

# HITMAKERS<sup>®</sup>

ISSUE 854  
\$5.00

August 26, 1994

**IN  
THIS  
ISSUE!**

# AL BELL

**President/CEO - Bellmark/Life Records**  
**The Complete Text Of His N.Y. Seminar Keynote Address**

# HITMAKERS<sup>®</sup>

This Week...

## Conference Call Picks

### MAINSTREAM

LAUREN CHRISTY - "Color Of The Night" (MERCURY)  
SHERYL CROW - "All I Wanna Do" (A&M)  
DEADEYE DICK - "New Age Girl" (ICHIBAN)  
JAKI GRAHAM - "Ain't Nobody" (CRITIQUE)  
GREEN DAY - "Basket Case" (REPRISE)  
MAZZY STAR - "Fade Into You" (CAPITOL)  
NINE INCH NAILS - "Closer" (TVT/INTERSCOPE)  
PRETENDERS - "I'll Stand By You" (SIRE/WB)  
JON SECADA - "Whipped" (SBK/EMI)  
LUTHER VANDROSS/MARIAH CAREY - "Endless Love" (COL)

### ALTERNATIVE WORLD

NO CONFERENCE CALLS WERE HELD THIS WEEK.

### STREET SHEET

AALIYAH - "At Your Best" (BLACKGROUND/JIVE)  
FOR REAL - "You Don't Know Nothin'" (PERSPECTIVE/A&M)  
FORTE - "Girl I Want You Back" (AVENUE)  
JAKI GRAHAM - "Ain't Nobody" (CRITIQUE/BMG)  
ILL/AL SKRATCH & B. McKnight - "I'll Take Her" (Mercury)  
KEITA - "Boy You Are The One" (ZOO)  
CRAIG MACK - "Flava In Ya Ear" (BAD BOY ENTER./ARISTA)  
REAL McCOY - "Another Night" (ARISTA)  
KARYN WHITE - "Hungah" (WARNER BROS.)  
XSCAPE - "Who's That Man" (CHAOS)

### MIX SHOWS

BASIA - "Drunk On Love" (EPIC)  
BLACK MOON - "Buc Em Down" (NERVOUS)  
BRANDY - "I Wanna Be Down" (ATLANTIC)  
JOCELYN ENRIQUEZ - "Make This Last Forever" (CLASSIFIED)  
ILL/AL SKRATCH & B. McKNIGHT - "I'll Take Her" (MERCURY)  
K7 - "Move It Like This" (TOMMY BOY)  
CRAIG MACK - "Flava In Ya Ear" (BAD BOY ENTER./ARISTA)  
CE CE PENISTON - "Hit By Love" (A&M)  
20 FINGERS - "Short Short Man" (ID)  
Y? N VEE - "Chocolate" (RAL)

## HEADLINES

- KISN'S JOHN DIMICK NAMED PD OF KPLZ/SEATTLE See EAR
- WPGC, WIOQ, WILD107, WZJM, KGGI JOB OPENINGS! See EAR
- CURB RECORDS INKS DEAL WITH ATLANTIC GROUP See EAR
- STAR94 SEARCH NARROWS; KANDY KLUTCH TO G105 See EAR

LUTHER VANDROSS

&  
MARIAH CAREY

ENDLESS LOVE

A MOMENT OF MAGIC

"ENDLESS LOVE," THE COLUMBIA SINGLE FROM LUTHER'S FORTHCOMING EPIC / LV RECORDS ALBUM, SONGS.

ALBUM IN STORE TUESDAY, SEPTEMBER 20TH.



COLUMBIA



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# HITMAKERS

MAINSTREAM TOP40

DISCOVERY CLUB®

1. JON SECADA "Whipped" (EMI)
2. STONE TEMPLE PILOTS "Interstate..." (ATLANTIC)
3. LAUREN CHRISTY "Color Of The Night" (MERCURY)
4. NINE INCH NAILS "Closer" (TVT/INTERSCOPE)
5. REAL McCOY "Another Night" (ARISTA)
6. SHERYL CROW "All I Wanna Do" (A&M)
7. GREEN DAY "Basket Case" (REPRISE)
8. LISA STANSFIELD "Make It Right" (GIANT)
9. ANITA BAKER "Body & Soul" (ELEKTRA)
10. JAKI GRAHAM "Ain't Nobody" (CRITIQUE/BMG)
11. MAZZY STAR "Fade Into You" (CAPITOL)
12. BOSTON "What's Your Name" (MCA)
13. DEADEYE DICK "New Age Girl" (ICHIBAN)
14. SMASHING PUMPKINS "Today" (VIRGIN)
15. ELTON JOHN "The Circle Of Life" (HOLLYWOOD)

# COLUMBIA RECORDS

*Presents The*

## HITMAKERS PROGRAMMER OF THE WEEK!

### **COLUMBIA CRUSADES**

#### **LABOR DAY LISTENING**

*As the Summer comes to a close, the music continues to get hotter...Spend Labor Day Weekend with family and friends while listening to the music.*

#### **MARIAH CAREY & LUTHER VANDROSS**

**"Endless Love"**

*A Classic. Playing now on radio stations everywhere.*

**August 29**

#### **TOAD THE WET SPROCKET**

**"Something's Always Wrong"**

*The follow-up to "Fall Down," the #1 Alternative BDS song for a record six weeks straight.*

**September 13**

#### **HARRY CONNICK, JR.**

**"(I Could Only) Whisper Your Name"**

*His forthcoming single from the new album*

**"SHE."** 41,000 albums sold this week

**(#21 SoundScan).**

**September 20**

#### **SHAWN COLVIN**

**"Every Little Thing (He) Does Is Magic"**

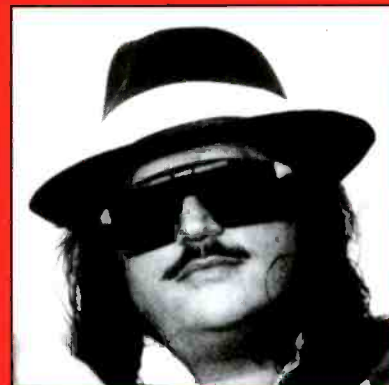
*From her new album, "COVER GIRL."*

*Shawn uncovers the Police classic.*

**Coming Soon**

**CAN YOU KEEP A SECRET?....**  
**INI KAMOZE "Here Comes The Hotstepper"**

### **ALBIE**



### **DEE**

**MD, WPGC/Washington**

#### **CAREER HIGHLIGHTS:**

First job at WCCC/ Hartford to WKSS/Hartford to WPGC/Washington D.C. Currently Afternoon Drive/MD.

#### **FAMILY:**

Wife: Nicci. No kids. Dog: Segway.

#### **HOBBIES:**

Trying to stay out of trouble.

#### **QUOTE:**

"It's me, it's me, it's Albie Dee, rocking the millenium so viciously."

#### **NOMINEES FOR ISSUE 855**

**VOTE FOR YOUR CHOICE**

1. TOM POLEMAN (PD, KRBE - Houston)
2. PAUL CANNON (PD, WTIC-FM/Hartford)
3. CHRIS SHEBEL (PD, WDJX, Louisville)

Call Your **HITMAKERS** Account Executive  
(818) 887-3440

PROGRAMMER OF THE WEEK WINS A SONY WALKMAN™!

# HITMAKERS Top40 Discovery Club®

## LARRY HUGHES, PD, 95XIL, Parkersburg

ELTON JOHN *The Circle Of Life* (HOLLYWOOD) - How can you go wrong? #1 movie. It's perfect.

SHERYL CROW *All I Wanna Do* (A&M) - This is a hit.

HUEY LEWIS *But It's Alright* (ELEKTRA) - Familiar tune, it's Huey. Females love him.

## JOHN IVEY, PD, 98PXY, Rochester

REAL McCOY *Another Night* (ARISTA) - Obvious smash!

JAKI GRAHAM *Ain't Nobody* (CRITIQUE/BMG) - Find this record and play it.

DEADEYE DICK *New Age Girl* (ICHIBAN) - Super-hot night record.

## J.J. RICE, AMD, 98PXY, Rochester

NINE INCH NAILS *Closer* (TVT/INTERSCOPE) - This is an industrial band with funk...Will be a huge night record.

JAKI GRAHAM *Ain't Nobody* (CRITIQUE/BMG) - Hey everybody, don't miss out on this record.

## NEAL SHARPE, PD/MD, JET-FM, Erie

SHERYL CROW *All I Wanna Do* (A&M) - Just moved it up to power rotation after only three weeks...A great female attitude record.

EDIE BRICKELL *Good Times* (GEFFEN) - Top 10 phones...Turning out to be a strong reaction record.

ANITA BAKER *Body & Soul* (ELEKTRA) - Very smooth-sounding song.

## CHRIS TAYLOR, PD, K92, Roanoke

20 FINGERS *Short Short Man* (ID) - You need to find it and listen to it. I can't remember the last time I laughed so hard. It's not like I can relate or anything.

4 P.M. *Sukiyaki* (NEXT PLATEAU/ISLAND) - It's good and like Chinese food, two hours later you will want to hear it again.

GREEN DAY *Basket Case* (REPRISE) - After 15 years in this business, I've become a basketcase.

## GLENN BECK, OM, KCIO1, New Haven

DANIELLE BRISEBOIS *What If God Fell From The Sky* (EPIC) - The phones have gone nuts for this song, including calls directly to my office asking about the record.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - Will be the *Creep* off of this album.

## RAD, MD, KDUK, Eugene

ANITA BAKER *Body & Soul* (ELEKTRA) - She just makes me melt. A voice that won't quit.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - It might take us awhile, but this is a record to reckon with.

KARYN WHITE *Hungah* (WARNER BROS.) - Back, in a big way.

MC 900 FT JESUS *If I Only Had A Brain* (AMERICAN) - A hip factor here.

## MR. ED LAMBERT, APD/MD, KHKS, Dallas

ANITA BAKER *Body & Soul* (ELEKTRA) - This lady can do no wrong...What a great song.

CHANGING FACES *Stroke You Up* (BIG BEAT/ATL. GRP.) - The perfect record for KISS-FM Dallas.

## MIKE RING, PD/MD, KHHT, Tulsa

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - Most mass-appeal song since *Plush*.

REAL McCOY *Another Night* (ARISTA) - I'm a week late and feeling bad about it already.

LAUREN CHRISTY *Color Of The Night* (MERCURY) - Perfect day record from the movie women will love too.

## TRACY AUSTIN, MD, KIIS-FM, Los Angeles

TYLER COLLINS *Thanks To You* (REPRISE) - Killer ballad from my fellow Burbankian...The movie, *Andre*, gets my 'seal' of approval.

GUN *Word Up* (IMPORT) - A rockin' remake of

Cameo's *Word Up*.

JANET JACKSON *Whoops Now* (VIRGIN) - Great summertime record.

## MICHAEL STEELE, PD, KIXY, San Angelo

4 P.M. *Sukiyaki* (NEXT PLATEAU/ISLAND) - Instant phones!!

AALIYAH *At Your Best* (BLACKGROUND/JIVE) - Another #1.

KORRELL *Paradise* (EMPORIA/THUMP) - #1 testing, #1 requests!

## JIMI JAMM, MD, KIXY, San Angelo

ATLANTIC STARR *Everybody's Got Summer* (ARISTA) - A little late yes, but the beat, lyrics and hook make up for it.

IMMATURE *Never Lie* (MCA) - Does Another Bad Creation have little brothers? Nice pint-size version of R. Kelly.

SHANICE *Turn Down The Lights* (MOTOWN) - I had two thoughts in mind: 1) This will sound great at the station; and 2) I can get laid to this record.

## RICK STACY, PD, KKFR, Phoenix

JAKI GRAHAM *Ain't Nobody* (CRITIQUE/BMG) - Makes me want to get in my car and drive to Jones Beach...Ooops, that would take five days.

REAL McCOY *Another Night* (ARISTA) - Great summertime record, bouncy beat, makes me want to bare my breasts and walk into a 7-11 at midnight.

## KEN BENSON, PD, KKRZ, Portland

KARYN WHITE *Hungah* (WARNER BROS.) - Already playing it four times a day...Sounds like a Z100 smash!

GERALD LEVERT *I'd Give Anything* (EASTWEST) - A proven hit song...Was #1 at Country for many weeks. Give it a chance, it will be a #1 Pop record.

LUTHER VANDROSS & MARIAH CAREY *Endless Love* (COLUMBIA) - #1, period!

## JOE DAWSON, PD, KLYV, Dubuque

AALIYAH *At Your Best* (BLACKGROUND/JIVE) - Sounds like Janet Jackson.

BOSTON *What's Your Name* (MCA) - Will be stronger than their first.

NINE INCH NAILS *Closer* (TVT/INTERSCOPE) - Big reaction record.

## DAN OLSEN, PD, KOKZ, Waterloo

LAUREN CHRISTY *Color Of The Night* (MERCURY) - We had a huge run with *Steep*, and this seems like a natural with the release of the movie.

FOUR SEASONS *December 1963 (Oh What A Night)* (CURB) - Nice new twist on an old song...Good buzz.

JON SECADA *Whipped* (EMI RECORDS) - Tempo from Jon sounds good, should work great.

## JASON DEAN, APD/MD, KQCR, Cedar Rapids

NINE INCH NAILS *Closer* (TVT/INTERSCOPE) - Tremendous Woodstock buzz means you need to play this record.

SMITHEREENS *Time Won't Let Me* (RCA) - Faithful remake of a cool oldie.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - Tomorrow's core artist today.

SMASHING PUMPKINS *Today* (VIRGIN) - Getting good requests!

MAZZY STAR *Fade Into You* (CAPITOL) - Cool! Cool! Cool!

## MICHAEL STEELE, APD/MD, KQKQ, Omaha

TOAD THE WET SPROCKET *Something's Always Wrong* (COLUMBIA) - Has a great sound.

LUTHER VANDROSS & MARIAH CAREY *Endless Love* (COLUMBIA) - Smash - #1 record.

DINOSAUR JR. *Feel The Pain* (SIRE/REPRISE) - Will cross to Top40.

## PAUL BRYANT, MD, KRBE, Houston

SHERYL CROW *All I Wanna Do* (A&M) - Been thinking about this one for a few weeks...Definitely showing strong signs of life.

DEADEYE DICK *New Age Girl* (ICHIBAN) - Guaranteed instant reaction...If you don't get reaction, call me, and I'll climb your tower...

GREEN DAY *Basket Case* (REPRISE) - Do everything you can to make room for this one...

## MARK TODD, PD, KRQ, Tucson

JAKI GRAHAM *Ain't Nobody* (CRITIQUE/BMG) - Ain't nobody else that could cover this song as well.

ACE OF BASE *Living In Danger* (ARISTA) - Nothing dangerous about this...Play it and watch your phones light up.

## TIM RICHARDS, MD, KRQ, Tucson

JAKI GRAHAM *Ain't Nobody* (CRITIQUE/BMG) - Great remake, this one could have what it takes.

ACE OF BASE *Living In Danger* (ARISTA) - Put it on the air. It exploded after one play.

LUTHER VANDROSS & MARIAH CAREY *Endless Love* (COLUMBIA) - No brainer, will be major.

## JON ZELLNER, PD, KTHT, Fresno

JON SECADA *Whipped* (EMI RECORDS) - Sounds like another big hit for Jon...Solid follow-up to *If You Go*.

CHANGING FACES *Stroke You Up* (BIG BEAT/ATL. GRP.) - Seeing big requests and huge sales not only in Fresno, but nationwide. The perfect nighttime balance record for MIX102.7.

## R. CHARLES SNYDER, PD/MD, KTMT, Medford

PRINCE *Letitgo* (WARNER BROS.) - Getting good early response.

DEADEYE DICK *New Age Girl* (ICHIBAN) - Smash - If you can't hear this as a hit record, then you're the last part of this band's name.

BOSTON *What's Your Name* (MCA) - Trademark Boston sound. If you're rockin' at all, you need to be on this record.

## MARTHA STEELE, PD, KTRS, Casper

FOR REAL *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Female Boyz II Men. Nice groove, good hook.

SARAH McLACHLAN *Good Enough* (ARISTA) - Superb lyrics with a genuine feeling.

GREEN DAY *Basket Case* (REPRISE) - The song describes most people in radio. That's why they play it.

## CHUCK GEIGER, PD, KWNZ, Reno

SMASHING PUMPKINS *Today* (VIRGIN) - Captures that '90s Beatles-type sound the same way Soundgarden did with *Black Hole Sun*.

SMITHEREENS *Time Won't Let Me* (RCA) - From the *Timecop* soundtrack...Same intensity and feel as The Outsiders original.

## TOM MARTENS, PD, KWTX, Waco

JON SECADA *Whipped* (EMI RECORDS) - Uptempo and it does not sound like his other songs.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - Another great song from this band...Most accessible song yet.

PRINCE *Letitgo* (WARNER BROS.) - Best Mainstream-sounding song from him in a long time.

## BRENDA BENNETT, PD, KYIS, Oklahoma City

LAUREN CHRISTY *Color Of The Night* (MERCURY) - Has a great feel that women will love.

ANITA BAKER *Body & Soul* (ELEKTRA) - Will be a smash.

SHERYL CROW *All I Wanna Do* (A&M) - A fun song, getting great phones from all demos.

PRETENDERS *I'll Stand By You* (SIRE/WARNER BROS.) - A beautiful ballad, pulling strong phones.

*The new album:*

Make Him Do Right

*The debut single:*

Hungah

Karyn  
White

Produced by Jimmy Jam & Terry Lewis  
for Flyte Time Productions, Inc.  
Co-Produced by Karyn White



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# AALIYAH

**"At Your Best" (You Are Love)**

**NEW AIRPLAY INCLUDES:**

**HOT97.7, KLYV, KZFM, KKSS, Y97,  
FUN107, KPSI, KDUK, and WTWR**

**From Her Platinum Album  
"AGE AIN'T NOTHING BUT A NUMBER."**

NOW ADDED TO:  IN ACTIVE ROTATION



BLACKGROUND ENTERPRISES

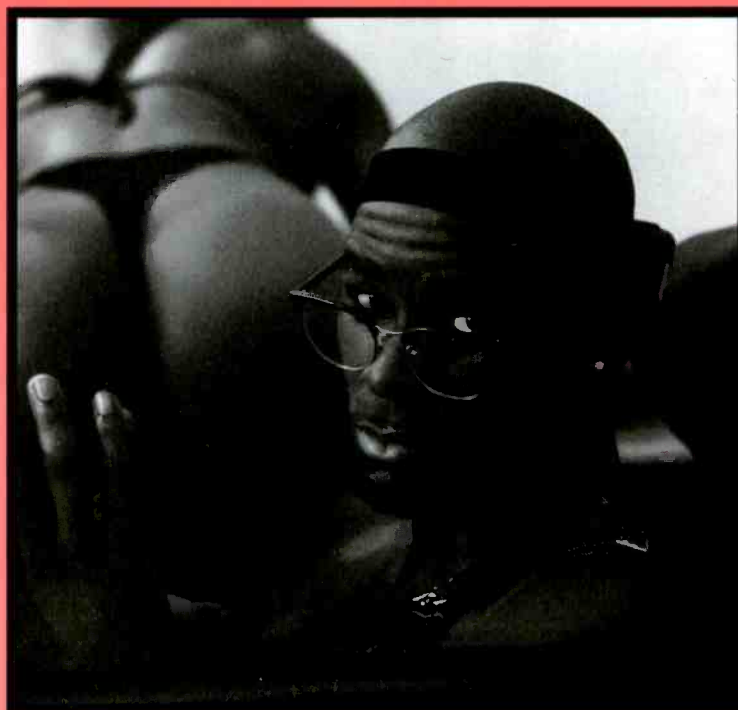


# R. KELLY

**"Summer Bunnies"**

From The  
**TRIPLE-PLATINUM ALBUM**  
**"12-PLAY"**

**New Action This Week At:**  
**POWER96, KWIN, KZHT**  
**Over 8.5 Million Listeners**  
**And 550 BDS Detections**  
**Strong And Multiplying!**



**Now The #2 Most  
Played Video On**

**"R. Kelly is undeniably the most successfully prolific  
Crossover artist of 1994. To not play his latest single  
would be clinically insane."  
John McMann, MD, KIX106**





# HITMAKERS Faces & Places



EPIC and Sony 550 executives congratulate the creators of the Sony 550 album *DEEP FOREST* on gold sales of more than 500,000 copies. Pictured standing (l-r): **David Glew**, Chrm., EPIC; **Bob Campbell**, Sr. VP/Creative Oper., Sony Music Int.; **Eric Mouquet**, **Michel Sanchez**, **Dan Lacksman**, Deep Forest; **Christian Dalbavie**, Passionate Ent. (artist mgmt.); **Vline Buggy**, Celine Music/France; **Brenda Hazell**, Prod. Mgr., EPIC; **Benjamin Kozman**, Passionate Ent.; **Frederic Rebet**, Sony Music/France; and **Jon McL. Doelp**, Sr. VP/Mktg., EPIC. Seated, (l-r): **Jim Scully**, Sr. VP/Sales, EPIC; **Polly Anthony**, GM, Sony 550 Music; **David Massey**, VP/A&R, EPIC; and **Dan Beck**, VP/Mktg & Artist Dev., EPIC.



VIRGIN Records and EMI executives toasted the Rolling Stones on the opening of their worldwide "Voodoo Lounge" tour at Washington's RFK Stadium. Pictured (l-r): **Jim Fifield**, President/CEO, EMI Music; **Nancy Berry**, Executive VP, VIRGIN Music Group Worldwide; **Ken Berry**, Chairman/CEO, VIRGIN Music Group Worldwide; **Charlie Watts**; **Mick Jagger**; **Keith Richards**; **Ron Wood**; and **Phil Quartararo**, President/CEO, VIRGIN Records America.

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**Gwen Priestley** has been named Director of Publicity for MOTOWN Records.



The man who put the accordion on the map is back with his most compelling release to date. Pictured at a recent Buckwheat Zydeco show at New York City's Tramps nightclub are (l-r): **Johnny Barbis**, President, ISLAND; **Stanley "Buckwheat" Dural, Jr.**; and Buck's manager **Ted Fox**.

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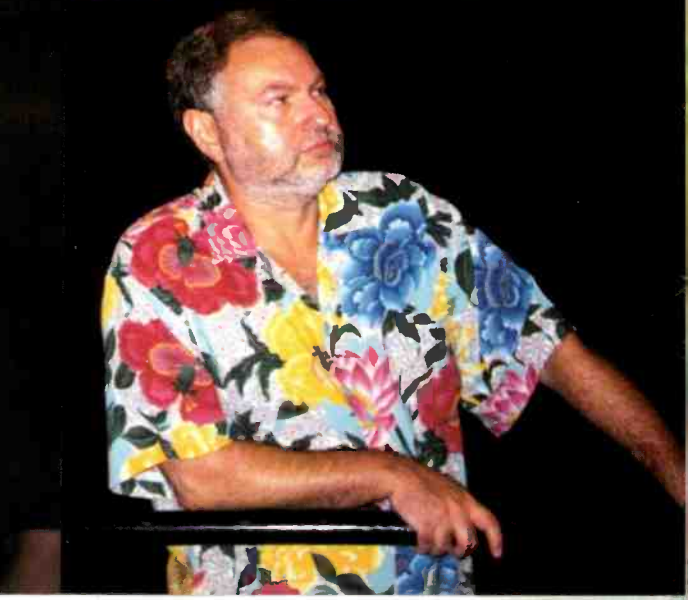
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MCA's Promotion Department held national meetings in Vancouver earlier this month. Pictured here are the winners of the Donnie Cohen Promotion Awards. Pictured (l-r): **Bruce Tenenbaum**, Sr. VP/Promotion; **Mark Diller**, Regional Promotion Mgr., Detroit; **Mark Gorlick**, VP/Promotion; **Diane Monk**, Rookie of the Year and Promotion Manager, Atlanta; **Gina Iorillo**, VP/Rock Promotion; and **Richard Palmese**, President, MCA Records.



