

HITMAKERS®

ISSUE 925 \$5.00

February 16, 1996



HITMAKERS Hangin' In Hot-lanta!

#1 Disc-overy Club

MAINSTREAM: ALANIS MORISSETTE and CELINE DION (TIE)

STREET SHEET: QUAD CITY DJ'S "C'mon N' Ride It (The Train)" (BIG BEAT)

MIX SHOWS: ACE OF BASE "Lucky Love" (ARISTA)

ALTERNATIVE: AFGAN WHIGS "Honky's Ladder" (ELEKTRA)



real love from the beatles anthology 2

Produced by Jeff Lynne, John Lennon, Paul McCartney, George Harrison, Ringo Starr



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HIGH & DRY

THE THIRD BUZZ CLIP

**MOST ADDED AT TOP40!
OVER 40 NEW STATIONS!**



MUSIC TELEVISION

**AND THE FIRST TOP40
SINGLE FROM**

"THE BENDS"

BEST LPs OF '95:

**PEOPLE, MUSICIAN
and BILLBOARD**

- | | | | |
|-----------------|-----------------|-----------------|-----------------|
| KRBE 30x | Q99 30x | WPST 25x | KHTY 22x |
| WDCG ADD | KHOM ADD | KLRZ ADD | KBZK ADD |
| WJET ADD | WRQK ADD | WVCK ADD | WHOT ADD |
| WXXX ADD | WMRV ADD | WSPK ADD | KCHX ADD |
| WSSX ADD | WJMX ADD | KSMB ADD | KQID ADD |
| WFME ADD | WDDJ ADD | WIFC ADD | WXIS ADD |

AND MORE!

**6933 LPs SCANNED THIS WEEK!
173*-153* BILLBOARD TOP 200 LPs
25% SALES INCREASE IN ONE WEEK!**

ON TOUR IN MARCH

RADIOHEAD

the next single from the album THE BENDS.

Produced by Radiohead with Jim Warren • Managed by Courtyard Management, Chris Hufford & Bryce Edge • Mixed by Sean Slade and Paul Q. Kolderie © 1995 EMI Records Ltd.
World Wide Web: <http://hollywoodandvine.com>

Photo courtesy of Alternative Press

Lead Bank Jack / Note



SOUNDCAN NATIONAL SINGLE SALES:

1. Mary J. Blige - 85,251 units
2. Mariah Carey - 64,714 units
- 3. GEORGE MICHAEL - 62,571 UNITS**
4. Brandy - 60,748 units
5. The Tony Rich Project - 54,578 units

SINGLE SALES EXPLOSION:

New York	#1
Los Angeles	#1
Chicago	#2
Philadelphia	#4
San Francisco	#1
Boston	#6
Dallas	#2
Detroit	#4
Washington DC	#2
Houston	#2
Cleveland	#4
Atlanta	#1
Minneapolis	#5
Tampa	#2
Seattle	#1
Miami	#1
Pittsburgh	#6
St. Louis	#3
Denver	#1
Phoenix	#6
San Diego	#1
Salt Lake City	#1

BDS TOTAL: 2,908 Spins!

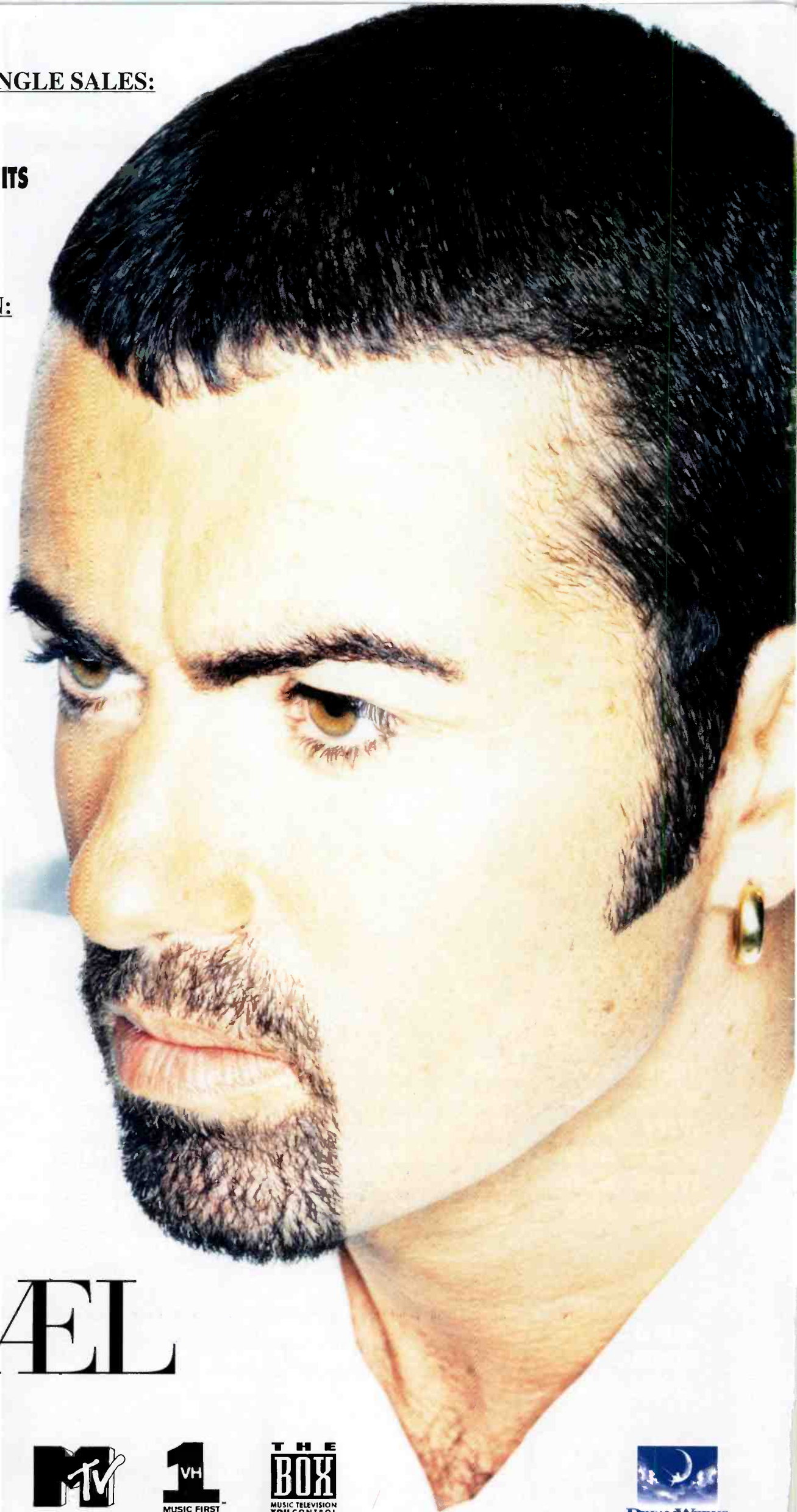
GEORGE MICHAEL

jesus to a child

Written, Arranged and Produced by George Michael.
Engineered by Chris Porter.



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SONY AND BOYZ II MEN FORM IMPRINT

Joint venture deal forms Stonecreek Recordings

Thomas D. Mottola, President/COO of Sony Music Entertainment, and the members of Boyz II Men – Nathan Morris, Michael McCary, Shawn Stockman and Wanya Morris – announced Tuesday (2/13) the formation of Stonecreek Recordings, an exclusive, multifaceted worldwide label venture with Sony Music Entertainment. The new label, which takes its name from the group's Stonecreek Studios facility in Philadelphia, will be based out of that city, and will, (according to a joint press release), "reflect Boyz II Men's musical passions and serve as a creative haven for new artists the group's members discover and develop."

Commenting on the deal, Mottola said, "Boyz II Men, over the course of just two studio albums, have established new standards of excellence for vocal groups from all walks of music. Any company would welcome the opportunity to work professionally with Nate, Mike, Shawn and Wanya...For me, this is one of the most exciting artist development projects that I've been privileged to be involved with."

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ZUTAUT OPENS 'THE ENCLAVE'



Tom Zutaut, one of the music industry's most respected and successful executives, announced last week that the new, full-service record company he leads as President/CEO will be called The Enclave. According to a press release, the name was chosen because it reflects the new imprint's "philosophy and purpose as a safe haven for artists, where they will be supported in a

nurturing and congenial environment." The Enclave is based out of New York and will be distributed by CEMA in the U.S. and by Virgin International in all other territories.

Prior to his current post, Zutaut held top A&R positions at Elektra Records and Geffen Records, where he played an instrumental role in signing such superstar acts as Guns N' Roses, Motley Crue, Enya, Dokken, Tesla, Veruca Salt, Edie Brickell & the New Bohemians and Elastica.

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ATLANTIC UPS BUCH TO SR. VP, PROMO



Danny Buch has been appointed Sr. Vice-President of Promotion for Atlantic Records. Andrea Ganis, Atlantic's Executive Vice-President, Promotion, made the announcement last week. Buch, who joined the label in 1979, has most recently been the label's VP, Promo, a post he has held since 1992.

In making the announcement, Ganis commented: "Danny and I have worked together for over 15 years. I'm incredibly lucky to have him as my partner in overseeing Atlantic's promotion team. It is with immense pleasure that I congratulate him on this richly deserved promotion."

THE HOT TIP

SPACEHOG "In The Meantime" (Sire/EEG)

With a host of great Disc-overies this week, Mainstream programmers are raving about this Alternative smash!! KRBE, KUTQ, Z100 and WPST are early success stories, giving this big Rotations, and the retail picture is huge!! *Put This On!!!*

SA-DEUCE GET NAKED!



New This Week: KWIN! WWST!

SA-DEUCE “Don’t Waste My Time”



9* SoundScan National • 63,563 Weekly SoundScan Sales

The First Single
"ANYWHERE IS"

Watch for
Enya's
VH-1 Special
Feb. 16 & 17

MAJOR MARKET AIRPLAY INCLUDES:

Z100	New York	
KRBE	Houston	
99X	Atlanta	ADD!
STAR94	Atlanta	
KFMB	San Diego	
KHOM	New Orleans	ADD!
WKSS	Hartford	
KLRZ	New Orleans	
Q102	Cincinnati	
KALC	Denver	ADD!
KWMX	Denver	
And Many More!		

THE MEMORY OF TREES

enya

The Memory Of Trees

*An album of all-new songs,
available on Reprise CD's and cassettes.*



<http://www.RepriseRec.com/Enya>

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1
VH
MUSIC FIRST™

AIRPLAY IMPACT 2/26!

on
your
desk
now.



INFLUENCE

the debut single
featuring
remixes by:
**MANHATTAN
PROJECT
AND E SMOOVE**
from the album
**MEMORIES
OF THE
SOULSHACK
SURVIVORS**

produced by
**MIKE MANGINI &
SHANE FARBER**
co-produced by
BASS IS BASE



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Pipeline Entertainment-U.S./Bask Entertainment-Canada

ACE OF BASE Lucky Love (ARISTA)

- One of the week's **MOST DISC-OVERED...AGAIN!** New Rotations @ FLY92, KBFM & WDJX.

ALANIS MORISSETTE Ironic (MAVERICK/REPRISE)

- Tied for this week's **MOST DISC-OVERED!** One of the week's top added as WRVQ, FLY92, KMXV, WFLZ, WGTZ, KKRQ, WWST, KHTT, WFBC, WFHN, WRQK, WIOQ, KZZU, WTIC and many more add!! Rotations nearly double to 1500!!

BODEANS Closer To Free (REPRISE)

- PETERSON & AMMONS, @ STAR94, STEAL & JAMM @ KQKQ and CHARLIE QUINN @ Y107 are new *Bodeans Believers!* Approaching 1900 Rotations!! A bona fide hit!!

BRANDY Sittin' Up In My Room (ARISTA)

- WAPE, WZPL, KRQ, WNOK, WSNX add to Rotation! This is a Mainstream Hit!!

BUSH Glycerine (Trauma/Interscope)

- WKSS, B94, KMXV, PRO-FM, KC101 and WHTS make this official! Way over 1300+ Rotations!!

CELINE DION Because I Loved You (550 MUSIC)

- Tied for this week's **MOST DISC-OVERED!** This week's most added, out of the box!! WAPE, KQKQ, KHOM, STAR94, WKBQ, WFLZ, WTIC and Y100 are but a few of the great stations that "loved" this superb Celine single this week!

DEBORAH COX Who Do U Love (ARISTA)

- Rotations climb to 1100 as KDWD, WVKS, WKSS and WDJX all add!!

DOG'S EYE VIEW Everything Falls Apart (COLUMBIA/CRG)

- This makes our week's **MOST DISC-OVERED** list again!! KRBE, WNNK and KHTQ add, along with others!

ENYA Anywhere Is (REPRISE)

- The story keeps building, with huge sales and new adds @ KHOM and WTCF!!

EVERCLEAR Santa Monica (CAPITOL)

- The early action on this is hot as WFLZ and KSMB call this in! 350+ Rotations and getting bigger fast!!

GIN BLOSSOMS Follow You Down (A&M)

- A proven smash! XL106.7, WRVQ, B94, WTIC and WKSS, Y100 and WFHN make it official. Rotations over 2200!!

J'SON Take a Look (Hollywood)

- Rotations close to near 500 as WSNX, KBFM, WDJB, KWIN and others climb on board!!

LINA SANTIAGO Feels So Good (Show Me...) (UNIVERSAL/GROOVE NATION)

- This sizzling Dance track is on fire as WNVZ, WFLZ, WPXY, KHKS and WZJM say "add!" Over 450 Rotations!!

MARIAH CAREY Always Be My Baby (COLUMBIA/CRG)

- New adds and Rotations this week at WAPE, WXKS, KDWB, Y100 and WZJM prove it! This is MARIAH's latest SMASH!

MARY J. BLIGE Not Gon' Cry (ARISTA)

- CLIVE & Co. are on fire w/ MARY J! KHOM, FLY92, WMGI and WVKS are just some of this week's new adds!

N-TRANCE Stayin' Alive (CRITIQUE)

- As Rotations climb past 300, HOPKINS & CHRISTOPHER add @ KZZU!!!

NO DOUBT Just A Girl (TRAUMA/INTERSCOPE)

- Approaching 500 Rotations as WWST, WSPK, WHHY and WMGI say "add!" Have "no doubt" – THIS IS HAPPENING!!

PLANET SOUL Set U Free (Remix) (STRICTLY RHYTHM)

- MIKE J. STEAL and JIMI JAMM @ KQKQ call this in as Rotations approach 1000!

PRESIDENTS OF THE U.S.A. Peaches (COLUMBIA/CRG)

- One of the week's most added! This super follow-up smash had a "peachy" week as B94, Q102, WEDJ, WGTZ, WZJM, WJMX, WYCR, WERZ, K92, WHHY and many more add to Rotation! Airplay up to 600+ Rotations!!

RADIOHEAD High & Dry (CAPITOL)

- WOW...what a week for RADIOHEAD!! PD's @ KHOM, WBHT, WRQK, KCHX and JET102 are the latest radioheads to jump on RADIOHEAD! A multi-format winner, for sure!!!

SMASHING PUMPKINS 1979 (VIRGIN)

- BILLY CORGAN & Co. are hot as KHFI, WNCI and WRVQ add! Rotations jump over 2000+ mark!

SOPHIE B. HAWKINS Only Love (Columbia/CRG)

- As Rotations climb over 1600, this grabs new adds & Rotations @ KBFM, Q102, WDJX, WNCI, WNTQ, WZPL, WHTS, JET102 and many, many more adds this week!



it's an amazing release.

k.d. lang

"sexuality"
the new single
off the album
all you can eat

produced by k.d. and ben mink.
co-produced by marc ramaer.
management: larry wanegas
for bumstead productions, ny

[http:// www.wbr.com/radio](http://www.wbr.com/radio)

ON TOUR:

2 / 23 & 24 - Los Angeles
2 / 26 - San Antonio
2 / 27 - Dallas
2 / 28 - New Orleans
3 / 1 - Atlanta
3 / 2 - Richmond
3 / 7 & 9 - New York

FACES & PLACES



At the recent WEA Inc. Branch Managers' meeting held in Hawaii, Dave Mount, Chairman and CEO of WEA Inc., announced the appointment of five WEA Branch Managers to Regional Vice Presidents: **Brent Gordon**, Los Angeles; **Denny Schone**, Chicago; **Randy Patrick**, Dallas; **Bill Biggs**, Atlanta; and **Ray Milanese**, Philadelphia. They join **Pete Stocke**, New York, who was named a Regional Vice President in 1984.



Sparrow recording artist **CeCe Winans** (left) recently caught up with her pal **Kim Fields** (right) backstage at Nashville's Tennessee Performing Arts Center during the Stellar Awards. Fields co-hosted the 11th Annual Awards Show and CeCe performed *Every Time* from her debut solo recording *ALONE IN HIS PRESENCE*, which received a Grammy Award nomination for Best Contemporary Soul Gospel Album.



Zoo Entertainment recording artist **Matthew Sweet** recently celebrated the RIAA gold certification of both of his albums, *GIRLFRIEND* and *100% FUN* at an informal gathering at Zoo President Lou Maglia's house. Pictured (l-r): **Tony Marsico**, bass player in MS's band; **Russell Carter**, MS's manager; **Ivan Julian**, guitarist in MS's band; **Lou Maglia**; **Stuart Johnson**, drummer in MS's band; and **Matthew Sweet**.



