

HITMAKERS®

ISSUE 877 \$5.00

FEBRUARY 18, 1994



an exclusive interview with

BOB PERRY

Program Director



San Jose

HITMAKERS

Regional Seminar

The Mirage Hotel

Las Vegas - May 5 • 6 • 7



Mirage

This is the sound of something big hitting your desk.

"IT'S ALL GOOD"

The first single and video.

R&R 18/8

WJMN (23-19)
WJMO-FM (22-19)
WHHH (26-21)

WZPL (26-21)
PWR PIG (On)
Z90 (On)

HOT97.7 (On)
KMEL (Add)
KSFM (Add)

#19 SoundScan Singles Sales after 3 weeks!

#2 Most Requested at



ADD



Hot Rap Singles 5*-3*
Greatest Gainer on the Rap Chart at 3*
15* on the Billboard R&B Singles Chart

The new album:
The Funky Headhunter.

Produced by Hammer and The Whole 9 - Management: Louis K. Burrell



HITMAKERS[®]

This Week...

MOST DISC-OVERED

MAINSTREAM

COUNTING CROWS - "Mr. Jones" (DGC)

BIG MOUNTAIN - "Baby I Love..." (RCA)

BRUCE SPRINGSTEEN - "Streets..." (COLUMBIA)

BABYFACE - "Let Her Down Easy" (COLUMBIA)

CRASH TEST DUMMIES - "Mmm Mmm..." (ARISTA)

CONFERENCE CALL PICKS

BABYFACE "And Our Feelings..." (EPIC)

BIG MOUNTAIN - "Baby I Love..." (RCA)

ELTON JOHN/RUPAUL - "Don't Go Breakin'..." (MCA)

WHITNEY HOUSTON "Look Into Your Heart" (from the Warner Bros. Curtis Mayfield Tribute Album)

BRUCE SPRINGSTEEN - "Streets..." (COLUMBIA)

ALTERNATIVE WORLD

NINE INCH NAILS "March Of The Pigs" (NOTHING/TVT/INT/AG)

GREEN DAY "Longview" (REPRISE)

SOUNDGARDEN "Spoonman" (A&M)

DANZIG "Mother" (AMERICAN)

GREENBERRY WOODS "Trampoline" (SIRE/REPRISE)

CONFERENCE CALL PICKS

TORI AMOS "Under The Pink" (ATLANTIC)

GREEN DAY "Longview" (REPRISE)

NINE INCH NAILS "March Of The Pigs" (NOTHING/TVT/INT/AG)

THERAPY? "Nowhere" (A&M)

STREET SHEET

BABYFACE "And Our Feelings" (EPIC)

12 GAUGE - "Dunkie Butt" (SCOTTI BROS)

BIG MOUNTAIN - "Baby I Love..." (RCA)

JULIET ROBERTS - "I Want You" (REPRISE)

TEVIN CAMPBELL - "I'm Ready" (QWEST/WB)

CONFERENCE CALL PICKS

TEVIN CAMPBELL - "I'm Ready" (QWEST/WB)

ICE CUBE "You Know How We Do It" (PRIORITY)

DAWN PENN "You Don't Love Me..." (BIG BEAT)

SNOOP DOGGY DOGG - "Gin & Juice" (D. Row/Inter/AG)

12 GAUGE - "Dunkie Butt" (SCOTTI BROS)

MIX SHOWS

JOMANDA "I Cried The Tears" (BIG BEAT/AG)

WU-TANG CLAN "C.R.E.A.M." (RCA)

DAWN PENN "You Don't Love Me..." (BIG BEAT)

NAS "It Ain't Hard To Tell" (COLUMBIA)

CHANNELLE "Work That Body" (GREAT JONES)

CONFERENCE CALL PICKS

DOUG E. FRESH "I-Ight (Remix)" (GEE ST. IND.)

MASTA ACE "Born To Roll" (DEL. VINYL/EW)

SUDDEN CHANGE "Comin' On Strong" (EAST WEST/AG)

THE FOG "Been A Long Time" (COLUMBIA)

MICHAEL WATFORD "So Into You (Remix)" (EAST WEST)

HEADLINES

- JOHNSON/GJERDRUM RE-UNITE AT S.D.'s B100! See EAR
- KISS108 VP/GM JOHN MADISON BACK TO THE RECORD BIZ! See EAR
- DEES' CD MEDIA MERGES WITH RADIO TODAY/TOM SHO VAN NAMED VP/MKTG & PGM. DEVELOPMENT! See EAR
- DAVID SIMONE NAMED PREZ OF POLYGRAM MUSIC PUB! See Faces & Places

VIVA LAS VEGAS!

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PLEASE REGISTER ME FOR LAS VEGAS!

Name: _____ Station/Company: _____

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*Send your completed registration form and a check or money order for \$99.00 (Early Registration Fee) to: **HITMAKERS Magazine**
22222 Sherman Way, Suite #205, Canoga Park, CA 91303*

SNOOP DOGGY DOGG

"GIN & JUICE"

#1 MOST PLAYED AT MTV

#1 AT THE BOX

#3 SELLING SOUNDSCAN ALBUM

#9 SELLING SOUNDSCAN SINGLE

#24 • -17 • AIR POWER BDS TOP40 RHYTHM CROSSOVER
TOP 10 SOUNDSCAN SINGLE SALES IN 50 MARKETS

MAJORS

WJMN - BOSTON

KIX106 - PROVIDENCE

HOT97 - NEW YORK

92Q - BALTIMORE

WIOQ - PHILADELPHIA

WPGC - WASHINGTON

POWER PIG - TAMPA

PWR96 - MIAMI

B96 - CHICAGO

WHHH - INDIANAPOLIS

WHYT - DETROIT

HOT102 - MILWAUKEE

KBXX - HOUSTON

KUBE - SEATTLE

KZHT - SALT LAKE CITY

KGGI - RIVERSIDE

HOT97.7 - SAN JOSE

WILD107 - SAN FRAN.

WJMO-FM - CLEVELAND

Z90 - SAN DIEGO

WKSE - BUFFALO

THE BEAT - L.A.

AND LOTS MORE

• CATCH SNOOP ON
"SAT. NIGHT LIVE"
MARCH 19TH

THE
ATLANTIC
GROUP



You'll never have to wonder

"What Might Have Been" . . .

. . . Because

LITTLE TEXAS

is about to go **Big Time**.

Give a listen to the debut single from Big Time by Little Texas: sublime harmonies, a killer melody and a sound that's totally format-friendly.

Just Added At: WPLJ

MIKE PRESTON, APD/MD - "After networking with programmers whose opinions I respect, the verdict is unanimous - Little Texas is a smash!"



#1 KISN #1 Q102

Top 5 Callout: KISN Q102 KPLZ

Also Added At: 93Q WAPE WRHT WIXX 95XXX KFRX WYYS KIMN

Hot Action At:

Q99 (30-26) KPLZ (#20) WFLY (D#32) WERZ (28-27) WKEE (18-15)H POWER92 (37-29)
WBBQ (35-30) K106 (26-20) I95 (D#26) WXKS (D#29) WZYP (23-20) WQUT (23-22) CK105 (34-32)
KJ103 (D#35) FM100 (#5) WMTX (8-7) WRQX (15-11) WKDD (9-6) WCIR (1-1)

JEFF McCARTNEY, PD, WAPE

"Smash at AC and ready to cross to Top40...P.S. Never let AC have a secret weapon!"

Tevin Campbell

"I'm Ready"

*The follow-up to his
Number One gold single,
from the platinum album
of the same name.*

*Produced by Babyface and Daryl Simmons.
Management: Rhonda Byrd/Ron Weisner.*

ADDED AT
92Q
WXKS #29
WIOQ #28
WPGC
WJMO-FM
WHYT
WHHH
HOT102
HOT97.7
B95 #17
HOT105
Q105
WKSF
Y97 #28
KFFM

ACTION AT
KBXX 9-5 Hot
PWR PIG 28-20

Grammy® Nominee
—Best R&B Vocal Performance,
Male

Olympic Size Hits



MCA's Hits
Will Bring You To
Your Knees.

Meat Loaf

"rock 'n roll dreams come through"

14* Mainstream Monitor/ 14* R&R Back Page
Over A Million Albums Sold This Year Alone!

2000 BDS Detections

12th Best Selling Single In The Country After Only 5 Weeks

Single Sales Explosion:

Wherehouse 14-5

Handleman 4-2

Musicland 17-13

Harmony House D-14

Major Airplay Increases:

Z100 31 (+7)

B94 44 (+24)

WKBQ 30 (+5)

WAKS 47 (+22)

WKSS 27 (+13)

Q106 31 Plays

KKFR 39 Plays

And More!

Tom Petty

"mary jane's last dance"

NEW THIS WEEK: Q102, B94, KDWB, KRBE!

21-15* Mainstream Monitor/15-13* R&R Back Page

Top 10 Biggest Gainer – Mainstream Monitor

7th Hottest Record In The Nation

20% Airplay Increase Over Last Week

Over 2000 BDS Detections

Top 5 Most Played

Jodeci

"cry for you"

Over 1.6 Million Albums Sold

Gold Single

34-29* R&R Back Page

Top 10 For Over 2 Months At Crossover

Top 10 Requests At The Box

Elton John & RuPaul

"don't go breaking my heart"

Most Added!

WXKS, WPRO, Power Pig, B94, WZPL, KRBE, WKBQ & KTFM

Sales Mover/Top 20 Billboard Club Sales Chart

Top 10 Requests The Box

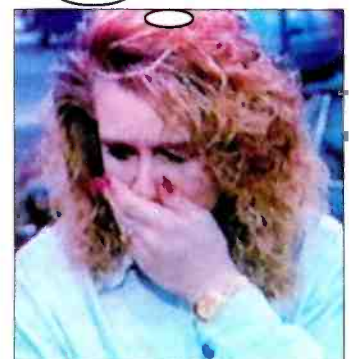
Top 20 Most Played

Watch Elton On Barbara Walters Academy Awards Special

On ABC In March

Album Platinum

Play These
Hits Or You'll Be
Skating On Thin Ice.



#1 ALTERNATIVE BDS!

Early Top40 BDS

Airplay:

Z100	37 PLAYS
KRBE	18 PLAYS
B97	25 PLAYS
WJMO-FM	21 PLAYS
KDWB	14 PLAYS
WKBQ	19 PLAYS
KUBE	7 PLAYS
KKFR	ADD
KKMG	16 PLAYS
KG101	21 PLAYS
WPST	22 PLAYS
WVKS	13 PLAYS
WZAT	14 PLAYS

And More!



**BUZZ BIN
27 PLAYS!!!**

BECK

"Loser"

**The First Single & Video
From the Album MELLOW GOLD
No. 1 At Alternative
MTV Buzzbin**



**BONG LOAD
records**

Produced by Beck, Tom Rothrock, Bob Schnapf and Karl Stephenson
Management: Gold Mountain Entertainment © 1994 Geffen Records, Inc.

Bee Gees

BDS Total Spins Over 400!
 BDS Adult/Mainstream Chart Top 30!
 Top 20 On R&R's A/C Chart!
 Q95 17-15* Y100 21-16* WMJQ 20-16* KISN #20*
 WXKS 29-26* PWR96 On! Q99 On! FLY92 Add! KJ103 Add! and more!
 The Bee Gees at their soulful best.

"For Whom The Bell Tolls"

From the album "Size Isn't Everything"



Melissa Etheridge

"Come To My Window"

BDS + 80 to 577! LP Over 600,000 Sold! Q99 26-20* KKFR D-25*

195!	98PXY Add!	WAAL 9-3*	WHHY 16-11*
WRQK 14-12*	WERZ 21-16*	KHTT 23-18*	WKRZ 23-19*
WSTW 24-20*	WKEE 24-21*	WAEB D-22*	WABB 27-23*
WIXX 26-23*	WPST 26-23*	WQUT 25-23*	WVIC 25-23*
WHOT D-25*	WNTQ 31-25*	WPXR D-25*	K106 31-27*
KZZU D-27*	WIFC 32-28*	WYKS 33-28*	WGLU 35-32*
KISX 35-32*	WFLY D-33*	WFHN D-35*	WRCK 40-35*



ACTIVE

On Tour With Sting!



I to I

"THE RIGHT TIME"

142 BDS Detections!

Already #30* on KIIS-FM Los Angeles!

WTIC-FM Add! KBFM Add! KXXX Add! KQMQ Add!

New Airplay On: WHHH, 92Q, KLUC, PRO-FM, KUBE, And others!



Over 1 Million
Albums Sold
Worldwide!

EAST 17

"House Of Love"

- Top5 requests at KDGE for 7 weeks
- #8 Video on CVC Clubland Top 20

KRBE #20* KBFM Add! WBHT Add! WYYS Add!
New Airplay: WCKZ, PWR96, XL106.7, KZHT, and others!

The Top 10 single off the #1 album in the U.K., "WALTHAMSTOW"

"We've been on "House Of Love for 20 weeks...It started nights only and our research proved that it's a legitimate day record as well."

- Tom Poleman, PD, KRBE Houston



HITMAKERS Faces & Places



David Simone has been named President, PolyGram Music Publishing Group USA.



Derek Oliver has been promoted to Vice President of A&R at EASTWEST Records America.



Critique Records announced the formation of a joint venture label deal between Critique and Cash Money Brother Records. Pictured (l-r): **David Michery** (CMBR); **Carl Strube**, President, Critique; and **Tony Mercedes**, CMBR. Back row: **Debbie Catalano**, Critique Dir. Pub.; **Albie Cullen**, VP Bus. Affairs; **Martha McPartlin**, VP Oper.; **Bob Isenberg**, CFO Critique and **John "JC" Colasanti**, VP Nat'l. Promo., Critique.

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Tony Anderson has been appointed Senior Vice President, Black Music at COLUMBIA Records.



RCA/Kaper Records recording artists Blackgirl met up with RCA execs at a party in their honor recently in New York. Pictured (l-r): **Don Perry**, President, Kaper Records; **Pam Copeland**, Blackgirl; **Randy Goodman**, Senior Vice President, Marketing, RCA; **Nycolia "Tye-V" Turman**, Blackgirl; **Joe Galante**, President, RCA; **David Fitch**, Vice President, Field Marketing, RCA; **Rochelle Stuart**, Blackgirl; and **Butch Waugh**, Senior Vice President, RCA.

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Robert Wagner and **Charles Koppelman** (Chairman and CEO EMI Records Group/North America) "Duet" at the Frank Sinatra Celebrity Golf Tournament in Rancho Mirage, CA. CAPITOL Records was a sponsor of the event.



The first five PolyGram Records Scholarship recipients came up to PolyGram to meet with company executives involved in the educational endeavor. Pictured (l-r): **Gloria Feliciano**, Sr. VP/ Human Resources and Admin. Serv.; students **Jeanette D'Errico** and **Travis Conway**; **Linda Beasley**, Dir. of Music Bus. Prog.; students **Folyar Knight**, **Kendra Ross** and **Molly Templeton**; **Gareth Jones**, VP of Personnel; and **Jim Caparro**, Pres. of PGD. Top row from left: **Rick Dobbis**, Pres. and CEO, PolyGram Label Group; **John Scher**, Pres. PolyGram Diversified Ent.; and **Eric Kronfeld**, Pres. of PolyGram Holding Inc.

R. KELLY

"Bump N' Grind"

19* - 8* On SoundScan Singles Chart

23*-20* on R&R's P-1 Chart

LP "12-PLAY" #5 on SoundScan's Top 200 LP Chart

1.6 Million Sold! Rapidly approaching Double Platinum!

<u>Station</u>	<u>BDS Spins</u>	<u>SoundScan LP</u>
KBXX/Houston	13	#1
92Q/Baltimore	49	#6
HOT102/Milwaukee	27	#2
KUBE/Seattle	66	#18
WHYT/Detroit	75	#1
KIX106/Providence	32	#35
HOT97/New York	36	#37
KMEL/San Francisco	30	#22
WIOQ/Philadelphia	61	#18
WPGC/Washington D.C.	55	#1
WJMN/Boston	17	#32
WHHH/Indianapolis	24	#20
KTFM/San Antonio	9	#27
HOT97.7/San Jose	8	#22
WJMO-FM/Cleveland	21	#1
WJMH/Greensboro	58	#1
WHJX/Jacksonville	64	#1
KKSS/Albuquerque	28	NA
PWR106/Los Angeles	25	#13
Z90/San Diego	14	#31



Alex Valentine, MD, KISF

"Major sales in Kansas City...Lighting up the phones with market airplay."

Michael Jack Kirby, PD, KFFM

"This is his biggest hit to date with strong sales and huge 12-24 female requests... I guess everyone likes to Bump N' Grind."

Look Out For R. KELLY on Tour with SALT-N-PEPA In April!



NOW
ADDED



HAVE YOU BOOKED YOUR ROOM FOR THE...

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Mirage

Programmer's Think Tank

Expanding Your Horizons

by Tom Shovan

This has been a mean, miserable winter just about everywhere. Here in New York it's snowed or sleeted every weekend, so it's virtually impossible to get out of town. I found that after a few weeks of this monotony I started to get into a rut. My world consisted of about 20 blocks of Manhattan, and my priorities reduced to getting from home to the office and back without falling on my ass. The longer this went on, the less interested I became in breaking my little routine. I had no particular desire to go anywhere.

Finally, last weekend, I had to go to my chiropractor upstate and I was forced to break my routine reluctantly. The parkways were flooded and I had to maneuver my way on alternate routes. I've gotta admit that it really threw me. I was totally flustered. You see, it's easy to form habits and get into a rut. Then the rut becomes all there is and we then become resistant to change.

We saw this happen with George Bush when he was awed by a supermarket scanner and couldn't even estimate prices of everyday grocery items. Many of Rush Limbaugh's followers are now complaining that he's losing touch with the street. Chartering a private plane to take him to New Orleans for dinner then right back home again isn't how his listeners live. Limo's back and forth to work and messengers doing all the chores create a very dangerous routine existence.

Behaviorist John Bradshaw observes that "First you create a routine. Then the routine controls the routine. Then the routine controls you." In other words, to build a less complex and unpredictable life, we set up preconceived methods of doing things – our day, our job, etc. After a while, this pattern starts to take on a life of its own and becomes its own standard or routine. Finally, this routine is taken so much for granted that it's forgotten and the only thing left is the set of "rules" and priorities. The routine controls the routine.

This evolving set of rules that we create and then must obey is one of the things that separates the young from the old. Systems and

"safe patterns" replace experimentation, and even creativity.

What I'm getting at is that we in this industry fall prey to routines as we do our jobs. In some cases they may not even be routines we ourselves made up, but instead be somebody else's neurosis. Do we have to spend half our work day with our noses buried in the computer tracking and painfully scheduling every tune? Do we have to talk with 57 different promotion people every week or can we rethink a new and more mutually efficient way to optimize record label interaction, yet give everybody their say? Is playing 10 minutes of commercials back to back really a good idea for radio's perception or does it maybe hurt its image and advertiser effectiveness? Is it really a horrible idea to play one spot after each song instead? Now, I'm not saying that you have to change a thing – but I do suggest you think about why you do what you do. If every bit of your routine has a rational base and you're confident that you are the best you can be – the most alert, well thought out and successful you ever wished you could be, then fine. Do you read all the trades – especially the articles you disagree with? Good for you.

Radio has a lot of "rules" right now, and it feels awfully safe to just follow them – especially when there are bullets flying and duopolies and LMA's threatening us at every turn. The safe harbor, though, isn't in that rut you've been reduced to. When I was forced last weekend to get out of town, get off the predictable streets and safe parkways to travel alternate routes I snapped awake and saw new things that had always been nearby. I got in touch again with life and spontaneity.

Let's never get into a rut where, like an old vinyl record, we keep turning and turning in ever-decreasing concentric circles until we reach a lock-groove.

Tom Shovan welcomes your questions and comments. Call him at (212) 856-4435.

HITMAKERS Top40 Discovery Club®

DANNY OCEAN, MD, 95.9KHI, Ocean City
BABYFACE *And Our Feelings* (EPIC) - And my feelings are that it's a hit.

CRACKER *Low* (VIRGIN) - This song is just really cool.

ELVIS COSTELLO *Thirteen Steps Lead Down* (WARNER BROS.) - A great comeback record!

PRINCE *The Most Beautiful Girl In The World* (NPG/BELLMARK) - From the man with no name, this sure sounds like a hit to me.

JOHN IVEY, PD, 98PXY, Rochester

BECK *Loser* (BONGLOAD/GEFFEN) - I think it's odd enough to be played on your station.

CULTURE BEAT *Got To Get It* (550 MUSIC/EPIC) - Will work if you had luck with *Mr. Vain*.

BABYFACE *And Our Feelings* (EPIC) - Good record.

JOEY GIOVINGO, MD, 897, New Orleans

the cranberries *Dreams* (PLG) - This record continues to amaze me. Very big here.

BECK *Loser* (BONGLOAD/GEFFEN) - Continues to get monster phones. Very active.

THE OTHER TWO & YOU *Selfish* (QWEST/WARNER BROS.) - Sounds like it could be a big record.

E! *Only Thing I Care About* (PLG) - One of my favorite songs ever.

SEAN SELLERS, MD, G105, Raleigh-Durham

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - It's got an infectious groove.

COUNTING CROWS *Mr. Jones* (DGC) - My new favorite song out!

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Should be huge...Will be around a long time.

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

CULTURE BEAT *Got To Get It* (550 MUSIC/EPIC) - A great Pop/Dance record just like the first one.

COUNTING CROWS *Mr. Jones* (DGC) - A fabulous record...

CHRIS TAYLOR, PD, K92, Roanoke

STEVE WINWOOD *It's All Right* (WARNER BROS.) - Sounds instantly familiar and it's better than alright.

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - Go girl!

MIKE MCGOWAN, MD, KC101, New Haven

ETERNAL *Stay* (EMI/ERG) - When it hit the air, the phone action started immediately.

SAGAT *Funk Dat* (MAXI) - Top 5 phones...Again!

COUNTING CROWS *Mr. Jones* (DGC) - This one is gonna be huge.

GREG ADAMS, PD, KDUK, Eugene

BJORK *Bigtime Sensuality* (ELEKTRA) - A big time hit that sounds super on the air.

COUNTING CROWS *Mr. Jones* (DGC) - Has great #1 potential.

OVIS *Regular Thang* (RESTLESS) - Big phones!

