

HITMAKERS

ISSUE 872 \$5.00

January 20, 1994



an exclusive interview with

JAY BEAU JONES

VP/Programming, WKSS/Hartford

BARRY FIEDEL'S PERSONAL PICK:

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

MELISSA MATHEBRIDGE

"If I WANTED To"

**#1 Most Added & #1 Most Disc-covered
Over 500 TOP40 BDS detections after only ONE week!
SoundScan chart: 20-18***

Out-Of-The-Box

**Z100!!! WXKS-FM!!! PRO-FM!!! WKSE!!!
WEDJ!!! WAPE!!! YO17!!! B97!!! KRBE!!!
KKFR!!! WZJM!!! WGTZ!!! WHYT!!! KISF!!!
KMXV!!! WKBQ!!! Q99!!! Q106!!! and lots more**
**HOT ROTATIONS on... WAHC (28X), WZPL (28X), KRQ (18X),
STAR94 (29X), WHHY (16X), K92 (28X), KLRZ (23X),
WKSE (19X), WWCK (17X), KISF (18X), WYCR (27X),
WPST (17X), WPLY (33X), WIOQ (17X)**

4PM

"Sukiyaki"



Stress Rotation!



Over 3000 Top40 BDS Detections • Over 26 Million Top40 Listeners!
SoundScan Single Sales Chart: 12-10*

<u>Hot Rotation At:</u>	WVSR	36x	KHTT	44x	KIX106	70x	XL106.7	36x	WNNK	30x
WZJM	54x	K92	WNVZ	49x	WFHN	35x	PWR PIG	70x	WIOQ	34x
WGtz	30x	KIIS-FM	WRVQ	62x	WKSE	39x	WOVV	37x	WKRZ	31x
WZPL	30x	WZNY	KBFM	53x	WWCK	38x	WIXX	42x	KKRZ	37x
B94	55x	WZYP	WABB	55x	WDJX	32x	KDWB	51x	KZZU	48x
WHOT	66x	WWST	KLrz	45x	WAPE	57x	KS104	60x	Y97	50x
98PXY	33x	G105	WFLY	52x	WSNX	52x	KKMG	34x		
WNTQ	55x	KHFI	WTIC-FM	40x	WTWR	32x	KQKQ	36x		
KKFR	52x	KHKS	WKSS	43x	WNOK	40x	KKRD	57x		
KJYK	49x	KJ103	PRO-FM	42x	WXKB	37x	KBOS	36x		

cranberries "ODE To My Family"™

Early Action At:

KRBE - Houston (16x)

B97 - New Orleans (20x)

WGRD - Grand Rapids (15x)

SoundScan Album Chart: 12-10*!

Album "No Need To Argue" Has Sold Over 2.5 Million Copies!



ADD!



Managed By The Left Bank Organization!



Billboard Heatseekers Chart: #4*
 SoundScan Album Sales Chart: 188-170*
 More Than 1300 Total BDS Detections
 More Than 10 Million Total Listeners

New At

- | | |
|--------------|-------------|
| WKBQ | WHOT |
| WKSE | KCHX |
| KKMG | KTMT |
| WFLY | WLAN |
| 95XXX | KHTT |
| OK95 | KCLD |
| KYYY | |

performing
"She Don't Use Jelly"
 live on Beverly Hills 90210

the flaming Lips

IT'S A PERFECT FIT!

"SHE DON'T USE JELLY"

Produced by The Flaming Lips
 And Keith Cleversley
 From the album,
Transmissions From The Satellite Heart



Spinning At

- | | | |
|-----------------|-----------------|-------------------|
| WHYT 48x | WGRD 36x | WBHT 17x |
| WENZ 19x | KLRZ 23x | Z100 13x |
| WLUM 17x | B97 16x | (and more) |
| KROQ 21x | WABB 7x | |
| 99X 14x | WZYP 6x | |
| KISF 35x | WHHY 6x | |
| WAHC 35x | Q99 34x | |
| WPST 31x | WYCR 40x | |

ARE YOU HIDING BEHIND A ROCK?

Do you know anyone, in your personal or professional life, who always complains that life has dealt them a bad hand? Are these same people always blaming others for their problems? Do you know people who won't take responsibility for their own actions? Do these same people tell you that they can't succeed because of circumstances beyond their control? I'm sure we all know people like this. Of course, they're never to blame. It's always someone else who's wronged them.

How many times has an employer believed enough in a person to hire them only to find out later that they can't live up to that employer's expectations? I meet lots of people who want a job in our industry. I always ask them two questions: 1. Are you willing to work long and hard hours? 2. Do you think you have the talent to make it in this very competitive business? Naturally, the response to both questions is always a strong, positive "Yes".

But time tells all, and those who enter our industry under false pretenses are soon weeded out OR they hide behind a rock where no one will see them. Do you know anyone who is hiding behind a rock? Lots of people have made it through years and years of hiding. But, as the years have gone by, we seem to have less of a tolerance for those who would invade our turf without so much as the slightest thought of making our industry better or leaving their mark on us.

Not everybody who comes along will be remembered for their talent and leadership abilities, but then again, teams are made up of people who lead and people who follow. But, today, we're talking about people *who hide*. People who would rather complain than know the great feeling of success.

Do YOU ever hide behind a rock? Maybe, just maybe, you might feel like hiding once in a while. It's perfectly natural to have that feeling. It's how you deal with those feelings that mean anything. Those of us who love this business also suffer from its anxiety. We're always fighting to be tops in sales or ratings. We never seem to get the credit we deserve because this business has a short memory. And yet *we love it*. We love it enough to find the passion in our gut to program another radio station or get another record played even after years of moving our families from one state to another while we try to "better" our positions. So for many of us it's no wonder we have no time or patience for those who just seem to be hanging on or hiding out.

In this SUPER YEAR of 1995, let's all try to remember that it's our passion for this business that keeps us going, and it is the energy that that passion produces that helps us win. And please...NO MORE HIDING...Just stand up and deliver!