Lava/Atlantic recording artist **Edwin McCain** has concluded a deal with EMI Music Publishing. Pictured (l-r): **Richard Crabtree**, co-manager; **Bart Weiss**, Sr. Dir., Business & Legal Affairs, EMI Music Publishing; **Evan Lamberg**, Sr. VP, Creative, EMI Music Publishing, East Coast; **Edwin McCain**; **Robert H. Flax**, Exec. VP, EMI Music Publishing Worldwide; **Rick Krim**, Sr. VP, Talent Acquisition and Marketing, EMI Music Publishing; **Dean Harrison**, co-manager; and **Matt Jones**, tour manager.



Top executives of MCA Records and the MCA Music Entertainment Group gathered in New York City to honor "The King of the Blues," legendary MCA artist B.B. King. Pictured (l-r): **Hans Haedelt**, Manager, A&R, MCA Records; **Bruce Resnikoff**, Exec. VP/GM, Special Markets & Products, MCA Music Entertainment Group; **Charlie Katz**, VP, Strategic Marketing, MCA Records; **B.B. King**; **A.D. Washington**, Sr. VP, Marketing and Promotion, Black Music Collective, MCA Records; and **Sid Seidenberg**, B.B. King's manager.



MCA Records vocal trio **Immature** recently wrapped up filming for their new video of "Baby Please Don't Go," the second single from the group's recent hit MCA album, *WE GOT IT*. Pictured (standing l-r): **Marilyn Batchelor**, Nat'l. Dir. of Mktg., Black Music Collective, MCA Records; Immature's **Batman**, **Romeo** and **LDB**; **Rob Johnson**, Director of Video Production, Black Music Collective, MCA Records; **Chris Stokes** and **Taz**, Immature's managers; (and kneeling, l-r): **David Harleston**, Sr. VP, Black Music Collective, MCA Records; and **Michael Martin**, Director of the Video.

OVER 50 TOP40 STATIONS ARE NOW PLAYING J'SON!!

INCLUDING 7 NEW ADDS

WDJB, WQGN, WHTO, KWIN, WSNX, WHZZ, KBFM

J'son

"take a look" the debut single

MARKETS ALREADY BREAKING J'SON

		<u>SPINS</u>	<u>S.S. RANK</u>
KKFR	Phoenix	35x	#25
KLUC	Las Vegas	57x	#26
KJMZ	Las Vegas	39x	#26
KQMQ	Honolulu	25x	#18
KIKI	Honolulu	79x	#18
WNVZ	Norfolk	23x	D#93
KHOM	New Orleans	6x	D#85
KLRZ	New Orleans	8x	D#85
WFHN	New Bedford	23x	D#96
KZHT	Salt Lake City	14x	D#83

"I did not expect this record to perform this well."

Research: Females 18-24 #1 Overall #5

KKFR/ Don Parker PD

"This is one of our best top 10 researching songs in all of 1995 and so far in 1996."

KIKI/ James Cole MD

"The hook is so infectious you end up singing it all day."

Research: Females 18-24 Top 10

KZFM/ Charlie Maxx PD

"A song that's proved itself and deserves its power Rotation. It crosses all demos & ethnic lines. It's a bona fide hit!!"

Research: 18-24 73% positive #9 25-29 68% positive #13

KLUC/ Cat Thomas MD

Produced by Red Hot Lover Tone and Poke for Track Masters Productions, Inc.
Additional Production and Mix: Adebraw/Ekman for Lemon



It's About Tyme Productions
©1996 Hollywood Records

MIKE'S CORNER

by Mike Abrams

get ahead...which makes it

YOUR GOALS AND DREAMS

(Programmers: Please share this article with your staff)

The one great thing about our business is that everyone in radio has the ability to grow...and move into their area of expertise and enjoyment. Although there are broadcasting schools and courses, there is no such a thing as a Bachelor of Radio Programming, or Associates Degree in Rotations, or a Doctorate of Promotions. For someone just starting in radio, you can get into music, programming, production, promotions, or any department you feel you can excel in and enjoy! A majority of people in radio, especially on the programming end, are not making mounds of money (E-mail me and I'll tell you what I had to do to just to eat when I was in Reno). The trade-off is that we go on the air, or work somewhere in the industry every day! When you see and hear those ads about "dead-end jobs" you know they are not talking about you. Nothing will be paradise 24-7, but the problems and hardships, whether they are financial, personal, or anything else that intersects your path of living, are a lot easier to deal with when you know the place you go to "work" at every day is somewhere you really want to be! For those of you who have that passion and love for the business, think of how empty your life would be if suddenly it just disappeared. Sure, some people are in it for the glamour, or they think it is an easy way to make a buck, but we passionate people know...the only way to get ahead in this business, and the only way to succeed, is to stay true to what your dreams are...no matter WHAT they are. When I was 6 years old, I used to imitate the jocks on WABC, here in New York. When I was 13, I waited until after business hours to get a glimpse of the studios of WKTU. When I was 20, I traveled by subway, bus, and commuter rail over 5 hours in each direction to do one six-hour overnight airshift at WRCN, an AOR station on Long Island, my first on-air job. The point is, you need to do whatever it takes to get to your dream. Your "dream" doesn't even have to be specific at all. Many turns that happen throughout your career may just happen for no obvious reason. Your "dream" can just be to get ahead in your career, or maybe it is more specific, dependent on market size or the company you wish to work for. To work at WJLK in Asbury Park, I called the PD TWICE A WEEK for 3 MONTHS until I got an interview. Then I did one overnight weekend shift, and eventually moved into the Music Director position by doing whatever I could do get ahead. Now in the 90's, it is even easier to get a move up. There are fewer people beating down the doors who have the talent, passion, and desire to

all the easier for those who have. I have seen people with two years of experience and two small radio jobs behind them, with a lot of passion and desire, make it to programming positions in top 100 markets! That was unheard of 10 years ago. But it is great that as an industry, now we recognize talent and desire as much as calendar experience. It keeps radio prepared with fresh ideas, and people to implement them.

Radio will always survive and thrive as long as we keep the passion. Many people pursue a career in a particular field because they have studied it. They may not even enjoy it. Our business is different. We talk about it at lunch, at conventions, on the phone. We always trade ideas and use our personal creativity in ways to benefit our station. I have worked for many Program Directors over the past 10 years, and the one thing the successful ones have is that they are slightly eccentric. When you enjoy something, you tend to get that way, and that type of personality brings the most successful radio stations to life. My PD at HOT97, Steve Smith, is one of the most passionate people in the business. If he does not do something every single day to improve HOT 97 or KISS, to him, it is a day wasted. In return for having this attitude, he has had success, major success, at every station he has programmed. Those with that type of passion for radio, and the industry, are the ones who make it, meet their goals and live their dreams. You may think being THAT involved with something is unhealthy, and you need to do other things besides radio. Well, everyone should have a well-rounded life (there is a difference between PASSION and OBSESSION), but is there ANYTHING WRONG with putting a lot of time into something you really enjoy... (And being paid for it??!!)

When people ask me the question, "When do you work?", I have always found that an odd sounding question. I haven't "worked" for many years. How can you consider something you enjoy WORK?

Mike Abrams has been passionate towards the radio industry for over 10 years, and is now Programming Coordinator at Hot97 in New York. He really wants to talk to you... especially those up and coming people in the industry who really want to get ahead. E-mail him at MikeRadio@aol.com.

Next week: "FICS"... The Four Keys to Winning - Part One: Focus.

AIN'T NO PLAYA LIKE... RAPPIN' 4-TAY

LP IN STORES
MARCH 19th

AIN'T NO PLAYA

The First Single

From the

Forthcoming

Album

"OFF PAROLE"



MAJOR AIRPLAY:

KYLD 75x

KMEL 48x

KPWR 25x

WWKX 24x

KCAQ 20x

Z90 14x

KTFM 12x

KPRR 8x

NEW THIS WEEK:

WHHH KZHT

KKSS WOCQ

**THE
BOX**
MUSIC TELEVISION
YOU CONTROL

#9

REQUESTS

Management: Franky J. Hudson

EMI Records
Chrysalis



Programmer's Think Tank

by TOM SHO VAN



THE IMPORTANCE OF BELONGING

In New York City, elevators are a way of life. Because the city is vertical, people in this town are usually casual about elevator riding as anyone else is about the porch steps. I, on the other hand, grew up in a small city, hated elevators because I got trapped in one for a three-day weekend, but live with them. It does give me a heightened awareness of elevator conduct, though. People say they hate crowds, and crowded elevators in particular. The fact is, though, that when there are two elevators waiting in the lobby, doors open, invariably the crowd packs into the occupied car – jamming it full while the other elevator stands empty. Logic would dictate that if you get on the empty elevator, you get a pleasant, spacious ride non-stop to your desired floor, no pushing, no crowding. It's fascinating to study human behavior and hold it up against what people tell you they want. Nobody admits they want to ride in a crowded elevator and stop at nine floors on the way to their destination while the masses shift and squeeze past you, stepping on your shoes. The fact is, though, they go for the crowded elevator every time.

People have a natural need to cluster, to belong. We honor and invite relatives that we

don't like into our homes simply because they "belong" to our genetic pool. We copy other people's dress and hair styles. The biggest selling automobile phenomenon is the all-terrain vehicle. Think about that. Statistically, less than six percent of the owners of 4x4 vehicles ever take them off road, but everyone's buying them. Because their neighbor and their neighbor's neighbor has one, they need one too, just to belong.

The anomaly of human behavior is ours to use as a tool. Back in the 1950's, Michael Todd was concerned that ticket sales to his newly released movie "Around The World In 80 Days" were slow. Realizing the "pack instinct" of people, he knew he had to make theaters appear crowded. There were five efficient ticket sellers at Hollywood's Cinerama Theater. Todd sent them all home and replaced them with one old lady, hand twisted with advanced stage arthritis and shaking badly. It took her three minutes to sell each ticket – and soon the line went around the block. Reports of the huge line spread and drew more people. The movie became a smash.

Life is a popularity contest. Watch people's reactions as we go through the primaries this year...popular opinion polls of the candidates determine what we think of them. If Forbes gets a higher approval rating than Dole, we start rethinking our own ideas.

We in radio do the same thing. Look at all the jerks that went "Arrow" with their stations a year or so ago. Nobody thought the thing through – it was a one-book-wonder and "everyone was doing it." Now, one by one, '70s stations are going back to Classic Rock or exploring other ideas.

Award shows on TV draw huge audiences – they hinge their tastes on popularity. The power of David Letterman's "Top 10 List" is partially due to the countdown or relative "popularity" of each comedic joke on the list. The countdown shows are still the most successful form of syndicated weekend radio programming.

Taking into consideration all this knowledge that we have about people huddling together in order to "belong" – it strikes me as overkill in the other direction that radio is in a period of such fragmentation. While it could be said that fragmentation and splinter-formats give each sub-group of people something to belong to, I maintain that a mass-appeal format is called for. There's a real herd-instinct that can be activated "enmasse." Kids, adults, everyone. Fill the elevator, stop at every floor, squeeze together – it works!

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



EMI RECORDS ARTIST AZ TAKES THE GOLD – plaques that is – commemorating sales of 500,000 copies of *Sugar Hill*, the debut single from the album, *DOE OR DIE*. Congratulating AZ (third from right) are (l-r): Dave Rosas, Sr. VP, R&B Promotion, EMI Records; Larry Stessel, GM, EMI Records; Chris Barry, Co-National, R&B Promotion, EMI Records; Davitt Sigerson, President/CEO, EMI Records; and Fred Williams, Co-National, R&B Promotion, EMI Records.

NOMINATED FOR 3 GRAMMYS!

Best Male Vocal

Best New R&B Album

Best New R&B Single

EXPLOSIVE SALES 40*-25* SOUNDCAN

THE FOLLOWING STATIONS HAVE COMMITTED TO "LADY!"

HOT97	New York
WPGC	Washington, D.C.
92Q	Baltimore
WHHH	Indianapolis
KTFM	San Antonio
Z90	San Diego
WWKX	Providence
KLUC	Las Vegas
WJJS	Roanoke
WJMH	Greensboro
KPRR	El Paso
KKSS	Albuquerque
KCAQ	Oxnard
WOCQ	Ocean City
HOT105	Modesto
KUBE	Seattle
KKFR	Phoenix
B95	Fresno
KZFM	Corpus Christi

Crossover Monitor
32*-26*

NEW THIS WEEK:

KMEL/San Francisco!

KYLD/San Francisco!

KJMZ/Las Vegas!

D'Angelo Lady

The new single

Produced by D'Angelo and Rafael Saadiq

Executive Producer: Kedar Massenburg

From the album **Brown Sugar**



EMI Records
EMI

Management: Kedar Massenburg for Kedar Entertainment



MARK SHANDS

NEWS RADIO

ON MUSIC RADIO

When it comes to news, most music radio stations are pretty light. It's no secret. Television has taken news over for most of our audience. A picture is worth a thousand words.

Not to say there isn't good radio news out there. But, at music stations, most programmers only think about news during morning drive, and even then the news seems to come in somewhere around fifth or sixth on their list of PD worries. Downsizing has been a factor too. Many non-major market programmers just don't have the budget to spend on news. And many in ownership and management probably don't realize the value of good news on a music station.

So what happens when the news is so big you've GOT to cover it?

One good place to look for clues is television. Have you noticed how many local TV stations will, during major news events, put their sports people in the news reporter role? Have a tornado,

hurricane, flood, or a major explosion, and suddenly that flashy sports TV anchor is out in the field doin' news. Besides helping the TV station, helping with the news seems to boost the image of the sports reporter.

Many jocks know how to do news; there's no need for them to drop their usual DJ personality to tell the audience what's happening somewhere. Like the TV sports anchor, they don't have to make like a serious reporter. TV has made the reporter position more casual and down to earth, many DJs can do news just fine.

Local TV news has also gotten good at using the audience to act as reporters, something music radio is usually pretty successful at too. Encourage your listeners to call in and give you an update from their neighborhood. Many of your listeners will call in on their cellular phones direct from the scene if you encourage them to. It's a great image because listeners don't sound like bogus reporters. They're better and more real than professionals. All it takes is your ability to edit.

How do you decide if a local news event is worth jumping on? One of the all-time great music radio newspeople, J. Paul Huddleston, said it best: When you want to evaluate the importance of a news story, think about how many people in your audience are directly affected.

Using J. Paul's method, it's usually pretty easy to evaluate a story. If you have doubts, get on your request lines and talk to your listeners. You'll know the answer in just a few minutes.

Planning can mean a lot. Many markets have built-in potential major news stories. Severe weather, large industries, military bases, NFL teams, universities, and airports are all potentially major stories that you may have to deal with. What's the looming big story for your market? What will you do when it happens?

Many music stations have also made deals with local TV stations to re-broadcast the TV audio during major news stories. Many TV stations are grateful for the added promotional support, and will let you do it just to get their name on the air before your audience. It's really cool because it gives your music station added news credibility. Just make sure you make that deal now, before you really need it.

Like any emergency plan, it really helps to take the time and MAKE a plan. Talk to your newsperson about expanded emergency coverage. Ask your engineer for his or her ideas about staying on the air with emergency power. Then, when the big story happens, you'll be the hero.

If you have any comments or topic suggestions call Mark at (503) 233-7848.



DAVE FERGUSON

LISTEN TO THE HALLWAYS

What does it mean? "Listening to the hallways?" Is it the title of Steven King's next book? No. It's not the name of some new Alternative-Rock band either. It's really just a phrase I made up to describe what I consider to be one of several exercises a manager should use to stay in touch with the staff. I might as well call it "eavesdropping," or, to use a more research-driven term, "collecting data." Sales Managers, Program Directors and General Managers alike, should each

devote a portion of their day to LISTENING. You hear whispers in the hallways. Other times, you hear actual screams! Listening to the hallways can lead to lots of discoveries about the innerworkings at your radio station. Are your department heads doing their jobs? Is there a sense of camaraderie among the players? Is there a potential fire that could easily be extinguished before it comes back to burn you in the ass?

In my way of rationalizing things, the manager who is surprised by some sort of breakdown within the working system, is arguably responsible for that breakdown. Chances are that such a breakdown would have never occurred, were this manager better in touch with the rest of the team. Most managers avoid the station hallways like the plague. Often it's for fear of actually having to match a

human face with a lifeless name on the payroll sheet. The manager who ignores whispers and screams in the hallways is always the last one to find out when a problem arises.

I'm guilty of having been the "last one to find out" many times while I programmed. In most cases, I was responsible, because I wasn't aware of the smoke before it became a fire. When it comes to staying in touch, you might say that "before the s--t hits the fan, it has to crawl down the hallway." If it starts in the lobby, and crawls all the way to the manager's office, there's gonna be a lot of carpet-scrubbing to do (not that the manager will kneel down and actually do the scrubbing). That's what department heads are for!

If you would like to offer comments or suggestions regarding this column, call (301) 870-0090

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TAKING IT TO THE STREETS

By Paige Nienaber

I remember the first time that I was at a station that got a fax machine just for promotional use. It was at WLOL in 1987 and we got one in our State Fair broadcast booth so that listeners could fax us requests while we were out on-site for the 14-day run of the fair. We thought we were pretty cutting edge. For a brief moment in history, I knew how Galileo felt. Of course, none of us knew how to work the stupid thing. Everytime it rang, we'd pick it up and disconnect the fax that was being sent to us. I don't actually think that we got a completed fax request until the second to last day of the fair. But, it was the thought that counted. It sounded great on the air. And that's what all promotions boil down to: how'd it sound? Now, the fax machine has become a standard tool and method for marketing a radio station. And there are new technologies arriving everyday that can be used to promote your station. But it's always important to remember that today's new toy will be tomorrow's fundamental. And it's critical that we don't forget the resources and fundamentals that are available to us, while we're out playing with whatever new gadget is currently hot.