**SECADA**

# **#1 MOST ADDED, Including:**

**Q106-San Diego**  
**POWER PIG-Tampa**  
**WHHH-Indianapolis**  
**Z90-San Diego**  
**B96-Chicago**

**STAR94-Atlanta**  
**WZPL-Indianapolis**  
**WEDJ-Charlotte**  
**Y100-Miami**

**and many more**



EMI Records



Produced by: Jon Secada & Emilio Estefan Jr.  
Management: Emilio Estefan Jr. for Estefan Enterprises Inc.

# HITMAKERS Top40 Discovery Club®

**BOB BECK, PD, KYYY, Bismarck**

JON SECADA *Whipped* (EMI RECORDS) - You can't go wrong.

HUEY LEWIS *But It's Alright* (ELEKTRA) - He only remakes the best.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - Album is selling Top 5 here.

**JON NORTON, MD, KYYY, Bismarck**

HUEY LEWIS *But It's Alright* (ELEKTRA) - Sounds like a great upper demo song...Very familiar.

NINE INCH NAILS *Closer* (TVT/INTERSCOPE) - As soon as we get an edit, I'm sure our audience will want to hear it.

SMASHING PUMPKINS *Today* (VIRGIN) - Our Generation X audience is already familiar with this song. Can't go wrong by playing it.

WEEZER *Undone (Sweater Song)* (DGC) - Huge Alternative hit that I'm sure will work at Top40.

**JUSTIN CASE, MD, KZIO, Duluth**

LISA STANSFIELD *Make It Right* (GIANT) - She is my pick of the week.

JON SECADA *Whipped* (EMI RECORDS) - Another Top 10 record.

BLUR *Girls And Boys* (SBK/EMI RECORDS) - Dance mania!

REAL McCOY *Another Night* (ARISTA) - Sounds great on the air. Huge instant response!

**MIKE KASPER, PD, KZMG, Boise**

LISA STANSFIELD *Make It Right* (GIANT) - Off the Beverly Hills 90210 Part II soundtrack. This will be big.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - This band can do no wrong.

MAZZY STAR *Fade Into You* (CAPITOL) - Don't overlook this. Great sound, could be big.

**TED EDWARDS, AMD, PRO-FM, Providence**

PRINCE *Letitgo* (WARNER BROS.) - A typical Prince song which means add it!!

GREEN JELLY *Slave Boy* (ZOO) - We added this last week and so far the phones have been very good.

JAKI GRAHAM *Ain't Nobody* (CRITIQUE/BMG) - Awesome remake. I think it sounds better than the first.

WARREN G. *This DJ* (VIOLATOR/RAL/ISLAND) - With PRO-FM being very Mainstream I was a little hesitant to bring this up, but the phones are starting to really light up over this one.

**JIMMY STEAL, PD, Q102, Cincinnati**

SHERYL CROW *All I Wanna Do* (A&M) - If Letterman likes it, that's good enough for me.

ALAN SILVESTRI *Forrest Gump Suite* (EPIC SOUNDTRAX) - If you play it, they will come.

ROLLING STONES *Out Of Tears* (VIRGIN) - Most mass appeal thing on the album.

**RAY KALUSA, MD, Q106, San Diego**

ANITA BAKER *Body & Soul* (ELEKTRA) - When you think of Anita, you think of this song. Soulful and sultry.

ALL-4-ONE *Breathless* (BLITZZ/ATLANTIC) - Nice to hear these guys with a little bit of tempo behind them.

LISA STANSFIELD *Make It Right* (GIANT) - Very smooth. Good follow-up after *All Around The World*.

**GARY MICHAELS, APD, Q99, Salt Lake City**

LISA STANSFIELD *Make It Right* (GIANT) - The more and more I hear it, the more and more I like it.

LAUREN CHRISTY *Color Of The Night* (MERCURY) - The movie should be huge. Should be an easy Top 10 record.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - A great song that fits into the mix...Love it.

NINE INCH NAILS *Closer* (TVT/INTERSCOPE) - Will cross over. Will be a Mainstream hit.

**TOM GJERDRUM, PD, STAR100.7, San Diego**

EDIE BRICKELL *Good Times* (GEFFEN) - Gets better every time I hear it.

SHERYL CROW *All I Wanna Do* (A&M) - This record projects a great attitude...A fun song.

**MIKE LOWE, MD, WA1A, Melbourne**

JON SECADA *Whipped* (EMI RECORDS) - Great second single. Love the remixes.

ELTON JOHN *The Circle Of Life* (HOLLYWOOD) - Selling in the stores already with no airplay...Guess we better get busy.

LAUREN CHRISTY *Color Of The Night* (MERCURY) - One of several powerful female vocals out right now...The movie will definitely boost this record.

**MIKE ORZEL, APD/MD, WAAL, Binghamton**

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - Easily the best track on the album. Should react as well as *Plush*.

BOSTON *What's Your Name* (MCA) - The unique sound of Tom Sholtz and company should instantly grab your listeners...A perfect sound for Rock-leaning Top40 stations.

SMASHING PUMPKINS *Today* (VIRGIN) - Currently ripping up the U.S.A. on the Lala tour...Today is the day to play it.

NINE INCH NAILS *Closer* (TVT/INTERSCOPE) - One of the best performances at Woodstock. Ask your INTERSCOPE rep for the editor's cut of the video.

**DUSTY HAYES, PD/MD, WABB, Mobile**

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - The album is huge...This one will only make it huge-er...

ALAN SILVESTRI *Forrest Gump Suite* (EPIC SOUNDTRAX) - For anyone who has seen the movie, this song gives you the warm fuzzies, and it certainly doesn't hurt having people get that feeling when they listen to your station.

LISA STANSFIELD *Make It Right* (GIANT) - Gives you rhythm without the funk...Hard to find a record like this anymore.

**PETE DYLAN, PD, WAHC, Columbus**

JADE *5, 4, 3, 2* (GIANT) - Just the type of song we need right now with a ballad-soaked environment.

LISA STANSFIELD *Make It Right* (GIANT) - This song has major potential if people stand behind it.

JON SECADA *Whipped* (EMI RECORDS) - Need I say anything?

NINE INCH NAILS *Closer* (TVT/INTERSCOPE) - For you risk-takers...Check the research.

MAZZY STAR *Fade Into You* (CAPITOL) - Just test it.

**DAMON COX, MD, WAPE, Jacksonville**

DANIELLE BRISEBOIS *What If God Fell From The Sky* (EPIC) - Incredible mood! Ballsy vocals. What a babe!

GERALD LEVERT *I'd Give Anything* (EASTWEST) - Can you miss with David Foster? He's two for two with Country hits. Let's make it three for three!

**BEAU LANDRY, PD, WBIZ, Eau Claire**

LAUREN CHRISTY *Color Of The Night* (MERCURY) - A compelling ballad. Should get instant response.

HUEY LEWIS *But It's Alright* (ELEKTRA) - Another solid classic remake.

INNER CIRCLE *Games People Play* (BIG BEAT/ATL. GRP.) - A great answer to the ballad-heavy playlist.

**DAVE DANIELS, MD, WBIZ, Eau Claire**

LAUREN CHRISTY *Color Of The Night* (MERCURY) - Fantastic song that belongs in a James Bond movie...Ah, let's be honest, it gives me dreams of Jane March.

HUEY LEWIS *But It's Alright* (ELEKTRA) - Another fantastic remake off a classic remake album...Oh, lets be honest, it makes me dream of Jane March...Everything makes me think of her.

TYLER COLLINS *Thanks To You* (REPRISE) - One of the few standout female ballads right now.

MAZZY STAR *Fade Into You* (CAPITOL) - A cross between Chris Isaak and Cowboy Junkies.

**SCOTT ROBBINS, PD, WBNQ, Bloomington**

LAUREN CHRISTY *Color Of The Night* (MERCURY) - Beautiful ballad from a will-be-huge movie.

GREEN DAY *Basket Case* (REPRISE) - Sales are huge. You can't ignore it. Very radio-friendly.

SHERYL CROW *All I Wanna Do* (A&M) - Big, big, big here with sales and requests. A fun, up, happy song.

**JILL MEYER, MD, WDJX, Louisville**

JON SECADA *Whipped* (EMI RECORDS) - He could belch for three and a half minutes and it would work for us...Seriously, a great record - Your women will love it.

**JIM REITZ, PD, WFHN-FM, New Bedford**

JAKI GRAHAM *Ain't Nobody* (CRITIQUE/BMG) - Great remake of a great song.

JON SECADA *Whipped* (EMI RECORDS) - Good tempo from a core artist.

LAUREN CHRISTY *Color Of The Night* (MERCURY) - For an adult ballad it's one of the strongest available.

**LOUIS KAPLAN, PD, WGTZ, Dayton**

REAL McCOY *Another Night* (ARISTA) - Definitely needed a great uttempo record.

COUNTING CROWS *Einstein On The Beach (For An Eggman)* (DGC) - If the Crows work for you, this is a great Crows record.

GREEN DAY *Basket Case* (REPRISE) - Lots of requests for this.

**DUFF DAMOS, PD, WIFC, Wausau**

LAUREN CHRISTY *Color Of The Night* (MERCURY) - What a great midday song.

JON SECADA *Whipped* (EMI RECORDS) - The right formula for Top40.

BOSTON *What's Your Name* (MCA) - It's Boston and we can never go wrong playing them here.

**JACKIE JOHNSON, MD, WIFC, Wausau**

LAUREN CHRISTY *Color Of The Night* (MERCURY) - A very pretty song!

JON SECADA *Whipped* (EMI RECORDS) - We have had much success with him in the past and this song will be big.

**JIM KELLY, MD, WJRZ, Monmouth/Ocean**

SHERYL CROW *All I Wanna Do* (A&M) - One listen and I knew it would work here! Fun! Fun! Fun!

ELTON JOHN *The Circle Of Life* (HOLLYWOOD) - Out of the box! Is there any doubt?

CINDY MIZELLE *I've Had Enough* (EASTWEST) - She's sung backup for some of the best, now breaks out strong on her own...Give it a shot, you'll be pleasantly surprised!

JON SECADA *Whipped* (EMI RECORDS) - The second strong record off the album...Great phones first couple of spins!!

**KENNY KNIGHT, MD, WKBQ, St. Louis**

BOYZ II MEN *I'll Make Love To You* (MOTOWN) - #1 record!

SHERYL CROW *All I Wanna Do* (A&M) - This one will be a biggie.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - If your station leans this way, *Interstate Love Song* will fit right in.

the JULIANA HATFIELD three *Spin The Bottle* (RCA) - From the *Reality Bites* soundtrack - Been rotating it for a couple of weeks. Top 15 phones. Look for the edit and put this one on the air.

# WHITEHEAD BROTHERS

"Your Love Is A 187"

## Added At:

WPGC Washington DC 44x  
 KGGI Riverside  
 KZFM Corpus Christi

Billboard Hot 100 Chart 84-76\*

R & R Rhythmic Chart 17-14\*

R & R Urban Chart 31-27\*



## Spinning At:

WJMN	Boston	35x
KIX106	Providence	41x
92Q	Baltimore	5x
HOT97	New York	26x
WIOQ	Philadelphia	16x
WJMH	Greensboro	7x
KBXX	Houston	37x
POWER 106	Los Angeles	35x
KHTN	Modesto	26x
Q105	Oxnard	16x
KSFM	Sacramento	23x
KDON	Salinas	10x
Y97	Santa Barbara	32x
KMEL	San Francisco	22x
HOT97.7	San Jose	13x

# SHANICE

"Turn Down The Lights"

**ADDED AT:**

Y100 Miami  
 92Q Baltimore  
 PWR PIG Tampa  
 WWCK Flint  
 WZKX Biloxi  
 WBBO Greenville  
 KCHX Midland  
 KTMT Medford  
 WLAN Lancaster

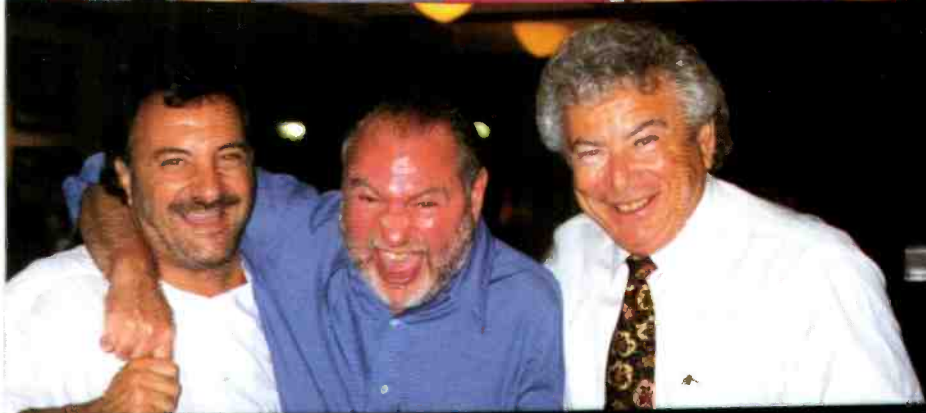


**R & R Urban Chart**  
**22 - 18\***

## Spinning At:

Z90 SAN DIEGO 15x  
 KFFM YAKIMA 23x





# Gigolo aunts



## Bloom

*The groovy new single  
from a little bitty album  
with a real big buzz.*

"FLIPPIN' CUT" ON THE RCA RECORDS LABEL - CASSETTES, COMPACT DISCS & VINYL

**KEGE!  
KEDG!  
KNNC!  
KROQ!**

**KTCL!  
WDST!  
WEQX!  
WFNX!**

**WHTG!  
WENZ!  
KOME!  
WZRH!**

**WRXQ!  
WROX!  
KLZR!  
KPOI!**

**WCBR!  
WAQZ!  
WMAD!**

On Tour With  
LOVE SPIT LOVE  
Starting Sept. 7th



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# HITMAKERS Top40 Discovery Club®

## **WALLY McCARTHY, PD, WKDY, Utica**

**PAULINE HENRY** *Feel Like Making Love* (550 MUSIC/EPIC) - Sorry Des'ree, I was talking about Pauline last week.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - This is Luther's lucky day.

**PRINCE** *Letitgo* (WARNER BROS.) - Pure Prince Pop!

## **DAVID SKINNER, PD, WLAN, Lancaster**

**LAUREN CHRISTY** *Color Of The Night* (MERCURY) - Worked well at AC. Should be a great midday record.

**JIMMY BUFFETT** *Fruitcakes* (MCA) - Still lights up the phones.

**INNER CIRCLE** *Games People Play* (BIG BEAT/ ATL. GRP.) - Good Pop tune. Sounds great on the air.

## **DAVE ROBBINS, PD, WNCI, Columbus**

**HUEY LEWIS** *But It's Alright* (ELEKTRA) - A reaffirmation of Huey's female appeal in 1994...#9 callout on WNCI this week.

**ANITA BAKER** *Body & Soul* (ELEKTRA) - The smoothest record on Top40 radio today...

## **DAN BOWEN, APD/MD, WNCI, Columbus**

**LAUREN CHRISTY** *Color Of The Night* (MERCURY) - If you're in search of a powerful ballad, look no further than Lauren Christy.

## **LYNN CHRISTAN, PD, WNSL, Hattiesburg**

**REAL McCOY** *Another Night* (ARISTA) - Techno Pop sound is real cool.

**LAUREN CHRISTY** *Color Of The Night* (MERCURY) - If the movie can back up the song it could be a hit.

## **DON LONDON, PD, WNVZ, Norfolk**

**GREEN DAY** *Basket Case* (REPRISE) - Very strong in requests...Already Top 10 after only a week.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Already showing across-the-board callout success.

**SALT-N-PEPA** *None Of Your Business* (NEXT PLATEAU/ISLAND) - Already getting requests after a couple of days on the air.

## **DAVE McKAY, APD/MD, WPST, Trenton**

**MAZZY STAR** *Fade Into You* (CAPITOL) - Already generating lots of reaction after one week of airplay.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Stone Temple Pilots is a core artist for 'PST.

**WEEZER** *Undone (Sweater Song)* (DGC) - This will be the next huge nighttime reaction record.

**SMASHING PUMPKINS** *Today* (VIRGIN) - It's a strong recurrent at 'PST...If you have never played it, it could be a big record for you.

## **TERRY SIMMONS, PD, WPXR, Davenport**

**LISA STANSFIELD** *Make It Right* (GIANT) - Nice smooth record. Should be big with women.

**XSCAPE** *Who's That Man* (CHAOS/COLUMBIA) - Fun record. Immediate phone reaction.

**BOSTON** *What's Your Name* (MCA) - Should be more accessible to Top40 than the last.

## **JEFF BANKS, APD/MD, WPXR, Davenport**

**ANITA BAKER** *Body & Soul* (ELEKTRA) - Same familiar sound and it's sexy.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - These guys are red hot right now.

**JON SECADA** *Whipped* (EMI RECORDS) - A core artist that the women love.

**ELTON JOHN** *The Circle Of Life* (HOLLYWOOD) - The movie of the year, and you can't go wrong with Elton.

## **LIZ JORDAN, APD/MD, WQGN, Grafton**

**JON SECADA** *Whipped* (EMI RECORDS) - After a few listens you will be whipped...Good balance record.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Most Mainstream song on the CD. Instant hit.

**XSCAPE** *Who's That Man* (CHAOS/COLUMBIA) - Tested well on our 'Rate At Eight'...Lots of positive calls.

## **RUBY CHEEKS, PD, WRQK, Canton**

**GREEN JELLY** *Slave Boy* (ZOO) - Been our Rock Wars winner for five nights in a row.

**SOUP DRAGONS** *One Way Street* (POLYGRAM) - This song should go one way - to the top of the chart.

## **BILLY SURF, MD, WRVQ, Richmond**

**20 FINGERS** *Short Short Man* (ID) - What a coincidence that I would find a record like this.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Top 5 phones - It's exploding in Richmond.

**GREEN DAY** *Basket Case* (REPRISE) - #2 phones after five plays...Need I say more.

## **MARK MCGILL, PD, WSNX, Muskegon**

**HUEY LEWIS** *But It's Alright* (ELEKTRA) - Great daytime record.

**JON SECADA** *Whipped* (EMI RECORDS) - Enough said.

**M PEOPLE** *One Night In Heaven* (EPIC) - Doing well for us at night...A winner on our battle.

**BOSTON** *What's Your Name* (MCA) - Accessible to Top40 more than the last. Good midday record.

## **STEW SCHANTZ, PD, WSPK, Poughkeepsie**

**CHANGING FACES** *Stroke You Up* (BIG BEAT/ATL. GRP.) - Already #2 sales after one week of play.

**FOUR SEASONS** *December 1963 (Oh What A Night)* (CURB) - Instantly reacting.

**GREEN DAY** *Basket Case* (REPRISE) - Instant Top 10 phones.

## **CINDY MERCER, MD, WSTO, Evansville**

**JON SECADA** *Whipped* (EMI RECORDS) - Familiarity, great new style, uptempo...Fantastic new direction.

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - Fantastic voice, great for Top40.

**LISA STANSFIELD** *Make It Right* (GIANT) - Smooth production, wonderful melody and fantastic voice.

## **J.J. WRIGHT, MD, WVIC, Lansing**

**JON SECADA** *Whipped* (EMI RECORDS) - Has a great beat and I can dance to it.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Will be a big, big song for them...They pick up steam with each release.

**SHERYL CROW** *All I Wanna Do* (A&M) - Better than *Leaving Las Vegas*...Very mass appeal.

**SMASHING PUMPKINS** *Today* (VIRGIN) - It's about time Top40 embraces *Today*.

**REAL McCOY** *Another Night* (ARISTA) - Will be a huge debut for them.

## **CURT KRUIZE, MD, WVKS, Toledo**

**MARTIN PAGE** *In The House Of Stone & Light* (MERCURY) - Perfect song for midday.

**LISA STANSFIELD** *Make It Right* (GIANT) - You would be wrong if you didn't play it.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - This could be something real.

## **BURKE ALLEN, OM, WVSR, Charleston**

**REAL McCOY** *Another Night* (ARISTA) - Great uptempo Pop record.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - A fun, hip record...She sure likes the bone.

**CRYSTAL WATERS** *100% Pure Love* (MERCURY) - Here's a dance record you can play anywhere. It sells, it researches. 100% pure smash!

## **BILL SHAHAN, PD, WVSR, Charleston**

**KRISTINE W.** *Feel What You Want* (EASTWEST/ATL. GRP.) - If you're looking for uptempo dance music at night, play it!!

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Instant phones!

**MAZZY STAR** *Fade Into You* (CAPITOL) - Could be a monster!

**REAL McCOY** *Another Night* (ARISTA) - This record could be real.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - This band's on fire.

## **LEE ST. MICHAELS, PD, WWCK, Flint**

**JON SECADA** *Whipped* (EMI RECORDS) - Great uptempo song from Jon. Incredible hook.

**LAUREN CHRISTY** *Color Of The Night* (MERCURY) - A beautiful song. Could be Top 20.

**NINE INCH NAILS** *Closer* (TVT/INTERSCOPE) - F#%king awesome!

## **DAVY CROCKETT, PD/MD, WYCR, York**

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Huge! America's most underrated group.

**MAZZY STAR** *Fade Into You* (CAPITOL) - It's without a question a hit. Getting requests from the listeners when we didn't even know what it was.

**NINE INCH NAILS** *Closer* (TVT/INTERSCOPE) - Huge! Easy Top 5 requests after one week. Every other call I think is for this record. Has true sales power in the market.

**GREEN DAY** *Basket Case* (REPRISE) - Absolutely unbelievable! Exploded so fast!

## **JERI BANTA, PD/MD, WYKS, Gainesville**

**JON SECADA** *Whipped* (EMI RECORDS) - A hit from Jon Secada.

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - A really good song. I would have nominated her anyway just to say her name.

## **JIM CERONE, PD, WZPL, Indianapolis**

**KEITA** *Boy You Are The One* (ZOO) - A fun, uptempo little ditty.

## **CAT THOMAS, PD, WZYP, Huntsville**

**JON SECADA** *Whipped* (EMI RECORDS) - A smash. Even more of an upbeat song than his last few. Great hook.

**NINE INCH NAILS** *Closer* (TVT/INTERSCOPE) - Could be a fulltime record for a lot of stations. Sounds so good on the air.

**LAUREN CHRISTY** *Color Of The Night* (MERCURY) - Saw her perform live at the Top40 Morning Show Boot Camp. Kenneth is just spectacular.

**R.E.M.** *What's The Frequency* (WARNER BROS.) - It is really getting back to the R.E.M. of the early '80s. Solid-sounding song that will be a big hit.

## **CASEY KEATING, PD, Y100, Miami**

**SHANICE** *Turn Down The Lights* (MOTOWN) - Good song...Great to have her back on the radio...

**ELTON JOHN** *The Circle Of Life* (HOLLYWOOD) - Has all the natural ingredients to become an adult female smash follow-up to the last one.

## **DOWNTOWN BILLY BROWN, MD, Y107, Nashville**

**INNER CIRCLE** *Games People Play* (BIG BEAT/ATL. GRP.) - I like this record.

**REAL McCOY** *Another Night* (ARISTA) - A smash!

## **ANDY SHANE, AMD, Z100, New York**

**FOUR SEASONS** *December 1963 (Oh What A Night)* (CURB) - Already calling out like a son of a bitch.

**GREEN DAY** *Basket Case* (REPRISE) - If you're not playing it yet, you should think about it: #1 phones here.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - My favorite cut on the CD.