BARRY FIEDEL, Publisher

knowing is everything

catch dionne's performance on the
tonight show, february 1st.

don't miss dionne live at the gavin
convention on thursday evening, 9:00 p.m.
at jimmy's in new orleans.

already over 1,500 hot 100 bds spins
top40/mainstream monitor d-36*
most new airplay/biggest gainer airplay

billboard hot 100 singles "hotshot debut" 61*

multi-format airplay including:

WXKS
WDRE
WIOQ
STAR94
WAPE
Q106
KUBE

POWER PIG
KRBE
WNCI
B94
B97
KKFR
KKRZ

www.sony.com

i know

the first single from
"wild seed-wild flower"



dionne farris

produced by dionne farris,
david harris, m. liron davis
and randy d. jackson.
management: michael s. manga -
pesact, inc.

COLUMBIA

major market tour begins end of january

The **INSIDE PAGE**

HITMAKERS **HOT TIP**

JAMIE WALTERS "Hold On" (Atlantic)

Radio is embracing "Hold On" in a big way...Over 100 stations are playing this multi-talented actor/artist. Your female audience is already familiar with him from the hit television series Beverly Hills 90210. Although the song has been available since late last year, the last few weeks have seen SERIOUS interest from Top40 radio's most credible programmers, exploding off our Conference Calls and resulting in major spins. Early callout is already showing huge potential. One of the Most Added and one of the Most Disc-overed this week including: WNVZ, XL106.7, Q106, and more...Watch this one go all the way!

Researching Music

MELISSIA ETHERIDGE "If I Wanted To" (Island) exploded this week out of the box, Most Added and Most Disc-overed...Mike Preston said it best this week in Disc-covery Club: "If she's not a core artist for you by now, what planet are you from?" • **MARTIN PAGE** "In The House Of Stone And Light" (Mercury) #2 Most-Added and one of the Most Disc-overed...Finally, Top40 is getting it. • **DIONNE FARRIS** "I Know" (Columbia) The record that everyone is talking about. Incredibly obvious. • **FLAMING LIPS** "She Don't Use Jelly" (WB) Impressive week for this hot new band, including WKBQ, WKSE, WFLY, more...48 spins at WHYT. • **EAGLES** "Love Will Keep Us Alive" (Geffen) • **PEARL JAM** "Better Man" (Epic) Album is gigantic because your audience is out buying it right now...Great mass appeal sound. • **2 UNLIMITED** "Get Ready For This" (Radikal/Critique) #1 callout in all demos at 98PXY, and that's just the tip of the iceberg...If you power it, they will come. • **WEEZER** "Buddy Holly" (DGC) Let's just say the hipness factor is HIGH. • **SHERYL CROW** "Strong Enough" (A&M) No longer referred to as 'Michael Jackson's former back-up singer...' Can you say 'Three for three?' • **VANESSA WILLIAMS** "The Sweetest Days" (Mercury) Callout is huge for those who gave her the rotations she deserves. • **R.E.M.** "Bang & Blame" (WB) The video is everywhere, the CD is in your car, the song is infectious as hell... • **JON SECADA** "Mental Picture" (EMI) Getting positive feedback from programmers from coast to coast...Secada is working! • **BARRY WHITE** "Practice What You Preach" (Perspective/A&M) The Mainstream Edit is the real deal.

ON THE STREET SIDE: **CRYSTAL WATERS** "What I Need" (Mercury) almost 500 spins and great phones already. • **BOYS II MEN** "On Bended Knee" (Motown) 1900 plays - Done Deal • **AALIYAH** "Age Ain't Nothing But A Number" (Jive) almost 400 spins for this follow-up to her last two smashes. • **BRANDY** "Baby" (Atlantic) Check out the new remix...1600 spins ain't half bad. • **BROWNSTONE** "If You Love Me" (MJJ/Epic) Over 1000 plays and growing...Even Mainstream radio jumping on early. • **IMMATURE** "Constantly" (MCA) Closing in on 1000 spins. • **TLC** "Creep" (LaFace/Arista) On fire! Hit the 2000 spin mark this week..."Red Light Special" warming up in the bullpen. • **K-CI HAILEY** "If You Think You're Lonely Now" (Mercury) 1000 plays and steady...

The **BARRY RICHARDS** Pick To Click: **KEITH MARTIN** "Never Find Someone Like You" (Columbia)

From the ALTERNATIVE WORLD: Alternative Radio is all over **SIMPLE MINDS'** "She's A River" (Virgin). Who isn't on this multi-format record. • **OASIS** "Live Forever" (EPIC) is one of **HITMAKERS** Most Disc-overed this week. • **SHERYL CROW** "Strong Enough" (A&M) will go the distance. An across-the-board smash. • **VERUCA SALT** "Number One Blind" (DGC) The second release from this Chicago band is bound to expand their audience who already loves them for "Seether." • **COLLECTIVE SOUL** "Gel" (Atlantic) This will make Collective Soul a household name. • **LIVE** "Lightning Crashes" (Radioactive/MCA) An amazing follow up track. Radio already saying it's a huge hit!

The **LISA McCARTHY** Pick To Click: **THE THE** "I Saw The Light" (550 Music/Epic)

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

Our Newest Feature:

UPLINK...The latest info about the audio/video revolution!

MUST LISTENS: BONNIE RAITT "You Got It" (Arista) NEWTON "Sky High" (Critique)

ALSO IN THIS ISSUE...

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| • ALTERNATIVE WORLD section | page 24 | JAY BEAU JONES VP/Programming, | |
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ONE VISION

ONE VOICE

ONE WORLD

ONE WILLI

- D #34* Monitor Rhythm Crossover Chart
- D #77* Billboard Top 200
- #1 Four Weeks In A Row At The Box Office, Grossing Over \$91 Million.
- Over 1000 BDS Detections And Climbing.
- Billboard Hot 100 Chart: 76-67*

New At:

WHJX
WNOK
XL106.7
WNTQ
WKSE
WKRZ
Q106
WKSS

WHOT
WVAQ
WAPE
WJMH
WIMX
BOSS97
KZMG

WILLI ONE BLOOD

WHINEY, WHINEY

(WHAT REALLY DRIVES ME CRAZY)

NEW LINE CINEMA



THE RCA RECORDS LABEL



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

66523-2/4



TOP 40 Radio Multi-Format Picks

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

MAINSTREAM

BLESSID UNION OF SOULS - "I Believe" (EMI)
 COLLECTIVE SOUL - "Gel" (ATLANTIC)
 PETE DROGE - "If You Don't..." (AMERICAN/REPRISE/RCA)
 MELISSA ETHRIDGE - "If I Wanted To" (ISLAND)
 DIONNE FARRIS - "I Know" (COLUMBIA)
 GREEN DAY - "When I Come Around" (REPRISE)
 AIMEE MANN - "That's Just What..." (GIANT/IMAGO)
 MARTIN PAGE - "In The House..." (MERCURY)
 TOM PETTY - "You Don't Know..." (WARNER BROS.)
 BONNIE RAITT - "You Got It" (ARISTA)
 JAMIE WALTERS - "Hold On" (ATLANTIC)
 WILLIE ONE BLOOD - "Whiney, Whiney" (RCA)