MARK BOLKE, PD, KDWB, Minneapolis

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Reggae works at Top40. Give this one a listen.

X-SCAPE *Understanding* (SO SO DEF/COLUMBIA) - Already reacting in research and in requests.

SALT-N-PEPA f/En Vogue *Whatta Man* (NEXT PLATEAU/LONDON/PLG) - A natural...

MICHAEL STEELE, PD, KIXY, San Angelo

LSOB *Hey D.J.* (MERCURY) - A #1 dance smash.

BABYFACE *And Our Feelings* (EPIC) - Female killer!

LENNY KRAVITZ *Heaven Help* (VIRGIN) - Instant phones 25-34 females.

RICK STACY, PD, KKFR, Phoenix

ROSCO MARTINEZ *Neon Moonlight* (ZOO) - Lee Chesnut's claim to fame was Jon Secada...I only

hope I can use Rosco Martinez as my own personal stepping stone to even great heights of glory.

BECK *Loser* (BONGLOAD/GEFFEN) - When I first heard this, I just wanted to kill myself, but after repeated listenings, I'm feeling much better...P.S. When are the dance mixes coming?

ERIC MURPHY, APD, KKRZ, Portland

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - Another uptempo hit for Whitney...Maybe she'll win an award for this one too...

COUNTING CROWS *Mr. Jones* (DGC) - An absolute smash...This will be the next major Alternative crossover record.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Remakes always scare me at first, but this one is too unique to ignore. Hit! Hit! Hit!

JOE DAWSON, PD, KLYV, Dubuque

POSSUM DIXON *Watch The Girl Destroy Me* (INTERSCOPE/ATL. GRP.) - As Mainstream as Alternative gets...A hit!

CULTURE BEAT *Got To Get It* (550 MUSIC/EPIC) - Has a great hook that sounds just like their first Top 5 record.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Reggae and the familiarity of a remake will make this a sure thing.

J.J. McKAY, PD/MD, KNIN, Wichita Falls

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - A hit record from a superstar.

COUNTING CROWS *Mr. Jones* (DGC) - Great all-demo record. Immediate phones.

MICHAEL STEELE, APD/MD, KQKQ, Omaha

THE BRAND NEW HEAVIES *Dream On Dreamer* (DELICIOUS VINYL/EASTWEST) - Their Brand New Heavies have always been one of my faves, and will break into the Mainstream with this record.

EVE'S PLUM *I Want It All* (550 MUSIC/EPIC) - Little Hillary shaev-Horner sat in the corner, stuck in her thumb and pulled out Eve's Plum and said, "Look at this huge hit!"

THE OTHER TWO & YOU *Selfish* (QWEST/ WARNER BROS.) - Thank God the other two guys from New Order weren't selfish and put out a great record.

PAUL BRYANT, MC, KRBE, Houston

ELTON JOHN/RuPAUL *Don't Go Breaking My Heart* (MCA) - Could work in the same way as KWS *Please Don't Go*...

CRASH TEST DUMMIES *Mmm Mmm Mmm Mmm* (ARISTA) - If you've been putting it off, don't wait any longer...Out-performing our expectations, with Top 10 phones after one week.

BRENT ACKERMAN, PD, KROC, Rochester

COUNTING CROWS *Mr. Jones* (DGC) - All-day play smash!

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Should just plain explode.

MARK TODD, PD, KRQ, Tucson

LISETTE MELENDEZ *Will You Ever Save Me* (FEVER/RAL/CHAOS) - Smooth-sounding mid-tempo record...Watch for this one in a few weeks.

COUNTING CROWS *Mr. Jones* (DGC) - Could be the next *Runaway Train*.

DAVE COLLINS, MD, KTRS, Casper

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - The movie makes the song even more haunting. Solid all-around. The buzz is back.

BECK *Loser* (BONGLOAD/GEFFEN) - If this guy is really a loser, the least we could do is play his record.

MICHAEL GAMBY, MD, KWNZ, Reno

STAXX OF JOY *Joy* (CHAOS) - Great dance record. Will definitely grab the females 18-34. Doing well for us.

BABYFACE *And Our Feelings* (EPIC) - What more can I say? The man is smooth.

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Great emotional tie to this record. The movie is hot and so is this song. I still love Bruuuuce!

TOM MARTENS, PD, KWTX, Waco

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - We've been waiting to play a good Springsteen song, and here it is.

PET SHOP BOYS *I Wouldn't Do This Type Of Thing* (ERG) - Has the classic Pet Shop Boys sound.

THE OTHER TWO & YOU *Selfish* (QWEST/ WARNER BROS.) - A good uptempo Pop song sounding similar to Roxette.

JON ZELLNER, PD, KYIS, Oklahoma City

ROBERT PLANT *If I Were A Carpenter* (ATLANTIC) - Has that Zeppelin feel, but definitely a Pop crossover record.

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Already Top 5 phones after two weeks on the air. The best stuff he's done in 10 years.

JON NORTON, MD, KYYY, Bismarck

THE CONNELLS *74-75* (TVT) - Great follow-up to *Slackjawed*.

POSSUM DIXON *Watch The Girl Destroy Me* (INTERSCOPE/ATL. GRP.) - What guy can't relate to this song at some point in his life.

CRASH TEST DUMMIES *Mmm Mmm Mmm Mmm* (ARISTA) - Mmm mmm good.

SCOTT WHEELER, PD, KZ93, Peoria

I TO I *The Right Time* (NEXT PLATEAU) - What a great record. Where did it come from? I don't care, I can't wait to play it.

COUNTING CROWS *Mr. Jones* (DGC) - Can't ignore its success at AOR and Modern Rock.

CULTURE BEAT *Got To Get It* (550 MUSIC/EPIC) - Had great success with *Mr. Vain*. With a formula like that you just can't go wrong.

TONY MASCARO, MD, PRO-FM, Providence

ELTON JOHN/RuPAUL *Don't Go Breaking My Heart* (MCA) - A super smash remake of a #1 hit. Good for all demos.

I TO I *The Right Time* (NEXT PLATEAU) - Oh my God, it's a smash.

ENIGMA *Return To Innocence* (CHARISMA/VIRGIN) - Very much in the mood of Sophie B. Hawkins. Give it a test now.

TED DONNELLY, AMD, PRO-FM, Providence

COUNTING CROWS *Mr. Jones* (DGC) - After watching MTV and seeing their concert live, this is gonna be huge.

JIMMY CLIFF *Higher And Higher* (INTERSCOPE/ ATL. GRP.) - This song is Top40-bound.

CELINE DION *Mislead* (550 MUSIC/EPIC) - What can I say? I just love this woman.

RAY KALUSA, MD, Q106, San Diego

TEVIN CAMPBELL *I'm Ready* (QWEST/WARNER BROS.) - The older he gets, the smoother he gets. If he keeps putting out stuff like this, he'll be around a long, long time.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - CHR now stands for Contemporary Hit Reggae. Here's more evidence of it. Good song, plus they're from San Diego.

TONY NOVIA, OM, STAR94, Atlanta

THE BRAND NEW HEAVIES *Dream On Dreamer* (DELICIOUS VINYL/EASTWEST) - These guys have always had a quiet but solid fan base...this is the cut that will bring them overdue Mainstream acceptance.

MIKE LOWE, MD, WA1A, Melbourne

TEVIN CAMPBELL *I'm Ready* (QWEST/WARNER BROS.) - Second home run from his second album.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Another dose of remake mania. Perfect warm weather song where it applies.

COLUMBIA

RECORDS

Presents The

HITMAKERS PROGRAMMER OF THE WEEK!

COLUMBIA CRUSADES

Bruce Springsteen's *Streets Of Philadelphia* has exploded at radio, logging over 1600+ BDS detections, increasing airplay by over 50%! Already acclaimed as a Golden Globe winner and recently nominated for an Oscar, this song is, without a doubt, well on its way to being the Song of the Year. The album continues to soar, already Top 20 in SoundScan sales, selling over 60,000 a week. This has an instant appeal and generates immediate phones...This week's Airplay Gainer on the Billboard Hot 100 Chart.

Terence Trent D'Arby's *Let Her Down Easy* is guaranteed to light up your phones! If you rotate it, listeners will call. We are seeing some amazing responses from 18-34 year-old females, not only from requests, but from early callout research. We have over 70 stations playing *Let Her Down Easy*, and single sales are starting to break from this airplay. Terence adds a velvety groove to any playlist.

Alice In Chains' *No Excuses* ! Really, the title says it all. Acclaimed as one of the greatest bands of the 90's, **Alice In Chains'** has risen to a new level with their new album *Jar of Flies*. The album is in the Top 10 of SoundScan, selling over 80,000 a week. It was the first EP in SoundScan history to debut at #1. Already over 700 BDS detections, and we are seeing amazing airplay in New York, Baltimore, Cleveland, Dallas, Chicago, Detroit, Minneapolis, Denver, Kansas City and Los Angeles...there are *No Excuses*.

Two new singles coming: **Michael Bolton** with *Completely...* I hope you got to catch his incredible performance on the American Music Awards. **Billy Joel** with *Lullabye*. Make sure you tune in the Grammys and watch Billy's performance.

MICHAEL



STEELE

PD, KIXY - San Angelo

CAREER HIGHLIGHTS:

Being one of the highest-rated stations in the country at KIXY, and having Jerry Blair as my fashion consultant.

FAMILY:

Wife Michelle, son Derrek- 7, daughter Dominèque- 17 months.

HOBBIES:

Working out, football, and family

QUOTE:

"Listen to your listeners."

NOMINEES FOR ISSUE 828

VOTE FOR YOUR CHOICE

1. RICHARD SANDS (PD, LIVE105- San Francisco)
2. RICK MICHAELS (PD, THE END- Cleveland)
3. JAY TAYLOR (PD, KEDG- Las Vegas)

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PROGRAMMER OF THE WEEK WINS A SONY WALKMAN™!

HITMAKERS Top40 Discovery Club®

MIKE ORZEL, APD/MD, WAAL, Binghamton

BODEANS *Closer To Free* (REPRISE) - It's 3:07 of nothing but great Pop/Rock.

BILLY JOEL *Lullabye* (COLUMBIA) - Anybody with children can relate to this record.

JASON DEAN, MD, WAZY, Lafayette

TERENCE TRENT D'ARBY *Let Her Down Easy* (COLUMBIA) - Lyrics, lyrics, lyrics!

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - A powerful song from a powerful movie.

ELTON JOHN/RUPAUL *Don't Go Breaking My Heart* (MCA) - The feel-good hit of the year. The Right Said Fred *I'm Top Sexy* of '94.

SCOTT ROBBINS, PD, WBNQ, Bloomington

COUNTING CROWS *Mr. Jones*. (DGC) - Been listening to this album for six months and love it and love the single, too.

BABYFACE *And Our Feelings* (EPIC) - *Never Keeping Secrets* was huge and this should do just as well.

BEE GEES *For Whom The Bell Tolls* (POLYDOR/PLG) - A great song for middays.

TONY WAITEKUS, PD, WCIL, Carbondale

PET SHOP BOYS *I Wouldn't Do This Type Of Thing* (ERG) - Has a very infectious melody.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Will probably be their first major hit.

COUNTING CROWS *Mr. Jones*. (DGC) - Top 10 phones on test play...Will be a Top 10 record for sure.

JOE LIMARDI, PD, WFHN-FM, New Bedford

COUNTING CROWS *Mr. Jones*. (DGC) - Another Alternative success story. A great Pop record.

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Powerful song that should work well in all dayparts.

OVIS *Regular Thang* (RESTLESS) - A fun, unique record that gets instant reaction.

SHAWN SCOTT, MD, WFLY, Albany

COUNTING CROWS *Mr. Jones*. (DGC) - Great flavor record. Sounds like old Dire Straits.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Another version? But this one's a good one!

EDDIE MUNSTER, MD, WFMF, Baton Rouge

the **cranberries** *Dreams* (PLG) - A great follow-up...A nice white rocky Alternative record.

COUNTING CROWS *Mr. Jones*. (DGC) - Will be a giant record...Look at your sales figures.

BABYFACE *And Our Feelings* (EPIC) - The first one was big for us, so it's something for us to consider.

LOUIS KAPLAN, PD, WGTZ, Dayton

BABYFACE *And Our Feelings* (EPIC) - The Babyface single we've been waiting for.

COUNTING CROWS *Mr. Jones*. (DGC) - A great record from a great group. Don't let the Alternative sound fool you. This is a great record.

CRUZE, PD, WKBQ, St. Louis

CRASH TEST DUMMIES *Mmm Mmm Mmm Mmm* (ARISTA) - Drew instant phones, and sales already exploding in the market.

URBAN COOKIE COLLECTIVE *The Key, The Secret* (RADIKAL/CRITIQUE) - Heard this originally on U.K. Chart Attack, finally found a copy...Don't overlook this record...Huge with females 18+...Shaping up to be the next *Mr. Vain*.

KENNY KNIGHT, MD, WKBQ, St. Louis

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Moody, smooth, memorable Bruce.

COUNTING CROWS *Mr. Jones*. (DGC) - Is this reminiscent of Van Morrison or what? Big hit!

ELTON JOHN/RUPAUL *Don't Go Breaking My Heart* (MCA) - Novelty enough to make some noise, and familiar enough to play all day.

NEIL SULLIVAN, PD, WKDD, Akron

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Great Reggae sound. Familiarity will make it popular

with adults.

CRASH TEST DUMMIES *Mmm Mmm Mmm Mmm* (ARISTA) - I'm picking this because I recently was one!

BRIAN BURNS, PD, WKSE, Buffalo

BABYFACE *And Our Feelings* (EPIC) - Radio overlooked *Never Keeping Secrets*, which is still in power rotation and a #1 record for us...Top40 radio will not overlook this one.

MINT CONDITION *U Send Me Swingin'* (PERSPECTIVE/A&M) - The retail single went 51-9 this week...Time to give this one a shot.

SUE O'NEIL, MD, WKSE, Buffalo

I TO I *The Right Time* (NEXT PLATEAU) - Uptempo and hookier than hell, reminiscent of Bizarre Inc., which was huge for us.

BLACK GIRL *Krazy* (RCA) - I can't stop singing it!

BABYFACE *And Our Feelings* (EPIC) - Gives me chills...

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - Great track from the new Curtis Mayfield tribute album...With her sweep of the American Music Awards, nobody's hotter right now.

J.J. COOK, PD, WKSE, Asheville

CE CE PENISTON *I'm In The Mood* (A&M) - Great dance song...Adults will love it.

TEVIN CAMPBELL *I'm Ready* (QWEST/WARNER BROS.) - Great song.

PRINCE *The Most Beautiful Girl In The World* (NPG/BELLMARK) - The dance version is really good.

R. KELLY *Bump & Grind* (JIVE) - Put it on, they'll call for it.

DAN BOWEN, APD/MD, WNCI, Columbus

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Sounds great on the air...Should be big, based on the success of the movie as well as the Oscar nomination.

ACE OF BASE *The Sign* (ARISTA) - Early phone reaction after only a week on the air...Reacting even quicker than the first single.

SCOTT CHASE, MD, WOVV, West Palm Beach

BABYFACE *And Our Feelings* (EPIC) - Should be a #1 record.

12 GAUGE *Dunkie Butt* (SCOTTI BROS.) - What's taking you so long? We've been on this since day one...#1 single sales and #1 phones for weeks.

GARETT MICHAELS, PD, WPLY, Philadelphia

TERENCE TRENT D'ARBY *Let Her Down Easy* (COLUMBIA) - The more I hear it, and the more I see the women in our office react positively to it, the more convinced I am it's a hit.

CRASH TEST DUMMIES *Mmm Mmm Mmm Mmm* (ARISTA) - Give it a few spins on your station and watch the phones light up...Already Top 20 phones here with limited airplay.

CHUCK TISA, APD/MD, WPLY, Philadelphia

BREEDERS *Divine Hammer* (ELEKTRA) - Could be more Top40-friendly than the last...Great for all dayparts.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Along the same lines of a UB40 remake...I can't wait to see the movie.

POSSUM DIXON *Watch The Girl Destroy Me* (INTERSCOPE/ATL. GRP.) - A good song for nights. Phones should explode.

MICHELLE STEVENS, PD, WPST, Trenton

COUNTING CROWS *Mr. Jones*. (DGC) - These guys are hot! #1 phones at WPST.

JAMES LAID (FONTANA/MERCURY) - Excellent song!

BECK *Loser* (BONGLOAD/GEFFEN) - The killer look and the novelty of the lyrics, plus a big dose of hipness makes this song a smash hands down.

DAVE MCKAY, MD, WPST, Trenton

PRINCE *The Most Beautiful Girl In The World* (NPG/BELLMARK) - A very catchy song with a major buzz...Sounds like a hit to me.

MARIAH CAREY *Never Forget You* (COLUMBIA) - A nice alternative for stations that have been playing *Without You* for a while.

the **cranberries** *Dreams* (PLG) - Deserves to be a hit.

TERRY SIMMONS, PD, WPXR, Davenport

ARETHA FRANKLIN *(Pride) A Deeper Love* (ARISTA) - Aretha + C&C = hit!

POSSUM DIXON *Watch The Girl Destroy Me* (INTERSCOPE/ATL. GRP.) - Smash!

OVIS *Regular Thang* (RESTLESS) - Little label, big hit!

RUFUS HURT, PD, WQUT, Johnson City

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Killer song from a great movie.

COUNTING CROWS *Mr. Jones*. (DGC) - Lots of potential.

SCOTT BURTON, MD, WRCK, Utica

OVIS *Regular Thang* (RESTLESS) - Strong Pop record with a tempo everyone can use.

STAX OF JOY *Joy* (CHAOS) - Initial response for us has been very good.

BABYFACE *And Our Feelings* (EPIC) - This will be another monster.

LISA RODMAN, OM, WRQK, Canton

DIG *Believe* (MCA) - If you believe in a #1, here it is!

TOOL *Prison Sex* (ZOO) - You just gotta love it.

CRACKER *Get Off This* (VIRGIN) - Get on it now!

JIM RICHARDS, PD, WSNX, Grand Rapids

BECK *Loser* (BONGLOAD/GEFFEN) - What a cool record.

COUNTING CROWS *Mr. Jones*. (DGC) - After initial airplay, it's working.

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - The boss is back.

STEW SCHANTZ, PD, WSPK, Poughkeepsie

D:REAM *Things Can Only Get Better* (GIANT/REPRISE) - A great white dance record.

COUNTING CROWS *Mr. Jones*. (DGC) - This can't miss.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Great follow-up to *Can't Help Falling In Love*.

TIM RICHARDS, MD, WVIC, Lansing

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Hit #1 off the *Reality Bites* soundtrack.

BABYFACE *And Our Feelings* (EPIC) - A beautiful ballad that will test well with female demos.

JERI BANTA, PD/MD, WYKS, Gainesville

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - Wow!

CRASH TEST DUMMIES *Mmm Mmm Mmm Mmm* (ARISTA) - Mmm mmm good!

BABYFACE *And Our Feelings* (EPIC) - The first single was a smash. This one should be bigger.

WALLY MCCARTHY, PD, WYYS, Ithaca

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - An absolutely fabulous song.

EAST 17 *House Of Love* (PLG) - A good solid night record for us. Testing well.

COUNTING CROWS *Mr. Jones*. (DGC) - A solid, great, absolutely wonderful record...I used to date Mrs. Jones.

DAVE ALLEN, PD, WZAT, Savannah

TORI AMOS *God* (ATLANTIC) - Crossing over from our Alternative show.

BECK *Loser* (BONGLOAD/GEFFEN) - It's big!

CRASH TEST DUMMIES *Mmm Mmm Mmm Mmm* (ARISTA) - Just huge here!

JOHN MICHAELS, PD, Z104, Madison

BRUCE SPRINGSTEEN *The Streets Of Philadelphia* (COLUMBIA) - His best Top40 record in years.

PRINCE *The Most Beautiful Girl In The World* (NPG/BELLMARK) - It's like total Pop, dude!

lessons learned

FUNKY POETS

Lesson 1: Classic songwriting mixed with lush harmonies and smooth grooves is no longer a thing of the past.

Lesson 2: You won't believe your ears...

"Lessons Learned" the new single from "True To Life," the debut album from Funky Poets.

Voted #5 on USA Today's "Top 10 albums of '93" list.

Executive Producers: Bob Gordon, Steve Rosen, David Massey

Produced by David Darlington for 23 West Productions and Funky Poets for Euparis Music Productions.

Mixed by Bob Rosa.

Artist Management: Bob Gordon/23 West Entertainment, Inc., NYC

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WA1A	add	KKXX	18 - 15	KCHX	on
WRCK	add	WBNQ	31-22 H	KYYY	D#37
KQIZ	add	KMCK	40 - 37	WCIL	on
KISR	add	KTMT	D#40	KTRS	on
		KLYV	D#34	FUN107	on
		KFFM	D#35	WYYS	on

"Uptempo mainstream pop record with a GREAT HOOK ...watch it react!"
TONY MASCARO - PRO-FM

"Uptempo with no rap...reactions are FABULOUS with demos across the board!"
SCOTT ROBBINS - WBNQ

"A unique record that gives INSTANT reaction."
JOE LIMARDI - FUN107

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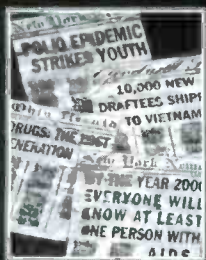
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Album in stores now!

New Rock R&R 20* - Top 10 Most Requested After 4 Weeks.

Gavin 25* Album Network: 21*

Hard Report: 20 FMQB: 21



120 Minutes



JOHN CLAY, PD, KED.J:

“Not only a stand alone quality piece of music, it's a socially responsible record.”

LESLIE FRAM, APD, 99X:

“This song reaches out and begs to be played. Listen quietly and you will understand.”