"Street Presence" is a perfect example of a key promotional tool that people take for granted or neglect with all of the excitement over things like web sites and data base marketing. And please don't get me wrong. If you're going to win, these are things that you need to jump on and exploit. My point is, just don't do it at the expense of the fundamentals. The stations that are going to win will be the ones that integrate all the new technologies into their battle plan while still maintaining a strong and visible presence in the community.

My promotional background is out on the streets, and that's where I experienced my radio education; so, as you can tell, this is something I feel strongly about. When I travel around the country and visit New World Communications stations, I'll join the street crew in the van and hit fairs, festivals, parades and whatever other big happenings are occurring. And often we'll be the only station there. I'll tune in the competition, and they'll either be at a sales remote, or nowhere at all. There's no excuse not to be out at

these events. They don't cost you any money, except maybe to fill up the van and the price of a hundred can coolers to toss out when you're there. There are so many electronics-wizard Promotion Directors coming into the industry, that I think someone needs to take them out, and as Rick Thomas says, do "street school" with them. It's great that they're brilliant with integrated marketing, but let's not forget the fundamentals. And it's not rocket science. It just takes some aggressiveness and a van.

There are lots of Program Directors and Promotion Directors out there who complain because their GM wouldn't budget a new station vehicle for their fleet, or won't buy them a new inflatable or whatever cool, big, promotional toy is being shopped around at the NAB. But when I go to their stations, and the van never leaves the parking lot the entire time I'm there, I can understand the General Manager's point: why blow money on something new when they don't even use the van they've already got.

Vans are tremendous promotional

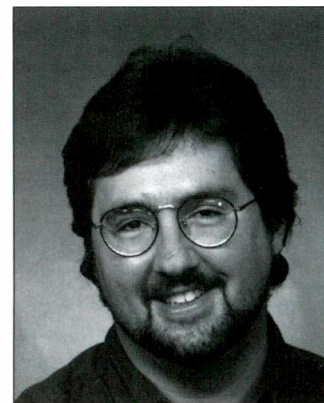
"How many of your listeners, if given a choice of their ultimate dream vehicle, would go, 'Oh please, please, give me that large, bulky-looking utility vehicle?!?' "

tools. First, they're moving billboards. Duh. They also give you the ability to take "the show" to the audience, and they're critical in helping you react quickly to whatever spur-of-the-moment opportunity presents itself. When in doubt, send the van. And they also provide you with great presence at events. But a van, like any tool, is only as effective as you use it. I've seen stations with four vans, a boombox and an inflatable that never got them out of the parking lot. And I've seen stations with one van that promoted like they had ten, and it was key to their success. So don't fall victim to the "we only have one van" excuse.

The most important challenge is to find events for your van to be at. There's not a parade or festival that falls into your lap every day. So, it takes some research and effort. One of the first things I did at every station was find one eager and enthusiastic intern and designate him/her as "Street Level Promotion Director." For a modest stipend, they were in charge of making sure that the van never sat idle. They pored through the newspapers, press releases and local weekly magazines looking for things for us to be at. They coordinated with sales and kept them apprised of where we were going so there wouldn't be any overlap. And more importantly, sales might be able to tie in to what we had happening. They were also in charge of vehicle maintenance and making sure that we looked great wherever we were. There are few things more daunting than a competitor who is out on the streets and in the face of the audience, 18 hours a day. It's the whole political theory of "shaking as many hands as possible." We're going for the emotional votes from our listeners. They need to meet us, and they can't do that if the van's in

the parking lot and the jocks are sneaking in 10 minutes before their shifts.

B96 in Chicago has done an excellent job of maintaining high visibility in the market. "Philosophically, a station's ability to take any kind of presence to the street has to be looked at two ways: what is it achieving on a grass roots level, and how are the clients able to be leveraged into it?" says Thad Gentry, the Marketing Director at B96. His station has done admirably meeting both of those ends. "Even with client-related broadcasts, we're able to use it to give the station a 'hometown feel' on the air," he adds.



B96 took its Master Cruiser, outfitted it with a satellite, and is now capable of going live from down the street, or from the beach in Daytona for Spring Break.

Street-level presence is also a terrific "imager" for the station. And what kind of image does your van portray? Think about it. How many of your listeners, if given a choice of their ultimate dream vehicle, would go, "Oh please, please, give me that large bulky-looking utility vehicle?!?" We spend thousands of dollars agonizing over the proper message to stick on a busback. Why don't we put some energy into thinking about our station vehicles, whose budget won't dry up in six months and have to come down?

With Summer just around the proverbial corner, these aren't things that you want to start thinking about in late April. What's a cool vehicle for one of your listeners? Some stations have had limos for daily promotional use. While we're all fairly jaded about them, the average person on the street would think that a limo is pretty cool. Humvees have made a big impact in markets like New York, D.C., and L.A. Maybe that's your next vehicle. One station went and got an ice cream truck, logoed it and stuck it on the streets during the hot summer months, giving out free ice cream and bomb pops. Great!! As long as it's got a big logo, looks good and moves, then you're in business.

So, congratulations on the web site! I think it's great that your data base, integrated marketing campaign was a success. But being on the streets is so important to a radio station, that you shouldn't let these new technologies take your eye off the ball and keep you from blitzing the streets. And the competition.

**Any questions or suggestions of topics for this weekly column Call:
Phone: (612) 433-4554
Fax: (612) 433-4652**

The Hottest New Records In America This Week! According To The Nation's Most Influential Top40 Programmers



1. ALANIS MORISSETTE "Ironic" (MAVERICK/REPRISE)

"A great record. I love it, and I love the video."
- CHARLIE QUINN
PD, Y107/Nashville

"This is getting to be a very, very strong record. It should be her biggest hit yet!!"

- JIM REITZ
PD, WFHN-FM/
New Bedford

"This is going to be huge, just like everything else she's done. Her first two were instant request records and *Hand In My Pocket* is still getting top 15 phones. She's hot!!"

- TOM GARRETT
PD, WZOK/Rockford



2. CELINE DION "Because I Loved You" (550 MUSIC)

"I like it. What a great record."
- DANA LUNDON
APD/MD, Z104/
Madison

"I like this a lot. It's a fine woman's love song. It will make females swoon!"

- MICHAEL ST. JOHN
PD, WKBQ/St. Louis

"This is at the top of my list. A stone-cold smash! Absolutely!!...From the first spin, reaction has been huge!"

- JIMI JAMM
MD, KQKQ/Omaha



3. ACE OF BASE "Lucky Love" (ARISTA)

"Gonna be a smash! Huge!!"

- DEM JONES
MD, WMRV/
Binghamton

"There's no question... this is a hit!"

- SHAWN "Hollywood"
SCOTT
MD, WFLY/Albany

"It's got a great hook and already getting early phones!"

- CHARLIE MAXX
PD, KZFM/
Corpus Christi

4. DOG'S EYE VIEW "Everything..." (COLUMBIA/CRG)

"A fantastic record! This will be a top 10 record soon. It will be big!!"
- TOM GARRETT, PD, WZOK/Rockford

5. MARY J. BLIGE "Not Gon' Cry" (ARISTA)

"This is such an excellent record. It's so beautiful. Women will eat this up and it will be big at Mainstream."
- J.J. RICE, APD/MD, 98PXY/Rochester

6. NO DOUBT "Just A Girl" (TRAUMA/INTERSCOPE)

"This is just huge here. The album is #14 in CD sales and this is a top 10 requesting record. This is very mass-appeal."
- NEAL SHARPE, PD, JET-FM/Erie

7. SMASHING PUMPKINS "1979" (VIRGIN)

"A hot song! Just a great Pumpkins record!!"
- BRAD KELLY, MD, WAEV/Savannah

8. SPACEHOG "In The Meantime" (SIRE/EEG)

"This is a great record. We played it once and it sounds really good on the air!"
- DAVE UNIVERSAL, MD, WKSE/Buffalo

9. LINA SANTIAGO "Feels..." (UNIVERSAL/GROOVE NATION)

"Following in the path of La Bouche and Everything But The Girl, Lina is part of the continuing comeback of Dance music! She's fabulous!!"
- CASEY CHRISTOPHER, MD, KZZU/Spokane

10. PRESIDENTS OF THE USA "Peaches" (COLUMBIA/CRG)

"What a smash! This is even better than Lump!"
- RON GERONIMO, Acting PD, WWST/Knoxville

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

M.T.S. 'I'll Be Allright (SUMMIT) - I've got to mention this again. After several weeks of airplay, it's now calling out very well. This is now a proven single!

MARY J. BLIGE *Not Gon' Cry* (ARISTA) - This is such an excellent record. It's so beautiful. Women will eat this up and it will be big at Mainstream.

TINA ARENA *Chains* (EPIC) - This will be a top 5 smash. It rules! She's on her way and this will be a smash!!

NEAL SHARPE, PD, JET-FM, Erie

SPACEHOG *In The Meantime* (SIRE/EEG) - An excellent record! This is the real deal for people who are leaning Alternative. It's a pretty, mass-appeal record, and this song, and the band's name, are perfect for Alternative and Top40, too.

EVERCLEAR *Santa Monica* (CAPITOL) - Oh yeah! This is going to be a big record for us! Early reaction has been great!

RADIOHEAD *High & Dry* (CAPITOL) - A solid record. After some play on "Planet Jet," this is getting good early requests.

NO DOUBT *Just A Girl* (TRAUMA/INTERSCOPE) - This is just huge here. The album is #14 in CD sales and this is a top 10 requesting record. This is very mass-appeal!!

RICH E. CUNNINGHAM, PD, K92, Roanoke

DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - This could be something. It's kind of got that Hootie sound, but a little bit harder. It's Hootie or Dave Matthews with an edge. A real strong-sounding song!

NO DOUBT *Just A Girl* (TRAUMA/INTERSCOPE) - This is developing quite a buzz. It's early, but I'm into it!

ACE OF BASE *Lucky Love* (ARISTA) - Frankly, *Beautiful Life* burned out hard and fast here. But this one will be different, I think. It's a different take on their signature sound that should do well!

MICHAEL JACK KIRBY, PD/MD, KFFM, Yakima

MARY J. BLIGE *Not Gon' Cry* (ARISTA) - #1 hit...nuff said!

PRESIDENTS OF THE UNITED STATES OF AMERICA *Back Porch* (COLUMBIA/CRG) - After *Peaches* becomes the huge hit it's going to be, this should be the next single.

RAPPIN' 4 TAY *Ain't No Playa* (CHRYSALIS/EMI) - This is Rappin's best track yet!!!

SCOTT KRAMER, MD, KISR, Ft. Smith

CELINE DION *Because I Loved You* (550 MUSIC) - Probably will be one of the biggest hits of the year! It's gonna be huge!

EDWIN McCAIN *Sorry To A Friend* (LAVA/ATLANTIC) - A good follow-up to *Solitude*, which was a good female record for us.

STING *Let Your Soul Be Your Pilot* (A&M) - I like it!

CHET BUCHANAN, APD/MD, KKRZ, Portland

ART N' SOUL *Ever Since You Went Away* (BIG BEAT/ATLANTIC) - This is just a great groove. It's smokin! Records like *Nobody Knows*, by The Tony Rich Project have laid the groundwork for this!

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - I absolutely adore this record. Okay, okay, I'm gonna say it: this record will be bigger than *You Oughta Know*.

ENYA *Anywhere Is* (REPRISE) - This has huge sales here!

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (UNIVERSAL/GROOVE NATION) - I predict that this will be the next big Dance record!

JIMI JAMM, MD, KQKQ, Omaha

CELINE DION *Because I Loved You* (550 MUSIC) - This is at the top of my list. A stone cold smash! Absolutely!! This will be bigger than *Power Of Love*! Lyrically, this speaks for itself. Who can't identify with this? We're testing this, and from the first spin, reaction has been huge!

ACE OF BASE *Lucky Love* (ARISTA) - I've Disc-overed this previously. What a great record!

M.T.S. 'I'll Be Allright (SUMMIT) - It's got a Fun Factory meets Real McCoy sound. This is the little record that could.

MARY J. BLIGE *Not Gon' Cry* (ARISTA) - Immediate female reaction at night!

DALE BAIRD, PD, KQXY, Beaumont

EDWIN McCAIN *Sorry To A Friend* (LAVA/ATLANTIC) - Love it!

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - Monster smash!

DIANA KING *Ain't Nobody* (WORK/CRG) - Mega-hit.

CELINE DION *Because I Loved You* (550 MUSIC) - It's great.

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (UNIVERSAL/GROOVE NATION) - Great night record!

ADAM BURNES, MD, KSLY, San Luis Obispo

BLESSID UNION OF SOULS *Oh Virginia* (EMI RECORDS) - It's a good-sounding Dave Matthews-ish song!

BODEANS *Closer To Free* (REPRISE) - This is still doing really well with us. Nice movement up the charts.

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - It's a shame we had to wait so long for the best song on the album. Ready for all-power on this end.

PRESIDENTS OF THE UNITED STATES OF AMERICA *Peaches* (COLUMBIA/CRG) - Very good phones. This is my favorite video!

MIKE KASPER, PD, KZMG, Boise

ACE OF BASE *Lucky Love* (ARISTA) - This is probably the very first Ace Of Base song I've listened to and personally thought, "Hey, this is pretty good!" All their others I knew as a programmer would be hits. But this is one I really like personally and professionally.

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - I like this...huge! This is a big one!

MARY J. BLIGE *Not Gon' Cry* (ARISTA) - We needed a night record, and this is kind of poppy, and not a real heavy Urban song, which makes it perfect for us for nights. And with all of the Alternative stuff I'm playing, this gives me some much-needed balance.

CARL BALLANCE, MD, KZMG, Boise

SPACEHOG *In The Meantime* (SIRE/EEG) - I've been digging this one for awhile. It's Alternative, but it's not Alternative. It reminds me of Guns 'N Roses. A well put-together song. I'm gonna spike it first chance I get.

MARY J. BLIGE *Not Gon' Cry* (ARISTA) - I know it's going to be big.

THE CORRS *The Right Time* (143/LAVA/ATLANTIC) - This is something we're looking at here. Great follow-up to *Runaway*. A great-sounding track.

CASEY CHRISTOPHER, MD, KZZU, Spokane

WHITNEY HOUSTON & CECE WINANS *Count On Me* (ARISTA) - This is another *Waiting To Exhale* cut and it's going to be huge. May be the next *One Sweet Day* may be record of the year!!

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (UNIVERSAL/GROOVE NATION) - Following in the path of La Bouche and Everything But The Girl, Lina is part of the continuing comeback of Dance music! She's fabulous!!

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - I feel that this is by far her best cut yet. It's the perfect set-up for the 10 or 20 Grammy's she's going to win!

MARIAH CAREY *Always Be My Baby* and *Open Arms* (COLUMBIA/CRG) - Right now we're playing both *Always Be My Baby* and *Open Arms*. *Always* is big and truthfully, *Open Arms* is #1 call-out, #1 top-of-mind, #1, #1, #1!! We're way ahead on this I know, but it's working big time!

CHUCK MCGEE, MD, WAEB, Allentown

PRESIDENTS OF THE UNITED STATES OF AMERICA *Peaches* (COLUMBIA/CRG) - A good night record that's already drawing solid young request action!

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - It's ironic what a hit this is!

DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - A very good record!

BRAD KELLY, MD, WAEV, Savannah

ACE OF BASE *Lucky Love* (ARISTA) - You need to play cut #1 off of the CD-Pro (which is also the album version). It lends a little bit of rhythm but can keep you where you're at, if like a lot of stations, your sound is more guitar-driven.

SMASHING PUMPKINS *1979* (VIRGIN) - A hot song! Just a great Pumpkins record!!

THE TONY RICH PROJECT *Nobody Knows* (ARISTA) - We don't usually steer in this direction, but this is getting so big. We're going to have to move on it!

TOMMY FRANK, PD, WAYV, Atlantic City

CELINE DION *Because I Loved You* (550 MUSIC) - Classic Celine ballad with major adult female appeal.

PAUL KELLY, MD, WAYV, Atlantic City

SMASHING PUMPKINS *1979* (VIRGIN) - I think a lot of stations are in the same boat; we are being reluctant with this one, but it is blowing up and has to be dealt with.

STING *Let Your Soul Be Your Pilot* (A&M) - Very powerful record! Great adult appeal. It will work well with both Top40 and AC, so it should reach a lot of people.

DEL AMITRI *Tell Her This* (A&M) - Beautiful song. Personally, I love it! No real hook, but it is very hypnotic and real powerful. Giving this song a chance, I definitely think females will eat it up!

NO DOUBT *Just A Girl* (TRAUMA/INTERSCOPE) - A lot of people are drawing parallels with this song and Jill Sobule's *I Kissed A Girl*, but I think this song can go a little more Mainstream. It's a fun song. Good female uptempo songs are few and far between.

BILL KLAPROTH, PD, WDBR, Springfield

BRANDY *Sittin' Up In My Room* (ARISTA) - Good song from a person who is everywhere!
 PRESIDENTS OF THE UNITED STATES OF AMERICA *Peaches* (COLUMBIA/CRG) - A healthy Rock alternative!
 SMASHING PUMPKINS *1979* (VIRGIN) - Sounds a little retro-ish.

SCOTT THOMAS, PD/MD, WDJB, Fort Wayne

BABYLON ZOO *Spaceman* (EMI) - Huge across the big pond. Should cross over!
 ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - This one will certify her as a superstar!
 CELINE DION *Because I Loved You* (550 MUSIC) - Good daytime record.
 TINA ARENA *Chains* (EPIC) - Joe Carroll - get ready to call it in!