ALTERNATIVE WORLD

ASS PONYS - "Little Bastard" (A&M)
 COLLECTIVE SOUL - "Gel" (ATLANTIC)
 LETTERS TO CLEO - "Here And Now" (GIANT)
 LIVE- "Lightning Crashes" (RADIOACTIVE/MCA)
 OASIS - "Live Forever" (EPIC)
 SIMPLE MINDS - "She's A River" (VIRGIN)
 SONS OF ELVIS - "Formaldahyde" (PRIORITY)
 THE THE - "I Saw The Light" (550/SONY)
 VERUCA SALT - "Number One Blind" (DGC)

STREET SHEET

AALIYAH - "Age Ain't Nothin'..." (JIVE)
 MARY J. BLIGE - "I'm Going Down" (UPTOWN/MCA)
 BRANDY - "Baby" (ATLANTIC)
 BROWNSTONE - "If You Love Me" (MJJ/EPIC)
 ADINA HOWARD - "Freak Like Me" (ELEKTRA ENT. GROUP)
 K7 - "Move It Like This" (TOMMY BOY)
 REAL McCOY - "Run Away" (ARISTA)
 SPANISH FLY - "Daddy's Home" (UPSTAIRS)
 SOUL FOR REAL - "Candy Rain" (UPTOWN/MCA)
 TLC - "Red Light Special" (LaFACE/ARISTA)
 CRYSTAL WATERS - "What I Need" (MERCURY)

MIX SHOWS

CAPLETON - "Tour" (SIGNET)
 CLUBZONE - "Hands Up" (LOGIC)
 DEJA VU - "New Lover" (VESTRY)
 FU-SCHNICKENS - "Sum Dum Munkey" (JIVE)
 GROUP HOME - "Superstar" (PAYDAY)
 MONTELL JORDAN - "This Is How We Do It" (PMP/RAL)
 RBL POSSE - "Bounce To This" (IN A MINUTE)
 REGGIE ROUGH f/ANNETTE TAYLOR - "Just..." (ILLEGAL)
 ROULA - "Lick It" (SOS)
 THAT KID CHRIS - "Can U Dig It" (DIGITAL DUNGEON)

MARTIN PAGE

“In The House Of Stone And Light”

**ONE OF THE MOST DISC-OVERED
#2 MOST ADDED**

On 70 Top40 Stations out of the box!!!

- **R&R Hot A/C Chart: #6***
- **BDS A/C Chart: #8* With 1100 BDS Detections**
- **Top40: Over 200 BDS Detections The First Week**

MAJORS INCLUDE:

STAR94/Atlanta 26x

Q102/Cincinnati

WTIC-FM/Hartford 22x

PRO-FM/Providence 15x

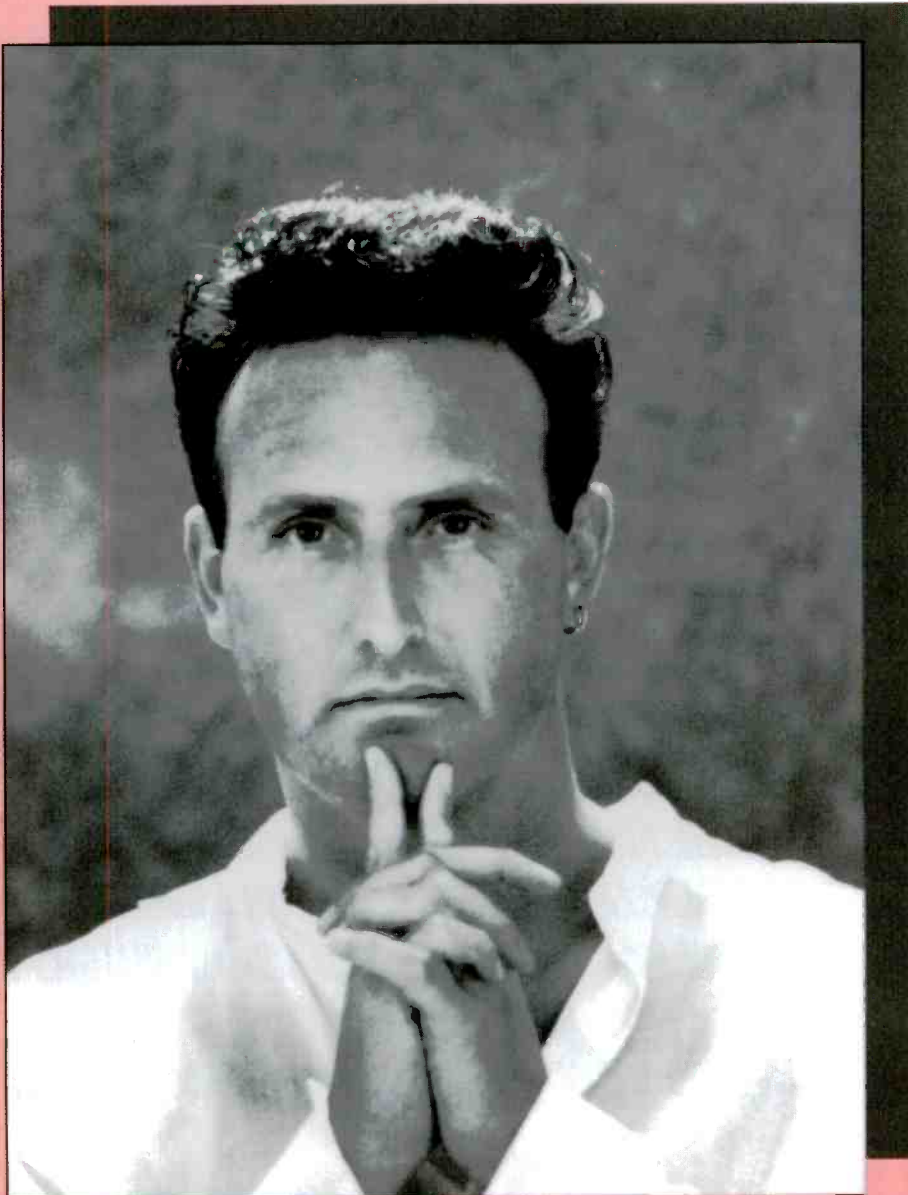
Y100/Miami

WNCI/Columbus

WAPE/Jacksonville

KEY ROTATIONS:

WKRZ 25x, WZNY 15x,
WTWR 15x, WVKS 27x, WDDJ 16x



HITMAKERS Faces & Places



Mickey Eichner

MCA NAMES MICKEY EICHNER SR. VP

Mickey Eichner has been named to the position of Sr. VP, MCA Records, it was announced by Richard Palmese, President, MCA Records.

