

# HITMAKERS<sup>®</sup>

ISSUE 871

\$5.00 January 13, 1995



*an exclusive interview with*  
**JOHN GORMAN**

**OM/PD, WMMS-WMJI; OM, WHK/Cleveland**

**BARRY FIEDEL'S PERSONAL PICK:**  
**DIONNE FARRIS "I Know" (COLUMBIA)**

# COLLECTIVE SOUL



# GEL

follow-up to "SHINE" the #1 song of the year

the first single from

## THE JERKY BOYS

SOUNDTRACK



- ONE OF THE MOST DISC-OVERED!
- ONE OF THE MOST ADDED TOP40!
- THE MOST ADDED AT AOR!
- ONE OF THE MOST ADDED ALTERNATIVE!

**NEW THIS WEEK AT:**

**WLUM  
99X  
ENZ  
KC101  
WRQK  
U93  
Y102  
K106**

**AND MANY MORE...**



THE HEARING AID CALL 1-800-ATLANTIC FOR A QUICK MUSIC TUNE-UP

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THE ATLANTIC GROUP

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Once they see him, they won't let go.

**"Hold On"**

# JAMIE WALTERS

from his self-titled album

produced by Steve Tyrell

**28 million people  
see him every Wednesday  
on  
"Beverly Hills 90210,"  
the No. 1 show for women 18-49**

▪ **ONE OF THE MOST DISC-OVERED** ▪  
▪ **ONE OF THE MOST ADDED** ▪

**ON OVER 70 TOP40 STATIONS INCLUDING THE FOLLOWING:**

**WKSE 16X  
WFLY 40X  
WKRZ 38X**

**WEDJ 32X  
WNTQ 35X  
K92 30X**

**PRO-FM 29X  
98PXY 25X  
WXKS 23X**

**Y107 18X  
KRQ 17X  
WFMF 16X**

AND MANY MORE...

**He mobs the malls...  
then sells out the stock**

Oct 29 Cleveland WZJM 2000 people / Oct 30 Pittsburgh B94 2500 people / Nov 6 Cincinnati WIZF 2000 people  
Nov 12 Boston WXKS-FM 3000 people / Nov 13 Kansas City KISF 1800 people / Nov 26 Salt Lake City KUTQ 1000 people  
Nov 27 Denver KS104 1200 people / Dec 3 Albany WFLY 2800 people / Dec 4 Omaha KQKQ 4000 people  
Dec 16 Buffalo WKSE 2500 people / Dec 17 New York WPLJ 2500 people



THE HEARING AID Call 1-800-ATLANTIC for a quick music tune up. Talk to us: ATLGRP@aol.com 74774,1026@compuserve.com  
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# knowing is everything

"...a work of considerable substance and style...an accomplished  
and adventurous singer..."

-robert hilburn's "top 10 artists 'n the class of '94," the los angeles times

"farris' disc is a welcome debut. A+"

-entertainment weekly

"for those of you who still insist on viewing black music in tired,  
myopic terms, dionne's got something fo yo asses."

-vibe

"ms. farris never sounds like anyone's disciple,  
and she has her own kind of spunk."

-the new york times

## i know

the first single from  
"wild seed-wild flower"



## dionne farris

produced by dionne farris,  
david harris, tina davis  
and randy d. jackson.  
management: michael simanga -  
fcs&t, inc.

COLUMBIA

major market tour beginning end of january.

# The **INSIDE PAGE**

## HITMAKERS **HOT TIP**

### MARTIN PAGE "In The House Of Stone And Light" (MERCURY)

Already exploding at A/C and crossing now to Top40. Programmers on our Programmer Conference Calls have been telling us Mr. Page has a definite HIT! Check out Disc-covery Club this week for mega-mentions. Early believers include: STAR94, WTIC-FM, KRQ, KLYV, WLAN, WVKS, and more...A sound reminiscent of a cross between Sting and Genesis will prove to be an upper demo female callout monster! Sure to have lasting impact at the Top40 level, and dare we say, future core artist potential. Congratulations Mercury, for being fortunate enough to own one of the first new hits of '95.

## Researching Music

**HOOTIE & THE BLOWFISH** "Hold My Hand" (ATLANTIC) One of the most infectious records available on Earth • **DES'REE** "You Gotta Be" (550) You can't deny the positive message Des'ree conveys in her exciting debut • **VANESSA WILLIAMS** "The Sweetest Days" (WING/MERCURY) She's now a Broadway star, and preparing for an upcoming a pop tour...Everybody loves Vanessa! • **ANDRU DONALDS** "Mishale" (CAPITOL) Has been and will continue to be a great secret weapon record. • **GREEN DAY** "When I Come Around" (REPRISE) The hottest band in the U.S.A. with their most mass-appeal effort to date. • **FREEDY JOHNSON** "Bad Reputation" (ELEKTRA) • Gotta love this promising new artist. • **WEEZER** "Buddy Holly" (DGC), The hippest video out right now, asking the musical question, "How's the fish tonight, Al?" • **FLAMING LIPS** "She Don't Use Jelly" (WB) New this week at KISF/Kansas City to kick off their New Rock direction perfectly. • **BARRY WHITE** "Practice What You Preach" (PERSPECTIVE/A&M) The Love-meister continues in his role as the world's largest chick magnet... • **HOLE** "Doll Parts" (DGC) Besides singlehandedly rejuvenating the plastic hair barrette industry, Courtney's got herself a damn fine record to boot...Thank you.

**ON THE STREET SIDE...BROWNSTONE** "If You Love Me" (MJJ/EPIC) An impressive first week at Mainstream also...Killer song that's going right to the top. • **AALIYAH** "Age Ain't Nothin' But A Number" (JIVE) Number??? That's not what her parents said when she secretly tied the knot with R. Kelly. She unstoppable! • **BONE THUGS & HARMONY** "Foe The Love Of \$" (RELATIVITY) A great follow-up to "Thuggish, Ruggish, Bone"...and what a hook!!! • **K7** "Move It Like This" (TOMMY BOY) Added early at KTFM and POWER96 and it's flying up the charts! • **69 BOYZ** "Kitty, Kitty" (RIP IT) Already purring at KKSS, KPWR, KUBE, KIX106, KGGI, etc. • **METHOD MAN** "Bring The Pain" (Def Jam) They're causing some pain with their 8 adds this week!

The **BARRY RICHARDS** Pick To Click is **SPANISH FLY** "Daddy's Home" (UPSTAIRS)

(Don't miss Barry Richards' first column, "Reazar's Records," debuting this week on page 29!)

From the **ALTERNATIVE WORLD....LIZ PHAIR** "Whip Smart" (MATADOR/ATLANTIC) #4 **HITMAKERS** Most Disc-overed this week. • **LIVE** "Lightning Crashes" (RADIOACTIVE/MCA) No matter how much rain Los Angeles gets...this lightning is welcome here. • **VERUCA SALT** "Number One Blind" (DGC) Strong follow-up to "Seether"...new at WFNX, WLUM, CIMX, KNNC, and more. • **SIMPLE MINDS** "She's A River" (VIRGIN) This band has been making high quality hit records for over 10 years...the tradition continues. • **FLAMING LIPS** "She Don't Use Jelly" (WB) Top 15 at KROQ, WLUM, EDGE/Vegas and many other fine radio stations near you.

The **LISA McCARTHY** Pick To Click is **SIMPLE MINDS** "She's A River" (VIRGIN)

(See THE CONFERENCE CALL PICKS PAGE coming up next FOR ALL THE HOT RECORDS this week!)

## BREAKING NEWS

**NEW YORK & LOS ANGELES FALL ARBITRON #'S!**

**JAMIE HYATT OUT AT KTFM/SAN ANTONIO!**

**WARNER BROS. RECORDS #1 IN SALES IN '94**

## ALSO IN THIS ISSUE...

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# QUEENSRYCHE

Over 30 Top40 Stations Impacting First Week!  
One Of The Most Disc-overed!  
50,000 Albums Sold Over The Last 2 Weeks!  
LP: Over 500,000 Scanned!  
#1 Most Added At Gavin Top40!

## BRIDGE

*Second*

From the platinum album PROMISED LAND

Produced by Queensrÿche & James "Jinno" Barton Management & Prime Inc.

EMI Records



SERVING THE MUSIC

# HITMAKERS Faces & Places



**Joe Hecht**

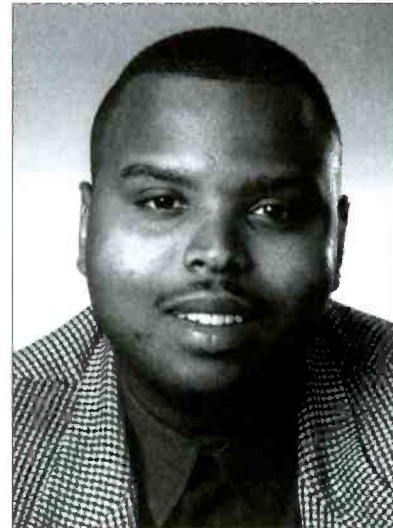
## HECHT NAMED VP/PROMO AT RELATIVITY RECORDINGS

Joe Hecht has been promoted to VP of Pop Promotion it was announced by Kevin Carroll, VP of Promotion. In his expanded role, Hecht will be responsible for CHR and Crossover radio promotion. Hecht has been with Relativity for over three years, most recently as Sr. Dr., Nat'l. Promo. Prior to that, he was National Director Dance Music and Promotion Manager at RCA. Hecht reports to Carroll and is based at Relativity's New York City headquarters.

According to Carroll, "Joe is a talented executive with broad radio exposure and knowledge which is essential to the success of our diverse artist roster. He's a part of our winning team responsible for Relativity's phenomenal growth in hip hop music and he is playing an equally important role in the development of our Rock/Pop artists."



**Hugh Surratt** has been named Vice President, Artist Development for RCA Records Label.



**Lindsey Williams** has been promoted to Vice President, Black Music for EMI Records.



Pictured from left are **Tom Jones**, **Queen Latifah** and **Dick Clark**. The threesome gathered at the Beverly Hilton Hotel in Beverly Hills, CA to announce the nominations and show information for the 22nd Annual "American Music Awards."



Virgin Records recording artist **Joe Jackson** is congratulated by Virgin executives backstage following a recent performance at the Wiltern Theater in Los Angeles. Pictured (l-r): **Winston Simone**, Jackson's manager; **John Boulos**, VP/Promotion; **Kaz Utsunomiya**, Executive VP, A&R; and **Phil Quartararo**, President/CEO, Virgin Records.

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**Kim Hughes** has been appointed National Director, Pop/Crossover Promotion for RCA Records Label.



RCA execs posed for a photo recently while making the company's annual holiday donation to Coalition For The Homeless. Pictured (l-r): **Carol Fenelon**, Sr. VP, Legal and Business Affairs, RCA; **Dave Novik**, Sr. VP, A&R, RCA; **Skip Miller**, Sr. VP, Black Music Division, RCA; **Mary Brosnahan**, Exec. Dir., Coalition For The Homeless; **Alan Mucatel**, Dir., Development, Coalition For The Homeless; and **Butch Waugh**, Sr. VP, Promo., RCA. Front: **Nipper**.

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# MELISSA ETHERIDGE

*"If I Wanted To"*

Album **"YES I AM"** approaching 3 million

**3 GRAMMY NOMINATIONS**

SoundScan Album Chart 24-20\*

Official Add Date 1/17

Already On:

WIOQ, WPLY, STAR94,  
WZPL, WAHC, K92, KDUK



## PORTISHEAD

*"Sour Times"*

*(Nobody Loves Me)*

Monitor Modern Rock Chart 9-8\* • Billboard New Artist Chart 14-6\*

Over 100,000 Albums Sold

GREAT PHONE STORIES AT:

KEDJ/Phoenix #1 Phones, KDGE/Dallas Top 5 Phones  
KPNT/St. Louis Top 10 Phones, KNNC/Austin Top 5 Phones  
WZRH/New Orleans Top Phones

HOT ALBUM SALES IN:

Los Angeles 135-60 • San Francisco 153-81 • Seattle 125-87 • Minneapolis 139-99

GREAT ROTATION AT: WHYT 51x • WLUM 29x



GO DISCS!



ADD BUZZ CLIP





# Programmer's Think Tank

by TOM SHO VAN



## THE INFORMATION SUPERHIGHWAY

As we get up to speed in 1995, we're all glancing over to the much-touted 'INFORMATION SUPERHIGHWAY.' NYNEX spokesperson Mary Alice Williams bored us with hollow rhetoric at The Conclave regarding the future of telecommunications. From corporate giants in every conceivable communications field we hear promises of projects on the burner that will revolutionize entertainment forever. It all seems like an H.G. Wells novel or cheap science fiction. The fact is that's what a lot of it actually is...drawing board engineering.

Back in the 1950's, Paul Schaffer (an engineer, not Letterman's sidekick) pioneered automation for radio stations. It started off with a jukebox automatically sequencing songs. Subsequent refinements over two or three decades led us to the world of secondary tones and pulses, allowing us to now leave our radio stations virtually unattended for days at a time. The cry from station owners was all the way back to the 1950's. "We're going to automate." Automation, before the technology was even dependable or hardly functional, was declared a smashing success – the wave of the future.

No question, technology turns us on. It's sexy. More than 15 years ago Jeff Sudikoff started what became I.D.B. and launched the first regular weekly satellite-delivered radio program called "Satellite Live." Mutual Network, at the same time, started

converting land lines to satellite distribution. To this day the radio industry still has not completely agreed on satellite distribution techniques, channels and technology. Mutual eventually walked away from its multi-million dollar initial hardware investment to put the network up on Westar IV and retooled it, complete with all new dishes to use Satcom C-5, DAT, SEDAT, SATCOM, GE...there's still no universal method of reaching all radio stations in America via satellite despite universal agreement by all broadcasters that they think satellites are vital to today's radio! For that matter, a radio trade organization just completed a survey of broadcast executives about E-mail. More than 75% of those polled had an E-mail address and an on-line computer. Less than 20%, however, felt E-mail was the way they wanted to receive news and information about the radio industry. Does that sound to you like we're an industry of people just dying to hop on the Information Superhighway and plunge into cyberspace? Of course not.

We talk big. We love toys. We like to think about hot new ways to communicate, but we won't use them. According to a Consumers Report survey, 61% of all VCR owners can't even make the digital time clock stop blinking, let alone set the timer to record shows. Since we're all kids, a big fantasy has been picture telephones so you could see the party you were calling. AT&T offered phones that provided "tele-pictures" for under \$300 in 1983 and the idea flopped. Nobody really wanted to be seen on the phone, apparently.

As broadcasters we have the temptation to get sucked up into all this fantasy stuff. People are making noises like they're going to distribute new music and narrowcast formats via satellite to our stations and revolutionize the way we do what we do and how we sound. Ultimately, that may actually happen. Station owners, in particular, are always looking for cheaper ways to do what they do with less and less manpower. If we believe that technology is going to mean the tearing down of the current radio community in order to construct a new superhighway system through it, then that is what will happen. They will bulldoze our stations and put in a new system and it will be our fault. Because technology is just a facilitation – it's supposed to work for us, not us be a victim to it.

Years ago, America's major cities had trolley systems providing top-notch public transportation. The automobile manufacturers bought up the trolley systems, tore up the tracks and disbanded them to spur the need for automobiles. Today, although cities with they still had the trolleys, it's too expensive and cumbersome to recapture the property and rebuild the system. Cars have taken over, belching pollutants into the air and gulping our limited petroleum assets.

Machine does not have to control man. Let's take this precious moment to see where they're thinking of putting this new superhighway before the demolition crews come in.

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



## YETTA da YENTA

### Oy-Vey!

So listen kids, talent iz talent, and you can't fool Yetta. My darling Tommy Gorman *IS* a very talented, vell respected, and great promotion person. I vant he should get a good job vit a BIG label dat can utilize hiz many talents. A betta people person you'll never find!

It does my heart good to see a nice girl like Sheryl Crow doing so vell. Stoney is doing a very nice job, don't you think?

To My Darling Brenda,  
Da verlt vants you. And vhy not? You're soo good and day all know it. But I knew it furst!

Barrala from da Veiss family in New York...(You

remember doz big machas Sam and Hymie Veiss? Barry is Hymie's son.)...vell, look for Barry to be named Prezident of Jive Records very shortly and continue all da success day have already had last year and before.

If I vent to all da conventions dis year, I would never be able to unpack mine bag. Who can run to all dees? First day vant me to schlep to San Francisco, den day vant me to go to New Orleans, after dat...who knows vere dell send me next?

Hoo Ha...My wonderful Andrea is on fire! If you're in da neighborhood, stop in and say hello to dat Atlantic gang. Maybe Danny vill play a few songs on da piano for you. But, don't be surprised if dere too bizy vit all da hitz day got right now.

**YETTA**

# HITMAKERS

## MAINSTREAM TOP 40 DISCOVERY CLUB

1. **DIONNE FARRIS "I Know" (COLUMBIA)**
2. **SHERYL CROW "Strong Enough" (A&M)**
3. **COLLECTIVE SOUL "GeI" (ATLANTIC)**
4. **MARTIN PAGE "In The House Of Stone..." (MERCURY)**
5. **CE CE PENISTON "Keep Givin' Me Your..." (COLUMBIA)**
6. **EAGLES "Love Will Keep Us Alive" (Geffen)**
7. **JAMIE WALTERS "Hold On" (ATLANTIC)**
8. **QUEENSRYCHE "Bridge" (EMI RECORDS)**
9. **IMMATURE "Constantly" (MCA)**
10. **LIVIN JOY "Dreamer" (MCA)**
11. **GREEN DAY "When I Come Around" (REPRISE)**
12. **VAN HALEN "Don't Tell Me (What...)" (WARNER BROS.)**
13. **BROWNSTONE "If You Love Me" (MJJ/EPIC)**
14. **MELISSA ETHERIDGE "If I Wanted To" (ISLAND)**
15. **REAL McCOY "Run Away" (ARISTA)**
16. **SIMPLE MINDS "She's A River" (VIRGIN)**
17. **WEEZER "Buddy Holly" (DGC)**
18. **AIMEE MANN "That's Just What You Are" (GIANT)**
19. **CRYSTAL WATERS "What I Need" (MERCURY)**
20. **RICHARD MARX "Nothing Left Behind Us" (CAPITOL)**
21. **TEVIN CAMPBELL "Don't Say..." (QWEST/WB)**
22. **TLC "Creep" (LaFACE/ARISTA)**

# COLUMBIA RECORDS

Presents the **HITMAKERS**

## Programmer of the week



### Columbia Crusades

#### #1 MOST DISC-OVERED!!! DIONNE FARRIS

##### "I Know"

**KEN BENSON, PD, KKRZ, Portland**

DIONNE FARRIS *I Know* (COLUMBIA) - It's Pop, it's uptempo, and has a fresh sound...Loaded with hooks.

**NEAL SHARPE, PD, JET-FM, Erie**

DIONNE FARRIS *I Know* (COLUMBIA) - Mainstream Pop with difference...A very unique-sounding record.

**JOE DAWSON, PD, KLYV, Dubuque**

DIONNE FARRIS *I Know* (COLUMBIA) - Good tempo with a catchy hook.

**TIM RICHARDS, MD, KRQ, Tucson**

DIONNE FARRIS *I Know* (COLUMBIA) - Will be big!

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

DIONNE FARRIS *I Know* (COLUMBIA) - Great new artist for '95.

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

DIONNE FARRIS *I Know* (COLUMBIA) - It's a dance tune; it's a rocker...ah hell, it's an uptempo Pop record, and I love it!

**JAY BEAU JONES, PD, WKSS, Hartford**

DIONNE FARRIS *I Know* (COLUMBIA) - Has a universal sound that can be played on almost every radio station.

**JOHN IVEY, PD, WXKS, Boston**

DIONNE FARRIS *I Know* (COLUMBIA) - This is a smash. Played it the last two and a half months in Nashville. It's a hit.

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

DIONNE FARRIS *I Know* (COLUMBIA) - Just what Top40 needs right now. A very hip-sounding Pop song.

**CHET BUCHANAN, APD, KUBE, Seattle**

DIONNE FARRIS *I Know* (COLUMBIA) - A lot of buzz on this one. May transcend many formats and demographics.

#### Nominees for Issue 872.

Vote for your choice.

1. CHUCK TISA (MD, WPLY/Philly)
2. KENNY KNIGHT (MD, WKBQ/St. Louis)
3. ROB MORRIS (APD/MD, KDWB/Minneapolis)

Call your HITMAKERS Account Executive (818) 887-3440

Programmer of the week wins a Sony Walkman™!

### Steve Smith



PD, HOT97/New York

#### Career Highlights:

- Took Y97/Santa Barbara to their best book in history.
- Took HOT97.7/San Jose from worst to first in 13 weeks.
- Took KKFR/Phoenix to #1.
- In one year took HOT97/New York from #11 to #2 12+ (beating all competitors) and #1 18-34 in the Fall book.

#### Family:

The most beautiful 4 1/2 year old son in the world, Josh, and my cat, Mr. French.

#### Hobbies:

Overseeing the programming of WRKS-FM/New York.

#### Quote:

"Always attempt to be able to put yourself in the position of the average listener."

#### Prediction for 1995:

WRKS-FM and HOT97 will be #1 and #2 in New York, in either order.

# R.E.M. "Bang & Blame"

- Monitor Mainstream Chart: 32-26\* • #3 Airplay Gainer!
- More Than 1500 Top40 BDS Detections • More Than 12 Million Top40 Listeners!
- More Than 4200 Total BDS Detections • More than 34 Million Total Listeners!
- SoundScan Album Chart: #16\* - Triple Platinum!

## One of The Most Added Again Including:

Q102	WFLY	WZYP	WNNK	WDJB
WZJM	WGTZ	KC101	KQMQ	XL106.7
WXKS	K92	KKRD	KZZU	and more

<b>Spinning At:</b>	WLUM	47x	THE END	32x	B97	21x	
KISF	70x	WPLY	35x	99X	30x	STAR94	20x
WZPL	53x	Q99	38x	PRO-FM	25x	and many more	
WAHC	40x	KRBE	30x	KROQ	30x		
WHYT	40x	Z100	34x	WKBQ	24x		



Heavy!



Medium!

Look For REM On their First U.S. Tour In Six Years - Starts May 5th!

# TEVIN CAMPBELL

## "Don't Say Goodbye Girl"

- Monitor Crossover Chart 24-21\* Airpower!
- More Than 1500 Total BDS Detections • More Than 17 Million Total Listeners!

<b>Spinning At:</b>	KMEL	25x	KIKI	49x	HOT97.7	31x	WJJS	19x	
PWR106	43x	92Q	22x	KLUC	45x	Q105	30x	KPRR	9x
KZFM	38x	KIX106	15x	KPSI	Add	WOVV	28x	KTMT	Add
Z90	36x	KDWB	13x	KIXY	38x	KWIN	28x	and more	
WJMN	34x	KRQ	Add	HOT105	35x	B95	25x		
WHHH	33x	KDON	63x	WHJX	34x	KQMQ	19x		

Now On Tour With Boyz II Men!