# Melissa Etheridge

## "I'm The Only One"

Selling Over 40,000 Albums Per Week  
Album #25\* Billboard HOT100

### Spinning At:

WPLY-46x,	WFLY-35x,	WPST-27x,	WHHY-28x,	95XXX-50x,
WKBQ-17x,	KZZU-21x,	KQKQ-25x,	WNTQ-40x,	WVSK-18x,
WNVZ-19x,	WGRD-33x,	STAR94-45x,	WHOT-32x,	WYCR-32x,
WAHC-27x,	WVSR-25x,	WEDJ-62x,	WWCK-25x,	and many more...
WKSE-12x,	KHTT-36x,	WZYP-20x,	WTWR-31x,	

### TOP 20 SALES:

New York #13, Philadelphia #14, Boston #20, Atlanta #15, Tampa #19, Hartford #12, Charlotte #16, Albany #15, Jacksonville #15, Richmond #7, Syracuse #11 and more

*"Showing #1 research for us."*

**Garett Michaels, PD, WPLY**

*"#1 callout all demos male and female."*

**Mike Donovan, PD, WEDJ**

*"#2 callout across the board."*

**Tony Novia, OM, STAR94**



# 4 P.M.

## "Sukiyaki"

### Spinning At:

92Q-27x, KKSS-51x, KMXZ-25x, KPRR-49x, KTFM-24x, HOT97.7-74x, Q105-24x

### In Rotation At:

KLUC-10x, KKFR-7x, WXKS-14x, WWCK-5x, POWER106, Z90



# WET WET WET

## "Love Is All Around"

#1 In The UK For 12 Weeks/Over 2 Million Albums Sold Around The World

### Spinning At:

WPLJ-29x	KHMX-29x	KISN-42x	KPLZ-38x	WZPK-34x
WKDD-48x	WMXV-32x	WKTI-30x	WYCR-18x	Q106-25x
WMXN-41x	WMXQ-31x	WTMX-24x	WSTW-22x	B97-19x
WRQX-28x	WMJQ-31x	KGBY-34x	KKRZ-23x	and more...

### In Rotation At:

Q99-11x, WIXX-10x, WXKB-12x, POWER PIG-3x, KBFM-12x, WABB-11x, WXKS-5x, KC101-8x, WBBO-7x, WGTZ-6x, G105-5x, WDDJ-4x, and more

### Selling In:

New York, Chicago, Philadelphia, Boston, Washington D.C., Pittsburgh, Portland, Milwaukee, Buffalo, Harrisburg, Salt Lake City, and more...



# PRINCE "Letitgo"

More Than 3,000 Total BDS Spins - More Than 34 Million Listeners

More Than 2000 Total Top40 BDS Spins - More Than 16 Million Top40 Listeners

Debut #33\* Monitor Mainstream Chart

20-16\* Monitor Rhythm Crossover Chart

SoundScan Album Chart Debut #15\* 62,783 Pieces Sold This Week

Spinning At:			
WJMH	35x	KHKS	31x
WKSI	13x	KJ103	40x
WAPE	19x	KKXX	41x
WHJX	26x	KGGI	19x
PWR96	13x	KLUC	40x
XL106.7	19x	Z90	19x
PWR PIG	35x	Q106	14x
HOT102	39x	KBOS	26x
KDWB	23x	KSFM	29x
KISF	33x	Q99	47x
WGTZ	15x	WIOQ	31x
WHHH	31x	92Q	27x
WDJX	14x	WPGC	25x
WKSE	13x	KBXX	16x
98PXY	13x	PRO-FM	25x
WHYT	63x	KIX106	19x
		WXKS	15x

Added At:	
WZPL	WKRZ
98PXY	KWTX
KKSS	WWKZ
WOVV	WRHT
WCIL	WVIC
	KZFM

*Land/Abox*

"Far Behind"

More Than 3100 Total BDS Spins - More Than 30 Million Listeners

More Than 1100 Total Top40 BDS Spins - More Than 10 Million Top40 Listeners

37-35\* Monitor Mainstream Chart

8\* SoundScan Album Chart

SoundScan Singles Chart D#50\* - 9,682 Pieces Sold This Week

Billboard Hot 100 58-37\*

Added At:

**WTIC-FM**  
**WMEE KKRD**  
**WNOK WVKS**  
**WJMX**

Spinning At:			
KDGE	65x	WKBQ	18x
WHJX	38x	99X	27x
KITS	17x	WZJM	50x
HOT102	19x	WAHC	40x
KROQ	20x	WKSE	22x
KDWB	8x	WHYT	48x
THE END	28x	KRBE	12x
		B97	23x
		KKFR	17x
		Q99	31x
		KUBE	68x
		WPLY	15x
		WNVZ	9x
		HOT97	36x



Heavy  
 Rotation  
 18th Week  
 32+ Spins -  
 No burn



RECORDS

# PRETENDERS

"I'LL STAND BY YOU"

Nearly 2000 Total BDS Spins - Nearly 13 Million Listeners  
Nearly 1200 Total Top40 BDS Spins - Nearly 8 Million Top40 Listeners  
#34\* Monitor Mainstream Chart



Added At:

WZPL

K92

WGRD

WNOK

KISX

Spinning At:

WAPE 18x

XL106.7 22x

KDWB 11x

WKBQ 9x

98PXY 10x

Q106 26x

WZJM 23x

WAHC 26x

WGTZ 25x

WDJX 24x

WKSE 39x

B97 36x

Q99 19x

WPLY 21x

WFLY 34x

# MC 900 FT. JESUS

"IF I ONLY HAD A BRAIN"

Added At:

WKSE - 8x KC101 WHJX KJ103

Spinning At:

KUBE 17x

WPST 5x

WKSE 12x

KJ103 7x

KSFM

WGRD

HOT102

and more



RECORDS

WXLK 92.3FM  
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# K92

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FAX (804)385-6430

August 19, 1994

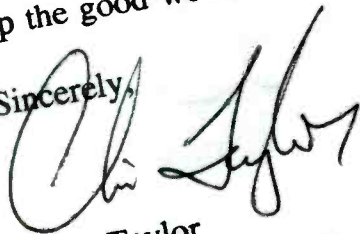
Barry Fiedel  
Hitmakers  
22222 Sherwood #205  
Canoya Park, CA 91303

Dear Barry:

Just a quick note to say thanks for taking care of me at the New York Convention. I had a really good time at last years and thought it would be hard to top, but you succeeded. Steve Rivers presentation was excellent as were the rest of the panels.

You, Frank, Kevin and Bobbi have supported me through the years and I appreciate it! Keep up the good work.

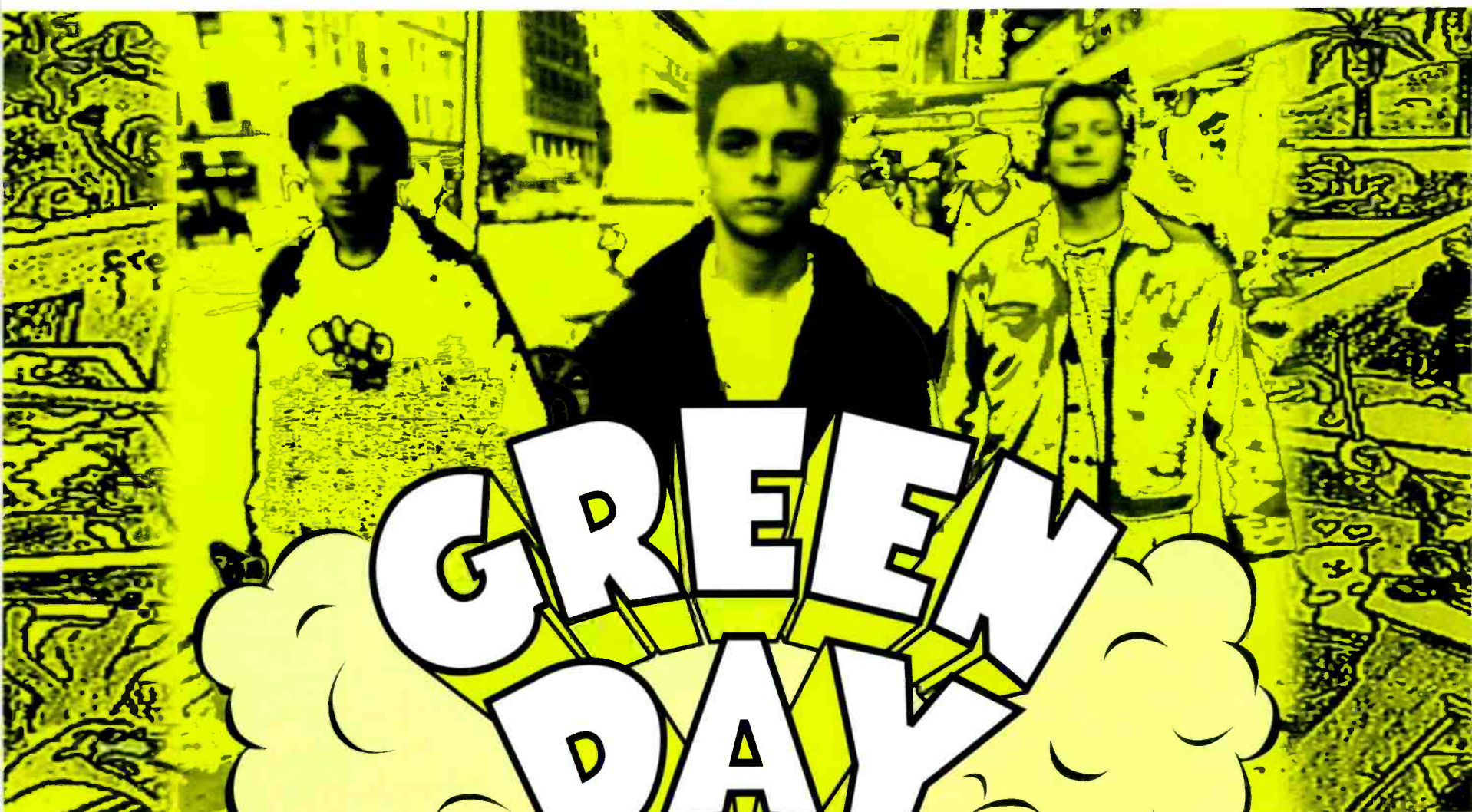
Sincerely,



Chris Taylor  
Programming Director

CT:kvv

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



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

THE NEW  
SINGLE  
AND VIDEO

Basket Case

**SoundScan Album Sales 8-5\*! Over 105,541 Weekly Sales!**

**Most Added...Again! 34 New Adds Including:**

KISF Kansas City  
WFLY Albany

KKFR Phoenix  
WGTV Dayton

WLUM Milwaukee  
KHTT Tulsa

WVZ Norfolk  
WKSJ Greensboro

KRBE Houston  
KRQ Tucson

WZPL Indianapolis  
And Many More!

WDJX Louisville

**Serious Rotations!**

WHYT Detroit 50 Plays  
WHJX Jacksonville 25 Plays

KUBE Seattle 41 Plays  
THE EDGE Charlotte 20 Plays

KROQ Los Angeles 41 Plays  
B97 New Orleans 20 Plays

99X Atlanta 28 Plays  
WPLY Philadelphia 15 Plays

Z100 New York 33 Plays  
WKSE Buffalo 19 Plays

KC101 New Haven 23 Plays  
WRVQ Richmond 11 Plays

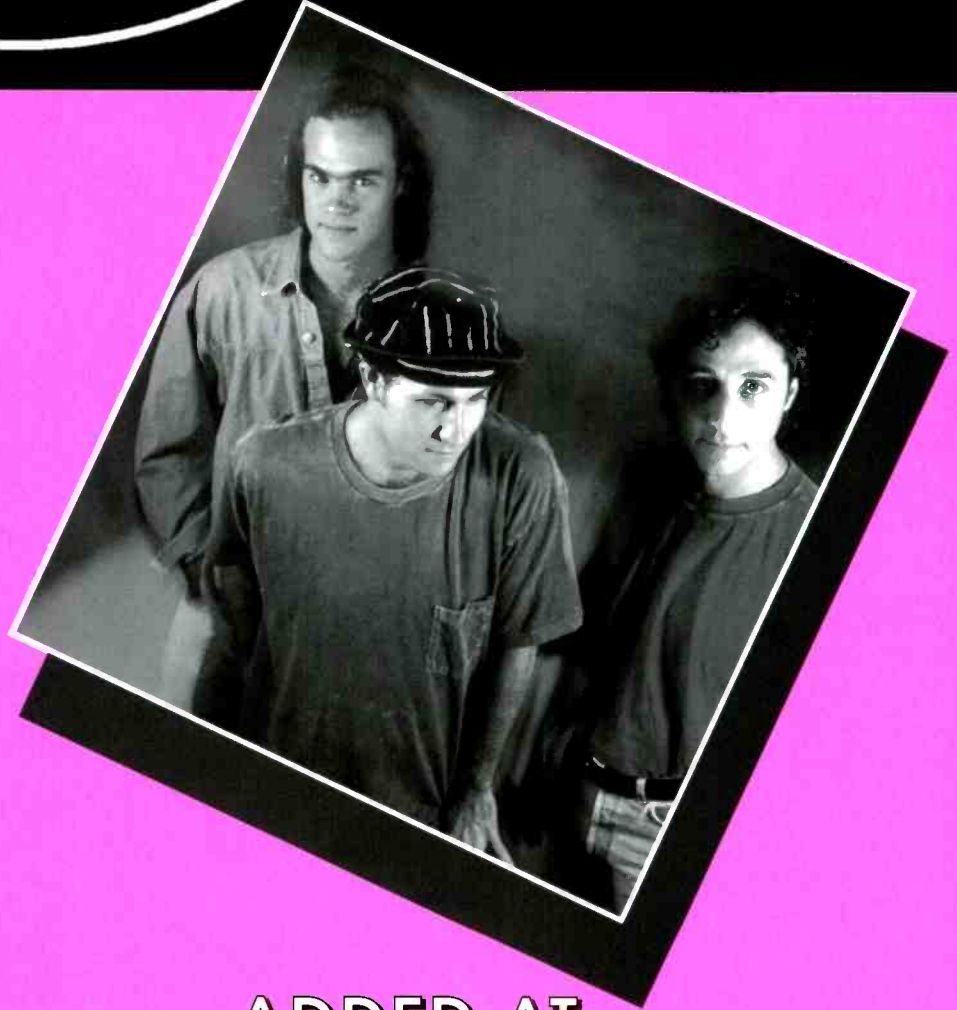
**Up 663 Spins! Plays More Than Doubled  
Already Over 1.3 Million Shipped!**



# DEADEYE DICK

**NEW  
AGE  
GIRL**

**THE  
BOX** #2  
WASH. TELEVISION  
TRU CONTROL



## MAJOR AIRPLAY:

Z100	28x
WKSE	26x
WHYT	13x
WPST	21x
B97	16x
KQKQ	24x
XL106.7	22x
KDWB	14x
WKBQ	18x
WKSI	24x
WOVV	25x
KKRD	21x

And many more...

## ADDED AT:

**KRBE, WHJX, WGTZ, KDUK KDWB,  
WRVQ, WFLY, and more...**

*"Top 5 Phones 12-20 Demo!"*  
**Frankie Blue, APD, Z100**

*"Top 10 phones!"*  
**KEVIN PETERSON, MD, KDWB**

*"#6 phones overall!"*  
**DAVE MCKAY, APD/MD, WPST**

*"Guaranteed! Instant reaction...If you don't get  
reaction call me and I'll climb your tower!"*  
**PAUL BRYANT, MD, KRBE**

*"Top 5 phones. It's exploding in Richmond!"*  
**BILLY SURF, MD, WRVQ**





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ZYX-MUSIC DISTRIBUTION LTD.  
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AUGUST 12, 1994

DEAR: TONY MONTE  
VINCE PELLEGRINO  
BARRY FIEDEL

GEORGE HESS  
IZZY SANCHEZ

I want to take this time to say thanx. The S.I.N./Hitmakers thang you guys had here in New York was one of the most organized and well thought out industry think tanks I have ever attended. There seemed to be a real attempt to root out our problems and take a step to solve them. Tony made an excellent moderator. He brought out all the right topics and kept the floor open for discussion so people can air out their thoughts. I was most impressed by Barry's take charge attitude. When he said right then & there that he would set up a conference call for Record Pools, after Rory from Las Vegas asked for it, I was most impressed. Too often these things turn into "the same old thing", people bitching and nothing getting done. This time I felt there was a real attempt made to come away from this, with more than we walked in with (as an industry). Vince was inspirational (as usual), it is great to have someone with his experience and time spent in the industry still have that passion that is so often missing in industry veterans. No egos, no jaded personalities, just "One Nation Under A Groove". Thanx to you guys and your staffs (Hi, Frank!), and to Elite/ADM for throwing a slamming party and allowing me to showcase Dare 2 B Difrent! I am positive that North America will follow Europe, where todays dancefloor hits are on tomorrow's Top 40 playlists. Remember the words of a wise old man "United we stand, divided we fall".

Best Regards,

Harry Frank Towers

**COLUMBIA**

550 Madison Avenue  
New York, New York 10022-3211  
(212) 833-8000

August 15, 1994

Dear Barry & Bob:

I wanted to express my gratitude to you and the entire Hitmakers staff for providing a brilliant seminar session with Steve Rivers in New York. To be a part of a simulated auditorium test as well as seeing actual research results was completely hands on and brought us one step closer to being apart of reality in radio. I know Jerry Blair, Lee Leipsner and our friends in radio that attended felt fortunate to be apart of this event. I look forward to future seminars of this caliber.

Thank you.

Best Regards,



Charlie Walk  
Director  
National Top Forty Promotion

Barry Fiedel / Bob Greenberg  
Hitmakers



# JAKI GRAHAM

*"Ain't Nobody"*

**W100!** *Added after 1 play!*

**G105!** *18 spins*

**WXKS** *23 spins*

**PRO-FM** *20 spins*

**98PXY** *12 spins*

**WKSS** *39 spins Top 10!*

**KCAQ** *13 spins*

**KKFR** *18 spins*

**Z90** *12 spins*

**WHJX** *27 spins*

**WFHN** *8 spins*

**A HITMAKERS  
CONFERENCE CALL PICK!**

*"Find this record and play it."*  
JOHN IVEY, PD - 98PXY

*"Been listening to it a few  
weeks. Sounds very compelling."*  
ERIK BRADLEY, MD - 896

*"Makes me want to get in my car  
and drive to Jones Beach...Ooops,  
that would take five days."*  
RICK STACY, PD - KKFR

**#10 MOST DISC-OVERED!**  
**#2 BILLBOARD HOT DANCE CHART!**  
**OVER 200 BDS SPINS THE FIRST WEEK!**

**check your mail now for**  
**BRIAN MOORE "Stay Awhile"** MEEKO/ Critique  
**WPGC - 20 SPINS**  
**ALSO ON HITMAKERS CD #105, CUT 12**

AVEX GROUP/ Critique



**PATO  
BANTON**

**WITH ROBIN  
& ALI CAMPBELL (UB40)**

**"Baby Come Back"**

**Almost 300 BDS Spins At Alternative**

**On The Hitmakers CD Sampler Volume  
105 - Cut 4**

Over 26 Stations On Board Including:

**THE END**

**LIVE105**

**XHRM**

**KEDJ**

**WZRH**

**WFNX**

**KEDG**

**WDRE**

**91X**

**ON YOUR DESK NOW  
READY FOR TOP40  
AIRPLAY**





# ALTERNATIVE WORLD



## MOST DISC-OVERED COMMERCIAL ALTERNATIVE

- LIVE**  
"I Alone" (RADIOACTIVE)
- VERUCA SALT**  
"Seether" (MINTY FRESH)
- THE FIGGS**  
"Favorite Shirt" (IMAGO)
- SEED**  
"Rapture" (GIANT)
- ECHO BELLY**  
"I Can't Imagine The World Without Me" (FAUV)
- ERASURE**  
"Run To The Sun" (ELEKTRA)
- GREEN DAY**  
"Basket Case" (REPRISE)
- SMITHEREENS**  
"Time Won't Let Me" (RCA)
- SOUP DRAGONS**  
"One Way Street" (POLYGRAM)
- STONE TEMPLE PILOTS**  
"Interstate Love Song" (ATLANTIC)

## MOST DISC-OVERED SPECIALTY SHOWS

- SUGAR**  
"Your Favorite Thing" (RYKODISC)
- SONIC YOUTH**  
"Superstar" (A&M)
- BAD RELIGION**  
"Stranger Than Fiction" (ATLANTIC)
- CRACKER**  
"Eurotrash Girl" (VIRGIN)
- DAMBUILDERS**  
"Shrine" (EASTWEST)
- DINOSAUR JR.**  
"Feel The Pain" (SIRE/REPRISE)
- TRIPMASTER MONKEY**  
"Shutter's Closed" (SIRE/REPRISE)
- VERUCA SALT**  
"Seether" (MINTY FRESH)
- BEASTIE BOYS**  
"Sabotage" (CAPITOL)
- CONSOLIDATED**  
"Born Of A Woman" (LONDON)

## THE BUZZ...

### MOIST Push (EMI)

This band has a new, and unique sound. The song rocks from beginning to end. The lyrics are catchy, and the opening guitar riff is strong. Music has been sounding the same for so long, that when this song came out, it screamed "NOTICE ME" Don't forget to *Push* this one, before it's too late!

### MAZZY STAR Fade Into You (CAPITOL)

It's a big hit with the female audience. The song has a progressive-folk sound to it that makes you want to sway to the music. Be sure and add this to your rotations.

### SHERYL CROW All I Wanna Do (A&M)

Very catchy tune! Congratulations to A&M Records, and Sheryl Crow. This could be a #1 hit record. Mainstream is all over it, and in power rotation at The EDGE in Las Vegas. Getting many more rotations at other stations daily.

### SMITHEREENS Time Won't Let Me (RCA)

A fantastic remake! Should do very well with all audiences. WEQX has added it to their playlist. From the upcoming Jean Claude Van Damme movie TIMECOP.

### PATO BANTON Baby Come Back (IRS)

Their version of the song *Baby Come Back* is one of the most added at Alternative radio stations across the country. Once you hear this song you will want to hear it again, and again. It has total audience familiarity!

### SONIC YOUTH Superstar (DGC)

It's a spacey remake of a Carpenters tune. The Alternative sounds keep you listening and playing this song over, and over again. Give it a try!

### WEEZER Undone (The Sweater Song) (DGC)

Alot of stations are picking up on this tune. Has a similar sound to Butthole Surfers. Give it some airplay, and check out the audience reaction.

### LIGHTNING SEEDS Lucky You (TRAUMA)

This record has a nice balance, and a different sound than other groups out there right now. Great song for all demos. Very Cool!

### JESUS AND MARY CHAIN W/ HOPE SANDAVOL Sometimes Always (AMERICAN)

This is a HOT tune...PLAY IT!!!!

Josh and Lisa

*Break Thru*  
Promotion & Marketing

Break Thru/Tower Records  
Top Five Alternative Picks  
for week ending: August 17, 1994  
(for more information call 415-626-7611)

- MEAT PUPPETS - Too High To Die (LONDON)
- SOUNDTRACK - Speed (ARISTA)
- JAH WOBBLE - Take Me To God (ISLAND)
- THE DAMBUILDERS - Encendedor (Eastwest)
- PULP - His 'N Hers (ISLAND)

(advertisement)

## WILD COLONIALS "SPARK"

Adds This Week:

WFNX  
WBRU  
WEQX



Spinning At:	
99X	18x
WHFS	22x
WWDX	20x

Produced by Tchad Blake • Management Goldmountain Entertainment  
© 1994 Geffen Records Inc.



# HITMAKERS Alternative Disc-overly Club®

## ROB DESHAY, PD, KAVS, Lancaster

THEY MIGHT BE GIANTS *Snail Shell* (ELEKTRA) - Great phones. It's going to explode for us!

MARTIN NEWELL w/Andy Partridge *The Greatest Living Englishman* - Classic XTC style. Britt-Pop, wonderful sound. People should give this one a try.

## JOHN CLAY, PD, KEDJ, Phoenix

VERUCA SALT *Seether* (MINTY FRESH) - No wonder major labels are fighting each other to sign this band.

SMITHEREENS *Time Won't Let Me* (RCA) - Another great remake.

## SUSIE DUNN, MD, KLPX, Tucson

JESUS & MARY CHAIN w/Hope Sandoval *Sometimes, Always* (AMERICAN/WARNER BROS.) - It's brilliant! The combo of Jesus & Mary Chain and Hope Sandoval is beautiful.