Palmese says, "Mickey is one of the most well respected executives in the music industry. Over his distinguished career, he has nurtured an extraordinary network of working relationships with the most creative and influential players in the business - a network that will be an enormous asset to MCA Records. Mickey's wisdom and experience will be invaluable to the continuing success of the company, and will greatly enhance the status of our East Coast offices, where he will be based. I am very pleased to welcome Mickey to MCA."

Eichner adds, "It is a distinct honor to join such a skillful and successful group of entertainment executives as the team at MCA Records. I am very excited to be working side by side with people of such high caliber as Richard Palmese, Al Teller and the entire MCA family. I look forward to a very fruitful future with MCA, and to meeting whatever challenges may come our way."



Janet Billig

BILLIG APPOINTED ATLANTIC SR. VP

Janet Billig has been appointed Sr. VP of Atlantic Records, based at the company's New York headquarters. The announcement was made by Atlantic Records President, Val Azzoli. In her new post, Ms. Billig will focus on the signing and development of new and established artists, while also working with the existing Atlantic roster.

In making the announcement, Val Azzoli commented: "It gives me great pleasure to welcome Janet to the Atlantic family. One of the most admired and respected artist managers, she brings integrity and credibility to this pivotal new post. A true music person, Janet has worked closely with some of the most important artists to emerge in the '90s. Her instinct for finding and developing new talent is a perfect fit with Atlantic's artist-driven philosophy, and she will be a key player in helping shape the label's future."



Bonnie Raitt teamed up with actresses Whoopi Goldberg, Drew Barrymore and Mary-Louise Parker on the set for her new video and single, *You Got It* (produced by Don Was). Pictured front row (l-r): **Don Was**; **Mary Louise Parker**; **Drew Barrymore**; **Whoopi Goldberg**; **Bonnie Raitt**; and **Jerry Wenner**, video director. Back row (l-r): **Mitchell Leib**, VP/Music, Regency Film, music supervisor for the soundtrack; **S.A. Baron**, Director Video Production, Arista; and **Vicky Mayer**, video producer.



In support of the next single from RCA Records' *"Dumb And Dumber"* soundtrack, triple Grammy nominees *Crash Test Dummies* shot a video for "The Ballad Of Peter Pumpkinhead" on location in Toronto recently. Pictured sitting (l-r): **Ellen Reid**, *Crash Test Dummies*; **Jeff Daniels**, co-star of "Dumb And Dumber" playing the part of Peter Pumpkinhead; **Benjamin Darvill**, *Crash Test Dummies*; **Jim Campbell**, Director, Artistic and International Marketing, BMG Music Canada. Standing: **Dan Roberts** and **Brad Roberts**, *Crash Test Dummies*; **Hugh Surratt**, VP/Artist Development, RCA; **Mitch Dorge**, *Crash Test Dummies*; **Ria Lewerke**, VP/Creative and Video Production, RCA; **Lou Robinson**, Director, Video Promotion, RCA; and **Tim Hamilton**, video director.

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Nancy Jeffries has been appointed head of Artists & Repertoire for the Elektra Entertainment Group.



Capitol Execs are pictured celebrating after a recent Everclear show in Los Angeles. Pictured (l-r, kneeling in front): **John Fagot**, Sr. VP/Promotion; **Lou Mann**, Sr. VP/Sales; and **Tom Corson**, VP/Marketing. Standing in back are (l-r): **Bruce Kirkland**, Sr. VP/GM; **Phil Costello**, VP/Promotion; **Ralph Simon**, Exec. VP; **Faith Henschel**, VP/Field Marketing; **Gary Gersh**, President/CEO; **Art Alexakis** and **Greg Eklund**, Everclear; **Darren Lewis**, Manager; **Craig Montoya**, Everclear; and **Perry Watts-Russell**, VP/A&R.

HITMAKERS

MAINSTREAM TOP 40 DISCOVERY CLUB

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

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the week



Columbia Crusades

DIONNE FARRIS

"I Know"

DON LONDON, PD, WNVZ, Norfolk

DIONNE FARRIS *I Know* (COLUMBIA) - Like the rest of you out there, "I Know" this is a smash.

BUDDY SCOTT, PD, B94, Pittsburgh

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

CASEY KEATING, PD, Y100, Miami

DIONNE FARRIS *I Know* (COLUMBIA) - Hearing great things about it...Should perform for our target audience.

SHELLIE HART, MD, KUBE, Seattle

DIONNE FARRIS *I Know* (COLUMBIA) - Sounds like an absolute smash.

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

DIONNE FARRIS *I Know* (COLUMBIA) - This is gonna be huge.

KANDY KLUTCH, PD, G105, Raleigh-Durham

DIONNE FARRIS *I Know* (COLUMBIA) - Very infectious record... The more you listen to it, the more you get it.

TED EDWARDS, AMD, PRO-FM, Providence

DIONNE FARRIS *I Know* (COLUMBIA) - Loved it the first time I heard it. Starting to work on the station. Give it a try.

LAURA ROBINSON, PD, WDJB, Fort Wayne

DIONNE FARRIS *I Know* (COLUMBIA) - Perfect Top40 song.

JIMI JAMM, MD, KQKQ, Omaha

DIONNE FARRIS *I Know* (COLUMBIA) - The first kick in the ass of '95.

FERNANDO VENTURA, MD, KHFI, Austin

DIONNE FARRIS *I Know* (COLUMBIA) - Play this or I will impale myself.