# Top40 Disc-overery Club

## **LARRY HUGHES, PD, 95XIL, Parkersburg**

**SHERYL CROW** *Strong Enough* (A&M) - Shows her singing ability and is relatable to women.

**SIMPLE MINDS** *She's A River* (VIRGIN) - Sounds a lot like U2 - good tempo!

## **BEN HAMILTON, PD, 95XXX, Burlington**

**EAGLES** *Hotel California Unplugged* (Geffen) - First week in callout - #1.

**WET WET WET** *Love Is All Around* (LONDON/ISLAND) - I can't believe how many people missed this record.

**PEARL JAM** *Better Man* (EPIC) - It's a hit!

**GREEN DAY** *When I Come Around* (REPRISE) - This record is a hit!

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

**DIONNE FARRIS** *I Know* (COLUMBIA) - Great new artist for '95.

**REAL McCoy** *Run Away* (ARISTA) - Find this and play the hell out of it.

**WEEZER** *Buddy Holly* (DGC) - Strong single, great video. Put it on at night.

**JAMIE WALTERS** *Hold On* (ATLANTIC) - 90210 rules.

## **NEAL SHARPE, PD, JET-FM, Erie**

**DIONNE FARRIS** *I Know* (COLUMBIA) - Mainstream Pop with difference...A very unique-sounding record.

**WEEZER** *Buddy Holly* (DGC) - Already Top 5 phones after less than two weeks.

**LIVIN JOY** *Dreamer* (MCA) - Follows in the tracks of Real McCoy and Culture Beat...Should do well.

**SIMPLE MINDS** *She's A River* (VIRGIN) - Has that trademark sound you recognize immediately.

## **MARK LANDIS, PD, K106, Beaumont**

**VAN HALEN** *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Starts off a little hard, but it's a great Van Halen song.

**QUEENSRYCHE** *Bridge* (EMI RECORDS) - Nice follow-up.

**COLLECTIVE SOUL** *Gel* (ATLANTIC) - I really like these guys. Give them a shot. They'll do good for you.

## **LEO CARO, MD, KCHX, Midland/Odessa**

**COLLECTIVE SOUL** *Gel* (ATLANTIC) - Starting off '95 with a good night rocker.

**IMMATURE** *Constantly* (MCA) - Another smooth one to get your night phones going.

**STEVIE B.** *Funky Melody* (EMPORIA/THUMP) - This is the sound that broke him way back. Test it!

## **MIKE DANGER, MD, KCLD, St. Cloud**

**N II U** *I Miss You* (ARISTA) - If only they had released this during Mother's Day.

**DIONNE FARRIS** *I Know* (COLUMBIA) - Definitely original.

**SHERYL CROW** *Strong Enough* (A&M) - Huge female record.

## **GREG ADAMS, PD, KDUK, Eugene**

**SHERYL CROW** *Strong Enough* (A&M) - Great follow-up...She's a lock.

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - A quality-driven piece of music.

**LIVIN JOY** *Dreamer* (MCA) - Perfect record for Top40.

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - Good Ce Ce record. The movie should give her the added exposure she deserves.

## **FERNANDO VENTURA, MD, KHFI, Austin**

**CRYSTAL WATERS** *What I Need* (MERCURY) - 100% Pure Love sideways...Good follow-up.

**DIONNE FARRIS** *I Know* (COLUMBIA) - The former back-up singer for Arrested Development. Don't worry...there's no preaching in this song.

**TLC** *Creep* (LaFACE/ARISTA) - #2-selling single here...This would be good for us for nights.

**BLESSID UNION OF SOULS** *I Believe* (EMI RECORDS) - Killer ballad.

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

**REAL McCoy** *Run Away* (ARISTA) - Spiked the import this past weekend...Getting good response.

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - Sounds like a KISS record.

## **MICHAEL STEELE, PD, KIXY, San Angelo**

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - Best track off the *Ready To Wear* CD.

**CRYSTAL WATERS** *What I Need* (MERCURY) - Another smash!!

**TEVIN CAMPBELL** *Don't Say Goodbye Girl* (QWEST/WARNER BROS.) - Been on it for four weeks - already testing well.

## **KEN BENSON, PD, KKRZ, Portland**

**GREEN DAY** *When I Come Around* (REPRISE) - The hottest Rock band in America at the moment...Their most mass appeal release yet. The *Two Princes* of '95.

**BLESSID UNION OF SOULS** *I Believe* (EMI RECORDS) - Jimmy and Brian at our sister station in Cincinnati tipped us to this one...Great lyrics and already pulling interest calls.

**DIONNE FARRIS** *I Know* (COLUMBIA) - It's Pop, it's uptempo, and has a fresh sound...Loaded with hooks.

## **JOE DAWSON, PD, KLYV, Dubuque**

**VAN HALEN** *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Real Rock & Roll for the '90s.

**DIONNE FARRIS** *I Know* (COLUMBIA) - Good tempo with a catchy hook.

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - Good adult female record with a strong hook.

**COLLECTIVE SOUL** *Gel* (ATLANTIC) - Good tempo from a hip band.

**QUEENSRYCHE** *Bridge* (EMI RECORDS) - Already making the 'Top 9 At 9' after two weeks of airplay.

## **MIKE CHASE, PD, KMCK, Fayetteville**

**DIONNE FARRIS** *I Know* (COLUMBIA) - One listen is all it took. I like it.

**SHERYL CROW** *Strong Enough* (A&M) - A one-listen record.

## **DAN OLSEN, PD, KOKZ, Waterloo**

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - Liked it since the first listen...Could be a sleeper.

**EVERYTHING BUT THE GIRL** *Missing* (ATLANTIC) - Nice bright sound that's really different.

## **JIM ALLEN, APD/MD, KQCR, Cedar Rapids**

**MELISSA ETHERIDGE** *If I Wanted To* (ISLAND) - Here's another Top 10 smash.

**PORTISHEAD** *Sour Times* (LONDON) - Has a very unique sound.

**DEAD EYE DICK** *Perfect Family* (ICHIBAN) - Could easily be as big of a hit as *New Age Girl*.

## **JIMI JAMM, MD, KQKQ, Omaha**

**IMMATURE** *Constantly* (MCA) - If James Brown is the Godfather of Soul, then these are his grandchildren.

**LIL SUZY** *Promise Me* (METROPOLITAN) - Passionate vocals much like Collage's *I'll Be Loving You*.

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - I'm biased because I like everything she does anyway.

## **PAUL BRYANT, MD, KRBE, Houston**

**cranberries** *Ode To My Family* (ISLAND) - *Linger* Part II...Coming soon to a radio near you.

**TWENTY 4 SEVEN** *Slave To The Music* (ZYX) - Featured on my 'Catch Of The Day' last week, came back 98% positive, biggest so far this year.

**PETE DROGE** *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE) - Might have gotten overlooked during the Christmas shuffle...time to take it seriously...From *Dumb And Dumber*.

## **MARK TODD, PD, KRQ, Tucson**

**SHERYL CROW** *Strong Enough* (A&M) - Coming off a huge record...This one sounds like it's gonna work too.

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - This could be her best effort yet.

## **TIM RICHARDS, MD, KRQ, Tucson**

**COLLECTIVE SOUL** *Gel* (ATLANTIC) - Can't wait for the movie. This is a hooky record.

**DIONNE FARRIS** *I Know* (COLUMBIA) - Will be big!

## **JON ZELLNER, PD, KTHT, Fresno**

**BLACKSTREET** *Before I Let You Go* (INTERSCOPE) - Great balance rhythm ballad and strong Fresno sales with little radio airplay.

**TEVIN CAMPBELL** *Don't Say Goodbye Girl* (QWEST/WARNER BROS.) - Solid follow-up. Should be as strong as *Always In My Heart* and *I'm Ready*.

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

**QUEENSRYCHE** *Bridge* (EMI RECORDS) - Their distinctive sound strikes again. They're back!

**VAN HALEN** *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Rock & Roll at its best.

**COLLECTIVE SOUL** *Gel* (ATLANTIC) - Great uptempo Rock & Roll. Thank God for guitars.

## **TOM MARTENS, PD, KWTX, Waco**

**TEVIN CAMPBELL** *Don't Say Goodbye Girl* (QWEST/WARNER BROS.) - This song is very strong at Urban radio and should cross over well.

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - Has her signature sound.

**BROWNSTONE** *If You Love Me* (MJJ/EPIC) - A good uptempo record.

**IMMATURE** *Constantly* (MCA) - #3 phones at night. Strong second release.

# MARTIN PAGE

*“In The House Of Stone And Light”*

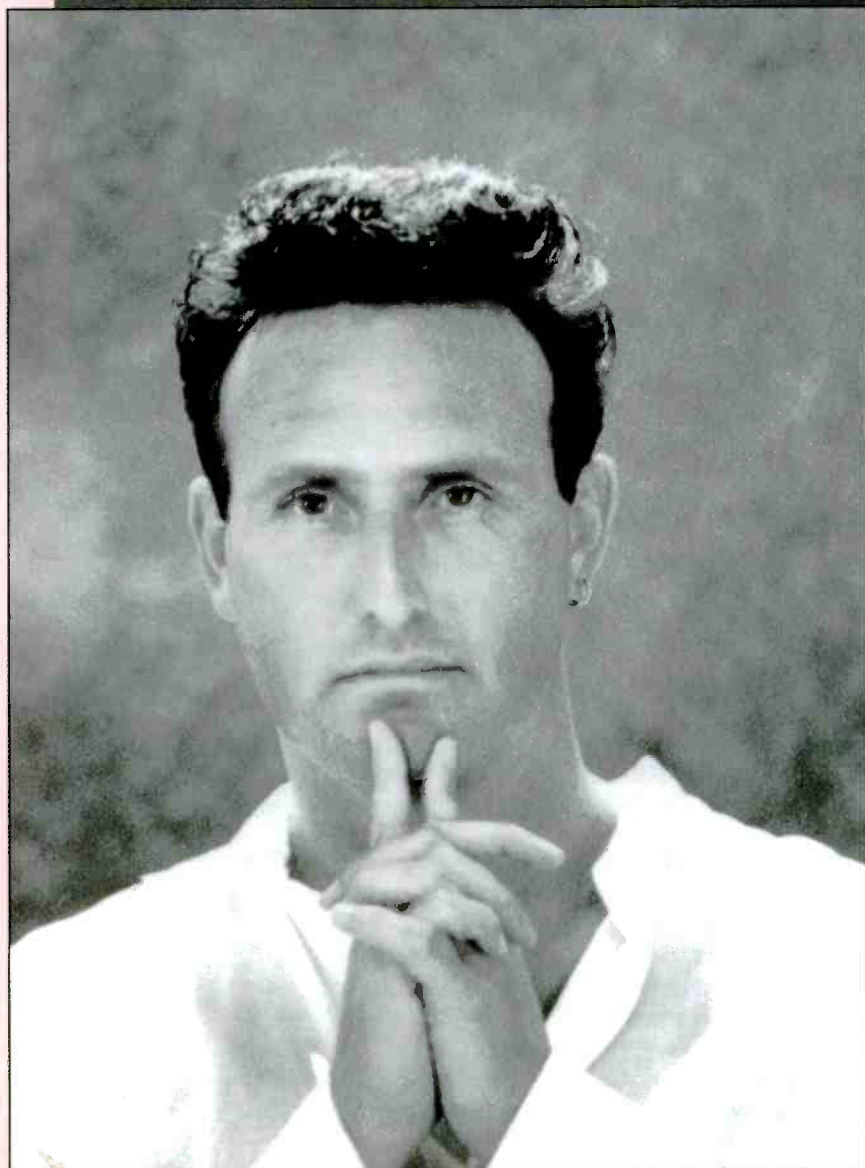
**EARLY BELIEVERS THIS WEEK:**

WTIC-FM/24x, WBIZ/25x  
WAZY/35x, WLAN/23x  
WNSL, WPXR, WVKS

**ALREADY SPINNING AT:**

STAR94/29x, WBNQ/23x  
KRQ/27x, WRXY/14x  
KLYV/31x, KZ10/33x  
WKRZ/26x

**ONE OF THE MOST  
DISCOVERED**



*“Danny Clayton from WKTU told me if I didn’t play this record,  
he’d hurt me physically.”* Jimmy Steal/PD/Q102

*“Good Adult female record with a strong hook.”*  
Joe Dawson/PD/KLYV

*“Amazing record. Sounds incredible on the air.”*  
James Baker/PD/KZIO

*“Its time for Top40 to jump on this pop gem.”*  
Bill Mitchell/PD/U93

*“A mass appeal hit.”*



Beau Landry/PD/WBIZ

# Top40 Disc-overery Club

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

**JOHN WAITE** *How Could I Have Lived Without You* (IMAGO) - A beautiful Pop song that was an overwhelming success on 'Smash Or Trash.'

**SHERYL CROW** *Strong Enough* (A&M) - She will still be batting 1,000 on TUESDAY NIGHT MUSIC CLUB.

**MEGADETH** *A Tout le Monde* (CAPITOL) - Nice song, not too loud.

**DIONNE FARRIS** *I Know* (COLUMBIA) - Nice album. Good first single.

## **JAMES BAKER, PD, KZIO, Duluth**

**RICHARD MARX** *Nothing Left Behind Us* (CAPITOL) - Super song that should work well for middays.

**CRASH TEST DUMMIES** *Ballad Of Peter Punkinhead* (RCA) - Better than XTC. Will get lots of attention.

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - Amazing record. Sounds incredible on the air.

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

**DIONNE FARRIS** *I Know* (COLUMBIA) - I know it will be a Top 10 record.

**VAN HALEN** *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - They still rock... Good attitude song.

**ELTON JOHN** *I Just Can't Wait To Be King* (HOLLYWOOD) - Will sound great in middays.

## **PAUL WALKER, PD, OK95, Tri-Cities**

**QUEENSRYCHE** *Bridge* (EMI RECORDS) - An absolutely great Rock track that should cross well.

**SHERYL CROW** *Strong Enough* (A&M) - Great melody, great words.

**GREEN DAY** *When I Come Around* (REPRISE) - Consistent Top 5 phones for weeks.

## **TONY MASCARO, MD, PRO-FM, Providence**

**RICHARD MARX** *Nothing Left Behind Us* (CAPITOL) - A sure winner. Great track for playlist balance.

**LIVIN JOY** *Dreamer* (MCA) - Great dance track. After Corona and Real McCoy, this will keep things rolling.

**COLLAGE** *Diana* (METROPOLITAN) - This should work as well as *I'll Be Loving You*.

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

**RICHARD MARX** *Nothing Left Behind Us* (CAPITOL) - Sounds better with every listen. Spiked it several times and got good reaction.

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - Danny Clayton from WKTI told me if I didn't play this record, he'd hurt me physically...

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

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - We've always had good success with her. Good uptempo record at a time where record labels don't give you a lot of them.

## **BILL MITCHELL, PD, U93, South Bend**

**COLLECTIVE SOUL** *Get* (ATLANTIC) - First song from the highly anticipated Jerky Boys movie. This song rocks and will spice up your nighttime airwaves.

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - Already a big song at hot AC. It's time for Top40 to jump on this pop gem.

**DIONNE FARRIS** *I Know* (COLUMBIA) - Whew, this song blew me away the first time I listened to it... Could be huge.

**SIMPLE MINDS** *She's A River* (VIRGIN) - This one hooks you right from the first second. Good to hear them back.

## **DAN DEATON, PD, WA1A, Melbourne**

**JAMIE WALTERS** *Hold On* (ATLANTIC) - Has every element of being a Top 5 song... It could even be #1.

**QUEENSRYCHE** *Bridge* (EMI RECORDS) - Intelligent Rock for intelligent people.

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

**DIONNE FARRIS** *I Know* (COLUMBIA) - Picked it off the demo cassette three months ago. Now it's time to play it.

**IMMATURE** *Constantly* (MCA) - Urban success made me a believer.

**ALL-4-ONE** *(She's Got) Skillz* (ATLANTIC) - Don't give up on this record. Check out cut two on the CD single.

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

**DIONNE FARRIS** *I Know* (COLUMBIA) - Probably will be one of the best records of the year... Believe the buzz.

**QUEENSRYCHE** *Bridge* (EMI RECORDS) - They have found the sound that will work at Mainstream.

**COLLECTIVE SOUL** *Get* (ATLANTIC) - A great record. Play this or else, tough guy!

## **MICHAEL STUART, MD, WABB, Mobile**

**JOHN WAITE** *How Could I Have Lived Without You* (IMAGO) - My favorite new song out... Exactly what I expected from this artist.

**DIONNE FARRIS** *I Know* (COLUMBIA) - Will make you move... Could be one of the top artists of 1995.

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - This is a smash. Believed in it from the first listen six months ago.

## **BURKE ALLEN, OM, WAEV, Savannah**

**JON SECADA** *Mental Picture* (EMI RECORDS) - Adult females love him.

**SHERYL CROW** *Strong Enough* (A&M) - She is white hot right now with all the Grammy nominations.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Can you believe it's crossing over to the adult format?

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

**SHERYL CROW** *Strong Enough* (A&M) - A big record for females.

**DIONNE FARRIS** *I Know* (COLUMBIA) - This song will be a smash!

**EAGLES** *Love Will Keep Us Alive* (Geffen) - Definite Top 10 record. When I saw them in concert I knew this was destined to be a hit... Where the hell has Timothy B. Schmidt been all these years?

**CE CE PENISTON** *Keep Givin' Me Your Love* (COLUMBIA) - Best thing she's done since *Finally*.

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

**ANDRU DONALDS** *Mishale* (CAPITOL) - It's a new year and for those of you that are not playing *Mishale*, wake up and smell the coffee. Great female reaction here at WAPE.

**ADAM ANT** *Wonderful* (CAPITOL) - Check this out. Reminiscent of the 'comeback' of Duran Duran two years ago.

**DURAN DURAN** *White Lines* (CAPITOL) - The boys Duran-ize a classic '80s Rap tune. Check it out.

## **JOHN FLINT, PD, WAZY, Lafayette**

**DIONNE FARRIS** *I Know* (COLUMBIA) - Terrific uptempo Pop record.

**SIMPLE MINDS** *She's A River* (VIRGIN) - Very U2-ish, smooth and slick.

## **KID KELLY, PD, WBHT, Wilkes-Barre**

**COLLECTIVE SOUL** *Get* (ATLANTIC) - Hey Jerky! This song gels with your demo...

**VAN HALEN** *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - We're on it... Waiting for Andy Shane to watch up... Come on, buddy!

**TLC** *Creep* (LaFACE/ARISTA) - Jim Elliott forced me on a Top 10 hit.

**WILLI ONE BLOOD** *Whiney, Whiney* (RCA) - A fun song.

## **DANNY OCEAN, MD, WBHT, Scranton**

**MELISSA ETHERIDGE** *If I Wanted To* (ISLAND) - Should be her third hit!

**QUEENSRYCHE** *Bridge* (EMI RECORDS) - Give this a shot. It could go the distance.

**DIONNE FARRIS** *I Know* (COLUMBIA) - A Top 10 hit!

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

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - A mass appeal hit!

**DIONNE FARRIS** *I Know* (COLUMBIA) - Takes a flavor from all formats to make this a unique hit for the airwaves!

**4 P.M.** *In This Life* (NEXT PLATEAU/ISLAND) - Instant phones. Big hit = female killer.

**GREEN DAY** *When I Come Around* (REPRISE) - We'll ignore Green Day no further.

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

**JAMIE WALTERS** *Hold On* (ATLANTIC) - Has worked for us since it hit the air. Good reaction, but she should have chosen the other guy in *90210*.

**DIONNE FARRIS** *I Know* (COLUMBIA) - Strong solo effort outside of Arrested Development. A feel-good record - the catch is, the whole song is the hook.

**AIMEE MANN** *That's Just What You Are* (GIANT) - Been on it for three weeks and we're already getting phones. You need to listen to this record... Now!

**4 P.M.** *In This Life* (NEXT PLATEAU/ISLAND) - Absolute smash record. Our biggest requester right now.

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

**DIONNE FARRIS** *I Know* (COLUMBIA) - Hit potential!

**SHERYL CROW** *Strong Enough* (A&M) - Another hit from her.

**MARTIN PAGE** *In The House Of Stone And Light* (MERCURY) - Doing great here with upper demo female response.

**EAGLES** *Love Will Keep Us Alive* (Geffen) - Response after two weeks of airplay from adults.

## **BILL KLAPROTH, PD, WDBR, Springfield**

**DIONNE FARRIS** *I Know* (COLUMBIA) - Smokin'!

**TOM PETTY** *You Don't Know How It Feels* (WARNER BROS.) - Good balance record. Hip for teens and females.

**N II U** *I Miss You* (ARISTA) - Great ballad... Check it out!

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

**LIVIN JOY** *Dreamer* (MCA) - After one week we're getting good response.

**SHERYL CROW** *Strong Enough* (A&M) - Her roll continues.

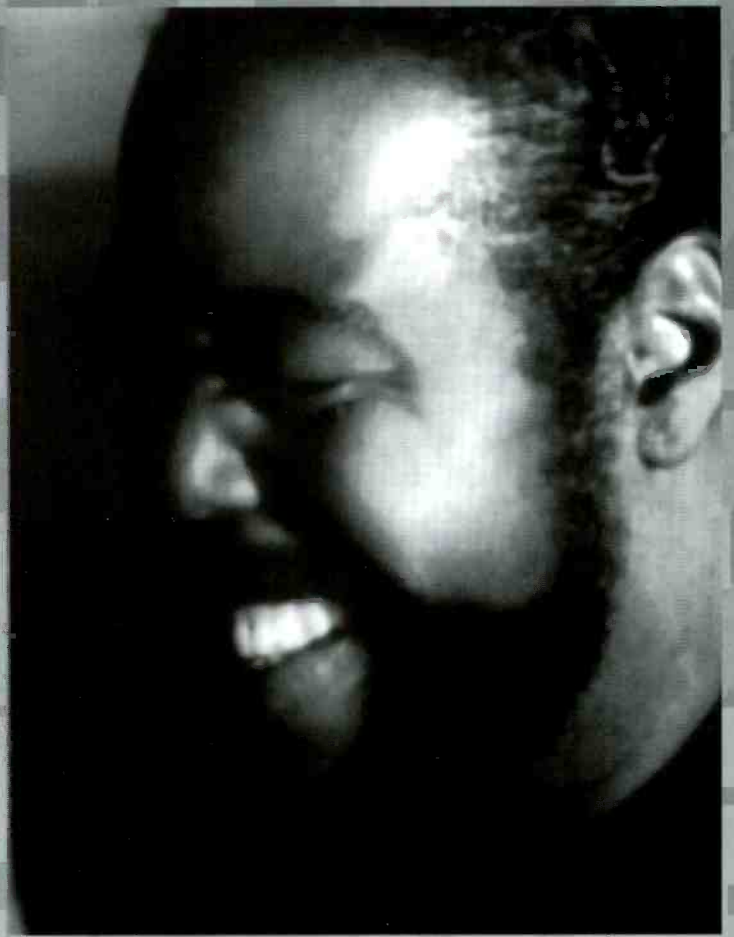
**BROWNSTONE** *If You Love Me* (MJJ/EPIC) - I just like the sound.