ALTERNATIVE WORLD™



- CROSSING OVER**
- ALICE IN CHAINS** "No Excuses" (Columbia)
- TORI AMOS** "God" (Atlantic)
- BECK** "Loser" (Bongload/Geffen)
- COUNTING CROWS** "Mr. Jones" (Geffen)
- CRASH TEST D'S** "Mmm, Mmm..." (Arista)
- JAMES** "Laid" (Fontana/Mercury)
- NIRVANA** "All Apologies" (Geffen)
- PEARL JAM** "Rearview, Elderly" (Epic)
- POSSUM DIXON** "Watch That..." (Int.)
- SMASHING P'S** "Today" (Virgin)

THE FUTURE

- 1. ELVIS COSTELLO**
"13 Steps Lead Down" (WB)
- 2. THE CHARLATANS**
"Can't Get Out Of Bed" (Beggars Banquet/Atlantic)
- 3. ENIGMA**
"Return To Innocence" (Virgin)
- 4. GREEN DAY**
"Longview" (Reprise)
- 5. NINE INCH NAILS**
"March Of The Pigs" (Nothing/TVT/Interscope/TAG)
- 6. THERAPY?**
"Nowhere" (A&M)

MOST DISC-OVERED

- 1. NINE INCH NAILS**
"March Of The Pigs" (Nothing/TVT/Interscope/TAG)
- 2. GREEN DAY**
"Longview" (Reprise)
- 3. SOUNDGARDEN**
"Spoonman" (A&M)
- 4. DANZIG**
"Mother" (American)
- 5. GREENBERRY WOODS**
"Trampoline" (Reprise)
- 6. ALICE IN CHAINS**
"No Excuses" (Columbia)

THE NEXT COOLEST RECORD EVER
SOUNDGARDEN
"Spoonman" (A&M)

IN OTHER WORDS...

Great show last Tuesday night. Course Of Empire and Machines of Loving Grace in a pre-Gavin Schmoozatorium. This looks like the new breed of Alternative bands. Course of Empire had this very cool, two drummer set-up. let's just say that you could FEEL the rhythm. Very unique band. Machines sound absolutely great in concert. A task that I thought would be almost impossible, but they hit it! Look for some cool remixes coming out soon. If you get a chance to see this double bill do it.

Conference Call Hot Tips:

The big records this week on the call include: **Nine Inch Nails** March Of The Pigs (Nothing/TVT/Interscope/TAG), **Therapy?** Nowhere (A&M), **Green Day** Longview (Reprise), **Tori Amos** Under The Pink (Atlantic). New records to look for include: **Wild Colonial** Fruit Of Love (DGC), **Kate Bush** The Red Shoes (Columbia) and **Eugenius** Mary Queen Of Scots (Atlantic).

The Gnu Stuff:

NINE INCH NAILS March Of The Pigs (Nothing/TVT/Interscope/TAG) - One of the most added and Disc-Overed this week on one of the most anticipated records of the year. This band has an industry importance that will be felt for years to come. This record was partially recorded in the Sharon Tate mansion and you can feel it when you listen to it! KROQ, 91X, LIVE105, KEDJ, WEQX, WHTG and WLAVAM hit it, but I think Mike Halloran sums up this record best when he gingerly states "F*%k whatever revolution you're into...This is the real one! An absolutely unbelievable album."

ELVIS COSTELLO Thirteen Steps Lead Down (Warner Bros.) - The Most Added record this week. If you don't hear this song as an obvious record for this and Pop formats there's a Murine Earwax Removal Kit in this magazine! Use it!

APRIL'S MOTEL ROOM (Immortal) -Produced by Matt Hyde (Porno for Pyros, Jane's Addiction) the band's debut self-titled album is a blend of percussion-driven alternative grooves. The dichotomy of April's Motel Room is that the music is uplifting; the lyrics are dark. Their music has been described as "Tribal, spacious and angst-ridden." After listening to their record tell me if you don't hear influences from The Beatles, Grateful Dead, Kiss, Rolling Stones and certain punk sensibilities. Call Sean at Immortal for your copy, this is definitely worth the listen.

SOUNDGARDEN Spoonman (A&M) - Why would KROQ, 91X and KPNT hit it a week early during a brutally competitive week? Maybe because this record is killer! How can I explain my enthusiasm without over-hyping this record? I know...I'll let others do it for me. like Jay Taylor at KEDG who says "Awesome. Well worth the wait!" Or maybe Darcy (I'll have a different last name by the next issue) Sanders at KROQ who thinks "Good lead-off track, glad they continue to develop their sound..." We could ask D-Day at KPNT who would promptly reply. "The best thing Soundgarden has done in a long time. Mass appeal-will give them a whole new audience." Some people would be very proud that I didn't hype this record.

Make sure you check out if you're not already playing:

GREEN DAY Longview (Reprise) - One of the Most Added and Most Disc-overed. Sales are already hot with 14,000 actual pieces sold after two weeks. This band has a following from the streets due to their constant touring and two previous Ep releases. MTV gave it an official add and so did KROQ, Q101, LIVE105, WZRH, WDRE, KEDJ and WFNX. Tom Calderone at DRE is seeing sales in his market without airplay. John Clay at KEDJ says, "Sleeper record. Pay attention and don't miss this one."

BEAUTIFUL PEOPLE If 60's Were 90's (Continuum) - This record is already Top10 on the AAA format! Another six adds this week. Here's the scoop on this record: WWCD, WOXY, WRAS, KTCL, WXRT, WKOC, WHTG, WRLT, KBAC and WDST are all on this one. Top10 at KTCZ and WXRT!

EVE'S PLUM I Want It All (550 Music) - Hey, get real...this is a Hit! WFNX, WDRE, WBRU, WZRH, Q101, KPNT, KTCL, KROQ, KEDJ, KWOD, X96, ETC...

Until next week...

Andrew Cooper

Frente!

**"massive phone melt down
...instant reaction...infectious!"**

Rick Michaels/WENZ



HITMAKERS Alternative Disc-covery Club®

DARCY SANDERS, MD, KROQ, Los Angeles

SOUNDGARDEN *Spoonman* (A&M) - Good lead-off track. Glad they continue to develop their sound. This song is cool, but there are a couple of other cuts that I'm dying for.

STABBING WESTWARD *Nothing* (COLUMBIA) - KROQ class favorite.

HOLE *Miss World* (DGC/GEFFEN) - This is definitely not what you would be expecting. Look for major things from Miss Love.

ORIGINAL ROCKERS *What A Life* (ISLAND) - This was Jed The Fish's catch of the day many times. We heard every single play and finally put it on. There is truly nothing like this.

MIKE HALLORAN, PD, 91X, San Diego

LUCY'S FUR COAT *Super* (RELATIVITY) - When you're done with the first single, play this one. Sales off an in-store performance were very impressive.

COURSE OF EMPIRE *Infested (Darwin Goodman Mix)* (ZOO) - A rockin' little ditty. Cross between Adam Ant and Cop Shoot Cop on acid. Just waiting for room to play it.

TOOL *Prison Sex* (ZOO) - You should have one in every box. An amazing record.

NINE INCH NAILS *The Downward Spiral* (NOTHING/TVT/INTERSCOPE/ATL. GRP.) - F#%k whatever revolution you're into...This is the real one. An absolutely unbelievable album!

FLUF *Sticky Bun* (CARGO) - Look for it on the **HOME IMPROVEMENT** CD. Get a copy from CARGO Records. We're already playing it!

SOUNDGARDEN *Spoonman* (A&M) - A brilliant album. They'll be around for awhile.

GREEN DAY *Longview* (REPRISE) - Rocks! I love this record.

RUST (ATLANTIC) - Look for it down the road. Ask for *The Judge!*

DAN WARD, AMD, 93Q, Syracuse

ALICE IN CHAINS *No Excuses* (COLUMBIA) - Not what I was expecting from the chain gang, but I'm making no excuses for it. A great Alternative/NR

record. A good start for *Jar O'Flies*. Smooth song.

SMASHING PUMPKINS *Disarm* (VIRGIN) - Dreams come true for the Pumpkins! Hit Alternative demos hard with *Disarm*. Everyone at 93Q said, 'Smashing who?' Two years back. Boy am I always an album ahead!

GREENBERRY WOODS *Trampoline* (SIRE/REPRISE) - Mellow seems to be the word of the week. Power Pop? No, I think not. It's just another Alternative/Top40 Pop sound. I'm not very impressed.

LESLIE FRAM, APD, 99X, Atlanta

CRASH TEST DUMMIES *God Shuffled His Feet* (ARISTA) - Brad Roberts has great lungs...Another powerful verse from the religious undertones of Crash Test Dummies. Any bets on who gets the gold first?

HECTOR ZAZOU *I'll Strangle You* (TRI STAR) - Don't you just love all the loving Valentine releases...With the added lines from Gerard Depardieu. Would make a great soundtrack for a Fellini movie.

KRISTEN HERSH w/Michael Stipe *Your Ghost* (4AD/WARNER BROS.) - Delightfully dark... Passionate calls.

STEVE WILDE, AMD, K106, Beaumont

SISTER MACHINE GUN *Wired Lung* (TVT) - Takes off hardcore!

ALTERNATIVE NRG *Rem Drive (Live)* (HOLLYWOOD) - More uptempo - Hot on the phones. The whole CD is good!

THE HUNGER *Feel Like Makin' Love* (GUT) - Great remake - I even prefer it to the original. Makes me verkempt!

JAY TAYLOR, PD, KEDG, Las Vegas

SOUNDGARDEN *Spoonman* (A&M) - Awesome. Well worth the wait!

DANZIG *Mother* (AMERICAN) - #1 phones by far. Gotta look at this song.

GREEN DAY *Longview* (REPRISE) - Very cool record.

MEAT PUPPETS *Backwater* (LONDON/PLG) - It's what's for dinner here at THE EDGE.

JOHN CLAY, PD, KEDJ, Phoenix

NINE INCH NAILS *March Of The Pigs* (NOTHING/TVT/INTERSCOPE/ATL. GRP.) - Gonna be bigger than huge!

GREEN DAY *Longview* (REPRISE) - Sleeper record. Pay attention and don't miss this one.

CROWDED HOUSE *Locked Out* (CAPITOL) - If I haven't told you a million times by now, Locked Out is doing great - Look for a new track conversion coming soon!

THE MINISTER, AMD, KEDJ, Phoenix

ENGINES OF AGRESSION *Illusion Is Real* (PRIORITY) - Listen to it a couple of times, it'll grow on you. Good vibe on this one.

NINE INCH NAILS *March Of The Pigs* (NOTHING/TVT/INTERSCOPE/ATL. GRP.) - Instant phones...This is the shit. Thirteen more tracks of pure pleasure, including The Reptile.

KMFDM *Light* (TVT/WAX TRAX) - Check out the remixes!

SISTER MACHINE GUN *Wired* (TVT) - This will blow your f#%king mind away.

MACHINES OF LOVING *Trigger For Happiness* (MAMMOTH/ATL. GRP.) - If you didn't see the Tucson show, you're high. See them when you can.

DAVE ALLEN *The Elastic Purejoy* (WORLD DOMINATION) - Be on the lookout for WD Dave Allen solo project! You'll want to wrap your friends in plastic and beat them with a stick. It's silly like dat!

DAVE LAVORE, AMD, KLYV, Dubuque

GREENBERRY WOODS *Trampoline* (SIRE/REPRISE) - Pan it to the left side and squint your eyes...You'll swear it's Matthew Sweet.

E! *Only Thing I Care About* (PLG) - Nerdy enough to work. The kids love it.

INXS *Please (You Got That)* (ATLANTIC) - How can you not love anything Ray Charles has been involved with.

TRIPPING DAISY "Blown Away"

The story on Tripping Daisy:

D-DAY, PD, KPNT

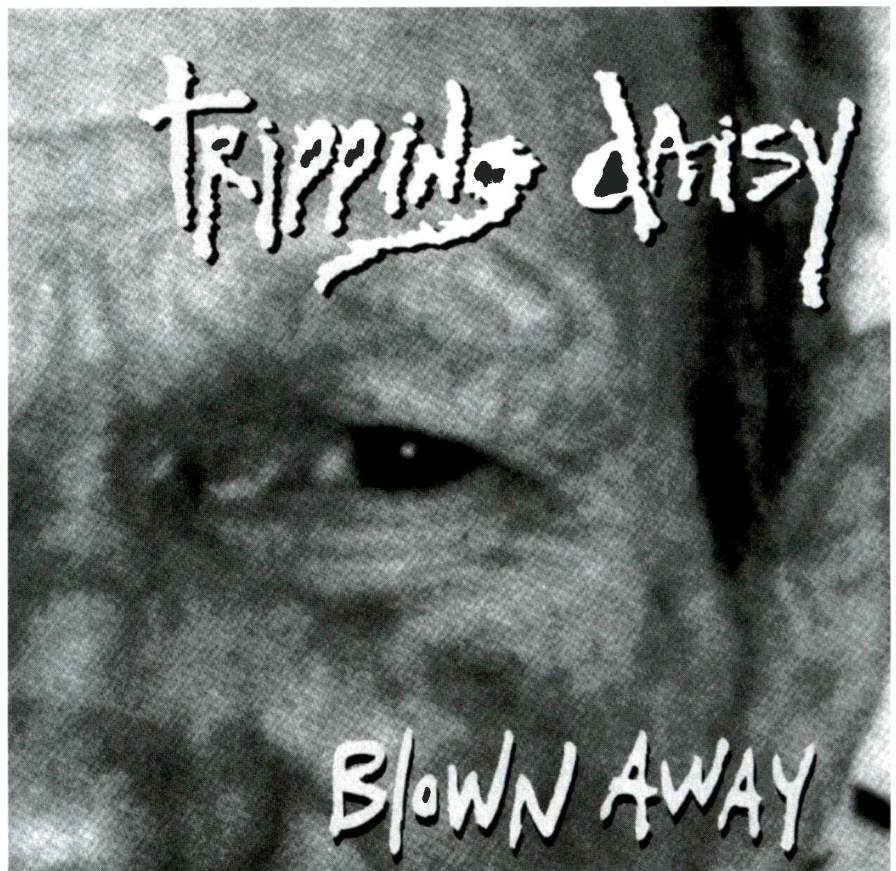
"It's already on the air here and sounding great. Seeing early phones."

BILL GAMBLE, PD, Q101

(My Umbrella)

"This record will not go away for us, and we don't want it to."

Look for Tripping Daisy on tour with Eve's Plum.





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 Walkup Registration...\$275.00 at Hotel March 1, 1994
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 Deal Makers / International Licensing Tables... \$50.00
 D.J. / Nightclub EXPO 9 Exhibiting Show...\$25.00 (Exhibits Only)

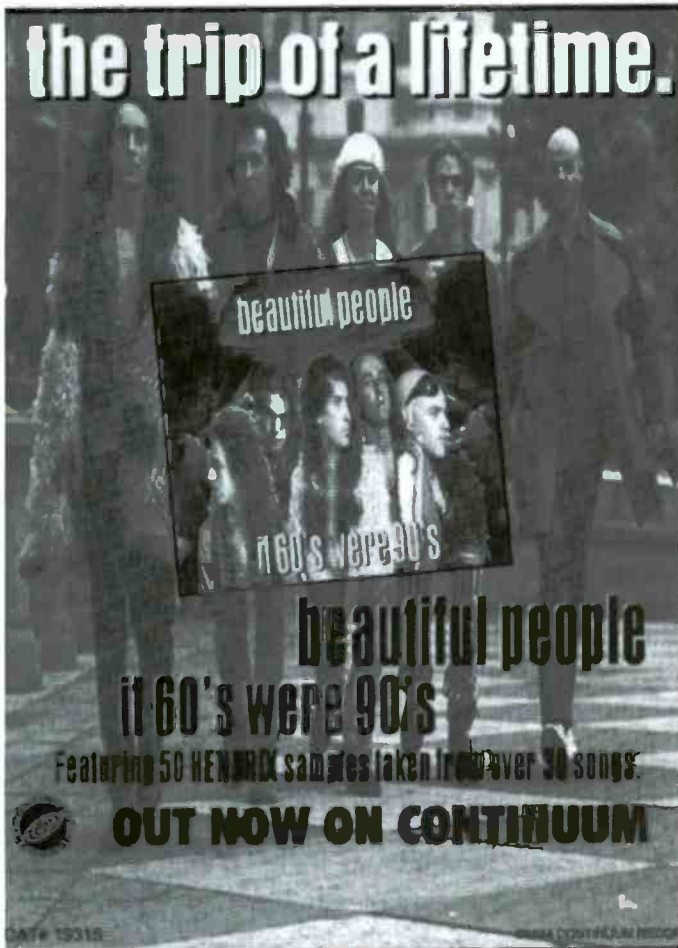
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DAVID HILL, MD, WRAS

"The Hendrix experience has touched everyone and now it's reached another level. You don't have to love Jimi to love this record."



FACES AND PLACES



RCA recording artists, the Cowboy Junkies treated 99X listeners to a Live X. Pictured (l-r, top row): **Michael Timmins**, guitar, vocals, writer; **Brian Philips**, 99X PD; **Sean Demery**, 99X, MD/Morning Show Host; **Margo Timmins**, vocals, writer; **Jeff Clark**, 99X DJ; and **Angela Borchetta**, RCA Rep. Bottom row, (l-r): **Jeff Bird**, percussion; **Ken Myhr**, mandolin, keys, strings; **Leslie Fram**, 99X APD and Morning Show Host; **Jimmy Baron**, 99X Morning Show Producer; and **Tommie Teague**, BMG Branch Manager.



VIRGIN recording artist Iggy Pop (right), accidentally super-glued his head to **Neal Robert** at WFNX, on his promotional tour to support his latest and greatest release, *AMERICAN CAESAR*. (Notice the fine choice of reading material in the background).



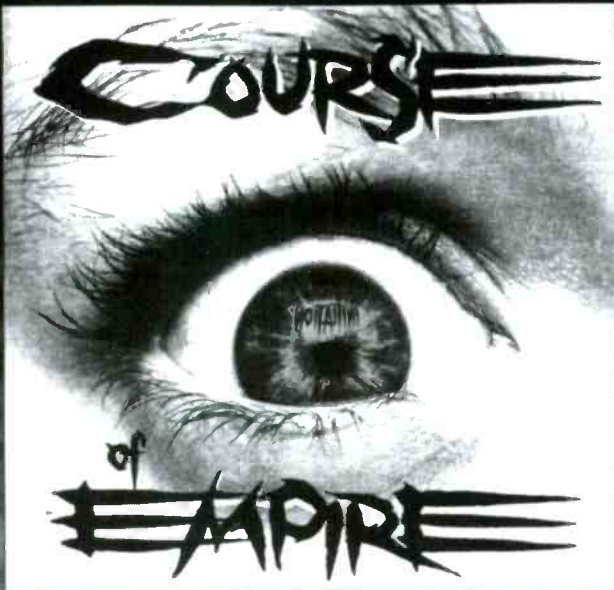
ARISTA recording group Crash Test Dummies visited KROQ to perform an acoustic set. Pictured (l-r, back row): (Dummies) **Dan Roberts**, **Brad Roberts**, and **Ellen Reid**; **Darcy Sanders**, KROQ MD; and **Hilaire Brosio**, ARISTA. Front row: **Gene Sandbloom**, KROQ APD, and **Felicia Swerling**, ARISTA.



THE EDGE in Phoenix recently held the "Crown The Best Kisser" contest. Pictured (l-r): **John Clay**, PD/KEDJ; Best Kissers **Stoney** and **Gerald Collier**; AE, KEDJ, the best kisser; **Willobee**, MD, KEDJ; and **Gary Spivack**, MCA.



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The Darwin Goodman Mix

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THE INDIANS *Look Up To The Sky* (PLG) - A nice, moody record that sounds different than anything out now.

D-DAY, PD, KPNT, St. Louis

SOUNDGARDEN *Spoonman* (A&M) - The best thing from Soundgarden in a long time. Mass appeal - Will give them a while new audience. Besides, we have to keep Coach Spoonhour in town.

SAM PHILLIPS (VIRGIN) - Check out the new EP.

FRENTE *Bizarre Love Triangle* (MAMMOTH) - I get it! Things I don't get: Roseanne's *Vanity Faire* issue.

TRIPPING DAISY *Blown Away* (ISLAND) - It's already on the air here and sounding great. Seeing early phones.

GEORGE ROSTA, AMD, KSLY, San Luis Obispo

SHERYL CROW *Leaving Las Vegas* (A&M) - This record will be a hit! It'll really grow on you.

BREEDERS *Divine Hammer* (ELEKTRA) - Great follow-up.

COURSE OF EMPIRE *Infested (Darwin Goodman Mix)* (ZOO) - This is a very twisted record. Great mix of Jazz and nihilism. Hip with a dark side.

MICHAEL DEAN, PD, OK95, Tri-Cities

ALICE IN CHAINS *No Excuses* (COLUMBIA) - Already our #1 most-requested.

FURY IN THE SLAUGHTERHOUSE *Every Generation Has Its Own Disease* (RCA) - Reacting very well for us on our Alternative Show.

DANZIG *Mother* (AMERICAN) - You feel this one...From the groin.

BILL GAMBLE, PD, Q101, Chicago

COUNTING CROWS *Mr. Jones* (DGC) - The voice is very recognizable. This is the next track to go.

EVE'S PLUM *I Want It All* (550 MUSIC/EPIC) - Melodic, angry and poppy all at the same time.

LIZ PHAIR *Never Said* (MATADOR) - One million critics can't be wrong. If you missed it when it came out, it's never too late.

TRIPPING DAISY *My Umbrella* (ISLAND) - This record will not go away for us and we don't want it to.

SAT BISLA, RADIO LONDON, Fresno

THERAPY? *Nowhere* (A&M) - A great track from this Irish trio. Raging guitars and fierce drums with aggressive vocals makes this a perfect track for any Modern Rock lover. This is not just another thrashing-guitar record...Therapy? has rhythm and a sound that you can really sink your teeth into. This band is the most explosive thing to come out of Ireland since the IRA!!

ENIGMA *The Eyes Of Truth* (VIRGIN, Germany) - Finally an honest, down to earth record that emits emotion and exuberance. Michael and Sandra Cretu (ENIGMA) are truly one of the greatest musical geniuses of our time. If you're dealing with crooked politics and politicians (aren't they all supposed to be crooked?), this track may open their eyes to *The Eyes Of Truth*. The now domestic LP is an incredible album with many great compositions that really bring out feelings, emotions and the positive human spirit.

BARK PSYCHOSIS *A Street Scene* (Circa U.K.) - An ambient-Alternative record that certainly sounds like a picturesque street scene. Reminiscent sound and vocal presence of John Marsh from *The Beloved*. Looking for a relaxing, low-tempo track...This could be what you're looking for.

SEAN ROBERTSON, MD, THE END, Cleveland

NINE INCH NAILS *March Of The Pigs* (NOTHING/TVT/INTERSCOPE/ATL. GRP.) - A work of genius. Plays on levels that Broken didn't even touch.

