
 DRU DOWN *Mack Of The Year* (RELATIVITY)
 SPANISH FLY *Daddy's Home* (UPSTAIRS)
 MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA)
 REAL McCOY *Run Away* (ARISTA)

SONIA JIMENEZ, APD, KGGI, Riverside

Check 'em out:
 STEVIE B. *Dream About You* (EMPORIUM/THUMP)
 SPANISH FLY *Daddy's Home* (UPSTAIRS)
 KARYN WHITE *Can I Stay With You* (WARNER BROS.)
 NONCE *Mix Tapes* (AMERICAN)

SCOTTY SNIPES, PD, KIX106, Providence

This is what's slammin' in Providence:
 MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA)
 ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)
 SOUL FOR REAL *Candy Rain* (UPTOWN/MCA)
 SUBWAY *This Lil Game We Play* (MOTOWN)
 DA BRAT f/Notorious B.I.G. *Dirty B Side* (CHAOS)

JAMMER, APD/MD, KIX106, Providence

This is what's Jammin':
 ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)
 MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA)
 SPANISH FLY *Daddy's Home* (UPSTAIRS)
 RAYVON PERRY *Pretty* (VP)

JOWCOL 'M.C. Boogie D' GILCHRIST, PD/MD, KJYK, Tucson

BRANDY *Baby* (ATLANTIC)
 DRU DOWN *Mack Of The Year* (RELATIVITY)
 REAL McCOY *Run Away* (ARISTA)

ROY JAYNES, PD, KKSS-FM, Albuquerque

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Great hooks and a fun song. Guaranteed to light up your phones.
 LSOB *Dip Into My Ride* (MERCURY) - If you missed it on the first go-round, then try it again and it will happen.
 LSO *Get It Right* (BELLMARK) - Janet Jackson meets Ce Ce Peniston. Sounds good on the air.
 HAVOC & PRODEJE *G'z On Da Move* (QUALITY) - Good positive anti-gang song.

ROB ROYSTER, MC, KKSS-FM, Albuquerque

SUBWAY *This Lil Game We Play* (MOTOWN) - Ohhh God, great female song!
 MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA) - As good as if not better than the original.
 CHRISTOPHER WILLIAMS *Dance For Me* (GIANT) - Great comeback song.

KOZMAN, APD/MD, KKXX, Bakersfield

BLACK DUCK *Wiggle In Line* (CRITIQUE) - It's Whigfield with a very serious Reggae twist. It's very cool!
 REAL McCOY *Run Away* (ARISTA) - Went on the air the second it came in. Thank you Erik B.!

KAHUNA, PD, KLRZ, New Orleans

CAPPELLA *Move On Baby* (frr) - We made a move on it quick and got instant phones.
 DURAN DURAN *White Lines* (CAPITOL) - This song is slammin'!
 WHIGFIELD *Saturday Night* (CURB) - It's a hot, energetic song that gets hot phones for males and females.

CAT THOMAS, MD, KLUC, Las Vegas

K7 *Move It Like This* (TOMMY BOY) - The beat is slammin', and it has my favorite lyrics of all time... 'Lyida, Lyida I wish I didn't get rid of ya.'
 THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA) - Winning in the Jam Off and getting some requests!
 BROWNSTONE *If You Love Me* (MJJ/EPIC) - Sounds great on the air. Big female record...End of story!

DAVE DANIELS, MC, KMEL, San Francisco

DIANA KING *Shy Guy* (CHAOS) - This track is definitely the flyest Pop Reggae record I've heard in a long time with soulful rhythm and smooth vocals makes *Shy Guy* will be a Crossover hit in '95.
 ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - The title pretty much sums it up.
 NIKA *Little Vicious* (EPIC STREET) - The littlest ruffneck of them all. This one's got a fresh new energy to it with a video that is in a word cute.

VICTOR STARR, APD, KPRR, El Paso

ROBBIE ROBB *Boriqua* (COLUMBIA) - For the Hispanic markets, it's got that flava that will save ya!
 FUN FACTORY *Close To You* (CURB EDEL) - It could be another Twenty 4 Seven.
 OUTERE BROTHERS *La La La Hey Hey* (CLUBHOUSE) - Definitely a smash in the mix, and who knows how far it will go!

THE JANITOR, APD, KTFM, San Antonio

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - This song is destined to be #1.
 YOICO ROSS *Miss Me* (SONY) - Could this be the next Hotstepper?
 GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - It is definitely a San Antonio record.

CHARLES CHAVEZ, MD, KTFM, San Antonio

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - A #1 record!
 YOICO ROSS *Miss Me* (SONY) - Another dancehall Pop smash. Check it out!
 FUN FACTORY *Close To You* (CURB EDEL) - One listen, you'll be hooked!
 SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - I can hear the phones ringing for this one already.

CHARLIE MAXX, APD/MD, KZFM, Corpus Christi

Check these out:
 NEWTON *Sky High* (CRITIQUE)
 SPANISH FLY *Daddy's Home* (UPSTAIRS)
 THE CHOSEN FEW *Funky Jumpy Music Remix* (MAXI)

This Record Is Out Of Control...

SPANISH FLY

Billboard Monitor
Strongest Increase
In Airplays This
Week!

After Only 2 Weeks - Exploding At Crossover Radio!
On Over 20 Stations!

New Adds:
KBXX - 12x
KMVR
KZFM
HOT105 - 30x
KWIN - 25x

Added At:
HOT97.7 43x
KPRR 42x
KTFM 42x
KMEL 25x
KSFM 24x
WILD107 25x
KXTZ 23x

Spinning At:
KLRZ
PWR96
PWR106
WXKS
KIIS-FM
Z90
KGGI
WHHH
KJYK
KCAQ

JOEY ARBAGEY, MD, KMEL
"Instant phones after one play...A done deal."

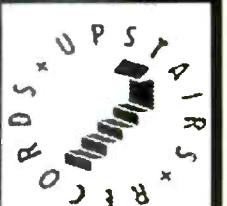
RICK THOMAS, PD, KSFM
"This is an all-format smash."

MICHAEL MARTIN, MD, WILD107
"#1 phones after three plays. 'Daddy's Home' will be an all-around, mass-appeal smash!"

CHARLES CHAVEZ, MD, KTFM
"Smash!"

DADDY'S HOME

PETE MANRIQUEZ, MD, HOT97.7
"If All-4-One, & 4 PM worked for you, Spanish Fly is a no-brainer. Getting a strong street vibe...Top 5 callout and solid requests. It's a smash."



LUCY BARRAGAN, MD, Q105, Oxnard

BROWNSTONE *If You Love Me* (MJJ/EPIC) - #1 requested song.

BLACKSTREET *Before I Let You Go* (INTERSCOPE) - Maintaining its position. Top 5 phones and requests.

FUN FACTORY *Close To You* (CURB EDEL) - Great dance record, sort of like Mr. Vain.

SUBWAY *This Lil Game We Play* (MOTOWN) - Check this out! This is one of my new favorite songs.

SCOTT WHEELER, PD, WHHH, Indianapolis

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Very early strong, positive thoughts.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Good phones and good sales.

MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA) - Much stronger than *Be Happy*. This one looks like the hit.

MICKEY JOHNSON, PD, WHJX, Jacksonville

LSO *Get It Right* (BELLMARK) - It sounds like Janet Jackson. It's a R&B dance track that is very much needed.

DJ SMURF *Ohhh Ahhh* (ICHIBAN)

DA BRAT f/Notorious B.I.G. *Dirty B Side* (CHAOS)

GREG BRADY, MD, WHJX, Jacksonville

CRAIG MACK *Get Down (Q-Tip remix)* (BAD BOY/ARISTA) - What a great follow-up record to the Flava record.

VICIOUS *Nick* (EPIC) - Yeeaaaahsss!!!

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Yes x 2.

CAT COLLINS, MD, WJMN, Boston

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Getting early phones.

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - This one is also getting early phones.

LOUCHIE LOU & MICHIE ONE *Rich Girl* (VP) - Call VP Records for this song!!! #1 phones after only two days.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Already blowin' up!

SCOTT CHASE, MD, WOVV, West Palm Beach

HEAVY D. *This Your Night* (UPTOWN/MCA) - Forget the coffee, start slammin' Heavy D's next big hit...This Is Your Night!

SPANISH FLY *Daddy's Home* (UPSTAIRS) - Killer remake, sounds just like Boyz II Men, *All-4-One*, or *4 P.M.*...take your pick. Watch for this to explode.

AALIYAH *Age Ain't Nothing But A Number* (JIVE) - Single sales are already Top 20 and we've only been playing it for two weeks...Another smash from the 15 year old. Quick message to R. Kelly...15'll get you 20!

TLC *Red Light Special* (LaFACE/ARISTA) - Looks like another Top 10 for TLC...Andre Rison was quoted as saying, '...this one is hot, it's burnin' up the charts!'

BOYZ II MEN *Water Runs Dry* (MOTOWN) - Like I need to make a comment...guess what? It's a ballad!

JEFF NELSON, MD, Z90, San Diego

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - All around great song. Great vibe. Got a future at Z90.

CYNTHIA *How I Love Him* (TOMMY BOY) - Good to see her and her music rollin'.

BOYZ II MEN *Water Runs Dry* (MOTOWN) - Instant hit!

CHICAGO

1995

DATE:

May 4 • 5 • 6

THE PLACE:

Westin Hotel (312) 943-7200

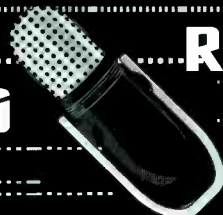
ROOM RATE:

\$110

PRE-REGISTRATION:

\$150

HITMAKERS

REGIONAL
SEMINARSRADIO
'95



• EP Certified Triple Platinum • Over 30,000 EPs A Week Sold!
• Over 230 Top40 BDS Detections This Week. • Over 300 Urban BDS Detections This Week.
Single Drops February 7th. So Don't Sleep!

OWNING THE SHOW (AND WAYS TO STEAL IT, TOO!)

By Paige Nienaber

More and more schools have taken Latin out of their curriculum, and administrators are using the excuse that it's a "lost language" and had no value in today's world. Maybe "Owning The Show" is a Lost Art. That would explain why so few radio professionals have the slightest clue on how to maximize visibility and presence at such high-traffic events, as concerts and festivals.

I know a lot of people in the industry who would consider sending the van with a dozen t-shirts to be Owning The Show. Please, if that's your idea of a good concert promotion, then do everyone a favor, and quit and go work at UPS. You'll probably make more money and you'll be hanging with similar creative people.

An event like a concert should be something that you plan towards, mustering resources and laying out a battle plan for the evening. Because that's what it really is: a battle. The Mother Of All Promotions. I used to treat each concert like it was the **only** event I'd be doing that year. Instead of just having one jock there, I'd get them ALL out at the arena. If you're a competitor and you show up in your van and literally every employee of the other station is out in the parking lot and at the doors, in t-shirts, passing out stickers or body-patching people, that's a pretty daunting sight. It almost makes you want to pack up and head back to the station. And that's the whole idea. I mean, how often do you get 20,000 potential core listeners together for one night, in one place. Make the most of it!

Dave Redelberger is the Promotion Director at WGTZ in Dayton and tries to work several different elements into his station's concert presence. He gets airstaff out at the arena and broadcasting from various locations both inside and outside the venue, simultaneously. Additionally he has the 'GTZ mascot greeting fans inside the van, with flashing overhead lights, cruising the parking lots and adjacent streets. "When you have a chance to impact a massive amount of people at once, it's a chance you don't want to blow. Not only do you

want to look great, but you have to look better than the competition," says Redelberger. One of his favorite bits is to bribe staff at the arena to find out the plans of his competitors, and then to get their "designated" broadcast spot early to terrorize them a little. He likes to hand out little "annoyance" stickers close to the other station's van, and invariably they end up plastered all over it.

You have to admit that there is some pleasure to be gained from Rambling the guys across the street. And what better place than at a major concert, in front of thousands of people? Larry Hyrb is the Promotion Director at KISS95.7 in Hartford and feels the pinnacle of his "concert career" was last year's Janet show, which WKSS owned with a massive show of visibility. Larry likes to say "there's always a way to one-up them," as he proved at this concert. The Hartford Civic Center is connected to a mall and his competitors were broadcasting from center court prior to the Janet show. Understandably there were a lot of fans hanging around, watching the broadcast,

"How often do you get 20,000 potential core listeners together for one night, in one place? Make the most of it!"

and waiting to go in to the concert. KISS had been promoting that they had backstage passes for giveaway before the concert and to keep listening for details. When the crowds outside and around the arena were at their height, WKSS got on the radio (and outside speakers) and told everyone to rush inside the mall courtyard because they were about to unload all of their passes and front row tickets. Minutes later KISS95.7 staff dropped 1000 KISS balloons (filled with a nitrogen/oxygen mixture to make them fall quicker) onto the crowds around

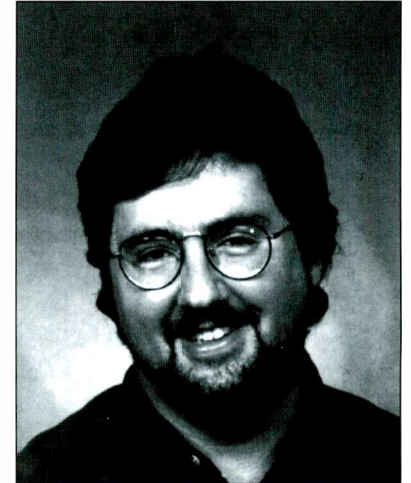
station's broadcast. The crowd went nuts popping the balloons, trying to find the ones that had prizes inside!