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

**EAGLES** *Love Will Keep Us Alive* (Geffen) - The Eagles are the Eagles - Good to have them on Top40 once again.

# BARRY WHITE

**"Practice What You Preach"**



**New At:**  
**BOSS97**  
**KPRR**  
**WSPK**  
**KRQ**  
**WHOT**  
**WWKZ**

**WSTO**  
**WSNX**  
**KLYV**  
**KQKQ**  
**KKRD**  
**KWNZ**

<b>Major Rotation At:</b>			<b>KMEL</b>	<b>San Francisco</b>	<b>27x</b>
<b>WHJX</b>	<b>Jacksonville</b>	<b>51x</b>	<b>Q105</b>	<b>Oxnard</b>	<b>31x</b>
<b>PWR96</b>	<b>Miami</b>	<b>19x</b>	<b>Z90</b>	<b>San Diego</b>	<b>19x</b>
<b>WHHH</b>	<b>Indianapolis</b>	<b>34x</b>	<b>KGGI</b>	<b>Riverside</b>	<b>22x</b>
<b>WJMH</b>	<b>Greensboro</b>	<b>23x</b>	<b>KZHT</b>	<b>Salt Lake City</b>	<b>19x</b>
<b>WJJS</b>	<b>Roanoke</b>	<b>19x</b>	<b>WVKS</b>	<b>Toledo</b>	<b>31x</b>
<b>WVSR</b>	<b>Charleston</b>	<b>21x</b>	<b>and many more</b>		
<b>92Q</b>	<b>Baltimore</b>	<b>18x</b>			
<b>KIX106</b>	<b>Providence</b>	<b>26x</b>			

## Hot Single Sales Everywhere - Top 10 In These Markets:

<b>Chicago</b>	<b>#4</b>	<b>Mobile</b>	<b>#8</b>
<b>Detroit</b>	<b>#5</b>	<b>Jacksonville</b>	<b>#2</b>
<b>Houston</b>	<b>#5</b>	<b>Little Rock</b>	<b>#8</b>
<b>St. Louis</b>	<b>#3</b>	<b>Flint</b>	<b>#8</b>
<b>Milwaukee</b>	<b>#5</b>	<b>Toledo</b>	<b>#7</b>
<b>Kansas City</b>	<b>#8</b>	<b>Knoxville</b>	<b>#8</b>
<b>Raleigh</b>	<b>#8</b>	<b>Shreveport</b>	<b>#6</b>
<b>New Orleans</b>	<b>#4</b>	<b>Roanoke</b>	<b>#6</b>
<b>Memphis</b>	<b>#3</b>	<b>Columbia</b>	<b>#4</b>
<b>Louisville</b>	<b>#5</b>	<b>Baton Rouge</b>	<b>#1</b>
<b>Birmingham</b>	<b>#5</b>	<b>and more</b>	
<b>Charleston</b>	<b>#8</b>		





# JOHN GORMAN

OM/PD, WMMS-WMJI; OM, WHK/Cleveland  
by KEVIN CARTER

Cover Photo: STEVE VACCARIELLO

**THE BIG NEWS OF THE PAST SEVERAL MONTHS WAS THE ANNOUNCEMENT THAT WMMS HAD COMPLETED ITS TRANSITION TO A CURRENT-BASED ALTERNATIVE STATION.**

WMMS never followed the pattern of your typical AORs. In our most successful years, we were musically current-based, a reflection of the time. When the rules are lead, follow, or get out of the way, where would you want to be???

Let me put it another way: The lead dog has the best view.

**YOU ALWAYS PLAYED A LOT OF ARTISTS THAT WERE CONSIDERED OUTSIDE THE BOX AS FAR AS AOR WAS CONCERNED...**

In the early 80s our playlist barely resembled an AOR. We embraced what was then defined as 'New Wave.' Our playlist included Hayzee Fantazee, Culture Club, Spandau Ballet, Eurythmics, Bananarama, and, of course, Duran Duran, and the pre-War U2. Most traditional AOR's shied away from the New Rock of the '80s. As we evolved, our numbers increased. The success of David Bowie in Cleveland put us on the national map, and allowed us to stake our claim on the 'glitter rock' phenomenon: Mott The Hoople, Suzi Quatro, Roxy Music, Eno and others. These acts were superstars in this market, selling out large venues, whereas 100 miles in any direction of Cleveland, most of these performers couldn't fill half of a small hall.

**CLEVELAND HAS ALWAYS BEEN CLOSELY LINKED TO THE BIRTH OF ROCK AND ROLL.**

Historically, Cleveland has always been an innovative, cutting-edge breakout market. The first Rock & Roll radio show was Alan Freed hosting the 'Moondog' show on WJW-AM. During the '60s, some of America's best known radio talent, like Chuck Knapp and Johnny Holiday developed their style on Cleveland radio. Some of the best-programmed Top40 stations of the '60s were WHK, KYW, and in the late '60s, WIXY. When the FCC passed the edict against simulcasting your AM programming on FM, that action helped give birth to what was then called Progressive Rock radio, and, true to form, Cleveland was one of the first markets to have two stations in progressive formats: Nationwide's WNCR, which today is Country WGAR, and then-

Metromedia-owned WMMS. In the '70s WMMS was up against a formidable opponent, M105, programmed by former WIXY PD Eric Stevens, and later Phil DeMarne and Marty Bender. Through the '70s and into the mid-'80s you had Top40 WGCL, one of the better-programmed and highly aggressive stations in the format, with programmers like Bob Travis and Tom Jefferies. Let's not forget WZZP, another strong Top40 where Tim Byrd and Beau Rains had tenure, and WLYT, and later, WRQC, with Scott Howitt at the helm. Scott now owns afternoons at WMJI. Except for a short time in the late '80s, Cleveland was always an exciting radio market.

**BACK THEN YOU DIDN'T HAVE THE BENEFIT OF TODAY'S ADVANCED RESEARCH TECHNIQUES... WHAT DID YOUR GUT TELL YOU ABOUT PLAYING THESE "OFF-BRAND" ARTISTS SUCCESSFULLY?**

Our gut told us to go with it. We plugged into what our audience expected of the station. Our staff was on the street. We championed new music. We encouraged our staff to hard-sell new music. If someone had a personal favorite, they were encouraged to 'own' that artist. This practice made it difficult for our

spending a few dollars on good hands-on program directors and developing a compatible research and promotion/marketing departments. You must study the entire market to determine the reasons for a certain station's success. Ascertain why certain music works in some markets and not in others. A similar problem is occurring in the Modern Music format. If you attempt to clone KROQ, 99X, WHFS or WMMS, it will fail. In Dallas, Joel Folger has a dance lean to KDGE. WDRE is successful with blending a larger frequency of '80s New Wave and Techno. In our case, we are around 75-80% current/recurrent with a limited Gold library of about 200 titles.

**THE WORD THAT COMES TO MIND WHEN YOU MENTION WMMS: HERITAGE. CAN YOU GIVE ME A BRIEF TIMELINE OF THE STATION?**

WMMS first came into prominence in the early '70s with Billy Bass and Denny Sanders, whom I worked with in Boston. Bass was an original programmer and did not follow the lead of what many AORs in the early '70s were doing...Remember those days? You were either self-indulgent and super cool or relying on the older acts of the time: Jeff Beck, Ten Years



**EVENTUAL RETURN?**

When Carl Hirsch resigned as President of Malrite to form his own company, the creative atmosphere quickly evaporated, replaced by political infighting and unrest. Meanwhile, a new group had purchased crosstown WGCL and after hearing of our plans to leave the station, offered us big bucks to run the property. At the time, the biggest hole was for a dance-leaning Top40. Unknown to our group at the time, which included Denny Sanders, Gina Iorillo and Spaceman Scott Hughes, among others, we were given all of four months, only two of which were in an actual Arbitron survey period, to prove ourselves. On February 12, 1987, we were abruptly asked to leave. Ironically, before I crossed the street, I had spent most of the summer planning WMMS's Fall book promotions, and so we ended up competing with ourselves...After that fiasco, I went into consulting fulltime.

**YOU GREW UP IN THE BOSTON AREA. WHERE WAS YOUR FIRST RADIO GIG?**

In 1966 I lied about my age and landed my first radio job at WORL, a AM daytime Top40 in Boston. I worked in the music department after school. I sat in on their music meetings and voted on tunes as a member of the 'target audience.' After that I went to WHDH-FM, an automated Progressive Rock format. The company also owned WHDH-AM and WHDH-TV, Channel 5 in Boston. Before we were able to go live with the FM, the TV station lost its license, and the stations were put on the block. I ended up at 1550 AM, WNTN in Newton, Mass. with Phil Christie, the former WHDH PD, where we sold the station's owner on a format flip from MOR to 'New Rock.'

**NICE TO HEAR YOU STILL RETAIN YOUR BOSTON**

**Street definition of WMMS:**  
**"A kick-out-the-jams, throw-out-the-rules Rock and Roll renegade station for the 90's and beyond."**

competitors, since so many new acts were labeled 'Buzzard Bands.'

**DO YOU FEEL THAT ALBUM-ORIENTED RADIO IN 1995 HAS BECOME LARGELY CLASSIC-BASED?**

Most AORs have been Classic-based for years. Our Jacksonville station, WFYV (Rock105) is one of the most successful AORs in the country - and they're Classic-based. For Jacksonville, it works. Should every AOR try to clone what Lex Staley is doing? Absolutely not. How many of the Z100/New York or KISS108/Boston clones were successful in the '80s? This industry still commits the error of attempting a reasonable facsimile of whatever is hot in other markets in lieu of

After, etc. When Malrite purchased WMMS from Metromedia in the '80s, Bass successfully segued into management and record promotion. I joined in 1973 as MD, hired by Denny Sanders. Of course, Denny played a cruel trick. Three months after he hired me as MD, he stepped down to concentrate on his show, and promoted me to PD. To make an incredibly long story incredibly short, I resigned in August of 1986. I returned, if that is the proper word, to WMMS on April 15, 1994. To answer a question often asked, no, I never expected to return. Sean Connery said it best: "Never say never..." or was that Romeo Void?

**WHAT REALLY TRANSPIRED AT THE STATION THAT LED TO YOUR DEPARTURE, AND**

## ACCENT AFTER ALL THESE YEARS...

That will never change. I maintain dual citizenship. I still consider myself a Bostonian. I still have close friends in Boston and I own property there. I met my fiancée there while consulting John Garabedian's 'Open House Party.' I still subscribe to the *Boston Globe* and *Boston Magazine*. I bought a satellite dish to watch the Bruins. I'm a regular listener of David Brudnoy on WBZ. And let me take this opportunity to wish him good health and a long life to come.

## WHO WERE SOME OF YOUR EARLY RADIO MENTORS?

It's a long list...Arnie Ginsburg on WMEX; Bruce Bradley on WBZ; Ken Carter on the old WCOP; of course, Phil Christie. Dave Maynard; Johnny Most. By the time I was nine, my career choice had been made. I grew up in South Boston - 'Southie.' Being on the shore, I was able to pick up the skip from New York. I was a frequent listener to Murray The K; Johnny Holiday and Mad Daddy on WINS, and Cousin Brucie on WABC. I also listened to WPTR and WTRY in Albany, WORC from Worcester and WKBQ in Buffalo. Some of the greatest Boston radio came from the battles between WMEX and WBZ in the early to mid '60s.

I must add, to this day, Boston is one of the best, most competitive radio markets. Look at afternoon drive - Dale Dorman on KISS, Mark Parenteau on WBCN - two of the greatest afternoon drive announcers ever, and newcomer Liz Wilde on WAAF. How many markets do you know where all dayparts are taken as seriously as mornings? WBCN put Howard Stern on at night to combat David Brudnoy on WBZ, and Brudnoy is winning!

## SOME PEOPLE CLAIM LISTENERS DON'T KNOW THE DIFFERENCE WHAT STATION PLAYS A RECORD FIRST... IT'S MORE ABOUT THE ONE-UPSMANSHIP, THE BRAGGING RIGHTS; IT'S ABOUT WINNING IN THE HALLWAYS...

Believe me. We have nothing but the utmost respect for my listeners. It's our duty to provide them with great radio. Great radio includes being first, fast and factual in every element of your station. At WMMS: The First Generation, we had one entire wall in my office from floor to ceiling was covered with Cease & Desist telegrams. Guess what? We're now doing it again. Now, instead of telegrams, they fax. That reminds me, I have to order a plain paper fax. Something tells me we will be getting a lot of C & D's in the months to come...

## TELL US ABOUT THE 1995 VERSION OF WMMS.

Textbook definition? A current-based, Modern Music hit radio station. Street definition? A kick-out-the-jams, throw-out-the-rules Rock & Roll renegade station for the '90s and beyond. When our CEO Carl Hirsch and Executive VP Dean Thacker asked me the question, "Could we save WMMS?," there was no doubt in my mind. But we could not raise the dead. If we were going to own WMMS, it would have to be a new WMMS. The numbers on the station had hit a 20-year low. We had to ask ourselves: How tarnished are the call letters? Do we keep them? Do we keep The Buzzard? The Buzzard, once researched as the most identifiable logo in the market, had its features altered to the point where it had started to resemble the Cocoa Puffs cereal bird. We even asked the question: Do we keep it Rock? If so - what kind of Rock? Meanwhile, over at WMJI, we had refined its Oldies format, and had put together a highly talented staff. It was the success of WMJI that actually made the acquisition of WMMS and WHK happen. Twice in the last four years, I was able to put together my "Dream Team." When Dean and I were first planning WMJI, I put together my first Dream Team list...I hired every single person on that list, and every single one of them is still here four years later. We're fortunate to have John Lanigan doing mornings, one of the best morning personalities in the country, bar none. Since we are an Oldies stations, the rules say we

## YOU ARE CURRENTLY RUNNING BOTH WMMS AND WMJI...WHAT'S YOUR DAY LIKE?

Add our AM, WHK to the mix, too. The stations are in two separate facilities. WMJI is in a renovated building in Cleveland's Warehouse District, an area of urban renewal. The WMMS and WHK facilities are at Tower City, the new downtown shopping center at Terminal Tower. I'll try to paint the picture of an average day. We have WMJI promotion meetings on Monday, and WMMS on Wednesday. Tuesdays, we have our Department Head Meeting - a multi-station think-tank get together. Believe it or not, it's a meeting everyone looks forward to. Barring unforeseen contingencies, I begin my day at WMJI. I'll call Doug Kubinski, our APD/MD at WMMS to discuss the day's activities, Brian and Joe's morning show, music, promotions, the competition. Then I'll check in with Mitch Todd, who oversees production for the triopoly. We call him 'Uncle Buck.' Keep in mind that all three stations have high-maintenance formats, which means having the best production. Mitch has assembled a great production team, often the unsung heroes of the stations' sound. At 10, we meet with Lanigan, Webster, and Malone following their show, along with our Promotion and Marketing Director Mark 'Munch' Bishop and my Programming Assistant Adria Redmon. She books

"ping pong days." A 'PPD' occurs when I have to return to WMJI for a meeting, then back to WMMS for another. A large number of our staff "go both ways," that is, handle combined duties with WMMS, WMJI and WHK. Lynn Dreisdadt, Lisa Johnson and Barbara West handle traffic duties for all three. Brian Chalmers, our staff artist, successor to David Helton, handles art for all three. I'll get to Chip Kullik and Tony Rizzo in a moment.

In addition, the staffs of both stations support and help each other. Strength and safety in numbers, so to speak.

## DO YOU STILL OPERATE YOUR CONSULTANCY?

It exists, but at this point, the full-time client is OmniAmerica, so to speak. Both Michael Rose and Tom Hunt, who were with Gorman Media, are now in management with OmniAmerica Group. When it was apparent we would triopolize Cleveland, I was able to provide my clients enough lead time to make other arrangements due to my increased duties with OAG.

## YOU MENTIONED THAT THERE'S NO RULEBOOK ON HOW TO RUN A DUOPOLY, OR GOD FORBID - A 'TRIOPOLY.'

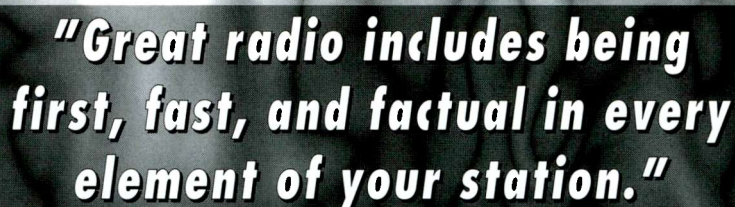
Right. The concept is too new to even create an operational textbook. We are fortunate that, in all of our properties, including WAPE/WFYV in Jacksonville and WLLD/WHOK in Columbus, our versions work. OmniAmerica's philosophy is to let our managers run their own properties, without any dictates from Cleveland. I'm fortunate at WMJI because John Lanigan, John Webster, midday personality Ravenna Miceli, afternoon driver Scott Howlett, and Cleveland's longest-running personality, Denny Sanders, are all former program directors. They know what has to be done to win.

## TELL ME ABOUT THE WMMS FORMAT SHIFT AND THE DREAM TEAM AIRSTAFF YOU HIRED.

With the help of Mike Rose in research, we put a game plan to paper, illustrating the format, it's development and timetable, and our 'dream team' airstaff. Every person on that list is on the Buzzard team today. With the help of David Tate at Rantel Research, the resulting research study called for us to blow up the station and start over again.

I was reading your recent interview with Steve Kingston where he referenced David Tate and the "Six Stages Of Market Evolution." Similar conversations took place here. We literally had to re-invent the radio station...The patient was terminal.

We discovered a minor hole in the market for a current rock format. WMMS had gone Classic Rock, then



**"Great radio includes being first, fast, and factual in every element of your station."**

should be music-intensive around the clock - including mornings. We said, "Screw the rules." We took all the music out of morning drive, and we have owned the #1 12+ position in all but one fluke book. We're also light years ahead of #2 in the 25-54 demo. I would be remiss in not mentioning John Webster and Jimmy Malone who co-host the morning show with Lanigan.

## HOWARD STERN PROVED THAT MUSIC IS NOT THE STAR OF A GREAT MORNING SHOW.

When we listen to airchecks, we're listening to the air personality. Most of us in this business have a collection of treasured airchecks. How many airchecks to you treasure where it's just somebody reading the time and temperature? The airchecks we most treasure are those unscripted moments from great air personalities.

guests for both Lanigan, Webster and Malone and for Brian and Joe on WMMS. If situations warrant, I'll meet with Tom Hunt, the music director at MAJIC. Usually, before noon, I'll have a quick meeting with Dean Thacker, then it's back to phone calls, paperwork, computer stuff. Around noon, I'll touch base with Michael Rose, our Research Director, and Minister of Internal Services...we call it 'Elephant Land' for short, inside joke. I usually get to WMMS before 2pm. During that time, I'll surf both the AM and FM bank, checking in on our stations and the competition.

At WMMS, I'll check in with Doug, check in with Heidi Kramer on promotion and marketing, make the rounds, return to my office and get to work. Adria will call from WMJI with updates. I'll also log calls to Dean, Mitch, and Munch. I also check in with Errol Dengler, Barry Reed and Gaye Ramstrom at Radio One for a sales update. I do have what I call

backtracked into this weird eclectic format, playing everything from old Springsteen to Elvis Costello. WNCX under Doug Podell owned the Classic Rock handle. WENZ had the Modern Rock franchise and had just wrapped up a heavy TV campaign. WZJM owned the teens and Top40. Whatever we were about to do, we would have to be right the first time.

First, we hired Brian Fowler and Joe Cronauer for mornings from WENZ. The press slagged us heavily for that - if they had no ratings at WENZ, why would the situation change at WMMS? They had to sit out a six-month non-compete, so in the interim, Z100 Morning Zoo Co-founder Ross Brittain came in as interim Morning Zoo host.

To answer your question, we actually signed on the air without air talent. We brought Len Goldberg, the original voice of WMMS, out of retirement. We also signed Keith Eubanks of Brian Philips' 99X in Atlanta, and the voice of many great Modern and Top40 stations. Gaye Ramstrom, our National Sales Manager, also recorded equally irreverent sweepers, with Mitch Todd adding his incredible production wizardry to the mix. At that time, we had a Rock40-type of feel, a mix of Modern music and current rock. It sounded pretty intense. At that point we were just trying to get some attention. When we started getting curiosity calls, we put the talent on the air.

#### WHEN THE JOCKS FINALLY HIT THE AIR, WERE YOU USING AN AOR OR TOP40 ON-AIR APPROACH?

We went high-energy, high gloss, forward-motion Top40 in our delivery. WENZ's approach was closer to laid back AOR. They would never step on the music, nor did they practice word economy. Someone famous once told me, "The fewer words you use, the more important each word becomes." Meanwhile, our talent was having a ball. You can't fake it. Cleveland had not heard a station like this in years. Even the liners broke the rules: "If you don't get it - don't listen," and "If this isn't the music of your life - get one." Our rotations were also similar to Mainstream Top40. Almost daily we would remove a few mainstream rock titles and replace them with modern music titles.

#### YOU'RE A GUY THAT HAS BROKEN THE MUSICAL MOLD MORE THAN ONCE.

We are in show business, and those most successful in show business know when to break the rules.

I also feel most formats are suffering from a lack of new ideas, new concepts. Twenty years ago, you could tell what city you were in just by listening to the radio. Now, scan almost any market - you'll hear the same liners, the same music, the same rotations, even the same air names for talent. Sure, you are what you steal...but, if you ain't got no soul, you will not be memorable. And musically,

just like Elvis, the British Invasion, New Wave in the early 80's, and now Modern Music, the alternative is becoming the new mainstream.

#### IT'S JUST ANOTHER SPOKE ON THE CYCLE.

Exactly. Know when to get on and when to get off. You want to be on the right side of the cutting edge. Remember, the pioneers get all of the arrows. Timing is everything. You can be right...and dead right if you are ahead of the curve.

Even in the last days of the old WMMS, the station still had a somewhat decent cume. It just couldn't convert to AQH. To be successful, we had to lock in the younger end of that cume. Rather than switch directly to modern music, we eased the audience into the new rock...and it worked. Keep in mind that we didn't inherit much of a core...it was more like a blood clot...

As we evolved, we reached a stage in our growth where we had to contextualize and define our format for the industry.

#### LET'S RUN THROUGH THE AIRSTAFF AND DOLE OUT THE STROKAGE.

'Buzzard Radio: The Next Generation.' Brian Fowler and Joe Cronauer host the new Buzzard Morning Zoo. In less than a year they're closing in on Howard Stern in 18-34 Adults. Also, we proved all of the armchair quarterbacks wrong. In

supporting cast members of the original WMMS Buzzard Morning Zoo back in the mid-80's when the morning show was pulling 16 and 18 shares. He also left in 1986 for the alleged greener pastures of WNCX. Scott ended up programming WRQK and came back here about a year and a half ago. He has a genuine love of what he does on-air, and his PD experience also contributes to our growth. Scott is, by the way, another Cleveland native.

Nights belong to Jennifer Wylde, another WRQK alumni and Cleveland native. She owns the nights with her wise-ass, sarcastic, take-no-shit attitude. By the way, Jen is the sister of Dave Elliot, formerly of WNCI and former Research Director for Z100. He's now working for Billboard Monitor. It used to be that Jennifer was known as 'Dave Elliot's sister.' Now, Dave is known as 'Jennifer Wylde's brother.' I had to get that in...Sorry, Dave.

From 10-midnight Monday through Thursday we carry "Lovephones" hosted by Chris Jagger and the loveable, huggable Dr. Judy. Recently, Dr. Judy did the show live from our studios and received massive press and television coverage. The reaction to Lovephones has been overwhelmingly positive.

B.L.F. Bash is probably the greatest all night talent in the history of the world. Anyone who has ever heard his show agrees. Bash has been with the Buzzard since 1976. Bash is not a Cleveland native, and he may not be of this Earth...but he is certainly welcome

I should also mention Roberta Gale, who was one of the many women of the Buzzard Morning Zoo. Her most recent project was a syndicated talk show for Westwood One. She now lives in Baltimore, just an hour's flight away when we need her to fill in for morning show vacation duty.