JIM REITZ, PD, WFHN-FM, New Bedford

CELINE DION *Because I Loved You* (550 MUSIC) - This is just excellent. It should do very well!
 MARY J. BLIGE *Not Gon' Cry* (ARISTA) - A smash record!
 ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - This is getting to be a very, very strong record. It should be her biggest hit yet!!

SHAWN "Hollywood" Scott, MD, WFLY, Albany

ACE OF BASE *Lucky Love* (ARISTA) - There's no question - this is a hit!
 ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - She's coming to town here and I'm looking forward to seeing her. She's essentially Mainstream now and this is really good!

KEVIN KOLLINS, PD, WIFC, Wausau

CELINE DION *Because I Loved You* (550 MUSIC) - This is a real, real good record - it's very strong. Soulful ballads like this are what she does best.
 RADIOHEAD *High & Dry* (CAPITOL) - This is cool. It's a little slower for them and a lot more Mainstream!

MICHAEL ST. JOHN, PD, WKBQ, St. Louis

CELINE DION *Because I Loved You* (550 MUSIC) - I like this a lot. It's a fine, woman's love song. It will make females swoon!
 LOS DEL RIO *Macarena* (RCA) - This is huge for us. For whatever reason, just now this is happening here. But it is big! This is a record our club jock just turned me onto.
 SPACEHOG *In The Meantime* (SIRE/EEG) - I really like this!

DAVE UNIVERSAL, MD, WKSE, Buffalo

BABYLON ZOO *Spaceman* (EMI) - This is kind of different - very unique. It sounds great and maybe it will be as big here as it was in England! This sounds incredible. It's in power rotation on the cassette player in my office!
 SPACEHOG *In The Meantime* (SIRE/EEG) - This is a great record. We played it once and it sounds really good on the air!
 SOLINA *Show Me Love Tonight* (PRIMUS) - This has been big in clubs around here for awhile. It's a hot Dance record that's poppy enough for us to play!!

DAVE VAYDA, MD, WKSS, Hartford

ENYA *Anywhere Is* (REPRISE) - It's amazing the following this artist has in this market. Sales are outstanding. Good song!
 ACE OF BASE *Lucky Love* (ARISTA) - Great beat and great hook! Could be another huge hit for them.
 SMASHING PUMPKINS *1979* (VIRGIN) - Thinking about making a move on this Crossover record.

KEVIN ROSS, MD, WKZW, Peoria

EDWIN McCAIN *Sorry To A Friend* (LAVA/ATLANTIC) - His first one worked well for us. This should do well too.
 NO DOUBT *Just A Girl* (TRAUMA/INTERSCOPE) - We've been playing this for a couple of weeks and it's really picking up. Huge phones. It's like Pretenders meets Cars meets Elastica.
 DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - This should be a great all-day record.

VINCE D'AMBROSIO, MD, WLAN, Lancaster

CELINE DION *Because I Loved You* (550 MUSIC) - More great lyrics for a female audience.
 DEBORAH COX *Who Do U Love* (ARISTA) - It sounds great on the air! Good tempo and good lyrics.

DEM JONES, MD, WMRV, Binghamton

EVERCLEAR *Santa Monica* (CAPITOL) - It's one we've picked off of MTV. It's growing on me. Perfect white boy guitar riff and great hooks!
 NO DOUBT *Just A Girl* (TRAUMA/INTERSCOPE) - One of my favorite songs!
 SPACEHOG *In The Meantime* (SIRE/EEG) - This is getting great exposure on MTV. My girlfriend goes nuts when we're in a bar and she hears it. People should definitely look at this one!

ACE OF BASE *Lucky Love* (ARISTA) - Gonna be a smash! Huge!!

GINA GRAY, APD, WRHT, Greenville, NC

MARIAH CAREY *Always Be My Baby* (COLUMBIA/CRG) - This is just going to blow the phones wide open! You just can't go wrong!!
 CELINE DION *Because I Loved You* (550 MUSIC) - This should do well with our upper demo females in middays.
 SMASHING PUMPKINS *1979* (VIRGIN) - This is a night power right now and doing fantastic! Top 5 phones!!

TODD DOWNERD, APD, WRQK, Canton

DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - Great song! Upbeat negative feel - good combination.
 EDWIN McCAIN *Sorry To A Friend* (LAVA/ATLANTIC) - Continuing the Hootie tradition.

BECKY MYERS, PD, WSKS, Utica-Rome

JANN ARDEN *Insensitive* (A&M) - My favorite song! Big at female phones.
 LISA LOEB & NINE STORIES *Taffy* (GEFFEN) - This is really growing on me!
 ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - Great tune. But who'd expect anything else from her?
 GIN BLOSSOMS *Follow You Down* (A&M) - Very good tune for us! Guaranteed to do as well as their first.
 TEARS FOR FEARS *Secrets* (EPIC) - This ballad is powerful! It definitely sounds like a Tears For Fears song.

KEITH CURRY, MD, WSNX, Grand Rapids

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - A stone cold smash...#1...to the top!
 MARY J. BLIGE *Not Gon' Cry* (ARISTA) - I've been battling this at night and it's getting huge phones!
 NO DOUBT *Just A Girl* (TRAUMA/INTERSCOPE) - This is quirky enough...kind of like that Jill Sobule song from last year. It's kind of a novelty song, but it's plausible enough that you can play it all the time!
 LINA SANTIAGO *Feels So Good (Show Me Your Love)* (UNIVERSAL/GROOVE NATION) - I like this. It's a real good Dance song!

RON GERONIMO, Acting PD, WWST, Knoxville

THE CORRS *The Right Time* (143/LAVA/ATLANTIC) - I really like this and think it will be bigger than their last record!
 N-TRANCE *Stayin' Alive* (CRITIQUE) - I've got this in a test at night and it's hot!

PRESIDENTS OF THE UNITED STATES OF AMERICA *Peaches* (COLUMBIA/CRG) - What a smash! This is even better than *Lump*!

PATTY STEELE, PD, WXYK, Biloxi

CELINE DION *Because I Loved You* (550 MUSIC) - I love this song! It sure sounds like a number one for Celine!
 DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - This one has a great sound! And they are a fabulous group!
 GOO GOO DOLLS *Naked* (WARNER BROS.) - A totally great tune!

TOM GARRETT, PD, WZOK, Rockford

DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - A fantastic record! This will be a top 10 record soon. It will be big!!
 ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - This is going to be huge, just like everything else she's done. Her first two were instant request records and *Hand In My Pocket* is still getting top 15 phones. She's hot!!
 ACE OF BASE *Lucky Love* (ARISTA) - I like this record. We'll go on the acoustic version because it'll be good to say, "Here's something a little different from Ace Of Base." Hey, that's the album version anyway, and it will be a hit!

CHARLIE QUINN, PD, Y107, Nashville

ALANIS MORISSETTE *Ironic* (MAVERICK/REPRISE) - A great record. I love it, and I love the video.
 CELINE DION *Because I Loved You* (550 MUSIC) - Celine does well here. I need music like this on Y107.
 MONICA *Before You Walk Out Of My Life* (ROWDY/ARISTA) - A real good record - I like it!!

DANA LUNDON, APD/MD, Z104, Madison

CELINE DION *Because I Loved You* (550 MUSIC) - I like it. What a great record!
 DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - I like it and it's more Mainstream than you might think.
 PLANET SOUL *Set U Free (Remix)* (STRICTLY RHYTHM) - This is something I'm really starting to get into!

Mark Jackson's

format

BACK FROM HELL

Just off the plane from Atlanta and the tired old scene that it was. No matter what the host city is, you can always count on growing older while waiting for an elevator. That's only after you've pushed through a lobby that appears more like a bad video location set than part of a hotel. Whatever, perhaps the only real positive is the chance to see a couple of cool bands in action, namely RCA's THE VERVE PIPE, from my home of Michigan, who took the ever-jaded seminar crowd by storm. SILVERTONE's JARS of CLAY played a flawless smooth set in a showcase setting. Too bad it was only 4pm. Whatever, talk of records everywhere with The AFGAN WHIGS "HONKY'S LADDER" on ELEKTRA taking the award for the second week in a row. As we predicted, both BABYLON ZOO's "SPACEMAN" (EMI) and "TWINKLE" by WHIPPING BOY (COLUMBIA) continue to motivate those who still have a clue in motion. One last clue to look for in the coming weeks without question is CAST on (ATLAS). Enough said.

-MARK JACKSON

FORMAT GROUND ZERO

This week Format Zeroes in on 89X (CIMX Detroit) and the venerable Mr. Greg Gnypp. Here are his top five crossovers from his specialty show.

- 1) CORNERSHOP-Wog-LUAKA BOP/WARNER BROS-Take a pinch of Stereo Mcs a dash of Portishead and throw in a huge chuck of smooth groove. You get an album and song you won't turn off. Play it, Love it!
- 2) SKINNY PUPPY-Candle-AMERICAN-This is the strongest song from the boys of Vancouver in the past 5 years. Skinny Puppy can still take you to the depths of despair while kicking their industrial sounds. It sounds great in the clubs and on the air waves. Play it and they will listen.
- 3) PULP-Common People-ISLAND-It's light, it's breezy--It's just a great track. Take a chance with the band, it ranks up there with Oasis and Blur. And check out the funky remixes.
- 4) VARIOUS ARTIST-Radio Odyssey-ICHIBAN-It's a record to help out a college station(great way to raise money). Nothing but live music of a bunch of national and local bands that stopped by the studios. Live Toadies, Belly, etc. A great flavor album. I've listened to it non-stop for the last 3 weeks.
- 5) RUBY-Tiny Meat-WORK-When was the last time you heard a new song and hit repeat it over and over until you've pissed off everyone in your station. This is the song that did it for me. Not one week track on Salt Peter. I remember Silverfish but Ruby puts me over the top.

MOST DISC-OVERED

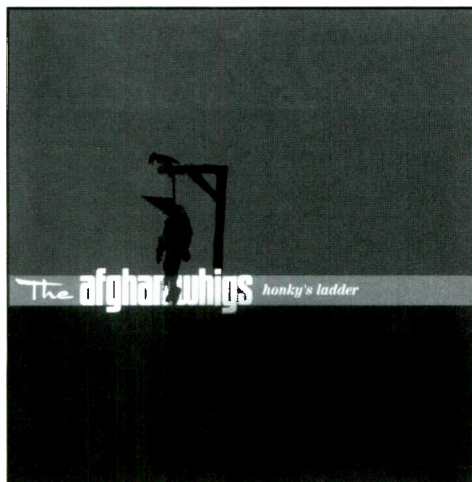
1. AFGAN WHIGS-Honky's Ladder (ELEKTRA)
2. GRAVITY KILLS-Guilty (TVT)
3. THE GOOPS-Vulgar Appetites (KINETIC/REPRISE)
4. BAD RELIGION-A Walk (ATLANTIC)
5. BABYLON ZOO-Spaceman (EMI)
6. BANDIT QUEEN-Give It To The Dog (PLAYTIME/MAMMOTH)
7. JARS OF CLAY-Flood (SILVERTONE)
8. THE BOTTLE ROCKETS-I'll Be Coming Around (TAG)
9. THE REFRESHMENTS-Banditios (MERCURY)
10. WHIPPING BOY- Twinkle (COLUMBIA/CRG)
11. THE RENTALS- Waiting (MAVERICK)
12. CAST- All Right (POLYDOR)
13. BLUR- Charmless Man (VIRGIN)

LIVING THE FORMAT

SMASHING PUMPKINS-THE PALACE-HOLLYWOOD, FEBRUARY 4TH

Corgan, sporting a freshly shaved dome, and his band proved to any skeptics that the Pumpkins are indeed the world's greatest Rock band. After seeing the Pumpkins numerous times on every tour since '91, this was the first time I left a Pumpkin's show with a completely satisfied air. The show was: tight, emotional, engaging, epic yet intimate, accomplished, and definitive. In short, the Pumpkins have finally cleared the nagging live show hurdle and can now be considered a great live act. After opening the show with an hour intimate-acoustic-set, Corgan and crew blazed through a two hour plus electric set ripping through deep cuts from the mammoth Mellon Collie record, including the show's highlight *Poreclina of the Vast Oceans*. Corgan seemed to be comfortable with himself, the shows, and the rest of the Pumpkins. The band was just that, a band, as opposed to the Corgan Experience. The chemistry was there. One wonders how much that had to do with the process of recording in which they were actually involved and played their parts, and the band was definitely on the same page. Iha, as always, ruled stage left. The evercool D'arcy and the always excellent Chamberlain worked well as the rhythmic anchor amidst the tempest. Corgan seems to have the midas touch of the moment and actually had to be coerced off the stage after the band shared singing duties on the lovely closer, *Farewell and Goodnight*.

MATT MUNRO



AFGHAN WHIGS

"Honky's Ladder"

#1 MOST ADDED!

#1 MOST DISC-OVERED!

KROQ, Q101, LIVE105, KNDD, 9IX, KEGE, KPNT
and many many more



Elektra Entertainment

DISC-OVERY CLUB

Mark Jackson's
format

SEAN DEMERY, MD, 99X, Atlanta

SHOVELJERK *Unwind* (CAPRICORN) - I like the way it sounds, its hard for me to get that song out of my head when I'm in the shower.

BAD RELIGION *A Walk* (ATLANTIC) - Happy, fun, cool sounding two minute record.

WHIPPING BOY *Twinkle* (COLUMBIA) - I like it a lot. Pointless pleasure in stereo, it's cool.

OASIS *Champagne Supernova* (EPIC) - Duh!

ROB DESJAI, PD/MD, KAVS, Lancaster

STABBING WESTWARD *What Do I Have To Do* (COLUMBIA/CRG) - Industrial/techno groove packs a Reznor-like wallop. Each spin gets a fabulous response instant phones.

16 HORSEPOWER *Black Soul Choir* (A&M) - An intoxicating blend of Johnny Cash freight train rhythm and a whiskey-soaked presbyterian wail. Unlike anything you're hearing on radio today.

BUCK O NINE *Water In My Head* (TAANG) - Infectious ska beat plus punchy horns plus memorable chorus equals instant major phones.

CARLA GONZALES, MD, KFRR, Fresno

BABYLON ZOO *Spaceman* (EMI) - My fave..It's killer, it rocks my underwear off. It's gonna kick off the new wave of the 90's.

B.C. TALK *Jesus Freak* (FOREFRONT) - It's kickin ass all over the big guys, its wild.

CHEMICAL BROTHERS *Life Is Sweet* (ASTRAL WERKS) - Excellent track that will help change the format and give it some spice.

BANDIT QUEEN *Give It To The Dog* (PLAYTIME/MAMMOTH) - Very cool, very cool!

LYNN BARSTOW, PD, KGDE, Omaha

AFGAN WHIGS *Honky's Ladder* (ELEKTRA) - Great to have the band back.

THE GOOPS *Vulgar Appetites* (KINETIC/REPRISE) - Strong single, I like it.

THE BOTTLE ROCKETS *I'll Be Coming Around* (TAG) - Great Midwest appeal with the current resurgence of country.

JASON JUSTICE, APD, KISF, Kansas City

BAD RELIGION *A Walk* (ATLANTIC) - Really cool 2:14 song.

THE REFRESHMENTS *Banditos* (MERCURY) - It's a terrific song. I heard it one time and knew it was a great song.

TOO MUCH JOY *Kids Don't Understand* (DISCOVERY) - Diggin on it! I'm a huge fan!

GRAVITY KILLS *Guilty* (TVT) - Nifty, little, angry record.

CHRIS 'Rip' EWING, MD, KRZQ, Reno

THE MEICES *Wow* (LONDON) - Wow! Cool throwback record.

BANDIT QUEEN *Give It To The Dog* (PLAYTIME/MAMMOTH) - Cowboy Junkies with lots of guitar and an edge.

THE REFRESHMENTS *Banditos* (MERCURY) - Fun little tune, kinda a tough Gin Blossoms.

DAVID SADOFF, MD, KTBZ, Houston

AFGAN WHIGS *Honky's Ladder* (ELEKTRA)

MARY ME JANE *Twenty One* (550 MUSIC)

THE GOOPS *Vulgar Appetites* (KINETIC/REPRISE)

ANI DEFRANCO *Shy* (RIGHTOUS BABE)

GARY SCHOENWETTER, MD, KXPX, Denver

JARS OF CLAY *Flood* (SILVERTONE) - By a margin of 10 to 1 this is our most requested song.

BLESSID UNION OF SOULS *Oh Virginia* (EMI RECORDS) - Its like a happy Hootie.

DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - Early indicators say this is a big song.

P.J. FINN, MD, WABN, Abingdon

THE GOOPS *Vulgar Appetites* (KINETIC/REPRISE) - Poppy, punky and altogether, uh, spooky.

GARBAGE *Only Hapy When It Rains* (GEFFEN) - A half step to the right from the very rythmic sound of *Queer*, this one has big drums, big guitar, and big appeal.

SALT *Bluster* (ISLAND) - Her accent makes her voice stand out.

FRANK LARIO, PD, WDOX, Atlantic City

MENTHOL *Stress Is Best* (CAPITOL) - Not to be overlooked.

311 *All Mixed Up* (CAPRICORN) - I've been waiting for this one.

WHITE ZOMBIE *Super Charger Heaven* (GEFFEN) - White Zombie is the savior to this format.