FRENTE *Bizarre Love Triangle* (MAMMOTH) - Don't dismiss this band as a novelty, listen to the whole record.

DANZIG *Mother* (AMERICAN) - Really growing on me and my audience.

ELEANOR McLLVOY *Apologize* (Geffen) - She has something to say. Don't let it get lost in the

female shuffle.

ELVIS COSTELLO *Thirteen Steps Lead Down* (WARNER BROS.) - Good to have him back on the air. Looking forward to playing the whole record.

MIKE LOWE, MD, WA1A, Melbourne

BLOOD *I Love You* (Geffen) - A Valentine's pick!

KRISTEN HERSH w/Michael Stipe *Your Ghost* (4AD/WARNER BROS.) - Something new that caught our ear.

BECK *Loser* (BONGLOAD/GEFFEN) - I'm a loser baby, so why don't you kill me...Doesn't that say it all?

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

GREEN DAY *Longview* (REPRISE) - Very strong record. Selling without airplay, looking for sales increase once we play it.

DAVE MCKAY, MD, WPST, Trenton

SHERYL CROW *Leaving Las Vegas* (A&M) - Plain and simple, just a great record.

SINEAD O'CONNOR *You Made Me A Thief Of Your Heart* (ISLAND/PLG) - From the soundtrack, *In The Name Of The Father*...She's instantly familiar.

ELVIS COSTELLO *Thirteen Steps Lead Down* (WARNER BROS.) - Elvis is back and the whole album sounds great.

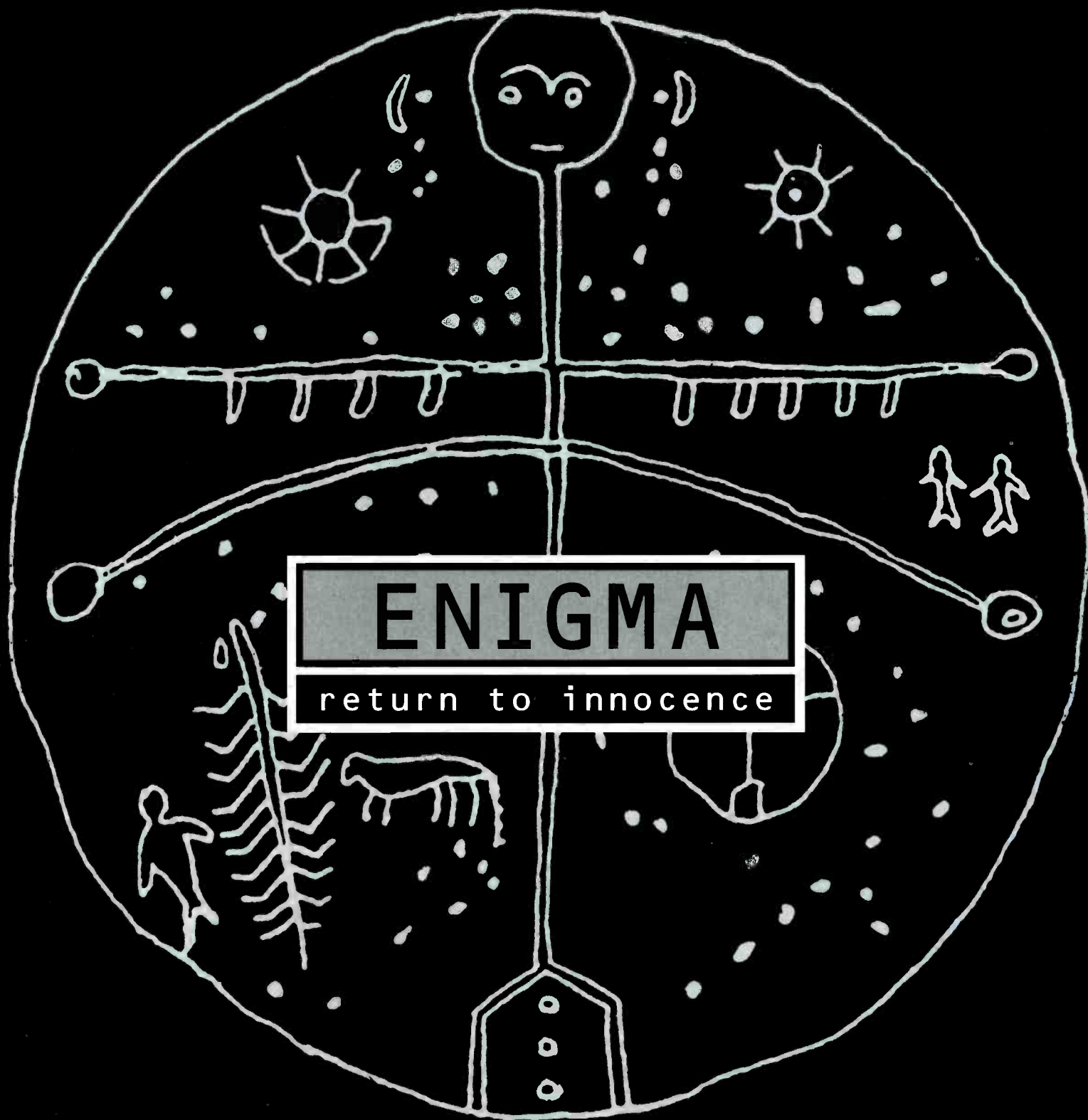
DAVID HILL, MD, WRAS, Atlanta

SPINANES *Manos* (SUB POP) - What else can you say? They're on sub-pop!

GREENBERRY WOODS *Trampoline* (SIRE/REPRISE) - Trampoline is a great song. Probably the best on the album.

PRONG *Cleansing* (EPIC) - Third album from the NYC underground band. They practically invented the mosh pit.

LUCY'S FUR COAT *Jaundice* (RELATIVITY) - From San Diego. I hate *I Love Lucy*, but I love her fur coat.



ENIGMA

return to innocence

Already a Top 3 single in the UK!

From The CROSS Of Changes the highly anticipated follow-up to the eight-million-selling debut MCMXC, A.D.

Already a Top 10 album internationally—gold in Germany!

Beware of blasphemous imitations!



BOB PERRY

PD, HOT97.7, San Jose
by FRANK MINIACI

Photographer: Mike Liebner

HOW LONG HAVE YOU BEEN AT HOT97.7?

I got here the first of August.

AND, HOW LONG WERE YOU AT KTFM IN SAN ANTONIO?

I was there a little over three years. Where I was the Operations Manager and programmed the station with Big Dog, Rick Hayes.

WHAT ARE THE HIGHLIGHTS OF YOUR PROGRAMMING CAREER?

I've programmed and consulted seven #1 Top40 stations since 1980. Prior to that, I spent six years as a DJ in Baton Rouge, Louisiana.

WHO ARE SOME OF YOUR EARLY RADIO MENTORS?

I've spent a lot of my career doing two things. Number one: there are people both in and outside of radio, and I stress outside of radio, who I think are brilliant thinkers and strategic planners, and I spend a lot of time studying them and applying their philosophies to radio. And number two: I spend as much of my time as possible talking to regular radio listeners who have nothing to do with the business.

IS THERE A CERTAIN TIME THAT YOU ALLOT EACH WEEK FOR STREET RESEARCH?

I spend a lot of time in the streets talking to radio listeners. We have a very well-defined idea of who our target audience is, where they live, where they party, go to school, what shopping malls they hang out at, what movie theaters they go to, what their favorite lifestyle events are, this is the same story with all seven #1 radio stations. Make the streets come out of the speakers.

THAT'S A TERM THAT I'M NOT SURE IF YOU INVENTED IT, BUT YOU CERTAINLY HAVE COINED IT OVER THE YEARS.

Actually Big Dog said it first, and I liked it so much I ripped it off.

WELL, AREN'T THE BEST IDEAS ALWAYS RIPPED OFF?

Yes, and what's so unfortunate is that most radio people will read a statement like that, and think bullshit,

it's got to be harder than that. Come on, he's not telling us anything and frankly it's not harder than that. Just make the street come out of the speakers. We have a tendency in radio to allow our ego's our personal taste, our preconceived notions, what worked 10 years ago, and all that baggage to get in the way of our thinking; that's the biggest problem most people in programming have. The trick is to get out from under that baggage. Throw all that crap out the window and go talk to your target audience and find out exactly what are the records they want to hear on the radio. What kind of prizes do they want to win, what do they want the morning show to be talking about tomorrow morning. What do they want from their favorite station?

DO YOU DO YOUR OWN IN-HOUSE RESEARCH?

The research takes many different forms. There's callout research, finding out what's selling in the record stores, watching the requests, hitting the streets and talking to regular listeners about what their favorite songs are, all of that in my opinion is research.

WHEN YOU CAME INTO SAN JOSE, WHAT WAS THE FIRST

"Make the streets come out of the speakers."

THING YOU DID?

I talked to Hispanic female listeners, and asked what do you want from this radio station?

ONCE AGAIN IT SOUNDS VERY SIMPLE, BUT THERE'S A LOT MORE TO IT THAN THAT.

Yes, there are tricks of the trade, but when it really gets down to it, that's basically it. The constant fight within my mind is making sure that what I'm doing is not influenced by the opinions of people inside the building. That an ongoing goal to make sure everything we're doing on the radio is what the target audience wants.

THERE ARE QUITE A FEW

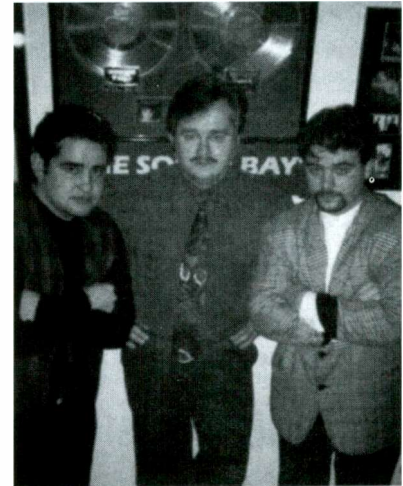
DIFFERENCES FROM PROGRAMMING IN THE SOUTH-WEST AND ON THE WEST COAST?

In San Antonio where we started with a three-way Top40 race, the pace in San Antonio was much more conservative. They basically wanted the hits over and over and over and over. Out here on the West Coast, the music tastes are much more aggressive. The appetite for new music, new and different things is greater. Once again it all goes back to getting on the streets and finding every excuse you can to go talk to your target audience about what they want on the radio, and the differences between the markets will manifest themselves. To give an example: When I was back in McAllen-Brownsville, I used to go hang out in the laundry mats and find Hispanic females. I'd pay for the dry cycle if they would sit down and tell me what their favorite songs were. That's how simple it gets. Physically get out of the building and go to places where your target audience hangs out, and talk to them. What do they want on their radio station? They'll tell you every time. Great radio programming, and making a station #1 is a balance between left brain and right brain. Yes, you've got the callout

research, and you've got the charts, and graphs and all the scientific stuff, but you have to balance that with an intuitive feel. Your programming intuition is built by going out to the streets and talking to listeners as much as possible and listening very closely to what they say.

IS THERE ANY ONE PARTICULAR PROGRAMMER OR CONSULTANT THAT'S HAD THE GREATEST INFLUENCE ON YOU?

Actually a couple. The first consultant I ever worked with was a guy named Lee Randall. Sometimes you learn the most in programming from your failures. The first station that I ever programmed back in 1980 lost half the station's audience in six



months. The problem was, I was sitting inside the radio station doing what I thought the audience wanted, and it didn't work. So I hired Lee in San Antonio and he was the first person to teach me about going out and talking to listeners and reversed my thinking. Instead of doing what I want, let's go find out what they want. We used to sit in Mexican restaurants for three or four hours at a time and wait until every single waitress had come around to our table and filled our glasses full of water so that we made sure that we had a list of favorite songs of every waitress in the building. A lot of that sounds so simple, and people read that and think, man this is ridiculous, but it's really that simple. There is another person who was extremely instrumental in my thinking, and what's so ironic is I've never worked with this person before. That's Jerry Clifton. I have learned a great deal by studying him and his radio stations extensively, and learned what I can from them. I think he's a brilliant programmer. I know that a lot of people have a hard time figuring out Jerry, but I don't. When I study him and his radio stations it makes perfect sense to me. Don Kelly opened the consulting door for me. Don taught me a lot about the consulting business. George Jenne gave me my first programming job at age 20 in McAllen-Brownsville. George never let someone's chronological age get in the way of advancement. If he thought you had the juice, he'd give you the opportunity. That's extremely rare. Also, Joe Ernest and Dick Lewis are two GMs who have been very instrumental in my career.

HOW DOES YOUR CONSULTING SITUATION WORK?

Depending on who might be looking for extra help, I have consulted up to six radio stations



STREET SHEET

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

- 17 **BABYFACE** And Our Feelings (EPIC)
- 16 **BIG MOUNTAIN** Baby I Love Your Way (RCA)
- 9 **12 GAUGE** Dunkie Butt (SCOTTI BROS.)
- 9 **JULIET ROBERTS** I Want You (REPRISE)
- 9 **TEVIN CAMPBELL** I'm Ready (QWEST/WARNER BROS.)
- 9 **WHITNEY HOUSTON** Look Into Your Heart (WB)
- 6 **DAWN PENN** You Don't Love Me (No No No) (BIG BEAT)
- 6 **DOWN SOUTH** Southern Comfort (BIG BEAT)
- 6 **K7 Zunga Zeng** (TOMMY BOY)
- 6 **LSOB** Hey D.J. (MERCURY)
- 6 **MASTA ACE** Born To Roll (DELICIOUS VINYL/EASTWEST)
- 6 **STAXX OF JOY** Joy (CHAOS)
- 5 **BLACK GIRL** Krazy (RCA)
- 5 **ICE CUBE** You Know How We Do It (PRIORITY)
- 5 **I TO I** The Right Time (NEXT PLATEAU/frr)
- 5 **NAS** It Ain't Hard To Tell (COLUMBIA)
- 5 **PRINCE** The Most Beautiful Girl In The World (NPG/BELLMARK)
- 5 **REEL 2 REAL** I Like To Move It (STRICTLY RHYTHM)
- 4 **ENIGMA** Return To Innocence (CHARISMA/VIRGIN)
- 4 **KAT** Do You Want To Party (LIFE/BELLMARK)
- 4 **KOLORZ** A Little Love (SCOTTI BROS.)
- 4 **ME'SHELL BOYFRIEND** (MAVERICK/REPRISE)
- 4 **SNOOP DOGGY DOGG** Lodi Dodi (D.ROW/INTER/ATL.)
- 4 **A TRIBE CALLED QUEST** Electric Relaxation (JIVE)

Also:

- 3 **THE BRAND NEW HEAVIES** Dream On Dreamer (D. VINYL/EW)
- 3 **SUDDEN CHANGE** Comin' On Strong (EASTWEST/AG.)
- 3 **ZHANE** Pronounced Ja-Nay (LP) (MOTOWN)
- 2 **BOBBY ROSS AVILA** Let's Stay Together (PRODIGAL)
- 2 **CELINE DION** The Power Of Love (550 MUSIC/EPIC)
- 2 **DOUG E. FRESH** I-Ight (GEE STREET INDEPENDENT)
- 2 **GUESSSS** -Tell Me Where It Hurts (WB)

Frank's Place

• Not much on the news front this wee, but as always, plenty of gossip....As alluded to last week, look for the dial position 94.1 to mean something in Las Vegas by March 15!....Could Phoenix be far away?....With KUBE VP/GM Michael O'Shea heading up New Century Media as Pres./COO, could current PD Bob Case be swingin' the golf clubs from the GM's vacated office?Bakersfield finally gets BDS, and now everyone can see what's up with KKXX....Harold Austin checks in with the latest in a series of KKBT debuts...this week with Keith Sweat's *How Do You Like It* (Elektra). Looks like the roof may not be leaking anymore, but the speakers definately are!....Tony Anderson is named Sr. VP/Black Music at Columbia Records....All the major labels are involved with KMEL and The King Tech Wake Up Show during the Gavin....What's up with WBLS?....Speaking of New York, Hot 97 is hittin' the streets hard with more artist driven programming including: LL Cool J who hosts *All That's Left Is The Beat*, KRS-One who hosts *Mic Check 1-2*, and Grand Master Flash who hosts *The Hip Hop Perspective*....Is former 100.3 JAMZ PD Tom Casey thisclose to a new station?....could KS104 be Dancin' again?

• BabyFace *And Our Feelings* (Epic) was it any surprise that this smash was most added and Disc-Overed this week? (automatic).

• Big Mountain *Baby I Love Your Way* (RCA) as Bruce St. James said a killer remake and Disc-Overies from Charles Chavez, Rooster Rhodes & Lucy Barragan, Don Jackson, Jeff Nelson, Pete Jones & Allen Chase, Trevor Carey, Hurricane Shane, and Jeff Hunter.

• 12 Gauge *Dunkie Butt* (Scotti Bros.) is definately kicking butt on the phones with new adds this week at WJMH, WHYT, and WJMO.

• Juliet Roberts *I Want You* (Reprise) has been doing well in the mix and is one of the Most Mentioned and Disc-Overed records on the Weekly Conference Calls.

• Tevin Campbell *I'm Ready* (Qwest/WB) wow what a week this record had at WIOQ, WJMO, 92Q, HOT 105, WHYT, HOT 97.7, HOT 102, WPGC, WXKS, WHHH, KBOS, Q105, and Y97! Do you even have to think about it?

• Whitney Houston *Look Into Your Heart* (WB) from The Tribute To Curtis Mayfield, this track is a fave of Mike Marino, Greg Head, Russ Allen & Kristie Weimar.

• Dawn Penn *You Don't Love Me (No No No)* (Big Beat) picked up an early add at WIOQ, and is blowin' up at HOT 97, WPGC, KBXX, and 92Q.

• Down South *Southern Comfort* (Big Beat) look out for this! Power 106 added it this week and it's requesting.

• K7 *Zunga Zeng* (Tommy Boy) week after week this record continues to do it. New with the K7 Krew is Brian Burns & Jeff Hunter.

• Masta Ace *Born To Roll* (Delicious Vinyl/EastWest) is poppin' out of the mix.

• I To I *The Right Time* (Next Plat./frr) is new for KKXX and KBFM.

• Ice Cube *You Know How We Do It* (Priority) this shit is ready to explode.

• From the mix show Conference Calls: Jomanda *I Cried The Tears* (Big Beat/Atl.) is good to go at POWER 106, POWER PIG, WJMN, BOSS 97, and KPRR.

• Gangstarr *Mass Appeal* (Chrysalis/ERG) is ready to break out of the mix.

• Doug E. Fresh *I-Ight (remix)* (Gee St. Independent) the remixes came in HUGE on the Weekly Conference Calls as did Channelle *Work That Body* (Great Jones).

• F.K.W. *Seize The Day* (Next Plateau/frr), The Fog *Been A Long Time* (Columbia), and Michael Watford *So Into You* (EastWest) are the big Dance records this week.

• Me'shell *Boyfriend* (Maverick/Reprise) was new this week for: KBXX, POWER PIG, WOWI, and Q99.

• Eternal *Stay* (EMI/ERG) is #1 on the Mix Show Chart this week!!!!

• Kolorz *A Little Love* (Scotti Bros.) is new for WHJX, KTFM, WJMO, and Q105.

• Nas *It Ain't Hard To Tell* (Columbia) is ready to break outta tha mix. It's real radio friendly.

• Mint Condition *U Send Me Swingin'* (Perspective/A&M) is new for Brian Burns, Brian Douglas, and Scott Chase.

• Sudden Change *Comin' On Strong* (EastWest) is new for Michael Newman, Dave Allen, and Mark Shands.

• Prince *The Most Beautiful Girl In The World* (NPG/Bellmark) has sold over 300,000 units!!!!

• Snoop Doggy Dogg *Gin & Juice* (D.Row/Interscope/AG) is blowin' up.

• 2 Pac *Papa's Song* (Interscope/Atl) is new at 92Q and KSFM.

• A.L.T. *All Nite Long* (Inner City Music/PAR) sounds slammin' on Z90!

• Hot Tips: Madonna *I'll Remember* (Maverick/WB), KAT *Do You Wanna Go Party* (Life/Bellmark), Jesse Lee Davis *Is This Love* (Epic), Funky Poets *Lessons Learned* (550 Music/Epic), Enigma *Return To Innocence* (Virgin), FR Connection *Listen Up* (Radikal/Critique), Kracked R.I.B.Z. *125th Street (Mindin' My Bid'ness)* (Life/Bellmark), Raw Fusion *Freaky Note* (Hollywood), Tik Tok *Jody's Got Your Girl* (Columbia), The Movement *Bounce* (Sunshine).....Peace!

HEADS UP.