When it comes to such high-traffic events as concerts, signage is the key to winning the on-site battle. This shouldn't be some "thrown together" promotion. Go out a few days ahead of time and do a signage schematic of the arena and the surroundings overpasses, fences, buildings, and neighborhoods. Once you have this, you'll always know where to hang your banners for future concerts too. Check out sight angles and bring some cash in case you need to grease some palms of people who have businesses and homes at busy intersections and on heavily traveled roads into and out of the venue.

Inside the arena it's always a little more difficult. But don't let that stop you. Larry Hyrb at KISS in Hartford has got the local arena to use the LED part of the scoreboard that hangs from the roof for contesting and signage during events. The giant beachballs, when logoed, are an

outstanding way to get some extra presence during a show, plus it gives the crowd something to do between acts. Sneak some banners in and try to get people in the sky boxes to hang them out the windows. Or do your own banner contest with the promoter or the facility. They'll say no and "it's easier to beg forgiveness than to ask for permission," Hyrb reminds us.

One of the all-time concert Rambo'ers is Rick Thomas, PD at KSFM in Sacramento. He's honed his skills at stations like Y95 in Phoenix, Z90 in San Diego and HOT102 in



Paige Nienaber is VP/Fun 'N Games with Jerry Clifton's New World Communications. He has worked in Promotions for 14 years at stations that include WILD 107/San Francisco, WLOL/Minneapolis and KISS 102/Charlotte. Any questions or suggestions of topics for this weekly column Call: Phone: (612) 929-2865 Fax: (612) 929-2861

Milwaukee. "You should be able to look left, right, back and center, and wherever you look, there should be some form of stage signage", says Thomas. Peel-off body patches are one tool that he used to increase his presence at concerts when he was at Wild107 in the Bay Area. These can be customized for the specific concert, and can be numbered for contesting purposes. "It's pretty cool to go inside a concert and see thousands of people walking around with your stickers on them," adds Thomas, who has been known to bribe arena security to get the competition's announcers kicked out of shows.

Concerts are promotional opportunities that unfortunately many stations seem to completely miss the boat on. These are enormous life-style, music-oriented events that draw huge crowds. Going to a major show is a big deal for your audience. Become a part of the experience, and thus, become a part of their memory of the evening. Your promotion shouldn't end with the on-air ticket giveaway. It should be gearing up and getting ready for the next stage: the total and complete domination of the actual concert.



MIX SHOW

COMPILED FROM THE HOTTEST
RADIO MIX SHOW CHARTS ACROSS THE U.S.A.

NEW IN THA MIX
LONDON BEAT "Come Back" (MCA)
NEWTON "Sky High" (CRITIQUE)
CRYSTAL WATERS "What I Need" (MERCURY)
KAM "Pull Your Hoe Card" (EASTWEST)
MAC VIBE "Mr. Meaner" (EIGHTBALL)

COLUMBIA
RECORDS *Presents The*
HITMAKERS MIXER OF THE WEEK!

MIX SHOW MOVERS

LW - TW	Artist	Track	Label
2-1	MAX-A-MILLION	"Fat Boy"	(S.O.S.)
4-2	STEVIE B.	"Funky Melody"	(Emporia/Thump)
1-3	CORONA	"Rhythm Of The Night"	(EastWest)
5-4	REEL 2 REAL	"Can You Feel It"	(Strictly Rhythm)
3-5	MIRANDA	"Round & Round"	(Sunshine)
6-6	ROULA	"Lick It"	(S.O.S.)
9-7	FUN FACTORY	"Close To You"	(Curb Edel)
8-8	TLC	"Creep"	(LaFace/Arista)
11-9	CLUBZONE	"Hands Up"	(Logic)
12-10	GLORIA ESTEFAN	"Everlasting Love"	(Epic)
10-11	INI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
7-12	DONNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)
15-13	DR. ALBAN	"Away From Home"	(Logic)
14-14	THE CHOSEN FEW	"Funky Jumpy Music"	(Maxi)
18-15	JANET JACKSON	"You Want This"	(Virgin)
13-16	CRYSTAL WATERS	"What I Need"	(Mercury)
23-17	METHOD MAN	"Bring On The Pain"	(Def Jam)
21-18	ACE OF BASE	"Living In Danger"	(Arista)
19-19	BRAND NEW HEAVIES	"Spend Some Time"	(ffrr)
29-20	TRACI LORDS	"Control"	(Radioactive)
17-21	ROCHELLE	"Praying For An Angel"	(S.O.S.)
23-22	ICE CUBE	"What Can I Do"	(Priority)
28-23	CE CE PENISTON	"Keep Givin Me Your Love"	(Columbia)
16-24	M PEOPLE	"Excited"	(Epic)
30-25	69 BOYZ	"Kitty Kitty"	(Rip It)
22-26	THE HED BOYS	"Boys And Girls"	(Logic)
27-27	TINMAN	"Eighteen Strings"	(ffrr/London)
25-28	REAL McCOY	"Another Night"	(Arista)
33-29	DA BRAT	"Da B-Side"	(Chaos)
31-30	BRANDY	"I Wanna Be Down"	(Atlantic)
32-31	THE MACK VIBE	"Mr. Meaner"	(Eightball)
24-32	THE NOTORIOUS B.I.G.	"Big Poppa"	(Bad Boy/Arista)
26-33	DJ BOBO	"Take Control"	(CMC International)
34-34	CRAIG MACK	"Get Down"	(Bad Boy/Arista)
35-35	C & C MUSIC FACTORY	"Robi-Robs Boriqva Anthem"	(Columbia)
37-36	3RD NATION	"I Believe"	(Champion/EastWest)
47-37	ARMAND VAN HELDEN	"Armand Van Helden (EP)"	(Strictly Rhythm)
N-38	ARTIFACTS	"C'mon Wit Da Git Down"	(Big Beat)
39-39	PET SHOP BOYS	"Yesterday When I Was Mad"	(EMI)
40-40	REALITY	"Wanna Get Busy"	(Strictly Rhythm)
44-41	MARY J. BLIGE	"Be Happy"	(Uptown/MCA)
38-42	MADONNA	"Secret"	(Maverick/Sire/WB)
43-43	KEITH MURRAY	"The Most Beautifullest Thing..."	(Jive)
36-44	EVERYTHING BUT THE GIRL	"Missing"	(Atlantic)
49-45	BARBARA TUCKER	"I Get Lifted"	(Strictly Rhythm)
45-46	WILLI ONE BLOOD	"Whiney Whiney"	(RCA)
42-47	LIVIN JOY	"Dreamer"	(MCA)
N-48	KYM SIMS	"I Must Be Free"	(Radikal)
N-49	SWING 52	"Color Of My Skin"	(Cutting)
N-50	DURAN DURAN	"White Lines"	(Columbia)



DAVID MEYER
KMEL
San Francisco

CAREER HIGHLIGHTS:

I have been doing radio mix shows for the last 3-4 years. About 1 & 1/2 years at KMEL. Currently I do the 7:00pm hour of a live mix show called "Club 106" which airs on Saturday nights. I also do a taped mix show called "Quick Mix" which airs at 7:30am Monday through Friday. I started a D.J. remix subscription service called, "WICKED MIX" about 4 years ago with a partner. I have done remixes for some major labels. Most recent projects include: "Playaz Club" by Rappin' 4-Tay (EMI)-Myself and Alexander Mejia (KMEL) worked on this one. "Do Whatchu Want" by Black Panther (Tommy Boy)- This will be the first single off the "New Jersey Drive" soundtrack. "Mac Of The Year" by Dru Down (Relativity) "I'll Be Around" by Rappin' 4-Tay (EMI)-Myself and Alexander Mejia (KMEL) also did this one. This is 4-Tay's next single, It is a cover of the Spinner's "I'll Be Around".

CAREER LOWLIGHT:

I'm not to dwell on any low points. I'm just lookin' out for the high points.

SHOUTS:

Tony Valera, Michelle S., Joey Arbagey, The Wake Up Show, Michael Erickson, Alexander Mejia, Glen Aure, Franzen, Prince Ice, Latin Prince, Kevy Kev, everyone at KMEL and Michael Futagaki. Attention all labels, send me remix work!

COLUMBIA CUTZ

CE CE PENISTON

"Keep Givin' Me Your Love" (David Morales Remix)

PHARAO

"I Show You Secrets"

Big L

"Put It On"

FUGEES

"Vocab"

TRISHA COVINGTON

"Why You Wanna Play Me Out"

NOMINEES FOR ISSUE 874

VOTE FOR YOUR CHOICE

1. DJ LYNWOOD (KGGI, Riverside)
2. M.G. WIZ (WPGC, Washington D.C.)
3. KUTMASTER SPAZ (KIKI, Honolulu)

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MIXER OF THE WEEK WINS SONY HEADPHONES!



AS THE VINYL SPINS

By Michael Fatagaki
(415) 282-4466

I'm writing this as I'm trying to recover from the Billboard Dance Summit. What a great time! Big ups to Victor Lee from Tommy Boy, Marthe Reynolds and John Jr. from Island, John Strazza, Oscar Merino and Jerry McKenna from Columbia, Liz from Epic, Harry Frank Towers from ZYX, Rich Christina from Atlantic, Terry Anzaldo and James Lopez from Maverick, Bari G. and Tommy from Strictly Rhythm, Ramond Wells, Joey Carvelo, Kelly from Logic, George Hess from Elite ADM, Davey D. from Arista, Anne Marie Reggie, Jack Cyphers and Kelly Woo from Priority, FCA's Kim Hughes and Julie Z. of Quality fame for hooking me up with either a meal, drink or the participation in the BIG mixer party that travelled from the restaurant to KMEL. If I missed anyone please call me and I'll hook ya up on the next time. I try my best to remember everyone but I'm not perfect. By the way, big ups to Chris Bergen for the words of encouragement.

My assistant, Toby, and I are betting on the **B.U.M.S.** *Elevation* (Free My Mind) track soon to be coming on Priority. The **B.U.M.S.** are bringing some memorable hip hop, they ain't no joke! Also check for *6 figures And Up* and if you can't wait, peep *It's A Street Fight* on the **STREETFIGHTER** soundtrack. Toby and I are down with Sway And Tech's All City Productions and stand fully behind the **B.U.M.S.**. Peeter Kelly Woo at Priority for a peep! Also check for my girl, Liz, from Epic cause she's lookin' for love on the **VICIOUS**, *Nika* which will be sportin' a Maestro from WPGC remix soon along with the **DANA BARROWS**, *Check It* on Immortal/Epic and the **SHABBA RANKS**, *Let's Get It On* which is the one I'm with the most.

Marcus Morton of EMI tells me that the **RAPPIN' 4TAY**, *Playaz Club* videoc with the Sucka Free Mix, done by Meija and Meyer of KMEL, is #29 on The Box. But the big news is the second single, *I'll Be Around* which ships on January 25th with a double pack promo-only vinyl shot. Look for more from Meija and Meyer on this one! Marcus also says the **DIGABLE PLANETS**, *Dial 7* video is coming soon and that the **PLANETS** have been very busy doing Soul Train appearances as well as hitting the Wake Up Show and Ruthless Radio at The Beat and an interview with Big Boy at POWER106. The **LORDS OF THE UNDERGROUND**, *What I'm After* and **THE BOOGIEMONSTERS**, *Strange* are both lookin' real good, too. Get with Rob One at 310-659-1700 for EMI mix show service. Rob's been a prominent DJ and street music figure for a long time and we all need to support this strong player. Also within the EMI family, Sir Charles calls for everyone to look out for Jackie O. who works with him at Pendulum and deserves much props. With increasing outies, Charles is on the run, but he says that Jackie's got your back. Thanks to Randy Saad from Ichiban for the hook up on the **WILLIE D.**, *Is It Real?* and **DJ SMURF**, *Oon Lawd*. Reach out to Randy at 404-419-1414. Watch out for the **160 BPM CRAZY LEGGS**, *Happy And You Know It* on Pandisc. This is the world's fastest Miami Bass record! It's a crazy joint but it's working! Mohammed's vouching for this one!

I still believe in the **LSO**, *Get It Right* on Utopia/Bellmark. Check out cut #5 for a phat old school mix if ya wanna get funky. Shout to Kevin at Cutting, don't give up on **SWING 52** cause that's a dope record! Thanks to Tom from Street Pride Records for telling me about the **LIZZ** interview recently on Humpty and Tony's Power Tools show on POWER106 before being played on Friday the 20th during drive time. Don't sleep on **LIZZ**, *Don't Make Me Wait*. Thanks to Anthony "A.D." Daughtry for the "12" hook up on **USHER'S** *Think Of You*. Peep the So So Def remix. Also my man got me with The Roots' joints on Geffen and the **OUTKAST** clean EP with *Ain't No Thang*, *Crumblin' Erb* and *Hootie Hoo*. All three are tight. Hakeem from Randy Spendlove's office tells me that Perspective is coming with another **RAJANEE'** track called *Walkin Away* With It very soon. Stay tuned. Jose Borilla is the man at the new North East branch of M.S. Distributors. His number is 718-392-1930. Comin' out of the Bay

Area is the **RBL** record has been making noise. We called that one early and now Toby's bringing more underground vinyl in, so stay with us.