THE KID, APD/MD, WAFX, Bangor

DIONNE FARRIS *I Know* (COLUMBIA) - With Dionne and Jeff Buckley, COLUMBIA has some major talent ready to break into the mainstream. This is three and half minutes of pure pop genius.

Nominees for Issue 873.

Vote for your choice.

1. JOHN COOK (PD, KHKS/Dallas)
2. CRUZE (PD, WKBQ/St. Louis)
3. DAVID SIMPSON (PD, PRO-FM/Providence)

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

Rob Morris



APD/MD, KDWB/Minneapolis

Career Highlights:

- Assistant Program Director/Music Director WVKO/WSNY - Columbus
- Athletic Trainer - NY JETS Professional Football Club
- Program Director - WJMO (Jammin 92) - Cleveland
- Program Director - WWHT (HOT105)/Columbus, WAKS/WAHC (KISS-FM)/Columbus
- Air Personality - WNCI/Columbus
- Assistant Program Director/Music Director KDWB/Minneapolis

Family:

Single

Hobbies:

Radio, Sports Medicine (Certified Athletic Trainer), Fitness

Quote:

"Losers visualize the penalties of failure. Winners visualize the rewards of success."

COLLECTIVE SOUL "GEL"

Most Added at Top40, AOR, Alternative!
 One of The Most Disc-overed!
 Over 1400 All Format BDS-Detections!

On Over 70 Top40 Stations, Including The Following:

Z100 14x THE END
 KROQ Q101
 WPLY WLUM
 KISF Y107
 WAHC and many more
 99X

Spinning At:

KLRZ 21x	WDDJ 11x	KTMT 10x
WBHT 19x	WTWR 10x	Y102 23x
WWCK 15x	KISF 9x	WYSR 14x
WGRD 12x	WRQK 10x	KSKG 16x
KC101 10x	WXYK 10x	and more



Jerky Boys Soundtrack Album In Stores January 24th!

JAMIE WALTERS "HOLD ON"

Most Added Again • One Of The Most Disc-overed!

An Increase Of Over 150 BDS Detections This Week • Debut At Billboards Hot100 Chart!

On Over 100 Top40 Stations including
 The Following:

Q106	KQMQ
WKTJ	WAEB
WNVZ	WMEE
WMJQ	WWCK
XL106.7	

Key Rotations:

WZPL 27x	
WEDJ 30x	XL106.7 20x
WKSE 49x	WXKS 26x
K92 46x	PRO-FM 23x
KRQ 16x	WFHN 20x
98PXY 28x	and more
WFLY 35x	

**BRIAN BRIDGMAN,
 WEDJ**

"Of the 40 records we tested this week, "Hold On" came in #2 most favorite. Early research indicates that this record is a stone cold smash!"



Heavy!

THE ATLANTIC GROUP



Watch Jamie Perform On 90210 Weekly!

BRANDY "I WANNA BE DOWN"

On Over 110 Top40 Stations • Single And Album Gold!

The Remixed Video Is The #1 Most Played According To Video Music Journal!

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Red Hot Major	PRO-FM 23x	KMEL 65x	WHHH 50x	KHKS 25x
Market Rotation At:	HOT97.7 83x	WJMN 67x	WZPL 45x	and many more
KS104 63x	KTFM 73x	KKFR 23x	KIIS-FM 35x	
KSFM 59x	WJMH 70x	WNVZ 44x	WKSE 33x	

"BABY"

Impacting Now At Crossover/Urban! BDS Crossover Monitor #31*

Currently On Tour With Boyz II Men!

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MANHATTAN TRANSFER

"LET'S HANG ON"

Impacting Now At Top40/AC Radio!

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Top40 Disc-covery Club

LARRY HUGHES, PD, 95XIL, Parkersburg

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

EAGLES *Love Will Keep Us Alive* (Geffen) - How could you go wrong with the Eagles!

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - A promising new artist, good tempo, good solid AC base, accessible to all formats.

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

DIONNE FARRIS *I Know* (COLUMBIA) - This one is gonna be huge.

LIVIN JOY *Dreamer* (MCA) - Great dance record for "PXY."

2 UNLIMITED *Get Ready For This* (RADIKAL/CRITIQUE) - Play this, it will work for you. It's my highest testing record - #1 in callout, all demos...Play track #2!

PEARL JAM *Better Man* (EPIC) - Great radio track from these guys.

REAL McCOY *Run Away* (ARISTA) - Huge with all demos and we expect it to call out.

BUDDY SCOTT, PD, B94, Pittsburgh

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

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Will turn out to be a strong night record.

KANDY KLUTCH, PD, G105, Raleigh-Durham

DIONNE FARRIS *I Know* (COLUMBIA) - Very infectious record...The more you listen to it, the more you get it...

WEezer *Buddy Holly* (DGC) - Buzzzzzzzzzzzzzz!

NEAL SHARPE, PD, JET-FM, Erie

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - A pure Pop hit with several distinct hooks.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - A very unique-sounding record...

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - He's a great singer/songwriter...This one's already a hit at A/C...Now set up to be an upper demo Top40 smash.

MIKE DANGER, MD, KCLD, St. Cloud

COLLECTIVE SOUL *Gel* (ATLANTIC) - Good sound from what could be a very good movie.

CRYSTAL WATERS *What I Need* (MERCURY) - Makes me boogie.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Huge Alternative record. Keep your eye on it.

MARK BOLKE, PD, KDWB, Minneapolis

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Has all the makings of an adult smash...

DIONNE FARRIS *I Know* (COLUMBIA) - See Martin Page quote for complete details.

ROB MORRIS, APD/MD, KDWB, Minneapolis

DIONNE FARRIS *I Know* (COLUMBIA) - The more I listen the more I like...It has a unique feel to it.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Should be a record that a lot of stations could use to capture adults.

FERNANDO VENTURA, MD, KHFI, Austin

ADAM ANT *Wonderful* (CAPITOL) - It's more than wonderful. It's fabulous, it's scrumptilicious!

DIONNE FARRIS *I Know* (COLUMBIA) - Play this or I will impale myself.

SIUXSIE & THE BANSHEES *Oh Baby* (Geffen) - This is an import, but should be released soon. Make this the soundtrack of your laundry day.

CARLY RUSH, PD/MD, KHTT, Tulsa

CRASH TEST DUMMIES *Ballad Of Peter Pumpkinhead* (RCA) - Sounds like the original, only better.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - A real fun, happy sound with good tempo.