#### YOU ALSO HAVE A GREAT PROMOTIONS STAFF HEADED UP BY HEIDI KRAMER.

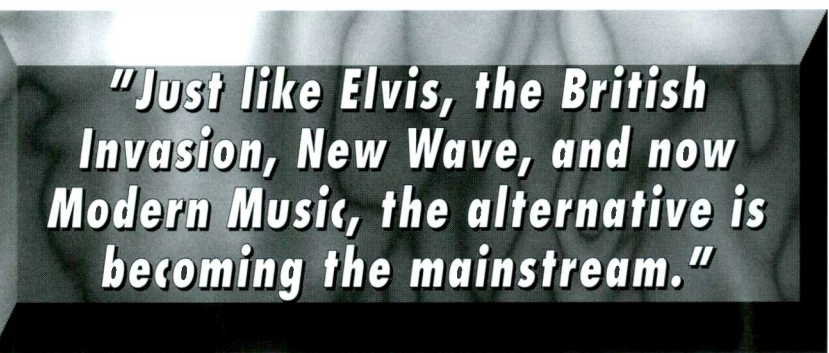
WMMS had a great promotion director with Mark 'Munch' Bishop. Meanwhile, on the WMJI side, one of our few deficiencies was the lack of a good strong creative promotion director that could take us to the next level. There was no second choice. We immediately moved Munch over to WMJI. It was and still is a perfect fit. A friend of mine in Buffalo, Bruce Mosher, tipped me to Heidi Kramer, who was doing promotions at WGR and WUFX in Buffalo. A dinner was arranged. The next day I told Dean we had found our new promotion director. Dean met with Heidi, turned to me and said, "Book her!" We did. A lifetime contract.

#### HOW HAS SHE AND THE STAFF HELPED BEEF UP THE STATION'S STREET PRESENCE?

Heidi organized a Buzzard Events Team, her "troopers," and they literally cover the market. Their mission is to put the WMMS call letters out in front of the masses on a grassroots level. I'll often hear our competitors make claims of our ability to "buy a book" with massive TV, print, and billboard campaigns. Let me rectify that. We commissioned a small, but effective television schedule. Our spot, created by Marty Wall of XXL Productions, is unique, to say the least, and captures the irreverent feel of this station. Our print is limited to a weekly entertainment paper and a couple of city monthlies. We have no billboards. However, Heidi and her troopers claw their way through any and every major event to provide us with visibility where it counts...concerts, clubs, sporting events, the works! We have a new secret weapon, by the way. We purchased one of those super spotlights...sort of like the Batman searchlight. Only difference...ours has the Buzzard logo. There are no laws on the books governing the shining of one's logo on an outdoor surface. It won't take long for our competitors to moan and wail to get something on the books, though.

#### GIVEN ALL THE CHANGES THE STATION HAS BEEN THROUGH, I SEE YOU'VE RETAINED AND UPDATED THE FAMILIAR BUZZARD LOGO.

As I mentioned earlier, for reasons unknown to me, the Buzzard logo had been redesigned. Astute followers of Buzzard lore will tell you that today's WMMS Buzzard is the son of the original, who was killed by bad programming, poor promotion, and neglect. Our re-introduction shows the



two full Arbitrons, Brian & Joe had better morning drive shares than the former hosts, Jeff Kinzbach and Ed Ferenc were able to fulfill in their final two years. Brian and Joe are Cleveland natives.

Chip Kullik is our newly-appointed News Director for all three stations and Tony Rizzo does sports for both Lanigan and Brian & Joe, as well as hosting an early afternoon drive sports talk show on WHK.

Lou Santini does middays. When I was consulting, I worked with WRQK in Canton and we hired Lou right out of college. He really developed his craft in Canton, and when we were ready for the Next Generation WMMS, Lou was ready for the majors. When listening to Lou, you can't help being caught up in his enthusiasm and excitement. Lou was born in Pennsylvania, near Pittsburgh, which made him a little unpopular during the playoff's this past weekend. (*Editor's Note: Lou is apparently a Steelers fan*)

Spaceman Scott Hughes holds down afternoon drive, one of the original

here.

Then there's Boom. Len Goldberg. The voice of The Buzzard. A talent with WMMS since 1972...with the exception of a few brief unfortunate moments. Len is now in his 60's. He was old when I first met him close to 22 years ago...but he loves current music, a fact that is easy to hear on Saturday and Sunday mornings.

Doug Kubinski is my 'first officer' as Assistant PD and MD, and also hosts the Sunday night Modern Music Request Show on WMMS.

Sue Tyler, who joined us from Jammin' 92, handles Sunday afternoons and fill-in slots. She also assists Michael Rose in research. She is a Cleveland native...and she has a nickname...but I promised her I would not reveal it in this interview...

Rich Cain, another Cleveland native, helps maintain our fleet and promotional weaponry, also holds down a weekly shift and is on call for on-air emergencies. If I'm not mistaken, Rich's entire radio experience has been with the Buzzard.

Buzzard hatching from a giant egg. That idea came from Carl Hirsch's fiancée, Amanda Summers. When we were in the planning stages for 'The Next Generation,' we were somewhat fixated on Star Trek: The Next Generation. We were missing the big picture. We felt our 'Next Generation' handle best reflected our new direction and the logo, and the Buzzard busting out of a giant egg illustrates the accomplishment. Thanks, Amanda.

**IN THE MOST RECENT ARBITRON, WMJI IS NOW THE #1 STATION IN THE MARKET 12+. YOU'VE BEEN QUOTED AS SAYING YOUR TRIOPOLY ATTRACTS EVERYONE FROM 'THE WOMB TO THE TOMB.'**

With the help of Bob Lewis, our PD at WHK, we evolved the station into, well, and alternative Sports/Talk format. Unlike the other Sports/Talk AM in town, WKNR, which is owned by Cablevision and carries the Browns and Indians, we do not have to be politically correct. We use the handle "Voice of the Fan." It's a take-no-prisoners, no-holds-barred presentation.

To answer your question, in the Fall book, WMJI is the number one station, overall, 12+ and owns every 25+ demo breakout. Lanigan, Webster, and Malone are consistently #1 12+ morning drive. In the same book, WMMS is #1 in teens and #1 18-34 adults. Brian and Joe are only a few tenths of a share away from beating Howard Stern in the 18-34 demo. Let me put it another way...The parents listen to WMJI. Their kids: WMMS. Combined, we have over a 16 12+ share of the market.

What's the secret? The first words Carl Hirsch said to me back in 1974 when he joined Malrite as VP/GM of WHK and WMMS were, "Surround yourself with the best." We do.

**HOW DOES YOUR SALES DEPARTMENT EFFECTIVELY MARKET THE BENEFITS OF ALL THREE RADIO STATIONS?**

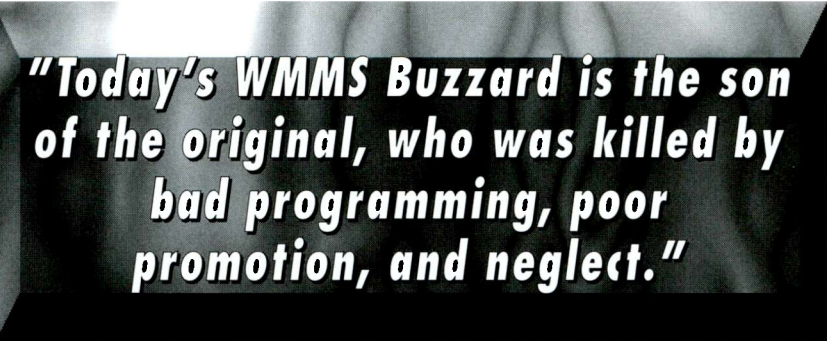
Talk about over-achievers. Radio One, the sales division of OAG/Cleveland is responsible for over 25% of the total revenue in the market. Not bad. We have a unique situation, one you rarely see between sales, programming and promotion. As you know, the buzzword today is "value added." Munch at WMJI, Heidi at WMMS and Art Greenberg and Phil Levine at WHK bring the right promotions to the table. In the age of 'value-added,' we have been able to maximize all three stations. It's a win-win situation. Our team is able to put together 'value added' promotions that add, rather than subtract to our stations' sound via sponsorships, irreverent give-aways, creative live remotes-remotes that do not sound like your typical used car dealer stuff.

**DO YOU FIND YOURSELF AS EXCITED ABOUT MUSIC AS YOU**

**WERE 25 YEARS AGO?**

I never stopped listening and enjoying current music. Maybe that is why I feel so young. Considering that my first 45 was Elvis Presley's "Hound Dog" and "Don't Be Cruel," I have never tired of current music. Rock has made an amazing comeback via Alternative. You could feel this new excitement developing a few years back during the "hair band" period of Poison and Motley Crue. You also had the "corporate rock" sound: Journey and Whitesnake. The pop music of the mid to late 80's. Look at the similarities between this period and 'bubblegum' in the late 60's. Whenever a musical genre becomes a formula, like power ballads, a creative, break-the-rules musical revolution/evolution is waiting in the wings, ready to break to the masses. When I was consulting WAAF in Worcester, Ron Valeri and I had numerous conversations about the direction rock music was taking. WAAF was one of the first of the 'current rock' stations, and, despite the fact that their transmitter was in the middle of the state, reaching only three fifths of the Boston Metro, the station was able to rack up 3 shares and extremely saleable 18-34 numbers. A quick plug for Ron: Could you imagine what he would do with a full Boston Metro signal?

**DOES IT FEEL STRANGE SHARING THE SAME MUSICAL**



**TASTES AS AN AUDIENCE HALF OUR AGES?**

No...not at all. Dean has two sons, 13 and 19. When Dean informed them of our intent to purchase WMMS, they said "Dad, that station means nothing. None of my friends listen anymore." Now, it's just the opposite.

Dean and I can relate to both stations. We are around the same age. We grew up with the music of WMJI, but we still get a charge out of today's music. Let us also call a spade a spade. Radio has caught up with the consumer. Today's Modern Rock is the combination of the rock-leaning CHRs and the 80's boutique version of modern. Research is data in, data out. Few stations researched this growing genre of music. It reached the masses before radio found it...much like Progressive rock in the late 60's. Jimi Hendrix, if you remember, sold close to a million copies of the *Are You Experienced* album without any radio airplay. Radio jumped back on Pearl Jam's *Ten* album when it began

showing up on retail charts.

On Mondays, when we, meaning Doug and Michael, meet on music, we often include others for their opinion-interns, assistants, anyone from any department who wants to participate is welcome.

**CAN YOU BRIEFLY TELL US ABOUT THE STATION'S EFFORTS TO SPEARHEAD THE ROCK AND ROLL HALL OF FAME?**

Remember this name. Eddie Spiezel. An unsung hero of the Hall of Fame, Eddie owned an agency in Cleveland in the 60's and 70's. During the 70's recession, which hit this region hard, Eddie relocated his agency to San Francisco.

Early 1984, Eddie was back in Cleveland, on business, and told us of Bill Graham's plan to erect a Rock and Roll Hall of Fame and Museum near Fisherman's Wharf in San Francisco. We made a call to Tunc Erim at Atlantic, figuring he would be a great sounding board on the matter. To our surprise, Tunc told us of Ahmet Ertegun's own plans for a Hall of Fame yearly induction ceremonies honoring the roots of rock and rhythm and blues. When asked about a site for the building, Tunc felt it would be in Manhattan. Our position was if it's in Manhattan...it's just another building; if we could get it built in Cleveland, it would be a centerpiece. We contacted the city and state government and local business groups.

We organized petitions. We heavily courted the New York board. Only a decade ago, Cleveland was a hard sell for anything, let alone the site for the Rock and Roll Hall of Fame. We also had to lobby against other markets, like Philadelphia, trying to stake claim to rock and roll's roots. Since then, this city has had an amazing turnaround, and, in some small part, because of Rock and Roll.

**TELL ME ABOUT CLEVELAND IN 1995.**

Politically, Cleveland has more in common with the East Coast than the other major cities of Ohio. Columbus has more in common with Indianapolis than Cleveland. The public and private sectors have worked in harmony to turn Cleveland around, attract new business, and revitalize downtown. Warehouse buildings have been renovated and converted into condos, apartments, and office buildings. 1994 saw the opening of our new downtown ballpark, Jacob's Field, and Gund Arena, the new home

of the Cleveland Cavs. The Flats area is home to a large number of clubs and restaurants, conveniently located on both sides of the river. A new trolley service is under construction, which will connect Tower City, the Gund, and Jacob's Field to the Flats, the Rock and Roll Hall of Fame, and the Cleveland Stadium. Also downtown is Playhouse Square, a number of fully-restored turn-of-the-century theaters. We have broken ground for a number of new downtown hotels and residential buildings. Cleveland is learning how to be a full-time, full service city again.

**SO, HOW 'BOUT THEM BROWNS???**

The Browns were as intimidated with Pittsburgh's home field advantage as the Patriots were at Cleveland's one week earlier. Next year. Next question.

**ANY FINAL THOUGHTS?**

What's the saying? Have fun, make money...and have fun making money...

**YOU'VE PUT IN 25+ YEARS IN THIS BUSINESS...WHAT DO YOU SEE IN THE FUTURE FOR YOURSELF?**

Staying number one with WMMS and WMJI, and building WHK into a force to be dealt with in Sports/Talk. I'm working with my two favorite radio formats. We have a great staff. We plan to be around for a long, long time.

As far as other projects, in the near future... Television. I'm working on a couple of concepts. Talk radio is a format I wouldn't mind tackling someday. Back to WMMS, we have had discussions about a Buzzard CD-ROM...a history of WMMS, if a market for such an item is not too limited. 'Buzzard by Subscription' is another project. We are about to launch a major retail Buzzardware campaign. We will also be on-line shortly.

There has never been a better time for creative people in this business. Thanks to today's technology, with BDS, Monday Morning Replay and SoundScan, there are no secrets. If someone wants to know what music WMMS played for the past week, the past month, in order...and/or all of our positioning statements, our account list, our rotations-whatever - the technology exists to have that information within moments. We now have a level playing field. The only element unavailable via technology is the ability to read one's mind. It is, finally, the creative persons...those with the vision, the desire, the goals, and the knowledge who are and will be in control. And guess who really wins? Our listeners. Here's hoping they listen long and listen often.

## DAVE FERGUSON

### MORE DIGITAL S\*@?!!

This week I would like to introduce you to one of two digital workstations that I've recently been looking at as possible units for an upgrade here at WPGC in Washington.

The reason I like both of these systems is because they seem user-friendly. That's the first thing I look for in a digital workstation. Especially one that is going to be used by Jocks, Production Assistants, Interns, etc... The workstation should resemble a standard production board. The more it does, the less intimidating it is to the average user.

I still think that the Digitech Session 8 is the best, even for the novice who may have never worked with a computer before. But, you do have to use a computer. The only "board" you have is on the computer screen. The computer "mouse" acts as your finger for assignments, fades, etc... For the next two weeks I'll review workstations that act as actual stand-alone units. A computer keyboard is not needed. A video monitor is optional.

First, the Roland DM-800. Whether you are in music

production, post production or broadcast, the DM-800 is a full function workstation. It performs all digital mixing operations from audio recording, to editing, to track bouncing, to final mixdown. The board has a built-in LCD, although I would recommend the optional monitor. The LCD is not very easy to focus on when surrounded by buttons and fade pots. The board features include analog input gains variable to 20db. pan pots for manual or automated mixing, status buttons for selecting mute., play, or record on each track. EQ controls, display screen navigational controls, auto record and loop buttons, function keys, tempo control keys, tape recorder style transport controls, and a parameter dial for rapid value and time location.

The DM-800 backs up to audio DAT or to SCSI data DAT. Time compression with multiple modes. Non-destructive editing. Bar and beat editing. Manual and midi trigger mode. And an exclusive "scrub" preview.

The back panel of the DM-800 offers external SCSI ports for external drives and backup devices, video outputs for the optional monitor, MIDI machine control output/input for time coding, beat clock, and Song Position Pointer. An SMPTE In/Out, a digital buss for multitrack tape recorders, and quarter inch analog I/O outputs.



To get a brochure on the Roland DM-800 Digital Audio Workstation, call Roland at 213-685-5141. In some cases they'll let you test the unit for a month or so, so you can get a feel for it.

Next week I'll review what many consider to be the "Mercedes" of Digital Audio Workshops, the ORBAN DSE 7000. Until then, this is the artist formerly known as Doctor Dave wishing you good promo health.

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

## MARK SHANDS

### MAXIMIZE YOUR MUSIC MEETING

If you're into radio programming you already know that what happens in your music meetings has more to do with your station's bottom line than anything else in the building. From the audience ratings stand-point, it's the most important thing about your station...the music.

It stands to reason that improvements in the way you conduct that music meeting will yield better music, higher ratings and a better career for you.

First off cut the interruptions. Figure out a way to isolate the meeting from the GM, Sales, and the receptionist. You wouldn't take music calls during the sales department meeting would you? One way to isolate your meeting is to have it outside the radio station. Do it at the Program Director's home, turn the answering machine on. Try meeting at a cafe in one of your target neighborhoods.

Be sure to set a specific time for the music meeting. It's not cool to make your staff throw together the research at the last moment. You don't want the programming team to be all scattered when they make these music decisions.

Before the meeting, before you even look at any of the research, take a look at your current rotations. As you look through it, make a list of the things you wish you could change if the research would only agree. Look at the powers, which one do you wish would go

away? Which new song do you wish you could jam into the powers?

Once you go through the research you'll sometimes see reasons to do what you had originally hoped you could do. This exercise also shows whether you're trying to move the music too slow or too fast.

Before the meeting you should sit down alone and look at the research. Study it and give the research your total focused attention. If you wait till the meeting begins you'll miss many of your research discoveries.

When meeting, go through the current categories one by one. It's much easier to keep it all straight mentally if you avoid jumping from song to song, category to category. Start with your power rotations, then do your "B" or current rotations, then move on down the list. This fosters teamwork.

The process of listening to new music should be happening all week long. You can not expect to make good judgments on songs if you're listening to 10-30 songs in one meeting! The listening should not be happening just at the station either. You should listen to new songs at record stores with those record clerks you've made friends with. Some Program Directors get their Music Director to make a cassette up with all the serious new music that's being considered that week. The PD puts it in his or her car and listens while driving around the city. Record company guys have done it for decades. Make sure you listen to new music almost every day of the week.

From time to time you might want to invite other non-music people to the meeting. It's good to have your



GM attend about 3 times a year. This lets him or her see what goes into your decision making process. It also makes it easier later when you ask for call out budgets, 800 numbers request lines, and the like. Warning: Do not listen to your GM's opinions of the music during the music meeting. It's also good to invite jocks who don't normally take part in music decisions, they might come up with an angle you haven't thought of. It's also good for the jocks to see the effort and care that goes into the music decisions.

Thanks to New World Communications National Music Coordinator Colleen Cassidy for most of the ideas I've presented in this week's column.

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



# ALTERNATIVE WORLD™



## MOST DISC-OVERED

### COMMERCIAL ALTERNATIVE

#### 1. COLLECTIVE SOUL

"Gel" (ATLANTIC)

#### 2. BETTIE SERVEERT

"Ray Ray Rain" (MATADOR/ATLANTIC)

#### 3. BUSH

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

#### 4. LIZ PHAIR

"Whip Smart" (MATADOR ATLANTIC)

#### 5. STONE ROSES

"Love Spreads" (Geffen)

#### 6. SIMPLE MINDS

"She's A River" (VIRGIN)

#### 7. ASS PONYS

"Little Bastard" (A&M)

#### 8. RUSTED ROOT

"Send Me On My Way" (MERCURY)

#### 9. SONS OF ELVIS

"Formaldahyde" (PRIORITY)

#### 10. SPONGE

"Plowed" (CHAOS/COLUMBIA)

## WHAT'S HAPPENING IN RADIO LAND?

Please welcome X103.9 in the Inland Empire to the Alternative format. They have hired Sherman Cohen, PD of XHRM to consult the station. Steve Hoffman is serving as Interim Program Director. If you need to contact them call (909) 882-2275.

LIVE105 is looking for wacked-out production help. If you qualify...Send a tape to: Production Sweepstakes, LIVE105, 730 Harrison St. Ste. 300, San Francisco, CA 94107.

Many thanks go out to Scotti Brothers/Backyard Records for an excellent show at the House Of Blues. With bands like ENGINE KID, EVERCLEAR, TRUCK STOP LOVE, THRONEBERRY and aMINIATURE performing their TOM PETTY tribute songs, it was an awesome Alternative night! Make sure you spend some quality time with the YOU GOT LUCKY Tribute album...

## THE SOUNDS OF ALTERNATIVE MUSIC...

### BETTIE SERVEERT Ray Ray Rain (MATADOR/ATLANTIC)

Be on the lookout for this one. Rob Deshay, PD, KAVS said it best... "No gimmicks, no bells, no whistles and no lasers. Just a simple, gorgeous song played and sung very well."

### LIZ PHAIR Whip Smart (MATADOR/ATLANTIC)

**HITMAKERS** #4 Most-Discovered this week. Stations like WHFS, WENZ, KTCL, WBRU, WCHZ and KTOZ are already on it.

### LIVE Lightning Crashes (RADIOACTIVE/MCA)

Added this week to 91X, WMAD, KNDD, KTCL, KRZQ, KEDJ, WLUM, WFNX, KEDJ, KBBT, KEKE, XHRM, KPNT, WENZ and tons more.

### COLLECTIVE SOUL Gel (ATLANTIC) From the JERKY BOYS Soundtrack..

Phil Dirt, MD, X107 says, "A great follow-up! It's gonna be huge."

### **HITMAKERS** #1 Most-Discovered this week!

### LETTERS TO CLEO Here and Now (GIANT)

This is a band to watch for in '95. With 14 adds this week it is easy to see why.

### STONE ROSES Love Spreads (Geffen)

The love is definitely spreading for the sound this band produces...Already in power rotation at WHTG, getting Top 5 phones at The Edge in Albuquerque and at WEQX.

### NIRVANA The Man Who Sold The World (DGC/Geffen)

Kurt's legacy continues to grow with each single off of the UNPLUGGED CD. Top 5 Phones at WMMS, CIMX. On over 33 stations and the buzz keeps growing!

### SIMPLE MINDS She's A River (VIRGIN)

As Doug Clifton, PD of KXPK says, "It sounds great and it's kicking butt. It's the best thing they've done! Great crossover potential for all formats!" Thanks for dropping by, Doug. Already added to: WLUM, WMMS, WFNX, WZRH, WEQX, WPFM, KNNC, KEDJ, KEKE, KKNB, WHYT, XHRM, WRLG, KPNT and many others.

### SARAH McLACHLAN Hold On (The Edit) (ARISTA)

Great song, and with the new edit, you too will "Hold On" to this tune! Jay Michaels MD of KDGE/Dallas says, "It's a callout monster."

That's all for now. Have a great week!

*Lisa McCarthy*

## VERUCA SALT

# "Number one Blind"

"...exhilarating..." - Spin  
"...a knockout." - New York Newsday  
"...a great debut album..." - Details



## ALREADY ON:

WRXS	WFNX	WLUM	KTCL
KJEE	WHFS	WTOZ	KEDG
WPGU	WROX	KKNB	KPOI
WDST	WKOC	KLZR	91X
WEQX	WENZ	WCHZ	KWOD
WHTG	WOXY	WRXQ	KNDD
WBRU	WWDX	KNNC	CIMX



# ALTERNATIVE DISC-OVERY CLUB®

**MICHAEL HALLORAN, PD, 91X, San Diego**

**MASSIVE ATTACK** *Massive Attack* (VIRGIN) - I like it! I like it! I like it!

**JEWEL** *Who Will Save Your Soul* (ATLANTIC) - We like this one!

**ROB DESHAY, PD, KAVS, Lancaster**

**BETTIE SERVEERT** *Ray Ray Rain* (MATADOR/ATLANTIC) - No gimmick, no bells, no whistles and no lazars. Just a simple, gorgeous song played and sung very well. The best single of '95.