ROLAND WEST, MD, LIVE105, San Francisco

BLUR *Charmless Man* (VIRGIN) - Alternative radio is too shy towards British pop. The kids are diggin it.

LOVE AND ROCKETS *Sweet Lover Hangover/Pearl* (AMERICAN) - After 6 years its good to have the lovely Rockets back in your face.

GRAVITY KILLS *Guilty* (TVT) - Incredibly strong track..A Guilty pleasure.

BABYLON ZOO *Spaceman* (EMI) - Gonna be a sneaky suprise.

ALAN FEE, PD WGRD, Grand Rapids

BAD RELIGION *A Walk* (ATLANTIC) - It's gonna be huge. The mother of all mother**?ers.

JOSH CLAYTON-FELT *Window* (A&M) -Personal fave, I really love it!

TERRY HAVEL, MD, WBST, Burlington

JOSH CLAYTON-FELT *Window* (A&M) - You can hear the similarity to School Of Fish, its good straight ahead Rock N Roll.

AFGAN WHIGS *Honky's Ladder* (ELEKTRA) - One of the more under-rated bands of the last decade, this is typical Afgan Whigs. Be sure to play the edit.

BAD RELIGION *A Walk* (ATLANTIC) - Sounds like Bad Religion, strong.

JOHN GRIFFIN, PD, KEDG, Las Vegas

PULP *Common People* (ISLAND) 80's sound with a 90's feel. Dig it, sounds good on the air.

SILVERCHAIR *Israel's Son* (EPIC) Can't go wrong with a familiar band.

LENNY KRAVITZ *Can't Get You Off My Mind* (VIRGIN) I love it, dig it and so will the women.

THE RENTALS *Waiting* (MAVERICK) Testing it now and it feels good in the flow.

NIC HARCOURT, MD, WDST, Woodstock

LUSH *Lady Killer* (SLASH/WARNER BROS.) - A reinvention of the Lush girls..They kill me!

WHIPPING BOY *Twinkle* (COLUMBIA/CRG) - Remember the CF Angels, are these guys their younger brothers?

SPARKLEHORSE *Someday I Will Treat You Good* (CAPITOL) - Power pop for pop pickers!

MARK ALLEGHENY, MD, WEQX, Manchester

THE BOGMAN *Suddenly* (ARISTA) - Consistant favorite for top five at five.

MICK HARVEY *Harley Davidson* (MUTE/A&M) - If people give this a shot it'll be f**kin big, the response is unbelievable.

RUST *Not Today* (ATLANTIC) - F**kin brilliant, this is the time, today!

ROB ACAMPORA, AMD, WHTG, Asbury Park

JARS OF CLAY *Flood* (SILVERTONE) - The suprise song of 96! #2 phones.

AIMEE MANN *Choice In The Matter* (GEFFEN) - This record will sell.

GRAVITY KILLS *Guilty* (TVT) - You playin NIN, Stabbing Westward, whats takin so long on this?

CAST *All Right* (POLYDOR) - Hot band from England featuring members of The La's.

TREVOR SCOTT, MD, WMAD, Madison

SKINNY PUPPY *The Process* (AMERICAN) - It's pretty cool, too bad he's dead.

EDWYN COLLINS *Make Me Feel Again* (BAR NONE) - It's pretty cool, its gonna be a great follow-up for everyone to jump one the bandwagon.

DARCY FYTH, MD, WOXY, Oxford

YO LA TENGO *Blue Line Swinger* (MATADOR) - Its what alternative radio should be doing as opposed to being a f**kin puppet.

THOMAS JEFFERSON SLAVE APARTMENTS *Negative Guest List* (AMERICAN) - They have a Pete Rose mentality. .taking it down to level it should be..back to the ground.

SPAIN *Untitled #1* (RESTLESS) - I can't believe this is being ignored by radio.

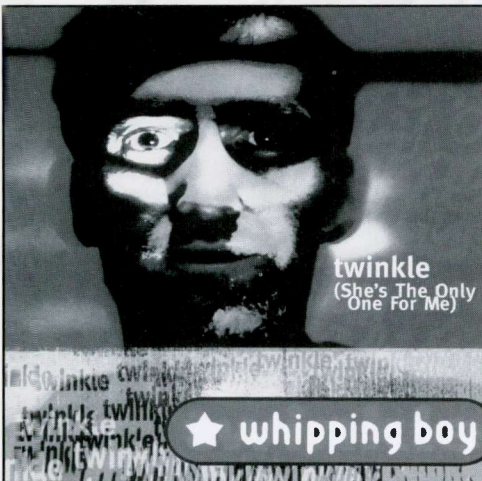
BRAINIAC *I Am A Cracked Machine* (Touch N Go) - When the rest of the world catches up, let me know. These guys deserve it the whole record is incredible.

CHRIS KELLY, PD, WRXR, Ocean City

THE RENTALS *Waiting* (MAVERICK) - Definitely better than the first single *Friends With P.* I like it a lot.

BAD RELIGION *A Walk* (ATLANTIC) - God fathers of punk, How could you go wrong?

AFGAN WHIGS *Honky's Ladder* (ELEKTRA) - It's excellent.



WHIPPING BOY Twinkle

NOW PLAYING ON:

LIVE105/San Francisco

KBBT/Portland

KNRK/Portland

WBZU/Richmond

WDST/Woodstock

WPLA/Jacksonville

WOXY/Cincinnati

ALBUM IN STORES 2/20!

COLUMBIA/CRG <http://www.sony.com>

R. KELLY



"Down Low" (Nobody Has To Know)

- From His Now Approaching Triple Platinum Album "R. Kelly"
- Moving *31 To *24 On This Week's Rhythm-Crossover Monitor Chart!
- Breaker At *22 On R&R's Rhythmic Chart!

New This Week At:

KTFM, KS104, KLUC, & KDNR

10.5 Million Listeners On Over 25 Stations Including:

WWKX	13x	WPGC	32x	WHHH	38x	KCAQ	29x
92Q	23x	WJMH	59x	KBXX	69x	KHTN	21x
HOT97	36x	WJJS	40x	Z90	59x		
WOCQ	57x	WJBT	34x	KSFM	24x		

Watch For R. Kelly's New Video For "Low Down" Now On



New Single Now In Stores!





REAZAR'S RECORDS



WKTU/New York is in full effect on the air and dancin' its ass off at 103.5-FM and is now known as 'The Beat of New York.' The vibe on the street has FRANKIE BLUE, former Director of Music Programming at THE BOX video channel, becoming the PD of WKTU under corporate PD STEVE RIVERS.



MICHELLE SANTOSUOSSO, PD of KMEL announces its new morning show, "The Breakfast Club" starring SWAY, LISA FOXX, and VICTOR ZARAGOZA. SWAY moves to morning drive from the 10pm to Midnight shift where he was the host of the "Ten O'Clock Bomb." LISA FOXX moves to mornings from the midday slot at KMEL. LISA has also worked middays at KQHT in San Jose. VICTOR ZARAGOZA did morning drive at Spanish station KOKT-AM and nights at WILD107 and HOT97.7.

BOYZ II MEN, currently in a contract dispute with Motown records, have formed their own Philadelphia-based label called Stonecreek, which will be distributed and funded by Sony.

Island Records has 'Mission Impossible' coming to the HITMAKERS Convention in Las Vegas. More details later.

Whatz up with FRANK DILEO and MICHAEL JACKSON?

Whatz up with Delicious Vinyl and Capitol Records?

Props to KHTN/Modesto PD PETE JONES who is upped to OM.

THE MOST COMPLETE JOB LISTINGS IN RHYTHM TOP40

MORNING SHOW OPENINGS

KDON/Modesto. T&R to Michael Newman.

WIOQ/Philadelphia. T&R to Glenn Kalina.

KSOL/San Francisco. T&R to Russ Allen.

KHTN/Merced, Ca. T&R to Pete Jones.

AFTERNOON DRIVE

KTFM/San Antonio. T&R to Cliff Tredway.

NIGHT PERSONALITIES

KPWR/Los Angeles. T&R to Michelle Mercer.

KKSS/Albuquerque. T&R to Roy Jaynes.

KSFM/Sacramento. T&R to Rick Thomas.

KGGI/Riverside. Must assume MD position also. T&R to Bob Lewis.

WWKX/Providence. Must assume MD position. T&R to Joe Dawson.

WEEKENDS

KGGI/Riverside. T&R to Bob Lewis.

WJBT/Jacksonville, Fl. T&R to Paco Lopez.

OK DOGS, I'M SPRINKLING YOU WITH THE JAMZ!!!!!!!!!!!!

PETER NAPOLIELLO and MICHAEL STEELE of EMI are gettin' major feedback on RAPPIN 4 TAY "Ain't No Playa." The LP will be in stores March 19th. #3 call-out at KYLD. Maxi cassette in stores this week. New at KZHT, WOCQ, WHHH and KKSS. SELENA "I'm Getting Used To You" on at KKFR and KPRR. SELENA's LP is approaching triple platinum. The hot re-mix is by DAVID MORALES. Big, big sales on D'ANGELO "Lady." SoundScan 40*-25*. Top female phones at WHHH, KZFM, 92Q,

WPGC, WJMH and WWKX. Bay Area comes to the party with KMEL and KYLD! KJMZ closes out at Las Vegas. A confirmed hit!!!

Columbia's Wack Pack, BLAIR, WALK, REINER and STRAZZA continue to roll with FUGEES "Fu-Gee-La" as they continue to grow each and every week with sales. This week's sales over 25,000 for a SoundScan total of over 116,000. Added at WJMH this week with 25 spins. On at KYLD, HOT97, 92Q, WPGC, WWKX and Z90. In the mix at KUBE, POWER106, KMEL, KBXX, KTFM, WHHH and POWER96. The album "The Score" hits stores this week. Watch out for a massive debut. XSCAPE "Do You Want To" has over 800 Rotations at Urban. Total Rotations over 2000. "Do You Want To" solidifies itself with brand new adds at KS104 and KZFM. Single in stores this week. Album nearing Double Platinum. KRIS KROSS "Tonight's Tha Night" continues to grow with new airplay at KDON. Over 600 spins at Crossover. "Tonight's Tha Night" is one of the top 10 selling singles in America. CYPRESS HILL continues to grow at the mix show level with their brand new single "Illusions." Impacting radio this week. Look for strong support from the Hispanic market.

GREG LEE and the Warner Bros. crew are crossing over one of the most added records at Black/Urban H-TOWN featuring SHIRLEY MURDOCK "Thin Line Between Love & Hate." Early adds at Z90 and HOT105 with great airplay at KBXX, KTFM, 92Q, KS104 and KCAQ. REAZAR'S pick cuts GANJA K "Love Got My Mind Trippin," R. KELLY "Freak Tonight" (added at WJMH and on WPGC), LUNIZ "Ring My Bell," ROGER TROUTMAN "Chocolate City" and SMOOTH "Way Back When." A must listen-to album! The Artist Formerly Known As A Symbol is back as PRINCE for the forthcoming SPIKE LEE film soundtrack "Girl 6." "Girl 6" features PRINCE w/NONA GAYE and the NEW POWER GENERATION. Look for the single on your desk the end of the month with the full soundtrack lp featuring "Erotic City," "Nasty Girl," "Screams Of Passion" and "Girls & Boys." Cybernauts: point your browser to the WBR web site in the next few days to download this track and film clips from the movie. Call GREG LEE for details.

JOE RICCITELLI, MARTHE REYNOLDS, VICKI LEBEN and LINDA MURDOCK of Island Records and LYOR COHEN at Def Jam are all but closed out with LL Cool J "Doin' It." #2 most added at Rhythm radio. Added this week at B96, KGGI, KPWR and KIKI. Top 5 phones at 92Q, KMEL, WWKX, KHTN, OC104, WJBT, and KWIN. Joe "All The Things" added at KLUC and KWNZ. #1 phones at HOT97. 36*-25* BB Top Singles and 58* BB Hot 100. 47-26 SoundScan. DOMINO "Physical Funk" is most added and most increased airplay at Urban radio. Early add at KYLD. Impacting Crossover 2/20. #18 phones at KBXX with 28 Rotations. Also spinning at WWKX (12X) and Z90 (9X). The video is #6 on THE BOX. MONA LISA "Can't Be Wasting My Time" #1 most played at HOT97 and #14 SoundScan. Major phones at 92Q, WJMH, KCAQ, OC104, WWKX, and WJBT.

DANIEL GLASS, STEVE LEEDS and MONTELL LIPMAN of Universal Records are on fire with LINA SANTIAGO "Feels So Good," which is currently the biggest Dance (or as some people are calling it, "Deep House") record in America! LINA was the first new record added at the new WKTU/New York. Also new this week at KKXX, KJMZ, WZJM, and KHKS. The best researching record ever at POWER106/Los Angeles according to Coleman Research. On at KYLD (78X), KPWR (66X), KPRR (50X), KUBE (45X), KWIN (43X), KQMQ (40X), KSFM (39X), KGGI (36X), KTFM (34X), KIIS-FM (34X), KBOS (33X), KCAQ (32X), WBBM (28X), KMEL (27X), XHTZ (24X), KKFR (24X), KDON (23X), KHFI (18X), WIOQ, WWKX, and KQKS to name a few. Look out for INTRIGUE doing the old ORLEANS and DRIFTERS tune "Dance With Me" with a very familiar hook. Added this week at KQMQ, WWKX and testing at KUBE, KBOS, KDON, KHTN, KWIN and WNVZ.

HEIDI JO SPIEGEL, GM of Big Beat Records, has the new instant smash, bootie record of '96 with QUAD CITY DJ'S "C'mon 'N Ride It (The Train)" added this week at KWIN, KKSS, KGGI, WMGI, KQMQ, KWTX, and KMVR and warming up at FM102. On at KTFM, KBXX, KZHT, KZFM, KPRR, WWKX, Z90, WOCQ, WJJS and KCAQ. In stores February 27th. Another Big Beat hit is JUNIOR MAFIA with greatest sales gainer "Get Money" going 49*-35* on BB Hot 100!



BARBARA SELTZER and LIZ MONTALBANO of Epic are continuing to roll with GROOVE THEORY'S "Keep Tryin." Added this week at WJMH/Greensboro and KPRR/EI Paso. On HOT97 (23X), WERQ (26X), KUBE (35X), WHHH (38X), Z90 (19X), WNVZ/WOWI (42X), WJJS (22X), WWKX (15X) and KBOS (10X). Also on WJMH, KIKI, KCAQ, KBOS, WJBT, KWIN, WXIS, KZFM, KWNZ and KKSS. Debut 35+ Rhythm Crossover Chart. Sold over 6,800 units this week on SoundScan Singles chart. Video on BET, MTV and THE BOX. Look for new mixes with SCARFACE and THE GETTO BOYS.

MICHAEL PLEN and the Virgin promo staff have the new SHAGGY featuring GRAND PUBA "Why You Treat Me So Bad" on your desk now. Jumped in SoundScan this week at #99 selling 3,500 pieces its first week out. It's right in the pocket, check it out! Also see if you can get your hands on the GETTO BOYS "Resurrection." It's the bomb!

Elektra's e ektrafying team of DON CODDINGTON, BILL PFORDRESHER and PETER ALBERTELLI continue to build the story on SA-DEUCE "Don't Waste My Time." Crossover BDS approaching 200 spins. New at KWIN. Rotations at WWKX (10X), 92Q (25X), WJJS (18X), WHHH (15X), KBXX (21X), KZHT (9X), KCAQ (21X) and Z90 (5X). Early, early buzz on Sunset Park Soundtrack. Impacting MC LYTE featuring XSCAPE "Keep On, Keepin' On" at Crossover Feb. 19th. Early support from HOT97 (6X), 92Q (13X), WPGC (3X), WJMH (46X), KBXX (24X) and KMEL (28X). 69 BOYZ "Hoop In Yo Face" testing at WWKX, WFLZ, KTFM, KQKS, KYLD and Z90. Impacting Crossover radio March 11th. Movie and soundtrack out in April.

Relativity Record's JOE HECHT is kickin' with FROST "La Familia" now on over 15 Rhythmic Crossover/Top40 stations including POWER106, WILD107, KMEL, KKSS, KZFM, KPRR and new this week at WHHH/Indianapolis and KIIS-FM/Los Angeles. Officially hits the streets this week. FROST's album "Smile Now Die Later" is well over 100,000 units SoundScan. Check out the video which is currently #14 on THE BOX.

PHIL COSTELLO and TOM MAFFEI of Capitol Records are hittin' radio 2/26 with PHARCYDE "Drop." Major mix show support across the country at KBXX, WJMH, KPWR, KKBK, Z90, HOT97, WPGC and 92Q. PHARCYDE will be on tour with CYPRESS HILL which is currently sold-out!! The video is directed by SPIKE JONES and is blowing up. Active Rotation at MTV, #1 Rap City on BET, and Top 25 on THE BOX.

JACK SATTER of Jive Records is sprinkling us with the lowdown on R. KELLY'S "Down Low." Continuing to impact Crossover radio with new adds at KS104, KTFM, KDNR and KLUC! Moving from 31*-24* on this week's Rhythm-Crossover Monitor! Watch for the new video for "Down Low" debuting this week on MTV and THE BOX, and next week on BET. The new single hit the stores this week as well, so sales will start kickin' in soon!



While I was in Atlanta last week, I dropped in on my "brutha" STEVE HEGWOOD, who's the corporate VP of Radio 1 and the current in-house PD at the company's new Atlanta Rhythm outlet, HOT97 (WHTA).

REAZAR'S HOT TIP

FUGEES "Killing Me Softly" from the Album "The Score" on Columbia/CRG.