JAMIE WALTERS *Hold On* (ATLANTIC) - I absolutely love this song.

CHUCK GEIGER, PD, KISF, Kansas City

OASIS *Live Forever* (EPIC) - Has a very mass appeal sound...Accessible for all facets of Top40.

COLLECTIVE SOUL *Gel* (ATLANTIC) - A good bunch of Post Modern rockers from Stockbridge, Georgia, and a song that could be bigger than *Shine*.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Based on the early success Garrett and Chuck are having in Philly, and since Melissa works anyway, thought I'd take a musical chance...

JACK OLIVER, PD, KKRD, Wichita

SHERYL CROW *Strong Enough* (A&M) - Everybody should be playing this.

R.E.M. *Bang And Blame* (WARNER BROS.) - Huge appeal...Good for nights.

JOE DAWSON, PD, KLYV, Dubuque

G-WIZ *Dirty Love* (INTERSCOPE) - Has a good hook - Very hip dance record with no rap.

JAMIE WALTERS *Hold On* (ATLANTIC) - Women love this guy. It's a natural.

TEVIN CAMPBELL *Don't Say Goodbye Girl* (QWEST/WARNER BROS.) - Well-produced, slick record with a good message.

MIKE CHASE, PD, KMCK, Fayetteville

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - It rocks.

DIONNE FARRIS *I Know* (COLUMBIA) - My favorite new song.

DAN OLSEN, PD, KOKZ, Waterloo

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Home run #3.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - There is something to this song. Put it on and be patient.

DIONNE FARRIS *I Know* (COLUMBIA) - Fresh sound. This song's got gusto.

JIM ALLEN, APD/MD, KQCR, Cedar Rapids

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - This is her next hit.

STONE ROSES *Love Spreads* (Geffen Import) - Here's a song that would work for Rock-heavy Alternative stations.

JIMI JAMM, MD, KQKQ, Omaha

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - If it weren't so damn cold I would put the top down and crank it up.

DIONNE FARRIS *I Know* (COLUMBIA) - The first kick in the ass of '95.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - It's exactly that...Kinda reminds me of Haddaway.

PAUL BRYANT, MD, KRBE, Houston

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Melissa is now three for three from the CD YES I AM.

THE CAULFIELDS (A&M) - Stumbled across this on the A&M compilation *THE INTERRUPTING COW*, featuring 16 different artists...Really caught my ear.

ERASURE *I Love Saturday* (REPRISE) - Erasure could burp for four minutes and it would be a hit in Houston...If you had any success with Erasure play this song immediately.

OASIS *Live Forever* (EPIC) - I have a really good feeling about this record when I hear it on KRBE...Time for Top40 to embrace this Alternative hit.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - The first true reaction record of 1995...No doubt about it, you'll get calls from this.

TIM RICHARDS, MD, KRQ, Tucson

FREEDY JOHNSTON *Bad Reputation* (ELEKTRA) - Like the song. It's turning into something.

U2 *Melon* (ISLAND) - Check out the Melon remixes.

JON ZELLNER, PD, KTHT, Fresno

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Big female response and huge Fresno sales with little airplay.

CHANGING FACES *Foolin' Around* (BIG BEAT/ATLANTIC) - Solid follow-up to *Stroke You Up*, and big album sales.

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

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - I've got one word - guitar! Thank you Eddie.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Here we go again with another hit. This is a great song.

AIMEE MANN *That's Just What You Are* (GIANT) - Massive phones for such a new record!

MARTHA STEELE, PD, KTRS, Casper

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Extremely catchy - One or two listens and you're hooked.

COLLECTIVE SOUL *Gel* (ATLANTIC) - I just plain like it.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - She is just plain hot.

NYK AT NITE, AMD, KTRS, Casper

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Extremely infectious! Keep an eye out for it.

DIONNE FARRIS *I Know* (COLUMBIA) - This talented woman from Arrested Development will do wonderfully on her own.

TOM KELLY, MD, KYA, Billings

QUEENSRYCHE *Bridge* (EMI RECORDS) - It's a great record that will get you moves and keep the females.

GREEN DAY *When I Come Around* (REPRISE) - One of our hottest records.

COLLAGE *Diana* (METROPOLITAN) - A great follow-up to *I'll Be Loving You*.

DEADEYE DICK

PERFECT FAMILY

ADDS: WJMX,
KQID, WHHY,
KIOC, WZOQ,
WGRG, WMQT,
KGLI, KKBG,
KSSZ, WXLC,
KQKY, KDLK,
KYEE, KZFN

ALREADY PLAYING AT:

WHYT, WYCR, KLRZ, WVAQ, KQCR, WABB, KTMT, KMCK,
WWCK, WNSL, WGRD, KKJO, WDDJ, KQIZ

"Getting some positive phones." Jeff Banks/MD/WPXR
"Continued quirky fun." Lee St. Michaels/PD-MD/WWCK
"Great follow-up. This band is for real." Jim Allen/MD/KQCR
"Just a great follow-up. Perfect for mainstream radio."
Hurricane Shane/MD/KBFM



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Top40 Disc-covery Club

SCOTT ROBBINS, PD, WBNQ, Bloomington

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Perfect follow-up to two prior #1 songs.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Will definitely work for us!

BILL KLAPROTH, PD, WDBR, Springfield

DANIELLE BRISEBOIS (ARISTA) - Catchy uptempo Pop song.

N II U *Miss You* (ARISTA) - Great ballad. Sounds like Boyz II Men.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - If you need male Pop, this is a good record.

LAURA ROBINSON, PD, WDJB, For† Wayne

DIONNE FARRIS *I Know* (COLUMBIA) - Perfect Top40 song.

AIMEE MANN *That's Just What You Are* (GIANT) - It's played on *Melrose Place* a lot. Check it out.

NINE INCH NAILS *Piggy* (TVT/INTERSCOPE) - Another good song. Mellow but powerful.

JIM REITZ, PD, WFHN-FM, New Bedford

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Fantastic Pop record.

DIONNE FARRIS *I Know* (COLUMBIA) - Great Crossover/Mainstream record.

EAGLES *Love Will Keep Us Alive* (Geffen) - Great adult record.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - A real fresh contemporary version.

MICHAEL MORGAN, PD, WFLY, Albany

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Turning into a format favorite.