Best of luck to Trevor Carey as he has left HOT97.7 for other endeavors. I know you'll do it Trevor! If anyone's looking for an asset to their promotions staff call Noreen Smith at 213-663-4724. By the way DJs should reach out to John Jr at Island cause our man is National Manager of Club Promotion for Island and National Manager of Mix Shows for Island Independents. Reach out to him at 212-995-7800. DJ Enrie of POWER106 just fired up a house music night at Hollywood's Palace nightclub. If you're in the neighborhood on Thursdays, drop in on him. POWER96's Felix Sama is giving Miami a little more punch on Friday and Saturday night from 10:00 to 11:00 PM with the Weekend Street Jam. Scott from Elite ADM joins the ranks of Paul Yates and DJ MIDIMACK at KMVR in Las Cruces as a mixer, so make sure you keep him up to date with your product. His address is 11 Vestry St. 3rd Floor, NY, NY 10013. Thanks to Charles Chavez for calling in from KTFM, where he's made great strides as MD. Not only is Charles still on the tables himself but he's assembled some top notch players. DJ Rich came aboard not long ago and now has brought his roommate, DJ Flite, most recently doing the mix show at KHFI in Austin. Chaves has hooked up KTFM In The Underground which airs on Sunday mornings from 2:00 to 4:00 AM. Rudy Segovia, AKA DJ Animal, has also been brought back to KTFM by Chaves. Animal's address is: 1034 Steves Ave., San Antonio, TX 78210. Despite what you may have heard, Flite IS AT KTFM. Charles Chavez confirmed this. On a final note, if the 49ers win the Super Bowl you'll find James Dee of Z90 flying up to take Toby to dinner. If the Chargers win, we'll be flying down to San Diego to hook them up. James the weather up here is kind of wet, so be sure to bring a jacket. Be safe and stay strong everyone, we're out!

URBAN RECORDS:

MONTELL JORDAN, *This Is How We Do It* (PMP/RAL), **CAPELTON**, *Tour* (Signet), **BIG MIKE**, *Playa Playa* (Rap-A-Lot), **FU-SCHNICKENS**, *Sum Dum Monkey* (Jive), **SLICK RICK** featuring **DOUG E. FRESH**, *Sittin In My Car* (Def Jam/RAL), **RBL**, *Bounce To This* (In A Minute), **ICE CUBE**, *What Can I Do* (Priority), **NORORIOUS B.I.G.**, *Big Poppa*, *Warning* (Bad Boy Ent./Arista), **LSO** and **DIGABLE PLANETS**, *Dial 7* (Pendulum/EMI).

DANCE RECORDS:

CLUB ZONE, *Hands Up* (Logic), **JOI CARDWELL**, *Jump For Joi* (Eightball), **KYM SIMS**, *I Must Feel Free* (Radikal), **JOCELYN ENRIQUEZ**, *Big Love* (Classifiec), **DONNELL RATTLE**, *Oyate* (Aqua Boogie), **THAT KID CHRIS**, *Can You Dig It* (Digital Dungeon), **WHIGFIELD**, *Saturday Night* and **FUN FACTORY**, *Close To You* (Curb), **DJ BOBO** *Take Control* (CMC International), **OUT HERE BROTHERS**, *La La La. Hey Hey* (Clubhouse Records).

LAWLEYS LICKS:

VYBE, *Take It To The Front* (Island).

CONFERENCE CALLS:

MONTELL JORDAN, *This Is How We Do It* (PMP/Def Jam), **JOI CARDWELL**, *Jump For Joi* (Eightball), **CAPELTON**, *Tour* (Signet), **GLORIA ESTEFAN**, *Everlasting Love* (Epic), **REDMAN**, *I Can't Wait* (Def Jam/RAL), **KYM SIMS**, *I Must Be Free* (Radikal), **RBL**, *Bounce To This* (In A Minute), **CLUB ZONE**, *Hands Up* (Logic), **MONTELL JORDAN**, *This Is How We Do It* (Def Jam) and **DEJA VU**, *New Lover* (Vestry).

For those of you that did not know, I'm over here now and once I settle in I'll be writing about records. I did not plan on writing anything for this issue, but a real tragedy has occurred that I have to write about. Yes, this time it is true, David Cole of C+C Music Factory passed away Tuesday morning (1/23/95). I'm sure you'll read about all the records he and Robert sold and the awards they won, and yes he did accomplish a lot, more than all the fans that later turned into critics. You know who you are, so don't front. Fortunately there are more of us that appreciated the contribution he made to our community. C+C was responsible for kicking down the door that others only knock on after it had been shut in our face. We all know that after the 70's Dance music took a beating, and after C+C sold **five million records** worldwide with their **first album**, things started to get better for us. I want to take this opportunity to say "Thank You David," for the **SONGS** you brought us. If any of you think he left us before he could give us another **great song**, listen to "**I Found Love**" on his last album. Before you start accusing me of just using this opportunity to plug a record, listen to the song, and then think whatever you want.

OSCAR MERINO



MIX SHOW DISCOVERY CLUB®

DJ SMOOVE, 100.3JAMZ, Dallas

FU-SCHNICKENS *Sum Dum Munkey* (JIVE) - Real, real funky and a nice flow to it.
ILL AL SKRATCH *Chill Wit That* (MERCURY) - Tha shit is nice! These boys are bad!

SHOWBIZ & A.G. *Next Level* (PAYDAY) - Premiere's remix is da bomb! It's laid out real nice.

LA ROCKO TEC *Big Booty Trick* (DEF JAM) - Nice dance beat and funkee, too!

ROTTIN' RAZKALS *Oh Yeah* (MAD SOUNDS) - It's on! Oh yeah!

TIM 'Spinnin' SCHOMMER, B96, Chicago

NRG DEFINED *Do It Right* (MIC MAC) - Cool Spanish chant record! Powerful dance floor filler.

2 IN A ROOM *Ahora Es (Now)* (CUTTING) - Another smash from 2 In A Room. The Wepa-man's singing debut!

CARLOS 'After Dark' BARRIOS *King Of Freestyle EP* (AFTER DARK) - Check out all of the cuts! Personal favorites: Yo Yo Get Funky (for obvious reasons), Back In Time and Get On It.

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - George La Mond...Cynthia? Need I say more? This shit is slammin'!

CYNTHIA *How I Love Him* (TOMMY BOY)

CHARLIE FORD, BOSS97, Atlantic City

TRACI LORDS *Control* (RADIOACTIVE/MCA) - She can 'Control' me anytime...oops, sorry, you wanted feedback on the record...'Awesome!'

CLUBZONE *Hands Up* (LOGIC) - Thumbs up... Kelly has herself another hit.

And now for my favorite subject...Freestyle! Don't miss these two records by two of the biggest freestyle artists:

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY)

CYNTHIA *How I Love Him* (TOMMY BOY)

TONY MORRIS, BOSS97, Atlantic City

HOUSE OF GYPSIES/AL WISE *Another Worry* (AFTER DARK) - There are so many songs that are in the mix show that I'm going to list them. Also, if there are any Freestyle or House labels out there that have something phat, please call Michael Futagaki for my address and number.

CARLOS 'After Dark' BARRIOS *King Of Freestyle EP* (AFTER DARK)

BRUTAL BILL p/Sancho *La Brava* (RUFF LIQUID)

MARY J. BLIGE *Be Happy (Remix)* (MCA IMPORT)

THE THUNDERDOME/ALLEN JEFFREY *Love And Music* (DIG IT)

CISKY *The Party* (DIG IT)

DEEP TOUCH *I Like To Go* (DIG IT)

DONNELL 'Standing' RATTLE *Qvate* (AQUA BOOGIE)

GARY Q, BOSS97, Atlantic City

ICE MC *Think About The Way* (ZYX) - I pegged this one about a month ago when I heard it on a discotech remix. It's got all the guts of a HNRG record to become a hit!

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Nice! Very nice!

TO KOOL CHRIS *Work Your Body* (STRICTLY HYPE) - What a vibe on this track, instant dance floor reaction in the club.

P.S. Yo! Fellow mixers! P.M.S. (Play My Shit). Oh, and Mike, props to you buddy, I owe ya one! C-ya!

SWEDISH EAGLE/STEVE TSEPELIS, GROOVE RADIO INT., Los Angeles

ASWAD *Shine* (MESA/BLUEMOON) - This already popular hit now gets the remix treatment from Todd Terry. Complete with four new mixes and two dubs, this single will work well for all House Mix shows.

H2O f/Billie *Satisfied* (LIQUID GROOVE) - Absolute killer track with sweet soulful vocals in a kickin' funky house groove. NY Vocal House Mix is nice and deep while the Take My Higher Mix is in a Duke vein but funkier, with a rhythm guitar and bass that's like old brass construction.

HOUSE OF GYPSIES/AL WISE *Another Worry* (AFTER DARK) - Big chance for this group from the previous one. Deep Chicago House Style with great soulful male vocals by Al Wise.

CITRIC *Every-1* (STRICTLY RHYTHM) - What a surprise. Really good medium hard Acid Trance from upcoming LP.

777 *Sirenes* (ASTROWERKS) - Produced by Laurent Garnier and Steve Hillage. Progressive House with mixes by Carl Craig and Marshall Jefferson.

ALEX CABRALES, DJ, HOTMIX, Scottsdale

MARGI COLEMAN f/Conscious Daughters *Winnin Over You* (PRIORITY) - Man, everybody missed the boat on this! Get with the program! Charles Chavez, this is definitely a record for you.

NASTY NES, KCMU, Seattle

THE D&D PROJECT *Bootleg Sampler* (ARISTA) - Peep out D&D All Stars 1,2 Pass It featuring KRS, Jeru, Mad Lion and Doug E. Fresh to name a few! It's

phatt! Alson peep out Juicy Nine Inches Hard. The title speaks for itself!

RBL POSSE *Bounce To This* (IN-A-MINUTE) - Sales are huge in Seattle and we're backin it with airplay.

BANDIT *All Men Are Dogs* (CREATIVE CONTROL) - The chorus to this cut just won't leave my mind! Slammin, phat and addictive to your ears!

CAPLETON *Tour* (SIGNET) - This phat action-packed single has three dope, ripe mixes to choose from. Props to The Ruffnex for hookin' me up! Jamaica Rap meets Craig Mac, Slick Rick and Tribe Called Quest!

RONDO & CRAZY RAC *Mr. & Mrs. Abuser* (SOLAR) - From Too Short's original DJ, this cut got me very emotional. It's about a kid growin' up without a father and a mom all messed up! The beat's got a smooth guitar sample with an old school flav to it. Lyrically, I hope radio will support it.

DJ TRANS *Rideout* (ATTITUDE) - If Booty music's gonna be the big thing for 1995, then DJ Trans has the ingredients that crossover radio and clubs are lookin for!

TITO 'Indamix' AGUSTIN, KDON, Salinas

69 BOYZ *Kitty Kitty* (RIP IT) - Miami bass in your face...Part II of Tootsee Roll.

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Great dance song...my jam of the week!

RBL POSSE *Bounce To This* (IN-A-MINUTE) - It's tight, homie!

N 2 DEEP *Deep N 2 The Game* (BUST IT) - Catching heat here!

KUTMASTER SPAZ, KIKI, Honolulu

THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA) - The sample sounds familiar but it's all good.

CRAIG MACK *Get Down (Q-Tip remix)* (BAD BOY/ARISTA) - Still all good.

OUTKAST *Ain't No Thang* (LAFACE/ARISTA) - Ain't no thang but a chicken wing.

DJ BLADE, KJYK, Tucson

OUTHERE BROTHERS *La La La Hey Hey* (CLUBHOUSE) - Strong mix show jam that gives the show and underground groove while staying mainstream. This is a definite crowdpleaser with the interactive vocals. Check it out!

69 BOYZ *Kitty Kitty* (RIP IT) - Great follow! Haven't decided which mix I like best but my PD is pushing fro the Gap Band Mix. We'll see.

1-900 *Keep Him On The Phone* (STRICTLY RHYTHM) - Wow! Someone hit me with some cold water! This track is hot in more ways than one, with the suggestive vocals, the jury's still out on radio play, but the track is definitely on! Congrats to Ellen on mixshow promotions position and good luck pushing to radio.

ROLLING STONES *You Got Me Rocking* (VIRGIN) - DON'T SKIP THIS! READ ON! Yes, it really is Big Lipps himself but the mixes sound nothing like the Stones! In fact, unless you know Jagers vocals, you won't know. The mixes are fierce and definitely rock the floor. If you haven't had the pleasure of checking this out, you're living a deprived DJ life. Call Virgin and beg for a copy.

THA RUFFNEX, KJYK, Tucson

OUTKAST *Ain't No Thang* (LAFACE/ARISTA) - This is that next shit. I loved this joint when I first heard the alarm. Now, there's a radio clean and I love it even more! Props to Davey D. & Rob Stone.

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM) - Great follow-up single. Should do well. Props to Sir Charles on a great ass mix. Mad props to Rob-One and Marcus Morton.

Mass amounts of love to my homegirl, Crum, from Delicious Vinyl.