The Hitmakers Convention April 17 - April 20 at the MGM Grand in Las Vegas will be the bomb! Everyone will be all the way LIVE! Details coming.

Now go saute! See Ya,

By "Reazar" Phil

ATTENTION!!!
Mainstream, Rhythm
& Alternative Programmers

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LAS VEGAS SEMINAR '96
APRIL 17 • 18 • 19 • 20

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WORLD'S LARGEST HOTEL, CASINO & THEME PARK
LAS VEGAS

JOEY ARBAGEY, MD, KMEL, San Francisco

2PAC *ALL EYES ON ME LP* (DEATHROW/INTERSCOPE) - It's da bomb! Life goes on is an obvious SMASH!

FUGEES *Fu-Gee-La* (COLUMBIA/CRG) - *Fu-Gee-La* is bubbling up from the streets, but *Killing Me Softly* off of the album is my personal favorite!

M.C. LYTE f/**XSCAPE** *Keep On Keepin' On* (EASTWEST) - An obvious track for the people station!

ERIK BRADLEY, MD, B96, Chicago

RHYTHMCENTRIC *You Don't Have To Worry* (METROPOLITAN RECORDS) - I really like this cut a lot & the act is based in Chicago. Hard to pin a music style on it...kinda' like Planet Soul with a bit more of a freestyle vibe. Should work well on any station that plays dance music (very radio friendly).

SAMANTHA *Cravin' Your Love* (YING YANG) - This has been major in the South Florida forever...really sounds like it could spread this way with airplay!

MARIAH CAREY *Always Be My Baby* (COLUMBIA/CRG) - The remix with Da Brat & Xscape is absolutely incredible. Once again, Mariah covers all of the bases. Da Brat's rap is the total bomb! Other acts should take notes on how Mariah is able to adjust her artistic style with what's goin' on in the music world!

DEBORAH COX *Who Do U Love* (ARISTA) - I still like the David Morales mix of Deborah Cox's *Who Do U Love* and E-Smoove's mix of Outhere Brothers *Don't Stop (Movin')*!

MIKEY FREEMAN, APD/MD, KBOS, Fresno

LL COOL J *Doin' It* (RAL/DEF JAM) - This is the god of all cuts! I'm in love with this song!

CHANTAY SAVAGE *I Will Survive* (RCA) - It's on! Getting female response immediately! I love the way she did this, and it sounds great on the air!

JAMES COLES, MD, KIKI, Honolulu

COOLIO *1,2,3,4 (Sumpin' New)* (TOMMY BOY) - I love it!!

MAX-A-MILLION *Everybody's Groovin'* (S.O.S./ZOO) - The formula still works for them! A huge hit!

CHARLES HIIL *Don't Let It End* (RIOT) - It's the oldies Old School feel that I love!

MIKE MARINO, PD, KJMZ, Las Vegas

R. KELLY *Down Low (Nobody Has To Know)* (JIVE) - Instant reaction on the phones!

XSCAPE *Do You Want To?* (COLUMBIA/CRG) - Instant response on the phones!

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (UNIVERSAL/GROOVE NATION) - It's been working in the clubs for a while. We love it!

DREAM WORLD *Movin' Up* (RCA) - I think it's got a good pop hook. It could be a hit for Dance leaning radio stations!

KID STEVENZ, MD, KJMZ, Las Vegas

LL COOL J *Doin' It* (RAL/DEF JAM) - The man is on a roll!

R. KELLY *Down Low (Nobody Has To Know)* (JIVE) - R. Kelly + slow jam = SMASH!

XSCAPE *Do You Want To?* (COLUMBIA/CRG) - Keep an eye on this one, it could be a sleeper!

CHANTAY SAVAGE *I Will Survive* (RCA) - The ballad sounds good, however you should check out the 12 inch dance mix!

MARIAMA SNIDER, MD, KKBT, Los Angeles

R. KELLY *Let Me Be Your Baby Tonight* (WARNER BROS.) - What can you say about another R. Kelly hit, it's a home run! You can find this on the Thin Line soundtrack.

W.C. & THE MAAD CIRCLE *The One* (PAYDAY) - It will be bigger than *West Up!*

IMMATURE *Please Don't Go* (MCA) - Great follow up, strong ballad!

ROY JAYNES, PD, KKSS-FM, Albuquerque

SELENA *A Boy Like That* (RCA VICTOR) - This is gonna' be big!

MAX-A-MILLION *Everybody's Groovin'* (S.O.S./ZOO) - Everybody is gonna' be groovin' to this hit!

QUAD CITY DJ'S *C'mon N' Ride It (The Train)* (BIG BEAT) - This one sounds great!

RAPPIN' 4 TAY *Ain't No Playa* (CHRYSALIS/EMI) - A good song!

ALBIE DEE, MD, WPGC-FM, Washington, DC

FUGEES *Killing Me Softly* (COLUMBIA/CRG) - Played it on Friday and it was the #1 requested record!

SCIENCE f/**Doug Lazy** *Get Your Groove On* (UNSIGNED) - It sounds good on the radio. It's starting to get some club action!

PLANET SOUL *Stay With The Heavens* (STRICKLY RHYTHM) - Huge adult female R & B record for us!

JAMIE HYATT, PD, KQMQ, Honolulu

INTRIGUE *Dance With Me* (UNIVERSAL) - I think it's like the next Tony Rich Project type of song! It's monstrous!

QUAD CITY DJ'S *C'mon N' Ride It (The Train)* (BIG BEAT) - This could be the *Whomp There It Is* of 1996! It's a smash!

EXPOSE *I'll Say Goodbye For The Two Of Us* (ARISTA) - Now #1 request! It's beating 2pac and Mariah! Top 5 selling singles and albums! The word out on the street for this album is huge and it's probably the best kept secret out there!

BOYZ OF PARADIZE *Since You Went Away* (PRIORITY) - We played the other 2 singles off of the album and it didn't work. Ever since we started playing *Since You Went Away* the album(out for over a year) has been the Top 5 selling albums in Hawaii!

CAT THOMAS, MD, KLUC, Las Vegas

YOUNG M.C. *Rollin'* (UNSIGNED) - It is the shit! Great song! After only 3 or 4 spins it made our Favorite Five! If you can get a hold of it, check it out!

JON B. *Isn't It Scary* (550/EPIC) - Isn't it scary that this guy is on his third single and it's another hit?

XSCAPE *Do You Want To?* (COLUMBIA/CRG) - Big phones! These girls are on a roll!

STEVE WALL, PD, KWIN, Stockton

THE CLICK *Scandalous* (JIVE) - It's Roger radio!

4 HERO *Mr. Kirk* (PROFILE) - It's generating some good request!

QUAD CITY DJ'S *C'mon N' Ride It (The Train)* (BIG BEAT) - It's tha' party jam of the year!

SA DUECE *Don't Waste My Time* (EASTWEST) - It's got that *Hey Mr DJ*/Zhane vibe going for it! It's smooth!

CHARLIE MAXX, PD, KZFM, Corpus Christi

ACE OF BASE *Lucky Love* (ARISTA) - It's got a great hook and already getting early phones!

D:REAM *Shoot Me With Your Love* (ELEKTRA) - It's pop sounding but believe it or not, I'm getting male calls!

QUAD CITY DJ'S *C'mon N' Ride It (The Train)* (BIG BEAT) - It's HUGE!

MARY J. BLIGE *Not Gon' Cry* (ARISTA) - Spun it twice and I'm getting Top 15 phones on it! A blockbuster soundtrack!

LUCY BARRAGAN, MD, Q105, Oxnard

SKIN DEEP *No More Games* (ISLAND) - Be sure to check this one out!

PATRA f/**Aaron Hall** *Scent Of Attraction* (550) - A great song!

SILK *Don't Rush* (ELEKTRA) - It may turn out to be a hit!

STEVE HEAGWOOD, PD, WHTA, Atlanta

MARIAH CAREY *Always Be My Baby* (COLUMBIA/CRG) - This is going to be huge for our station!

DEE DEE MCGUIRE, MD, WIOQ, Philadelphia

SELENA *A Boy Like That* (RCA VICTOR) - I thought it was Madonna the first time I heard it. A great remix! I like it!

BRANDY *Sittin' Up In My Room* (ARISTA) - A big artist for our station! Us females can identify with sittin' alone and crying over some jerk.

DEVON'E *Energy* (AQUA BOOGIE/MERCURY) - I hear this song and cry! It has tons of energy!

JACKIE JAMES, MD, KKSS-FM, Albuquerque

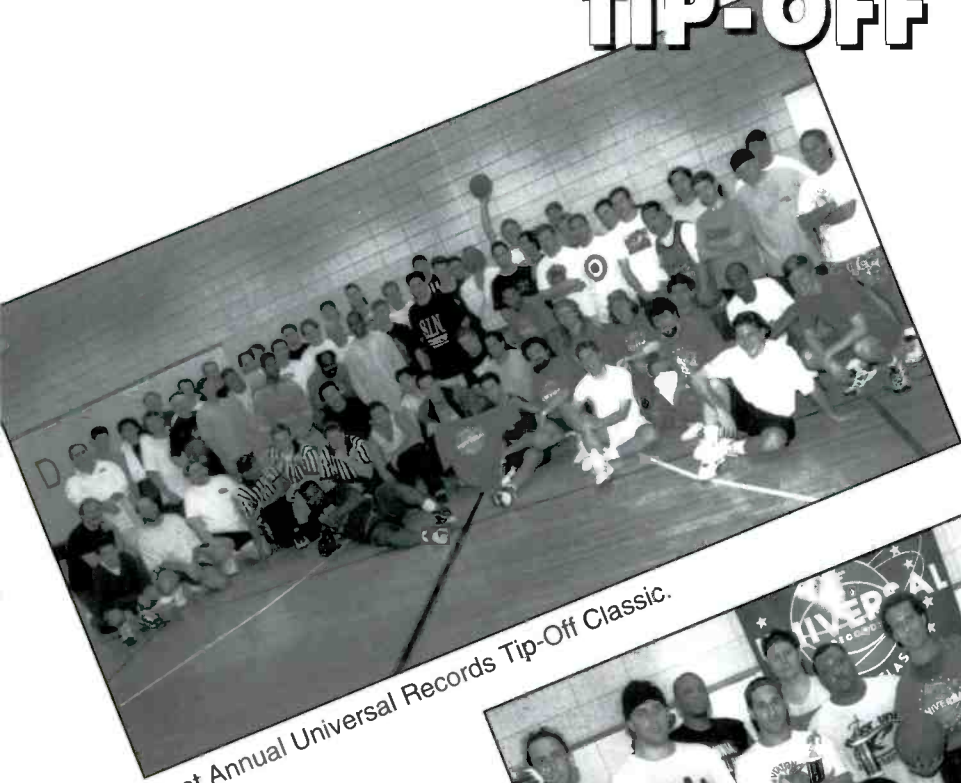
SKEE-LO *Superman* (SUNSHINE/SCOTTI BROS.) - It's gonna' be a bigger hit than I *Wish!*

DOMINO *Physical Funk* (OUTBURST/DEF JAM) - Great rhythm!

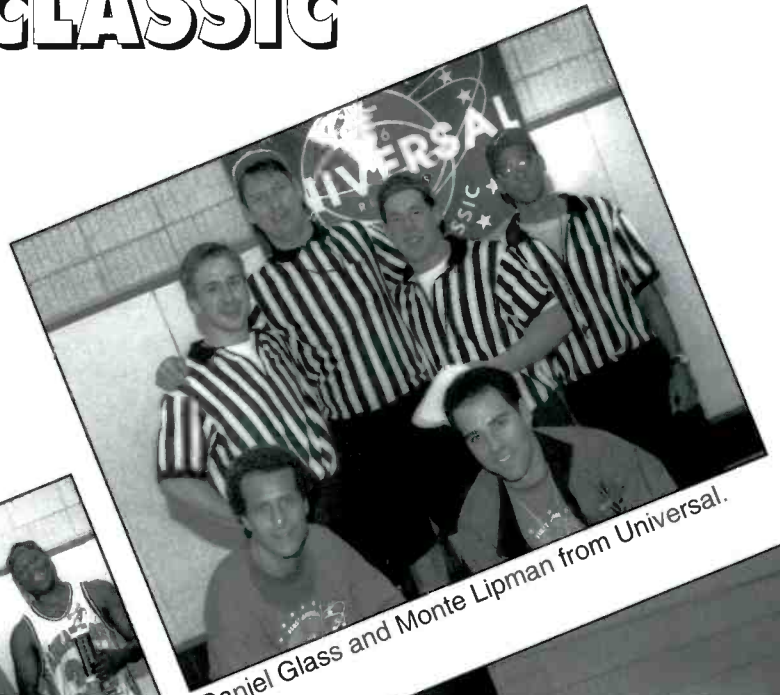
LL COOL J *Doin' It* (RAL/DEF JAM) - Great female record! He's LL and he's hot!

J'SON *Take A Look* (HOLLYWOOD) - I like this one a lot!!

1ST ANNUAL UNIVERSAL RECORDS TIP-OFF CLASSIC



First Annual Universal Records Tip-Off Classic.



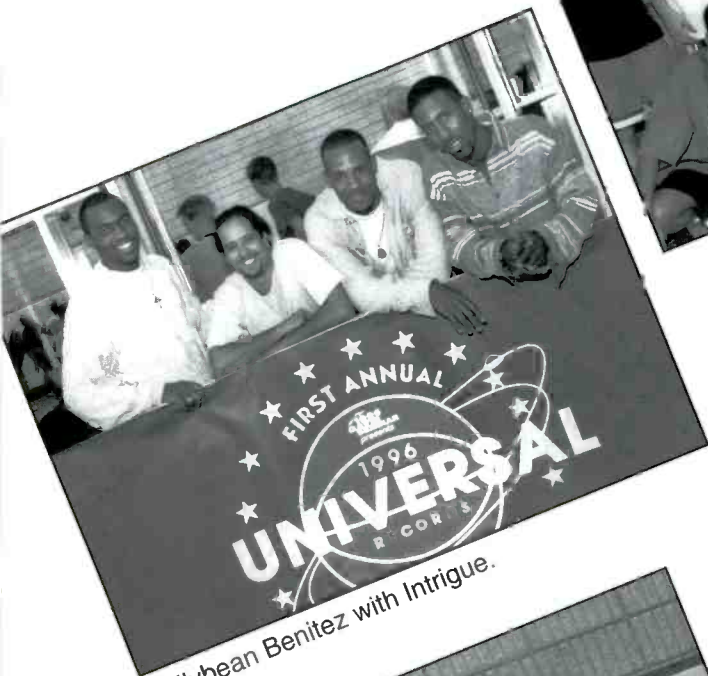
Daniel Glass and Monte Lipman from Universal.



Division One Winners: Kneeling from l-r: Damon Cox; Dave Reynolds; Monte Lipman; Scott Robbins, WBNQ. Standing l-r: John Cohen; Will Strickland, Urban Art; Gary Spivack; James Evans, Interscope; Kevin Weekes, Flavor Unit; Daniel Glass; and Mickey Johnson, WJBT.



INTRIGUE- from l-r: Audley, Anthony, and Jason.



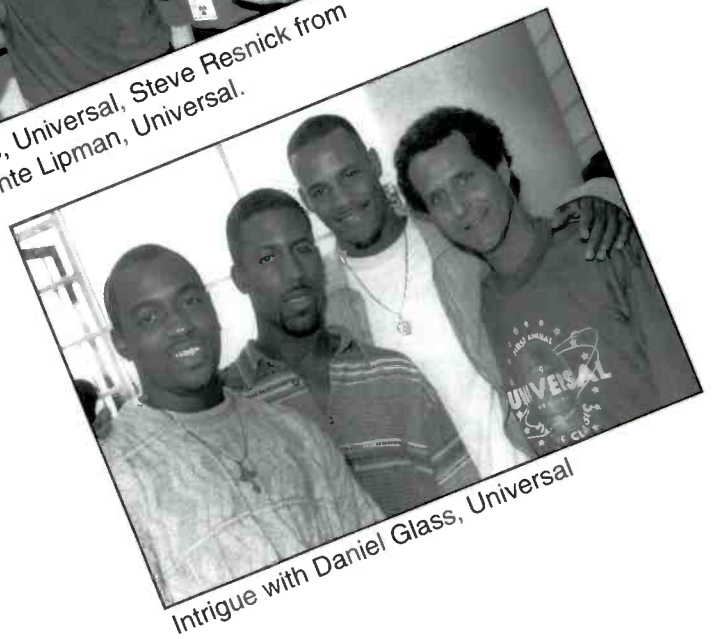
Jellybean Benitez with Intrigue.



l-r: Daniel Glass, Universal, Steve Resnick from Gavin, and Monte Lipman, Universal.



Division 2 Winners: Bruce Tyler from Air, Andy Arnold from Air, and Brian Corona from 550. Not shown in picture: Jerry Blair



Intrigue with Daniel Glass, Universal

THE BREAKDOWN KS104'S SHOWS

COMPILED FROM KEY MIX SHOW DJ'S, BREAKING RECORDS FROM COAST TO COAST

Most Disc-overed for this issue

1. ACE OF BASE Lucky Love (ARISTA)
2. LAURA MARTINEZ Ritmo Latino (THUMP)
3. LINA SANTIAGO Feels So Good... (G.N./UNIV.)
4. LL COOL J Doin' It (RAL/DEF JAM)
5. KENLOU III What A Sensation (MAW/S.R.)
6. M.C. LYTE Keep On Keepin' On (EASTWEST)
7. RHYTHMCENTRIC You Don't Have To Worry (METRO.)
8. ARTIE THE ONE... Esa Nina Linda (SCOTTI BROS.)
9. MAX-A-MILLION Everybody's Groovin' (S.O.S./ZOO)
10. DEBORAH COX Who Do U Love (ARISTA)
11. EIGHTBALL & MJG Space Age Pimpin' (RELATIVITY)
12. DAJAE Day By Day (CAJUAL)
13. N-JOI The New Anthem (LOGIC)
14. FULL INTENTION America (SUGAR DADDY)



I LOVE AMERICA: Nervous Records recording artist Kim English & KS104's John Dickinson are chillin' after her performance at Club America.