NAS,

THE DEBUT SINGLE,

IT AIN'T

HARD

TO TELL,

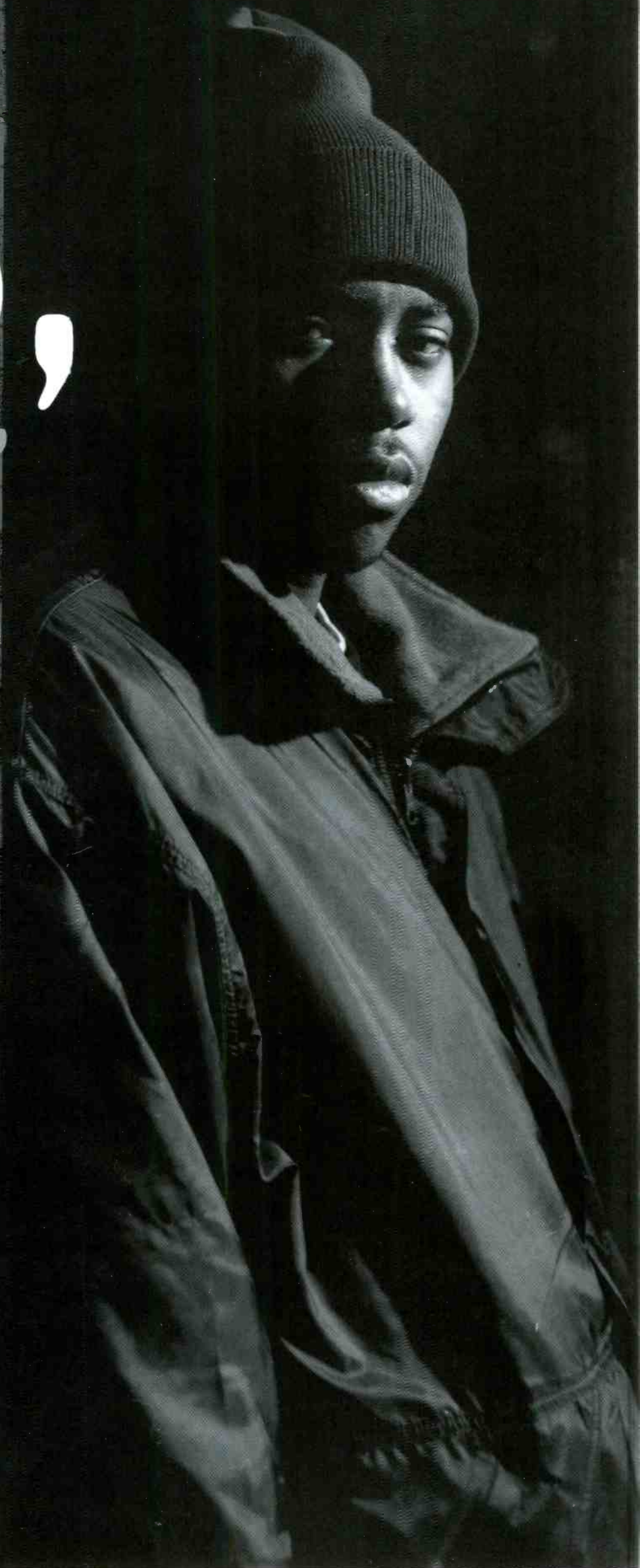
IS GETTING

HEAVY ROTATION.

WJPG	WUSB	WEAA	KTRU
WTGG	WBAU	WRAS	KSYM
WRBB	WVBR	WTLZ	KUNV
WSMU	WAMO	WBGU	KUCR
WMPG	KCSB	WHPK	KMEL
WESU	KZSU	KWUR	KZSG
WNYE	KDVS	KDHX	KGMU

FROM THE FORTHCOMING COLUMBIA RELEASE.

"ILLMATIC." NO DOUBT.



Dunkie Butt Kicks Ass!

12 GAUGE "Dunkie Butt"

GREG HEAD, MD, KBXX:
 "#1 phones."

MICHAEL MARTIN, APD/MD, WILD107:
 "After one play it became one of our most requested tunes."

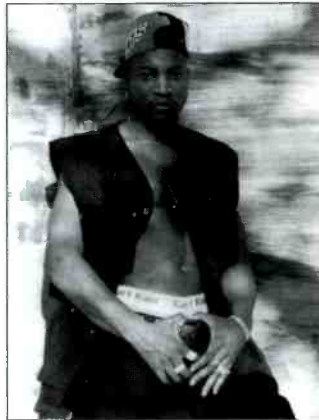
PHIL JONES, AMD, POWER96:
 "The # 1 record for our station."

RUSS ALLEN, PD, 92Q:
 "One of our most requested."

HAWK HARRISON, MD, POWER PIG:
 "Most requested!"

SONIA JIMENEZ, MD, KGGI:
 "Huge phones."

JOHN McMANN, MD, KIX106:
 "Instant reaction record in the Dazzy Duks vein. Love that cover, it's horsey-style."



MARK SHANDS, PD, WHJX
 "#1 sales 5 weeks in a row! It's 1994's first party record hit."

TOMMY WILDE, MC, HOT102:
 "This will be a hit.."

SOUNSCAN #1 MARKETS:

Jacksonville, Tampa, Birmingham,
 Greenville, Jackson, Huntsville, Mobile,
 West Palm Beach

TOP 10 MARKETS:

Ft. Myers	#2	Atlanta	#4
Orlando	#2	Shreveport	#4
Columbia	#2	Milwaukee	#8
Miami	#3	Houston	#10



BILLBOARD HOT100 SINGLES CHART #52*

**It's Smooth, It's Classy,
 It's Got Style, It's Destined To Be A Hit.
 Just Ask Radio. It's...**

KOLORZ "A Little Love"

JOEY ARBAGEY, MD, KMEL:
 "Beginning to call-out, the requests are there for another Bay area artist that was broken by KMEL."

JOHN McMANN, MD, KIX106:
 "The melody will burn itself into your memory."

ALLEN CHASE, MD, HOT105:
 "Big phones!"

JOHN CANDELARIA, PD, KPRR:
 "Big adult female record for us."

BOB PERRY, PD, HOT97.7:
 "Instant phones."

GREG HEAD, MD, KBXX:
 "My favorite record."

BRUCE ST. JAMES, PD, KJYK:
 "One of the strongest ballads out there right now!"



RUSS ALLEN, PD, 92Q, Baltimore

12 GAUGE *Dunkie Butt* (SCOTTI BROS.) - It's our butt record of the week. Gotta have a butt record on the air.

DAWN PENN *You Don't Love Me (No No No)* (BIG BEAT) - A little bamba music - I think this could develop - Females already fallin' for it.

FATHER *I Beeped You* (UPTOWN/MCA) - Lights up the phones.

A TRIBE CALLED QUEST *Electric Relaxation* (JIVE) - Just a cool song - I get relaxed every time I hear it.

WU-TANG CLAN *Cream* (RCA) - The Hip-Hop record I'm really into.

BABYFACE *And Our Feelings* (EPIC) - Certifiable home run - Great callout, all calls!

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - I'm glad it's got some tempo, too.

KRISTIE WEIMAR, MD, 92Q, Baltimore

RAW FUSION *Freaky Note* (HOLLYWOOD) - A hot new jam to check out.

TEVIN CAMPBELL *I'm Ready* (QWEST/WARNER BROS.) - We're three cuts deep into this album with no sign of burn. Tevin is king in Baltimore.

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - No one is hotter than Whitney right now, and there is no reason why anyone cannot play this record.

ERIK BRADLEY, MD, B96, Chicago

If you're lookin' for a HIT, check **REEL 2 REAL** *I Like To Move It* (STRICTLY RHYTHM). This has been in power rotation for the better part of two months, and is a total ANTHEM! The potential of this record is unlimited!

BABYFACE comes back strong with *And Our Feelings* (EPIC)... Sounds like it's gonna be a lady thang!!

I love **JOMANDA** *I Cried The Tears* (BIG BEAT/ATL. GRP.)... This could be their return to our airwaves!

We also feel pretty good about **JULIET ROBERTS** *I Want You* (REPRISE)... Sounds like a hit!

GABRIELLE is proving to be for real. *Going Nowhere* (GO! DISCS/LONDON/PLG) is hittin' hard, and the next single *I Wish* is absolutely incredible! I listened to it over and over and over the other day and still can't get enough of it! I heard the advance mixes of it and they are real smooth!

Watch out for **M PEOPLE** *Movin Up* (DECONSTRUCTION/RCA)...Has a nice sound to it!

I hear the new **KEITH SWEAT** is gonna rock!

Also, keep your eyes on **THE IMMORTALS** *Theme To Mortal Kombat* (VIRGIN) - could blow up in NO TIME!!

JEFF ANDREWS, MC, B96, Chicago

JULIET ROBERTS *I Want You* (REPRISE) and **D:REAM** *Things Can Only Get Better* (GIANT/REPRISE) are huge on the streets and in the mix... Both have the potential to cross to regular rotation.

SOUND FACTORY *Good Time* (RCA) - Deserves a second mention... Killer melody with nice deep vocals... This will blow up when it hits the streets.

BABYFACE *And Our Feelings* (EPIC) - I'm not huge on ballads, but I love his next release... *If Never Keeping Secrets* works, this one will too.

Other records to watch:

KORRELL *Paradise* (WHITE LABEL)

K7 Zunga Zeng and *I'll Make You Feel Good* (TOMMY BOY)

CE CE PENISTON *Searchin'* (A&M)

MC SAR *Another Night* (WHITE LABEL)

VIBE TRIBE *Dance With Me* (DJ INTERNATIONAL)

BOB BURKE, PD, BOSS97, Atlantic City

RICCA *Not Wishing* and *Here It Comes From You* (EPIC) - Both are obvious pop smashes. These girls can sing.

JULIET ROBERTS *I Want You* (REPRISE) - Total homerun. My personal favorite.

CECE PENISTON *Searchin'* (A&M) - If you're searchin for a hit, here it is. CeCe is definitely back.

GABRIELLE *I Wish* and *Going Nowhere* (GO! DISCS/LONDON/PLG) - These are major records. The next core artist for the format. Gabrielle is definitely going somewhere.

HADDAWAY *I Miss You* (ARISTA) - This is the obvious hit. Check it out.

Honorable Mention:

JUDY TORRES *Every Little Lie* (PROFILE) - Listen again...It's working for us in Atlantic City.

PETE JONES, PD, HOT105, Modesto

BOBBY ROSS AVILA *Let's Stay Together* (PRODIGAL) - Love the song, love the way it sounds. Should be a smash.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Love this record.

BABYFACE *And Our Feelings* (EPIC) - Really dig this one.

COUNTING CROWS *Mr. Jones* (DGC) - I really like this one.

ALLEN CHASE, MD, HOT105, Modesto

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Great-sounding remake. Very familiar to our adult audience.

BOBBY ROSS AVILA *Let's Stay Together* (PRODIGAL) - Absolute jumbo!

JOHNNY O *Runaway Love* (EX-IT) - Doing well for us. It's building and building into a solid record for us.

KOLORZ *A Little Love* (SCOTTI BROS.) - Growing and growing. Big record. Love the record.

PACO LOPEZ, APD, HOT97, New York

WU-TANG CLAN *Da Mystery Of Chest Boxing* (RCA) - Itza knockout!

REEL 2 REAL *I Like To Move It* (STRICTLY RHYTHM) - One of the hottest club records in New York City.

2PAC *Papa's Song* (INTERSCOPE/ATL. GRP.) - His daddy didn't do it either!

KURIOUS *Uptown Shit* (COLUMBIA) - This song is a hit uptown, downtown, mid-town, and in all five burroughs - This shit don't stink!!

TREVOR CAREY, APD, HOT97.7, San Jose

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Has a sound that kicks the South Bay.

MASTA ACE *Born To Roll* (DELICIOUS VINYL/EASTWEST) - Is comin' out of the mix from the street.

JOCELYN ENRIQUEZ *Been Thinkin' About You* (CLASSIFIED) - I was wrong and wasn't into this at first, but the song is all there!

BILLY SANTIAGO, PD, KBFM, McAllen-Brownsville

I TO I *The Right Time* (NEXT PLATEAU/ffrr) - Great uptempo energy record.

STAXX OF JOY *Joy* (CHAOS) - Looks like it will be a big record for us.

CE CE PENISTON *I'm In The Mood* (A&M) - Nice groove.

On the Rock tip:

COUNTING CROWS *Mr. Jones* (DGC) - I like this one.

HURRICANE SHANE, MD, KBFM, McAllen-Brownsville

I TO I *The Right Time* (NEXT PLATEAU/ffrr) - It's got a good beat. I can dance to it. I give it an 86...with a bullet.

LITTLE TEXAS *What Might Have Been* (WARNER BROS.) - It just may...

STAXX OF JOY *Joy* (CHAOS) - A bundle of joy.

K7 Zunga Zeng (TOMMY BOY) - Unga Bunga. By the way, when I grow up I want to be just like Albie Dee without the hat.

CELINE DION *The Power Of Love* (550 MUSIC/EPIC) - #1 on my 'Hot 9 At 9.'

EAST 17 *House Of Love* (PLG) - Testing very well.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Another big one!

SONIA JIMENEZ, MD, KGGI, Riverside

12 GAUGE *Dunkie Butt* (SCOTTI BROS.) - Huge phones.

SAGAT *Funk Dat* (MAXI) - It's funkee, so funk dat.

JEFF HUNTER, PD, KIKI, Honolulu

LSOB *Hey D.J.* (MERCURY) - Huge phones. Sounds great. This is a home run.

US3 *Cantaloup* (BLUE NOTE/CAPITOL) - Top 10 sales. Very unique sound.

ME'SHELL *If That's Your Boyfriend, He Wasn't Last Night* (MAVERICK/REPRISE) - This is reality in four minutes.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - This will be a huge song.

ALEX VALENTINE, MD, KISF, Kansas City

MAC MAW (YOUNG BLACK BROS.) - Number one phones in K.C.

CRYSTAL WATERS *100% Pure Love* (MERCURY) - I like it!

KAT *Do You Want To Party* (LIFE/BELLMARK) - Very nice song - Very pretty.

DJ DUKE *Blow Your Whistle* (ffrr) - Total club track.

SMOKIN' SUCKAS w/Logic (EPIC) - Just dope - The whole project is one jam after another! Kip Taylor: I like what Alex likes, he's cool.

JOHN McMANN, MD, KIX106, Providence

LSOB *Hey D.J.* (MERCURY) - Massive potential! Already requesting!

REEL 2 REAL *I Like To Move It* (STRICTLY RHYTHM) - Developed from mixshow play. Nothing else sounds like it! Phat!

NAS *It Ain't Hard To Tell* (COLUMBIA) - Funky Hip-Hop flowin' over a track similar to the Right Here-SWV remix!

JULIET ROBERTS *I Want You* (REPRISE) - With the right edit...It could be large.

BRUCE ST. JAMES, PD, KJYK, Tucson

BLACKGIRL *Krazy* (RCA) - SWV meets X-scape meets TLC. Cool sound and good tempo.

NAS *It Ain't Hard To Tell* (COLUMBIA) - Whatta jam. Smooth vocal style with a familiar beat.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Excellent updating of this classic. Sounds great on the air.

BABYFACE *And Our Feelings* (EPIC) - The lyrics are gonna drive people crazy. This song is a smash.

CAT THOMAS, MD, KLUC, Las Vegas

K7 Zunga Zeng (TOMMY BOY) - Startin' to blow the phones up. Last year about this time it was Hip Hop Hooray. This year, TOMMY BOY's back with Zunga Zunga Zunga Zeng.

BLACKGIRL *Krazy* (RCA) - Best-sounding record on the radio station - Reaches out of the radio and grabs.

BABYFACE *And Our Feelings* (EPIC) - Strong, strong, strong female record - If you wanna get some, put it on your CD player.



HITMAKERS Street Sheet Disc-covery Club®

MIKE MARINO, APD, KMEL, San Francisco
PRINCE *The Most Beautiful Girl In The World* (NPG/BELLMARK) - Is one of the greatest radio records ever.

ZHANE ALBUM (MOTOWN) - The whole album is packed. Check out *For A Reason*, *Vibe* and *Sweet Taste Of Love*.

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - From the tribute to Curtis Mayfield, this is a cut.

12 GAUGE *Dunkie Butt* (SCOTTI BROS.) - Is blowin' up in the market.

CHRISTOPHER LANCE, PD, KMXZ, Salinas/Monterey

STEVIE B *Running Back* (EMPORIC WEST) - Huge requests. Good ole Stevie B is back. Great-sounding track. This jam is blowin' up. For info, call me.

BARDEUX *When We Kiss* (ENIGMA) - Recorded in 1988. This six year old jam has more flavor now than it did back then. Big reaction. About to go into power rotation.

SAGAT *Funk Dat* (MAXI) - #1 requests. Take dat!

HAMMER *It's All Good* (GIANT) - Working well for us. Sales and requests are telling the story here in the Central Coast.

JUDY TORRES *I Love You For All Seasons* (PROFILE) - Freestyle remake of the original slo-jam done by Fuzz in 1969 or 1970.

CHARLES CHAVEZ, MC, KPRR, El Paso

RALPHIE ROSARIO/XAVIER GOLD *You Used To Hold Me* (STRICTLY HYPE) - Classic jam - 12 outstanding mixes - a mix show must! At least 10 spins the first weekend for us.

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - Here is another that should already be on every mix show in the country. What a jam!

I TO I *The Right Time* (NEXT PLATEAU/ffrr) - It took me a long time to hear this one, but it finally clicked. A dance track that deserves some test spins.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Nice Reggae Pop with a Latin flavor and adult appeal. Check it out!

THE JANITOR, APD, KTFM, San Antonio

MINT CONDITION *U Send Me Swingin'* (PERSPECTIVE/A&M) - It sends the ladies swingin' but they keep listening.

TONY TONI TONE *(Lay Your Head On My) Pillow* (MERCURY) - This slo-jam is smooth.

STAXX OF JOY *Joy* (CHAOS) - This song is right on.

THE CAPTAIN HOLLYWOOD PROJECT *All I Want* (IMAGO) - This song jams all day.

KEN CARR, MD, KWIN, Stockton

KURIOUS *Uptown Shit* (COLUMBIA) - Featured vocals by the Constipated Monkey's. Going bananas over this one.

GT *So In Love With You* (WHITE LABEL) - Linear meets Johnny O. Should pull big Hispanic phones.

TEVIN CAMPBELL *Shhh* (QWEST/WARNER

BROS.) - After listening to Tevin sing *Shhh*, you will never look at your kitchen table the same way again.

ME'SHELL *If That's Your Boyfriend, He Wasn't Last Night* (MAVERICK/REPRISE) - If Sade could do Rap, this is what it would sound like. One of the coolest new artists of 1994.

MICHELLE MERCER, MD, POWER106, Los Angeles

Do You Know What I Mean (FRESH FRUIT) - Cut #1 is pulling Top 10 phones. A cool House record that's working.

DOWN SOUTH *Southern Comfort* (BIG BEAT/ATL. GRP.) - Just grew on me. Sounds really good on the air.

FRANKIE CUTLASS *Puerto Rico* (MOONROOF) - We really hope this one works for us.

ROOSTER RHODES, PD, Q105, Oxnard

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - This will probably be their biggest record to date.

BABYFACE *And Our Feelings* (EPIC) - Give it a couple of listens and the lyrics will hit home.

LUCY BARRAGAN, MD, Q105, Oxnard

ZHANE ALBUM (MOTOWN) - Entire album is a '70s groove thang. Check out *You're Sorry Now*, it's one of my favorites.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Should work in all formats.

CELINE DION *The Power Of Love* (550 MUSIC/EPIC) - Very pretty, emotional.

LISA LISA *Skip To My Lu* (PENDULUM/ERG) - Spend time with it, it grows on you. Check out the original mix.

HAROLD AUSTIN, MD, THE BEAT, Los Angeles

ENIGMA *Return To Innocence* (VIRGIN) - Enigma returns with their 2nd release album *THE CROSS OF CHANGES*. This is one of my favorite all-time groups. Their music is incredible. The whole album is awesome.

BABYFACE *And Our Feelings* (EPIC) - My feelings are that this record is an absolute smash. Babyface continues to grow stronger.

RAW FUSION *Freaky Note* (HOLLYWOOD) - This track is Freaks Of The Industry part 2. If you had success with the Digital Underground in the past, you should check out this freaky slow jam.

KEITH SWEAT *How Do You Like It* (ELEKTRA) - The more you listen to this record, the more you like it. Keith pumps a thumpin BEAT, and the TLC rap definately works. Get your hands on this before they send you the C & D. Another world premiere on THE BEAT, I think so.

ANGELA WINBUSH *Treat U Rite* (ELEKTRA) - Produced by Chuckii Booker. This record is very funky, very cool, and very unique. Listen to it.

PRINCE *The Most Beautiful Girl In The World* (NPG/BELLMARK) - Prince is like a bad habit...He just won't go away. This record, however, has a lot of hit potential. I think it could be a #1 record.

GREG HEAD, MD, THE BOX, Houston

WHITNEY HOUSTON *Look Into Your Heart* (WARNER BROS.) - It's another hit from Whitney. Already big phones.

ZHANE ALBUM (MOTOWN) - A great album. Check out: *La La La* and *Sending My Love*.

TEVIN CAMPBELL *I'm Ready* (QWEST/WARNER BROS.) - Doing what *Can We Talk* and *Shhh* did. Monster callout requests.

AFTER 7 *Gonna Love You Right* (VIRGIN) - Sounds like another hit.

ERICK ANDERSON, MD, WJMN, Boston

LSOB *Hey D.J.* (MERCURY) - Everything about the record is a hook.

SALT-N-PEPA *Somma Time Man* (NEXT PLATEAU/LONDON/PLG) - This track is slammin'. It has all that Salt-N-Pepa attitude they made their career on. We're pounding it in Boston.

DON JACKSON, MD, WJMO-FM, Cleveland

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Adult yet hip, familiar. Great-sounding Reggae jam. If Inner Circle worked for you, this one should work too.

ICE CUBE *You Know How We Do It* (PRIORITY) - No one gets smoother than the Cube. Sounds great on the air, and thanks for another easy-to-play radio version.

BECK *Loser* (BONGLOAD/GEFFEN) - Great...out of our Channel X show, but stands out because of its rhythmic nature. If there's such a thing as Alternative Rap, complete with scratching, just call him Jam Master Beck.

JOHN HUNTER, MD, WOW92.5, Key West

STAXX OF JOY *Joy* (CHAOS) - Due to large response and sales, it's an add!

TAYLOR DAYNE *I'll Wait* (ARISTA) - Future Top 10 all the way around.

DENINE *I Remember You* (METROPOLITAN) - Was it really 'unplanned' that this was the first track on the CD? Major requests.

THE STRESS COMPILATION (MOONSHINE) - Sa-lammin'! Playing *MINDWARP*, *UNCLE BOB*, *LAST RHYTHM*.

ACID JAZZ TEST (MOONSHINE) - The most solid collection I've heard yet. **SOUND ASSEMBLY** is on as well as **THELISA**.

JEFF NELSON, MD, Z90, San Diego

LISETTE MELENDEZ *Will You Ever Save Me* (FEVER/RAL/CHAOS) - Total hit - Great adult female record.

BIG MOUNTAIN *Baby I Love Your Way* (RCA) - Peter Frampton, eat your heart out! Check out these trax - Two big buzz records here in San Diego.

DEEP FOREST *Deep Forest* (550 MUSIC/EPIC) - It's deep and funky and reel different.

ENIGMA *Return To Innocence* (CHARISMA/VIRGIN) - I love it - Lotsa potential!