DJ MIDIMACK, KMVR, Las Cruces

CYNTHIA *How I Love Him* (TOMMY BOY) - She's back! I knew that beautiful voice couldn't stay away for very long. This is a fierce track that everyone is talking about. Thanks for the 'hook up' Victor.

CAMILLE *Holdin' On* (FORTUNE 5) - Much thanks to Fred Held (MS Distributing) for hooking me up to this very cool dance track. I look forward to hearing more from this label.

HAVOC & PRODEJE *Endo Glide* (QUALITY) - This is a B-side cut (G's on the move) that is way phat and deserves much props. My only complaint is that it doesn't have a radio edit (yet) and I can't play it on my mixshow, but I do enjoy it on my own time. Is that radio edit coming soon Julie?

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

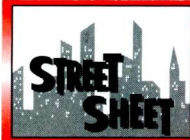
FASCINATION *Still Missing You* (CUTTING) - Banging this one heavy on the mix show. Freestyles on the rise with this cut. Props to Kevin.

RALPHIE ROSARIO *Gotta New Love (Keep Pushin ON)* (UNDERGROUND CONSTRUCTION) - This is a serious double pack House cut with an array of mixes to choose from. My favorites are the Ralphie Mixes. Check em out.

CYNTHIA *How I Love Him* (TOMMY BOY) - My circle makes a great comeback with the assistance of K7. She has a sure hit!

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Here's another great cut just waiting to be picked up by radio.

BRAND NEW HEAVIES *Spend Some Time* (EASTWEST) - Playing the malone Mix! Sounds like Robin S.



MIX SHOW DISCOVERY CLUB®

DJ D. STREET, KSJL, San Antonio

K. SAM *Playa Hatta* (YOUNGSTA) - K. Sam has taken Southwest Texas by storm with his latest release Playa Hatta. If you like to roll to some phat original Southern flow over a Ragamuffin beat, this is all that. It's definitely in the mix at 96.1 fm. If you aint got it, you gotta get it.

LIL TRIGGA *DEMO* - This young rapper has the raw talent you need, plus the stage presence. She recently opened up for Scarface here in San Antonio and brought the house down. We definitely got her back. In the hip hop world, she can hold her own. Don's sleep on this one.

JOSEPH FRIAR, KVIC, Victoria

GODS OF THE UNDERWORLD *Realm 1* (EMPIRE STATE) - One wicked track from the eightball camp! Very deep with a killer bassline, synths and the male sample 'We're the gods of the underworld,' interwoven throughout the track. DJ Jaymz of New York's Nylon fame and Jackie are responsible for this bomb!

DIVINE CIRCLE f/Annette Taylor *Show Me* (FREEZE) - Beautiful and fresh vocals showcasing Annette's wonderful talent! This record is da shit with a slammin' groove, great hook and those vocals! The sensible house mix on the A side does it for me with Todd Terry dubs on the flip!

LY *Back 2 Zanzibar* (NITEGROOVES) - Omph higher, let's go to Zanzibar is the male sample looped over a deep bassline and moody sax inviting you to Tony Humphries old stomping ground. Deep, deep house...love it. Are you ready? Let's go!

CITRIC *Every-1* (STRICTLY RHYTHM) - Another slammin' underground track from Strictly produced by Jahkey B. an acid-like bassline with a fresh female loop in the DJ Pierre style. A stomper definitely for the underground.

STAN PRIEST, POWER PIG, Tampa

REBIRTH *Go Off!* (BASSEX) - Rave anthem with killer Crossover potential.

NEWTON *Sky High* (CRITIQUE) - I said it before...this can be huge!

DJ WHO *P B 4 U Go 2 Bed* (IMPORT) - Clubs will rock! This is a wild packer!

WEEN *Voodoo Lady* (POLYGRAM) - Rock/Alternative with that wild touch...Nine Inch Nails did big things. This is a dance, boogie, woogie, oogie jam.

WHIGFIELD *Saturday Night* (CURB) - Big in U.K. now will rule here. This is cool.

FELIX SAMA, POWER96, Miami

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - It's da shit. Definitely in rotation in the mix in Miami. Peep it, it's 'the Jam'!

SAM THE BEAST *Tic Toc* (RELATIVITY) - Ah yeah! Get busy y'all! This shit is blowin' up in Miami! Nuttin' but Pee Wee flava!

ROULA *Lick It* (SOS) - This cut is hittin' hard in Miami! Heavy rotations in the mix!

SHAKA *As-Salaam-Alaikum* (EASTWEST) - This jam is lovely! Givin' it play in the mix show. Should do well!

STEVE PEREZ, Q105, Oxnard

BRANDY *Baby* (ATLANTIC) - This is one song you will want to hear again once you play it. The beat brings back the sound of En Vogue's first song, *Hold On*. Everyone is starting to enjoy *Baby* and I'm sure we will hear mre about it soon.

DRU DOWN *Mack Of The Year* (RELATIVITY) - Everyone who I talk to wants this jam or really wants to hear it. I feel this will keep growing and the tempo seems to be just right for any type of party you have, it will get it jumpin'.

REGGIE ROUGH f/Annette Taylor *Just Can't Take It* (ELEGAL) - If you like Ce Ce Peniston, you will like this one. It has that House sound that give you the energy of dancing or just moving around. I'm sure I can hear a Robin S. vocal style on this song, I'm sure this will work.

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - Once I heard this jam, I could hear the R. Kelly vibe and the beat which has that Slick Rick sound. It will be a strong and rising song. It may not hit you at first but it should the second time!

SHAWN PHILLIPS, Q99, Salt Lake City

MIRANDA *Round And Round (remixes)* (SUNSHINE) - Purple vinyl with remixes to go! Radio, club, etc... Jump on this now! You'll be sorry if you don't! My personal prediction is that this girl will be the next Madonna! Even bigger with the right kind of push!

ELLYN HARRIS *Hold On* (UNITY TRAXX) - Is this girl made of magic or what? Not only did she put out one of the best House tracks last year (Got A Green Light) but she goes right ahead and backs it up with a second sure fire hit! Made up of all the right ingredients, three mixes with different house percussion flava! A must for all clubs and mixshows!

JOI CARDWELL *Jump For Joi* (EIGHTBALL) - (remix) Fierce Divadub House, reworked and re-pumped to do it all over again. Take my word for it...with all of those copy artists out now this girl is the real deal! Slammin' House the way it should be done.

RALPHIE ROSARIO *Gotta New Love (Keep Pushin ON)* (UNDERGROUND CONSTRUCTION) - The minute the needle touched this 12 inch doublepak, I *Gotta New Love!* Ralphie does it in a way that only we can do! Many mixes to play with. Check out the Tribal Dub, it's phat! Great record!

CARLOS 'After Dark' BARRIOS *King Of Freestyle EP* (AFTER DARK) - King Of Freestyle boasts 5 different mixes. Back In Time samples some old school freestyle like Shannon and Covergirls. Deadly Medlies sports 4 mixes...check out *I'm Waiting*. With all those DJ tracks out there, this has got to be my favorite record!

DONNELL 'Standing' *RATTLE Oyate* (AQUA BOOGIE) - The boys from Cali are at it again, this time with a huge track on the Latin side of House. Play it once and watch people ask over and over again to play it again...slammin'!

SABELLE *Where Did Our Love Go* (TOMMY BOY) - If you didn't play this the first time around, make sure you check out the more friendly supermix version! Great video too!

SHANNON 'The Spindog' WILLIAMS, WGRD, Grand Rapids

RAGE AGAINST THE MACHINE *Year Of The Boomerang* (550 MUSIC/EPIC) - From the Higher Learning soundtrack, this slammin' tune commands an instant response. A little on the wild side, but definitely worth checking out.

LORDS OF ACID *Crabhouse* (AMERICAN) - They're back and badder than ever. This group likes to live on the edge, and this time they tok it one step further! For all Lords Of Acid fans, this one's a must!

TINMAN *Eighteen Strings* (ffrr) - I just can't say enough about this tune. If you haven't already picked it up, give it a listen. you'll like what you hear.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - Who else could take a song like this and make it even better? This powerful remake is an instant crowd pleaser, backed up by great remixes. Big potential for both the club and the airwaves.

TONY RAINY, WJMH, Greensboro

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - A song you can party to no matter who or what you are.

THE JUNKIES *I'm Different* (SANDMAN) - Phat local flava. Peep it...it's all that.

ICE CUBE *What Can I Do?* (PRIORITY) - Cube kicking the real shit like always!

JOE GIUCASTRO, WKSS, Hartford

HYSTERIX *Everything* (DECONSTRUCTION) - Flawless...great song...good NRG...great for radio.

INNER SOUL *Celebrate* (POWER) - Too progressive for radio but definitely a classic...think of Plastic Dreams, only deeper.

ROSS WILSON, WOWI, Norfolk

NEWTON *Sky High* (CRITIQUE) - This has a great pop sound to it and should do well.

FUN FACTORY *Close To You* (CURB EDEL) - The next Corona/Real McCoy is here! Get this record and play it cause it's a smash...

WHIGFIELD *Saturday Night* (CURB) - Real cute Euro record with a fun hook. Works well with Fun Factory...

DAVID GOLD, WPST, Trenton

DURAN DURAN *White Lines* (CAPITOL) - This is a song that I am please to feature in my picks simply because i know it will do well. A great combination of Dance/Alternative will attract many ears. Look out for thier 'all cover' CD due out shortly.

TOM JONES *Situation* (INTERSCOPE) - The date: Thursday, January 19. The time: 7:30 p.m. The place: Webster Hall, New York, NY. The action: Tom Jones Live. The reaction: Intense! This man can sing. I was like everyone in the joint was brainwashed. I never saw anything like it. You can capture all of this on his new single, *Situation* (yes, originally by Yaz). If you can't feel it, if it doesn't move you, you just don't get it. Thanks out to SIN family for a great time.

WATERLILLIES *Never Get Enough* (SIRE) - Junior's Deep Factory Mix takes the Lillies downstairs to where the house lover linger while the album edit or single remix keeps the Water in the Lillie. Caution: This one has art design on the cover that might not be suitable for...

KOSTA G., WXKS, Boston

MICHIE ONE & LOUCHIE LOU *Rich Girl* (VP) - Beg, borrow or steal one if you have to. Get this record!

ROULA *Lick It* (SOS) - If 20 Fingers worked for you, this one should blow up too!

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Smooth as silk R&B.

MICHAEL LONDON, WZHT, Montgomery

DJ KIZZY ROCK *Yeah, Shawty, Yeah* (TOMMY BOY) - Typical Miami bass record with an emphasis on the booty, especially with all the bass heads in love with the girls from 'The Magic City.'

KAM *Pull Ya Hoe Card* (EASTWEST) - Kam's coming back with style and with this record, he's calling it like it is!

FUNKMASTER FLEX *Ghetto Celebs* (WRECK/NERVOUS) - Funkmaster Flex comin with flava that all DJs can be down with. Madd phones on it.

DJ GROOVE, Z90, San Diego

DIVINE CIRCLE f/Annette Taylor *Show Me* (FREEZE) - Check out the Sensible House Mix!

JOI CARDWELL *Jump For Joi* (EIGHTBALL) - Both versions are slam'n!

THAT KID CHRIS *Can U Dig It* (DIGITAL DUNGEON) - This record is the shit!

JAMES DEE, Z90, San Diego

OUTKAST *Ain't No Thang* (LAFACE/ARISTA) - Phat track. This should definitely be the next single.

RADIO *Groovin'* (INTERSCOPE) - A lil sump'n sump'n in the West Coast tip.

DA BUSH BABEES *Remember Me (Remix)* (SALAAM REMIX)

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM)



Club Chart

COMPILED FROM KEY RECORD POOLS ACROSS THE U.S.A.