COLUMBIA / CRG

presents the

HITMAKERS MIXER OF THE WEEK!

DRE D.

WPGC

Washington D.C.

CAREER HIGHLIGHTS:

- Winning the Polygram Records Group DJ Contest •
- Doing a Platinum remix of "Whoomp (There It Is)" •
- Mixing at WPGC •

PROPS:

GOD, My Family, Davey Dee, Jim Mahoney, Emz, The Horse, Chris, Thomas Lytle, all the WPGC crew: G-Sharp, Celo, Tigger, Mystro, Charles The Mixologist, Tracy, Random Noise, MG Whiz, D.J., Doug Lazy, Abie Dee for giving me my shot, Jay Stevens, & a big shout out to Paco in Florida and Oscar & David at HITMAKERS.

NOMINEES FOR ISSUE 927

VOTE FOR YOUR CHOICE

1. ATLANTA'S STAR RECORD POOL
2. PACIFIC COAST DJ ASSOCIATION
3. INTERNATIONAL MUSIC CENTER (formerly City Sounds Record Pool)

CALL DAVID OR OSCAR @ (818) 887-3440

MIXER OF THE WEEK WINS SONY HEADPHONES!

COLUMBIA CUTS

KRIS KROSS "Tonite's Tha-Night"

Check out the new remixes featuring Redman.

FUGEES "Fu-Gee-La"

The album THE SCORE in stores 2/13/96

CHECK IT!!!

CYPRESS HILL "Illusions"

LP and remix versions at your door now!

(Including the Q-Tip remix)

DISCOVERY CLUB

Mix Show Disc-covery Club Highlights

CHECK OUT OUR WEB SITE FOR THE COMPLETE MIX SHOW DISCOVERY CLUB @ <http://www.hitmakers.com>

DJ MARKSKI, 896, Chicago

ME & MY *Dubidub* (EMI/Denmark) - Nice and catchy vocals, radio friendly.

BED & BREAKFAST *You Make Me Believe In Magic* (MAAD RECORDS) - Good male vocal Dance record, very energetic, big in the mix show.

BRIAN MIDDLETON, 896, Chicago

ARTIE THE ONE MAN PARTY *Esa Nina Linda* (SCOTTI BROS) - Good all-around Latin track.

N-JOI *The New Anthem* (LOGIC) - Give this one a chance.

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (GROOVE NATION/UNIVERSAL) - This is huge, all the mixers in Chicago are playing it...what's up with the remixes?

C.L. McSPADDEN, HOTMIX, Scottsdale

N-JOI *The New Anthem* (LOGIC) - Be on the lookout for the new DMC mixes!

KE' *Strange World* (RCA)

LARRY V., KCAQ, Oxnard

LAURA MARTINEZ *Ritmo Latino* (THUMP) - Will be Thump's first Dance hit of the year. As always, that strong Latino vibe will push it over the top.

MAJETTE *Miss Winy Winy (Life Of The Party)* (NEXT PLATEAU) - This record has a real good groove that is starting to pull for itself. Thanks to Steve Ruiz for waking me up... almost let this one go.

SELENA *A Boy Like That* (RCA VICTOR) - An excellent song. People were quick to like this record. It's a great all-around cut.

M.C. LYTE *f/XSCAPE Keep On Keepin' On* (EASTWEST) - It's not just a club or mixshow record, it's a STRONG tune. Don't let this record slip through the cracks.

STEVE RUIZ, KCAQ, Oxnard

M.C. LYTE *f/XSCAPE Keep On Keepin' On* (EASTWEST) - It's about time she comes out with her own record instead of being featured.

CYPRESS HILL *Illusions (Remix)* (COLUMBIA/CRG) - Check out the Muggs remix & it comes with a radio edit for the airwaves.

ACE OF BASE *Lucky Love* (ARISTA) - There's enough mixes on the double record set for every DJ, so pick it up & check it out.

STEVE PEREZ, KCAQ, Oxnard

LAURA MARTINEZ *Ritmo Latino* (THUMP) - I think you better keep an eye on this cut. It may go crossover to radio very quick. Something tells me it will be BIG!!

ACE OF BASE *Lucky Love* (ARISTA) - I have to give love to Vission & Lorimer for the 'Funkified Mix'...great job. The double pack is all good.

MARK GARCIA, KDON, Salinas

FU-GEES *Fu-Gee-La* (COLUMBIA/CRG) - Way past funky!

SANDY & PAPO *La Hora De Bailar* (PARCHA) - This is going to be our next big hit!

MOREL'S GROOVE #9 *Latinos En La Casa* (STRICTLY RHYTHM) - Definitely strong for any Latin House mixers.

MARIAMA, KKB, Los Angeles

JUNIOR M.A.F.I.A. *Get Money* (BIG BEAT) - Very radio friendly underground Rap record.

HOBO JUNCTION *Shot Callin' Big Ballin'* (SOUTH PAW) - Still my favorite Rap record.

DRU DOWN (THIN LINE SOUNDTRACK) *Playa' Fo Real* (WARNER BROS.) - This could be a West Coast anthem.

DJ JAM, KKB, Los Angeles

GROOVE THEORY *Keep Tryin'* (EPIC)

M.C. LYTE *f/XSCAPE Keep On Keepin' On* (EASTWEST)

BUSTA RHYMES *Woo-Hah!!! Got You All In Check* (ELEKTRA)

DAVID HARNESS, KMEL, San Francisco

KENLOU III *What A Sensation* (MAW/STRICTLY RHYTHM) - This record is a masterpiece.

DAJAE *Day By Day* (CAJUAL) - Sneak and Dajae, what can you say? Fierce!

DJ SPEN, WERQ, Baltimore

MACK DA MANIAK *What Goes Up (Remix)* (SELECT) - The remix to this joint is phat, and the lyrical help from King is icing on the cake.

LL COOL J *Doin' It* (RAL/DEF JAM) - Another Cool J hit and this time he's in rare form.

PAULINE HENRY *Love Hangover* (SONY IMPORT) - This joint takes me back with a 70's groove that's identical with the original Diana Ross version, but with a 1996 tempo. This remix is well done.

TRACY YOUNG, WPGC, Washington

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (GROOVE NATION/UNIVERSAL)

FUGEES *LP* (RUFFHOUSE/COLUMBIA)

KENLOU III *What A Sensation* (MAW/STRICTLY RHYTHM)

STEVE 'SMOKIN' CHAVEZ, KTFM, San Antonio

DEBORAH COX *Who Do U Love* (ARISTA) - I'm a little late on this, but better late than never. Morales's classic, love & bass drum mixes are all on point, so why decide? I use all 3 of em'. Props to Davey Dee for making me check this out. Maybe I'll teach him how to mix now.

QUAD CITY DJ'S *C'mon N' Ride It (The Train)* (BIG BEAT) - Yo, this is the next 'Whoop There It Is', 'Tootsie Roll' and 'What's Up What's Up!' I ain't much into bass, but I like this one. This jam uses a loop from Barry White's 'Love Unlimited Orchestra.' (I can't remember the name of the song, though) Rappin', singing, and crowd noises in the background. Don't miss this one if you can play bass. With a major behind it, this will be large!!

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

PASO-LATINO *Tocame* (DIGITAL DUNGEON) - Anybody who spun the 'Toma' has got to be on this. Check out the 'Play It Loud Mix.'

KE' *Strange World* (RCA) - This sounds like everything but the girl meets New York House, testing it in the mix show.

SIZE QUEEN *Walk* (TRIBAL AMERICA) - Some serious New York House. It's all goooooo!! Thanks, Rob.

WENDY *I Know* (ARTISTIK/MICMAC) - Exceptional Freestyle.

EDDIE MIX, KPRR, El Paso

DEBORAH COX *Who Do U Love* (ARISTA) - Smooth track that will work both ways: mixshows and radio.

N-JOI *The New Anthem* (LOGIC) - Killer Acid track on the B-Side. Props to Richard & Pete for their production.

ACE OF BASE *Lucky Love* (ARISTA) - Once again, Vission/Lorimer turn it out.

HOHMAN & HARRIS, METROMIX, Pittsburgh

2 UNLIMITED *Do What's Good For Me* (RADIKAL) - Great reaction across the board.

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (GROOVE NATION/UNIVERSAL) - Big reaction record.

RICHARD "HUMPTY" VISSION, POWER106, Los Angeles

LAURA MARTINEZ *Ritmo Latino* (THUMP) - This record will break nationwide on the 'Lina Santiago' and 'Planet Soul' vibe.

ARTIE THE ONE MAN PARTY *Esa Nina Linda* (SCOTTI BROS) - I'm picking this song again because I believe it's going to be bigger than the first one.

FELIX SAMA, POWER96, Miami

ACE OF BASE *Lucky Love* (ARISTA) - Bangin' the Amadin mix. The mix is dope! Um, um, okay, um, Miami is feeling it, um, be sure to check this out.

SMOOTH DA HUSTLER *Broken Language* (PROFILE) - This of ill type of jam is funk'n' my needles. The Hip- Hop heads are lovin' it way down South.

EIGHTBALL & MJG *Space Age Pimpin'* (RELATIVITY) - This is a phunky radio cut, 8 Ball & MJ comin' off strong on the lyrics, and the hook is in there, so check Playa.

DRE D., WPGC, Washington D.C.

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (GROOVE NATION/UNIVERSAL)

LA BOUCHE *Be My Lover* (RCA)

ASANTE *Look What You've Done* (COLUMBIA)

DJ STYLE, Z90, San Diego

LE JUNE PROJECT *Tonight/You Just Don't Know* (MACK ENT.) - It's a good R&B cut. Should go somewhere.

WHITY DON *f/Kris One LYRICAL SHOT* (Jive)

LAURA MARTINEZ *Ritmo Latino* (THUMP) - This joint is dope! Definite crowd mover.

DJ RAGS *Volume III* (King Size Recordings) - My boy Rags hooked it up lovely. True DJ's definitely need two copies!

DJ GROOVE, Z90, San Diego

INSTINCT *Reachin'* (JELLYBEAN) - This record gives you nothing but soul. The lyrics on this song are incredible!! Check out all cuts on this one, but my favorite is the 'B.O.P. Intense Mix'!!

DAJAE *Day By Day* (CAJUAL) - You've got to check out these remixes!! Check out all cuts on this one!! This record gives you nothing but strong potential!!

MEECHIE *You'll Never Find* (MCA) - Check out the 'UBQ's Never Found Dub'!! This cut gives you nothing but love!!

JAMES DEE, Z90, San Diego

ARTIE THE ONE MAN PARTY *Esa Nina Linda* (SCOTTI BROS) - Good follow up to 'A Mover La Colita'.

THA DOGG POUND *New York, New York* (DEATH ROW/INTERSCOPE) - Should blow up on the West Coast.

4 HERO

"Mr. Kirk"

ADDED THIS WEEK AT: KDNR
INTO ROTATION AT: KKFR

ONE OF THE BIGGEST
MIX SHOW RECORDS

KYLD	50x	KMEL	42x
KHTN	27x	KWIN	26x
KZFM	26x	WBBM	18x
KHFI	16x	KBFM	14x
XHTZ	12x	KUBE	7x
HOTMIX			

sm:e / PROFILE[®]

HEARTBEAT

featuring Lauraine

"Think Twice"

CD & 12's ON YOUR
DESK THIS WEEK!!

QPM / PROFILE[®]
LIMITED • AUDIOPHILE • EDITIONS

THE BREAKDOWN NYL SPINNS

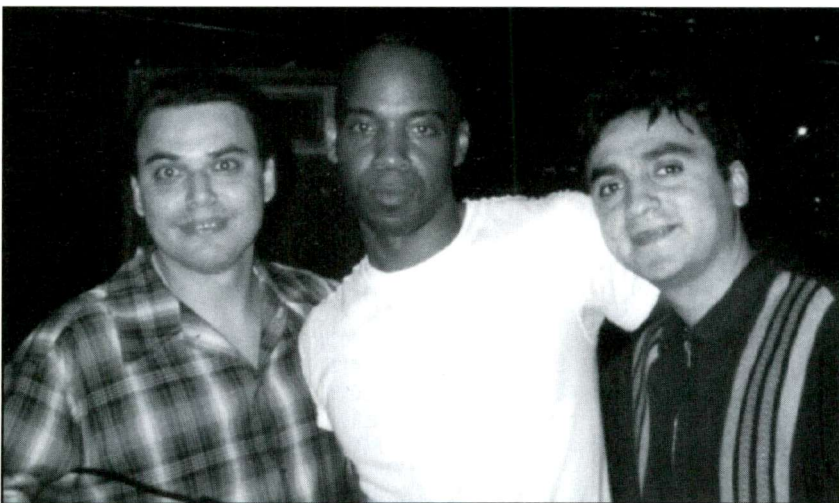
By Oscar Merino

AMERICA!

We're about to give you the next big club and mix show record. So get your pen and paper and write this down: The artist is **FULL INTENTION**, and the song is **AMERICA** and the label is **Sugar Daddy**. I feel this is going to be a huge record because it has all the right elements. East Coast DJ's are playing it; West Coast DJ's are playing it; Hard House DJ's are playing it and Deep House DJ's are playing it. Glenn Friscia from HOT97 in New York was the first one to Disc-over this cut on our mix show Disc-over page a few weeks back. **Sugar Daddy** records is a division of **DMC**. For more information contact **Ted Esposito** at 212-777-6676.

LINA SANTIAGO continues to blow up at the mix show level and regular rotation. I hear she was being played on new dance leaning station WKTU in New York this past weekend. For the DJ's that have been on this jam from the beginning like DJ Enrie at KPWR, Steve Chavez at KTFM, DJ Mein and Jose Melendez at WILD107, DJ Groove at Z90, Steve Perez and Larry V at KCAQ. You'll be happy to know that remixes are being done as you read this column, courtesy of the rising team of Marcus Schulz and CL McSpadden from HOTMIX, and DJ Spen from WERQ in Baltimore.

Speaking of DJ Spen, if you don't have his new jam *I'm Blessed* on **DOLO** records, please do yourself a favor and call Nick at 212-410-1809, and while you're at it, ask him for the **UNION** record. *I'm Blessed* not only pumps but has strong male vocals, and a groove that makes you want to go to church. The first two DJ's to get on this record were Glenn Friscia from HOT97 in New York and DJ Groove from Z90 in San Diego.



KEEPING THE UNDERGROUND ALIVE

L-R: SPINNING AT DMYK IN L.A. DURING WYATT'S BIRTHDAY: RESIDENT DJ TONY LARGO, MARQUES WYATT AND OSCAR MERINO.

MIXER INFORMATION

Please make sure you have the following mixers in the database with the correct addresses:

MARK GARCIA (KDON, SALINAS)
55 B Plaza Circle
Salinas, CA 93901

STEVE RUIZ (KCAQ)
409 So. Evergreen Street
Ventura, CA 93003

AJ MORA (KPWR)
517 Terrill Avenue
Los Angeles, CA 90042

P.J. AGUSTYN (KDWB)
409 So. Sherburne Street
Still Water, MN 55082

MATT "DJ PLEEZ" VILLACARTE (KWIN)
32393 Derby Street
Union City, CA 94587

MIKE RIZZO (WREY)
427 6th. Avenue
Lyndhurst, NJ 07071

DJ MARK MAC (KWIN, STOCKTON/MODESTO)
8822 Aquairus Avenue
Elk Grove, CA 95624

JAM MASTER D (KZRB)
804 Plum Street
Texarkana, TX 75501

DJ QUEST (KBBF)
4757 Snyder Lane, #36
Rohnert Park, CA 94928

DJ MARKSKI (B96)
5614 W. Belmont Avenue
Chicago, IL 60634

STEVE CHAVEZ (KTFM)
3214 Stoney Leaf
San Antonio, TX 78247

Call us if you need any more information, and don't forget to set a budget aside for the convention to be at this year: Las Vegas. April 17, 18, 19, 20.

ISLAND INDEPENDENTS WEEKLY FOCUS

island independents weekly focus

**SOMETIMES
COMING BACK FROM
A CONVENTION
HURTS!!!**

ISLAND INDEPENDENT LABELS

Don't be left at the foul line.

**N.B. HEY
"Da Dribbol"**

featured @ the NBA All-Star Weekend

**BOMB THE BASS
"One To One Religion"**

It's not BASS MUSIC!!!