**SPONGE** *Plowed* (CHAOS/COLUMBIA) - This song is getting lots of phones. We were sluggish getting on this one, but now the response is overwhelming.

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

**THROWING MUSES** *Bright Yellow Gun* (SIRE/REPRISE) - Yeah, Kristin! What a Queenie! Dark and serious lyrics rejoice in a killer guitar arrangement with a rockin' rhythm.

**THE POSTER CHILDREN** *JUST LIKE YOU EP* (SIRE/REPRISE) - A half dozen gritty Rock songs, each offering strong songwriting and exceptional musical delivery...Standouts: *Not Like You* and *What's Inside The Box*.

**THE LONDON SUEDE** *New Generation* (COLUMBIA) - Pure brilliance! Another gorgeous gem from the sophomore effort of epic proportion.

**THE FATIMA MANSIONS** *Popemobile To Paraguay* (MCA) - A blast of Rock! Solid grooving only to ride this 'popemobile' to any place or planet!

**S\*M\*A\*S\*H** *Oh Ovary* (VERNON YARD) - What starts out with an acoustic guitar builds into thunder. The lyrics are emotional and confessional belted out in total shameless frankness...but there's a sneer in there somewhere.

**RODNEY BINGENHEIMER, Air Personality, KROQ, Los Angeles**

**SIOUXSIE & THE BANSHEES** *Oh Baby* (GEFFEN) - This is an import now, but look for it on GEFFEN February 14. It also contains two live tracks from KROQ's Acoustic Christmas 1991, including *Swimming Horses* and Lou Reeds' *All Tomorrow's Parties*.

**THURMANS** *English Tea* (IMPORT RIGHTEOUS) - Very mod! Especially the second song *Boy*. Also check out *Nobody Told Me*.

**THIS FORT APACHE COMPILATION** (MCA) - My favorite tracks are: COLD WATER FLAT, *Magnetic North Pole*, Dinosaur Jr.'s *Not You Again*, Belly's *Star*, Buffalo Tom's *Crutch*, Throwing Muses' *Run Letter*, Sebadoh's *Freed Pig* and Julianna Hatfield's *Here Comes The Pain*.

**JOHN HAYES, PD, KTCL, Ft. Collins**

**WOLFGANG PRESS** *Going South* (4AD/REPRISE) - It's the hit we've been waiting for.

**SIMPLE MINDS** *She's A River* (VIRGIN) - I'm liking it alot.

**DOUG CLIFTON, PD, KXPX, Denver**

**SIMPLE MINDS** *She's A River* (VIRGIN) - It sounds great and it's kicking butt. The best thing they've done. Great crossover potential!

**STONE ROSES** *Love Spreads* (GEFFEN IMPORT) - We agree. It's a pick to click.

**SAT BISLA, Alt. Personality, RADIO LONDON, Fresno**

**DURAN DURAN** *White Lines* (CAPITOL) - Yes, it's a remake of the classic from the Grandmaster featuring vocals by Simon Le Bon. This is more of a novelty item for those of you who are big Duranists! There are three mixes, including two club versions and the album version which is a bit more Alternative radio-friendly. This track is supposedly on the forthcoming DURAN DURAN album.

**SPARKS** *GRATUITOUS SAX & SENSELESS VIOLINS LP* (LOGIC, U.K.) - Ron and Russell Mael (a.k.a. Sparks) are back with a brand new album. The first single from the album hit the U.K. Top 20 and will no doubt penetrate the U.S. charts when it hits the domestic shore. The album features 11 tracks to satisfy you Sparks fans. The album is upbeat, catchy with a Pop sound and no doubt will be in the hands of the many Sparks fans worldwide.

**SENSER** *Age Of Panic* (A&M) - Nominated in 1993 as the Indie band of the year in England, it is no surprise as to why that is! Senser delivers a powerful message through its music which encompasses the best elements of Punk, Metal and Rap (imagine if you will Primus, Beastie Boys and The Sex Pistols)! This track rocks, but is also catchy in a different way from a lot of other Alternative Rock out these days. Sure to be heard on the Alternative airwaves near you sometime soon.

**UNDERGROUND LOVERS** *Dream It Down* (POLYDOR, AUSTRALIA) - From the land of boomerangs and kangaroos comes this surprisingly pleasant album. The album features some uptempo Alternative Rock tracks along with some pleasant ballad types. However, the Underground Lovers deliver a diverse package that will appeal to different segments of the Alternative listening audience. Check out *Dream It Down*, *Losin It*, *Blues Team* and *Superstar*. This could be the best thing to come out of Australia since the vegimite sandwich!

**LITTLE AXE** *Ride On (Tight On)* (WIRED, U.K.) - A very unique, interesting and enjoyable ambient track from Little Axe. This 12-inch combines different elements of several music genres to bring about a very pleasant sound. There is a combination of tribal drums, cajun, blues and jazz, plus a sprinkle of an Enigma ambience that delivers a wonderful-sounding experience. There are four mixes on this import that include remixes by the Indie dance Gods Fluke.

**GENE** *Sleep Well Tonight* (U.K. IMPORT) - This three-track EP is reminiscent of Morrissey in more ways than one. The vocals, delivery and content of the music sounds a lot like the former Smiths frontman. The EP also features *Sick*, *Sober* and *Sorry* and *Her Fifteen Years*. Even though you may initially find the tracks sort of whining...it'll only be a short time before you start to appreciate this piece of work.

**SHELLY MILLER, AMD, REV105, Minneapolis**

**18TH DYE** *Whole Wide World* (MATADOR) - Album is called *DONE*. Sounds like the Feelies. Good stuff.

**MATT KEATING** *Boxed Inn* (ALIAS) - The album is called *SCAIRY AREA*. Very

cool, good to the whole album.

**BETTIE SERVEERT** *Ray Ray Rain* (MATADOR/ATLANTIC) - I like it! Listen.

**JULIE HOYT, MD, WCHZ, Augusta**

**FACE TO FACE** *Disconnected* (A&M) - Just got on it last week. Very cool.

**GOLDEN PALAMINOS** *Little Suicides* (Restless) - One of my picks. It's a good time for it.

**LOVE BATTERY** *Fuzz Factory* (A&M) - Cool-sounding and the hook is members of Mother Love Bone, which were the members of the original Pearl Jam.

**MONSTER MAGNET** *Negasonic Teenage Warhead* (A&M) - They just kick ass. The next turn for Alternative radio.

**SENSER** *Age Of Panic* (A&M) - It pounds like Nine Inch Nails and 3-11.

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

**DAY OF RECKONING** *Undefined* (BLOOD) - From a city (Philadelphia) that seems to be spawning only cover bands these days...a burst of hope. Loud, raw and promising.

**LIZ PHAIR** *Whip Smart* (MATADOR/ATLANTIC) - My favorite cut on the album. The only female I know of that can sing this way and sound extremely sexy in the process.

**THE CULT** *Star* (SIRE/REPRISE) - THE killer cut on the album and it doesn't sound like their older stuff. Cool for all rock-cats alterna or no.

**JOHN GORMAN, PD, WMMS, Cleveland**

**SONS OF ELVIS** *Formaldehyde* (PRIORITY) - Catchy tune with a long life.

**BUSH** *Everything Zen* (TRAUMA/INTERSCOPE/A.G.) - Hooks you in with the line about the asshole brother in Los Angeles.

**SMASHING ORANGE** *The Way That I Love You* (MCA) - I like it a lot. The lead singer sounds like Jim Morrison.

**NINE INCH NAILS** *Piggy* (TVT/INTERSCOPE) - One of the most requested.

**TONY WILLIAMS, PD, WRXQ, Memphis**

**BUSH** *Everything Zen* (TRAUMA/INTERSCOPE/A.G.) - It's working very well for us.

**WEEZER** *Buddy Holly* (DGC) - It's working great here.

**ALICE IN CHAINS** *Got Me Wrong* (CHAOS) - It's doing very well.

**STONE ROSES** *Love Spreads* (GEFFEN IMPORT) - It's doing very well here. Starting to grow.

**MICHAEL YOUNG, MD, WRZX, Indianapolis**

**SPELL** *Superstar* (ISLAND) - I like this.

**COLLECTIVE SOUL** *Gel* (ATLANTIC) - We like this.

**ASS PONYS** *Little Bastard* (A&M) - Gonna be a hit.

**THE CAULFIELDS** *Devil's Diary* (A&M) - The lyrics are Satan talking about how boring humans are and what easy prey they are to the devil. But don't be afraid...it's a great song.

**AUSTIN GLENN, Alt. Personality, WZOW, South Bend**

**GREEN DAY** *When I Come Around* (REPRISE) - Constant phones. This is my number one request. I think it would be safe to say that Green Day was a huge force in Alternative music in 1994.

**PEARL JAM** *Better Man* (EPIC) - Phones have been hot on this one. People can't get enough of Eddie Vedder and company. This is one of the best new albums of the year.

**RUGBURNS** *Hitchhiker Joe* (BIZARRE PLANET) - Another great song from the Burns. You gotta love their tongue-in-cheek lyrics. Who else could write a song about a mass murderer and make it funny? Keep an eye out for these guys in '95.

**PHIL DIRT, MD, X107, Ocean City**

**LIZ PHAIR** *Whip Smart* (MATADOR/ATLANTIC) - Very catchy tune. Gonna be huge. Can't go wrong with strange animal noises at the end.

**RUSTED ROOT** *Send Me On My Way* (MERCURY) - I like it. Very catchy. You'll be humming it after one listen.

**COLLECTIVE SOUL** *Gel* (ATLANTIC) - Great follow-up! Gonna be huge!



Virgin recording artist Jim Kerr of Simple Minds stopped by the KDGE studios and mugged with (L-R) Mike Easterlin, Virgin Records; Alan Smith, APD, KDGE; Brett Kneel, KDGE; Jim Kerr of Simple Minds; Joel Folger, PD, KDGE; Scott Douglas, Virgin Records; and Jeff K. of KDGE.

# 69 BOYZ

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- WHHH
- KKSS
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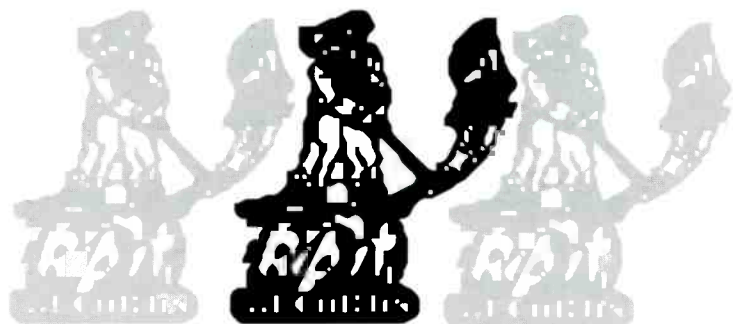
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**RANKING**

- 12-24
- 56-81
- 18-39
- 67-96
- #15
- 7-12
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**JOEY ARBAGEY, MD, KMEL, San Francisco**

**SPANISH FLY** *Daddy's Home* (UPSTAIRS) - Looks like UPSTAIRS has a multi-format winner. Props to Jo and John for Spanish Fly's rendition of *Daddy's Home*.

**AALIYAH** *Age Ain't Nuttin' But A Number* (JIVE) - Three for three! For a KMEL core artist!

**TOO SHORT** *Cocktales* (JIVE) - Explosive sales everywhere in the Bay Area.

**DIANA KING** *Shy Guy* (CHAOS) - Awesome hook with potential as big as Ini Kamaze.

**ANITA BAKER** *Apologize* (ELEKTRA) - Is a KMEL natural.

**STR8-G** *Shadow Of A G* (TUFF BREAK/A&M) - Check out STR8 G's *Shadow Of A G*. Cool little buzz growing on it.

**ADINA HOWARD** *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Very cool song with a hip video to boot.

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

**NINE** *Whutcha Want* (PROFILE) - The dopest street record around.

**FOR EXAMPLE** *I'd Rather Be Alone* (MCA) - Has that Boyz II Men feel. 100% positive response on 'Pick To Click.'

**CAMILLE CASHWELL, MD, 92Q, Baltimore**

Check these out:

**ADINA HOWARD** *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Smooth groove!

**CHRISTOPHER WILLIAMS** *Dance For Me* (GIANT)

**STR8-G** *Shadow Of A G* (TUFF BREAK/A&M)

**BRANDY** *Best Friend* (ATLANTIC)

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

**BOYZ II MEN** (MOTOWN)...We're messin' around with *Thank You* (which I'm living for right now), and *Water Runs Dry* (which everyone knows will be sick). I think Boyz II Men should be bigger!

**SPANISH FLY** *Daddy's Home* (UPSTAIRS) - Smooth vocals...I love good a cappella.

Like the new Eric Moore mix of **CRYSTAL WATERS** *What I Need* (MERCURY)...Also diggin' on the new **FAST EDDIE** *Pump It* (will work big in Chicago!)

**REAL McCOY** *Automatic Lover* (ARISTA) - Smash #3.... Real McCoy is C&C Music Factory of '95.

EVERYONE should play **MAX-A-MILLION** *Fatboy* (S.O.S.)... It is such a HIT.

**95 SOUTH** *Rodeo* (WRAP/ICHIBAN) - Obvious smash with a nice sample.

**GREEN DAY** *When I Come Around* (REPRISE) - I can't believe I'm actually discovering Green Day, but this is probably the best Alternative Pop record since Spin Doctors' *Two Princes*.

**KEITH MARTIN** *Never Find Someone Like You* (COLUMBIA) - The best Boyz II Men song Boyz II Men never did.

**JEFF ANDREWS, MC, B96, Chicago**

**ROULA** *Lick It* (S.O.S.) - Local Chicago artist and huge in the clubs, mixes, requests and sales.

**MAX-A-MILLION** *Fatboy* (S.O.S.) - Local Chicago artist and huge in the clubs, mixes, requests and sales.

**OUTHERE BROTHERS** *La La La Hey Hey* (CLUBHOUSE) - Another local Chicago group...Even the suburbanites know the chant to this song...Watch out for this one!

**FUN FACTORY** *Close To You* (CURB EDEL) - Another Euro-Pop record like the Real McCoy...Great melody.

**TLC** *Red Light Special* (LaFACE/ARISTA) - Has the potential to catch on fire, if you know what I mean.

**BONE** *Foe Tha Love Of \$* (RUTHLESS/RELATIVITY) - Very catchy melody...Great hook.

Other records to watch out for:

**LIVIN JOY** *Dreamer* (MCA)

**LaBHOUCHE** *Sweet Dreams*

**REAL McCOY** *Automatic Lover* (ARISTA)

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

**ADINA HOWARD** *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Has a bit of an edge to it!

**BRANDY** *Baby* (ATLANTIC) - Cool record. Should be a hit.

**BOB PERRY, PD, HOT97.7, San Jose**

**REAL McCOY** *Run Away* (ARISTA) - If *Another Night* was big for you, then this cut is a no brainer...Already huge here!

**BOYZ II MEN** *Water Runs Dry* (MOTOWN) - Certainly strong enough to be the next single...Playing it off the album and generating immediate response.

**K7** *Move It Like This* (TOMMY BOY) - Also pulling immediate phone reaction.

**CYNTHIA** *How I Love Him* (TIMBER/TOMMY BOY) - She's back and stronger than ever.

**TLC** *Red Light Special* (LaFACE/ARISTA) - Another album cut to be aware of...We're already banging it.

**BRANDY** *Baby* (ATLANTIC) - Playing it in regular rotation.

**PETE MANRIQUEZ, MD, HOT97.7, San Jose**

**SPANISH FLY** *Daddy's Home* (UPSTAIRS) - A great cover of the classic. Huge phones on the street level.

**TOO SHORT** *Cocktales* (JIVE) - Major street vibe on this one. I've been playing it at night and it's starting to blow up!

**MAX-A-MILLION** *Fatboy* (S.O.S.) - 18-34 Females are talking about this record. I guess they really do like fat guys.

On the club tip:

**3RD NATION** *I Believe* (CHAMPION/EASTWEST) - Starting to bubble.

**MARK ADAMS, APD, KBOS, Fresno**

**CRYSTAL WATERS** *What I Need* (MERCURY)

**TLC** *Red Light Special* (LaFACE/ARISTA)

**BOYZ II MEN** *Water Runs Dry* (MOTOWN)

**ROB SCORPIO, PD, KBXX, Houston**

Check these out:

**TLC** *Waterfalls* (LaFACE/ARISTA)

**SOUL FOR REAL** *Candy Rain* (UPTOWN/MCA)

**NATE DOGG** *One More Day* (INTERSCOPE)

**SUBWAY** *This Lil Game We Play* (MOTOWN)

**GREG HEAD, MD, KBXX, Houston**

Check these out:

**SUBWAY** *This Lil Game We Play* (MOTOWN)

**SOUL FOR REAL** *Candy Rain* (UPTOWN/MCA)

**LISA ADAMS, APD, KFFM, Yakima**

**IMMATURE** *Constantly* (MCA) - #1 phones after one week of airplay.

**SIMPLE MINDS** *She's A River* (VIRGIN) - They're back!

**4 P.M.** *NOW'S THE TIME* (LONDON/NEXT PLATEAU) - I like the whole damn thing!

**CARMY FERRERI, PD, KGGI, Riverside**

Check these out:

**SOUL FOR REAL** *Candy Rain* (UPTOWN/MCA)

**BONE** *Foe Tha Love Of \$* (RUTHLESS/RELATIVITY)

**AALIYAH** *Age Ain't Nuttin' But A Number* (JIVE)

**WILLI ONE BLOOD** *Whiney, Whiney* (RCA)

**SONIA JIMENEZ, APD, KGGI, Riverside**

Check these out:

**MAX-A-MILLION** *Fatboy* (S.O.S.)

**ICE CUBE** *My Fav* (PRIORITY)

**ROULA** *Lick It* (S.O.S.)

**JAMES COLES, MD, KIKI, Honolulu**

**ADINA HOWARD** *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Love this record!

**BROWNSTONE** *If You Love Me* (MJJ/EPIC) - Love the vocals, love the groove. Great to hear Michael Jackson's touch to this.

**JAMMER, APD/MD, KIX106, Providence**

Check these out:

**CRYSTAL WATERS** *What I Need* (MERCURY)

**BRANDY** *Baby* (ATLANTIC)

**SOUL FOR REAL** *Candy Rain* (UPTOWN/MCA)

**SUBWAY** *This Lil Game We Play* (MOTOWN)

**RATED-X** *If It Don't Fit* (TANDEM)

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

**METHOD MAN** *Bring On The Pain* (DEF JAM) - Even a little station in Arizona may have to step out on this one.

**ROY JAYNES, PD, KKSS-FM, Albuquerque**

**SOUL FOR REAL** *Candy Rain* (UPTOWN/MCA) - XX

**LSO** *Get It Right* (BELLMARK) - XX

After starting off the New Year by being the  
**"Hot Shot Debut"** single on Billboard's HOT 100,  
**"Age Ain't Nothing But A Number"** is  
now being played on these stations:

WHJX

KMEL

KDON

WJJS

KZHT

KIX106

HOT97

KTFM

WHHH

KKSS

Z90

Q105

# AALIYAH

## "AGE AIN'T NOTHING BUT A NUMBER"

*"Without A Doubt, a fulltime smash for any crossover or  
mainstream station."* Joey Arbagey, KMEL

• Now ADDED to MTV  
and in rotation at BET and THE BOX!



BLACKGROUND ENTERPRISES



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

MARY J. BLIGE *Mary Jane* (UPTOWN/MCA) - Very cool, great hook!

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Blowin' up! Could be the next En Vogue.

CYNTHIA *How I Love Him* (TIMBER/TOMMY BOY) - Very rhythmic...Very dance...Very cool!

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Just as much rhythm as Cynthia. Blows everything away!

CE CE PENISTON *Keep Givin' Me Your Love* (COLUMBIA) - It's good to hear her doing some rhythmic stuff again. Could be the next *Finally*.

ANDRU DONALDS *Mishale* (CAPITOL) - I get goosebumps every time I hear it. I love it! Get yourself a copy of this.

LIVIN JOY *Dreamer* (MCA) - Mo' rhythm for your radio. Check this out. It's gonna be big. And props to Bobby Shaw!

DIANA KING *Shy Guy* (CHAOS) - Female Ini Kamoze. It's a jam.

**RANDY FOX, PD, KMVR, Las Cruces**

MAX-A-MILLION *Fatboy* (SOS) - It's blowin' up. Very active all-demo phone action. This is destined to be #1!

CRYSTAL WATERS *What I Need* (MERCURY) - It's what you need!

BOYZ II MEN *Thank You* (MOTOWN) - Like the sound. Gonna do great for us.

**VICTOR STARR, APD, KPRR, El Paso**

LIVIN JOY *Dreamer* (MCA) - Going to blow up on the dance level.

CRYSTAL WATERS *What I Need* (MERCURY) - We think it has potential to follow in the footsteps of *100% Pure Love*.

BRANDY *Baby* (ATLANTIC) - Oh baby, baby!

**MIKE KEANE, PD, KPSI, Palm Springs**

TEVIN CAMPBELL *Don't Say Goodbye Girl* (QWEST/WARNER BROS.)

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA)

CRYSTAL WATERS *What I Need* (MERCURY)

**THE JANITOR, APD, KTFM, San Antonio**

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Total Hispanic San Antonio smash!

ANGEL MOORE *Ecstasy* (ATLANTIC) - Hotter than two pigs making love in a wool blanket.

SPANISH FLY *Crimson & Clover* (UPSTAIRS) - Props to Charles Chavez for making songs like this appear out of the woodwork.

**CHARLES CHAVEZ, MD, KTFM, San Antonio**

K7 *Move It Like This* (TOMMY BOY) - #1 in San Antonio across-the-board. Play this song and make your listeners love you.

SPANISH FLY *Daddy's Home/Crimson & Clover* (UPSTAIRS) - Do you wanna play two Spanish Fly records? Do you wanna play two smash hits?

BOYZ II MEN *Water Runs Dry* (MOTOWN) - Three in a row from II.

CRYSTAL WATERS *What I Need* (MERCURY) - Remember when nobody wanted to play 100% Pure Love? Do not wait on this one!

TLC *Red Light Special* (LaFACE/ARISTA) - Makes the women at work all horny. In other words, a smash!

REAL McCOY *Run Away* (ARISTA) - Attention Rick B. release the @#\*@#\*# record.

Other picks from Chavezland:

ANGEL MOORE *Ecstasy* (ATLANTIC)

FUN FACTORY *Close To You* (CURB EDEL)

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

**CHET BUCHANAN, APD, KUBE, Seattle**

MAX-A-MILLION *Fatboy* (SOS) - Sounds like a smash!

69 BOYZ *Kitty Kitty* (RIP IT) - Starting to take off.

LIVIN JOY *Dreamer* (MCA) - Maybe the next Corona for us.

DIONNE FARRIS *I Know* (COLUMBIA) - A lot of buzz on this one. May transcend many formats and demographics.

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - A smash!

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - The more you hear it, the more it sticks to you.

**BOB LEWIS, PD, KWIN, Stockton**

Check these out:

TLC *Red Light Special* (LaFACE/ARISTA)

MARY J. BLIGE *Going Down* (UPTOWN/MCA)

THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA)

CRAIG MACK *Get Down (Q-Tip remix)* (BAD BOY/ARISTA)

**LARRY MARTINO, PD, KXTZ, Las Vegas**

Check these out:

3RD NATION *I Believe* (CHAMPION/EASTWEST)

SABELLE *Where Did Our Love Go* (TOMMY BOY)

WILLI ONE BLOOD *Whiney, Whiney* (RCA)

BROWNSTONE *If You Love Me* (MJJ/EPIC)

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

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Good fresh upbeat track.