BREAKOUTS

WHIGFIELD "Saturday Night" (CURB EDEL)
 NEWTON "Sky High" (CRITIQUE)
 THE ROLLING STONES "You Got Me Rockin'" (VIRGIN)
 U2 "Melon" (ISLAND/MERCURY)
 SWEET TABLE "Love Thang" (STREET LIFE)

CLUB MOVERS

LW	TW			
1-1	T.C	"Creep"	(LaFace/Arista)	
3-2	ORONA	"The Rhythm Of The Night"	(EastWest)	
2-3	ONNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)	
5-4	JANET JACKSON	"You Want This"	(Virgin)	
7-5	F JN FACTORY	"Close To You"	(Curb Edel)	
12-6	SEAL	"Newborn Friend"	(ZTT/Sire/WB)	
4-7	M PEOPLE	"Excited"	(Epic)	
9-8	MIRANDA	"Round & Round"	(Sunshine)	
16-9	EEEE-LITE	"Call Me"	(Elektra)	
14-10	SPIRITS	"Don't Bring Me Down"	(MCA)	
6-11	ACE OF BASE	"Living In Danger"	(Arista)	
11-12	I-NI KAMOZE	"Here Comes The Hotstepper"	(Columbia)	
10-13	MADONNA	"Secret"	(Maverick/Sire/WB)	
24-14	ERAND NEW HEAVIES	"Spend Some Time"	(ffrr)	
15-15	TOM JONES	"If I Only Knew"	(Interscope)	
23-16	DONNA ALLEN	"Real"	(Epic)	
8-17	EVERYTHING BUT THE GIRL	"Missing"	(Atlantic)	
18-18	PHARAO	"I Show You Secrets"	(Columbia)	
20-19	3RD NATION	"I Believe"	(EastWest)	
19-20	SEX CLUB XXX	"Big Lover Man"	(Fly)	
13-21	CARLEEN ANDERSON	"Mama Said"	(Virgin)	
29-22	DJ BOBO	"Take Control"	(CMC)	
25-23	GROOVE COLLECTIVE	"What U Got"	(Reprise)	
32-24	CE CE PENISTON	"Keep Givin' Me Your Love"	(Columbia)	
17-25	CE CUBE	"What Can I Do"	(Priority)	
21-26	CRAIG MACK	"Get Down"	(Bad Boy/Arista)	
31-27	MADONNA	"Take A Bow"	(Maverick/Sire/WB)	
22-28	MARY J. BLIGE	"Be Happy"	(Uptown/MCA)	
26-29	LIVIN JOY	"Dreamer"	(MCA)	
27-30	SEX CLUB XXX	"Big Dick Man"	(Fly)	
28-31	BRANDY	"I Wanna Be Down"	(Atlantic)	
30-32	CAPPELLA	"Move On Baby"	(ffrr)	
33-33	DR. DRE & ED LOVER	"Back Up Off Me"	(Relativity)	
34-34	JADE	"Everyday Of The Week"	(Giant)	
35-35	69 BOYZ	"Kitty Kitty"	(Rip-it)	
40-36	STEVIE B.	"Funky Melody"	(Emporia/Thump)	
41-37	CRYSTAL WATERS	"What I Need"	(Mercury)	
45-38	LAGAYLIA	"Shower Me With Love"	(Epic)	
37-39	MOBY	"Feeling So Real"	(Elektra)	
N-40	TRACI LORDS	"Control"	(Radio Active)	
N-41	GLORIA ESTEFAN	"Everlasting Love"	(Epic)	
38-42	C&C MUSIC FACTORY	"Robi-Robs Boriqua Anthem"	(Columbia)	
44-43	MIAMI SOUND MACHINE	"Jambala"	(Epic)	
36-44	E.V.E.	"Groove Of Love"	(Gasoline Alley/MCA)	
39-45	C&C MUSIC FACTORY	"Take A Toke"	(Columbia)	
42-46	FU-SCHNICKENS	"Breakdown"	(Jive)	
47-47	PET SHOP BOYS	"Yesterday When I Was Mad"	(EMI)	
N-48	RHYTHM METHOD	"Can You Give Me Love"	(ZYX)	
43-49	BLONDIE	"Rapture"	(Chrysalis/EMI)	
N-50	ERASURE	"I Love Saturday"	(Elektra)	

REPORTING POOLS

FOR THE RECORD • New York
 Jeffrey Allen (212) 598-4177
 • CAMILLE, CORRECT IMPACT, SPLANK, THAT KID CHRIS, U2
INFINITY RECORD POOL • Staten Island
 Charlie Alessi (718) 967-4793
 • CRYSTAL WATERS, NEWTON, SUN CHILDREN, U2, WHIGFIELD
PACIFIC COAST DJ ASSOC. • Long Beach
 Steve Tsepelis (310) 433-6569
 • JADE, LITTLE AXE, SNOW, SWEET SABLE, U2
RESOURCE RECORD POOL • Los Angeles
 Craig Spy (213) 651-2085
 • CRYSTAL WATERS, NEWTON, RHYTHM METHOD f/Camille, TOM JONES, U2
LET'S DANCE • Chicago
 Mike Macharello (312) 525-7553
 • CHOSEN FEW, THE ROLLING STONES, UPTOWN CREW, USHER
BADDA • San Francisco
 N. Lygizos/Sulai Wong/David X (415) 882-9700
 • CHANNEL 69, DA PHENOMS, REPERCUSSIONS, THE ROLLING STONES
PHILADELPHIA METRO POOL • Philadelphia
 Martin Keown (215) 732-7949
 • BRAND NEW HEAVIES, CE CE PENNISTON, EDDIE F. & THE UNTOUCHABLES, GLORIA ESTEFAN, TOM JONES
PHILADELPHIA SPINNERS ASSOC. • Cherry Hill
 Bob Pantano/Tony Harris (609) 662-7222
 • 95 SOUTH, BRANDY, SAM THE BEAST, WATERLILLIES, WHIGFIELD
ADVANCED MUSIC PROMOTION • Detroit
 Lee Eckinger (810) 543-1764
 • FUN-DA-MENTAL, NEWTON, PATRICE RUSHEN, U2, WHIGFIELD
DANCE DETROIT • Detroit
 Steve Nader (810) 541-4323
 • BRAND NEW HEAVIES, LSO, MAROOCHY BARAMBAH, SOUNDS OF BLACKNESS, SWEET SABLE
MID-WESTERN DANCE ASSOC. • Detroit
 Enola-Gaye Porter (313) 546-8448
 • NDIT, BONE THUGS AND HARMONY, MATERIAL, SOUL CIRCUS, WHIGFIELD
OUR MID-ATLANTIC POOL • Washington, DC
 B. Keart/A. Chasen (202) 483-8880
 • BRANDY, BONE THUGS AND HARMONY, NEWTON, WATERLILLIES, WHIGFIELD
BOSTON RECORD POOL • Allston, MA
 Maurice Wilkey & James Hughes (617) 731-1500
 • THE ROLLING STONES, SNOW, SPECIAL K, STEVIE B., SWEET SABLE
MUSIC INFORMATION X-CHANGE • Houston
 Sam Meyer (713) 529-6MIX
 • 95 SOUTH, DIE WAR ZAU, THE ROLLING STONES, STEVIE B., USHER
FLAMINGO RECORD PROMOTIONS • Miami
 Richard McVay (305) 895-1246
 • JOCELYN ENRIQUEZ, MAROOCHY BARAMBAH, MAMA DADU, NEWTON, WHIGFIELD
HITZ • Miami Beach
 M. Moretta/Bugie/Greg Dahary (305) 532-4487
 • BREAKDOWN, DEF TOUCH, RBM f/A Freakin Rican, U2

DIXIE DANCE KINGS • Alpharetta
 Dan Miller (404) 740-0356
 • NEWTON, THE ROLLING STONES, TOM JONES, USHER
NORTHWEST DANCE MUSIC • Seattle
 John England (206) 223-8758
 • FENELI, ORACLE, THE ROLLING STONES, SAM THE BEAST, TOM JONES
LONG ISLAND RECORD POOL • Long Island
 Jackie McCloy (516) 796-6596
 • CE CE PENNISTON, CRYSTAL WATERS, CREO-D, GLORIA ESTEFAN, TOM JONES
INTERNATIONAL RECORD SOURCE • San Diego
 Albert Lugo (619) 476-1288
 • BLACKGIRL, COOLIO & THE 40 THEVZ, REPERCUSSIONS, SAM THE BEAST, SWEET SABLE
SOLID PRODUCTIONS MUSIC POOL • San Diego
 M. Greer/S. Martin (619) 470-3111
 • ABIGAIL, CYNTHIA, REPERCUSSIONS, SAM 'The Beast', SCARFACE f/Ice Cube
MIDWEST DISC JOCKEY ASSOCIATION • St. Louis
 Ted Thornton (314) 533-8833
 • BRANDY, DA YOUNGSTA'S, ILL AL SKRATCH
PITTSBURGH DJ ASSOC. • Pittsburgh
 Jim Kolich (412) 885-1472
 • BRANDY, BONE THUGS AND HARMONY, NEWTON, U2, WHIGFIELD
DESERT WEST RECORD POOL • Phoenix
 Terry Gilson (602) 249-9214
 • DURAN DURAN, JOCELYN ENRIQUEZ, MESSIAH, WHIGFIELD
FLORIDA SUNCOAST RECORD POOL • Tampa Bay
 Howard Tripp & Rafael Roman (813) 544-7609
 • GALA, MATERIAL, NEWTON, U2
DANCING DISC'S OF DENVER • Denver
 Lawana Sims (303) 333-6901
 • 95 SOUTH, LSO, MONTELL JORDON
5 STAR • Covington
 Mark Burney (606) 261-6972
 • 95 SOUTH, FUN-DA-MENTAL, GLORIA ESTEFAN, NEWTON, WHIGFIELD
SOBAD • San Jose
 Joel Wyrick/Jesse Martinez (408) 277-0111
 • COOLIO & THE 40 THEVZ, HOUSE OF GYPSIES, JASON NEVINS, MONTELL JORDON
STARFLEET MUSIC POOL • Charlotte
 Ronnie Matthews (704) 532-8496
 • CRAZY L'EGGS, CREO-D, PET SHOP BOYS, SALT-N-PEPA, SWEET SABLE
BACKSTAGE MUSIC PROMOTIONS • Centerville
 Scott H. Covert (513) 436-2558
 • FUN-DA-MENTAL, MADONNA, PET SHOP BOYS, USHER, WHIGFIELD
LAS VEGAS RECORD SYSTEMS • Las Vegas
 Rory McAlister (702) 256-1567
 • COOLIO & THE 40 THEVZ, DEION SANDERS/HAMMER, MONTELL JORDON, SAM THE BEAST, USHER
HAWAII DISC JOCKEY ASSOC. • Honolulu
 Kevin Okada (808) 926-3591
 • THE ROLLING STONES, SNOW
RICKETTS RECORDS • Morristown, NJ
 Bill Rickett (201) 478-5764
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SUBWAY

THE SINGLE "THIS LIL' GAME WE PLAY"

From The Album Entitled "Good Times"

Already On:

KIX106 Providence 15x

92Q Baltimore 29x

WPGC Washington D.C. Add 30x

WJMH Greensboro 28x

KZHT Salt Lake City Add

KKSS Albuquerque Add

KPRR El Paso Add

KBXX Houston 70x

HOT105 Modesto Add

KMEL San Francisco Add

HOT97.7 San Jose Add

#43 On

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BOX
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Giving You A Choice



THIS LIL' GAME WE PLAY

BV 10



FEATURING
702



OF THE BAKA BOYZ IN MORNING DRIVE. HOW DOES IT FEEL TO HAVE TAKEN SUCH AN INITIAL RISK AND HAVE IT PAY OFF BIG TIME?

I can't take credit for finding the Baka Boys and taking the chance and putting them on the air. In most people's eyes, it was definitely a tremendous gamble that Rick took because it was so unprecedented, but it's certainly been incredible. They're the kind of people who just have talent. They're entertaining, they're charming, they live the lifestyle, they love the music and all those things add up and that's why they're successful.

WHAT IS IT ABOUT ERIC AND NICK THAT PROPELLED THEM INTO THE TOP FIVE MORNING SHOWS IN L.A.?

That's a tough question because we always expected it to hit. We wouldn't have done it if we didn't think it was the right move. They're an interesting dichotomy. They're only 21 and 24 years old, and yet they are very mature and have an intense business sense. They understand business, they understand the business of radio and the business of the music industry, but they still retain the street flavor that's been so important to their image, and again, they live the lifestyle, they love the music, they know the artists... it all adds up.

DIDN'T THEY JUST BEAT HOWARD STERN IN THE LATEST RATINGS?

Yes. Howard and Rick Dees. It was very exciting.

WHO ELSE IS BACKING THEM UP ON THE MORNING SHOW?

We brought Stretch (Mike Roberts) back down from WILD107. He went up with Frank Lozano when Frank left POWER. We were very sorry to see Stretch go, but it was something he felt like he really wanted to do. We were able to get him back a few months ago, and he adds a lot to the morning show. He does a lot of work by himself. I know a lot of morning shows have very big staffs, but ours consists of just Nick, Eric, Stretch and Fernando, so it's lean and mean.

I UNDERSTAND YOU'RE ALSO BREAKING ANOTHER OLD MORNING SHOW RULE: YOU DON'T DO ANY NEWS.

We don't do any formal news on the hour, but of course we cover any breaking stories that may affect our listeners, like earthquakes, floods, etc. We've always done our share of lifestyle-oriented news, which our listeners seem to prefer to the traditional hard news approach. If our audience wants that type of hard news, they know where they can get it, and luckily, they always come back

to us for entertainment. We've seen time and time again in all forms of research that what people care about from this station in the morning is music and entertainment, so that's primarily what we try to deliver.

THE BOYZ ALSO DO LIVE MIXES DURING THE MORNING SHOW?

Yes. Eric mixes everything live. Once in a while Nick jumps on, but for the most part Eric does all the mixing.

TAKE US THROUGH THE REST OF THE SHIFTS, STARTING WITH THE FORMER GNARLIE CHARLIE.

That's right. Middays right now is Charlie Huero, who is also our Assistant Music Director. Charlie is probably one of our best jocks from the sense of formatics. He really understands the sequence, and he adheres to it. He's a good jock, and that's no small feat on a station like this which has moved more and more over the last three years to a hip-hop style, a much more multi-ethnic style. Let's face it, Charlie's a white Midwestern guy like I'm a white Midwestern girl, so it's no small feat that he's here.

AFTERNOONS, OF COURSE, IS DAVE MORALES.

Dave joined us from WILD107 a little over two years ago. He's great.

REMEMBER AT THIS JUNCTURE... OK, BACK TO THE AIRSTAFF...YOU HAVE ANOTHER HOMEGROWN SUCCESS STORY WITH BIG BOY.