LUCIOUS JACKSON *City Song* (CAPITOL) - Very cool.

ECHO BELLY *I Can't Imagine The World Without Me* (FAUV) - I like this one.

SUGAR *Your Favorite Thing* (RYKODISC) - I like this one.

THE FIGGS *Favorite Shirt* (IMAGO) - I also like this one.

## DAVE LeVORA, PD, KLYV, Dubuque

KILLING JOKE *Millennium* (ZOO) - Glad to have these guys back. This new incarnation of one of England's loudest bands is more accessible, but still way cool.

WEEZER *Buddy Holly* (DGC) - Great follow-up to Undone. Huge phones. Rick Ocasek's production makes it sound like a '90s version of The Cars, only much dorkier.

LIVE *I Alone* (RADIOACTIVE) - My favorite track on the album. Gigantic phones!

GREEN DAY *Welcome To Paradise* (REPRISE) - Great tune. I might be off here, but I think this track introduces an entirely new chord. Jump aboard now!!

## MIKE PEER, MD, KNNC, Georgetown

THE FIGGS *Favorite Shirt* (IMAGO) - I like this one.

VERUCA SALT *Seether* (MINTY FRESH) - Kinda into that.

NICK CAVE AND THE BAD SEEDS *Do You Love Me* (ELEKTRA) - Watch out for this record.

G LOVE & SPECIAL SAUCE *Cold Beverage* (550 MUSIC/EPIC) - In the Beck sound vein.

SPONGE *Neenah Menasha* (CHAOS) - Cool tune!

## MARIANNE DUPREY, MD, KTUX, Shreveport

BEASTIE BOYS *Sabotage* (CAPITOL) - It's getting airplay.

L7 *Andre's* (REPRISE) - L7 rocks.

I MOTHER EARTH *So Gently We Go* (CAPITOL) - It's got kind of a Beatles feel to it. It's very cool.

GREEN DAY *Basket Case* (REPRISE) - It's a great follow-up track to *Longview*.

LIVE *Selling The Drama* (MCA) - Getting a lot of airplay.

## RICK MICHAELS, PD, THE END, Cleveland

VERUCA SALT *Seether* (MINTY FRESH) - HUGE!

SOUP DRAGONS *One Way Street* (POLYGRAM) - The best Soup Dragons I have ever heard.

SMITHEREENS *Time Won't Let Me* (RCA) - Excellent remake of an Outsiders tune - Should be huge!

BARE NAKED LADIES *Jane* (SIRE/REPRISE) - Canada's best is back!

## WOODY BARTLETT, OM, WAVF, N. Charleston

THE TOADIES *Mr. Love* (INTERSCOPE) - They rock!

SEBADOH *Skull* (SUB POP) - More melodic than Dinosaur Jr.

BODY COUNT *Street Lobotomy* (VIRGIN) - This is Punk Rock. All the songs are under one minute.

GIANT SAND *Yer Ropes* (IMAGO) - This stuff is head and shoulders above what anybody else has done...It's more than Rock.

## JOHN O'ROURKE, MD, WDJB, Fort Wayne

ERASURE *Run To The Sun* (MUTE/ELEKTRA) - Going to be big.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - Going to be a big hit.

20 FINGERS *Short Short Man* (ID) - I like it a lot.

## TOM CALDERONE, OM/PD, WDRE, Philadelphia/New York

LIVE *I Alone* (RADIOACTIVE) - Sounds great on the air. Good phones.

SEED *Rapture* (GIANT) - The one record that has not crossed over. I hope it breaks. It's really strong.

## GARY SCHOENWETTER, MD, WEQX, Manchester

LIVE *I Alone* (RADIOACTIVE) - Immediate and nonstop phones on this song.

THE FIGGS *Favorite Shirt* (IMAGO) - Our local boys have done well.

VERUCA SALT *Seether* (MINTY FRESH) - When we first played this in March, we knew it would take off!

SEED *Rapture* (GIANT) - Silly lyrics make it a great summer sing along song.

## GLEN DILLON, APD/MD, WKFR, Kalamazoo

ECHO BELLY *I Can't Imagine The World Without Me* (FAUV) - It's a brilliant tune!

GREEN DAY *Basket Case* (REPRISE) - Awesome!

ERASURE *Run To The Sun* (MUTE/ELEKTRA) - It's great!

MAZZY STAR *Fade Into You* (CAPITOL) - I also like this one.

STONE TEMPLE PILOTS *Interstate Love Song* (ATLANTIC) - I also like this one.

## DAVE McKAY, MD, WPST, Trenton

SONIC YOUTH *Superstar* (A&M) - From the Carpenters tribute album...Can't wait to hear the whole thing.

SEED *Rapture* (GIANT) - This song is breaking out in this area...Check it out.

GIGOLO AUNTS *Bloom* (RCA) - This band deserves to be huge and this is the song to do it.

## HOWARD PETRUZZIELLO, APD, WROV, Roanoke

SUGAR *Your Favorite Thing* (RYKODISC) - Pretty much amazed that he can do it again. Only four songs, but all are really good.

JESUS LIZARD *Fly On The Wall* (TOUCH & GO) - It's damn amazing.

## CHRIS JAMES, PD, WTPA, Mechanicsburg

WEEZER *Undone (Sweater Song)* (DGC) - We got phone calls off of one play.

DEADEYE DICK *New Age Girl* (ICHIBAN) - Alternative meets comedy. People go nuts when they hear it.

# MOIST push

The track and video.

Silver  
The CD and Cassette.

EMI Records  
Chrysalis

## Tom Calderone, OM/PD, WDRE

"Sounds great on the air. In the same vein as Offspring and Green Day."

### Friday Night 8/19

Opened for Red Hot Chili Peppers at Roseland, NYC (Sold Out)

### Saturday Night 8/20

Opened for Live at Westhampton Summer Stage, Long Island (Sold Out).

### Tuesday Night 8/23

Opened for SmitHEREENS at Theatre of the Living Arts, Philly PA (Sold Out).

### Saturday, 9/10

Opening for Green Day at Blossom Music Center, Cleveland, OH (yep, that's Sold Out also).

TV 120 Minutes

SILVER, their debut album goes PLATINUM in Canada!

### New airplay at:

KPOI WBRU WRLG

### Also on:

WFNX WHTG WEQX  
WDRE KACV WRAS  
89X KLZR WRXS

Not a bad week huh?

Produced by Kevin Hamilton and Moist Management: Keith Maryanovich

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# HITMAKERS Alternative Disc-covery Club®

**THE MINISTER**, *Alt. Show Producer, KEDJ, Phoenix*

**REVEREND HORTON HEAT** *One Time For Me* (INTERSCOPE) - Gotta good beat. You can dance to it.

**VERUCA SALT** *Seether* (MINTY FRESH) - Amazing in-your-face little diddie.

**ROBERT WINSON**, *Alt. Show Producer, KFSR, New Mexico*

**FRED HO** *Afro-Asian Music Ensemble* (SOUL NOTE) - Wise-ass San Francisco Bay Area jazz.

**ROLLING STONES** *Voodoo Lounge* (VIRGIN) - Weak lyrics, sounds great.

**ARMIDA SANTA CRUZ**, *Alt. Show Producer, KIOT, Santa Fe*

*dada S.F. Bar '63* (I.R.S.) - *S.F. Bar '63* and *All I Am* are my picks for hits. I don't know what I.R.S. has planned, but those two tunes have me creamin' my jeans. And, of course, there's a 'my-CD-player-at-home-not-for-airplay-on-radio pick': *Feel Me Don't You*...and blah, blah, blah...what can I say?

**DUH** *American Highway Flower* (I.R.S.) - It's called *American Highway Flower* and I.R.S. plans release for September 20...The wait will be worth it, just breathe deep.

**CRACKER** *Eurotrash Girl* (VIRGIN) - Another cool spin.

**JAWBOX** *Cooling Card* (ATLANTIC) - Another cool spin.

**MOLLY HALF HEAD** *Barny* - Another cool spin. And almost all of *Jabberjaw*.

**REED COLLINS**, *Alt. Show Producer, KJKJ, Grand Forks*

**FRANK BLACK** *Calistan* (ELEKTRA) - Our listeners still can't get enough of Frank Black. Great phones.

**DAMBUILDERS** *Shrine* (EASTWEST) - Playing for quite a while now, seeing it on 120 Minutes responses. Continually on the rise.

**FIVE-EIGHT** *Fall Asleep* (ICHIBAN) - Unique song that will add a variety to your station.

**READE MITCHELL**, *Alt. Show Producer, KMJX, Little Rock*

**SONIC YOUTH** *Superstar* (A&M) - From the *IF I WERE A CARPENTER* album.

**MATTHEW SWEET** - Also from the *IF I WERE A CARPENTER* CD..

**SINEAD O'CONNOR** *Fire On Babylon* (EMI RECORDS) - Should forget about the controversy and play this song.

**JAWBOX** *Cooling Card* (ATLANTIC) - First track on new LP. It's a cool song and it sounds like something to help them get a bigger audience.

**BILL REID**, *Alt. Show Producer, KNDD, Seattle*

**JULIAN COPE** *Autogeddon CD* (AMERICAN) - A trip.

**ELASTICA** *Stutter 7* (SUB POP) - Believe the hype.

**SONIC YOUTH** *Superstar* (A&M) - *IF I WERE A CARPENTER* compilation CD. Can the end be far off?

**JOEL HORNBASTEL**, *Air Personality, KYYS, Kansas City*

**SUGAR** *Your Favorite Thing* (RYKODISC) - I like it a lot. Vintage Sugar.

**SNEECHES** *Blow Out The Sun* (SPIN ART) - After years of silence it's good to hear from them again.

**KILLCREEK** *Fruit Pie* (MAMMOTH) - This latest band, out of Lawrence is also my favorite.

**GIGOLO AUNTS** *Bloom* (RCA) - Why aren't they huge?

**PAUL GRAY**, *DJ, KZFN, Moscow*

**TRIPMASTER MONKEY** *Shutter's Closed* (SIRE/REPRISE) - Thank you Howie Klein for turning me onto the hottest song this summer.

**OFFSPRING** *Come Out & Play* (EPITAPH) -

Generating huge phones with the new single, *Come Out & Play*.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - The biggest reaction this year so far.

**MEDI-RAIN** *Always* (COLUMBIA) - Thanks to Zach at COLUMBIA Alternative promotion for turning me onto Medi-Rain. Check out the track *Always*.

**MICHAEL DEAN**, *Alt. Show Producer, OK95, Tri-Cities*

**THE FIGGS** *Favorite Shirt* (IMAGO) - Very, very hooky.

**OASIS** *Supersonic* (EPIC) - You're going to hear a lot more about this record. It's going to be a good one.

**DAMBUILDERS** *Shrine* (EASTWEST) - Phones, phones, phones.

**NEIL YOUNG & CRAZY HORSE** *Change Your Mind* (REPRISE) - You'd be amazed how well this fits with today's Alternative stuff. Monster phones.

**LAURA LILLY**, *Alt. Show Producer, WBZZ, Pittsburgh*

**DINOSAUR JR.** *Feel The Pain* (SIRE/REPRISE) - Lots of requests. They will take the same path as Soul Asylum and Meat Puppets.

**JESUS & MARY CHAIN w/Hope Sandoval** *Sometimes, Always* (AMERICAN/WARNER BROS.) - Just enough hope to be hip. Classic Jesus and Mary Chain.

**NIC HARCOURT**, *Air Personality, WDST, Woodstock*

**DECONSTRUCT** *L.A. Song* (AMERICAN) - Shame the band already broke up.

**PEACEBOMB** *Alt. Woodstock CD* (SLICE) - Don't let the 'F' word stop you from playing this song.

**CONSOLIDATED** *Born Of A Woman* (LONDON) - More wonderful, thought-provoking lyrics from San Francisco vegetarian male lovers.

**DIEHAUT** *Trucklove* (XXX) - This track has Nick Cave on vocals. Play it, you'll perish.

**DAVE MARSH**, *Alt. Show Producer, WHFS, Washington, DC*

**SHUTTER TO THINK** *Hit Liquor* (EPIC) - Definitely one of the coolest songs I've heard and that's just scratching the surface. The whole record is brilliant.

**MAGNAPOP** *Slowly Slowly* (PRIORITY) - Quickly, quickly play *Slowly Slowly*.

**SONIC YOUTH** *Superstar* (A&M) - This is just a very surprising version and I hope the whole album will be as good as this song.

**VERUCA SALT** *Seether* (MINTY FRESH) - Sugary sweet.

**BILL HANSON**, *Alt. Show Producer, WHTF-FM, York*

**SUGAR** *Your Favorite Thing* (RYKODISC) - Bob Mould can do no wrong, but he had been overlooked by commercial radio for too long. This is just another great Mould track with an addictive guitar hook.

**THEY MIGHT BE GIANTS** *Snail Shell* (ELEKTRA) - The usual astute lyrics with the backing of a full band give They Might Be Giants a more mature sound.

**GILBY CLARKE** *Jail Guitar Doors* (VIRGIN) - Buried deep in the album, this will hopefully be a future single. Covering the Clash and covering them well shows that Gilby's tastes go far beyond a G n' R sound.

**FAR SIDE** *Buck* (REVELATION) - This is my favorite cut, but just about any track will work. They are continuing to sell a bundle of records around here.

**BAD RELIGION** *Stranger Than Fiction* (ATLANTIC) - If this isn't on your playlist you need serious help.

**ROB WELDON**, *Alt. Show Producer, SLAM, WHY?, Detroit*

**MARILYN MASON** *Mother Inferior Got Her Gunn* - I saw these guys open for Nine Inch Nails, and I was scared...Nuff said.

**BODY COUNT** *Born Dead* (VIRGIN) - Take two aspirin, a pot of coffee, and call your doctor in the morning. SLAM!

**BIO HAZARD & SEN DOG** *How Is It* - Bio Hazard's probably going to be better remembered for their work with rap artists than with their metal, especially when this collaboration with Cypress Hill. Sounds this good.

**STEVE REYNOLDS**, *Alt. Show Producer, WKLL, Utica*

**SUGAR** *Your Favorite Thing* (RYKODISC) - It proves the existence of God because if God didn't exist, a song this good couldn't be written.

**BAD RELIGION** *Stranger Than Fiction* (ATLANTIC) - Already starting to light up the phones on my show.

**DINOSAUR JR.** *Feel The Pain* (SIRE/REPRISE) - J. Mesaus does it again and the video gets a lot of phones.

**TRIPMASTER MONKEY** *Shutter's Closed* (SIRE/REPRISE) - It's the best to come from Iowa since Tom Arnold. Wait a minute, it's the only good thing to come from Iowa.

**KEN ZIPETO**, *Planet M Producer, WMMR, Philadelphia*

**MAZZY STAR** *Fade Into You* (CAPITOL) - It's just an incredible song that takes you to another planet...Another girl, another planet.

**SUGAR** *Your Favorite Thing* (RYKODISC) - It's my favorite thing and it's your favorite thing. Let's have a bowl of Fruit Loops and we'll sing.

**CRACKER** *Eurotrash Girl* (VIRGIN) - Aren't you GLAD this is a HEFTY track from Cracker. By the way, play it safe and use a twist tie.

**SUPERMODEL DAVE**, *MD, WRAS, Atlanta*

**MAGNAPOP** *HOT BOXING LP* (PRIORITY) - I like them even if they were from Seattle.

**SPONGE** *Rotting Pinata* (CHAOS) - First release from Detroit band. The label is working the track *Rotting Pinata*, but the best track is #8, Molly.

**WHO DO GURUS** *CRANK LP* - If you're not playing this one and you call yourself an Alternative station, you might need to change formats.

**MOIST** *Push* (EMI RECORDS) - Stuck on this one. It kicks ass and makes my phone blink a lot.

**JASON BOTTOM**, *Alt. Show Producer, WTTT, Bloomington*

**THE SMEARS** *Back Door Baby* (CARGO) - The Smears are three young ladies with a debut full-length called *LOVE IS FER SUCKERS*. 19 stop punk beauties about drinking, f\*\*king, and being bored, usually in that order. Please make this album a success so they don't break-up and ruin my day.

**SHARON STEEL**, *MD, WYYS, Courtland*

**LOVE SPIT LOVE** *Am I Wrong* (IMAGO) - Love it!!

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - I love it!

**CHRISTIAN UNRUH**, *PD, WZRH, New Orleans*

**SOUP DRAGONS** *One Way Street* (POLYGRAM) - Just couldn't wait for add date. Sounds like a smash. Had to throw it on early!

**A-HOUSE** *Why Me* - We found the import and now it is getting Top 5 phones.

**311** *Homebrew* (CAPRICORN) - Getting great response at night. Kids love it.

**BRYNN CAPELLA**, *AMD, XHRM, San Diego*

**MOTHERS DAY OUT** *Green* (EMI RECORDS) - Sounds great for a Rock-leaning Alternative station.

**LIVE** *I Alone* (RADIOACTIVE) - This band is going to skyrocket. There are many hits on this record.

**LIGHTNING SEEDS** *Lucky You* (TRAUMA) - Trippy-sounding, very cool. Can be played on many formats.

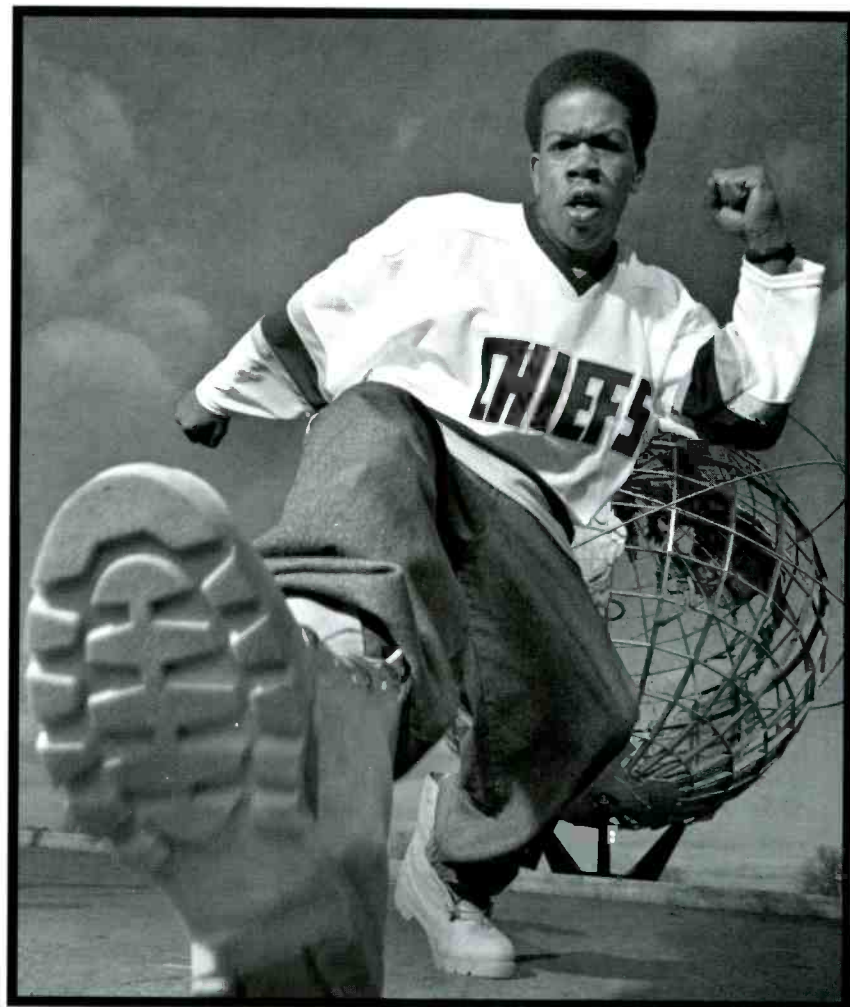
**SINEAD O'CONNOR** *Fire On Babylon* (EMI RECORDS) - It's good for her. It's a groovier sound, it's got more feel to it.

# THIS IS A CONFIRMED B.I.G. MACK ATTACK !

the notorious **B.I.G.**



**CRAIG  
MACK**



## “JUICY”

**Greg Head, MD, KBXX**

*"Early reaction on phones and at retail.  
Great buzz in the street."*

**Maurice DeVoe, MD, WIOQ**

*"We put it on the air and sales exploded.  
Top 10 in Philly. This is a monster."*

### SoundScan Singles Chart 36-26\*

Station	Spins	Sales Rank
HOT97	32x	#5
WIOQ	15x	#9
WPGC	20x	#16
WJMH	30x	#3
KBXX	26x	#26
KIX106	27x	#10

From his debut album

**READY TO DIE**

## “FLAVA IN YA EAR”

**Steve Smith, PD, HOT97**

*"It's da bomb in N.Y."*

**Bruce St. James, MD, POWER106**

*"The biggest street buzz going, East, West, North  
and South. It's da bomb!"*

**Joey Arbagey, MD, KMEL**

*"Blowing up both in requests and sales."*

### SoundScan Singles Chart 20-16\*

Added to  this week

Station	Spins	Sales Rank
HOT97	45x	#2
WPGC	25x	#2
92Q	21x	#5
KIX106	23x	#16
KMEL	16x	#23
WJMH	22x	#2

From his forthcoming debut album

**PROJECT:  
FUNK THE WORLD**



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# STREET SHEET

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

1. REAL McCOY Another Night (ARISTA)
2. FOR REAL You Don't Know Nothin' (PERSPECTIVE/A&M)
3. ILL/AL SKRATCH f/Brian McKnight I'll Take Her (MERCURY)
4. 4 P.M. Sukiyaki (NEXT PLATEAU/ISLAND)
5. CE CE PENISTON Hit By Love (A&M)
6. FORTE Girl I Want You Back (AVENUE)
7. IMMATURE Never Lie (MCA)
8. KEITA Boy You Are The One (WATCHIT!/ZOO)
9. MAZZY STAR Fade Into You (CAPITOL)
10. SALT-N-PEPA None Of Your Business (NEXT PLATEAU/ISLAND)
11. TERROR FABULOUS Action (EASTWEST)
12. XSCAPE Who's That Man (CHAOS/COLUMBIA)
13. AALIYAH At Your Best (BLACKGROUND/JIVE)
14. C&C MUSIC FACTORY Do You Wanna Get Funky (COLUMBIA)
15. CRAIG MACK Flava In Ya Ear (BAD BOY/ARISTA)
16. DEADEYE DICK New Age Girl (ICHIBAN)
17. HOOTIE & THE BLOWFISH Hold My Hand (ATLANTIC)
18. JAKI GRAHAM Ain't Nobody (CRITIQUE/BMG)
19. KARYN WHITE Hungah (WARNER BROS.)
20. LISA STANSFIELD Make It Right (GIANT)
21. MIRANDA Round And Round (SUNSHINE)
22. NOMAR Zoomin' (SCOTTI BROS.)
23. PETE ROCK & C.L. SMOOTH I Got A Love (ELEKTRA)
24. RAPPIN 4-TAY Playaz Club (EMI RECORDS)
25. RAYVON No Guns, No Murder (VP)
26. Y? N VEE Chocolate (RAL)

## Salwa's Space

- Happy Birthday shout outs go to Cary Vance at Profile, Phil Jones at POWER96, and Joe Quixx at KMEL/KKBT.
- It is finally official The Horse (John McMann) goes to Jive Records to do National Mix Show Promotion. He will be working out of the New York office. Congrats Horsey, radio will definitely miss you. John's last day at the station is September 1. No replacement has been named as of yet.
- To all you record reps and anyone else wondering what is going on at KJYK, MC Boogie D. is now Program Director, taking music calls at (602) 795-1490.
- Job openings include KGGI, WIOQ, and WILD107 (Check Ear for details).
- Paco Lopez checks in to let us know about his syndicated program that's exploding everywhere. For more info contact Gary B. at Super Radio (508) 626-2000.
- Bruce Willis' Die Hard 3 is currently being filmed in New York, and if you see a waiter that looks and sounds familiar ("Can I take your order?") Yes, it's HOT97's infamous Paco Lopez...Don't blink, or you'll miss his screen debut...
- KMXZ wants to thank everybody for making their first Funk Fest a huge success. Appearances by **COOLIO, CONSCIOUS DAUGHTERS, AHMAD, CONNIE, BLACKGIRL, OUTKAST, MASTA ACE, and SPANISH FLY.**
- Joe Hecht checks in to let us know that **BONE** sold 25,000 records this week and reports his Urban adds at WZKA, WJLB, and KKDA. **ABOVE THE LAW** sold 8000 records this week. Definitely watch for **BOOGIE**, this one's ready to explode, available on this week's Hitmakers CD. Call Joe at (212) 337-5300.
- **MIRANDA Round And Round** is also appearing on the Hitmakers CD in your hands. Erik Bradley at B96 couldn't wait and called Walter Kahn for a DAT. Shawn Phillips at Q99 is playing it off an advance tape. For your own DAT call Walter at Sunshine Records: (213) 465-5050.
- Greg Lee checks in with early rotation on **KARYN WHITE's Hungah** at the Power Pig, Q106, KSFM, KDON, KS104, KUBE, KKRZ, B100, WIOQ, 92Q, WPGC, WXKS, WUSL and THE BEAT. Look out for the **REPRESENTIN DA NEW BREED** sampler, available on vinyl and cassette featuring **OCM, CASSERINE, KATO.** Also check the **MC900 FT JESUS** Hip-Hop mix; works well on mix shows. Ask Markus Schulz from Hot Mix, he'll let you know.
- Be sure to listen to the **BILLY LAWRENCE** Puffy remixes of Happiness on EastWest. It has a good Urban feel to it. This is one to watch.
- **20 FINGERS Short Short Man** (ID) is exploding everywhere already on B96, WIOQ, 92Q, KPRR, WJMH, KLUC and many more. For info call Issy Sanchez and George Hess at (212) 274-9728 or Hazel at (708) 387-7100.
- Records that are working, so if you're not on 'em check them out: **REAL McCOY Another Night** (ARISTA), **FOR REAL You Don't Know Nothin'** (PERSPECTIVE/A&M), **ILL/AL SKRATCH f/ Brian McKnight I'll Take Her** (MERCURY), **4 P.M. Sukiyaki** (NEXT PLATEAU/ISLAND) **CE CE PENISTON Hit By Love** (A&M), **FORTE Girl I Want You Back** (AVENUE), **IMMATURE Never Lie** (MCA), **KEITA Boy You Are The One** (WATCHIT!/ZOO), **SALT-N-PEPA None Of Your Business** (NEXT PLATEAU/ISLAND), **TERROR FABULOUS Action** (EASTWEST), **XSCAPE Who's That Man** (CHAOS/COLUMBIA), **AALIYAH At Your Best** (BLACKGROUND/JIVE), **C&C MUSIC FACTORY Do You Wanna Get Funky** (Cheryl Lynn Remixes)(COLUMBIA), **CRAIG MACK Flava In Ya Ear** (BAD BOY/ARISTA), **JAKI GRAHAM Ain't Nobody** (CRITIQUE/BMG), **LISA STANSFIELD Make It Right** (GIANT), **MIRANDA Round And Round** (SUNSHINE), **NOMAR Zoomin'** (SCOTTI BROS.), **PETE ROCK & C.L. SMOOTH I Got A Love** (ELEKTRA), **RAPPIN 4-TAY Playaz Club** (EMI RECORDS), **Y? N VEE Chocolate** (RAL)

See Ya!