FOR MORE INFO CALL JOHN JR. or DAVID NATHAN 212-333-8000

THE BREAKDOWN COOLBOYS®

CHARTS COMPILED FROM KEY RECORD POOLS ACROSS THE U.S.A. (Reprinted with permission from ePRO © 1996)

U R B A N

TC	LC	SONG/TITLE	ARTIST	LABEL
1	2	CALIFORNIA LOVE	2 PAC	DEATH ROW
2	3	TONITE'S THA NIGHT	KRIS KROSS	RUFF HOUSE
3	1	LET'S PLAY HOUSE	THA DOGG POUND	DEATH ROW
4	4	NO ONE ELSE	TOTAL	BAD BOY
5	12	FJNKORAMA	REDMAN	INTERSCOPE
6	14	FJ-GEE-LA	FUGEES	RUFF HOUSE
7	7	WE GOT IT	IMMATURE	MCA
8	5	TJO HOT	COOLIO	TOMMY BOY
9	11	BEWARE OF MY CREW	L.B.C. CREW	DOGGYSTYLE
10	15	HANDS IN THE AIR	DOUG E. FRESH	GEE ST.
11	6	THROW YOUR HANDS UP	L.V.	TOMMY BOY
12	9	HEY LOVER	LL COOL J	DEF JAM
13	21	5 O'CLOCK	NONCHALANT	MCA-UNI
14	8	BEFORE YOU WALK OUT OF MY LIFE	MONICA	ROWDY
15	20	WELCOME	ERICK SERMON	DEF JAM
16	18	JUST TAH LET U KNOW	EASY E	RUTHLESS
17	10	I WANT YOU BACK	PURE SOUL	INTERSCOPE
18	17	SOON AS I GET HOME	FAITH EVANS	BAD BOY
19	30	WHY YOU TREAT ME SO BAD	SHAGGY	VIRGIN
20	19	EAST 1999	BONE THUGS-N-HARMONY	RUTHLESS
21	26	WHERE DO YOU WANT ME TO PUT IT?	SOLO	PERSPECTIVE-PG
22	32	PHYSICAL FUNK	DOMINO	OUTBURST
23	22	DIGGIN' ON YOU	TLC	LAFACE
24	24	RUNNIN'	PHARCYDE	DELICIOUS VINY
25	29	NOBODY KNOWS	TONY RICH PROJECT	LA FACE
26	27	MALIK GOES ON	MR. MALIK	ROWDY
27	41	THROW YOUR SET IN THE AIR	CYPRESS HILL	COLUMBIA
28	37	WHO DO YOU LOVE	DEBORAH COX	ARISTA
29	35	KEEP TRYIN'	GROOVE THEORY	EPIC
30	65	AIN'T NO PLAYA	RAPPIN 4-TAY	CHRYSALIS
31	13	YOU REMIND ME	R. KELLY	JIVE
32	38	WESTSIDE SLAUGHTERHOUSE	MACK 10	PRIORITY
33	34	I MISS YOU	MONIFA	MCA
34	62	WOO-HAH! GOT YOU ALL IN CHECK	BUSTA RHYMES	ELEKTRA
35	25	EXHALE	WHITNEY HOUSTON	ARISTA
36	42	DANGER	BLAHZAY BLAHZAY	FADER
37	31	TOP OF THE STAIRS	SKEE-LO	SCOTTI BROS
38	51	YOU WANT THIS PARTY STARTED	SOMETHIN' FOR THE PE	WB
39	44	EVERYDAY AND EVERYNIGHT	YVETTE MICHELLE	LOUD
40	23	ONE SWEET DAY	MARIAH CAREY	COLUMBIA
41	40	HEINY HEINY	95 SOUTH	RIP-IT
42	55	LAND OF THE SKANLESS	KAUSION	LENCH MOB
43	61	COLD WORLD	GENIUS/GZA	GEFFEN
44	95	DO YOU WANT TO	XSCAPE	COLUMBIA
45	68	I WILL SURVIVE	CHANTAY SAVAGE	RCA
46	39	MICROPHONE MASTER	DAS EFX	EAST WEST
47	82	AIN'T NOBODY	DIANA KING	WORK
48	33	HURRICANE	THE CLICK	JIVE
49	47	DON'T BE A MENACE SOUNDTRACK	VARIOUS	ISLAND
50	36	LOVE U 4 LIFE	JODECI	UPTOWN

D A N C E

TC	LC	SONG/TITLE	ARTIST	LABEL
1	3	TWENTY FOREPLAY	JANET JACKSON	A & M
2	1	BEAUTIFUL LIFE	ACE OF BASE	ARISTA
3	4	WHO DO YOU LOVE	DEBORAH COX	ARISTA
4	2	BE MY LOVER	LA BOUCHE	RCA
5	8	MOVIN' UP	DREAMWORLD	RCA
6	5	SHOOT ME WITH YOUR LOVE	D:REAM	WB
7	6	I SPECIALIZE IN LOVE	EXPOSE	ARISTA
8	7	GOT MYSELF TOGETHER	THE BUCKETHEADS	BIG BEAT
9	15	IMITATION OF LIFE	BILLIE RAY MARTIN	SIRE
10	10	MISSING	EVERYTHING BUT THE	ATLANTIC
11	9	THIS TIME AROUND	MICHAEL JACKSON	EPIC
12	14	STAYIN' ALIVE	N-TRANCE	RADIKAL
13	12	WHEN	SUNSCREEM	COLUMBIA
14	13	LET THERE BE LIGHT	MIKE OLDFIELD	REPRISE
15	11	IF I WERE YOU	K.D. LANG	SIRE
16	23	SET ME FREE	MIIISA	ICHIBAN
17	21	AIN'T NOBODY	DIANA KING	WORK
18	32	THE NEW ANTHEM	N-JOI	LOGIC
19	34	ENERGY	DEVONE	AQUA BOOGIE
20	20	THE WINDING SONG	DOUBLEPLUSGOOD	SIRE
21	17	DIGGIN' ON YOU	TLC	LAFACE
22	22	DO WHAT'S GOOD FOR ME	2 UNLIMITED	RADIKAL
23	16	WE'VE GOT IT GOIN' ON	BACKSTREET BOYS	JIVE
24	28	CARNIVAL	2 IN A ROOM	CUTTING
25	18	TO DESERVE YOU	BETTE MIDLER	ATLANTIC
26	19	FINGERS AND THUMBS	ERASURE	ELEKTRA
27	24	GOLDEN EYE	TINA TURNER	VIRGIN
28	27	NO ONE ELSE	TOTAL	BAD BOY
29	26	COME ON HOME	CYNDI LAUPER	EPIC
30	25	EARTH SONG	MICHAEL JACKSON	EPIC
31	44	GIVE ME THE NIGHT	RANDY CRAWFORD	BLUE MOON
32	43	TRES DESEOS	GLORIA ESTEFAN	EPIC
33	29	AUTOMATIC LOVER	REAL MCCOY	ARISTA
34	54	LIGHT YEARS	JAMIROQUAI	WORK
35	37	SHUT UP	SIN WITH SEBASTIAN	LOGIC
36	35	BEFORE YOU WALK OUT OF MY LIFE	MONICA	ROWDY
37	46	MR. KIRK	4 HERO	SM:JE
38	42	CALIFORNIA LOVE	2 PAC	DEATH ROW
39	39	SANTA MARIA	TATJANA	CRITIQUE
40	33	PASSION OF THE NIGHT	CLUBZONE	LOGIC
41	38	HAPPY SAD	PIZZICATO FIVE	MATADOR
42	53	TAKE A LOOK	J'SON	HOLLYWOOD
43	30	A MOVER LA COLITA	ARTIE THE 1 MAN PART	SCOTTI BROS
44	31	SEX MACHINE	KATRINA	SOS
45	36	I'LL ALWAYS BE AROUND	C + C MUSIC FACTORY	MCA
46	55	20 FINGERS COMPILATION	20 FINGERS	SOS
47	40	REMINISCING	ELAN	LEFT COAST
48	41	EXHALE	WHITNEY HOUSTON	ARISTA
49	56	DON'T YOU WANNA BE MINE	THE REAL DEAL	ZYX
50	45	IT'S MY LIFE	GIGABYTE	ZYX

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RHYTHM RADIO
IMPACT DATE
FEBRUARY
19th

EARLY ADDS:

KYLD
KBXX 28x
WWKX 12x
Z90 9x

MOST ADDED &
MOST INCREASED
AIRPLAY AT
URBAN RADIO

INCLUDING:

KKBT WXYV
WJLB WGCI



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domino

physical funk

Domino's back with the follow-up to his platinum debut. "Physical Funk" is the new smash single and album.

THE BOX #6 MOST REQUESTED
MUSIC TELEVISION
YOU CONTROL

YO! **MTV** RAPS

BET
Giving You A Choice

Dance With Me



The first single from the debut album "Acoustic Soul" Produced by Ali Dee

The video "Dance with Me" Directed by Lionel C. Martin

Intrigue

A UNIVERSAL ARTIST



LINA SANTIAGO

NEW AIRPLAY THIS WEEK:

WKTU	NEW YORK	KHKS	DALLAS
WFLZ	TAMPA	WNVZ	NORFOLK
KLHZ	NEW ORLEANS	WPXY	ROCHESTER
KJMZ	LAS VEGAS	WRHT	GREENVILLE
WSSX	CHARLESTON	KKXX	BAKERSFIELD
KZZU	SPOKANE	WYKS	GAINESVILLE
WKFR	KALAMAZOO	KCHX	ODESSA
KFFM	YAKIMA		

MAJOR MARKET AIRPLAY:

KYLD KPWR KIS-FM
KBOS WBBM KMEL

TOP SALES:

LOS ANGELES #5
DALLAS #6
SAN FRANCISCO #9

“FEELS SO GOOD” (Show Me Your Love)

The first single and video from the debut LINA SANTIAGO album.

Produced by DJ Juanito for Groove Nation

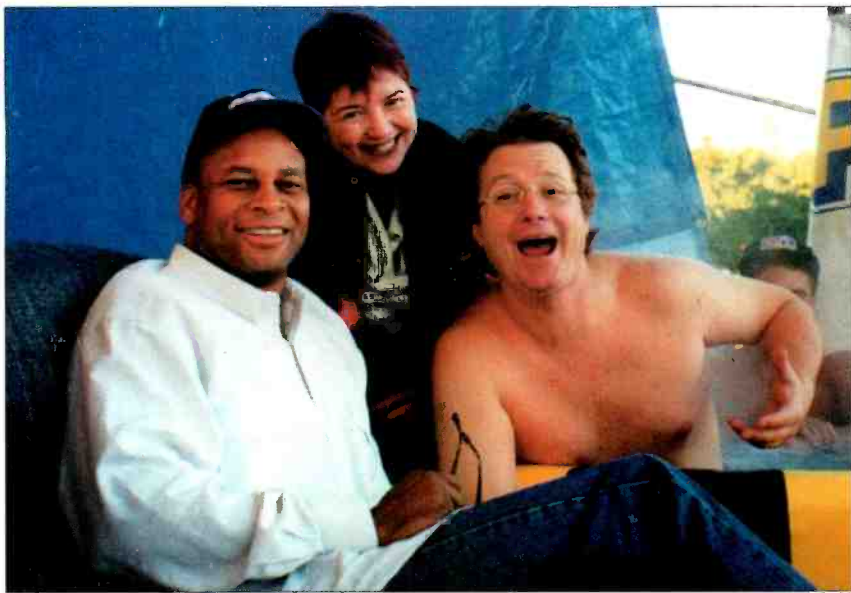
A UNIVERSAL ARTIST

TOTAL AUDIENCE 17 MILLION!
TOP40 BDS CLOSE TO 1,000 SPINS!
MOST ADDED!

UD56004



Ear To The Ground



LOTS O' FUN! When the Super Bowl comes to your town, you just gotta party! So when Super Bowl XXX came to Phoenix, the staff of KKFR (POWER92) got in the party mood in a big way! Here's POWER 92's morning team, MAGGIE BROCK and BRUCE KELLY enjoying a whirlpool while NFL defensive great RONNIE LOTT kicks it on a lounge chair.



POWER LOUNGING! It must have been some shindig thrown by POWER92 (KKFR) at this year's Super Bowl, because everybody looks like they're having a good time! Pictured here are ex-Dallas cowboy ALFREDO GRIFFIN, KKFR's SUPERSNAKE and MD BRIAN DOUGLAS, and Arista diva DEBORAH COX. That's the label's FELICIA SWIRLING and POWER92 PD DON PARKER in the background!

THE LATEST, PART 2

FLY92 (WFLY)/Albany MD SHAWN "Hollywood" SCOTT departs the station amid "philosophical differences." Call this talented pro @ (518) 393-9431...Despite its recent up-sizing, JACOR has sold its Knoxville, TN properties, Top40 WWST and AC WMYU to Heritage Media. OM JIM RICHARDS and PD TODD SHANNON will remain with Jacor... WZYP/Huntsville MD ACE ANTHONY steps down from his music duties to concentrate on his morning show. Night guy KRAMER is named MD...PD MICHAEL ST. JOHN moves "traffic guy" JOE DENIRO to middays...THIS TIME WE THINK WE GOT IT RIGHT: A few weeks ago we reported that KC101 (WCKI)/New Haven OM GLENN BECK was stepping down from his operations duties to concentrate on his morning show. But, WE WERE WRONG! GLENN is still the OM, and doing fine. However, PD STEVE WILSON has left the building as of this past Friday (2/9)...Polydor/Atlas adds BRUCE McDONALD as Nat'l Dir./Promo, based out of New York. Speaking of Polydor/Atlas, look for the firm to drop Atlas from its title, and be known henceforth as just Polydor...WDBR/Springfield, IL appoints RIK (Please Don't Call Me Richard) BLADE as interim MD, replacing the recently departed MICHAEL GAMBY...Saying he needed to "de-stress and become normal again," WLUM/Milwaukee PD RON BUNCE announced his resignation this week.

SCUTTLEBUTT

Did New Century Media honcho BOB CASE find

who we was looking for in Atlanta for the KEDJ/Phoenix PD slot? The answer we hear is a resounding "yes!" The official announcement should be made soon!...Look for a press release soon regarding the future of ABBEY KONOWITCH...Don't expect WFLZ/Tampa MD TOM STEELE to join HAWK HARRISON for mornings at WFBC...Is JERRY CLIFTON, part owner of KBZR/Phoenix, trying out the Alternative-Crossover format (which he perfected @ WHYT/Detroit), on 'BZR?...Look for Nationwide to become the next big player to become a bigger player fast!...Who will be the new PD's @ WPOW, WERQ and KPLZ? We called our 1-900 psychic line, and they're still checking. MORE NEXT WEEK!

FROM OUR "WHILE YOU WERE OUT" FILE

When KLRZ/New Orleans PD DAN DEATON returned from schmoozing in Hot-lanta this past weekend, he was greeted by a rather rude surprise - the station had moved!! Apparently, as part of that station's pending move to automated Country, the company moved its facility, which was just outside The Big Easy, to La Rose, several miles away. But for whatever reason, no one told DAN, who was presented with locked doors and an empty facility when he arrived at where the station had been just days before when he left for Atlanta. A major bummer, for sure, but probably not completely unexpected, given that MD VINNY VEGA has left the building, and DAN is expected to make his exit later this month.

NAMZ IN THA NEWZ

ABBIE KONOWITCH
SKIP BISHOP
FRANKIE BLUE
BOB CASE
STEVE KINGSTON
MARK DiDIA
MANCOW

We want your pictures for upcoming issues! After that next big promotion, concert or event, send your pics to us, and look for them in an upcoming issue of **HITMAKERS!**



THE PRESIDENTS OF THE UNITED STATES OF AMERICA

Peaches

12*-10* Billboard Album Chart
 16*-12* Modern Rock Monitor
 Debut 36* Rock Monitor

#1 REQUESTS: KROQ,
 LIVE105, Q101, Z100, WPST

NEW
MULTI-FORMAT
MAJOR AIRPLAY:
 B94/Pittsburgh,
 DC101/Washington, D.C.,
 Q102/Cincinnati,
 WEDJ/Charlotte,
 WZJM/Cleveland,
 KHOM/New Orleans,
 KBPI/Denver



30x
 4th Most Played

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XSCAPE AND JERMAINE DUPRI HAVE COLLABORATED ON THESE GOLD AND PLATINUM SINGLES:

WHO CAN I RUN TO
JUST KICKIN' IT
UNDERSTANDING
FEELS SO GOOD

AND NOW THE NEXT PLATINUM SONG FROM **XSCAPE.**

DO YOU WANT TO

SAY YOU DO... LIKE THESE STATIONS ALREADY HAVE:

WPGC KBXX WHHH
92Q WJMN KSFM
WJMH KYLD Z90
KKFR KJMZ KLUC
KTFM KDON WWKX

New This Week: **KQKS, KZFM**

Total Spins Over 2,000

Top 5 Research
WPGC, 92Q, KBXX,
WJMH, WHHH, Z90



THE BOX TOP #15
MUSIC TELEVISION YOU CONTROL.
SIX WEEKS IN A ROW

BET HEAVY ROTATION
Bring Me A Choice

SINGLE IN STORES TUESDAY, FEBRUARY 20.

CATCH XSCAPE ON THE R. KELLY TOUR THIS SPRING!



FOR ANYONE WHO HAS EVER ROCKED!

SPACEHOG "IN THE MEANTIME"

ROCK RADIO

MONITOR 10-9*
R&R ACTIVE 7-6*
R&R HERITAGE 16*

MAJOR SPINS:

KTXQ 46x
WAXQ 37x
WZAT 34x
KDKB 33x
KUPD 27x

MODERN ROCK

ALBUM NET 6-5*
MONITOR 7-7*
R&R 9-7*

MAJOR SPINS:

WNFZ 46x
KNNG 43x
WRXS 38x
WXEG 40x
KWOD 40x
WKRO 39x
WHYT 44x

IT'S ALL ABOUT THE HOG!



RETAIL

13,512 SCANNED THIS WEEK
100-80* BILLBOARD TOP 200

POP RADIO

IMPACTS 2/19

Z100 20x **WPST 25x** **WZET 12x**
KRBE 26x **KUTQ 34x** **WXIS 10x**



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