This Big Boy story is incredible. This goes along with the theory that Rick has developed over the last couple of years, and I think the success of the Baka Boys has really crystallized this for him. He feels it's more important to find people who fit your format and who are inherently entertaining and comedic or talented and teach them radio, rather than to try and find someone who's in radio and teach them to be entertaining. So with that in mind, the Baka Boys had brought Big Boy to a picnic at Rick's house, and within minutes after meeting him Rick was in tears just laughing his ass off. We ended up putting Big Boy on in overnights with a board op and got him warmed up. It very easy to place him in nights after not too long. He was entertaining right off the bat with a board op and two months later he was running his own board, and now he's totally self-sufficient. He started the week after I started - August 8, so he's blowing up big and quickly.

HOW ARE THE NIGHT NUMBERS SUPPORTING THIS UNIQUE EXPERIMENT?

The numbers are great. I think they're the highest that they've ever

been. The rest is classified as 'other,' which includes Whites, Asians and anybody else.

THE TRADITIONAL OBSTACLE OF ANY ETHNIC-TARGETED RADIO STATION HAS ALWAYS BEEN SELLING THE STATION ON THE STREETS, DEALING WITH AD AGENCIES AND OVERCOMING ANY PERCEIVED IMAGE IN THE COMMUNITY. HOW HAS POWER106 DEALT WITH THESE ISSUES?

I think it's a tribute to our General Sales Manager, Marie Kordus, who has assembled a staff of young account executives who understand the format and understands our target audience. They're very good at selling this station, and I feel perceptions within the advertising community are changing as well about Los Angeles in general and this marketplace. It's not too hard to look around and figure out that this town is comprised of a majority of Latinos, a very lucrative, previously untapped market.

The other thing that helps is our performance with the 18-34 demo. That's really our saleable demo.

DO THEY SELL RESULTS AS WELL AS THE NUMBERS?

Oh, definitely. The other thing that helps in a subtle way is the community involvement the station has. I think it gives the advertising community a feeling that we really are in the community and doing lots of stuff.

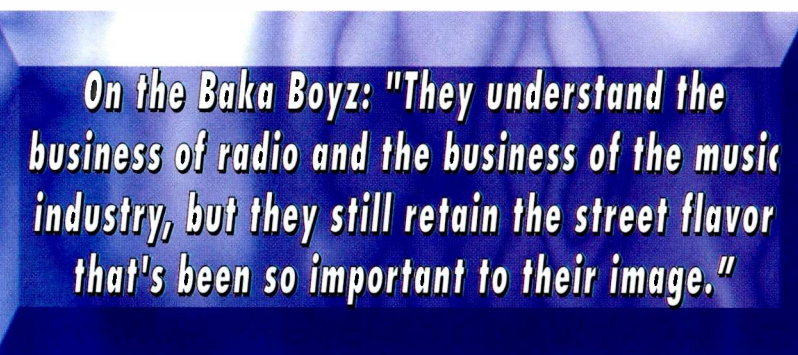
YOU OBVIOUSLY GIVE MORE THAN LIP SERVICE TO COMMUNITY INVOLVEMENT - YOUR STATION DOES A PRIME TIME PUBLIC AFFAIRS SHOW.

That's correct. We do a public affairs show on Monday nights called 'From The Streets,' and it's been very successful. Most people wouldn't risk putting a public affairs show on during prime time listening. We have, and it's really paid off. It's given us the forum to aggressively attack issues that really mean something to our listening audience.

YOU TIED THE SHOW IN WITH THE VERY CONTROVERSIAL STATE IMMIGRATION BALLOT ISSUE, PROPOSITION 187 RECENTLY.

We did an initial 'From The Streets' show on 187 and the response was so incredible we did a special three hour-long show the night before the election, featuring a number of illustrious guests. We took a lot of phone calls and did a poll that day too.

GIVE THOSE THAT MAY NOT BE FAMILIAR WITH PROP. 187 WHAT IT ENTAILED.



He adds a lot of personality to the station. He's a great jock and one of the sweetest people to work with. We put him in nights when we first hired him and then moved him to afternoon drive when we originally put the Baka Boyz on at night. We also gave him a shot in morning drive after Jay Thomas left, but he was just as relieved as we were when we tried something else.

THOSE HOURS ARE NOT FOR EVERYBODY.

No, and Morales is definitely a party guy.

I WOULDN'T KNOW ANYTHING ABOUT THAT, NOR WOULD I CARE TO COMMENT AT THIS TIME...

Have you ever tried Schlivovitz?

I DON'T ACTUALLY

been in nights. He's #1 at nights, so he's kicking butt. He sounds like his audience.

After that we have the "Slow Jam Show" from 11pm - 1am hosted by Josefa Salinas, a lovely lady with a gorgeous voice. Filling out overnights right now we have Rosie G. who we brought down from Q105 in Oxnard. She's getting her sea legs and getting up to speed, and she sounds great.

POWER106 HAS ALWAYS BEEN TARGETED TO A LATINO AUDIENCE, BUT YOU'VE ALSO PICKED UP QUITE A SPILL OVER, WHICH IS A GREAT SIGN OF SUCCESS. TELL ME ABOUT THE ETHNIC BREAKDOWN. I'M SURE YOU GUYS WERE SURPRISED TOO.

Our core is still a solid 60% Hispanic, give or take, we've doubled our African-American listenership from six percent to 12 percent, and

The Facts, Nothin' But The Facts!

HAVOC & PRODEJE

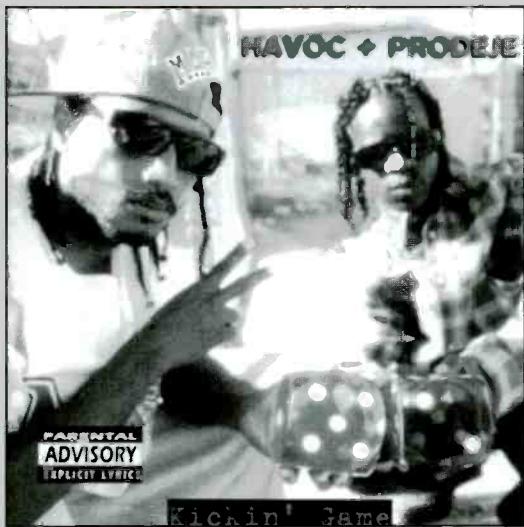
Are On The Move!!

Maxi Single **"G'Z ON THE MOVE"**

Pre-orders Over 50,000
Video #15 Rap Nationally on  17 Overall!

Add:

KKSS - Albuquerque



Mix Show Play
"G'z On The Move"/ "Endo Glide"
THE BEAT - Los Angeles
KKDA - Dallas, TX
Z90 - San Diego
KBXX - Houston
92Q - Baltimore
KJYK - Tucson
POWER96 - Miami

Billboard R&B Albums

1st Week:

HOT SHOT DEBUT				
99	New	1	HAVOC & PRODEJE G.W.K. 67J8/Warlock 19.98/15 981	KICKIN' GAME 99

2nd Week:

PACESETTER				
71	99	2	HAVOC & PRODEJE G.W.K. Pump 67J8/Warlock 19.98/15 981	KICKIN' GAME 71

This Week:

69	71	99	3	HAVOC & PRODEJE G.W.K. Pump 67J8/Warlock 19.98/15 981	KICKIN' GAME 69
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Going For Airplay Now!

STRICTLY FOR U

"TENDER"

Spinning At:
 B95 - Fresno
 HOT105 - Modesto
 KSTN - Stockton
 Z90 - San Diego
 HOT97.7 - San Jose
 KMVR - Las Cruces
 KCAQ - Oxnard
 KJYK - Tucson
 ADD - KXTZ - Las Vegas



The proposition is a touchy subject because it's about denying education and medical services to illegal immigrants. In Los Angeles the census figure for Latinos is about 40%. The unofficial figure is probably closer to 50% or even higher, so you're talking about a large group of the Los Angeles population who was going to be affected. It was a pretty frightening proposition. Ironically, it ended up passing, but it will be appealed.

IT WAS PRETTY AMAZING TO SEE THE POWER THAT THE RADIO STATION COULD BRING TO BEAR ON THIS SUBJECT.

We've seen before in this town when there's a topic that people get emotionally charged about it can often times result in violence on the streets. We feel like it's important for us to be a sounding board so that people can use this radio forum to get things off their chest, instead of throwing a rock through somebody's storefront window.

GOTTA TAKE A MINUTE TO MENTION BRUCE ST. JAMES, WHO WAS HIRED AS MD SEVERAL MONTHS AGO, MUCH TO THE DELIGHT OF THE INDUSTRY. BRUCE HAD BEEN A NOT-SO-SECRET WEAPON AT KJYK IN TUCSON AND EVERYBODY KNEW HE WAS GOING TO GET HIS DREAM SHOT EVENTUALLY.

I've known Bruce for a long time over the telephone and always liked him tremendously. Our musical tastes were very much in line, and he just seemed to embody a lot of the qualities that are important to Rick and myself. I had several opportunities to hang out with him a little bit at conventions and I always kept a thought in the back of my mind that I'd really like to work with this guy some day. He was the first and only person that I came up with right off the bat when Rick asked who we should interview for my old position.

HAS HE PASSED THAT PESKY PROBATIONARY PERIOD YET?

Absolutely, with flying colors.

WE WERE A BIT CONCERNED ABOUT HIM...WHAT ELSE HAS BRUCE BROUGHT TO THE TABLE?

Bruce is a neat person for this position in that he understands the music, likes the music, he's good at picking the hits and he easily handles the daily duties. What he brings to the table in addition is a keen sense of programming, a keen sense of marketing and an overall enthusiasm for what we do here. He sees the big picture outside the walls of his office.

FILL US IN ABOUT JOHN BOYLE, YOUR PROMOTIONS WIZARD?

John is awesome. He was here when I got here and he's just been a pleasure to work with. He works his butt off and gets it done. We had 10,000 satin concert patches made up for the Boyz II Men concert last week at the Forum, and there was John, standing out in the pouring rain passing out satin patches. He definitely goes above the call of duty.

We have a large promotions staff. We have a lot of kids working here who are in the demo, POWER106 listeners, who run our fleet of vans and go out with the 'Big Ass Bus' and do a lot of street promotions.

WHAT OTHER PROMOTIONAL VEHICLES DO YOU HAVE?

The 'Big Ass Bus' has been the most useful vehicle we have because it has a complete studio inside of it. We're able to take it to a lot of places and do remote broadcasts.

HOW 'BOUT THAT PAUL SANSONE, YOUR MARKETING DIRECTOR?

He's the mastermind behind all those billboard campaigns, and TV spots.

THOSE BAKA BOYZ BILLBOARDS WERE HYSTERICAL.

They were funny. The problem was we pissed a lot of people off in Los Angeles with those billboards. The problem was the slogan - '2 Fat

THAT THE BOARDS WERE EVENTUALLY ALTERED.

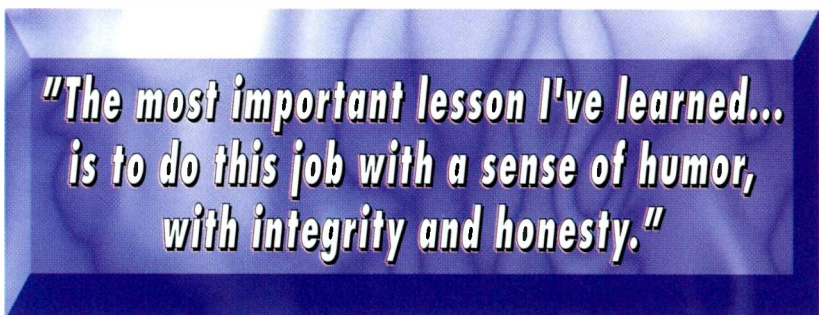
They were altered for the remainder of the campaign late summer and early fall. We slugged them with 'Two Fat, Proud Mexicanz.' That series of boards are now down, however we are getting ready to come with a second billboard campaign. They should be up in a week or so and are very much along the same lines and I think, even funnier. (update and elaborate specific new billboard slogans if applicable)

We're also getting ready to hit with a TV spot, so that should be pretty fun.

YOU'VE BEEN IN THE PD CHAIR FOR LESS THAN A YEAR AND YET, THINGS ARE MOVING AROUND YOU AT WHAT SEEMS LIKE THE SPEED OF LIGHT. WHAT'S YOUR GUT TELLING YOU ABOUT THE FEEL OF POWER106 RIGHT THIS MINUTE?

My gut's telling me that we're hot right now. It's just one of those subtle things. When I start getting phone calls from people who are complaining about something they heard, or the phone's ringing off the hook for tickets to an event we're doing, when we factor that all together we seem to be drawing a lot of attention, both negative and positive when we're on fire, and it just feels that way right now.

DO YOU PUT MUCH CREDENCE IN HEARING NEGATIVES?



Mexicanz.' The Baka Boyz have used that slogan on the air ever since they did nights here.

THEY WERE THE FIRST ONES TO POKE FUN AT THEMSELVES.

Yes, and it was very frustrating to have. You know what it was, more than a racial issue, was a generational gap. Our audience adores that slogan because they know the Baka Boyz and they know that they're being self-effacing. It was their parents, their aunts and uncles and grandparents who didn't get it, and consequently, they took extreme offense to that slogan.