SHAWN SCOTT, MD, WFLY, Albany

DIONNE FARRIS *I Know* (COLUMBIA) - Different from her Arrested Development songs...Nice solo debut effort.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Should be an automatic.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - A good groove song a la Jade.

LIVIN JOY *Dreamer* (MCA) - If Corona, Real McCoy and Haddaway worked for you, this is next in line...Getting adult calls.

LOUIS KAPLAN, PD, WGTZ, Dayton

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

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Melissa's been hot. This is a great follow-up.

DUFF DAMOS, PD, WIFC, Wausau

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Great nighttime song!

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Maybe the most powerful one yet, if possible.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Don't be fooled, this one is for all dayparts.

JACKIE JOHNSON, MD, WIFC, Wausau

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - A pretty cool song.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Runs in the tradition of *Shine*.

KENNY KNIGHT, MD, WKBQ, St. Louis

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - This one has the potential to be bigger than anything she's released...I absolutely love it.

PEARL JAM *Better Man* (EPIC) - I truly believe Top40 can embrace this record and run with it.

WHIGFIELD *Saturday Night* (CURB) - This has potential to be a solid dance hit.

WALLY McCARTHY, PD, WKDY, Utica

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - You just can't miss with Melissa. Hit! Hit! Hit!...Paddy, call me some time.

SHANNON STEELE, MD, WKDY, Utica

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - It's a smash...She has a very solid base and very solid track record.

GREEN DAY *When I Come Around* (REPRISE) - Definitely crossed over into Mainstream. Strong adult calls.

SHERYL CROW *Strong Enough* (A&M) - Great lyrics. Good follow-up to her last hit.

EAGLES *Love Will Keep Us Alive* (Geffen) - Working great for adults.

BUBBA BOUDREAUX, PD, WNSL, Hattiesburg

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

DEAD EYE DICK *Perfect Family* (ICHIBAN) - Catchy tune. I'd like to see them become more than a one-hit wonder.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - It's a given.

SHERYL CROW *Strong Enough* (A&M) - Good to hear this sound.

DON LONDON, PD, WNVZ, Norfolk

BLACKSTREET *Before I Let You Go* (INTERSCOPE) - Great tune...Already calling out and selling like crazy.

DIONNE FARRIS *I Know* (COLUMBIA) - Like the rest of you out there, I know this is a smash.

JAMIE WALTERS *Hold On* (ATLANTIC) - Sounds like a tune that women will love.

MIKE PRESTON, APD/MD, WPLJ, New York

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - If she's not a core artist for you at this point, what planet are you on?

DAVE McKAY, APD/MD, WPST, Trenton

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - Very catchy...Already generating phones after a couple weeks on the air.

cranberries *Ode To My Family* (ISLAND) - If you had any success with *Linger*, this will work for you as well.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - Another great release from an excellent album.

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - A very strong record for us - Top 5 phones.

TERRY SIMMONS, PD, WPXR, Davenport

SIMPLE MINDS *She's A River* (VIRGIN) - Reminiscent of old U2. Should put them back on the top.

DEAD EYE DICK *Perfect Family* (ICHIBAN) - Excellent follow-up. And these guys are great live.

COLLECTIVE SOUL *Gel* (ATLANTIC) - I don't need to talk to you jerky...Hit.

JEFF BANKS, APD/MD, WPXR, Davenport

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Another smokin' song from this woman.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Sounds like a hit to me.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - We tried it out and we received great response.

GINA GRAY, APD, WRHT, Morehead City

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - And you thought '94 was a good year for her.

DIONNE FARRIS *I Know* (COLUMBIA) - This song smokes!

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - Oh wow, speechless. Can't say anything more.

RUBY CHEEKS, PD, WRQK, Canton

FIREHOUSE *I Live My Life For You* (EPIC) - A ballad similar to *Love Of A Lifetime*. Smash!

TRIANGLE DESTINATION *Destination* (REDHANDED RECORDS/SRO) - A great Rock song by cute West Coast boys, and everyone knows I love cute boys.

TONY CASTLE, PD, WSNX, Muskegon

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - A neat tune that will probably do well with 25+ females.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Should do very well for middays at the Top40 level.

DIONNE FARRIS *I Know* (COLUMBIA) - Great hook with early reaction.

KEITH CURRY, MD, WSNX, Muskegon

LIVIN JOY *Dreamer* (MCA) - I love this song. Could go Top 10.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Should be a big teen record for nights.

DIONNE FARRIS *I Know* (COLUMBIA) - Across-the-board, mass appeal song.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - She continues to crank out the mass appeal hit sound.

CINDY MERCER, MD, WSTO, Evansville

DIONNE FARRIS *I Know* (COLUMBIA) - Great uptempo Pop song. Fantastic riff.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Great follow-up.

SIMPLE MINDS *She's A River* (VIRGIN) - Familiar sound, great vocals.

MIKE SOMMERS, PD, WSTW, Wilmington

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - The next big one from Melissa...A natural.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Should be from a cool movie. Already a proven commodity band-wise.

DIONNE FARRIS *I Know* (COLUMBIA) - A kickin', uptempo tune.

JAMIE WALTERS *Hold On* (ATLANTIC) - Could explode at the teen level and grew from there.

DAVES' TOP 10 REASONS FOR GOING TO THE GAVIN SEMINAR



David Dalton



Dave Sholin



David Letterman

- 1. Record Number of Attendees!**
- 2. Over 1000 Program Directors!**
- 3. 10th Year Anniversary Blowout!**
- 4. Individual Format Award Presentations!**
- 5. Private "Club Gavin" Lobby For Registered Attendees Only!**
- 6. Heavyweight Keynote and Guest Speakers!**
- 7. No 4-Hour Banquet!!!**
- 8. Showcases, Showcases, Showcases!**
- 9. New Orleans! (If you don't know what we're talking about, you obviously don't get out much.)**
- 10. Bob Greenberg Is Buying Drinks For Everyone.**



Registration Hotline: (415) 495-3200

Hotel Registration: (800) 233-1234

Plane Reservations: (800) 747-2144

GAVIN

Top40 Disc-overly Club

TONY BRISTOL, MD, WTIC-FM, Hartford

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - A hit-sounding song with instant familiarity.

CE CE PENISTON *Keep Givin' Me Your Love* (COLUMBIA) - A much-needed uptempo, adult dance record.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - We're playing this song and already getting early phones.