OLD SCHOOL WEEKEND

- MR. GROOVE
- DOUBLE DUTCH BUS
- YOUR THE ONE FOR ME
- FUNKIN FOR JAMAICA
- FLASHLIGHT
- FIVE MINUTES OF FUNK
- ATOMIC DOG
- ALL NIGHT LONG
- CUTIE PIE
- IT TAKES TWO
- SQUARE BIZ
- FRIENDS
- YOU DROPPED THE BOMB
- SMERPHIES DANCE



TO ALL PD'S, MD'S AND PROMO DIRECTORS FOR THE PHATEST WEEKEND GIVEAWAY

FOR DETAILS CONTACT MIKE AT 909 595-2144 OR FAX HIM AT 909 598-7028



dawn penn * you don't love me

BDS AIRPLAY:

HOT97 - New York	31 PLAYS
WPGC - Washington DC	35 PLAYS
WIOQ - Philadelphia	35 PLAYS
KBXX - Houston	14 PLAYS
92Q - Baltimore	12 PLAYS
WJMH - Greenville	5 PLAYS
WHJX - Jacksonville	3 PLAYS

Added At: **WIOQ** this week

"Females already falling for it."
RUSS ALLEN, PD, 92Q

"An awesome record."
JOEY ARBAGEY, MD, KMEL

"A stone cold hit for us...For everybody who says 'we need something different', this is it."
PACO LOPEZ, APD, HOT 97

POWER 106-L.A.

ADD #26, 24 SPINS!

MAURICE DEVOE, MD, WIOQ:

"Gave it a shot on 'Q-it or Screw it' and it came back 70% positive."

MICHELLE MERCER, MD, POWER106:

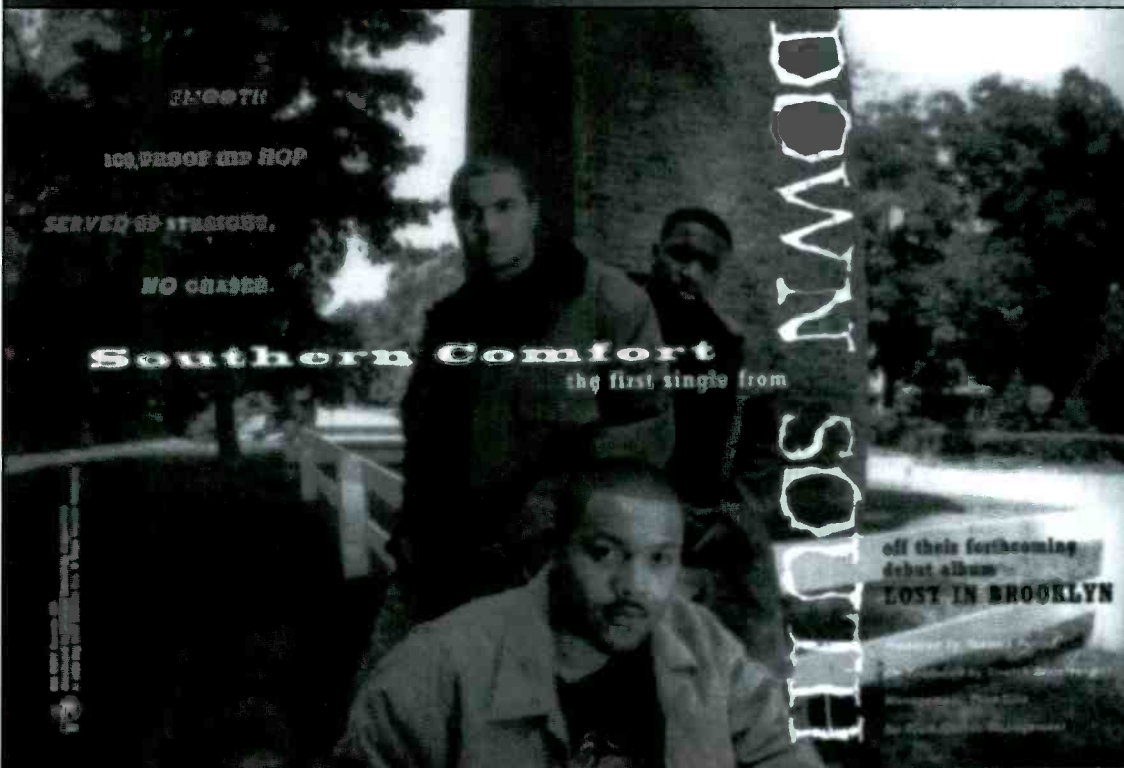
"Sounds really good on the air."

BRUCE ST. JAMES, PD, KJYK:

"Great sample, funky beats, what more do you need?!"

MC BOOGIE D., APD, KJYK:

"The hook...the beat are real smooth."



DFC

DELIVERS FRESH FUNK FOR THE NINE FOUR



Caps get Peeled

A DUET WITH MC EINT,
PRODUCED BY MC EINT & DJ SLIP FOR HALF OUNCE PRODUCTIONS
AND THE BONUS B-SIDE "DIGGA BIGGA DITCH"
CO-WRITTEN AND PRODUCED BY D.O.C. FROM THEIR UPCOMING ALBUM THINGS IN THE BEDD
MANAGEMENT: JOHN W. SMITH MANAGEMENT

MIKE NARDONE/EMZ, THE BEAT:

"Sure to light up
the phones!"



THE BEAT

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Mix Show

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

Most Disc-overed for this issue

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

- 14 JOMANDA I Cried The Tears (BIG BEAT/ATL. GRP.)
- 12 DOUG E. FRESH I-ight (remixes) (GEE STREET INDEPENDENT)
- 9 CHANNELLE Work That Body (GREAT JONES)
- 9 FKW Seize The Day (NEXT PLATEAU)
- 9 ICE CUBE You Know How We Do It (PRIORITY)
- 8 JULIET ROBERTS I Want You (REPRISE)
- 8 MICHAEL WATFORD So Into You (EASTWEST/AG)
- 7 THE FOG Been A Long Time (COLUMBIA)
- 7 LSOB Hey D.J. (MERCURY)
- 7 MASTA ACE Born To Roll (DELICIOUS VINYL/EW)
- 7 SUDDEN CHANGE Comin' On Strong (EASTWEST/AG)
- 6 RALPHIE ROSARIO/XAVIER GOLD You Used To Hold Me '94 (STRICTLY HYPE)
- 5 M PEOPLE Movin Up (DECONSTRUCTION/RCA)
- 4 DJ DUKE Blow Your Whistle (ffrr)
- 4 INNER CITY Do Ya (COLUMBIA)
- 3 BLACKGIRL Krazy (RCA)
- 3 DAWN PENN You Don't Love Me (No No No) (BIG BEAT)
- 3 GANGSTARR Mass Appeal (CHRYSALIS/ERG)
- 3 LATRECE I Wanna Thank You (AREA 10)
- 3 A TRIBE CALLED QUEST Electric Relaxation (JIVE)
- 3 ZHANE Groove Thang (MOTOWN)
- 3 ZHANE PRONOUNCED JA-NAY (LP) (MOTOWN)

Also:

- 2 AVA CHERRY Forget Me Nots (RADIKAL/CRITIQUE)
- 2 BARBARA TUCKER Beautiful People (STRICTLY RHYTHM)
- 2 BECK Loser (BONGLOAD/GEFFEN)
- 2 DIGITAL UNDERGROUND What's Up With Love (TOMMY BOY)
- 2 HWA All That (MERCURY)
- 2 JAZZY JEFF & THE FRESH PRINCE I Wanna Rock (JIVE)
- 2 JOCELYN ENRIQUEZ Been Thinkin' About You (CLASSIFIED)
- 2 MICHAEL WATFORD (LP) (EASTWEST)
- 2 NAS It Ain't Hard To Tell (COLUMBIA)
- 2 PHARCYDE Return Of The B-Boy (DELICIOUS VINYL/EW)
- 2 SHAQUILLE O'NEIL I'm Outstanding (JIVE)
- 2 SHYHEIM On And On (VIRGIN)
- 2 THE WASCALS Hard Rhymes (DELICIOUS VINYL/EW)

MOST ADDED

- JOMANDA "I Cried The Tears" (Big Beat/AG)
- BARBARA TUCKER "Beautiful People" (Strictly Rhythm)
- DAPHNE "When You Love Someone" (Maxi)
- GANGSTARR "Mass Appeal" (Chrysalis/ERG)
- AVA CHERRY "Forget Me Nots" (Radikal/Critique)

MIX SHOW MOVERS

W-TW

W-TW	Artist	Song	Label
2-1	ETERNAL	"Stay"	(EMI/ERG)
1-2	ARETHA FRANKLIN	"Pride (A Deeper Love)"	(Arista)
4-3	ZHANE	"Groove Thang"	(Motown)
5-4	THE FOG	"Been A Long Time"	(Columbia)
6-5	STAXX OF JOY	"Joy"	(Chaos)
3-6	CE CE PENISTON	"I'm In The Mood"	(A&M)
7-7	MICHAEL WATFORD	"So Into You"	(EastWest)
8-8	JANET JACKSON	"Because Of Love"	(Virgin)
9-9	K7	"Zunga Zeng"	(Tommy Boy)
10-10	SALT-N-PEPA f/EN VOGUE	"Whatta Man"	(Next Plateau/London/PLG)
16-11	CULTURE BEAT	"Got To Get It"	(550 Music/Epic)
12-12	JULIET ROBERTS	"I Want You"	(Reprise)
13-13	JUDY CHEEKS	"So In Love"	(Positiva/ERG)
24-14	LSOB	"Hey D.J."	(Mercury)
27-15	GEORGIE PORGIE	"All Because Of Me"	(Vibe)
22-16	TAYLOR DAYNE	"I'll Wait"	(Arista)
18-17	CHANNELLE	"Work That Body"	(Great Jones)
30-18	SNOOP DOGGY DOGG	"Gin And Juice"	(Death Row/Interscope/AG)
34-19	US3	"Cantaloop"	(Capitol)
21-20	DOMINICA	"Gotta Let You Go"	(Mic Mac)
41-21	JAZZY JEFF & THE FRESH PRINCE	"I Wanna Rock"	(Jive)
11-22	DOMINO	"Getto Jam"	(Outburst/Ral/Chaos)
23-23	BJORK	"Big Time Sensuality"	(Elektra)
14-24	HUGH K	"Shine On"	(ZYX)
33-25	THE OTHER TWO	"Selfish"	(Qwest/WB)
31-26	I TO I	"The Right Time"	(Next Plateau/ffrr)
28-27	DOUG E FRESH	"I-ight" (Alright)	(Gee St./Independent)
17-28	CORO	"Stand By Your Lover"	(Cutting)
29-29	TOO SHORT	"Money In The Ghetto"	(Jive)
N-30	F.K.W.	"Seize The Day"	(Next Plateau/ffrr)
N-31	A TRIBE CALLED QUEST	"Electric Relaxation"	(Jive)
32-32	LONNIE GORDON	"Do You Want It"	(SBK/ERG)
N-33	ICE CUBE	"You Know How We Do It"	(Priority)
35-34	INXS	"Please"	(Atlantic)
N-35	BLACKGIRL	"Krazy"	(Kaper/RCA)
15-36	LISETTE MELENDEZ	"Goody Goody"	(Fever/Ral/Chaos)
43-37	NEW ORDER	"Spooky"	(Qwest/WB)
42-38	MASTA ACE	"Born To Roll"	(Delicious Vinyl/EW)
39-39	HADDAWAY	"Life"	(Arista)
38-40	NKOTB	"Dirty Dawg"	(Columbia)
37-41	SALT N PEPA	"Shoop"	(Next Plateau/London/PLG)
48-42	WITH IT GUYS f/BEVERLY	"You And Me"	(ZYX)
N-43	GANGSTARR	"Mass Appeal"	(Chrysalis/ERG)
44-44	LONI CLARK	"U"	(Nervous)
45-45	PRINCE OF HOUSE	"Get It Started"	(Epic)
47-46	LISA LISA	"Skip To My Lu" (QDIII remix)	(Pendulum/ERG)
N-47	DJ DUKE	"Blow Your Whistle"	(ffrr)
50-48	HAMMER	"It's All Good"	(Giant)
N-49	PET SHOP BOYS	"I Wouldn't Normally"	(EMI/ERG)
N-50	SHAQUILLE O'NEAL	"I'm Outstanding"	(Jive)

EMI/ERG

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R&R P1 Chart 35-29
R&R Urban Chart #2
BDS Rhythm Crossover Chart 30-28
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PERPECTIVE



DAMIAN PAUL, WJMN, Boston

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - This record should take off immediately in Boston. Jomanda has always been strong in this market!

ALT *All Night Long* (INNER CITY MUSIC/PAR) - This jam has multiple hooks, and will catch your ear in the first 30 sec. You guessed it, another record about sex!

ZHANE *Groove Thang* (MOTOWN) - Maurice out did himself on this slammn house (rx). These remixes should propel *Groove Thang* to a new level.

K7 LP (TOMMY BOY) - There is a cut on here for everyone. K7 has shown he is diverse, and can adapt to many styles of music. From *Zunga Zeng* to *Move It Like This* and *Let's Bang, Swing Batta Swing* will do very well in Boston!

DJ DUKE *Blow Your Whistle* (ffrr) - Watch out, this record is fierce! This cut is for anyone who likes anything off Junior Boy's Own.

JUSTIN WARFIELD *Fisherman's Grotto* (REPRISE) - Funkmaster Flex does another hip hop record justice.

A TRIBE CALLED QUEST *Electric Relaxation* (JIVE) - I love this record. *Award Tour* was huge in Boston and Senairo was even larger. *Electric Relaxation* should work for us!

DJ SPEN, 92Q, Baltimore

ZHANE PRONOUNCED JA-NAY (LP) (MOTOWN) - In my opinion, there is no better LP available on the R&B tip. There is something for everybody on this one without a doubt. Great job!

MICHAEL WATFORD LP (EASTWEST) - This album is a dance DJ's dream come true! How many albums do you get where just about every cut is the shit? I hardly get any. Mike's album is the best one I've received in quite a while.

THE WASCALS *Hard Rhymes* (DELICIOUS VINYL/EASTWEST) - Again I pay homage to the Hitmakers conference call! I would have probably never heard of this one if it weren't for another DJ putting me down. Somebody at Delicious Vinyl should see to this hard ass shit hittin' the streets immediately! It's the BOMB BABY!

PRIVATE INVESTIGATORS *Who Am I* (VIRGIN) - Some ol nasty, low dooown dirty, growl like shiznit! My kind of record, and I don't care if anybody else can grasp it or not. I've always liked the P.I.'s, but this one takes the cake. Y'all out did yourselves this time.

MC LYTE *I Go On/Ruffneck (rmx)* (ATLANTIC) - CRANKIN! This is the Lyte that gave up hits like *10% Dis*, and *Lyte As A Rock*. I'm just really getting into it, and now that I am, I realize that this is another hit for the Lyte one herself.

GARY Q, BOSS97, Atlantic City

DAWN PENN *You Don't Love Me (No No No)* (BIG BEAT) - If your cutting edge, try this during peak hour, be creative and watch the response!

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - What rhythm, what lyrics, what a great song! Out of the box #1 on my show.

TAYLOR DAYNE *I'll Wait* (ARISTA) - These story telling lyrics of female songs keeps the chics coming in the booth with requests... I love it!

NEW ORDER *Spooky* (QWEST/WARNER BROS.) - Plenty of mixes to choose from. It's a fresh new sound on the mix show.

TODD TERRY *Project #5* (MOONROOF) - He's back to the old school house sound with a little tribal mixed in...slammn! ...I'm outta hea, C-YA!

CHARLIE FORD, BOSS97, Atlantic City

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - She's back and better than ever... Probably her best one yet!

JULIET ROBERTS *I Want You* (REPRISE) - No question about it... A SMASH hit record.

JOCELYN ENRIQUEZ *Been Thinkin' About You*

(CLASSIFIED) - Great freestyle record... The 'Mahaba Mix' is my favorite.

DJ EFX-GROOVE RADIO INT., Los Angeles

BARBARA TUCKER *Beautiful People* (STRICTLY RHYTHM) - This song is destine to be one of the best songs of the year. Great vocals. Masters At Work tore this mofo up! Radio programmers don't pass on this one!

PHUTURE SCOPE *What Is House Muzik* (IMMOTIVE) - DJ Pierre has elevated once again. With this song, he is shaping the future of the underground. Perfect for those who like to ride mixes for a long time. Mixshow programmers take a serious listen.

KNOW JAZZ *Unsigned And Ready To Deliver* (WHITE LABEL) - Funky, funky, phunky fresh for '94. Straight out of Oaktown! Deep, but phat jazz cuts. This group will be one of those groups that will get sample a lot.

MARKUS SCHULZ, HOTMIX, Phoenix

MICHAEL WATFORD *So Into You* (EASTWEST/ATL. GRP.) - Reminds me of Colonel Abrams in his heyday.

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - Another solid house record.

ENIGMA *Return To Innocence* (CHARISMA/VIRGIN) - This has the potential to be a Top 10 record if given the chance.

The number one alternative record around the country is:

BECK *Loser* (BONGLOAD/GEFFEN) - If you're listeners liked the Beastie Boys, they will love Beck!

TITO AGUSTIN, KDON, Salinas

BLACKGIRL *Krazy* (RCA) - This gots tha vibes... play it!

HWA *All That* (MERCURY) - Good phones...killer sales...easy mixing.

JUDY CHEEKS *So In Love (The Real Deal)* (POSITIVA UK) - One song that's safe for clubs and radio play.

WITH IT GUYS *You & Me* (ZYX) - This is a power record...listen to it!

DJ SMOOVE, KJMZ, Dallas

JAZZY JEFF & THE FRESH PRINCE *I Wanna Rock* (JIVE) - The boys are back to the old school on this cut. The remixes are nice.

DIGITAL UNDERGROUND *What's Up With Love* (TOMMY BOY) - A real funky beat plus very positive words...deep.

ICE CUBE *You Know How We Do It* (PRIORITY) - Been getting a good vibe on this cutt. The beat is smooth.

PHARCYDE *Return Of The B-Boy* (DELICIOUS VINYL/EASTWEST) - A real party song...more DJ's need to check it out, I think they'll like it.

DJ BLADE, KJYK, Tucson

Here are some tracks that have caught my attention and are about to catch fire!

BLACKGIRL *Krazy* (RCA)

ZHANE *Groove Thang* (MOTOWN)

NAS *It Ain't Hard To Tell* (COLUMBIA)

JOCELYN ENRIQUEZ *Been Thinkin' About You* (CLASSIFIED)

NYASIA *Don't Waste My Time* (MIC MAC)

LISA LISA *Skip To My Lu QDIII remix* (PENDULUM/ERG)

DOUG E. FRESH *Light* (GEE ST. INDEPENDENT)

THA RUFFNEX, KKXX, Bakersfield

A TRIBE CALLED QUEST *Electric Relaxation* (JIVE) - Phattest shit known to 94! Both songs were already in our show! This gives us more incentive to

wreck shit! By the way, I wonder who reported dis shit first? Think and look!

QUINTON *Quinton's On His Way* (FATHOUSE/TOMMY BOY) - Company bags an 40's of beer, that's on our level! J-Swift will blow up da spot from '94 till...! West Coast wrecking shit representing jazz/hip hop!

DOWN SOUTH *Southern Comfort* (BIG BEAT/ATL. GRP.) - Props to Jenifer 'Can't wait for Gavin' Norwood for putting us on this joint! Open your *&#%@ ear jackass!

BECK *Loser* (BONGLOAD/GEFFEN) - Choc thinks it will crossover to every format including classical! Represent!

ALEXANDER MEJIA, KMEL, San Francisco

DAWN PENN *You Don't Love Me (No No No)* (BIG BEAT) - Discovered originally, this record haz krazee kross over potential...check it out.

A TRIBE CALLED QUEST *Electric Relaxation* (JIVE) - If you played *Award Tour* and it worked, this rekkard will also explode for you... Get with the program... Tha album iz all that.

ZHANE PRONOUNCED JA-NAY (LP) (MOTOWN) - My favorite kutz are: *You're Sorry Now* and *For A Reason*. HAMMER, HAMMER, HAMMER...tha shit iz workin'!

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

RALPHIE ROSARIO/XAVIER GOLD *You Used To Hold Me* (STRICTLY HYPE) - People love variety, and with this monstrous remake, you can't go wrong with mixes from the top remixers of today (too many to name!) Don't pass this one up! This double-pack is truly a collector's item!

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - These girls will make a big comeback at the clubs, and on radio mixshows with this cut. Slammn' mixes from Ralphie Rosario and E-Smoove.

BARBARA TUCKER *Beautiful People* (STRICTLY RHYTHM) - Solid house cut with great vocals by Ms. Tucker, and neatly woven samples of Hardrives *Deep Inside*. Great production work, I must say.

FKW *Seize The Day* (NEXT PLATEAU/ffrr) - In the same vein as the Goodmen, but with great female vocals and a strong hook. I had to get my hands on this record. Thanks Marco Navarro!

DJ RICH, KRBE, Houston

DJ DUKE *Blow Your Whistle* (ffrr) - Been out on import for a while, but still grooves. Definite 'Ear Candy' for the craving listener.

REEL 2 REAL *I Like To Move It* (STRICTLY RHYTHM) - This cut makes you move it every which way and more!

HOUSE OF VIRGINISM *I'll Be There For You* (ffrr) - I believe it's still an import, but this house track won't be for long. Very reminiscent of early J.M. Silk or Steve Hurley with a 90's flavor. It goes the whole 9 yards with a catchy hook and all that.

NASTY NES, KUBE, Seattle

2 LIVE CREW *Yeah, Yeah* (LUKE) - Oh, Oh! They're back! Peep out the 'DJ Spin Remix.'

SHYHEIM *On And On* (VIRGIN) - This fifteen year old young brutha has got tha skillz! Startin' to get an underground buzz.

GHETTO POLITICS *Keep Me High* (DICKIE DUKE) - This Bay Area group is funk-aay! Utilizing samples from Slave and George Clinton, I gave this debut single a thumb up!

DOUG E. FRESH *Light* (GEE ST. INDEPENDENT) - I'm still trippin' on the new 'Presidential All-Star Remix!' Yes, it's ALL THAT!

RAW FUSION *Freaky Note* (HOLLYWOOD) - Is your PD/MD sweatn you on the Gangsta shit? If so, then pump up this single! Safe for radio and safe for sex if you turn it up LOUD!

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HITMAKERS Mix Show Disc-overly Club®

CARLOS FUSARO, KTFM, San Antonio

D-ZYNE *Love Is On The Run* (DJ INTERNATIONAL) - ...Slammin, deep yet very commercial vocal. Sounds a bit like Taylor Dayne.