Salwa Scarpone

# RAPPIN 4-TAY "Playaz Club"

Adds This Week At: HOT105 and HOT97.7 (18 spins)

Already on:

- KMEL 34 spins
- WILD107 8 spins
- KWIN 24 spins

"This will be a massive smash...Jumbo!"  
Pete Jones, PD, HOT105

"This is the street jam of the summer. It's a reaction record. Phones ringing off the hook for this one."

Bobby Dee, PD, KMXZ

"This is definitely bubbling from the streets. Testing at mix show and club levels, one to look out for."

Joey Muzzalupo, MD, KSFM



**CAMILLE CASHWELL, MD, 92Q, Baltimore**  
**VERONICA LYNN** *Make Up Your Mind* (RCA) - Good dance feel.

**CASSERINE** *Why Not Take All Of Me* (WARNER BROS.) - Good uptempo, fresh for the radio.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Play this one quick.

**ERIK BRADLEY, MD, B96, Chicago**

**CE CE PENISTON** *Hit By Love* (A&M) - This should probably be the cut that brings Ce Ce back.

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - Been listening to it a few weeks. Sounds very compelling.

**MIRANDA** *Round And Round* (SUNSHINE) - Still love this one.

**NOMAR** *Zoomin'* (SCOTTI BROS.) - This one's still goin' on.

**REAL McCOY** *Run Away/Automatic Lover* (FRESHLINE/ARISTA) - Off an import...This group is totally for real, will have mo' hits coming at you.

**T.L.C.** *Creepin'* (ARISTA) - Eagerly anticipating this single.

**PETE JONES, PD, HOT105, Modesto**

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Groovy sound. Will be big.

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - This will be a massive smash...Jumbo!

**FORTE** *Girl I Want You Back* (AVENUE) - The Spanglish version should do well for us.

**IMMATURE** *Never Lie* (MCA) - Immediately lights up phones. It's older than you think.

**PACO LOPEZ, APD, HOT97, New York**

**K7** *Move It Like This* (TOMMY BOY) - This guy is blowin' up, we're feelin' it and he dances really good...You should play this or I'll send my boys over to your house and they'll talk to you.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - This is a great record and we're feelin' it, plus he dances really good, so you should play it or I'll send my boys over to see you and they'll talk to you.

**ILL/AL SKRATCH f/ Brian McKnight** *I'll Take Her* (MERCURY) - The hottest find since Hosh discovered America. Great street buzz. We're feelin' it, you should play it, plus they dance good, so you should play it. Or I'll send Vito over to your house and he'll talk to you.

**4 P.M.** *Sukiyaki* (NEXT PLATEAU/ISLAND) - Great song. We're feeling it, the street buzz has begun. You should play it. I don't know if they can dance, but they can sing...So you should play it or I'll send John over to your house and he'll talk to you.

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - The remixes are smooth and I want to thank the wonderful staff of HITMAKERS for an ever so lovely, pleasant and enjoyable seminar where I mingled with a plethora of industry executives and radio peers. Kudos to your staff on another successful venture.

**LUCIOUS ICE, AMD, KBXX, Houston**

**FRESH** *Soundtrack* (LOUD/RCA) - Old school flavaz with new school vibes. This shit is da bomb.

**SUNBEAM** *Volume 10* (IMMORTAL/RCA) - Madd flava follow-up to *Pistol Grip*. Peace to Cifer, Mojo and Terri.

**DA BITCHES** *Jeru Da Damaja* (PAYDAY) - Itz about time. Good-looking out.

**MICHAEL JACK KIRBY, PD/MD, KFFM, Yakima**

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - This song should break them.

**KEITA** *Boy You Are The One* (WATCHIT!/ZOO) - A hot disc-covery - wonderfully catchy song.

**MAZZY STAR** *Fade Into You* (CAPITOL) - This tune's in my head and won't go away, so it must be a hit.

**KARYN WHITE** *Hungah* (WARNER BROS.) - Gonna blow up!

**XSCAPE** *Who's That Man* (CHAOS/COLUMBIA) - It's like doing a slo-mo Charleston to a hip hop beat. So cool!

**BASIA** *Drunk On Love* (EPIC) - I thought she was intoxicating from the very beginning.

**SONIA JIMENEZ, MD, KGGI, Riverside**

**BOYZ II MEN** *Yesterday* (MOTOWN) - Great cover of the Beatles song.

**MIRANDA** *Round And Round* (SUNSHINE) - Better than the first Miranda.

**NOMAR** *Zoomin'* (SCOTTI BROS.) - Great new mix.

**JV** *Nayba'hood Queen* (THUMP) - She's a great local female Latin rapper.

**M.C. BOOGIE D, PD, KJYK, Tucson**

**PETE ROCK & C.L. SMOOTH** *I Got A Love* (ELEKTRA) - Thank God real Hip-Hop is back!!

**SALT-N-PEPA** *None Of Your Business* (NEXT PLATEAU/ISLAND) - It could be a hit only because I can't pick a Salt-N-Pepa hit if it bit me in the ass.

**KOZMAN, APD/MD, KKXX, Bakersfield**

**II D EXTREME f/Patra** *Could It Be I'm Falling In Love* (EPIC SOUNDTRAX) - Puts '94 flava on The Spinners old jam.

**XSCAPE** *Who's That Man* (CHAOS/COLUMBIA) - It's got that swingin' Mask sound.

**TOTAL DEVASTATION** *Wonderful World Of Skins* (PGA/ARISTA) - Has that *Jump Around* feel to it. Very cool tracks. Cool for any mix show.

**LISA STANSFIELD** *Make It Right* (GIANT) - Off the 90210 SOUNDTRACK. A cool tune.

**JOEY ARBAGEY, MD, KMEL, San Francisco**

**ILL/AL SKRATCH f/ Brian McKnight** *I'll Take Her* (MERCURY) - This should put these guys over the top.

**CRAIG MACK** *Flava In Ya Ear* (BAD BOY ENTERTAINMENT/ARISTA) - Heatin' up in both requests and sales.

**BLACKGIRL** *Where Did We Go Wrong* (RCA) - This cut should put these girls on the map.

**TERROR FABULOUS** *Action* (EASTWEST) - Could be the Reggae hit of the year.

Watch for the **TONY TERRY** *When Will I See You Again* (VIRGIN) project. This is a done deal.

On the dance tip: **MICHELLE SWEENEY** *This Time* (BIG BEAT/ATLANTIC) - Definitely one to check out.

**BOBBY DEE, PD, KMXZ, Salinas/Monterey**

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - This is the street jam of the summer. It's a reaction record. Phones ringing off the hook for this one.

**JV** *Nayba'hood Queen* (THUMP) - If you have one Hispanic female in your market, you have to play this one. The phattest bassline that you'll hear all year.

**AHMAD** *You Gotta Be* (GIANT) - Check this one. I love this. Very positive message from a very together young man. He tore it up at our Funk Fest.

**JOEY MUZZALUPO, MD, KSFM, Sacramento**

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - This is definitely bubbling from the streets. Testing at mix show and club levels, one to look out for.

**THE NOTORIOUS B.I.G.** *Juicy* (BAD BOY ENTERTAINMENT/ARISTA) - I like this version. Testing in the mix show. The phone lines are definitely ringing for this one.

**DA YOUNGSTAS** *Hip Hop Ride* (EASTWEST) - Smooth groove, the Mellow mix is hot, but all mixes are great. One for you to check out. As you can tell, I like it.

**M DOC f/Chantay Savage** *Summer Thing* (INDASOUL) - Working on this one since it came out, I believe in this one. Check it out before the summer is over.

**CE CE PENISTON** *Hit By Love* (A&M) - It's about time she gets her props. Everyone should check out this one. This one has five cuts to choose from. All five cuts speak for themselves. If you can't find one, get a Q-tip and try again.

**ILL/AL SKRATCH f/ Brian McKnight** *I'll Take Her* (MERCURY) - A great combination. Have been testing in the mix and hip hop show and definitely has caught ears. Looking for big things from this one.

**DAN WATSON, PD/MD, KSIQ, Imperial Valley**  
**FORTE** *Girl I Want You Back* (AVENUE) - A perfect female record.

**NADINE RENEE** *Say You'll Stay* (BACKSTAGE) - This song snuck up on us...Heard this on Z90, totally loved it and now our audience does too.

**ROBIN FLORES, MD, KTFM, San Antonio**

**IMMATURE** *Never Lie* (MCA) - Making a believer out of me.

**XSCAPE** *Who's That Man* (CHAOS/COLUMBIA) - Solid. The movie will give it a big boost, but it stands on its own.

**FORTE** *Girl I Want You Back* (AVENUE) - Move over Menudo...Every Hispanic market should be playing this.

**CHARLIE MAXX, APD/MD, KZFM, Corpus Christi**

**REAL McCOY** *Another Night* (ARISTA) - This record is the real mc coy.

**SALT-N-PEPA** *None Of Your Business* (NEXT PLATEAU/ISLAND) - Enough said.

**TERROR FABULOUS** *Action* (EASTWEST) - Play it and watch the phones light up.

**TOM STEELE, MD, POWER PIG, Tampa**

**IMMATURE** *Never Lie* (MCA) - Testing and already getting huge phones.

**CE CE PENISTON** *Hit By Love* (A&M) - Great follow-up to *I'm Not Over You*.

**REAL McCOY** *Another Night* (ARISTA) - Great uptempo dance record. Nice break from all the ballads out now!

**SHERYL CROW** *All I Wanna Do* (A&M) - My girlfriend like this song.

**SIR MIX-A-LOT** *Ride* (AMERICAN) - Gonna be big. More than just a rap feel to it.

**WHITEHEAD BROS.** *You're Love Is A 187* (MOTOWN) - Hip Warren G., Snoop Dogg and Dr. Dre sound. Huge phones at night.

**GNARLIE CHARLIE, MC, POWER106, Los Angeles**

My picks this week are...

**CRAIG MACK** *Flava In Ya Ear* (BAD BOY ENTERTAINMENT/ARISTA) - Big street buzz on this record.

**MC EIHT** *All For The Money* (EPIC STREET)

**RAYVON** *No Guns, No Murder* (VP)

Off the **BOYZ II MEN** *ALBUM* (MOTOWN), check these out: *Trying Times*, *On Bended Knee*, *Water Runs Dry*, and *Yesterday*.





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8/17/94

To: Barry, Bob, Kevin and the gang

From: John Ivey/WPXY

Re: NY Seminar

What a great time at the NY Hitmakers! You broke new seminar ground with Steve Rivers/Broadcast Architecture's "MixMaster" session. I've never see such crowd participation in all my years of seminars! To see the group fill seats in the front and participate in an actual radio auditorium test and then hear the many unsolicited questions for Steve was unbelievable.

Congrats for booking Steve and having such a well received session! Thanks for all your support and you know you'll see me at the NEXT Hitmakers.

Best,

  
John Ivey/Program Director  
WPXY

**LUCY BARRAGAN, MD, Q105, Oxnard**

**ILL/AL SKRATCH** f/ Brian McKnight *I'll Take Her* (MERCURY) - Your head will start bopping once you hear this slo jam.

**CHANGING FACES** LP (BIG BEAT/ATL. GRP.) - Great album. Check out *Foolin' Around*, another hit for Changing Faces and R. Kelly. And check out *Keep It Right There*, produced by Devante Swing.

**4 P.M. Sukiyaki** (NEXT PLATEAU/ISLAND) - Early requests, sounds great on the air.

**KEITA** *Boy You Are The One* (WATCHIT!/ZOO) - Check it out.

**HAROLD AUSTIN, MD, THE BEAT, Los Angeles**

A major week for new material. Look out for new releases from **JADE, TLC,** and **MARY J. BLIGE** (a former 92.3 World Premiere) and the long awaited duet from **LUTHER AND MARIAH.** Plus the **BOYZ II MEN** album is ready to drop soon.

**BRANDY** *I Wanna Be Down* (ATLANTIC) - Give this record a listen when you get the chance, it has a really cool vibe and a killer groove.

The **90210 SOUNDTRACK** For The College Years (GIANT) check out **LISA STANSFIELD** plus another **JADE** cut entitled *Everyday Of The Week*. Mark my words, this will be a total smash.

On the Hip Hop tip I just want to recap some records that I've mentioned in the past: **CRAIG MACK,** **NOTORIOUS B.I.G.** and **ILL/AL SKRATCH,** the new **DA BRAT** single, **THE FUGEES** and **MC EIHT.** Don't sleep on any of these tracks. Give the street what they want...And to this day my favorite new album continues to be the **SEAL** project. If you're looking for some great music, this is it. This album is loaded. How about *Bring Em On* as the next single?

**JOHN HUNTER, APD, WEOW92.5, Key West**

**WATER LILLIES** *Tempted* (SIRE/REPRISE) - Excellent blend of reality and computerized heaven.

**DEEE-LITE** *Picnic In The Summertime* (ELEKTRA) - It's cool like that. I can even smell the flowers.

**TERROR FABULOUS** *Action* (EASTWEST) - Reggae crossover Reggae crossover.

**SUGARTOOTH** *Full CD* (DGC) - Remember the feeling you had listening to ZEP Records front to back? Haven't felt it again 'til now. Hats' off.

**TIM VIRGIN, MD, WHJX, Jacksonville**

**MAZZY STAR** *Fade Into You* (CAPITOL) - Huge female phones the minute you put it in.

**SALT-N-PEPA** *None Of Your Business* (NEXT PLATEAU/ISLAND) - Play cut #4...It's a heavy metal mix called The Muggs Metal Mix. Check it out.

**DROWN** *What It Is To Burn* (ELEKTRA) - It's White Zombie, Part II. A cool band.

**BONE, THUGS & HARMONY** *Thuggish, Ruggish Bone* (RELATIVITY) - A get wood when I hear Bone.

**MARK JACKSON, APD, WHY?, Detroit**

**OFFSPRING** *Self Esteem* (EPITAPH) - Big phones, cool record.

**BELLY** *So Unusual* (REPRISE) - Very cool record, good reaction. Had to play it.

**THE VERVE PIPE** *Senator Speak* (WHITE LABEL) - Huge sales...Doing well for us.

**I.C.P.** *Dead Body Man* (PSYCHO PATHIC RECORDS) - From the EP *INSANE CLOWN.* Single is Top 5 phones and #2 SoundScan.

**PRINCE** *Loose* (WARNER BROS.) - Track #4 off the album. Nine Inch Nails-sounding...A different twist.

**LUCIOUS JACKSON** *City Song* (CAPITOL) - Total vibe at Lollapalooza was huge.

**MAURICE DeVOE, MD, WIOQ, Philadelphia**

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - This remake is as true to the original as it gets.

**C&C MUSIC FACTORY** *Do You Wanna Get Funky* (COLUMBIA) - The Cheryl Lynn remixes. This song is already a hit with the Cheryl Lynn track under it. It makes it a smash.

**REAL McCOY** *Another Night* (ARISTA) - Probably one of the best dance records out now.

**KARYN WHITE** *Hungah* (WARNER BROS.) - Good first track. Can't wait to hear the rest of the album.

**BUSHMAN, MD, WJMH, Greensboro**

**RAYVON** *No Guns, No Murder* (VP) - The bomb!

**BLACKSTREET** *Before I Let You Go* (INTERSCOPE) - Very strong record. Gonna be a big hit.

**AARON HALL** *When You Need Me* (SILAS/MCA) - The perfect follow-up to I Miss You.

On the remix tip: **C&C MUSIC FACTORY** *Do You Wanna Get Funky* (COLUMBIA) - The remix is da bomb. Huge club record. Will take this record to the next level.

**JERRY MAC, PD, WZJM, Cleveland**

**REAL McCOY** *Another Night* (ARISTA) - Love this song. Great Dance record. Captain Hollywood feel to it.

**TYLER COLLINS** *Thanks To You* (REPRISE) - Haven't seen the movie and probably won't, but it's a beautiful, lovely ballad.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Catchy record, huge sales!

**GERONIMO, APD, WZJM, Cleveland**

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - Cool tune. Outstanding lyrics. Haunting.

**ALL-4-ONE** *Breathless* (BLITZZ/ATLANTIC) - Every song on this CD's a hit. Play whatever the hell you want.

**JADE** *5, 4, 3, 2* (GIANT) - Times up - Should be a monstrous sophomore try.

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - A quality band who everyone'll be spinning in a couple months.

**4 P.M. Sukiyaki** (NEXT PLATEAU/ISLAND) - A super strong night test.

**BIG DAVE, MD, WZJM, Cleveland**

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - I was a big believer when I first heard this, now it is true. This is perfect Mainstream Top40 material.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Expose this record to your market and it will be huge. You will see results.

**MAZZY STAR** *Fade Into You* (CAPITOL) - Whatever you do, don't miss this record. If you don't have a copy, call Bruce Reiner and promise him you'll kiss him on all his pink parts and get a copy. This is huge!

**STEVE MEADE, MD, Y97, Santa Barbara**

**Y? N VEE** *Chocolate* (RAL) - These ladies can be the next XSCAPE.

**LISA STANSFIELD** *Make It Right* (GIANT) - Sounds like Lisa's crossing over.

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - I think this album is four or five hits deep.

**JEFF NELSON, MD, Z90, San Diego**

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - It's the bomb. An office finger popper.

**REAL McCOY** *Another Night* (ARISTA) - Exploding. An all-around smash. Strong female vibe.

**KEITA** *Boy You Are The One* (WATCHIT!/ZOO) - A midday must.

**BRANDY** *I Wanna Be Down* (ATLANTIC) - I noticed it, I like it, I'm testing it.

**Y? N VEE** *Chocolate* (RAL) - It melts in your mouth, not in your hands. Bust it.

**MAXINE HARVEY** *Gimme A Little Sign* (RCA) - This song has a great future.

**JAMES DEE, MC, Z90, San Diego**

**GRAVEDIGGAZ** *Nowhere To Run, Nowhere To Hide* (GEE STREET) - Off the *CLEAN* LP. This is just one of the phat tracks from the album. Definitely adds flava to any Hip-Hop show. Check it out.

**PETE ROCK & C.L. SMOOTH** *I Got A Love* (ELEKTRA) - Playing this cut, but both sides of the vinyl are slammin'.

## FORTE

## "Girl I Want You Back"

**Early Adds At:**

- WKSI
- HOT 97.7
- HOT105
- KQIZ
- KPRR
- KMVR
- and more...

**Spinning At:**

- WHRK
  - KMJM
- Testing At:**
- WPXR
  - XL106.7
  - WABB
  - WNNK

"We tested it and it came back very positive... Blew out the phones." Terry Simmons, PD, WPXR

"It's a smash!" The Janitor, APD, KTFM

"The Spanglish version should do well for us. With a 25% Hispanic market base, this should explode."

Pete Jones, PD, HOT105



AVENUE RECORDS



# Mix Show

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

## NEW IN THE MIX

CECE PENISTON "Hit By Love" (A&M)  
 20 FINGERS "Short Short Man" (ID)  
 BASIA "Drunk On Love" (Epic)  
 JAKI GRAHAM "Ain't Nobody" (Critique/BMG)  
 ST. ETIENNE "Hug My Soul" (Warner Bros.)