BRANDY *Baby* (ATLANTIC) - Good follow-up to *I Wanna Be Down*. Has a little more spice to it!

SWEET TEA *Breathe Again* (RELATIVITY) - A new twist on one of my favorite songs.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Tested well!

**GARY MICHAELS, PD, KZHT, Salt Lake City**

Check these out:

DIONNE FARRIS *I Know* (COLUMBIA)

CE CE PENISTON *Keep Givin' Me Your Love* (COLUMBIA)

CRYSTAL WATERS *What I Need* (MERCURY)

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

RAJA-NEE *Turn It Up* (PERSPECTIVE/A&M) - Take the time to listen to this one.

ANDRU DONALDS *Mishale* (CAPITOL) - Getting calls across-the-board.

SHUG & DAP *Another Man* (GIANT) - Very cool...female vocal...check it out.

**MAURICE DeVOE, MD, THE BEAT, Los Angeles**

IV *Xample* (MCA) - This ballad will be the bomb!

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Watch out for these guys. They could be the next Boyz II Men/Jackson 5.

N II U *I Miss You* (ARISTA) - Killer ballad, destined to be a #1 song.

**JOHN HUNTER, APD, WEOW, Key West**

SISTER BLISS *Life's A Bitch* (GO BEAT) - Brother DJ's, this is one for the people.

DEJA VU' (VESTRY) - The label is just too hot.

FALKON KREST *Western* (ZYX) - It's a ho-down with attitude.

DEAN STREET CREW *The Credit Card* (CUTTING) - I think I dated 'Pauline' once.

MAX-A-MILLION *Fatboy* (SOS) - Blowing up in regular rotation here.

REGGIE ROUGH w/Annette Taylor *Just Can't Take It* (E-LEGAL) - The hook is in the middle. Just like a Tootsie Pop.

COLLAGE *Diana* (METROPOLITAN) - Freestyle lovers delight.

**SCOTT WHEELER, PD, WHHH, Indianapolis**

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Early phones from video play.

CRYSTAL WATERS *What I Need* (MERCURY) - Coming off a big hit, this one has that same hit sound.

**GREG BRADY, MD, WHJX, Jacksonville**

Check these out:

BRANDY *Baby* (ATLANTIC)

MISTA GRIM *Situation Grim (Higher Learning)* (550 MUSIC/EPIC)

CRYSTAL WATERS *What I Need* (MERCURY)

SABELLE *Where Did Our Love Go* (TOMMY BOY)

**CAT COLLINS, MD, WJMN, Boston**

MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA) - Top 5 phones!

BRANDY *Baby* (ATLANTIC) - Looks like it will be a great follow-up!

RAJA-NEE *Turn It Up* (PERSPECTIVE/A&M) - This single is really happening for us, in Top 20 retail in Boston.

**SCOTT CHASE, MD, WOVV, West Palm Beach**

MAX-A-MILLION *Fatboy* (SOS) - A great fun record that mixes a splash of Reggae, a dance beat, a female vocal, and a strong hook. This song is phat...or is that fat?!?!?

BROWNSTONE *If You Love Me* (MJJ/EPIC) - These girls are smooth like lotion. If you're playing Jade, Zhane, or TLC...these girls are next on your list.

DOUBLE YOU *Run To Me* (ZYX) - This song is a killer male dance track. Samples the old Yaz song, *Don't Go*. Give it a listen.

N II U *I Miss You* (ARISTA) - Don't miss this one. A song about Mom...Norman Bates picks it to go #1. You'll get requests immediately!

LIVIN JOY *Dreamer* (MCA) - Another import going domestic. This will follow in the footsteps of Real McCoy. Play it and play it often...this is a smash.



**SAY IT.** WPGC Washington, D.C.

**DO IT.** 49 Spins This Week. Rank #5

**SHOW IT.**  #1 Video  Active  Custom Rotation

**PROVE IT.** Local Washington, D.C. SoundScan - single already ranked #6

*New This Week At:*

WXKS WZPL WNVZ KKFR KBXX KIKI  
KUBE WGTZ WKSS KDON Y97 KPRR

“if you love me”

from the soulful debut,

“From The Bottom Up.”

**BROWNSTONE**

Executive Producers: Michael Jackson, Jerry Greenberg  
Produced by Dave “Jam” Hall for Untouchables Entertainment, Inc.  
Management: DAS Communications





# AS THE VINYL SPINS

By Michael Fatagaki  
(415) 282-4466

I hope everyone's off to a good start for 1995. For those of you who missed "The Gathering Of The Homees" in the Bay Area on December 31st, well there's always next year. Big shouts to Nasty Nes and wife, Baby C, Rex and Rosalyn from Classified Records, Mr. and Mrs. DJ MIDMAK, and Noel Algar for the time spent. Thanks to the crew from Z90 for the dinner hook up in San Diego recently. It's always a pleasure to kick it with Jeff Nelson, James Dee, Albert Lugo, Jose Amezcua and Javier and Sylvia Lugo. Also a major thank ya shout to Greg and Lorie Lee for having me over for dinner. Greg's almost as good a chef as he is a promotion guy. Good looking out folks, thanks for the love. Oh and of course Salwa and I had a good time having dinner in Oxnard with Lucy B. Thanks for picking up the tab, even though you made me order a Whopper Junior, just jokin!

For those of you coming to the Bay Area for the Billboard conference, feel free to call me at the office or on my pager. The office number is listed at the top of this column and my pager number is 510-503-8139. Check for Corey Newhouse of Blunt Recordings who's got the MIC GERONIMO, *It's Real* remixes being followed right now by MASTA I.C.. Also peep Corey's CASH MONEY CLICK, *4 My Click* featuring MIC GERONIMO. As you know my colleague, Toby is down with the hip hop nation and she's checkin for this one as well as THE ROOTS *Proceed II* on GRP. Doug Wilkins of GRP says, "From the streets to the office to the radio *Proceed II*, THE ROOTS are coming with hot new remixes on January 26th. Stay tuned for more info. Speaking of THE ROOTS, check for THE ROOTS, *Do You Want More!!!!!!?*" on DGC (Geffen). The whole album is Phat! Thanks to Marvin from DGC for going the extra mile and hooking me up. Call Marvin at 310-285-7964. Also on the true hip hop tip, peep the NCNCE, *Mix Tapes on American*. Warner Bros. Greg Lee says if your still in the dark, call him for an advance blue vinyl copy. Greg can be reached at 818-553-3748. Thanks to John "The Horse" McMan for calling in to talk about one dope record, the FU-SCHNICKENS, *Sum Dum Munkey*. With DJ Eerie of Power106 and Prince of KMEL coming with early discoveries, this one is looking good. If the LP version is too fast, hit the Frankie Cutlass remix. Also don't forget to flip the record over and try the *Vision* cut.

Kelly from Logic is coming with SPARKS, *When Do I Get To Sing My Way* with mixes by Vince Clark of ERASURE and THE GRID. Big up to Issy Sanchez of Elite ADM "Do I love them cats or what?" for letting me hear the MAX-A-MILLION remixes of *Fat Boy*. All I've got to say is Yo, I'm with that! I agree with Issy when he says, "It's tailor-made for urban mix". Issy says that our favorite nice person, Lucy B. of Q-105 flipped over it when she heard it over the phone. Emz from Interscope has a few things to talk about these days. He's working THUG LIFE, *Cradle To The Grave* which he says you should, "Run to your MD with". As for the SAM SNEED, *U Better Recognize* which he says is "That next type of shit". Interscope's got a TUPAC album right around the corner and a DOGG FOUND album coming in march. Emz also wants everyone to know that his partner and co-host on KKET's "The Joint" hip hop show, Mike Nardone needs a job. Mike's always been a prominent figure in the hip hop world and we stand with him. He can be reached at 310-281-8325. VP Records has always come with some tight reggae but check their new hip hop record TEN THIEVES, *It Don't Matter* on their subsidiary, Break A Dawn Records.

Congratulations to Ellen Harken who has left Mic Mac and moved over to Strictly Rhythm as manager of Radio Promotion. I know you can do it sweet baby. Speaking of Strictly, much love to ya, too, Bari! Thanks to Victor Lee of Tommy Boy for sending the SABELLE video of *Where Did The Love Go*, you weren't jokin when you said you were coming with a good video. Mike Kyser of Def Jam has a big year coming with MONTEL JORDAN's R&B cut *This Is How We Do It*, SLICK RICK *Sittin' In My Car*, REDMAN *Can't Wait*, JAYO FELONY *Brothers and Sisters* and of course the push is still on METHOD MAN's *Bring The Pain*. Mike says that if your going to be in New Orleans for the Gavin, be sure to call him for an invitation to the Def Jambalaya which will be a showcase featuring eight acts with some surprises. Also on the Def Jam note flip the Y?N-VEE *I'm Going Down 12"* and peep, TRICKS-N-TRAININ.

Thanks to Trevor Carey and Pete Manriquez of HOT 97.7 chowing down with the crew the other day. Thanks also for being down with us from the jump. Our old friend Greg Lopez down in Odessa, TX may be making a move to KCYD a 100,000 watt station in Carlsbad, TX. Good luck bro! DJ Blade of KJYK will be doing the Latin Bass Bomb on Saturdays from 12:00 Midnight to 2:00 AM. He'll be spinning freestyle, Miami Bass and Old School hip Hop. Kosta G. of WXKS (KISS108) in Boston is also doing the mixes at WJMN. Kosta's clocking 15 hours of mixes a week! Gary Q. of BOSS97 has been busy sorting through the offers for his record, DJ GARY Q. featuring Joann Farrell *All I Wanna Do* which is a 127 BPM cover of the Sheryl Crow tune. Gary produced the piece with the help of keyboardist, Robert Fedrichi and brought together House, Tribal and Euro elements. Gary's also featured prominently on the HOT MIXERS ON WAX compilation and will also be featured prominently on an upcoming Cutting EP.

Matt The Bratt of the Power Pig along with Tom "Aceman" Falone have just done a remix of *I Can Make You Dance* by the UPTOWN CREW featuring Warren Brooks. Freestyle folks will want to stay tuned cause we'll have more info soon. Matt is also on the HOT MIXERS ON WAX. George Perez has taken his skills on the tables and moved from POWER96 to WQBA in Miami, more on that later. Get your pen if you're working records on the urban end, my old friend from back in the day, Michael Lordon at WZHT in Montgomery, Alabama can be reached at 205-277-4924. His address is 400 Eastern Blvd. Ste. 104, Montgomery, AL 36117. That's it for now, be safe and I'm out!

URBAN RECORDS: ICE CUBE AND DR. DRE, *Natural Born Killaz* (Interscope), ICE CUBE, *What Can I Do?* (Priority), ROOTS WITH ROY AYER, *Proceed II* and THE PHARCYDE *Rubber Song* (RED HOT AND COOL compilation) (GRP), ROOTS, *Do You Want More!!!!!!?* LP cuts (DGC), BRANDY, *I Wanna Be Down* remixes (Atlantic), RBL POSSE, *Bounce To This* (In-A-Minute), 69 BOYZ, *Kitty Kitty* (Rip It), FU-SCHNICKENS, *Sum Dum Munkey* (Jive), and THE NOTORIOUS B.I.G., *Big Papa* (Bad Boy Ent./Arista).

DANCE RECORDS: CE CE PENISTON, *Keep Givin Me Your Love* Pret-A-Porter Soundtrack (Columbia), LOVE STATION, *Best Of My Love* (Pandisc), DJ BOBO, *Take Control* (CMC International), ROULA, *Lick It* (S.O.S.), KYM SIMS, *I Must Be Free* (Radikal) and CYNTHIA, *How I Love Him* (Tommy Boy).

LAWLEY'S LICKS: CE CE PENISTON, *Keep Givin Me Your Love* Pret-A-Porter Soundtrack (Columbia), 3RD NATION, *I Believe* (Champion/Elektra), SOUL FOR REAL, *Cardy Rain* (Uptown/MCA) and WHIGFIELD, *Saturday Night* (Durb).

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

1. CLUBZONE Hands Up (LOGIC)
2. CYNTHIA How I Love Him (TIMBER/TOMMY BOY)
3. DA BRAT f/Notorious B.I.G. Dirty B Side (CHAOS)
4. KYM SIMS I Must Be Free (RADIKAL)
5. CE CE PENISTON Keep Givin'... (COLUMBIA)
6. FU-SCHNICKENS Sum Dum Munkey (JIVE)
7. GEORGE LAMOND It's Always... (TIMBER/TOMMY BOY)
8. RBL POSSE Bounce To This (IN-A-MINUTE)
9. REAL McCOY Run Away (ARISTA)

# Lil Suzy "Promise Me"

"Hits don't have to be Top 10 singles; they have to motivate the masses to keep listening and start buying\*\*"-Steve Leavitt, Geffen Nat. CHR Prom. Dir., R&R, January 6, 1995

\*\*Lil Suzy is motivating the masses and boy are they buying!!!

## Major Market Soundscan Sales Data:

San Francisco/San Jose	#8	<b>Billboard</b> <b>Hot 100</b> <i>Major Move</i> <b>*92-*79</b>
Dallas	#11 (no airplay yet)	
Chicago	#18	
Providence	#9	
San Antonio	#17	
Austin	#14	



"'Promise Me' is a hit in Chicago...the sales are coming through and our callout indicates that our listeners love it"-Todd Cavanch, PD & Erik Bradley, MD, B-96

"Instant phones, instant curiosity! We're excited to have another record from Metropolitan that will certainly work for RVQ"-Billy Surf, MD, WRVQ

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

**New at:      KSFM                      KWTX                      KXMK**

**Over 500 BDS Detections with over 4.5 million listeners**

**Already at:**

B-96	WILD107	WFLY	HOT97.7	HOT105	KIX106
Y107	KBFM	KZFM	POWER96	KMVR	KCPI
BOSS97	KPRR	KKXX	WRVQ	WFQX	& MORE
KIXY	KLRZ	KRRG	FUN107	KHFI	
KDLK	WEOW	WOWB	KLYV	CING	

# Collage "Diana"

ANOTHER STRONG ONE FROM ONE OF THE BIGGEST RESEARCHING GROUPS OF 1994

<b>NEW</b>	Y107	Z90	WFLY	FUN107	BOSS97	KLYV
<b>AT:</b>	KCPI	KYYA	HOT105	WOWB	WFQX	KMVR
	KRRG	KSIQ	KDLK	WINQ		

**\*BUT WE WOULDN'T MIND HAVING A TOP 10 HIT!!!!**

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

If you need any copies call Jason McFadden at (201) 483-8080



**GARY Q, BOSS97, Atlantic City**

DJ GARY Q. f/Joann Farrell *All I Wanna Do* (UNSIGNED) - I've got bragging rights to this one! Coming soon to a 1200 near you.

DURAN DURAN *White Lines* (CAPITOL) - Slammin' white vinyl with a kick ass bass line! Very cool remake.

LOOK TWICE *Move That Body* (ZYX) - High energy at its best!

CYNTHIA *How I Love Him* (TIMBER/TOMMY BOY) - This chick excels with her core on this one to include a very nice duet with K7. A prime example of what great freestyle should sound like!

**TONY MORRIS, BOSS97, Atlantic City**

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

CYNTHIA *How I Love Him* (TIMBER/TOMMY BOY)

MIRANDA *Round & Round* (SUNSHINE) - Remixes.

ACE OF BASE *Living In Danger* (TIMBER/TOMMY BOY) - X-Mix version.

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

SOUNDS OF BLACKNESS *I'm Going All The Way* (PERSPECTIVE) - Happy and classy!

KYM SIMS *I Must Be Free* (RADIKAL) - Lovely elements for the mix on all levels!

DEJA VU *New Lover* (VESTRY) - The Tribal Mix is the answer. Nice!

**ALEX CABRALES, HOTMIX, Scottsdale**

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Check out the Heavy D. and Trakmasters mix...Definitely mix show friendly.

DA BRAT f/Notorious B.I.G. *Dirty B Side* (CHAOS) - If you're lucky enough to get the CLEAN version, you need to put it in the mix.

3RD NATION *I Believe* (CHAMPION/EASTWEST) - For those of you looking for a pure energy dance track, here it is.

**B-SWIFT, KBXX, Houston**

DA BRAT f/Notorious B.I.G. *Dirty B Side* (CHAOS) - Some real funkafied shit!

SAM SNEED f/Dr. Dre *U Better Recognize* (DEATH ROW/INTERSCOPE) - You better recognize, Beeotch!

LORDS OF THE UNDERGROUND *Tic Toc* (PENDULUM/EMI RECORDS)

C&C MUSIC FACTORY *Take A Tone* (COLUMBIA) - Real direct sound for C&C, kinda crossed tracks to hip hop side.

LIZZ *Don't Make Me Wait* (STREET PRIDE) - Me not being a house person, but checking for this one.

RBL POSSE *Bounce To This* (IN-A-MINUTE) - Bay Area makin' noise once again, brothas comin' up on the independent label tip!

**NASTY NES, KCMU, Seattle**

DA BRAT f/Notorious B.I.G. *Dirty B Side* (CHAOS) - We had to do our own radio edit, but I hear there's a clean version out now. Da Brat and Notorious at their best! Guaranteed instant phones!

K-DEE *Freshest MC In The World* (LENCHMOB) - K-Dee will be a household name once radio backs this single! Big Buzz and big phones here at KCMU!

THE D&D PROJECT *Bootleg Sampler* (ARISTA) - Peep out D&D All Stars *1, 2, Pass It* featuring KRS, Jeru, Mad Lion and Doug E. Fresh to name a few! It's phat! Also, peep out Juicy *Nine Inches Hard*, the title speaks for itself! Get your disclaimer car ready!

RBL POSSE *Bounce To This* (IN-A-MINUTE) - Sales are huge in Seattle and we're backin it up with airplay. Give it a shot, big phones!

WAY 2 REAL *Tha Butterfly* (SO-LO JAM) - Breakin in the mix and sounds like a hit that's gonna just creep up on ya! Old school funk/rap straight outta Atlanta! Mix DJ's peep it!

**ADAM FLORES, KDON, Salinas**

ANNETTE TAYLOR *Just Can't Take It* (ILLEGAL) - This is a great record for me to start off '95 with props to Scott from ADM.

MISS JONES *Where I Wanna Be Boy* (STEP SUN ENTERTAINMENT) - This record is so tight that I had to mention this one twice. Check it out!

**KUTMASTER SPAZ, KIKI, Honolulu**

CREO-D *Watch Out Now* (STREETLIFE/SCOTTI BROS.) - Definitely gotta 'watch out' for it now.

95 SOUTH *Rodeo* (WRAP/ICHIBAN) - Breakin' up the charts!

BOYZ II MEN *Thank You* (MOTOWN) - If you haven't got the 12-inch remixes, then you don't know what you're missing.

**JAMES COLES, KIKI, Honolulu**

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - I love the booty sample! Serious groove.

CE CE PENISTON *Keep Givin' Me Your Love* (COLUMBIA) - Should be her biggest hit since *Finally!*

TLC *Diggin' On You* (LaFACE/ARISTA) - Playing it a lot in the mix! Hopefully it'll be the next single!

GREED *Pump Up The Volume* (LBS) - A track that I hope a domestic picks up!

**DJ BLADE, KJYK, Tucson**

The holidays gave me time to develop some strong dance cuts! Here they are and a couple of short notes about them:

CLUBZONE *Hands Up* (LOGIC)-Great Euro/Energy...moves the floor!

FUN FACTORY *Close To You* (CURB EDEL) - Culture Beat re-worked, it's working.

THE CHOSEN FEW *Funky Jumpy Music Remix* (MAXI) - Check out the remixes! Energy!

DANIA *She Don't Know* (S.O.S.) - Strong house energy for the mix show.

REAL McCOY *Run Away* (ARISTA) - Next hit for these guys!

2 UNLIMITED *Get Ready For This* (RADIKAL) - Classic! Remixes are nice, but I'm not throwing away my original!

**THA RUFFNEX, KJYK, Tucson**

MOBB DEEP *Shook Ones Pt. 2* (LOUD/RCA) - I have to admit I wasn't on it, but now it's my favorite cut for '95 so far. Props to Trevor from Loud and Mojoe from RCA.

DOGG POUND *What Would You Do* (DEATH ROW) - What would you do? What can you do? What's with all the questions? Nevertheless, Dogg Pound came through with another funky track beyond that G-Funk level. Can't wait for the album in the 1st quarter. Props to the almighty god, King EMZ.

RASS KAS *Won't Catch Me Runnin* (PATCHWORK) - West Coast in the house, represent, represent!! This will blow-up in '95. Watch & see!

**PRINCE ICE, KMEL, San Francisco**

GROUP HOME *Supa Star* (PAYDAY) - Phattest hip hop track out right now! Props to Premier, another notch on his belt.

RBL POSSE *Bounce To This* (IN-A-MINUTE) - More West Coast flava for ya ear!

KING SUN *Robbin Of The Hood* (COLD CHILLIN) - Phat EP! Lovely choice for a second track after *Humm Deez Nuts*.

TOO SHORT *Cocktales* (JIVE) - A revised version of *Freaky Tales* with madd bounce!

FU-SCHNICKENS *Sum Dum Munkey* (JIVE) - Little faster than what most DJ's spin, but definitely another phat track by these kids!

**DJ MIDIMACK, KMVR, Las Cruces**

JOCELYN ENRIQUEZ *Big Love* (CLASSIFIED) - Happy New Year! This year is starting off to be really good and this song is one of the reasons why this year is going to be 'LIVE.' This is a must have record, it has six different mixes and there is a mix on there for everybody! This record is ooh soooo Fierce (and I am not just saying that because I did one of the remixes either!). Make sure you have a copy.

KYM SIMS *I Must Be Free* (RADIKAL) - I predict that this year is going to be a very good year for House music in the U.K., especially since we have such cutting edge labels like Radikal that give us DJ's 8 (count'em) different mixes to choose from, and they're all great! Thanks Radikal, I love this record.

SNOOP DOGGY DOGG *Murder Was The Case* (INTERSCOPE) - Aaaaaahhhh yeeeeeahhhh, my boyz at Interscope are starting the new year off right with the release of some phat-ass tracks off of the *Murder Was The Case* soundtrack. Much props to my EMZ for the 'hook up.'

**DJ RICH, KRBE, Houston**

TO KOOL CHRIS *Work Your Body* (STRICTLY HYPE) - Lotsa energy! Nuff said!

ONE BIG POSSE *Lb.* (SUNSHINE) - Techno is not dead yet with this track from L.A.! Check it out! Also, the new dub remixes of Miranda are killer!

MIGHTYDUBKATS *Son Of Wilmot* (IMPORT) - Yet another latin-house track that, as Bobby D. would say, 'Sets the night on fire!'

MAX-A-MILLION *Fatboy* (SOS) - Blowing up in regular rotation here.

REGGIE ROUGH w/Annette Taylor *Just Can't Take It* (E-LEGAL) - The hook is in the middle. Just like a Tootsie Pop.

COLLAGE *Diana* (METROPOLITAN) - Freestyle lovers delight.

**CARLOS FUSARO, KTFM, San Antonio**

On the Euro-smash dept., here's the next 2 contenders down here...