ZHANE *Groove Thang* (MOTOWN) - ...Maurice Joshua takes this already smooth song to a fierce new level.

INTERCEPTOR *Together* (TRIBAL) - ...Hot male vocal for the after hours set.

RICHARD 'Humpty' VISSION/TONY B, POWER106, Los Angeles

RUN DMC *Can I Get It Yo* (PROFILE) - Combining the elementz of the old and the new.

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - Ralphie wrecked shop...should be a big crossover hit on the underground tip.

DJ DUKE *Blow Your Whistle* (ffrr) - Fanominal!

MOHAMED MORETTA, POWER96, Miami

VIBE TRIBE *Dance With Me* (DJ INTERNATIONAL) - Instant reaction both on the air, and on the floor! Wow! It's so basic it's ridiculous: Nightcrawlers meets Captain Hollywood. Sounds lika Queen Latifah sample in the chorus, but it works just right. My favorite new track.

NAS *It Ain't Hard To Tell* (COLUMBIA) - Another simple formula along the SWV *Right Here* tip, throw in a rap and it ain't hard to tell it's a hit.

BIG ACE *Gotta Lotta Booty* (PANDISC) - Gotta lotta bass, but also gotta lotta hooks! Huge in Miami, WILL become as large as 12 Gauge. Given the opportunity, this one could fly.

CHANNELLE *Work That Body* (GREAT JONES) - My boy Eric Kupper shows that there are more productions up his sleeve besides RuPaul! Cover of a classic Tonya Gardner will help a whole new generation of club covers sweat the night away!

So you old skool DJ's who think that if it ain't the original then it ain't in there; play it or let somebody else on those turntables who will! By the way, it sounds good on the radio, too!

FELIX SAMA, POWER96, Miami

DOUG E. FRESH *I-ight* (GEE ST. INDEPENDENT) - Heez got it goin on wit this one... Tha gook iz fatt and tha beetz are poundin! INDERE!

HWA *All That* (MERCURY) - Deez hoze cummin outta LA have got sum flavah! Itza female version of E-Z-E! Pretty dope!

MATT 'The Bratt' BRADLEY, POWER PIG, Tampa

I TO I *The Right Time* (NEXT PLATEAU/ffrr) - This record has radio all over it. Great hook, need to try this record out.

THE MOVEMENT *Bounce* (SUNSHINE) - Has promise to be a smash in the clubs, heavy in my mix shows. Love the female vocals. A nice mix-ture of music...Bounce to this one...

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - Jomanda has done it. She's right up there with Robin S. and CeCe Peniston. This record should take her over the top, but don't believe me. Play it and let your listeners tell you...

VANILLA ICE *Roll Em Up* (SBK/ERG) - You've got to be joking...Until I placed it on the 1 & 2...This is ICE in a whole new way...Great guitar licks, kicking groove...Hip Hop, get ready ICE is back...

STUDIO 69 *The Spank* (QUALITY) - A group from L.A. that is hitten in Tampa Bay on the airwaves in a large way...Need I say more...Oh yes, a shout out to

Izzy in Miami, hope you had a great weekend...Eya, Eya, Eya, Eya, Eya...

LUCIOUS ICE, THE BOX, Houston

ICE CUBE *You Know How We Do It* (PRIORITY) - Cube is the bomb! He releases anutha phat one for radio and mix shows that should blow up! Great for all-day parts. Peace to Kelly Woo.

BLACKGIRL *Krazy* (RCA) - I'm happy that RCA has a dance R&B record in the mix besides SWV. This shit is funky. Peace to Terri Furguson.

KRASHMAN *Sister Suzie* (ISLAND/PLG) - Real smooth groove with a message. Check it out.

PHARCYDE *Return Of The B-Boy* (DELICIOUS VINYL/EASTWEST) - This is the joint. Don't lunch on it commercial radio. Peace to my girl Cheryl in the house.

KID FRESH, THE BOX, Houston

CASUAL *I Didn't Mean To* (JIVE) - Madd flava with a little jazz appeal.

DOUG E. FRESH *I-ight* (GEE ST. INDEPENDENT) - Cummin' back strong on the remix tip. Dougie is DEFINITELY back in the hizzouse!

SHAQUILLE O'NEIL *I'm Outstanding* (JIVE) - Everything iz on about this kut except for hiz jump shot in the All-Star Game...but itz all good.

GANGSTARR *Mass Appeal* (CHRYSALIS/ERG) - Stupid, krazee, madd, gangsta flava for the mass appeal! Heavy phones! Klassik Gangstarr shit!

REG-N-EFFECT, THE BOX, Houston

DOUG E. FRESH *I-ight* (GEE ST. INDEPENDENT) - phat, phatta, phattest.

DON T. *Riddim* (BIG BEAT) - Some outstanding shit! Reggae flava for the nine-quad.

DAWN PENN *You Don't Love Me (No No No)* (BIG BEAT) - They went back to sum ole skool dancehall and itz definitely workin.

GANGSTARR *Mass Appeal* (CHRYSALIS/ERG) - Itz some dat reel underground shit! Gangstarr ain't no sellout.

JACKSON TAYLOR, WBCX, Gainesville

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - This is what Jomanda is...all the mixes are fierce, but be sure and check out side B... 'Ralphie's Extended Vocal.' Jomanda is back in full effect.

LATRECE *I Wanna Thank You* (AREA 10) - Love the 'Club Mix' and the 'MK Downtown Mix.'

DJ DUKE *Blow Your Whistle* (ffrr) - Be sure to check out side two, the 'Death To Digifunk Mix' by X-press 2...Love it.

TWIGGY T., WHJX, Jacksonville

FKW *Seize The Day* (NEXT PLATEAU/ffrr) - Great dance jam... Workin good in the clubz and the mix!

HOUSE PIMPS *Get The Hook* (ZYG) - Nice underground feel.

LESHAUN *Wide Open* (TOMMY BOY) - On a hardcore Queen Latifah tip...picking up where she left off.

BIG BLUNTS LP (TOMMY BOY) - Great reggae flava all tha way through.

12 GAUGE *Dunkie Butt* (SCOTTI BROS.) - Blowin up heavy...#1 phones, clubs, everything.

GARY CANNAVO/NEIL PETRICONE, WJMN, Boston

WARNING *You Knock Me* (ANGEL EYES) - As soon as I put this on, it blew me away. Hot, hot record.

AVA CHERRY *Forget Me Nots* (RADIKAL/CRITIQUE) - I usually don't like remakes, but this one is smooth!

JOE ROBERTS *Lover* (ffrr) - Nice work on this project...should do very well on our mixshow.

HIPPIE CULTURE *Is That A Place* (CNS) - They continue to make great music. A nice follow-up from their first record. We liked it right away.

MIKE NARDONE/EMZ, 92.3THE BEAT, Los Angeles

MIC GERONIMO *It's Real* (INDIE) - If you like Nasty Nas, you're gonna love Mic Geronimo. He's out of Queens and has NYC excited to the point that he's already been picked-up by a major. Ask for it by name.

DIGITAL UNDERGROUND *What's Up With Love* (TOMMY BOY) - Shock G, Money B and 2Pac are back with this funky little joint. As abstract as the LP is, this is something for the general public to sink their teeth into. The B-side also has mad flava, so check it.

DFC *Caps Get Peeled* (BIG BEAT) - Out of MC Breed's shadow, the DFC is now on their own. They got a little help from MC Eight and DJ Slip, so ya know the CPT's in the house. Sure to light the phones.

DEL THE FUNKY HOMOSAPIEN *Wrong Place* (ELEKTRA) - The original Oaktown lyrical maniac is back with his second single. Don't sleep cause he's no joke. The B-side has a cut that features Q-tip, ohh no!

CHRIS WALSH, WKSS, Hartford

CULTURE BEAT *Got To Get It* (550 MUSIC/EPIC) - Is a great follow-up to *Mr. Vain*. Could get good radio action.

ME'SHELL *If That's Your Boyfriend. He Wasn't Last Night* (MAVERICK/REPRISE) - Is starting to stir up a lot of interest! Could explode.

JOMANDA *I Cried The Tears* (BIG BEAT/ATL. GRP.) - Has a nice sound, and is very mixable...mixin in a set!

MG WHIZ, WPGC, Washington, DC

JAZZY JEFF & THE FRESH PRINCE *I Wanna Rock* (JIVE) - This shit iz fukkin' slammin!

WU-TANG CLAN *Cream* (RCA) - Shit iz sweet... hip hop flava on the reel!

VOLUME 10 *Pistol Grip Pump* (RCA) - I love it...it'll definitely keep you pumpin'.

SHAQUILLE O'NEIL *I'm Outstanding* (JIVE) - Question: Why is it that every time this guy touches sumthin, it turns to gold? Hey Shaquille, don't forget your jump shot!

RON 'The Sugar Bear' WILLIAMS, WRCK, Utica

LATRECE *I Wanna Thank You* (AREA 10) - Wonderful re-make of a classic jam... MK has done it again.

AVA CHERRY *Forget Me Nots* (RADIKAL/CRITIQUE) - Steppin' from behind Luther's shadow, Ava shows she can hanG with the best... This record pumps, and has definite cross-over potential.

THE BRAND NEW HEAVIES *Dream On Dreamer* (DELICIOUS VINYL/EASTWEST) - Good to see the heavies back for another hot year.

GANGSTARR *Mass Appeal* (CHRYSALIS/ERG) - This jam is phat... Premiere's 'Chunky Trak' is outstandin' and 'Guru's Mono-Flo' is superb. A smash!

GRANDDADDY IV *Represent* (COLD CHILLIN') - The title speaks for itself. Fakin' no moves in '94 the Granddaddy has returned to claim his piece of the hip hop pie.



Club Chart

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

BREAKOUTS

STREET JAMS "Various" (Rhino)
JOMANDA "I Cried The Tears" (Big Beat/Atl. Grp.)
THE BRAND NEW HEAVIES "Dream On Dreamer" (Delicious Vinyl/EW)
ONE DOVE "Breakdown" (ffrr)
TIK TOK "Jody's Got Your Girl" (Columbia)

CLUB MOVERS

LW TW

1-1	ARETHA FRANKLIN	"Deeper Love"	(Arista)
2-2	CECE PENISTON	"I'm In The Mood"	(A&M)
3-3	THE FOG	"Been A Long Time"	(Columbia)
4-4	STAXX OF JOY	"Joy"	(Chaos)
6-5	ZHANE	"Groove Thang"	(Motown)
5-6	HADDAWAY	"Life"	(Arista)
36-7	JANET JACKSON	"Because Of Love"	(Virgin)
9-8	SALT N PEPA F/EN VOGUE	"Whatta Man"	(Next Plateau/London/PLG)
10-9	NEW ORDER	"Spooky"	(Qwest/WB)
13-10	PET SHOP BOYS	"I Normally Wouldn't ..."	(EMI/ERG)
17-11	HUGH K	"Shine On"	(ZYX)
12-12	THE OTHER TWO	"Selfish"	(Qwest/WB)
22-13	I TO I	"The Right Time"	(Next Plateau/ffrr)
15-14	D:REAM	"Things Can Only Get Better"	(Sire/Giant)
16-15	PRINCE OF HOUSE	"Get It Started"	(Epic)
23-16	ETERNAL	"Stay"	(SBK/ERG)
19-17	ELTON JOHN/RUPAUL	"Don't Go Breaking My Heart"	(MCA)
8-18	BJORK	"Violently Happy"	(Elektra)
7-19	WHITNEY HOUSTON	"Queen Of The Night"(RX)	(Arista)
11-20	k.d. lang	"Just Keep Me Moving"	(Sire/WB)
21-21	DANNY JAMES	"Skin Party"	(Testin)
48-22	ME'SHELL NDEGEOCELLO	"If That's Your Boyfriend..."	(Maverick/Reprise)
14-23	BEAUTIFUL PEOPLE	"Rilly Groovy"	(Continuum)
39-24	MICHAEL WATFORD	"So Into You"	(Eastwest)
20-25	2 UNLIMITED	"Maximum Overdrive"	(Radikal/Critique)
N-26	TAYLOR DAYNE	"I'll Wait"	(Arista)
42-27	SNOOP DOGGY DOGG	"Gin & Juice"	(DeathRow/Interscope/AG)
35-28	INXS	"Please"	(Atlantic)
29-29	TASHAN	"Love Is Forever"	(Chaos)
33-30	F.R. CONNECTION	"Listen Up"	(Radikal/Critique.)
N-31	CULTURE BEAT	"Got To Get It"	(550 Music/Epic)
37-32	NKOTB f/NICE & SMOOTH	"Dirty Dawg"	(Columbia)
32-33	DOMINO	"Getto Jam"	(Outburst/RAL/Chaos)
31-34	CYNDI LAUPER	"That's What I Think"	(Epic)
38-35	ARMY OF LOVERS	"I Am"	(Polydor)
49-36	F.K.W.	"Seize The Day"	(Next Plateau/ffrr)
25-37	LISETTE MELENDEZ	"Goody Goody"	(Fever/Ral/Chaos)
41-38	DJ DERO	"Batacula"	(Radikal)
46-39	JODY WATLEY	"When A Man Loves A Women"	(MCA)
43-40	REEL 2 REAL	"I Like To Move It"	(Strictly Rhythm)
47-41	SATIN & SCARLET	"Boom..."	(ZYX)
N-42	K7	"Zunga Zeng"	(Tommy Boy)
N-43	LONNIE GORDON	"Do You Want It"	(EMI/ERG)
44-44	JOHNNY P.	"For Real"	(Relativity)
50-45	LSOB	"Hey D.J."	(Mercury)
N-46	MASTERS AT WORK f/INDIA	"When You Touch Me"	(Cutting)
N-47	CHANNELLE	"Work That Body"	(Great Jones)
N-48	HAMMER	"It's All Good"	(Giant)
18-49	ROZALLA	"I Love Music"	(Epic)
N-50	BABBLE	"Take Me Away"	(Reprise)

REPORTING POOLS

SURE RECORD POOL • Bronx

Bobby Davis (718) 904-0500
 • THE BRAND NEW HEAVIES, HIPPIE CULTURE, TARA KEMP, TERROR FABULOUS, WAYNE SMITH

PACIFIC COAST DJ ASS. • Long Beach

Steve Tsepelis (310) 433-6569
 • DJ DUKE, JOMANDA, LONNIE GORDON, ONE DOVE, STREET JAMS

RESOURCE RECORD POOL • Los Angeles

Craig Spy (213) 651-2085
 • DJ DUKE, JOMANDA, KMFDM, ROZALLA, WARNING

SOUTHERN CAL. D.J. ASS. • Hollywood

A. J. Miller/Joe Pierce (213) 467-6855
 • DJ DUKE, ONE DOVE, STREET JAMS, TIK TOK

LET'S DANCE • Chicago

Mike Macharello (312) 525-7553
 • VARIOUS ARTISTS, COLOR ME BADD, ENIGMA, INTELLIGENT HOODLUM, KRIS KROSS

BADDA • San Francisco

N. Lygizos/David X (415) 882-9700
 • BLESS DA FUNK, THE BRAND NEW HEAVIES, JOMANDA, RED RED GROOVY, STREET JAMS

BAY AREA SOUND SERVICE • San Francisco

M. Ventura/S. Tuttle (415) 863-2515
 • JOMANDA

PHILADELPHIA SPINNERS ASS. • Cherry Hill

B. Pantano/T. Harris (609) 662-7222
 • THE BRAND NEW HEAVIES, JAZZY JEFF & THE FRESH PRINCE, STREET JAMS, VANILLA ICE, WU-TANG CLAN

ADVANCED MUSIC PROMOTION • Detroit

Lee Eckinger (313) 543-1764
 • JOMANDA, KMFDM, VARIOUS ARTISTS, STREET JAMS, TIK TOK

DANCE DETROIT • Detroit

Steve Nader (313) 541-4323
 • ELTON JOHN/RUPAUL, ME'SHELL NDEGEOCELLO, ONE DOVE, XAVIER GOLD

MID-WESTERN DANCE ASS. • Detroit

Enola-Gaye Porter (313) 546-8448
 • DIGITAL ORGASM, LIL LOUIS, STREET JAMS, TIK TOK, VANILLA ICE

BOSTON RECORD POOL • Boston

Robin Springer (617) 325-7665
 • CHANNELLE, ENIGMA, KID N PLAY, LSOB, ONE DOVE

OUR MID-ATLANTIC POOL • Washington, DC

B. Keart /A. Chasen (202) 483-8880
 • BLACKGIRL, ONE DOVE, STREET JAMS, TAYLOR DAYNE, TIK TOK

TABLES OF DISTINCTION • Washington, DC

Eardrum (301) 270-2604
 • DAS EFX, JAZZY JEFF & THE FRESH PRINCE, A TRIBE CALLED QUEST, TERROR FABULOUS, WAYNE SMITH

MUSIC INFORMATION X-CHANGE • Houston

Sam Meyer (713) 667-2734
 • JOMANDA, LONNIE GORDON, RUN DMC, STREET JAMS, TIK TOK

FLAMINGO RECORD PROMOTIONS • Miami

Richard McVay (305) 895-1246
 • ACE OF BASE, RED RED GROOVY, STREET JAMS, A TRIBE CALLED QUEST, TIK TOK

HITZ • Miami Beach

M. Moretta/P. Zon Zon/T. Roca (305) 532-4487
 • ABS ORB, BARBARA TUCKER, JOMANDA, SISTER SINGH, VIBE TRIBE

DIXIE DANCE KINGS • Atlanta

Dan Miller (404) 740-0356
 • THE BRAND NEW HEAVIES, COLOR ME BADD, CULTURE BEAT

DIRECT HIT • Long Island

Scott Allan (516) 845-1938
 • DJ DUKE, LONNIE GORDON, ONE DOVE, STREET JAMS

LONG ISLAND RECORD POOL • Long Island

Jackie McCloy (516) 796-6596
 • CULTURE BEAT, JANET JACKSON, JOMANDA, ZHANE

INTERNATIONAL RECORD SOURCE • San Diego

Javier Lugo (619) 476-1288
 • COLOR ME BADD, DAS EFX, HUGH K., JOMANDA, MC KRU

SOLID PROD. MUSIC POOL • San Diego

M. Greer/R. Elliott (619) 470-3111
 • CASUAL, JOMANDA, KOLORZ, STREET JAMS, WU-TANG CLAN

GREATER BALTIMORE RECORD POOL • Baltimore

Dino Grier (410) 235-5700
 • I TO I, LISA LISA, TAYLOR DAYNE

PITTSBURGH DJ ASS. • Pittsburgh

Jim Kolich (412) 885-1472
 • ACE OF BASE, JOMANDA, RED RED GROOVY, STREET JAMS, YELLO

DESERT WEST RECORD POOL • Phoenix

Terry Gilson (602) 249-9214
 • DJ DUKE, F.K.W., MOVEMENT, STREET JAMS, XAVIER GOLD

DANCING DISC'S OF DENVER • Denver

Lawana Sims (303) 333-6901
 • DAS EFX, GERALD ALBRIGHT, INTRO, STREET JAMS

STARFLEET MUSIC POOL • Charlotte

Ronnie Matthews (704) 532-8496
 • COLOR ME BADD, HUGH K., I TO I, JANET JACKSON, K7

CONNECTICUT'S MUSIC POOL • Orange

S. M. Richardson (203) 789-0035
 • BARBARA TUCKER, CASUAL, ZHANE

RICKETTS RECORDS • Morristown, NJ

Bill Rickett (201) 478-5764
 • THE BRAND NEW HEAVIES, JAZZY JEFF & THE FRESH PRINCE, KO-MOSHUN, KRIS KROSS, LSOB

BACKSTAGE RECORD POOL • Centerville

Scott H. Covert (513) 436-2558
 • BLACKGIRL, KMFDM, MOVEMENT, Q-TE, STREET JAMS

LAS VEGAS RECORD SYSTEMS • Las Vegas

Rory McAlister (702) 256-1567
 • CULTURE BEAT, JOMANDA, K7, ME'SHELL NDEGEOCELLO, STREET JAMS

HAWAII DISC JOCKEY ASS. • Honolulu

Kevin Okada (808) 926-3591
 • CULTURE BEAT, DAS EFX, JOMANDA, LONNIE GORDON

5 STAR • Kentucky

Mark Burney (606) 261-6972
 • BARBARA TUCKER, THE BRAND NEW HEAVIES, KMFDM, K.M.C., STREET JAMS

while programming at the same time. The attitude at HOT97.7 is that this station benefits from my outside consulting because every time I go on a consulting trip, I come back with a great idea for HOT97.7. My last consulting project was the Fall Arbitron for POWER102 in El Paso, which went 10.6 to a 12.5. Props to PD John Candalaria and the POWER crew.

BEING ABLE TO WEAR ALL THOSE HATS ALSO MEANS YOU HAVE TO EMPOWER THE PEOPLE THAT WORK FOR YOU?

I do.

YES, I KNOW. ABSOLUTELY.

At this radio station we have a good staff. Trevor Carey, the APD, works hard. The time clock doesn't mean anything. The guy works all the time and he's very instrumental in a lot of aspects of the radio station. Pete Manriquez is the MD. Pete was the one that had been working at the station for a long time and I don't think his potential has ever been realized. What makes Pete so special is he is from the street. He has become very good at this science of going out and working listeners and finding out what they want and don't want on the radio. As a matter of fact, Pete was the one that brought me All-4-One *So Much In Love*, and this was based strictly on talking to listeners on the street. We were the first station in America to play this record.

LET'S TALK A LITTLE BIT ABOUT WHAT YOU'VE DONE WITH THE STATION. YOU'VE REFOCUSED, AND THERE IS A DIFFERENT DIRECTION AT HOT97.7 TODAY.