## MIX SHOW MOVERS

(W-TW)

2-1	REAL McCOY	"Another Night"	(Arista)
1-2	C&C MUSIC FACTORY	"Do You Wanna Get Funky"	(Columbia)
13-3	LOVELAND	"Let The Music (Lift You Up)"	(Big Beat/Atl. Grp.)
14-4	M PEOPLE	"One Night In Heaven"	(Epic)
5-5	DA BRAT	"Funkdafied"	(Chaos)
4-6	COOLIO	"Fantastic Voyage"	(Tommy Boy)
7-7	CRYSTAL WATERS	"100% Pure Love"	(Mercury)
3-6	MARIAH CAREY	"Anytime You Need A Friend"	(Columbia)
11-9	LADY OF RAGE	"Afro Puffs"	(Interscope)
6-10	WARREN G.	"This DJ"	(Interscope)
9-11	REEL 2 REAL	"Go On Move '94"	(Strictly Rhythm)
10-12	JAM & SPOON	"Right In The Night"	(Epic Dance)
8-13	KRISTINE W.	"Feel What You Want"	(Champion/EastWest)
15-14	HOUSE OF PAIN	"On Point"	(Tommy Boy)
18-15	OPUS III	"When You Made The Mountains"	(EastWest)
23-16	HEAVY D.	"Nuttin But Love"	(Uptown/MCA)
17-17	LAFAYETTE	"Better Late Than Never"	(Champion/EastWest)
29-18	JOCELYN ENRIQUEZ	"Make This Last Forever"	(Classified)
19-19	2 UNLIMITED	"Real Thing"	(Radikal/Critique)
20-20	MIRANDA	"Your Love Is So Divine"	(Sunshine)
25-21	CRAIG MACK	"Flava In Your Ear"	(Bad Boy/Arista)
21-22	BLACKSTREET	"Bootie Call"	(Interscope)
26-23	ICE CUBE	"Bop Gun (One Nation)"	(Priority)
12-24	808 STATE	"Bombadin"	(Tommy Boy)
N-25	20 FINGERS	"Short Short Man"	(ID)
22-26	AALIYAH	"Back & Forth"	(Jive)
28-27	OUTKAST	"Southernplayalisticadillacmuzik"	(La Face/Arista)
16-28	JANET JACKSON	"Anytime, Anyplace"	(Virgin)
37-29	JUZZ 2 BROTHERS	"Frenzy Dance"	(Afterdark/Freeze)
27-30	BODY, RHYTHM & SOUL	"Bang, The Body Goes Boom"	(Eastwest)
39-31	NOMAR	"Zoomin"	(Scotti Bros.)
32-32	JULIET ROBERTS	"Caught In The Middle"	(Reprise)
43-33	PROHIBITION	"Prohibition Groove"	(ZYX)
34-34	DAJAE	"Is It All Over My Face"	(Cajual)
N-35	THE BOSS	"Congo"	(Strictly Rhythm)
36-36	PAULINE HENRY	"Feel Like Making Love"	(550 Music/Epic)
44-37	JAKI GRAHAM	"Ain't Nobody"	(Avex/Critique/BMG)
38-38	COLONEL ABRAMS	"So Confused"	(Great Jones)
40-39	NAS	"The World Is Yours"	(Columbia)
N-40	SANDALS	"Feet"	(ffrr)
33-41	2 IN A ROOM	"El Trago"	(Cutting)
24-42	LSOB	"If You Want To Groove"	(Mercury)
41-43	PUBLIC ENEMY	"Give It Up"	(Def Jam)
42-44	ARLENE BURTON	"Shot In The Dark"	(Columbia)
49-45	THE NOTORIOUS B.I.G.	"Juicy"	(Bad Boy/Arista)
48-46	AB LOGIC	"Real World"	(RCA)
47-47	ADELE BERTEI	"Zami Girl"	(Imago)
N-48	KORELL	"Paradise II"	(Thump)
31-49	PATTI LABELLE	"The Right Kinda Love"	(MCA)
N-50	LAW	"One More Chance For Love"	(Strictly Hype)

## COLUMBIA

RECORDS Presents The

## HITMAKERS MIXER OF THE WEEK!



**JUAN ROJAS**  
**KPRR**  
 El Paso

### CAREER HIGHLIGHTS:

I've been through four PD's at KPRR and I'm still going strong on the mix show.

### CAREER LOWLIGHTS:

Missing the Hitmakers/Sin Conference in New York this year!

### HOBBIES:

Music as always, working on cars, drawing, watching sports, spending time with my girlfriend and future wife, Lilly.

### SHOUT OUTS:

Everyone who voted for me, the crew at KPRR especially Charles Chavez. To all club and mix show DJs for keeping the dance music vibe alive, we've all got to keep helping each other.

## COLUMBIA CUTZ

### *Ini Kamozi - Here Comes The Hotstepper*

Take the track from Tana Gardner's old school classic *Heartbeat* and combine it with dope reggae/pop rhymes and you have Ini Kamozi's *Here Comes The Hotstepper*. This jam is already exploding at HOT97, KBXX, WJMN, KMEL, and KIX106.

### *C&C Music Factory - Do You Want To Get Funky (Cheryl Lynn Remix)*

This remix is fierce! If you thought the original version of *Funky* was all that, wait 'til you check out this new remix. The remix combines elements of the Cheryl Lynn *Classic To Be Real* with a nice and smooth rap. The finished product is, without a doubt, the remix of the summer! Look for white labels this week!

### *Blowing up:*

*Fugees - Nappy Heads*

*Midi Rain - Always*

*Inner City - Share My Life*

## NOMINEES FOR ISSUE 855

### VOTE FOR YOUR CHOICE

1. JIMMY KIM (KIIS-FM, Los Angeles)
2. ROSS WILSON (WOWI, Norfolk)
3. KOSTA G. (WXKS, Boston)

Call Your STREET SHEET Account Executive  
 (818) 887-3440

MIXER OF THE WEEK WINS SONY HEADPHONES!

## As The Vinyl Spins

By Michael Futagaki  
(415) 282-4466

- This is my first time out without my other half, Salwa, who has moved over to Salwa's Space. It's alright though because we're still a team and we'll be rollin' together for life.
- Thanks to Classified Records for the peep on upcoming artist, **DAMIEN BAUTISTA's** tracks. Produced by Glenn Gutierrez and Mario Agustin, Jr. of **JOCELYN ENRIQUEZ** fame, *What Will I Do* is definitely some workable freestyle for ya! Call my homees Rex and Noel at Classified (510) 474-5760 for a peep tape. Good luck to Jocelyn as she hits the road. You make me so proud little sista, I love ya lots! Be safe and God bless you.
- Smiles must be on the faces of Rob Stone, Jeff House, Lance Walden, Davey D. and everyone else at Arista. **CRAIG MACK, THE NOTORIOUS B.I.G., OUTKAST** and **REAL McCOY** are all no joke. I'm also hearing about **TOTAL DEVASTATION's** *Wonderful World Of Skins b/w Da Horny Man*. Speaking of horny man, did ya hear about...nah, nevermind. This time T.D.'s not talking about smoking weed, instead *Skins* is a safer sex tune, so look for it. Props out to Bay Area street promoter, Anthony Daughtry, for hiping me to all of the Arista product early as well as other releases he's either working OR not working!
- Big ups to Greg Lee of Warner Bros. for the mighty fine package. The **KARYN WHITE** peep tape has not left my car and the Frankie Knuckles mixes on the vinyl are all that too! Much love to old friend and San Francisco local Warner Bros. rep, Beverly Stevens for the early shot weeks ago. I can't decide which **PRINCE** remixes I like the best, but I'm leaning toward the Q.D. III work. Be on the watch for the **CASSERINE, Why Not Take All Of Me?** comin' at ya on August 30th.
- Thanks to Victor Lee of Tommy Boy for the **SABELLE, Where Did The Love Go?** test pressing. That's a cool little groove on that record. Get with Vic on that one! Best of luck to Paul Stewart of Def Jam West/RAL who has launched PMP/RAL. We're with you on the **Y?N-VEE** record Paul and the line forms behind us! Any DJ's looking for a tight street jazz joint should call Ellen at Mic Mac (212) 675-4038 and ask her for the **TRIBECA SOUNDS** record. She's also got the **TPE** record if you're into freestyle. Have her hit you off with a set. Yo Ellen, good looking out in New York, I miss ya.
- A special hometown shout out to KMEL on the success of their summer jam. Sorry I couldn't make it home for the event, but I'm glad it went well. Much love and appreciation to our friends at KKBT, The Beat for taking care of Salwa and myself at their summer jam. Thank ya's to Keith Naftaly, Michelle S., Harold Austin, Charlene Jones (my Eastbay homegirl) and Sharon Klein for covering Lucy Barragan and myself when we needed her. Great to see all of the friends backstage. Hey J.C. Ricks, peace and strength in New York!
- Adam Flores of KDON increases his mix show from four nights to six nights a week. Send Adam product at: 138 Rodeo Ave. Salinas, CA. 93906. DJ Rick of KRBE and KHFI along with DJ Flight are working the Flavor Zone on KHFI Sunday mornings from 2:00 A.M. to 4:00 A.M. It's a 50-50 split between hip hop and house. More on DJ Flight soon. DJ Blade at KJYK has a new number, (602) 295-0112 and DJ Phantom joins the crew at KJYK. Curty is the new mix show jock at WWKX as John McManm breaks to Jive. Good luck John, be a success! Send Shawn Phillips at KUTQ product at: 7705 South Sandra Way, Midvale, Utah 84047. Alex Cabrales is now doing work at Hot Mix in Phoenix. Send product to 3139 North 39th Ave., Phoenix, AZ 85019.
- Thank ya's also go to Dave and Carmy from KGGI for hangin' out with the crew up here! A big 'What's Up' to Camille from 92Q, I'm gonna call ya!
- Markus Schulz from Hot Mix Radio Network in Phoenix has set up Plastik Records. Plastik will be "Producing, releasing and breaking house music with crossover potential." Look for their first release, *Slick 95* produced by R.K. Jackson, D'mosis and Markus Schulz to ship on August 22nd. Here's where it gets good, so check it, Plastik will be accepting demo tapes from mix show DJ's who want to get into production. They will fly qualified players to Phoenix and set up enough studio time to lay eight tracks. This is a long term concept, but don't sleep. If you're serious about advancing, step up to the plate. Plastik will be distributed through Aligned Audio/A.G.M. Music in New York. Send your work to P.O. Box 10172, Scottsdale, AZ. 85271-0172.

Urban records being talked up:

- **CRAIG MACK** *Flava In Ya Ear* and **NOTORIOUS B.I.G. Juicy** (Bad Boy Entertainment/Arista) - The major double header coming from Puffy via Arista. The boys at KBXX, Tha Ruffnex (KKXX), Boogie D. and DJ Blade (KJYK), Joe Quixx (KMEL/KKBT), Rory McAllister (KCEP) and Joe Rodriguez (KKBT) who's on **THE NOTORIOUS B.I.G. Unbelievable**. Sure looks like that's everyone on the conference call!
- **BONE-THUGS-N-HARMONY** *Thuggish, Ruggish, Bone* (Relativity) - When Boogie D. (KJYK) said this track is beating **BOYZ II MEN** in the telephone department, everyone tripped a bit! Also on the Relativity tip, Joe Quixx (KMEL/KKBT) is giving early props to **DRU DOWN** *Mack of The Year*. Looks like Joe, Phil and Tom at Relativity are going to be busy for awhile.
- **FUGEES** *Nappy Heads* (Ruffhouse/Columbia) - Joe Quixx (KMEL/KKBT) along with Joe Rodriguez (KKBT) are on the case. This one keeps surfacing!
- **SWEET SABLE** *Tonight* (Scotti Bros.) - James Dee (Z90) and the fellas from The Box along with Rory McAllister (KCEP) are hittin this one!
- **ILL/AL SKRATCH** FEATURING **BRIAN MCKNIGHT** *I'll Take Her* (Mercury) - James Israel of Mercury played this record for us long ago and we felt it coming. Big ups from The Box, Boogie D., DJ Blade (KJYK), Joe Rodriguez (KKBT) and Joe Quixx is hittin it on KMEL'S 10:00 Bomb.

- **BLACK MOON** *Buc Em Down* (Nervous) - Joe Quixx, The Box, Tha Ruffnex and spreadin.
- **RAPPIN 4-TAY** *Playaz Club* (EMI) With 18,000 units sold in two weeks in the Bay area, this record is starting to gain some national attention.
- **KWEST THE MADD LAD** *101 Things To Do When I'm With Your Girl* (American) - James Dee (Z90) and the Ruffnex (KKXX) are supporting the record. The Box is hittin the instrumental. This one can if people give it a shot!

Records Not Going Away: **WOLF PAK** *No Mo Drive Bys* (P.G.A.) (Note: To Bad the subject matter won't go away either), **ICE CUBE** *Bop Gun* (Priority), **GRAVEDIGGAZ** *Diary Of A Madman* (Gee St./Island) (Also look for *No Where To Run, No Where To Hide*), **RAYVON** *No Guns, No Murders* (VP), **BOOGIE MONSTERS** *Recognized Thresholds of Negative Stress* (Pendulum)

Record Comin' at ya: **FORTE** *Girl I Want You Back* (Avenue), **X-SCAPE** *Who's That Man* (Chaos), **BRANDY** *I Wanna Be Down* (Atlantic), **MAIN SOURCE F/ LARGE PROFESSOR** *How My Man Went Down In The Game* (Wild Pitch), **SISTA** *Brand New* (Elektra), **BILLY LAWRENCE** *Happiness remixes* (Eastwest), **THE GENIUS** *I Git Your Back* (Loud/RCA), **TERROR FABULOUS** *Action* (Eastwest)

Dance Records Being Talked Up:

- **MIRANDA** *Round And Round* (Sunshine) - This is probably the most highly anticipated dance record to come along in quite sometime. Shawn Phillips (KUTQ) is playing it off the tape.
- **NOMAR** *Zoomin* remixes (Scotti Bros.) - Rory McAlister (KCEP), DJ Rich (KRBE and KHFI) along with Marcus Schulz (Hot Mix) are supporting these remixes. Props to Richard "Humpty" Vision and Tony B. for their good work.
- **JOCELYN ENRIQUEZ** *Make This Last Forever* (Classified) - Shawn Phillips (KUTQ), Gary Cannavo (WJMN) and Matt The Bratt (Power Pig) had much enthusiasm for this great follow-up to *I've Been Thinking About You*. Matt's saying "It's a major, major, major, record!"
- **JULIO IGLESIAS** *Oye Como Va* (Columbia) - DJ Rich, Albert Lugo and Markus Schulz are talking about this one and there was alot of curiosity coming from the other participants. Sounds like it could build to be a big one!
- **WILD PLANET** *Love So Strong* (IMAGO) - Markus Schulz (Hot Mix), Albert Lugo (Z90) and Rory McAlister (KCEP) are talking this one up!
- **KORELL** *Paradise* (Emporia/Thump) - Gary Canavo (WJMN), DJ Rich (KRBE and KHFI), Shawn Phillips and Matt The Bratt have been into this great freestyle record for awhile now. It's startin to take off and none too soon. This record deserves a shot. Cannavo must have peeped Stevie B.'s new album also on Emporia/Thump because he fired everyone up on it. They all want it Stevie.

Records Not Going Away: **69 BOYS** *Tootsie Roll* (Rip It), **REAL McCOY** *Another Night* (Arista), **CRYSTAL WATERS** *100% Pure Love* (Mercury), **TONY DI BART** *Do It* (Cleveland City), **C&C MUSIC FACTORY** *Do You Wanna Get Funky* (Columbia)

Records Comin At Ya: **TOMMY E** *My Mind* (I.D.), **CRITICAL MASS** *So Move It* (Aqua Boogie), **CONNIE** *No Tears* (Black Olive), **MACK VIBE f/Jacqueline** *I Can't Let You Go* (8 Ball), **RHYTHM FACTORY** *You Bring me Joy* (Strictly Rhythm)

- That's it for this week. Stay strong, believe and hope! I'm out!

## Most Disc-overed for this issue

Based on One-On-One Calls and Conference Call Mentions

1. **MELANIE WILLIAMS** *Everyday Thing* (EPIC)
2. **BASIA** *Drunk On Love* (EPIC)
3. **CE CE PENISTON** *Hit By Love* (A&M)
4. **DANA DANE** *Record Jock* (MAVERICK)
5. **ILL/AL SKRATCH** f/Brian McKnight *I'll Take Her* (MERCURY)
6. **JOCELYN ENRIQUEZ** *Make This Last Forever* (CLASSIFIED)
7. **AB LOGIC** *Real World* (RCA)
8. **BLACK MOON** *Buc Em Down* (NERVOUS)
9. **C&C MUSIC FACTORY** LP (COLUMBIA)
10. **GRAVEDIGGAZ** *Nowhere To Run, Nowhere To Hide* (GEE STREET)
11. **INNER CITY** *Share My Life* (COLUMBIA)
12. **K7** *Move It Like This* (TOMMY BOY)
13. **KING TEE** *Dippin* (MCA)
14. **K. ROSS** *Dance With Me* (WISEGUY)
15. **PETE ROCK/C.L. SMOOTH** *I Got A Love* (ELEKTRA)
16. **PRESTA/DELEON** *We're Here To The Music* (ZYX)
17. **PRINCE** *Letitgo* (WARNER BROS.)
18. **RAYVON** *No Guns, No Murder* (VP)
19. **Y? N VEE** *Chocolate* (RAL)

**DJ SPEN, 92Q, Baltimore**

**THE GENIUS** *I Gotcha Back* (LOUD) - My nigga's back and with a mutha f\*%kin' vengeance! This shit's in there.

**MOP** *Rugged Neva Smoove* (SELECT) - DJ Premiere doez it again people! Some ole hype beat wit crazzzzy lyrical content! Just what them niggaz should have been doin' all along! Check it!

**GRAVEDIGGAZ** *Nowhere To Run, Nowhere To Hide* (GEE STREET) - I hope America can get with the crazy phat shit deez boyz put in yo ear! Seriously, this is a very deep cut! It's worth checkin' without a doubt. It's a mistake if you don't.

**BLACK MOON** *Buck Em Down (Remix)* (WRECK) - This one is gonna be large on the underground Rap tip just because it's some ol' slammin' Buck Shot shit. The B-side is also worth the check out!

**5 ONE 6** *Mystic Mycrofon* (ILL LABELS) - Last but not least, every Rap DJ needs a record like this in his or her life. This shit's dope!

**TONY MORRIS, BOSS97, Atlantic City**

**LATIN THANG LP** (STRICTLY RHYTHM) - This LP is the one. If you're into Latin house music, then this is the one for you. The One. I'm looking at Los Locos, *Bien Chevere*. Thanks Bari.

**CE CE PENISTON** *Hit By Love* (A&M) - There are so many mixes here and they are all so good. I don't know which one to pick.

**PRESTA/DELEON** *We're Here To The Music* (ZYX) - I've haven't heard this type of music in a long time...the old hip house.

**GARY Q, BOSS97, Atlantic City**

**BASIA** *Drunk On Love* (EPIC) - What a great song! Her voice coupled with a production from Roger S. takes you to another level on the dance floor. This is an out-of-the-box to radio Top 40 smash!

**CE CE PENISTON** *Hit By Love* (A&M) - David Morales kicks it out one more time. It's through the roof and, oh, if you listen carefully, you just might hear samples of Noel's *Silent Morning*.

**JON SECADA** *Whipped* (EMI RECORDS) - This is the type of song us jocks need more of. A hit with a great male vocal that builds throughout the track. Look for this one to pass 'jail' and go directly to the airwaves.

**VARIOUS ARTISTS** *Hot Mixers On Wax Compilation* (CUTTING) - It's coming soon to a platter near you!

**C&C MUSIC FACTORY LP** (COLUMBIA) - I'll say it again...just play it!

**RORY 'Madness' McALISTER, FM88, Las Vegas**

**CE CE PENISTON** *Hit By Love* (A&M) - The original LP version was a house vibe, so you know the shit is real! With dominant mixes by Dave Morales and Junior Vasquez.

**MAVIS STAPLES** *Holding On To Your Love* (HDH) - If you ever imagined Mavis working a deep house track with the traditional intensity that only she could deliver, here's your ticket to ride the vibe! Contact Steve Ales at The Holland Groups for the hookup (213) 463-2391.

**MELANIE WILLIAMS** *Everyday Thing* (EPIC) - Epic's in the house for the nine-four! Another clip from that fierce *BRAZEN* soundtrack.

**DONNA SUMMER** *Love To Love You Baby* (CASABLANCA) b/w **PARLIAMENT** *Flashlight* (CASABLANCA). Original 12 inch versions (reissued). Taken from the 'Casablanca Story' deluxe box set. Don't miss it!

**SWEDISH EAGLE/STEVE TSEPILIS, GROOVE RADIO INT., Los Angeles**

**ST. ETIENNE** *Hug My Soul* (WARNER BROS.) - God, I love these guys! Mixes from Sure Is Pure, Secret Knowledge and Motiv-8 take this into many different directions. I'm sure we'll use the Sure Is Pure mix and the Motiv-8 mixes for the House Groove and the Secret Knowledge mix is perfect for Groove Radio.

**VAPERSPACE** *Vista Humana* (frr) - This is the new, mind-altering single from Vaperspace. It features brilliant mixes from Mark Gage (who is Vaperspace) and the Stickmen. To paraphrase the sticker on the sleeve, it's nothing short of stunning. Absolutely amazing! My favorite mix is actually the one done by J. Mark Andrus. It's by far the most melodic.

**HISPANIKS** *Bon-Bey-Oh* (FRESHLY SQUEEZED) - Ralphie Rosario and DJ EFX combine their enormous talents to produce this Latin-influenced house masterpiece! If you know who these guys are, you know how great this is gonna sound; so what are you waiting for? Also, Freshly Squeezed is the west coast division of Strictly Rhythm. Any questions? I didn't think so.

**HOUSE OF GYPSIES** *Jum, Bah, Day* (FREEZE) - House Of Gypsies is back again! Jeff Brown and Kenny Dope handled the studio work and Todd Terry put his stamp of approval on it. If you were into *Some Sigh Say*, you'll dig this. Todd is still a God!

**DRUM CLUB** *Drums Are Dangerous* (BUTTERFLY) - First of all, Butterfly Records is the label started by Youth of Killing Joke, so we begin with a very high hipness factor. This is a big-huge-fast-hard-driving club track that takes your body and shakes it all around while your head enters the fourth dimension. This is one of those records that will fill dance floors with sweaty grooving bodies and DJ booths with those asking, 'Who the hell is this and where did you get it?'

**JAZZY JIM, HOT97.7, San Jose**

**DIANA ROSS** *I'm Coming Out* (MOTOWN) - An instant recognition dance smash for Diana. Almost every mix show in America will be on this like the proverbial flies on shiznit. *I'm Coming Out* grabs you right from the get and doesn't let go.

**BIG SCOOB** *Suckaz Can't Hang* (COLD CHILLIN') - I love it! I love it! I love it! I guess you can tell I'm kinda into dis wun. I started bouncin from the first beat, and when the lyrics dropped, it was over. Give it some love, step back and watch this bomb track explode!

Some other tight tracks that caught my attention this week: Beatnuts *Hit Me With That* (RELATIVITY), Mic Geronimo *It's Real* (BLUNT RECORDINGS), Lil Hatian *My Mind Is Psycho* (RCA), and finally, my reggy jammy of the week: Maxine Harvey *Give Me A Little Sign* (RCA). P.S. hot off the wire, the new single from Tommy Boy, Sabelle's *Where Did The Love Go* is smoooookin'.

**ADAM FLORES, KDON, Salinas**

**KARYN WHITE** *Hungah* (WARNER BROS.) - Across the board, across the age spectrum, the phones will ring!

**CONSCIOUS DAUGHTERS** *We Roll Deep* (SCARFACE/PRIORITY) - The mad phat will bring this record on home.

**K. ROSS** *Dance With Me* (WISEGUY) - Great record for any mix show DJ working that house vibe.

**TITO 'Indamix' AGUSTIN, KDON, Salinas**

**PRINCE** *Letitgo* (WARNER BROS.) - Let it go and see, feel, and hear the magic come alive! What a bunch of B.S...just play it!

**20 FINGERS** *Short Short Man* (ID) - Short? When he can use 20 fingers, he must have small hands. Well, it's a club hit and radio friendly too.

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - Shit's da bomb...straight Filmore HP-1200's play it!

**KUTMASTER SPAZ, KIKI, Honolulu**

**RALLY RAL** *Something Kinda Funky* (PRIORITY) - Real funky for the nine fo.

**JV** *Nayba'hood Queen* (THUMP) - Real different from the rest.

**SUPERCAT** *South Central* (COLUMBIA) - The Outstanding mix is the sh--! Check it out.

**JOE QUIXX, KMEL/KKBT, San Francisco/Los Angeles**

**BLACK MOON** *Buc Em Down* (NERVOUS) - Black Moon came back with another phat representation!

**DRU DOWN** *Mack Of The Year* (RELATIVITY) - My man Dru is representin the home town and gets much respect!

**ART OF ORIGIN** *Dark Night of the Blood Spiller* (ILL LABELS/AMERICAN) - Chino X.L. presents a realness which is uncommon in this age of rap.