FUN FACTORY *Close To You* (CURB EDEL)

Other stuff:

REAL McCOY *Run Away* (ARISTA)

CYNTHIA *How I Love Him* (TIMBER/TOMMY BOY) - Slammin comeback, already rotating!

NRG DEFINED *Do It Right* (MIC MAC) - Believe this, a fierce Hispanic trance track...adds much phlayva to the mixx.

5 MINUTES OF FUNK *Let's Go* (IMPORT) - Kickin' trip-hop cut with plenty of breakdowns and hands-in-the-air chants...b-side house mixes work too!

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Smashed me right upside da head...spinnin' on the mixx now.



**JOSEPH FRIAR, KVIC, Victoria**

**HOUSE OF GYPSIES f/AI Wise Another Worry (FREEZE)** - Here it is...the first official BOMB for '95! Of course being House Of Gypsies, you know it's gonna be sweet but what makes this cut so fine is the female hook and those great vocals by AI Wise! Looks like we're off to a great year!

**GENA BESS How Hard I Search (KULT)** - From the same label that brought you Jazmina's Good Time Masters At Work remix, comes another dynamite vocal record! Don't know much about Gena, but I do know this girl can sing. It's all that! Keep an eye on this label in '95.

**MOOD II SWING presents Bumforhire (CUTTING)** - Go straight to the second cut on Side A I Need A Dub for six minutes of slammin, deep underground house! This EP also features the tracks Saturday and Club 2000. Another fine release from the Cutting crew which continues to put out one quality release after another!

**BILLY RAY MARTIN Your Lovin Arms (MAGNET)** - An import that I hope will be picked up and released domestically. Another beautiful vocal record with mesmerizing vocals and a fierce remix by Junior Vasquez! Wait til you hear this girl sing! Stunning!

**STAN PRIEST, POWER PIG, Tampa**

**CLUBZONE Hands Up (LOGIC)** - Everytime a crowd hears this song, everyone puts their hands up in the air... This is a fun, energetic song... Great breakdown the middle.

**THE HED BOYZ Girls & Boys (LOGIC)** - Older track but new to my shows, kicks ass! Very catchy vocals...nice house feel. I play the Seka Mix.

**SNAP Welcome To Tomorrow (ARISTA)** - Very fast, but this is a new trend in dance music. This is Euro at its fast-paced 90's sound.

**LOVE STATION Best Of My Love (PANDISC)** - Nice tune...very fun, modern remake.

**WIZARD 'N' OZ The Wizard (WHITE LABEL)** - Wow! Get this import sound! Nice Alice Cooper sample of School's Out. This will rock spring break.

**DJ ICEE Tricks (ZONE)** - He is the God of digi-funk. This is the sound of Orlando/Tampa, FL. Techno has a whole new audience and a whole new sound...Icee is a ninja in that scene. This could be the Rhythm Is A Dancer of '95.

**MATT 'The Bratt' BRADLEY, POWER PIG, Tampa**

**CRYSTAL WATERS What I Need (MERCURY)** - Crystal Waters has another hit on her hands. Her strong vocals will carry her up the charts. I have been spinnin this track for a long time and has been growing more and more every week that I play it...

**WILLI ONE BLOOD Whiney, Whiney (RCA)** - This kut has surprised a lot of PDs, MDs and DJs. Working this record is as easy as playing it. This record is as easy as playin it. This record is one of those records that is just fun to spin...(A feel good record).

**CRAZY L'EGGS Happy And You Know It (PANDISC)** - I get a huge response with this bass hit. Taking that old fun song and giving it a 160+ bass beat, drives the teens crazy. Try it out during your night plays and watch the phones light up.

**CE CE PENISTON Keep Givin' Me Your Love (COLUMBIA)** - Ce Ce has started the year out with a smash. Great mixes to choose from. Her radio appeal will smoke the airwaves...

**R.E.M. Bang And Blame (WARNER BROS.)** - What's up with the Brattman? This is not a dance record, allrighty then...We had a lotta luck with REM's latest hit, What's The Frequency, Kenneth?, so with that in mind, take a listen to Bang And Blame. A good feel that will build...yeae, yeae, yeae, yeae, yeae...

**DJ ENRIE, POWER106, Los Angeles**

**THA DOGG POUND What Would You Do (INTERSCOPE)** - Tha Dogg Pound is on the loose! DJ's be aware, no outro!

**FU-SCHNICKENS Sum Dum Munkey (JIVE)** - Two mixes to choose from! I prefer both.

**DA BRAT f/Notorious B.I.G. Dirty B Side (CHAOS)** - Finally a clean version on wax, but I prefer the dirty one!

**SHAWN PHILLIPS, Q99, Salt Lake City**

**DEJA VU New Lover (VESTRY)** - With the 3rd release from the new Vestry label, Deja Vu is a sure fire hit. All DJ's, mix show and clubs will be looking for this Tribal House floor burner. Male and female vocal samples one side A and percussion that will blow your mind on the B-side. A must have!

**JASON NEVINS EP (TNT)** - You're about to witness something you've never witnessed before (and Slick Rick sample). Well, okay, we've heard that sample before, but not the way Jason Nevins does it. This 5-cut House masterpiece will add Spice to the airwaves and dancefloors.

**REEL 2 REAL Raise Your Hands (STRICTLY RHYTHM)** - Back again Ragga style with those funky drum tracks, great club and crossover potential. Yes, with an Armand Van Remix Helden stuff!

**CLUBZONE Hands Up (LOGIC)** - Raise your hands if you're sure! Clubzone does it the right way with mixes for Euro House (great for radio) and my personal favorite Alex Party Flava! Gonna be big!

**KYM SIMS I Must Be Free (RADIKAL) - Too Blind To See It**..you must be, if you're not playing this monster hit! Radio, clubs, etc...this is a perfect vocal house dance hit for CHR, rhythm, all radio! DJ's, the mixes are superb and yes, there's something from DJ Pierre! Huge!

**GEORGE LAMOND It's Always You (TIMBER/TOMMY BOY)** - New label and song of the best production I've heard in a long time! 95 is the year for freestyle!

**CYNTHIA How I Love Him (TIMBER/TOMMY BOY)** - Again and again, the production will knock you out! Perfect freestyle...radio come on!

**CHRIS BARAKET, WAEB, Allentown**

**CHOP N CHAN Sun Children (MAXI)** - A 'hittin ya hard' house track that is full of energy and will work your audience into a frenzy! Hey, 'when it rains, it pours!'

**SHATASHA WILLIAMS Free (RELATIVITY)** - This is a fantastic radio record with a funk load of potential to be a huge crossover smash! MD's, check this one out A.S.A.P!

**ONE BIG POSSE Lb (SUNSHINE)** - A very cool sounding track that has some serious shit in the recipe for underground lover's! Catch it on a mix show near you! Starts today!

**DONNA BLAKELY Keep Pushing On (STRICTLY HYPE)** - Actually, the 12" has Ralphie Rosario introduces Mark Grant presenting Donna Blakely, so who is doing what? Anyway, this double pack is busting out big time with lots of talent! Also on this label is Too Kool Chris, Crespo, and Purple Boy. Check these cuts out too! They are doing very well in the mix. Watch out for this label in '95!

**FU-SCHNICKENS Sum Dum Munkey (JIVE)** - Great! I just love mid-tempo songs. Keep 'em coming! Check Frankie Cutlass Flip Squad Remix, it's time to jam!

**THA DOGG POUND What Would You Do (INTERSCOPE)** - This one is going to be very, very, very BIG! It's kind of a Snoop meets Warren G. You could say it's an out-of-the-box smash!

**THE NONCE Mix Tapes (AMERICAN)** - A nice way to start or end your show. A smoothed out chillin' vibe makes this very radio friendly. Some cuts doing damage in the mix are: Stevie B., Sweet Tea, Rhythm & Co., Collage, Dr. Alban and Clubzone! Peace, Urie 16(Happy New Year)20!

**MIKE GALLICHO, WAHC, Columbus**

**KYM SIMS I Must Be Free (RADIKAL)** - The DJ Pierre club mix is a really good deep track that works well late in the evening.

**REALITY Wanna Get Busy (STRICTLY RHYTHM)** - The Armand mix is the slaminest mix I've heard in three months! If I could, I'd play it 15 times a night!

**REEL 2 REAL Throw Your Hands In The Air (STRICTLY RHYTHM)** - Great dance record! Has that Detroit percolator sample that will move my crowd any day!

**DUANE BRADLEY, WJLB, Detroit**

**MISS JONES Where I Wanna Be Boy (STEP SUN ENTERTAINMENT)** - A low down, funky good record! I just love it!

**BRANDY Baby (ATLANTIC)** - Baby, baby, baby, baby!

**DA BUSH BABEES Remember We (REPRISE)** - A sho nuff hit in that type of groove.

**HEAVY D. This Your Night (UPTOWN/MCA)** - I know it's a smash!

**BARRY WHITE The Time Is Right (PERSPECTIVE/A&M)** - Is definitely smooth with that funky Chuckee Booker groove.

**BARRY WHITE Love Is The Icon (PERSPECTIVE/A&M)** - Is definitely comin' with that funky jam and Lewis club groove.

**KOSTA G., WXKS, Boston**

**CLUBZONE Hands Up (LOGIC)** - It'll make you want to put your hands up.

**REAL MCCOY Run Away (ARISTA)** - Should be even bigger than Another Night.

**CYNTHIA How I Love Him (TIMBER/TOMMY BOY)** - My favorite freestyle singer is back with her best tune yet!

**JIM 'Chopper' COHN, Z100, New York**

**GEORGE LAMOND It's Always You (TIMBER/TOMMY BOY)** - Lamond returns to his freestyle roots and turns out a jem.

**SWEET TEA Breathe Again (RELATIVITY)** - Excellent rendition of this smash ballad made into reggae dancehall.

**CE CE PENISTON Keep Givin' Me Your Love (COLUMBIA)** - Morales remixes from the Pret-A-Porter movie are slamming.

**D\*NOTE Iniquity Worker (TVT)** - Nice dancehall ditty will keep your floor rockin. They call it jungle jazz. Why not?

**DJ GROOVE, Z90, San Diego**

**GLORIA ESTEFAN Everlasting Love (EPIC DANCE)** - Check out this double record set! If you liked her last one, Turn The Beat Around, you'll love this one!

**BRUCE BAPS Just A Little Bit Of Love (KRIZTAL)** - Check out the U.S. Mix!

**MACK VIBE Mr. Meaner (EIGHT BALL)** - If you were into the regular mix, you'll definitely be into this one! This record is slam'!

# We're Sending Out An



## MAX-A-MILLION "Fat Boy"

"Everyone should play Fat Boy... It picks up right where Ini Kamoze left off. Completely infectious hook that stays with you forever. It's one of our most played songs."

Erik Bradley, B96

"Hispanic women love Fat Boy, and fat boy is getting bigger and bigger..."

John Candelaria, KPRR

"Huge for Honolulu... Good to see Chicago house music back!"

James Coles, KIKI

"I like them chunky, but funky. Give me a fat boy any day!"

Lucy B., Q105

"It's fat... I'm on it... The next Ini Kamoze."

Jeff Nelson, Z90



"Hispanic ladies are shaking their rump to the beat of Fat Boy. Blowing up in the club and a huge street vibe. No brainer!"

Pete Manriquez, HOT97.7

"Blowin up in San Antonio. #1 club record and soon to be #1 at radio... Just put it on."

Charles Chavez, KTFM

### Already on!

B96	73x
KPRR	42x
HOT97.7	41x
KTFM	25x
KHFI	16x
Z90	18x
WOVV	11x

## ROCHELLE "Praying For An Angel"

"Hot dance record. If you had success with Lil Suzy, you'll love this."

John Candelaria, KPRR

"Not only is this the jam, but she can sing too!"

Fernando Ventura, KHFI



### Already on!

HOT97.7	66x
KPRR	42x
B96	28x

## Roula "Lick It"

"The new female anthem of '95. Big in the clubs and Lynnwood loves it."

Sonia Jimenez, KGGI



## 20 Fingers "Mr. Personality"

Already on! KMXV 38x KIIS-FM 18x KLUC 13x

SHIPPING SOON



# Get It Right

The Brand New Single By

# LSO



## HITTING THE AIRWAVES

### ADDS:

**KKSS**  
**KLRZ**

### MIX SHOW PLAY:

<b>WFLY</b>	<b>KZFM</b>	<b>WHHH</b>
<b>WFHN</b>	<b>KPRR</b>	<b>KQKQ</b>
<b>WHJX</b>	<b>KJYK</b>	
<b>WJJS</b>	<b>KBFM</b>	





# Club Chart

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

## BREAKOUTS

CE CE PENISTON "Keep Givin' Me Your Love" (COLUMBIA)  
 GLORIA ESTEFAN "Everlasting Love" (EPIC)  
 REPERCUSSIONS "Promise Me Nothing" (REPRISE)  
 RHYTHM METHOD f/Camille "Can You Give Me Love" (ZYX)  
 SOUNDS OF BLACKNESS "I'm Going All The Way" (PERSPECTIVE)

## CLUB MOVERS

LW TW

1-1	M PEOPLE	"Excited"	(Epic)
2-2	JANET JACKSON	"You Want This"	(Virgin)
3-3	CORONA	"The Rhythm Of The Night"	(EastWest)
7-4	DONNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)
5-5	ACE OF BASE	"Living In Danger"	(Arista)
6-6	TLC	"Creep"	(LaFace/Arista)
4-7	MADONNA	"Secret"	(Maverick/Sire/WB)
16-8	EVERYTHING BUT THE GIRL	"Missing"	(Atlantic)
14-9	MIRANDA	"Round & Round"	(Sunshine)
17-10	FUN FACTORY	"Close To You"	(Curb Edel)
10-11	NI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
11-12	CARLEEN ANDERSON	"Mama Said"	(Virgin)
23-13	TOM JONES	"If I Only Knew"	(Interscope)
24-14	SPIRITS	"Don't Bring Me Down"	(MCA)
8-15	SEX CLUB XXX	"Big Dick Man"	(Fly)
27-16	SEAL	"Newborn Friend"	(ZTT/Sire/WB)
9-17	LIVIN JOY	"Dreamer"	(MCA)
26-18	GROOVE COLLECTIVE	"What U Got"	(Reprise)
30-19	DEEE-LITE	"Call Me"	(Elektra)
20-20	3RD NATION	"I Believe"	(EastWest)
13-21	E.V.E.	"Groove Of Love"	(Gasoline Alley/MCA)
34-22	CAPPELLA	"Move On Baby"	(ffrr)
15-23	CRYSTAL WATERS	"What I Need"	(Mercury)
12-24	MARY J. BLIGE	"Be Happy"	(Uptown/MCA)
33-25	DONNA ALLEN	"Real"	(Epic)
25-26	BLONDIE	"Rapture"	(Chrysalis/EMI)
21-27	CRAIG MACK	"Get Down"	(Bad Boy/Arista)
19-28	C&C MUSIC FACTORY	"Take A Toke"	(Columbia)
18-29	BRANDY	"I Wanna Be Down"	(Atlantic)
N-30	SEX CLUB XXX	"Big Lover Man"	(Fly)
22-31	FU-SCHNICKENS	"Breakdown"	(Jive)
32-32	ICE CUBE	"What Can I Do"	(Priority)
45-33	PHARAO	"I Show You Secrets"	(Columbia)
44-34	LAGAYLIA	"Shower Me With Love"	(Epic)
N-35	BRAND NEW HEAVIES	"Spend Some Time"	(ffrr)
36-36	69 BOYZ	"Kitty Kitty"	(Rip-it)
N-37	MOBY	"Feeling So Real"	(Elektra)
49-38	C&C MUSIC FACTORY	"Robi-Robs Boriqua Anthem"	(Columbia)
38-39	KWS & GWEN DICKEY	"Ain't Nobody (Loves Me Better)"	(ZYX)
N-40	STEVIE B.	"Funky Melody"	(Emporia/Thump)
N-41	DJ BOBO	"Take Control"	(CMC)
28-42	GLORIA ESTEFAN	"Turn The Beat Around"	(Epic)
43-43	SALT N PEPA	"None Of Your Business"	(Next Plateau)
29-44	DR. DRE & ED LOVER	"Back Up Off Me"	(Relativity)
42-45	DR. DRE & ICE CUBE	"Natural Born Killaz"	(Interscope)
31-46	HEAVY D & THE BOYZ	"Black Coffee"	(Uptown/MCA)
37-47	DAN HARTMAN	"The Love"	(Chaos)
35-48	NICOLE	"Runnin Away"	(Avenue)
N-49	KEITH MURRAY	"The Most Beautifullest Girl..."	(Jive)
48-5C	USA STANSFELD	"Make"	(Giant)

## REPORTING POOLS

### FOR THE RECORD • New York

Jeffrey Allen (212) 598-4177  
 • DANNY TENAGLIA, FAN .. CLE, LY, M  
 PEOPLE, RHYTHM TO RHYTHM  
 PACIFIC COAST DJ ASSOC. • Long Beach

Steve Tsepelis (310) 433-6569  
 • D-NOTE, RHYTHM METHOD f/Camille,  
 SOUNDS OF BLACKNESS, THE  
 WORLDGANG PRESS

### RESOURCE RECORD POOL • Los Angeles

Craig Spy (213) 651-2085  
 • BRAND NEW HEAVIES, CE CE  
 PENISTON, DJ BOBO, TRACI LORDS

### LET'S DANCE • Chicago

Mike Macharello (312) 525-7553  
 • CAMEO, ERASURE, SOUNDS OF  
 BLACKNESS, TRACI LORDS  
 BAZZA • San Francisco  
 N. Lygizos/Sulai Wong/David X (415) 882-9700

### BAY AREA SOUND SERVICE • San Francisco

Steven Tuttle (415) 863-2515  
 • CYNTHIA, RHYTHM METHOD  
 F/CAMILLE, SOUL COUGHING, SWING  
 52, THE WORLDGANG PRESS

### PHILADELPHIA METRO POOL • Philadelphia

Martin Keown (215) 732-7949  
 • JOYA, MIAMI SOUND MACHINE,  
 SIMPLE, SOUNDS OF BLACKNESS,  
 TRACI LORDS

### PHILADELPHIA SPINNERS ASSOC. • Cherry Hill

Bob Pantano/Tony Harris (609) 662-7222  
 • BOYZ II MEN, LOVE STATION f/Lisa  
 Hunt, REPERCUSSIONS, RHYTHM  
 METHOD f/Camille, SWING 52

### ADVANCED MUSIC PROMOTION • Detroit

Lee Eckinger (810) 543-1764  
 • BRUCE BAP'S, CAMILLE, GLORIA  
 ESTEFAN, REPERCUSSIONS, RHYTHM  
 METHOD f/Camille

### DANCE DETROIT • Detroit

Steve Nader (810) 541-4323  
 • CE CE PENISTON, DOUBLE YOU,  
 EVERYTHING BUT THE GIRL,  
 ERASURE, GLORIA ESTEFAN

### MID-WESTERN DANCE ASSOC. • Detroit

Enola-Gaye Porter (313) 546-8448  
 • CAMILLE, CE CE PENISTON, FALCON  
 KREST, GLORIA ESTEFAN, THE  
 WORLDGANG PRESS

### BOSTON RECORD POOL • Allston, MA

Maurice Wilkey & James Hughes (617) 731-1500  
 • CE CE PENISTON, GEORGE LAMOND,  
 GLORIA ESTEFAN, REPERCUSSIONS,  
 RHYTHM METHOD f/Camille

### MASSPOOL • East Boston

Gary Cannavo (617) 567-2900  
 • B.I.A.S., BRUCE BAP'S, CE CE  
 PENISTON, DA BRAT, GLORIA  
 ESTEFAN

### FLAMINGO RECORD PROMOTIONS • Miami

Richard McVay (305) 895-1246  
 • ASWAD, CE CE PENISTON, GLORIA  
 ESTEFAN, REPERCUSSIONS, THE  
 WORLDGANG PRESS

### DIXIE DANCE KINGS • Alpharetta

Dan Miller (404) 740-0356  
 • ERASURE, MIAMI SOUND MACHINE,  
 SEX CLUB XXX, TRACI LORDS, WILLIE  
 ONE BLOOD

### NORTHWEST DANCE MUSIC • Seattle

John England (206) 223-8758  
 • DJ BOBO, GLORIA ESTEFAN, THE  
 GOATS, REPERCUSSIONS, THE  
 WORLDGANG PRESS

### DIRECT HIT • Long Island

Scott Allan (516) 845-1938  
 • ASWAD, BRAND NEW HEAVIES,  
 CYNTHIA, DJ BOBO, KOOL ROB O

### LONG ISLAND RECORD POOL • Long Island

Jackie McCloy (516) 796-6596  
 • ASWAD, CYNTHIA, GEORGE  
 LAMOND, SWING 52

### INTERNATIONAL RECORD SOURCE • San Diego

Javier Lugo (619) 476-1288  
 • DANIA, GEORGE LAMOND, GRAVE  
 DIGGAZ, SNOOP DOGGY DOGG,  
 SOUNDS OF BLACKNESS

### SOLID PRODUCTIONS MUSIC POOL • San Diego

M. Greer/S. Martin (619) 470-3111  
 • CE CE PENISTON, DRU DOWN, TLC

### PITTSBURGH DJ ASSOC. • Pittsburgh

Jim Kolich (412) 885-1472  
 • CE CE PENISTON, GLORIA ESTEFAN,  
 MILKBONE, MURDER WAS THE CASE  
 soundtrack, RHYTHM METHOD f/Camille

### DESERT WEST RECORD POOL • Phoenix

Terry Gilson (602) 249-9214  
 • BABYDOLL, CE CE PENISTON,  
 DOUBLE YOU, GLORIA ESTEFAN,  
 RHYTHM METHOD f/Camille

### FLORIDA SUMCOAST RECORD POOL • Tampa Bay

Howard Tripp & Rafael Roman (813) 544-7609  
 • CYNTHIA, GLORIA ESTEFAN,  
 SOUNDS OF BLACKNESS

### DANCING DISC'S OF DENVER • Denver

Lawana Sims (303) 333-6901  
 • BRAND NEW HEAVIES, JOYA, MURDER  
 WAS THE CASE soundtrack, PARIS

### 5 STAR • Covington

Mark Burney (606) 261-6972  
 • CE CE PENISTON, REPERCUSSIONS,  
 SOUNDS OF BLACKNESS, TRACI LORDS,  
 WILLIE ONE BLOOD

### SOBAD • San Jose

Joel Wyrick (408) 277-0111  
 • CREO-D, DR. ALBAN, JADE

### CENTRAL OHIO RECORD CORP • Columbus

Fred Dowdy (614) 442-3396  
 • CONNIE, FUN FUN, JOYA,  
 MADONNA, SOUNDS OF BLACKNESS

### LAS VEGAS RECORD SYSTEMS • Las Vegas

Rory McAlister (702) 256-1567  
 • GLORIA ESTEFAN,  
 REPERCUSSIONS, SWEET SABLE,  
 SWING 52, WILLIE ONE BLOOD

### KEYSTONE SPINNERS RECORD POOL • Wilkes Barre

Carl Gross (717) 823-5233  
 • CE CE PENISTON, EDDIE F. & THE  
 UNTOUCHABLES, THE GOATS

### CONNECTICUT'S MUSIC POOL • Orange

Stephen M. Richardson (203) 789-0038  
 • COOLIO & THE 40 THEVZ, HOUSE OF  
 GYPSIES, THE M&J PROJECT PART 2,  
 SAM THE BEAST, SWEET SABLE

### RICKETTS RECORDS • Morristown, NJ

Bill Rickett (201) 478-5764  
 • ASWAD, RHYTHM METHOD f/Camille,  
 SI WE, SWING 52

# ONE VISION

# ONE VOICE

# ONE WORLD

# ONE WILLI

Programmers are always whining that there aren't enough HITS!