WHAT SORT OF RESPONSE DID THAT GENERATE?

Aside from the picketing and the boycotts and all the TV coverage, not much...

HEY, ALWAYS TAKE THE FREE TV COVERAGE... I NOTICED

YOU'VE BOTH GOT GROUND-BREAKING HIP-HOP MORNING SHOWS TO BOUNCE OFF EACH OTHER.

Yes, in fact we've traded bits back and forth, so that they almost sound the same of course without the personalities.

ANY OTHER CAREER INFLUENCES? ANYONE ELSE WHO YOU FEEL HAS HAD A POSITIVE IMPACT ON YOUR CAREER?

I've had so much help and there's so many people to thank. Some of the names that pop to mind immediately: Joel Salkowitz, Kevin McCabe, Al Tavera, Mary Shuminas and Bill Gamble at Q101 in Chicago. A lot of people like that who've just supported me and helped, and certainly Doyle Rose, our General Manager has been there and pushed me in much the same way Rick has. I feel that Doyle is a unique manager, in that he balances the bottom line and meeting corporate budgets, while at the same time maintains the integrity of our product, which is one of the major reasons that this station continues to flourish.

PLANS FOR THE FUTURE?

Professionally, to keep winning and to keep this thing on top. We've invested a lot of time here. It's taken three long years and we're not about to let it slip now.

ANY CLOSING WORDS OF WISDOM?

There's a lot to be said about being in the right place at the right time, but you have to back up good luck with a lot of hard work and dedication. I have had the great fortune of working with people who are the best at what they do and learning from them. I have also relied on surrounding myself with people who 'get it.' I don't pretend to come up with everything we do here at Power106; I would be lost without a staff full of people who live the lifestyle and love what we do. The most important lesson I've learned, and try to impress upon our staff by example, is to do this job with a sense of humor, with integrity, and honesty. I want to feel good about how I did my job at the end of the day.

ANY OTHER TWEAKAGE YOU THINK THE STATION IS GOING TO REQUIRE?

Oh, I'm certain it will. The only constant at this station is change, and Power106 is constantly evolving.

DO YOU NETWORK WITH STEVE SMITH AT HOT97 IN NEW YORK?

Absolutely. We work together on music, although his music tends to be a little bit different, we have the same philosophy as far as both stations serve their audience and what we're here to do, so it's been very helpful working with Steve.



PUMPKINHEAD CULT. IS YOUR CHILD INVOLVED?

Early Airplay At:

WGTZ

POWER PIG

WHHY

WBHT

WSTW

BOSS97

K106

WYCR

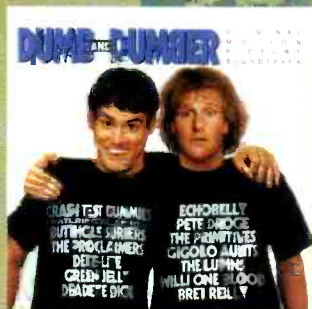
WLAN

and many, many more!

"THE BALLAD OF PETER PUMPKINHEAD"

By three - time Grammy nominees

CRASH TEST DUMMIES
FEATURING ELLEN REID



SOUNDTRACK EXECUTIVE PRODUCER:

RON FAIR

MUSIC SUPERVISOR:

DAWN SOLER

EXECUTIVE - IN - CHARGE OF MUSIC

FOR NEW LINE CINEMA:

TOBY EMMERICH

THE NEW SINGLE FROM THE EXPLOSIVE SOUNDTRACK
AND NUMBER ONE MOVIE, DUMB AND DUMBER

A NEW LINE CINEMA RELEASE ON THE RCA RECORDS LABEL 66523-24

NEW LINE CINEMA



THE RCA RECORDS LABEL



Ear To The Ground



Atlantic recording artist Liz Phair hung out at Z100 recently, as her latest single, *Whip Smart* explodes from Alternative radio and is now crossing to Mainstream. Pictured feeling the love, (L-R): Z100 Director of Programming & Ops Steve Kington; Liz Phair; and Z100 PM Driver Elvis Duran.

Late-Breaking News And Inflammation:

WABB/Mobile PD DUSTY HAYES is set to return to Texas as PD of Hot A/C KPTY (Party94.7)/Austin. The station has also inked former KDMX/Dallas morning guy BOBBY MERCER for afternoons. Keep an eye on this market...

One of old friends, PIERRE BOUVARD, is returning to ARBITRON Radio as General Manager, effective February 3. For the past five years, Bouvard has been Exec. VP of Coleman Research, and has been a longtime supporter and participant at our HITMAKERS Regional Seminars. Bouvard will re-locate from Raleigh-Durham to Arbitron's New York offices. We wish him the best of luck.

Just Wondering...Is there a pending merger between interested parties in Detroit and San Bernardino???

Pro-Motions:

Industry veteran CARL GARDNER has been named Exec VP - Radio, for Milwaukee-based WTMJ, Inc. Gardner had been VP/GM of WTMJ-AM and WKTI-FM. That position will now be filled by Station Manager KRIS FOATE. Gardner will retain the GM responsibilities for the AM.

EZ Communications President/COO ALAN BOX adds on his velcro CEO stripes.

Pro's In Motion:

Great to hear from STACY CANTRELL this week. She has just been named VP/Ops &



WIOQ/Philly Morning Maniacs Eddle & Jobo hit the streets recently to tie in with Boyz II Men's homecoming concert, in search of Philly's 'biggest' BoyzII Men fan. The guys ended up with two big winners (a total of 870 lbs of prime beef): (L-R): Eddle; 500 lb winner; Jobo; 370 lb winner; Morning sidekick Diego Ramos; Q102's Ron Scott; Engineer Jamie Tresch; Q102's Rick.

Programming for QMI Radio, based in Denver. The new company, also consisting of DINO IANNI, former VP/GM of Noble Broadcast Group, and VP/Technical, GERRY WESTERBERG, has stations in Telluride and Vail, CO; Santa Fe-Albuquerque, NM., and Farmington-Durango-Cortez, covering both Colorado and New Mexico. Bet Stacy will just hate having to lash the skis to the roof rack when she's forced to make road trips to these desolate and non-star-studded locations...

WXXL/Orlando Night Guy JUST PLAIN MARK has landed the coveted morning slot at SHAMROCK's ROCKET107/Houston. XL106.7 Late nighter KID CRUZ will move up to 6-10pm. Stand by for a fabulous job opening!

Look for WBLS/NY Night Guy GERONIMO on the February 9 episode of "N.Y. Undercover." Although Mr. Mo told THE EAR that he enjoyed his acting stint, but added, "Brad Pitt has nothing to worry about..."

Not to be outdone, look for Columbia New York Promo Guy KEVIN KERTES to appear on NBC's TODAY Show on Tuesday, January 31 in a riveting segment on 'Flirting.' Check your local listings.

WVSR/Charleston PD BILL SHAHAN has inked the services of BEN STIXX and KEN STONE, who will host Q102's "Morning Show With No Name." The guys replace the 'colorful' BOB & JOSH, who left the building late last year.

Actual Damn Jobs:

WXXL/Orlando is looking for a late night air personality. Females and minorities encouraged. T&R: ADAM COOK, PD, WXXL, 337 S. Northlake Blvd., #1024, Altamonte Springs, FL 32071. EOE.

P.S. Congrats to Adam and staff on a killer Fall book - 6.0 - 7.2 12+!

WFKS/Daytona Beach needs a midday personality for Adult female-targeted Top40 ASAP! Females encouraged. Good production and personal appearance skills. Overnight T&R plus photo to: RICH STEVENS, PD, KISS-FM, 801 W. Granada Blvd., Ormond Beach, FL 32174 EOE. No calls please.

KTFM/San Antonio looking for nights and late nights. Rush your best stuff to THE JANITOR today!

WFME/WJBO/Baton Rouge needs a fulltime News Director. T&R to: Personnel Director, P.O. Box 496, Baton Rouge, LA 70821-0496. EOE.

KWTX/Waco is looking for a new night jock. T&R to: TOM MARTENS, PD, KWTX, P.O. Box 2636, Waco, TX 76702. EOE. No calls please.

Available Now! Operators Standing By:

THE EAR hears former WCIL/Carbondale PD TONY WAITEKUS was the #2 finalist for the recent MD opening at WTMX/Chicago. While that thought doesn't exactly pay the rent, look for the resourceful Mr. Waitekus to pull some weekend work at the local

Rock station, WTOA, while awaiting his next assignment. Call him with your lucrative job offer today: (618) 457-6682.

Rolodex Update:

CLEAR CHANNEL's KBXX/Houston will be relocating into the office space of new sister station KMJQ. New address: 24 Greenway Plaza, Suite 1508, Houston 77046. Temporary phone #: 713-623-0102.

Other News:

ELTON JOHN's new album, *Made In England* will be released worldwide on ROCKET Records/PolyGram on March 21. Elton's longtime manager, JOHN REID, heads the New York-



Arlista recording artist Toni Braxton made an appearance in THE BOX booth at the recent Western Show in Anaheim, CA and drew the winning ticket in a Cable Positive fundraising raffle. Cable Positive is the cable industry organization dedicated to raising AIDS awareness and funding AIDS research and care. (L-R): Randy Phillips, Stiefel-Phillips Entertainment; Jeff Bernstein, Cable Positive; Les Garland, Executive VP, THE BOX; Toni Braxton; Stiefel-Phillips Entertainment.

based label with a staff of five. ISLAND RECORDS in the U.S. will provide marketing, promotion and retail support under President JOHNNY BARBIS. The first single, *Believe*, will be released next month.

Niners/Chargers:

It was entertaining, to say the least, this week, as KMEL/SF's modest, soft-spoken PM Driver RICK CHASE and Z90/San Diego PM'er NICK MONROE actually switched places and cities on Thursday, January 26 in an effort to pump up their respective teams in the Superbowl, talk some serious trash, and basically piss off an entire major metropolitan area in the span of one little four hour airshift...No one was injured.

Finally:

HITMAKERS joins the entire industry in mourning the untimely death of DAVID COLE, remixer, songwriter, producer, and co-founder of C&C Music Factory, from complications arising from spinal meningitis on January 24. Cole and partner ROBERT CLIVILLES received Grammy awards last year as producers of *The Bodyguard* soundtrack. David Cole was 32 years old.

Power106 Tonight Show Cover Photo:

Floor (L-R): Rosie G, (overnights); Paul Sansone, (Marketing Director); **Sitting** (L-R): Josefa Salinas, (Late Nights); Charlie Huero, (Asst. MD/Middays); Morales (Afternoons); Big Boy (Nights); Jay Leno; Nick V. (Baka Boyz). **Standing** (L-R): Fernando Lujan, (Baka Boyz Show); Corie Esquivel, (Prog. Asst.); Aric Devone, (Asst. Production Director); Michelle Mercer, (Program Director); Mike 'Stretch' Roberts, (Morning Show Producer); Rick Cummings, (VP/Programming, Emmis Broadcasting); John Boyle, (Promotions Director); Doyle Rose, (VP/GM); Bruce St. James, (Music Director); Eric V. (Baka Boyz).

FEBRU

WEDNESDAY THURSDAY FRIDAY

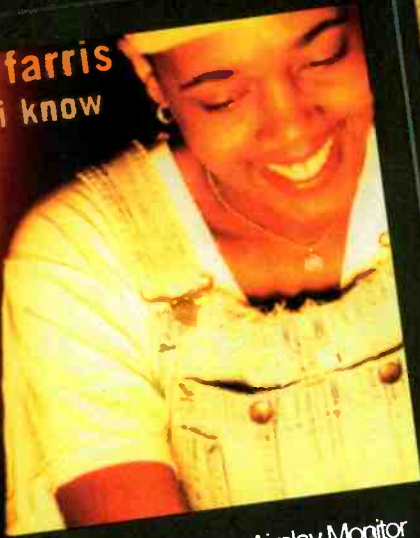
DIONNE FARRIS APPEARANCES

1	2	3
8	9	10
15	16	17
22	23	24

THE TONIGHT SHOW

GIVEN CONVENTION 9:00 AT JIMMY'S

Dionne farris
i know



On The TOP40 / Mainstream Airplay Monitor Moves 36*-25*!!! Multi-Format Airplay Spans From STAR94 To KRBE, From WAPE To Q106, From B97 To WNCI... Rapidly Approaching 2,000 BDS Spins. DIONNE'S Major Market Tour Begins The End Of January.



Find Out More About Keith Martin's...SOMEONE LIKE YOU Is Exploding This Week At WJMN, 92Q, And KTFM... Cassette-Single Available Commercially On Valentine's Day.

MUSIC FROM THE MOTION PICTURE



Ini Kamoze Janet Jackson U2 Terence Trent D'Arby Supercat CeCe Peniston M People

ROBERT ALTMAN'S **READY TO WEAR** (PRE-TA-PORTER)

Soft-Pop The Rolling Stones The Cranberries Deep Forest Sam Phillips The Grand New Heavens The New Power Generation

Hit-Filled Soundtrack Has Another Jump At Retail This Week...32*-29* Over 1,000 Hot 100 Spins on CECE PENISTON'S Keep Givin' Me Your Love Cassette Single Commercially Available On Valentine's Day!