**GLEN AURE, KMEL, San Francisco**

**PETE ROCK & C.L. SMOOTH** *I Got A Love* (ELEKTRA) - Once again, they're back with a tight ass production track.

**GRAVEDIGGAZ** *SIX FEET DEEP LP* (GEE ST./ISLAND) - If you were into *Diary Of A Madman*, you'll be with the album.

**GANGSTARR** *Dwyck* (EMI RECORDS) - It had great success as a B-side cut, now it's coming back as a recognized party classic.

**MICHAEL ERICKSON, KMEL, San Francisco**

**BRANDY** *I Wanna Be Down* (ATLANTIC) - This Brandy goes down real smooth.

**SWEET SABLE** *Tonight* (SCOTTI BROS.) - It might have been said before, but not quite like this.

**Y? N VEE** *Chocolate* (RAL) - Chocolate that's sweet to the ear.

**SISTA** *Brand New* (WARNER BROS.) - Devante Swing comes with a brand new group, but the same hit sound.

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - R. Kelly furthers his homage to the Isley Brothers by producing this beautiful cover of the '76 classic.

**CARLOS FUSARO, KTFM, San Antonio**

**AB LOGIC** *Real World* (RCA) - This sounds so fresh on the mix, very hip and palatable comeback.

**JOCELYN ENRIQUEZ** *Make This Last Forever* (CLASSIFIED) - Looks like smash numero dos for Ms. Thang.

**SHAWN PHILLIPS, KUTQ, Salt Lake City**

**C&C MUSIC FACTORY LP** (COLUMBIA) - They're back with every cut to be played! Hip Hop/house/raggamuffin/ballad!

**RHYTHM FACTOR** *You Bring Me Joy* (STRICTLY RHYTHM) - Great vocal house and bopstrummental to boot! Sounds great in the mix show.

**JOCELYN ENRIQUEZ** *Make This Last Forever* (CLASSIFIED) - Your favorite and mine! With the right push, this will be the #1 best new artist of the year with the best new music of the year.

**J. SOUNDTOOLS** *Whistling In Paradise* (LOGIC/RCA) - #1 in my clubs and sounds beautiful in the mix show! Props to Jason Nevins and Kelly S. at Logic.

**JOHN HOHMAN, METROMIX, Pittsburgh**

**RHYTHM FACTOR** *You Bring Me Joy* (STRICTLY RHYTHM) - Strong production, good vocals and a solid song. It has crossover written all over it.

**SHAI** *The Place Where You Belong* (GASOLINE ALLEY/MCA) - Nice remix by Ronnie Ventura. It's nice to hear an R&B artist do a house track. It's 'bumpin.'

**GLAM w/Peter Burns** *Sex Drive* (RADIKAL) - It has a high energy feel, just like Peter's *Dead Or Alive* tracks. It's getting some phones. Check it out.

**RICHARD 'Humpty' VISSION/TONY B, POWER106, Los Angeles**

**MIRANDA** *Round And Round* (SUNSHINE) - *Round And Round* really features Miranda as a vocalist and this will definitely be a #1 club and radio record.

**PIRATES OF THE CARIBBEAN #3** *Rumba* (STRICTLY RHYTHM) - Armand is proving himself to be one of New York's fiercest producers. This should definitely be in all mix shows and also has radio rotation potential in all Hispanic markets.

**NOMAR** *Zoomin'* (SCOTTI BROS.) - The original bass track was slammin, but the Mission remix has crossover potential all over it. This is slammin in the mix show.

**FELIX SAMA, POWER96, Miami**

**MAD LION** *Take It Easy* (NERVOUS) - This jam is definitely vibin' in Miami! I have a strong feeling that this cut is gonna bust out of the mix show into rotation!

**ILL/AL SKRATCH** f/ **Brian McKnight** *I'll Take Her* (MERCURY) - This jam is da shit! Don't sleep on this cut. It's gonna be large!

**THIRD WORLD** *Talk To Me* (GREAT JONES) - I f\*\*ken love this record! The vocals are dope! It's a Power 96 jam all the way.

**CLAY D./MAGIC MIKE/PRINCE RAHEIM** *Back Again* (VISION) - If you program boom, you'll want to spin this cut! It's a classic mega mix, dope!

**JOE RODRIQUEZ, THE BEAT, Los Angeles**

**BRANDY** *I Wanna Be Down* (ATLANTIC) - Smooth vocal R&B record.

**KING TEE** *Dippin* (MCA) - Blowin up.

**RAYVON** *No Guns, No Murder* (VP) - Feeling it.

**CRAIG MACK** *Flava In Ya Ear* (BAD BOY ENTERTAINMENT/ARISTA) - Craig Mack is da bomb. Good reaction.

**E RULE** *Listen Up* (PALACE) - I'm down with this one.

**KID FRESH, THE BOX, Houston**

**ILL/AL SKRATCH** f/ **Brian McKnight** *I'll Take Her* (MERCURY) - Some smooov ass lyrics over a smackin' on dat smooov ass beat!

**DANA DANE** *Record Jock* (MAVERICK) - And we thought Da Dane was tamed and done...

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Smash, all demos! Enough said.

**BIG DADDY KANE** *Show And Prove* (MCA) - You know the KID is down like 4 flat tires with Da Big Daddy and that old school format.

**TROUBLE NECK BROS.** *Back To Hip Hop* (WHITE LABEL) - Like I said before, definitely keep it!

**DJ QUEST, THE BOX, Houston**

**PETE ROCK & C.L. SMOOTH** *I Got A Love* (ELEKTRA) - Already a mix show classic, and there you have it!

**DANA DANE** *Record Jock* (MAVERICK) - After seven long years, he finally did it and it was definitely worth the wait.

**ILL/AL SKRATCH** f/ **Brian McKnight** *I'll Take Her* (MERCURY) - Pure, unadulterated flava.

**B-SWIFT, THE BOX, Houston**

**DANA DANE** *Record Jock* (MAVERICK) - I would have never believed he would have made a comeback, but damn, did he have to come back so hard? This track is the shit!

**BLACK MOON** *Buc Em Down* (NERVOUS) - This is some ill, funky shit. When will the hits stop? They're slammin all over the country.

**KING TEE** *Dippin* (MCA) - This track is kinda funky although there needs to be a radio edit.

**DFC** *Tings In Da Hood* (BIG BEAT) - The remix is some ole G-thang shit. FUNKY.

**NO FACE** *No Brothas Allowed* (INTERSCOPE) - Nice simple groove. Just enough flavor for da nine fo.

Also, I want to thank everybody for such a nice time in NYC. I can't tell you how hungover I was after I got back to Houston. Definitely a big shout to Salwa, Michael F., Tyesh (Columbia), Marco N. (Jive), my homie for life Phillip Matargas (Relativity), Mojoe (RCA), JC (Virgin), Julie Z (Quality) and my fat ass homie from dusty-ass Tucson, AZ Boogie D, Kelly (Jeffery Osbourne) Woo, Scoop the Fat Man (Tommy Boy) and finally, every one involved in the luau. I'm paying cash for all of those grass skirt pictures of me. Peace!

**HAROLD BANKS, V103, Atlantic**

**K7** *Move It Like This* (TOMMY BOY) - Stronger follow-up to *Hi De Ho!* Definitely working for me! Strong kick and a nice roll.

**RAYVON** *No Guns, No Murder* (VP) - Slammin!

**FUGEES** *Nappy Heads* (RUFF HOUSE/COLUMBIA) - I just straight-up like this record! Don't sleep!

**Y? N VEE** *Chocolate* (RAL) - What an effective use of the Rick James Mary Jane hook to bring you the new flavor of the year...Chocolate.

**TOTAL DEVASTATION** *Wonderful World Of Skins* (ARISTA) - Definitely bringin ya somethin new from the new school! Phat drum tracks, decent scratching and smooth vocal transitions.

**CHRIS BARAKET, WAEB, Allentown**

**SHOCKING CREW** *Back Off* (CUTTING) - If you're looking for a great beat record, look no further! This is the shit!

**CE CE PENISTON** *Hit By Love* (A&M) - Out-of-the-box hit! This track is going to blow up! In the mix and on the air. This is a smash!

**K. ROSS** *Dance With Me* (WISEGUY) - Another Culture Beat sounding record that is going to do very well in the mix shows and has the potential to crossover. This cut is not to be missed!

**INNER CITY** *Share My Life* (COLUMBIA) - This track has a great feel and a cool vibe! Pumpin the mix this week and looking for phones!

**SALT-N-PEPA** *Shoop Remix* (ffrr) - Check this remix

out! A real burn out saver! Props to Maurice Devoe at the Q and for Paco Lopez, you are the ultimate, Da Shit! Hows about some hot sauce! Peace urie 1620!

**JOHN HUNTER, WEOW, Key West**

**ELAN** *Better Than You* (STRICTLY RHYTHM) - Chartbound before it's even pressed.

**LIAISON** *Heart & Soul* (WISEGUY) - Freestyle that's workin'.

**ES EN EM** *Dream State* (DEEP CRAP) - Go Marcus, go.

**MARCY LEE** *Love Hangover* (DSR) - Very nice.

**JOHN 'Italiano' CAVALLERO, WHHH, Indianapolis**

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - Great to hear this song redone, It's a radio song all the way! Take it out-of-the-box and put it on the air!

**JOCELYN ENRIQUEZ** *Make This Last Forever* (CLASSIFIED) - Check out the whole CD. Very well put together project. That's my kind of music! Hey Noel, where's my drop (or Rex)?

**K7** *Move It Like This* (TOMMY BOY) - As usual, a hit in my opinion. These guys can do it all! Rap, smoothness, NRG! Keep up the work!

**GARY CANNAVO, WJMN, Boston**

**SAGAT** *Luvstuff* (MAXI) - Smooth...very, very smooth. Tested very strong for us and I know it will for anyone who plays it.

**CHICCO SECCI PROJECT** *Luv Luv Luv* (KRIZTAL) - For a small lab, they did an excellent job on this project.

**SHOCKING CREW** *It's A Hip Hop Thing* (CUTTING) - This label is stronger than ever and this record proves it. Their only problem is that they are Jets fans.

**WATER LILLIES** *Tempted* (SIRE/REPRISE) - This record is a must play. It deserves to be played! (That's how good it is.)

**CASSERINE** *Why Not Take All Of Me* (WARNER BROS) - The sleeper of the year. So far words cannot describe what I want to say about this project. Sergio, Shay, and Debra from Warner Brothers, thanx for giving us such awesome music to play in our mix shows. We love U!

**DJ GROOVE, Z90, San Diego**

**BASIA** *Drunk On Love* (EPIC) - You've got to check this record out! Check out the Roger's Ultimate Anthem Mix.

**MICHELLE SWEENEY** *This Time* (BIG BEAT/ATLANTIC) - This record is the shit! Specially Nick and Stone's Full Glam remix! Just don't listen...play it!

**INNER CITY** *Share My Life* (COLUMBIA) - The cut that I do recommend for all DJ's is the Graeme Park Vocal Mix!

**MELANIE WILLIAMS** *Everyday Thing* (EPIC) - The whole record is slam'n, but Frankie's Classic Def Mix is the cut to check out.

**ILL/AL SKRATCH****"I'll Take Her"**

Featuring: BRIAN MCKNIGHT

"The hottest find since Hosh discovered America. Great street buzz. We're feelin' it, you should play it, plus they dance good, so you should play it or I'll send Vito over to your house and he'll talk to you."

Paco Lopez, APD, HOT97

"A great combination. Have been testing in the mix and hip hop show and definitely has caught ears. Looking for big things from this one." Joey Muzzalupo, MD, KSFM

"This should put these guys over the Top." Joey Arbagey, MD, KMEL

**Already Added At:**

WIOQ-19x  
HOT97-21x  
KBXX-19x  
92Q-10x

**Also In Rotation At:**

WPGC  
KMEL



# 20 FINGERS

Added This Week:

WRVQ - Richmond  
WJMH - Greensboro  
KLUC - Las Vegas 7x  
WDJB - Fort Wayne  
(#6 Most Requested)

These Stations On:  
KIX106  
WHJX  
POWER106  
HOT97.7  
KBOS  
KKXX  
KIXY

These Stations Measured up:  
B96 - 54 Plays - #1 Requests #1 Sales  
WIOQ - 37 Plays - Top5 Requests  
92Q - 15 Plays  
KPRR - 17 Plays - #1 Requests  
WJMH - 33 Plays - Major Phones

# SHORT DICK MAN

(SHORT SHORT MAN)



Contact Issy Sanchez or George Hess at 212-274-9728  
or Hazel at 708-387-7100



# Faces and Places



Lou Maglia, President of Zoo Ent. has announced the signing of recording group Little Feat to the label. Pictured, front row (l-r): **John Frankenheimer**; **Peter Asher**, Peter Asher Mgmt.; **Shawn Murphy**, Little Feat; **Maglia**; **Bud Scoppa**, VP, A&R; and **Nick Ben-Meir**, Business Mgr. for Little Feat. Back row, (l-r): **Brad Hunt**, Sr. VP, Mktg.; bandmembers **Bill Payne**, **Ken Gradney**, **Fred Tackett** and **Sam Clayton**; **Ira Koslow**, Peter Asher Mgmt.; bandmember **Paul Barrere**; **Briggett Barr**, Peter Asher Mgmt.; bandmember **Richie Hayward**; and **Bill Pfordresher**, VP, Promo.



AVENUE Records recently scored their first RIAA gold certification for War's *THE BEST OF WAR AND MORE*. Pictured (l-r): **Bruce Garfield**, VP/Artist Dev., AVENUE; **Richard Foos**, President, Rhino; **David Chackler**, COO, AVENUE; WAR members **Harold Brown**, **Howard Scott**, **Ronnie Hammon**, and **Lonnie Jordan**; **Bob Emmer**, Exec. VP, Rhino; **Jerry Goldstein**, Founder/Chrm., AVENUE; **Glenn Stone**, VP/Business and Legal Affairs, AVENUE; and **Reggie Barnes**, VP Nat'l. Promo., AVENUE.



CAPITOL recording artist Bonnie Raitt continues her U.S. tour in support of *LONGING IN THEIR HEARTS*, her third CAPITOL release. Pictured (l-r): **Jeffrey Hersh**, Gold Mountain Entertainment; **Ron Stone**, Gold Mountain Entertainment; **Jim Fifield**, Chairman & CEO, EMI Music; **Raitt**; **Gary Gersh**, President & CEO, CAPITOL; and **Bruce Kirkland**, Sr. VP/GM, CAPITOL.



SILAS/MCA Records latest singing sensation, London Jones (fourth from left) brought joy to all those that recently attended his New York City listening party at Memphis restaurant. Pictured (from left): **Louil Silas, Jr.**, President/CEO, SILAS Records; **Howard Comart**, CPA; **Robert Matherson**, Co-Manager, MY Management; **Jones**; **Steve Young**, Co-Manager, MY Management; **Yodi Young**; **Mark Cheatham**, ICM; and **Sara Melendez**, VP Mktg. & Artist Dev., SILAS Records.



The Beach Boys were presented with an award to commemorate the gold certification of their critically acclaimed box set: *GOOD VIBRATIONS: THIRTY YEARS OF THE BEACH BOYS*, prior to the San Diego Padres game. Pictured at Home Plate are (l-r): **Elliott Lott**, Beach Boys' Manager; **Al Jardine**; **Bruce Johnston**; **Phil Sandhaus**, VP of Strategic Mktg., CAPITOL; **Mike Love**; and **Carl Wilson**.



Gene Simmons and Paul Stanley of MERCURY's KISS recently teamed up with A&M's Gin Blossoms for an appearance on *Late Show with David Letterman*. Pictured (l-r): **Paul Stanley**, KISS; **Robin Wilson** and **Scott Johnson**, Gin Blossoms; **Gene Simmons**, KISS; and **Phil Rhodes**, Gin Blossoms.





# Club Chart

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

## BREAKOUTS

JAKI GRAHAM "Ain't Nobody" (Critique/BMG)  
 INNER CITY "Share My Life" (Columbia)  
 CECE PENISTON "Hit By Love" (A&M)  
 BASIA "Drunk On Love" (Epic)  
 PROGRAM 2 "The Feeling" (Warner Bros.)

## CLUB MOVERS

LW	TW	Artist	Single	Label
3-1		LOVELAND	"Let The Music (Lift You Up)"	(Big Beat/AG)
1-2		MARIAH CAREY	"Anytime You Need A Friend"	(Columbia)
15-3		REAL McCOY	"Another Night"	(Arista)
5-4		k.d. lang	"Lifted By Love"	(Sire/Warner Bros.)
10-5		C&C MUSIC FACTORY	"Do You Wanna Get Funky"	(Columbia)
3-6		JULIET ROBERTS	"Caught In The Middle"	(Reprise)
4-7		PATTI LABELLE	"The Right Kinda Lover"	(MCA)
6-8		DEEE-LITE	"Bring Me Your Love"	(Elektra)
7-9		JAM & SPOON	"Right In The Night"	(Epic)
24-10		M PEOPLE	"One Night In Heaven"	(Epic)
15-11		PAULINE HENRY	"Feel Like Making Love"	(550 Music/Epic)
25-12		2 UNLIMITED	"The Real Thing"	(Radikal/Critique)
20-13		KRISTINE W.	"Feel What You Want"	(Champion/EastWest)
14-14		DA BRAT	"Funkdafied"	(Chaos)
12-15		BLACKSTREET	"Bootie Call"	(Interscope)
17-16		NOMAR	"Zoomin"	(Scotti Bros.)
18-17		REEL 2 REAL	"Go On Move '94"	(Strictly Rhythm)
16-18		ARLENE BURTON	"Shot In The Dark"	(Columbia)
19-19		OPUS III	"When You Made The Mountain"	(EastWest)
30-20		LADY OF RAGE	"Afro Puffs"	(Interscope)
8-21		CULTURE BEAT	"Anything"	(550 Music/Epic)
33-22		WILD PLANET	"Love So Strong"	(Imago)
9-23		OUR TRIBE	"Love Come Home"	(Champion/EastWest)
11-24		JANET JACKSON	"Anytime, Anyplace"	(Virgin)
22-25		BLACKGIRL	"90's Girl"	(RCA)
37-26		ICE CUBE	"Bop Gun"	(Priority)
28-27		AB LOGIC	"Real World"	(RCA)
27-28		UNCANNY ALLIANCE	"Everbody Up"	(A&M)
38-29		HEAVY D. & THE BOYS	"Nuttin But Love"	(Uptown/MCA)
29-30		MIRANDA	"Your Love Is So Divine"	(Sunshine)
39-31		PUBLIC ENEMY	"Give It Up"	(Def Jam)
32-32		SLO MOSHUN	"Bells Of New York"	(Columbia)
36-33		LAFAYETTE	"Better Late Than Never"	(Champion/EastWest)
34-34		HAMMER	"Don't Stop"	(Giant)
35-35		HOUSE OF PAIN	"On Point"	(Tommy Boy)
23-36		COOLIO	"Fantastic Voyage"	(Tommy Boy)
N-37		DOOP	"Doop"	(MCA)
41-38		SEAL	"Prayer For The Dying"	(Sire/Warner Bros.)
45-39		BLUR	"Boys and Girls"	(SBK/EMI)
40-40		808 STATE	"Bombadin"	(Tommy Boy)
N-41		ERASURE	"Run To The Sun"	(Elektra)
44-42		WARREN G.	"This DJ"	(RAL)
N-43		PATRA	"Romantic Call"	(Epic)
26-44		JAMIROQUAI	"Emergency On The Planet"	(Columbia)
21-45		ARETHA FRANKLIN	"Jump To It"	(Arista)
50-46		SHARA NELSON	"Down The Road"	(Chrysalis/EMI)
N-47		MICHAEL WATFORD	"Love To The World"	(EastWest)
N-48		BAHA MAN	"Dancing In The Moonlight"	(Big Beat)
N-49		ZHANE	"Vibe"	(Motown)
N-50		ADELE BERTEI	"Zami Girl"	(Imago)

## REPORTING POOLS

**INFINITY RECORD POOL • Staten Island**  
 Charlie Alessi (718) 967-4793  
 • BASIA, BLAST/VDC, CECE PENISTON, INNER CITY, JAKI GRAHAM  
**AMERICAN TRAX • Beverly Hills**  
 Shawn Willms (310) 659-7852  
 • DEEE-LITE, MAGIC AFFAIR, PROGRAM 2, ST. ETIENNE, TOTAL DEVASTATION  
**IMPACT • Los Angeles**  
 Fut (213) 292-6611  
 • AALIYAH, A.D.O.R., CHEVELLE FRANKLYN, PMD, WORLD RENOWN  
**PACIFIC COAST DJ ASSOC. • Long Beach**  
 Steve Tsepelis (310) 433-6569  
 • BABBIE, INDUSTRY, PROGRAM 2, RED RED GROOVY, VERONICA LYNN  
**RESOURCE RECORD POOL • Los Angeles**  
 Craig Spy (213) 651-2085  
 • ALICIA BRIDGES, BLAST/VDC, CAMILLE, JAKI GRAHAM  
**SOUTHERN CAL. D.J. ASSOC. • West Hollywood**  
 Joe Pierce (213) 656-1464  
 • HOUSE OF GYPSIES, JAKI GRAHAM, LIZZ, PROGRAM 2  
**LET'S DANCE • Chicago**  
 Mike Macharello (312) 525-7553  
 • BABBIE, BLUR, DIANA ROSS, GENERAL BASE w/Claudia Barry  
**BADDA • San Francisco**  
 N. Lygizos/David X (415) 882-9700  
 • CASSERINE f/Cato, D\*NOTE, MAXINE HARVEY, R. KELLY, TWENTY 4 SEVEN  
**BAY AREA SOUND SERVICE • San Francisco**  
 Steven Tuttle (415) 863-2515  
 • AFRO RICAN, CAMILLE, GRAVEDIGAZ, JAKI GRAHAM, JON SECADA  
**PHILADELPHIA METRO POOL • Philadelphia**  
 Martin Keown (215) 732-7949  
 • BLUR, CECE PENISTON, DOOP, GABRIELLE, JIM CARREY  
**PHILADELPHIA SPINNERS ASSOC. • Cherry Hill**  
 Bob Pantano/Tony Harris (609) 662-7222  
 • BLUR, OURIEL, PRINCE, PROGRAM 2, TERROR FABULOUS  
**ADVANCED MUSIC PROMOTION • Detroit**  
 Lee Eckinger (313) 543-1764  
 • CECE PENISTON, INNER CITY, JAKI GRAHAM, THE OTHER TWO, UNDERWORLD  
**DANCE DETROIT • Detroit**  
 Steve Nader (810) 541-4323  
 • AMY GRANT, B-TRIBE, CAMILLE, PEACE TRAIN, SEAL  
**MID-WESTERN DANCE ASSOC. • Detroit**  
 Enola-Gaye Porter (313) 546-8448  
 • INNER CITY, J. SOUNDTOOLS, MELANIE WILLIAMS, PETE ROCK/C.L.  
**SMOOTH, SIR MIX-A-LOT**  
**OUR MID-ATLANTIC POOL • Washington, DC**  
 B. Keart /A. Chasen (202) 483-8880  
 • BASIA, CECE PENISTON, JAKI GRAHAM, MELANIE WILLIAMS, THE OTHER TWO  
**TABLES OF DISTINCTION • Washington, DC**  
 Eardrum (301) 270-2604  
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**BOSTON RECORD POOL • Allston, MA**  
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 Gary Cannavo (617) 567-2900  
 • BASIA, CECE PENISTON, INNER CITY, JAKI GRAHAM, VOLUME 10  
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**FORT LAUDERDALE/MIAMI REC. POOL • Fort Lauderdale**  
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**HITZ • Miami Beach**  
 M. Moretta/Bugie/G. Dahary (305) 532-4487  
 • AMY GRANT, CHICCO SECCI PROJECT, MICHELLE SWEENEY, PROGRAM 2, R. KELLY  
**DIXIE DANCE KINGS • Atlanta**  
 Dan Miller (404) 740-0356  
 • ALICIA BRIDGES, BLUR, DIANA ROSS, ENIGMA, MAGIC AFFAIR  
**NORTHWEST DANCE MUSIC • Seattle**  
 John England (206) 329-5381  
 • ALICIA BRIDGES, BAD BOYS BLUE, DA BUSH BABEES, R. KELLY, VAPOURSPACE  
**LONG ISLAND RECORD POOL • Long Island**  
 Jackie McCloy (516) 796-6596  
 • BAD BOYS BLUE, CORO, MICHELLE SWEENEY, PROGRAM 2, R. KELLY  
**INTERNATIONAL RECORD SOURCE • San Diego**  
 Javier Lugo (619) 476-1288  
 • THE BEATNUTS, INNER CITY, LEGION, MELANIE WILLIAMS, MICHELLE SWEENEY  
**SOLID PRODUCTIONS MUSIC POOL • San Diego**  
 M. Greer/S. Martin (619) 470-3111  
 • ENIGMA, JADE, NICE N' SMOOTH, SIR MIX-A-LOT, WATERLILLIES  
**MIDWEST DISC JOCKEY ASSOC. • St. Louis**  
 Ted Thornton (314) 533-8833  
 • AALIYAH, BOOGIE MONSTERS, LALAH HATHAWAY, SUPERCAT, VOLUME 10  
**PITTSBURGH DJ ASSOC. • Pittsburgh**  
 Jim Kolich (412) 885-1472  
 • AMY GRANT, BLAST/VDC, JAKI GRAHAM, MELANIE WILLIAMS, SHARA NELSON  
**DESERT WEST RECORD POOL • Phoenix**  
 Terry Gilson (602) 249-9214  
 • CAPELLA, CECE PENISTON  
**FLORIDA SUNCOAST RECORD POOL • Tampa Bay**  
 Howard Tripp & Rafael Roman (813) 544-7609  
 • ADELE BERTEI, JAIDI, JOCELYN ENRIQUEZ, MICHELLE SWEENEY, R. KELLY  
**DANCING DISC'S OF DENVER • Denver**  
 Lawana Sims (303) 333-6901  
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**5 STAR • Covington**  
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 Joe Dillon (614) 221-5907  
 • CAMILLE, CECE PENISTON, JAKI GRAHAM, THE OTHER TWO, UNDERWORLD  
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 Ronnie Matthews (704) 532-8496  
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 • BASIA, INNER CITY, MICHELLE SWEENEY, SIR MIX-A-LOT, Y ? N-VEE  
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 Carl Gross (717) 823-5233  
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# **“FORE!”**



  
**J. Martell  
Foundation**

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

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

# “5-4-3-2 (YO! TIME IS UP)”

THE WAIT IS OVER. ON YOUR DESK TODAY. THE 1994 SHADE OF JADE.