No question. We feel extremely fortunate that our first book has gone 4.1 to a 5.5 against some of the toughest competition in America. This is a three-way Top40 fight, and I only know of two other markets with three Top40s - New York and L.A., beside this one. What's interesting is in those markets the Top40s have very big competitive differences. One leans adult, one leans Alternative, one Dance. However in this market the three Top40s are fighting over the same audience. The other two Top40s I'm talking about are WILD107 and KMEL in San Francisco and someone would ask, why in the hell are the two San Francisco radio stations competing in San Jose? Which leads me to one of the most unique things about this market. San Jose and San Francisco are only 30 minutes apart and San Jose is its own market. We're market 31. We have our own Arbitron, but for whatever reason the

San Francisco Arbitron combines both San Jose and San Francisco and Oakland all together, which is why San Francisco is the #4 market in the country. San Jose has a bigger population than San Francisco. Over one third of the diaries used to make the San Francisco Arbitron actually come out of San Jose and Santa Clara county, and that is why WILD107 and KMEL spend so much time competing directly with HOT97.7 here in San Jose. WILD107 spends more time on the streets of San Jose than they do on the streets of San Francisco. Having such incredible competition from two very well-programmed radio stations with two of the best program directors in America - Dave Shakes and Rick Thomas...And in our first book we go to #2 18-34 and from #5 to #2 25-34, behind an AOR...To have those kind of increases against such formidable competition, you can bet we feel fortunate.

YOU HAVE ALSO CHANGED THE SOUND OF HOT97.7 WITH THE DANCE PRODUCT AND THE FREESTYLE.

The street told us they wanted to dance more, when a Rap record is a hit like 2PAC *Keep Your Head Up*, we'll play that record around the clock, no problem there. However the street in San Jose was telling us they wanted more Dance music, and by

Some programmers who think freestyle dance music is over may want to reconsider it because the audience in your market may want it. You need to go out and talk to your listeners and find out. If they want it and it will work in your market, not only will your ratings go up, but your adult numbers will skyrocket and that will make you a bigger star with the owner, management and the sales department.

DEFINITELY THE OWNERS.

In this situation going back to more freestyle hit dance music has done two things: A) The ratings went up, and we beat back some pretty tough competition; and B) We were able to put some good adult numbers on the radio station which definitely will help the financial end. This radio station is going to have a much improved financial picture this coming year. A lot of Top40 radio stations have gotten in big trouble trying to be too 25-54 and trying to be what the format was not designed to be, Top40 is 18-34. And fortunately I'm working for a company that is smart enough to know that if you will focus your guns on giving 18-34 year olds what they want on the radio, by virtue of having a big gain in the demo it will have favorable impact on other demos. You kill 25-34, and that's how you make 25-54 numbers go up for Top40. We kill 18-34 and

while doing all the information elements. In middays, it's Trevor, the hardest working APD in radio. Afternoon drive is Elvis Medina, this guy is a pro. Formerly Q106, Z90-San Diego, KSFM-Sacramento, was most recently with Y95-Phoenix, Production Director, incredible on-air sound and the numbers show it. At night we have Dr. Dave who made the switch from WILD107. Dr. Dave has been in the market in the Bay Area for quite a while and knows what to put on the radio. The late night show is open.

IS THERE ANYONE ELSE THAT YOU WOULD LIKE TO MENTION?

Dayton Phillips, the GM. One of the few GMs that allows the programming department to do the programming and gives us constant support. Tim Sullivan, who owns the company and spent many years at KHJ in Los Angeles, obviously he believes in the Top40 format. And, my fiancée, Cassandra Castellanos, who has spent a number of years doing both TV and radio, and is a constant source of brilliant ideas.

SO I WOULD IMAGINE THAT IF I WAS TO ASK YOU WHAT YOUR PERSONAL LIFE MIGHT BE LIKE...

Are you talking about living, and breathing, radio? It's ongoing, you never stop thinking. You can't turn it off at 5 p.m. and on the weekends. And it's not a chore to think and do it all the time. It's just you really have to love it and constantly have your eyes and ears open for the next great idea that's going to come rolling down the pike.

DO YOU HAVE ANY CLOSING COMMENTS?

The same: Make the streets come out of the speakers, find out who your target is. Find out what they want on the radio and just give it to them.

AND ABOUT DANCE MUSIC NOW?

If you're looking for a way to make the ratings go up and put some adult demos on the radio station, I would suggest that you look at some of the high energy dance music. And once again this goes back to something we talked about earlier. Everybody's preconceived notion is that freestyle dance is dead. Take your preconceived notions and throw them out the window and go talk to the audience. They may tell you differently, and you better be listening when they talk to you because they're the real boss.

"Go talk to the audience...They're the real boss."

working the streets like we do, we came across a number of dance records that they liked that were not yet on the radio and we simply put them on the radio. (Some people call it high energy). The street has told us this is what they want and that is what they're going to get. So HOT97.7, because of what our listeners were telling us, we took the station on a more dance mode, whereas KMEL and WILD107 definitely played a lot more rap product than we played.

AND THAT'S WHY YOUR FEMALE NUMBERS AND YOUR 18-34'S HAVE GONE UP?

Through the roof, a lot of people screamed that freestyle is dead. I really don't care what other radio and record people say or don't say. It's what the listeners say, and in this market there are dance records that are working and because of what the listeners say they're on the radio.

all of a sudden we're #4 18-49.

LET'S GO THROUGH THE AIRSTAFF.

Morning drive we have Mike Martinez. Some people know him as Eli Milano.

FROM KPRR IN EL PASO.

He's programmed and done mornings in several Hispanic markets including San Antonio, El Paso, Riverside, McAllen-Brownsville. We teamed him up with an incredible talent, Jeff Stein who just got here from KSFM (FM102) in Sacramento. Jeff and his cast of characters. Also in the morning show is Rich Amoi, who is on the streets doing all the silly street stunts. He's been in the market for many years and does incredible on-the-street work in morning drive. And then we have Lisa Fox who has been with the radio station for quite a

If That's Your Boyfriend

(He Wasn't Last Night)

POP - This record in Dubuque?
Salt Lake City? Poughkeepsie?
KLYV 24-15 Hot, Q99 Add, WSPK D #35

CROSSOVER - SMASH. WHYT 12-7 Hot,
KUBE 19-16 Hot, Z90 4-4,
WJMN 13-12, POWER PIG Add.
Fourteen Major Markets spinning heavily.

URBAN - 34 stations out-of-the-box
this week.

ME'SHELL

NdegéOcello

Produced by André Betts
Mixed by George Karas
Management and Direction by Beverly Jenkins and Bill
Toles for Splendid Splinter Group and Curtis' Sister

**TRANSLATION: Phones, Callout, Sales,
Females, Females, Females, Just Ask.**



RICHARD MARX

"Now And Forever"

Now a hit with over 4000 spins this week and 22,000 singles sold.
Forever a smash with key Programmers across America like:

WAKS 39x
Q99 39x

KKRZ 37x
Y107 54x

Y100 31x
Q102 33x

KBFM 47x
Q106 30x

Album: Paid Vacation - first week sales 27,200
Big sales in New York, Boston, Detroit, Cleveland, Milwaukee,
Columbus, Portland, Providence, and Minneapolis

The HIT Single from the hit movie, The Getaway

Personal Management: Left Bank Management



US3

On Tour Now
With UB40

"Cantaloop (Flip Fantasia)"

The Hippest Record In America!

BDS: 2,500 Spins/27 Million Audience Reach

New Air Play this week: Q99, HOT 97.7, Z104, K92

Sales: Hand on the Torch near Gold

Album: over 28,400 this week

Single: over 27,750 this week

Huge Sales in these markets: Norfolk #6, San Diego #7
Philadelphia #7, Washington #8, Los Angeles #13, Boston #14, New York #16,
San Francisco #17 plus More...

Personal Management:
DMA Entertainment
Bill Diggins & Jeff McClusky



HEAVY ROTATION -
BUZZ BIN 26 PLAYS



TEAM ARISTA CONVENES TO CELEBRATE A RECORD BREAKING 1993 AND 1994



1] Whitney Houston thanks everyone at Arista for their help in the monumental success of The Bodyguard soundtrack album.



2] Ace of Base do a hot set at South Beach's Club One for all of the convention attendees plus 1000 rabid Miami fans.



3] Toni Braxton wowing everyone from the Convention stage.



4] Congratulating Crash Test Dummies on their live set and the success of their explosive new single "Mmm Mmm Mmm Mmm" are, from left, Arista's Len Eband and Jack Rovner; band members Benjamin Darvill, Mitch Dorge and Kathy Brown; Arista's Steve Bartels, Clive Davis and Ken Levy; lead vocalist Brad Roberts; Arista's Jim Urie, Roy Lott, Matt Cesarano and Rick Bisceglia.



5] Haddaway heated everything up at a packed club in South Beach.



6] Shown following Sarah McLachlan's riveting performance are, from left, Arista's Phil Wild, Nettwerk Records' president Terry McBride, Arista's Richard Sanders, Robert Wieger and Milton Sincoff; Clive Davis, Arista's Steve Bartels; McLachlan; Arista's Jack Rovner, Roy Lott, Tom Ennis, Rick Bisceglia, Ken Levy and Jim Urie.



7] Poolside was the perfect setting for Stanley Jordan's extraordinary performance. Joining him afterward are, from left, Pete Jones of BMG Distribution; Arista's Len Eband and Tom Ennis; Jacquie Perryman of Arista Soundtracks; Jack Rovner, Jean Riggins and Rick Bisceglia of Arista; Jordan; Arista President Clive Davis, and Arista's Roy Lott, Steve Bartels and Phil Wild.



8] Celebrating Mike Dungan's award as Arista's Most Valuable 1993 Executive are, from left, Arista Executive VP/GM Roy Lott, Arista President Clive Davis, Arista Nashville Senior VP of Sales and Marketing Mike Dungan, and Arista Nashville President Tim DuBois.



9] New Arista rock outfit Stick blow the roof off Turnberry.



10] Celebrating LaFace artist Toni Braxton's Double Platinum debut album, from left, are Arista's Jack Rovner and Rick Bisceglia; LaFace GM Scott Folks, Co-President L.A. Reid and A&R Manager Bryant Reid; Braxton; Arista's Roy Lott; LaFace Co-President Kenny "Babyface" Edmonds, Arista President Clive Davis and Arista's Doug Daniel.



11] New LaFace foursome A Few Good Men takes full control of the audience at the closing night show.



12] Brand new LaFace rap act OutKast took the stage and the audience with them.

ARISTA

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Ear To The Ground



KIIS-FM-L.A. held its annual Valentine's Day party last week, featuring a special live performance by Sony 550 Music recording artist Celine Dion. Pictured after the show (L-R): KIIS Sports Director Vic 'The Brick' Jacobs, 550's Brian Corona, KIIS GM Marc Kaye, Morning Sidekick Ellen K, Celine Dion, Rick Dees, Program Asst. Anita Dominguez, 550's Neda Leppard, and KIIS PD Jeff Wyatt.

Late-Breaking News:

After weeks of speculation and some late-inning legal wrangling, former Q106/San Diego OM/PD TRACY JOHNSON assumes the same title at crosstown combo News Talk KFMB-AM, and Hot AC KFMB-FM (B100). Johnson replaces B100 PD GENE KNIGHT, who remains with the station as a fulltime air personality, and KFMB-AM PD BILL STAIRS, who has left the building. In another unsurprising move, former Q106 APD/MD TOM GJERDRUM joins B100 as Program Manager. Ironically, the boys biggest job now will be to find a strong morning show to go up against the formidable JEFF & JER, who Johnson hired away from B100 for wake-ups at Q106.

Longtime WXKS-FM/Boston Sr. VP/GM JOHN MADISON announced his resignation this week to accept the position of Sr. VP/Sales and Branch Distribution at PolyGram Group Distribution (PGD) in New York. Pyramid CEO RICH BALSBAUGH told THE EAR, "We are extremely pleased for John and very proud of his many accomplishments while at KISS over the last seven years." Balsbaugh added, "The tremendous opportunity which awaits him at PolyGram is the kind of new challenge John is eager to take on. We support him and congratulate him."

Madison will stay on as GM until a replacement is found to run KISS108, as well as the upcoming duopoly with crosstown WJMN-AM/FM. Balsbaugh is currently interviewing candidates with the help of Madison.

CD MEDIA honcho RICK DEES announced this week his company, producers of "Rick Dees Weekly Top40" and "Satellite Comedy Network" will merge its New York clearance operations with RADIO TODAY ENTERTAINMENT, distributor of "Pop Quiz," "Flashback," "Rock Slides," and the "Continuous Climax" production library. CD Media VP TOM SHO VAN will also assume the title of VP/Marketing and Program Development for Radio Today. Shovan

NO ROOM AT THE INN...

This town will be booked solid May 5-7...Book your room today before your competition gets it

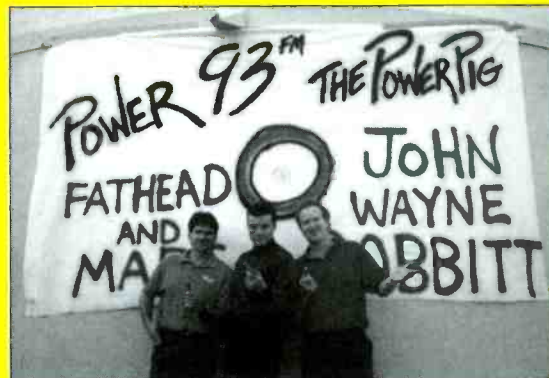
**THE HITMAKERS
REGIONAL SEMINAR
MIRAGE HOTEL
LAS VEGAS
MAY 5 • 6 • 7
(702) 791-7111**

told THE EAR, "This move restates our commitment to all formats of radio and to the stations responsible for our success." He paused to take a breath and added, "I look forward to this alliance, and we have some very exciting projects in the works."

CD Media will move their operations into the Radio Today Entertainment offices, effective March 1: 1776 Broadway, New York, N.Y., 10019 (212) 581-3962 FAX (212) 459-9343.

Applications have been filed this week to transfer ownership of KUBE-FM, KJR-AM, and KLTX-FM from Ackerley Communications to New Century Media, a new Seattle-based company comprised of a partnership between Ackerley and Century Management. KUBE GM MICHAEL O'SHEA will serve as President & CEO of New Century. KUBE is being purchased from Cook Inlet Radio Partners, while KLTX and KJR are being contributed by Ackerley Communications, who also own the NBA's Seattle Supersonics.

Like we hinted at last week, it's now a done deal: CLARKE INGRAM has indeed signed on the dotted line and returns to B94 in his hometown of Pittsburgh for PM Drive and APD.



In a continuing effort to keep a note of class and culture on this page, Ear To The Ground proudly presents another in a series of gratuitous John Wayne Bobbitt Radio Tour '94 photos. Here he is (center) with Power Pig/Tampa PD B.J. Harris and outgoing OM Marc Chase.

Receivers Of Great Uppage:

Bay Area radio vet BOB HAMILTON has been upped from PD to GM at KYA-FM/KSFO-AM/San Francisco. Look for KYA to move into KFRC-AM/FM's building once the new LMA takes effect March 1.

KZFM/Corpus Christi PD DALE BAIRD exits. APD/MD TINA MARIE SIMONET is upped to PD, and Night Guy RAVIN' DAVIN TODD assumes MD duties.

No final word yet on the fate of WZPL/Indianapolis and staff with the pending sale to MyStar Broadcasting. THE EAR hears as of February 28, the employees have been notified they are no longer employed by outgoing owner Booth American, but will have the chance to interview for positions with MyStar.

Late word in the KC101/New Haven PD derby: OM/Morning Guy GLENN BECK tells THE EAR he'll be handling the PD duties at least until the end of the Spring book. MD MIKE MCGOWAN will be handling all music calls. Beck says any interested parties are welcome to contact him about the position, but expect no movement until June at the earliest.

In Other News:

WPLJ/New York inks JOHN MACHAY as the new Executive Producer of "Scott & Todd In The Morning." Machay had been producing the Charlie & Ty show at KUBE/Seattle. He replaces Elliott Segal, who re-joins JOHN LANDER at crosstown Z100.

WOVV/W. Palm Beach has hired STEVE NICHOLS, who runs his own local production company to become the station's new Production Director.



Z100/New York welcomed DGC recording artists Counting Crows recently to hang out with John Lander (center) and the New Z100 Morning Z00. Pictured with the Crows: Producer Elliott Segal (right), and Morning Co-Host Patty Steele (right foreground).

KQLA/Manhattan, KS PD MIKE TEMAAT crosses the street after 4 1/2 years for mornings and Corporation Promotions Director duties at AC-formatted KBLs. The company owns two other properties in Kansas. Temaats' gig is open for any interested PD candidates.

Former HOT105/HOT107/Columbus APD and Afternoon Guy GERONIMO is now doing afternoons at B106/Ft. Wayne TFN. He's still in the market for that mouth-watering next gig. Call him (419) 692-2104.

An Actual Damn Job Near The Ocean:

ENTERTAINMENT RADIO NETWORKS in exotic Malibu, California is looking for a VP of Affiliate Relations. Fax your award-winning resume to DANA MILLER at (310) 456-0611.

Live From The News Womb:

Congrats to WOVV/W. Palm Beach Acting PD SCOTT CHASE and wife ANGELA, on the birth of their first child, a daughter, FALLON SOLEIL, born Saturday, February 12 at 5:28 am. She weighed in at 7 lbs 11 oz.

Other Love-Type Stuff:

Congrats to WKBQ/St. Louis PD CRUZE, who got himself engaged to the lovely NADIA PARKER, former Promotions Director at WILN/Panama City Beach, Florida. The couple made the commitment last weekend on that very same beach. Check your local listings for an October wedding date TBA.

Congrats to our own SUSAN GRAFMAN, who is leaving HITMAKERS after four years to accept the position of National Director of Promotion at TESTIN Records, based in Los Angeles. Good luck and much love from your family at HITMAKERS!

Frente!

**"massive phone melt down
...instant reaction...infectious!"**

Rick Michaels/WENZ



Terence Trent D'Arby's

***"Females love it. This record is an absolute hit!!
Louis Kaplan, PD, WGTZ Dayton***

***"An intense song whose lyrics hit home. Our female
audience is screaming for this one!"
Rick Upton, PD, KTFM San Antonio***

Let Her Down Easy



*The new song and video
from his album "Symphony Or Damn
(Exploring The Tension Inside The Sweetness)."*

COLUMBIA

*Try not to be affected by this song.
Produced, written, and arranged by TTD.
Management: Lippman Entertainment.*

NOW PLAYING BIG MOUNTAIN

"BABY I LOVE YOUR WAY"

BIG MOVES:

KIIS-FM #23
KKFR #18
KGGI D#21
Q106 #18
Z90 30-23
Q99 D#24
WZPL 27-22
KRBE 20-9
PRO-FM D#29
KKXX #22
KPSI #25
KBOS #18
KQMQ 20-16
KHTN D#25
WBBQ D#35
WOVV 38-36
WZYP D#21
WNTQ D#34

BIG ADDS:

WXKS #30
KDWB #15
KKRZ #30
HOT97.7
WJMO-FM
WFLY
PWR PIG #24
STAR94 #30
KZHT
WGTZ
Q102 #20
KISF
KTFM #29
Q105
KRQ #25
WNOK
KIKI
KDON #36
WAPI
KZMG
KTMT
OK95
WKBQ
KWTO
WAKS
WWCK #39
KKRD
KLYV #38
KFRX
KOKZ
KKSS
KZFM #28
KBFM
G105
WWZZ
K92
WJMX
WSPK
KISR
WAEB
WKRZ
WSTW #27
KISX #38
WXKB
WABB
WHHY #33
WAYV

BDS:

STATION:	TP:
KIIS-FM	32
KKFR	45
KGGI	40
Q106	27
Z90	17
Q99	35
KUBE	17
KRBE	22
KTFM	29
WZPL	11
KDWB	24
KQKQ	17
STAR94	16
WBBQ	17
WAPE	17
WOVV	15
WZYP	14
WNTQ	18
KKXX	24



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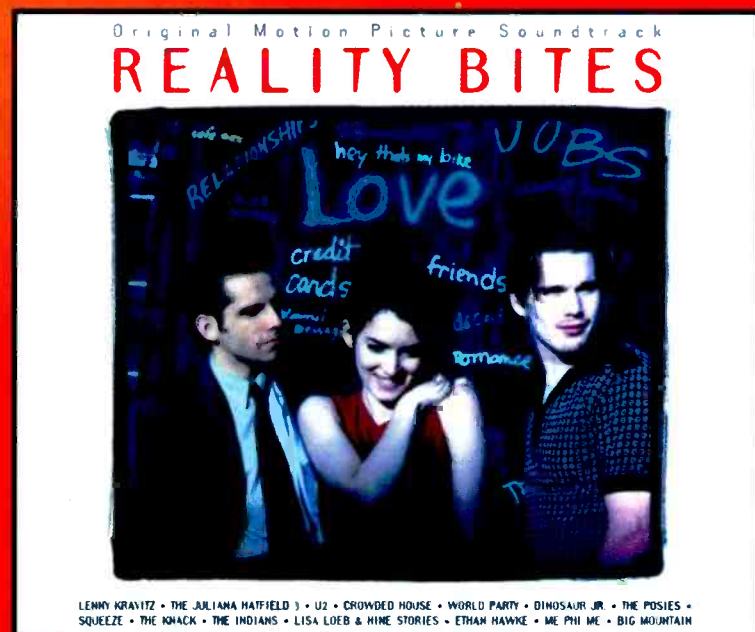
BMG

NOT PLAYING BIG MOUNTAIN "BABY I LOVE YOUR WAY"

TONYA HARDING

*Get a leg up
on your competition
with the
REALITY BITES
soundtrack*

BIG MOUNTAIN
"BABY I LOVE YOUR WAY"
FROM THE
REALITY BITES SOUNDTRACK



THE RCA RECORDS LABEL

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**PET SHOP BOYS
I WOULDN'T NORMALLY DO THIS KIND OF THING**

PAUL BRYANT, MD, KRBE:

"The Pet Shop Boys' sound is a staple of KRBE, and with their huge fan base here in Houston, this is impossible to overlook. Two thumbs up on this one!"

JOE DAWSON, PD, KLYV:

*"Uptempo, and females love their accent...
Chalk up another hit for the Pet Shop Boys."*



EARLY BELIEVERS:

*KRBE - #7 Hot with 29 plays,
KHFI - D#28 with 24 plays
WTWR - 25 Plays this week
WKSI - 11 plays this week
KLYV*

ALREADY BREAKING AT ALTERNATIVE:

*LIVE105- San Francisco
89X- Detroit
THE END- Cleveland
X96- Salt Lake City
WZRH- New Orleans (Top 5 single Tower Records)*

**ALBUM SALES APPROACHING 500,000 DOMESTICALLY!
3,000,000 WORLDWIDE!**