"Sophie's Hot (And We Mean 'Hot'... Did You Hear What She Said In 'DETAILS' Magazine) Promo Tour Continues To Set Up Her Next Single As I Lay Me Down...Featured This Week On Y100, POWER96, STAR94, MIX96, And POWER 106... And Did You Hear Her Interview With HOWARD STERN?"

TRISHA COVINGTON



WHY YOU WANNA PLAY ME OUT?

Over 750 R&E And Ho: 100 BDS Spins Check Out These Numbers... R&B/Adult Monitor Chart 36*-23* With A play And Sales In These Markets: New York City, Boston, Baltimore, Miami, Philadelphia, Washington D.C. Los Angeles

The Real Juice

(See "THE EAR" for More Stuff)

Namz In The Newz:

**RICH FITZGERALD • MARK ADAMS
MICKEY JOHNSON • "The JANITOR"
JON LESHAY • DUSTY HAYES
MADONNA & BABYFACE
DICK CLARK • SCOTTY SNIPES
"The JAMMER" • FUTAGAKI
RON G - E - S - L - I - N**

**BARRY, KATHY, BOB, ANNE,
KEVIN, and the entire
HITMAKERS gang wish
BOBBII HACH
the best of luck in her new
job! Bobbii has been a major
asset to our publication and
we will miss her. We consider
her a "company treasure"!**

IMPORTANT INDUSTRY STUFF BELOW:

As expected, Steven Baker, VP/Product Management at Warner Brothers has been elevated to President. Howie Klein segues from Sire to President of Reprise; Jeff Gold has been named WB General Manager, and Reprise Sr. VP/Promo Rich Fitzgerald has been upped to label GM. Details coming soon!

PD Scotty Snipes and APD/MD Tom "The Jammer" Naylor are out at WWKX/Providence, as are morning man MoJo and Co-host Curly Cut. The only people to survive are midday jock Mark Van Ness and overnigher Sarah.

Rumor has it that on February 14th the station will become 'WNRC,' New Rock/Alternative under new PD/morning man Joe Dawson from KLYV/Dubuque. Rumor also has it that MoJo is moving to Philadelphia to do nights at Q102. Scotty can be reached at the station or at home (508) 226-9533.

What indie promotion man was trying to snake Michael Plen's souvenir program and CD from the Rock & Roll Hall Of Fame dinner party?

WHJX/Jacksonville names Interim PD Mickey Johnson PD and Interim MD Greg Bradey MD.

Steve Miller at KBOS/Fresno names Interim PD Mark Adams PD.

Bruce Tenenbaum and Mark Gorlick's MCA suite at the Gavin Convention in New Orleans this year features you doing play by play of sporting events such as wrestling, football, baseball and basketball. You put your voice down on video doing the play by play and it is yours to keep.

KTFM/San Antonio Acting PD Cliff Tredway aka "The Janitor" is all but signed, sealed and delivered as the permanent PD.

CHR WXSJ/Tallahassee flips to Alternative.

John Leshay is named Senior VP/Special Projects at Columbia.

Peter Napolello, Sr VP/EMI is one week away from letting the world in on his new dream team promotion staff.

Congratulations to PD Jowcol "MC Boogie D" Gilchrist and Allan Hammerel Operations Manager for having the most-listened-to Top40 station on AM In America. KJYK-AM, known as POWER1490AM at 1000 watts has done unbelievable. They went from 2.8 to 3.8 12+ and their competition, a 100,000 watt FM KRQ went from 7.7 to 5.7 12+. Congratulations once again to Jowcol for doing a David and Goliath number.

Congrats to Rich Fitzgerald on being named GM of Reprise Records.

Watch Madonna and Babyface perform a duet of "Take A Bow," along with Prince, Boyz II Men, and the special reunion of Led Zeppelin's Robert Plant and Jimmy Page, plus the 10 Year Reunion of the artists who sang "We Are The World," this Monday night on the American Music Awards on ABC.

Rick Dee's KIIS-FM co-host, Ellen K., has been chosen to do a spread in Playboy Magazine. Playboy interviewed women DJ's all around the U.S. to appear in the upcoming feature, "Women In Radio."

Check out the latest album from Bellmark recording artist Johnny 'Guitar' Watson, Bow Wow, currently #48 with a bullet on the Billboard R&B chart, and earning Mr. Watson a Grammy nomination. His latest single, "Hook Me Up," is #65 with a bullet on the Hot R&B Singles chart. An enthusiastic Al Bell told us, "We are marketing this dynamic American Classic Music to all of America. That's the demographic - people who love music - period."

CHICAGO

1995

DATE:

May 4 • 5 • 6

THE PLACE:

Westin Hotel (312) 943-7200

ROOM RATE:

\$110

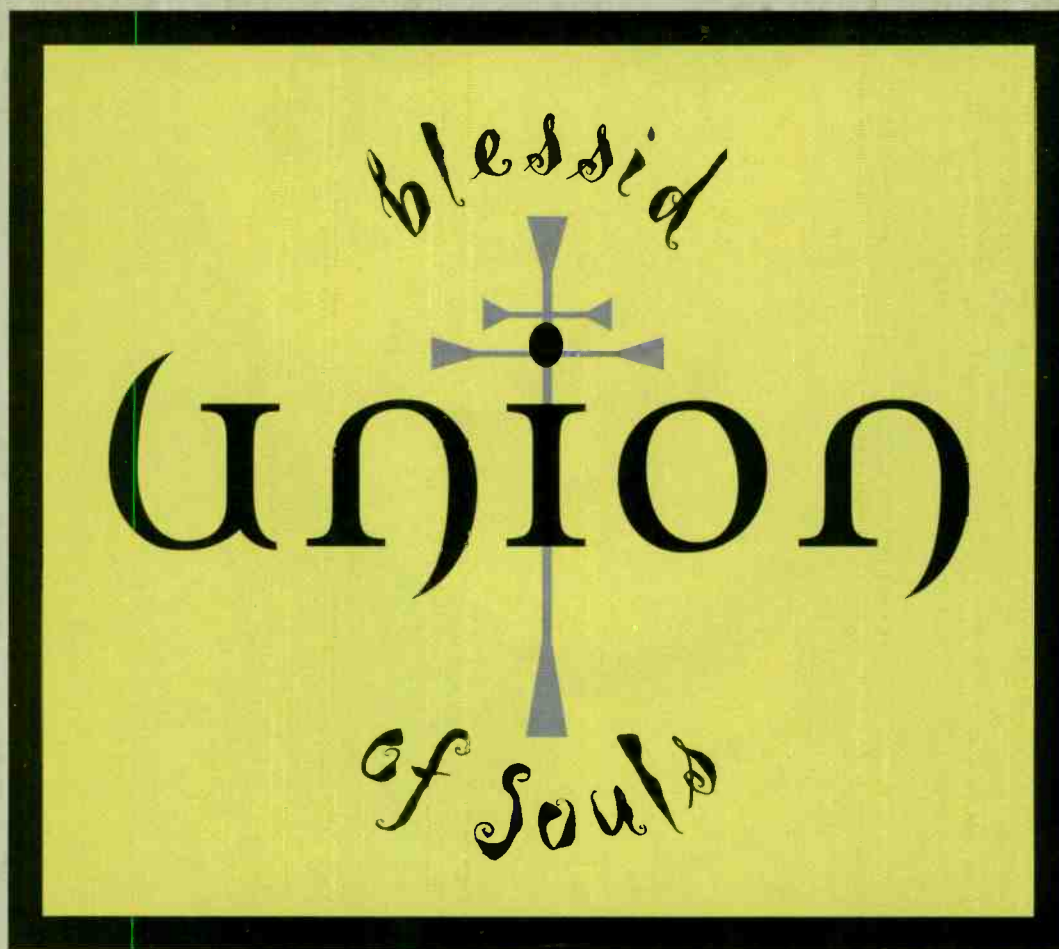
PRE-REGISTRATION:

\$150

Know What We Had To Do To Get Radio
To Play This Single?

NOTHING.

When Brian Douglas and Jimmy Steal of Cincinnati's Q102 stepped out on Blessid Union of Soul's debut single "I Believe", two months before its official release, they set off a chain reaction nationwide.



I BELIEVE

The debut single

The Song Radio Disc-overed!

"#1 callout record. Top 5 sales. We're playing it 64 times a week." Jimmy Steal, PD & Brian Douglas, APD, Q102

These Stations Couldn't Wait For A Hit!

PRO-FM	Add 23x	KKRD	Add	WVAQ	Add 19x	KKRZ	29x
WXKS	Add	KJ103	Add 16x	WNCI	Add 12x	WSPK	Add 12x
WZPL	26x	WPRR	Add 16x	WZOQ	44x	WGTZ	Add 16x
KRQ	Add	WZJM	23x	WBNQ	Add	WKSS	Add

In Rotation At KDWB

Listen once...and you'll believe.

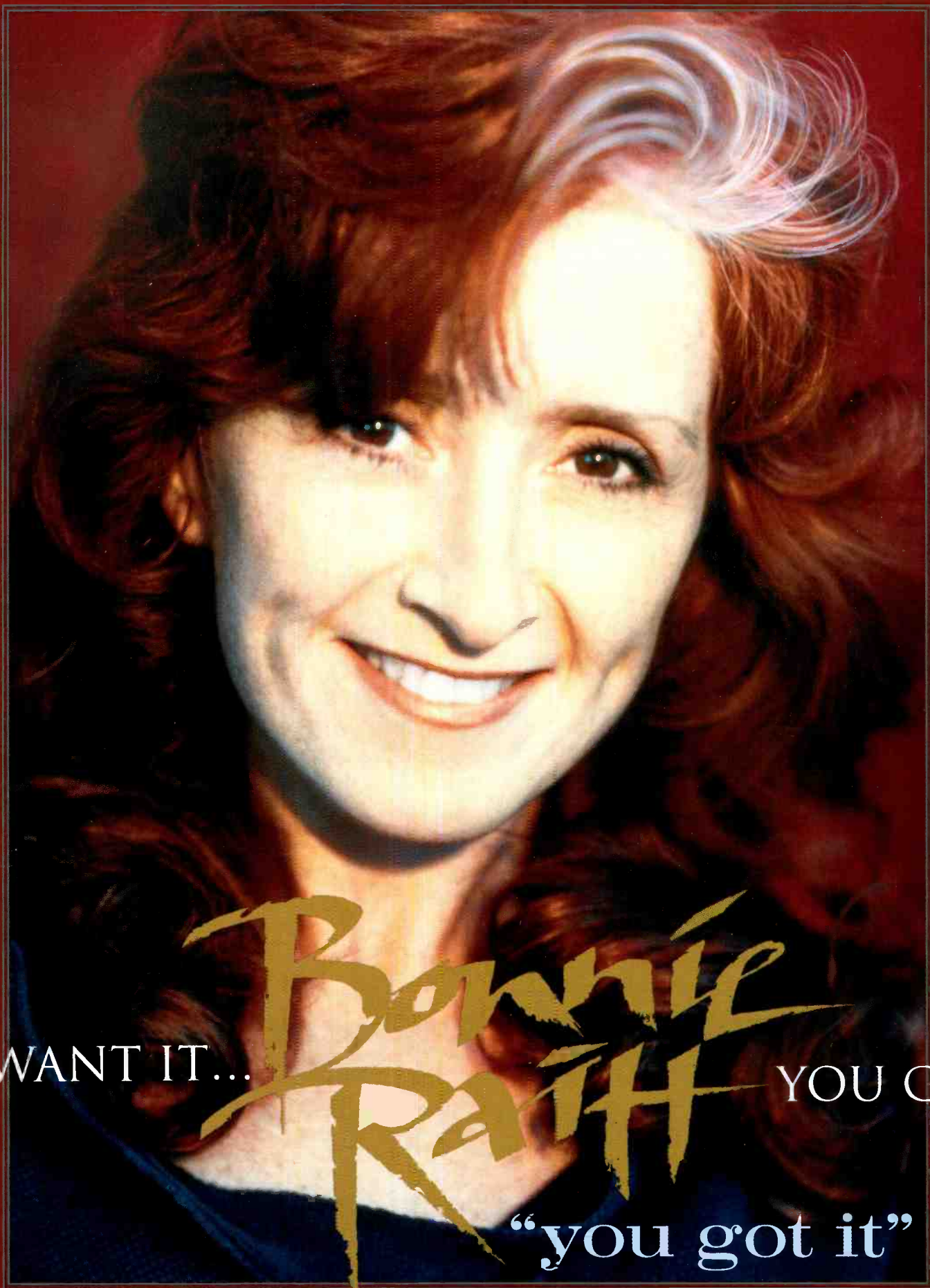
produced by: EMOSIA management: Mark Liggett for LIGOSA ENTERTAINMENT

EMI Records

EMI

SERVING THE MUSIC

© 1995 Leamer Cohen



YOU WANT IT...

YOU GOT IT

“you got it”

PRODUCED BY DON WAS AND BONNIE RAITT

THE FIRST SINGLE FROM
BOYS ON THE SIDE
THE ORIGINAL SOUNDTRACK ALBUM

FILM OPENS FEBRUARY 3RD

OFFICIAL AIRPLAY DATE
JANUARY 30TH

ARISTA

© 1995 Arista Records, Inc., a Bertelsmann Music Group Company

BONNIE RAITT APPEARS
COURTESY OF CAPITOL RECORDS