# JADE

THE NEW, SEXIER SHADE OF

IS GOING TO BLOW YOUR LISTENERS AWAY!

How do you follow up a debut album that delivered...

✦ Platinum sales

✦ “Don’t Walk Away” - *one of the most-played records of the 90’s*

✦ Three CHR/Churban hits

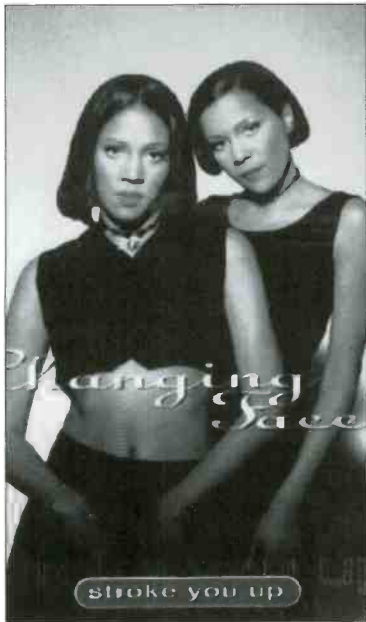


# 5-4-3-2 (YO! TIME IS UP)

THE FIRST SINGLE FROM JADE'S NEW FORTHCOMING ALBUM, MIND, BODY & SONG



EXECUTIVE PRODUCER: CASSANDRA MILLS  
©1994 Giant Records.



# CHANGING FACES

## "Stroke You Up"

Audience Reach Over 22 Million  
 Billboard Hot100: #7\*  
 National SoundScan Chart: #4\*



Single  
 Certified  
**GOLD!**

<b>Spinning At:</b>	WPGC	48x	WHHH	48x	Y97	38x	
KMEL	59x	WJMH	27x	Z90	18x	KSFM	43x
WJMN	63x	KGCI	25x	KMXZ	61x	PWR96	11x
KIX106	64x	KDON	57x	HOT97.7	76x	WJJX	53x
KZHT	30x	PWR PIG	37x	KKSS	90x	WZJM	25x
KBOS	27x	WILD107	59x	KS104	17x	HOT102	24x
92Q	32x	KZFM	53x	KLUC	39x	KISF	10x
HOT97	36x	KPRR	38x	PWR106	33x		
WIOQ	30x	KBXX	56x	Q105	33x		

### Major Sales Across The Country...Top 5 In:

Los Angeles #3	Cleveland #2	Kansas City #3
San Francisco #2	Tampa #3	Greenville #2
Charlotte #4	Sacramento #2	Grand Rapids #4
New Orleans #4	Raleigh #4	Oklahoma City #5
Detroit #5	Baltimore #4	Columbia #2
Washington D.C. #3	Indianapolis #4	Las Vegas #2
Houston #5	Milwaukee #4	and many more

### Mainstreams Coming On Board

<b>Added At:</b>	WVKS
B96	KMCK
KKFR	KISR
WXKS	KSMB
KBFM	WBFS
WKSS	KGOT
KPSI	WNOK
WOVV	WFMF

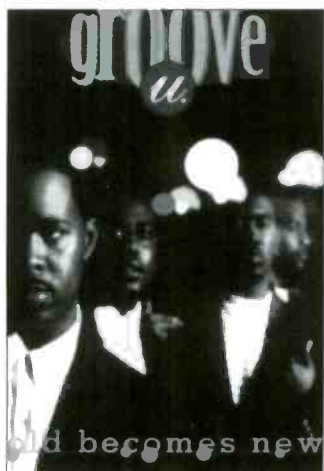
# ARTIFACTS

## "Wrong Side Of Da Tracks"

In Rotation At:  
 HOT97  
 KMEL

Sales In:  
 New York  
 Philadelphia  
 Boston  
 Washington D.C.

Raleigh  
 Norfolk  
 Richmond  
 Miami



# groove U. "Old Becomes New"

Houston #37 Single Sales! Impact Date August 29!

In Rotation At:

KBXX - 44x      HOT97.7      Q105



# AL BELL

## KEYNOTE ADDRESS, NEW YORK MUSIC SUMMIT & RADIO SEMINAR, AUGUST 5, 1994

### Leadership

We came to this HITMAKERS Music and S.I.N. New York Music Summit and Radio Seminar to say to you, the Hitmakers, "Our recorded music industry needs your leadership."

We need you to break and develop artists for us if we are to remain a healthy and viable industry.

During our 35 years in the music industry, we have seen the recorded music business grow from 350 million dollars a year to a 10 billion dollar a year industry. The catalyst for that growth was the leadership provided by the broadcast music industry in discovering and developing artists.

During the time when White youngsters had to listen to Black music late at night, hiding the radio under the bedcovers; during the time when Black music was sold from under the counters or hidden in the back of record stores; and during the time when black music was more likely to be covered by White artists than allowed to be popularized by Black artists – some leaders in the broadcast music industry had the audacity to chart the way for this music.

Alan Freed, the pioneer, took a stand for this new music that was born in the rebellion of America's post World War Two generation. His stand for Rock & Roll and Black recorded music artists caused a revolution in the industry that nearly destroyed him personally, because the power of music is awesome and some people feared it. But Alan Freed took a stand. He was a leader.

Dick Clark took a stand for the music Alan Freed developed. He carried the ball home. He brought the sheer joy and the uninhibited freedom of Rock & Roll into American homes by letting American kids dance to it, featuring an integrated cast of teenagers, on the infant medium of television. His stand made him a wealthy man and an expert in the field of contemporary American music, White and Black. He laid the groundwork for MTV, VH-1 and all the other video/TV outlets. He took a stand. *Dick Clark exhibited leadership.*

Bill Drake took a stand for the music of Black America and programmed it into "The Drake Format" throughout the RKO chain and then spread it throughout the nation. He became the master of crossover, opening his spirit, and the spirit of America, to the Top40 playlist of all American music. He created excitement around the music being played, he excited the listeners and kept them in the know. He educated his listeners about the artists and about their music. He widened the opportunity for disk jockeys to talk about the music. He broadened the musical range of "Pop Culture." He became a legend in radio. Bill Drake took a stand. *He was a leader.*

Paul Drew, at WQXI, out of Atlanta, Georgia, took a stand for uniqueness and creativity by playing the music of the legendary Otis Redding before the world knew Otis, and sometimes ahead of R&B radio. Even though this was in an era when we couldn't put the picture of a Black male artist on an album cover – we had to put a female on Otis' albums – he played Otis Redding, that black male artist. He helped create the legend that Otis Redding became. Why? He believed in Otis. He took a stand. *Paul Drew was a leader.*

Rosalie Trombley heard the music of the Motor City, across the border in Detroit, and took the power of CKLW, a 50,000 watt clear channel-station in Ontario, and used it to blast the Motown sound throughout central Canada and the United States. The smooth, polished, sophistication that Berry Gordy cultivated was hers to mine. She created legends. She took a stand. *Rosalie Trombley provided leadership.*

During that time some music programmers, some Hitmakers *dared to be different*. They listened to product day and night, trying to find the music on the cutting edge, trying to spot the next new trend, listening for the next new voice. And then they got out ahead of the crowd, sometimes even ahead of the record labels, and took a stand for that new discovery. They dared to be different.

They played the "B" side of a record and gave Elvis Presley a single that stayed in the Top 10 for 21 weeks, longer than any other record in history (until Whoomp! There It Is by Tag Team came along and held on for 24 weeks.) Elvis' two-sided hit had Hound Dog on one side and Don't Be Cruel on the "B" side. Those programmers "discovered" the "B" side of that record and programmed it with a passion. *They dared to be different.*

They mined the independent record releases, searching for, hunting for, and finding, that key new voice or that new song, that reached the souls and that spoke to the spirits of their audience, at the cutting edge – and they found four English guys, with funny clothes and long hair and broke the Beatles. *They dared to be different.*

They monitored Black music and Country music and Gospel music and looked for hits and followed them. Then they broke those emerging artists from those areas on their stations. They broke the Gospel record Oh, Happy Day by the Edwin Hawkins Singers, they broke the Blues record, Hi-Heel Sneakers by Tommy Tucker, and they broke the Country record I Can't Stop Loving You by Ray Charles. *They dared to be different.*

If it didn't sound like it fit, they told you why it fit, why they were playing it and why they thought you should listen to it. We made the music, but radio made the records and radio developed the artists. *They dared to be different.* They dared to be leaders.

Then there were "Hot Rod" Hulbert, Jocko Henderson, "Fat Daddy," The Magnificent Montague, Georgie Woods, E. Rodney Jones, Al Perkins, Frankie Crocker. These giants had the minds of A&R men and the attitude of Talent Scouts.

They discovered artists with great songs and programmed them, sometimes four and five times, back-to-back, exploding those records into the souls and spirits of their audiences, before their competitors knew of or discovered those records. They lived and played great music with commitment and with a passion. They turned the people on. They excited the people with their music. They became super-giants. They became heroes. They dared to be the leaders and not the followers. *They dared to be different.*

The marriage between the recorded music industry and the broadcast music industry has indeed been a fruitful one, and during that era, American recorded music grew to represent 50% of the world market. However, in recent years we have regressed to 1/3 of the world music sales.

There are many factors that have contributed to this decline, however, for today's discussion we wish to focus on what we deem to be the most important one: radio's responsibility in discovering and developing new artists and new music. *To provide leadership.*

We started out in this business as a disc jockey. We are *still* a disc jockey. We are merely a disc jockey in the recorded music business, making music for those who broadcast music.

Every time we release a record we look at it from the perspective of a Program Director or Music Director. We ask ourselves, "Is this music a reflection of what's going on in the lives and the lifestyles of the people?" We ask ourselves, "Is it unique?" We ask, "Does it have that

# For Real

*"You Don't Know Nothin'"*

**EARLY ADDS:**

KSFM/Sacramento, KDON/Salinas  
Z90 San Diego/HOT97.7 San Jose

**PERFORMING AT:**

**KMEL/San Francisco**

**92Q/Baltimore**

**KKSS/Albuquerque**

**Y100/Miami**

**B95/Fresno**

**WFLY/Albany**

**KIX106/Providence**

**WPGC/Washington**

**KMXZ/Salinas**



*"Great harmonies! As accessible to Mainstream radio as Boyz II Men or All-4-One."*

**-Casey Keating, PD, Y100/Miami**

**From The Album:**  
*It's A Natural Thang*



# The New Album featuring the Funky Hits of..

**Nona Gaye & ♀** - "Love Sign"

**George Clinton** - "Hollywood"

**Mavis Staples** - "You Will Be Moved"

And Many More!!!

## All Songs Written And Performed By ♀



This package includes hits such as:

**Nona Gaye & ♀** - Love Sign

**George Clinton** - Hollywood

**MPS** - Minneapolis

**Mayte** - If I love U 2Night

**The Steeles** - Color



**NR**  
RECORDS

Marketed, Manufactured & Distributed by Bellmark/Life Records

**The N.P.G.** - 2Gether

**Margie Cox** - Standing At The Alter

**Mavis Staples** - You Will Be Moved

**Madhouse** - 17

**Nona Gaye** - A Women's Gotta Have It

**MPS** - Minneapolis Reprise

indescribable magic quality about it?" We ask, "Will the rhythm, the melody, the lyrics and the artist's performance reach the souls and speak to the spirits of the people?"

If the answer is yes, to all of the above, we know then we have recorded the music that has all of the elements that allow you to win with your listeners every time you program it. A jewel for radio. A no-risk record. That's our passion. God knows we just love this kind of stuff. We love people, love to make them feel good, love to make music that turns them on!

Music is an overwhelming force that knows no boundaries. It transports the spirit of its creator, unbridled. In the 16th century, a wise man, Andrew of Saltoun, said, "If I could make a nation's music, I care not who makes their Arms." He knew that if he could make an art that would feed the souls of the people, the spirits of the people, he didn't need weapons – he would win them over without firing a shot.

That's why people were afraid of Alan Freed in his time, he had won over their children with music. That's why the Beatles and their image was intimidating, they appeared to be controlling a whole generation through their music. That's why you, the Hitmakers, have such power – you speak to the spirits of your audience every time you play a record, every time you announce a record, and every time you tell your audience the importance of that record.

You have awesome power. It's in the music. It's in what music you play, and it's in how you play that music. You have the responsibility to discover and develop new artists and new music. To provide leadership

You have awesome power. We are here today to encourage you to use that power to insure the continual growth and survival of radio, thereby insuring the survival of recorded music. We are in a symbiotic relationship you and I, radio and records, the makers of hits and the Hitmakers and hit breakers. We produce the music and you must find the hits in that music. You are closer to the people than we are. You talk to them every day.

What you select to play, when and how you play it, what you say about it and how you say it – all make hits out of recorded music. It's what you do --- and you do it well.

But, if you hear where I'm coming from, the challenge is to step out from the herd, stop running with the pack, rise above the crowd – with all the research, with all the statistics, with all the demographic information, with all the concerns regarding the cume's – and be a leader. *Do it better* and make a difference.

Radio is different today, from the days of Alan Freed. The marketplace was segregated then. Today it's segmented and much more diverse. Today you reach so many more people. There were four charts then, Pop, R&B, Country and Classical and the boundaries were distinct. You could look at people and identify a station they might listen to by *her* complexion, *his* age, *their* profession.

Today, those obvious characteristics don't necessarily reveal musical tastes. The barriers that existed in the past have broken down. Construction workers and cab drivers, listen to Opera, college students of every race listen to Rap, the artist known by a symbol (formerly known as Prince) has, as his most loyal fan, a tiny 70 year-old grandmother who has been on TV talk shows declaring her devotion to him.

Radio reaches so many more people today. It's not just in the car on the way to work, or on the night table while you get dressed to go to work. Radio is in the workplace, from the office to the construction site. It's a headset on the ears of a college professor as he jogs to the campus, and it's a hand-carried boom box on a teenager's shoulder as he thumps down the street. It's played so loudly in cars that everyone at the bus stop or on the street hears it, except the messenger on the bicycle, who's listening to his own radio that he wears on his belt.

It's what you hear on the commuter train from the headset of your seat companion and it's blaring from the next picnic over, in the park. It's what wakes you up in the morning and lulls you to sleep at night.

It's everywhere. That means you are everywhere, making an impression, speaking to people's hearts and souls, *moving* them, moving *with* them, moving *within* them. What power! Alan Freed, Dick Clark, Bill Drake, Paul Drew, Rosalie Trombley, couldn't *dream* of this kind of power. That's radio today.

What are you to do with a power that strong, that pervasive? Find that great unheard of, unfamiliar song, uniquely performed by that unknown artist and program it in your music mix in such a dramatic manner that you quickly popularize it with your listening audiences. We humbly submit that, if you do this, you will create excitement around the music you are playing and excite your listeners.

You will increase the listening audience of your station. You will be unique – you will be different. You will be even more successful. Demographics will go out the window, for whether they are 12, 20 or 70; White, Black, Brown or Yellow; male, female or undecided, people love to listen to great, unique music, with great, unique melodies. It reaches their souls, it speaks to their spirits.

The more songs you play, the more artists you develop, who's songs reach the human soul, more and more people will want to hear more and more of these songs. When programmers set the pace, take this leadership position, the results will be big numbers, which equal big dollars for you and your station's bottom line.

When we were a disc jockey in Washington D.C., the Station Manager at WUST believed that Black people didn't want to hear the Blues and authentic R&B, just Doo-Wop and cosmopolitan-sounding music. He explained that Black people in Washington D.C. were Bourgeois, and not Rural in nature. That's what his demographic research had told him.

This period in time was during the heart of the civil rights movement and, admittedly, some African-Americans regarded the Blues as the music of oppression, and they regarded authentic R&B as "Bama Music" (Alabama, Southern, Rural). We personally knew doctors and lawyers who would buy B.B. King records, and tip out of the record store tucking them inside their coats, as though they had stolen them.

The station manager told us not to play the Blues or that R&B "Bama" music, but, like a lot of the people in Washington D.C., we were from the south, and we knew that the Blues and great, unique, cutting-edge R&B music would reach and penetrate the depths of their souls, while it spoke to the heights of their spirits.

So, we locked ourselves in the control room, put the phone lines on hold and, from 6 in the morning until 10 in the morning, played B.B. King's *Rock Me Baby* and Joe Tex's *Hold On To What You've Got*, and Otis Redding's *Mr. Pitiful* and Solomon Burke's *If You Need Me, Just Call Me* and Elmore James' *The Sky Is Crying* and the Temptations' *My Girl*. And back to B.B. King's *Rock Me Baby Like My Back Ain't Got No Bone*. The cutting edge.

And all the while, we gave out the Station Manager's home phone number and told the people, if they liked what they heard, to call him at home and tell him. We took a stand and it paid off. The response was so great that it changed the Station Manager's mind. He gave us a substantial raise in pay, allowed us to promote concerts at the Howard Theater, and we became number one in the morning in Washington, D.C.

Playing that music ultimately lead us to Stax and finally to creating Bellmark and to being able to speak with you today. We played, then, and we record, now, the music that turns the people on. It's a no-lose proposition. We challenge you to find the music that turns people on – and then, turn them on to it.

Did somebody ask, "What music is that?"





**Some Feel A Need To Belong.  
Others Defy All Categorization.**

*Blending elements of pop,  
R&B and rock,  
Whycliffe delivers a sound  
that transcends all  
boundaries, all labels,  
all categories.*

*Now, this multi-talented  
native of England  
crosses the Atlantic  
with a song that takes  
his musical journey  
to an all new height...*

# whycliffe

## HEAVEN

from his new album **Journeys Of The Mind**

produced by **Chris Porter** and **Tim Simenon** direction: **Bennet Freed** for **One Love Management** in association with **Tony Lewis**

The wait is over...

The Renaissance Woman has arrived!



Simple

BLUE JEANS

the first single off the debut album

COLOURZ UV SOUND

Produced by: D'wayne Wiggins & Terry-T.

Executive Producers: D'wayne Wiggins & Wendell Greene

Management: Joan Rim / Rim Entertainment.



© 1994 Fox Records, Inc.



# Mazzy Star

## "Fade Into You"

Going for Adds and Airplay  
August 29th and 30th

*Stations That Couldn't Wait*

**BDS over 150 spins**

**KUBE 40x**

**B97 12x**

**WPST 26x**

**WHJX 14x**

**plus 8 more stations**

*Modern Rock Spins 850 and*

*growing including:*

**KROQ 36 spins**

**WDRE 26 spins**

**99X 28 spins**

**Q101 34 spins**

Album Sales 250,000

Billboard Top 200 Albums 49\*-46\*

Over 25,000 Albums Sold This Week!

*"The phones exploded immediately  
and with incredible sales, have put  
Fade Into You into a 40 play per  
week rotation in its first week."*

**Shellie Hart, KUBE/Seattle**



from the album  
**So Tonight That I Might See**

Produced by David Roback

Lookout Management: Elliot Roberts/Frank Girona

# CRYSTAL WATERS

**NEW AT:**

"100% PURE LOVE"

SOUND SCANSINGLE #31\*

**APPROACHING 1900 TOP40 BDS SPINS**

**OVER 14,000 Units Sold This Week**

STAR94  
B94  
Y107  
WKSE  
WFLY  
KQMQ

WVSR  
KKMG  
WKMX  
KGLI  
KKXX  
KJ103

**MAJOR ROTATION AT:**

B96 61x WAHC KUBE 54x  
WZPL 55x 42x WIOQ 43x  
HOT102 74x KHFI 66x KBFM 46x  
KHKS 34x KTFM 46x And Many More!  
KZHT 41x KIIS-FM 42x

**SoundScan Single #8\***

**Over 45,000 Units Sold This Week**

## JOHN MELLENCAMP

"WILD NIGHT"

**Monitor Mainstream Chart 4 - 2\***

**Over 3200 Top40 BDS Spins**

**Major Rotation At:**

"This record has exploded here. Everything is huge - sales, phones, and callout. Callout is very strong with all demos. Slightly higher with younger demos."

TONY MASCARO, MD, PRO-FM

STAR94 47x  
WXKS 63x  
WEDJ 64x  
WZPL 62x  
HOT102 55x



## LAUREN CHRISTY

"Color Of The Night"

"If you're in search of a powerful ballad, look no further than Lauren Christy."  
DAN BOWEN, APD/MD, WNCI

**28 Adds Out Of The Box Including:**

WZPL WGTZ WTWR  
WNCI WZYP And Many More  
WKSI KHTT

"The movie should be huge. Should be an easy Top 10 record."  
GARY MICHAELS, APD, Q99

"For an adult ballad, its one of the strongest available."  
JIM REITZ, PD, WFHN



**Featuring  
Brian  
McKnight**

## ILL/AL SKRATCH "I'LL TAKE HER"

**Already  
Added At:**

"The hottest find since Hosh discovered America. Great Street Buzz. We're feeling it, you should play it, plus they dance good, so you should play it or I'll send Vito over to your house and he'll talk to you."  
PACO LOPEZ, APD, HOT97

"This should put these guys over the top."

JOEY ARBAGEY, MD, KMEL

"A great combination. Have been testing in the Mix & Hip Hop show, and definitely has caught some ears. Looking for big things from this one."  
JOEY MUZZALUPO, MD, KSFM

**Also In Rotation At:** WIOQ 19x  
HOT97 21x  
WPGC  
KMEL  
KBXX 19x  
92Q 10x