Stop whining and start playing...

Willi One Blood "Whiney, Whiney"!

800-plus spins and rising!

**Harv Blain, President Blain Consulting** - "Man, you know what really drives me crazy is the lack of fun on Top40 stations today. Willi One Blood brings the fun back."

**WJIS, David Lee Michaels** - Instant phones. Big teen record, major."

**WAHC, Pete Dyan** - "Instant phones. Top 3 requests after just one week and holding there. Just test it for a week and you'll see."

**KUBE, Mike Tierney** - "Great female record. Instant phones. Fun and upbeat."

**KUBE, Shelli Hart** - With the reaction we've been getting with this record, you can stop your whiney whiney and play it."

**KKSS, Roy James** - "Great sample. Active on the phone, play it."

**WFLZ, Tom Steele** - "Our listeners are whining whining on the phones for it"

**WOV, Neil Sullivan** - "Whiney, Whiney is an instant reaction record. Great ecry requests and curiosity calls."

**KZFM, Charlie Maxx** - "You might be dumb if you don't hear this record, but you would be even dumber if you didn't play it. Top 10 phones 18-24 females."

**WZJM, Dave Eubanks** - "We are increasing the rotation with Top 5 phones."

**KGOT, Roxy Lenox** - "#1 phones, adult females. Everybody loves it, just play it."

**Mike McVay, McVay Media** - "Willi One Blood is a fun song that listeners will search out on the radio."

**WABB, Dusty Hayes** - "Don't ignore this record. Getting great adult female phones."

# WILLI ONE BLOOD

#1 MOVIE IN AMERICA 4 WEEKS IN A ROW!

# WHINEY, WHINEY

# (WHAT REALLY DRIVES ME CRAZY)

SOUNDTRACK EXECUTIVE PRODUCER:

RON FAIR

MUSIC SUPERVISOR:

DAWN SOLER

EXECUTIVE - IN - CHARGE OF MUSIC

FOR NEW LINE CINEMA:

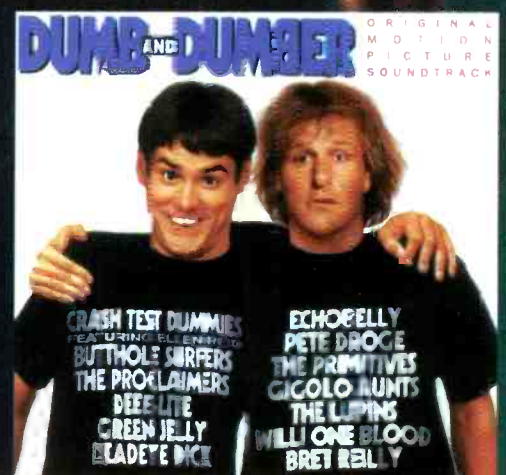
TOBY EMMERICH

FROM THE ORIGINAL  
MOTION PICTURE SOUNDTRACK

# DUMB AND DUMBER

A NEW LINE CINEMA RELEASE  
ON THE RCA RECORDS LABEL

63523-2/4



NEW LINE CINEMA



THE RCA RECORDS LABEL

UNIVERSAL

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# Ear To The Ground



KISS108/Boston recently hosted a charity concert featuring Mercury recording artist Bon Jovi, who helped launch the new KISS Cancer Fund with a \$25,000 donation. The band also presented a check for \$25,000 to Boston Mayor Tom Menino to be distributed to various Boston-area charities. Pictured (L-R): Richie Sambora; Pyramid CEO Rich Balsbaugh, creator of the KISS Cancer Fund, and Jon Bon Jovi

## Late-Breaking News And Inflammation:

**LATE FLASH:** Oldies XTRA104/D.C. has LMA'd Top40 Z104 in neighboring Frederick, MD with intent to purchase. The Z104 staff has left the building, with XTRA now simulcasting on both 104 frequencies, covering a ton o' real estate. Stay tuned for further developments...

SHAMROCK's Z100/New York has named WFOX/Atlanta GM CLANCY WOODS to replace ALAN GOODMAN, who resigned recently.

KISF/Kansas City's new PD CHUCK GEIGER and staff have shifted the format to a New Rock/Top40 presentation. Geiger told THE EAR, "In twenty years in radio, I have never seen a group of talented individuals bond in a 72 hour period...MD BOOKER MADISON, Programming Assistant DEE DEE JONES and I worked on the music. Production Director MARK DANIELS took the twisted ideas in my head and made the sweepers and promos sizzle on the air. Promotions Director PAIGE TURNER helped re-tool the promotional package and several other part-timers pitched in...The station is smokin'!!!"

Commenting on the formatic shift, Geiger added, "KMXV and KISF were caught in a two or three share 12+ Top40 battle...[New Rock] is being embraced by Country listeners disenfranchised with Top40's rap and dance direction. It's time for Top40 radio to grow up in certain marketplaces."

## Pro-Motions:

WTIC-FM/Hartford PD PAUL CANNON announces the uppage of TONY BRISTOL to MD. The duo formerly worked together for years in the same capacity at PRO-FM/Providence.



represents, among others, baseball legend TED WILLIAMS.

## Actual Damn Jobs:

KWIN/Stockton has an immediate PM Drive/Promotion position available. Package, including references, to BOB LEWIS, OM, KWIN-FM, 6820 Pacific Ave., Suite 2, Stockton, CA 95207-2605. EOE. No calls please.

K92/Roanoke needs a midday jock/Production Director to replace the exiting MELISSA MORGAN. Females encouraged. T&R: CHRIS TAYLOR, K92, 3934 Electric Rd., Roanoke, VA 24018. EOE.

WKRZ/Wilkes-Barre needs a 7-midnight personality. T&R to: KEN MEDEK, PD, 98.5KRZ, 305 Highway 315, Pittston, PA 18640. EOE.

## Live From The News Womb:

Congrats to WZOQ/Lima APD/MD TOMMY FRANK and wife SHANNON on the birth of their son, NATHAN KILLIAN, born January 9. He weighed 7 lbs 7 oz.

## In Other News:

BYRON MacGREGOR, known as the father of 'Drake-style' 20/20 news in the late 60's, died January 5 from complications from pneumonia. He was only 46 years old.

A\*VISION ENTERTAINMENT, the video and TV subsidiary of The ATLANTIC GROUP, will be spun off into a separate division of WARNER MUSIC U.S., and will be renamed WARNERVISION Entertainment, effective March 1.

KHKS/Dallas APD/MD MR. ED LAMBERT attended last week's Cowboys/Green Bay Packers playoff game, and couldn't understand why he suddenly became the target of mass abuse while stuck in traffic en route to the game. He was almost forced off the road several times, endured massive amounts of verbal abuse from passersby, and lived through the ultimate insult—a large baloney sandwich with everything on it was flung at his windshield, splattering everywhere...It wasn't until Lambert arrived at Texas Stadium that he realized why he was suddenly so 'popular...' He still has Wisconsin license plates on his car...You can bet he was first in line at the DMV Monday morning...



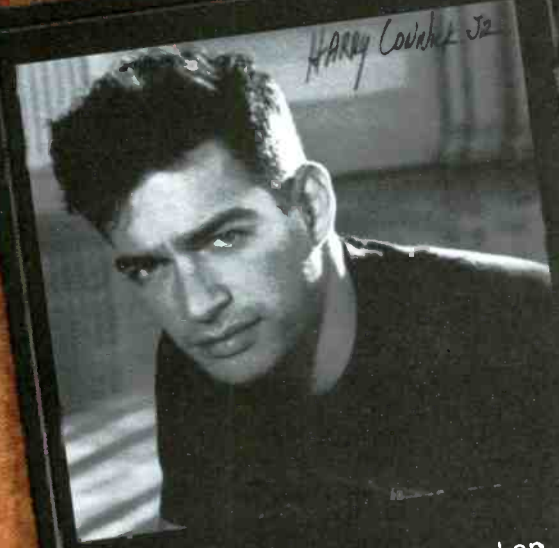
The staff of WMMS, WMJI & WHIK/Cleveland: 1) Gaye Ramstrom 2) Matt Surrena 3) Sue Tyler 4) Christine Winters 5) Beth Franco 6) Stef Kaiser 7) Megan Clemson 8) Mary Piro 9) Dennis McPeck 10) Lou Santini 11) Heidi Kramer 12) Tina Vay 13) Cheryl Zivich 14) Withe Thompson 15) Jill Carsten 16) Jeanette Frashuer-Greer 17) Jennifer Wydie 18) Dave Lewis 19) Doug Kubinski 20) Mark 'Munch' Bishop 21) Karen Freedman 22) Janette Sevald 23) Sandy Lyon 24) Lynn Drelstadt 25) Brian Chalmers 26) Adria Redmon 27) Joe Cronauer 28) Christy Brent 29) Carol Robinson 30) Roque Trem 31) Len 'The Boom' Goldberg 32) 'Spaceman Scott' Hughes 33) Steve Romak 34) Patrick Mitchell 35) Randy Van Orman 36) Jill Patsko 37) Lisa Johnson 38) Collen Carver 39) Barry Thomas 40) Brian Fowler 41) Tony Rizzo 42) Michael 'The Elephant' Rose 43) Jim Penko 44) Mitch Todd 45) Barry Reed 46) Barb West 47) Bill Kessel 48) Kim Anderson 49) Dean Thacker 50) John Gorman 51) Chris Scherer 52) B.L.F. Bash

Photo by Steve Vaccariello

DIONNE FARRIS APPEARANCES

FEBRU

WEDNESDAY	THURSDAY	FRIDAY
1	2	3
THE TONIGHT SHOW		
8	9	10
15	16	17
GAVIN PERFORMANCE		
22	23	24
NARM PERFORMANCE		



HARRY CONNICK JR.

Has over 700 Hot 100 spins and an enormous audience increase this week! Top 10 rotation in N.Y.C., Atlanta, Detroit and Columbus. Harry's worldwide sold-out tour continues...Get ready for "She" in February.

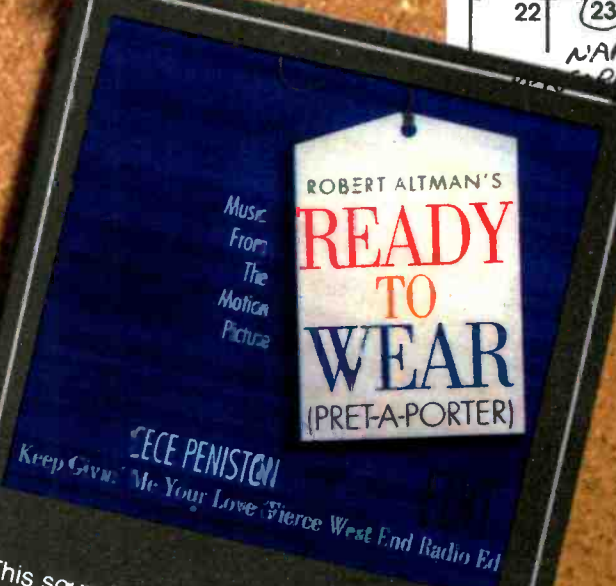
BE SURE TO CHECK OUT TONY'S UPCOMING HALFTIME PERFORMANCE AT THE SUPERBOWL... TONY BENNETT'S MTV UNPLUGGED ALBUM NOMINATED FOR FOUR GRAMMY AWARDS INCLUDING 'ALBUM OF THE YEAR'



**FUGEES**  
TRANSLATOR CREW  
A NEW BIRTH IN HIP HOP

"Vocab"  
Is breaking big time at WPGC, 92Q, KBXX and KMEL with SoundScan single debuts in every airplay market...Immediate reaction!!

HAVE YOU HEARD KEITH MARTIN'S DEBUT COLUMBIA SINGLE "I'LL NEVER FIND SOMEONE LIKE YOU"? A VOCAL PERFORMANCE THAT WILL BLOW YOUR MIND!



ROBERT ALTMAN'S  
Music From The Motion Picture  
**READY TO WEAR**  
(PRET-A-PORTER)

CECE PENISTON  
Keep Givin' Me Your Love, Fierce West End Radio Ed

This soundtrack continues to explode at retail jumping 78\*-51\* on Billboard's Pop Album Chart. Features pop smashes from Cece Peniston, Ini Kamoze, Janet Jackson, The Rolling Stones, Salt-N-Pepa, NPG, Deep Forest & more.

# The Real Juice

(See "THE EAR" for More Stuff)

## Namz In The Newz:

**BOB WILSON • TOM GORMAN  
BARRY WHITE • BILLY BRILL  
STEVE SMITH • BRENDA ROMANO  
JAMIE HYATT • RON GESLEN  
PAT MARTINE • HOWARD STERN  
BARRY WEISS • JOE HECHT  
BUZZ BENNETT • JOHN FAGOT**

and

**The Entire GEFLEN RECORDS  
Promotion Staff!**

**CONGRATULATIONS TO WARNER BROS. RECORDS ON BEING NAMED THE #1 LABEL (according to SoundScan) FOR TOTAL UNITS SOLD AND TOTAL ALBUMS SOLD IN 1994.**

Now, watch as **STU COHEN** leads the promotion staff into 1995 and what will be the most exciting year in the label's history! By the way, the label accounted for almost 10% of ALL configurations sold in 1994.!

### IMPORTANT INDUSTRY STUFF BELOW:

**PETER NAPOLIELLO** continues to build his dream promotion team at **EMI Records**...Stay tuned to The Juice for details.

**BOB WILSON** resigns his post at **R&R**. He will, however, remain on board as a consultant. After his 20-year tenure, will they give him a gold watch???

**JAMIE HYATT** has resigned, for personal reasons, from **KTFM**. Jamie told **HITMAKERS**: "I have nothing but good things to say about **JOE ERNEST**, GM, and **WATERMAN Broadcasting**." Look for the PD with 9 lives to be back soon.

**WPGC-AM** in D.C. from Business News to **RAP & GO-GO** under the banner "FLAVA 1580." **M.D. THROB** becomes PD.

Former **KFSM/Sacramento OM CHUCK FIELD** to 550 Records as L.A. local.

**WYXR/Philadelphia (PYRAMID Broadcasting)** is now rhythmic as "The New Sound Of Philadelphia".

**DICK CLARK** launches his own record label called **CLICK Records**. **SONY** will distribute the new label. First act will be **THE FIFTH DIMENTION**.

And while we're talking about Dick Clark, this year's **AMERICAN MUSIC AWARDS** will be the **HOTTEST** yet! Look for performances by **MADONNA**, **BABYFACE**, **PRINCE**, **BOYZ II MEN**, **CRASH TEST DUMMIES**, **JIMMY PAGE** & **ROBERT PLANT**, and lots more!!!

### ARB STUFF:

**New York 12+:** **HOT97** lands at #2 for the first time, 4.5 - 4.8, and #1 18-34, 8.0 - 8.8. **Z100** moves 4.6 - 4.2, and **WPLJ** and **WRKS** are tied at 3.8. **WPLJ** was #1 25-34 and 18-49 adults.

**Los Angeles:** Spanish **KLAX** continues to dominate, 5.4 - 5.6, followed by **POWER106** with a 5.5, **KROQ** at 4.5, **KIIS-AM/FM** at 4.1. **KKBT** follows at 3.8.

**Chicago:** Urban **WGCI** at 6.3, followed by **B96** at 4.3. Alternative **Q101** moves 4.3 to 3.6.

**San Francisco:** **KMEL** moves up 3.8 - 4.4, as **WILD107** goes 2.8 - 3.3. Modern Rocker **KITS** is at 3.0, and **Dave Shakes' K101** is at a 3.6.

**San Jose:** Nice book for under-dressed former Coverboy **Bob Perry**- **HOT97.7** is up 3.9 - 4.7, as **WILD107** slips 3.7 - 2.7, and **KMEL** steady at 1.5.

**Philly:** Urban **WUSL** now #3 with 5.7; Duopoly partner **WIOQ** moves 4.6 to 4.1; **WPLY** goes 3.9 to 3.3.

**San Diego:** **Z90** now #2 in the market, 4.9 to 5.5; **Q106** up to #4, 4.3 to 4.7. **KFMB-FM** under **Tracy** and **Tom** moving in the right direction, 1.8 to 2.7 12+.

**Riverside:** Congrats to **Carmi Ferreri** and staff on **KGGI's** #1 18-34 numbers; The station is also #2 12+ with a 7.0.

**Congrat's to RCA Records - There's lot's of GREAT STUFF on the "Dumb & Dumber" soundtrack album!**

# CHICAGO

## 1995

### DATE:

May 4 • 5 • 6

### THE PLACE:

Westin Hotel (312) 943-7200

### ROOM RATE:

\$110

### PRE-REGISTRATION:

\$150



# CECE PENISTON

KEEP GIVIN' ME YOUR LOVE

- Already Over 600 HOT 100 BDS Spins
- READY-TO-WEAR Album Explodes 78\*-51\*
- Check Out Slammin' New David Morales Mixes

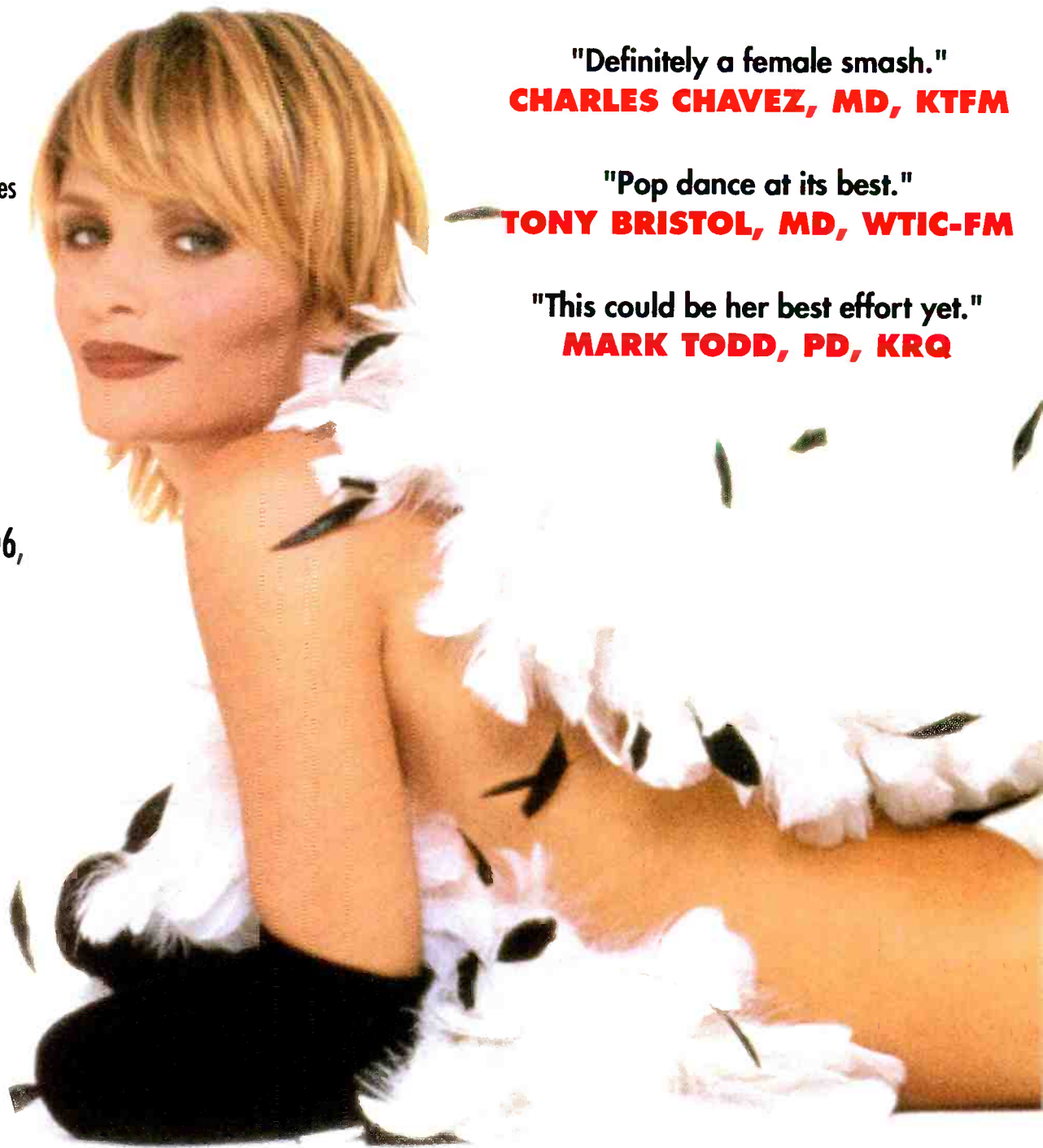
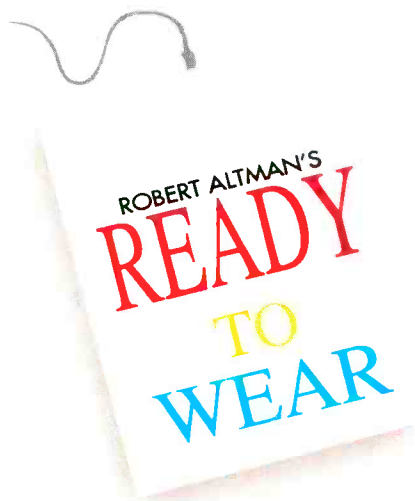
• **Major Rotation:**

WIOQ, WKSS, 92Q, WNVZ, WEDJ,  
WHJX, WKSE, KMXV, Y107, KZFM,  
KTFM, KS104, KKFR, Q106...

• **New Airplay:**

WXKS, WPGC, Z90, PRO-FM, KIX106,  
WTIC-FM, XL106.7, KCAQ, KJYK  
& More!

MUSIC FROM  
THE MOTION PICTURE



"Definitely a female smash."  
**CHARLES CHAVEZ, MD, KTFM**

"Pop dance at its best."  
**TONY BRISTOL, MD, WTIC-FM**

"This could be her best effort yet."  
**MARK TODD, PD, KRQ**

Once you put it on  
you'll never take it off.

ALBUM IN STORE TUESDAY, DECEMBER 6  
FILM OPENS WEDNESDAY, DECEMBER 21.

COLUMBIA

MIRAMAX  
RECORDS

\*COLUMBIA\* REG. U.S. PAT. & TM. OFF. MARCA REGISTRADA. © 1994 SONY  
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# #1 Most Disc-overed HITMAKERS' "Street Sheet"!!!

New At:

**KIX106 Providence**  
**B96 Chicago**  
**WHHH**  
**KTFM**  
**POWER PIG**  
**WFHN-FM**  
**WFLY**



Spinning At:

<b>92Q</b>	<b>22x</b>
<b>BOSS97</b>	<b>22x</b>
<b>WHJX</b>	<b>20x</b>
<b>POWER96</b>	<b>11x</b>
<b>KZFM</b>	<b>15x</b>
<b>KHTN</b>	<b>12x</b>
<b>Q105</b>	<b>18x</b>
<b>Z90</b>	<b>17x</b>
<b>KUBE</b>	<b>40x</b>

## Crystal Waters **What I Need**

The follow up to the top 10 DANCE/CHR hit "100% Pure Love" From Storyteller.

What I Need" Produced, Arranged, and Mixed by Basement Boys  
 Executive Producer: Bruce Carbone  
 Management: Vito Bruno for AM/PM Entertainment



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The story continues...