J.J. WRIGHT, MD, WVIC, Lansing

COLLECTIVE SOUL *Ge!* (ATLANTIC) - A very catchy tune.

NEWTON *Sky High* (CRITIQUE) - Instant familiarity - very aggressive, high-energy dance song.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Same quote as last week times two.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - A very cool song that's very hooky.

LEE ST. MICHAELS, PD, WWCK, Flint

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Classic style of Boyz II Men. Will make him a star.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - A smash. 98% positive with one spin.

THE KID, APD/MD, WWFX, Bangor

DIONNE FARRIS *I Know* (COLUMBIA) - With Dionne and Jeff Buckley, COLUMBIA has some major talent ready to break into the mainstream. This is three and a half minutes of pure Pop genius.

SIMPLE MINDS *She's A River* (VIRGIN) - Killer comeback tune for these guys. This should be a major hit.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - She's an automatic now. This may be stronger than the last two cuts. Smash!

RICK STEVENS, PD, WWKZ, Tupelo

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - Showing strong results on our station.

EAGLES *Love Will Keep Us Alive* (Geffen) - One of the most requested songs.

TOM PETTY *You Wreck Me* (WARNER BROS.) - Doing really well.

JIM RICHARDS, PD, WWST, Knoxville

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Very catchy hook.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Very uplifting song.

TOM GARRETT, PD, WZOK, Rockford

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - For years I've been a fan and always knew that her message belonged on hit radio. It's my favorite song (single) of hers to date.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Not only has he written some of my favorite songs, but this song is an AC Crossover 'sleeper' just waiting to explode. Very similar appeal to Wet Wet Wet or Des-ree in how this sound should develop.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - Certainly not a song that should be limited to or restricted by that 'Dumb And Dumber' image. Not a novelty record like some of the other material on the soundtrack.

TOMMY FRANK, APD/MD, WZOQ, Lima

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - After one play we're seeing phones.

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Smokes...Classic Van Halen once again.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Has a haunting feel with strong lyrics.

JIM CERONE, PD, WZPL, Indianapolis

GILLETTE *Mr. Personality* (ZOO) - Spiked it over the weekend, generated positive response.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Great mid-tempo song in the vein of Boyz II Men.

CASEY KEATING, PD, Y100, Miami

DIONNE FARRIS *I Know* (COLUMBIA) - Hearing great things about it...Should perform for our target audience.

CHICAGO

1995

DATE:

May 4 • 5 • 6

THE PLACE:

Westin Hotel (312) 943-7200

ROOM RATE:

\$110

PRE-REGISTRATION:

\$150



ALTERNATIVE WORLD™



MOST DISCOVERED COMMERCIAL ALTERNATIVE

- 1. SONS OF ELVIS**
"Formaldehyde" (PRIORITY)
- 2. SIMPLE MINDS**
"She's A River" (VIRGIN)
- 3. ASS PONYS**
"Little Bastard" (A&M)
- 4. SPONGE**
"Plowed" (CHAOS/COLUMBIA)
- 5. STONE ROSES**
"Love Spreads" (Geffen)
- 6. OASIS**
"Live Forever" (EPIC)
- 7. COLLECTIVE SOUL**
"Gel" (ATLANTIC)
- 8. LIVE**
"Lightning Crashes" (RADIOACTIVE/MCA)
- 9. LIZ PHAIR**
"Whip Smart" (MATADOR/ATLANTIC)
- 10. POND**
"Glass Sparkles In Their Hair" (SUB POP)
- 11. SIOUXSIE & THE BANSHEES**
"Oh Baby" (Geffen)
- 12. SHERYL CROW**
"Strong Enough" (A&M)
- 13. LUCIOUS JACKSON**
"Deep Shag" (CAPITOL)
- 14. LETTERS TO CLEO**
"Here And Now" (GIANT)
- 15. BELLY**
"Now They'll Sleep" (REPRISE)

WHAT'S HAPPENING IN RADIO LAND?

Lisa Worden settles into her new position at KROQ.
 Welcome Phil Manning as the new PD at WENZ.
 Brian Wilson of the Beach Boys, is getting married to Linda Ledbetter early in February.
 Courtney Love is coordinating a soundtrack for the movie "Tank Girl" from the comic strip which will include a track from her band Hole.

HERE'S WHAT'S HOT!

THE THE "I Saw The Light" (550 MUSIC/EPIC)
 25 adds this week. including: KEGE, WFNX, X107, KEDJ, WHFS, WBER, KPNT, KTCL and THE END in Cleveland.
SPONGE "Plowed" (CHAOS/COLUMBIA)
 ALEX COSPER PD, at KWOD says, "It's really big. Top 15 phones. For an artist that we've never played, they are doing very well". And Sean Demery, MD at 99X says, "Don't look at me...Just deal with it." So what are you waiting for??
SIOUXSIE & THE BANSHEES "Oh Baby" (Geffen)
 This song is a multi-format friendly. As SEAN ROBERTSON, MD at THE END in Cleveland says, "It fits in between all the harder-sounding records. Great Pop song! An artist who is instantly familiar with the core."
THROWING MUSES "Bright Yellow Gun" (SIRE/REPRISE)
 ROB DESHAY, PD at KAVS told us, "They have a core following here. Every time we play them we get good phones."
SONS OF ELVIS "Formaldehyde" (PRIORITY)
 As CHRISTIAN UNRUH, PD of WZRH in Disc-covery Club said, "We're getting the kind of response from these guys we thought we would from the Black Crowes. It's Black Crowes meets the Smashing Pumpkins."
VERUCA SALT "Number One Blind" (DGC/MINTY FRESH)
 Added this week to WZRH, WDRK, KBBT, WAQZ and many others. CHRIS SQUIRES, PD at KDJK said, "It should do well for us. Cool band, cool song!"
LIZ PHAIR "Whip Smart" (MATADOR/ATLANTIC)
 Jane Purcell, PD at CD101 says, "SWING!" A very Poppy song that will hook you in.
ENGINE KID "Breakdown" (SCOTTI BROS)
 Now spinning at KTOZ, KTCL, WHTG, X107 and KPOI...are you the next lucky contestant??

That's all for this week.

Lisa McCarthy

SONS OF ELVIS

"Formaldehyde"

PRIORITY RECORDS

Produced by Mr. Colson.

Spinning At:

WDRE	15x	WCHZ	15x
WMMS	38x	WZRH	16x
KWOD	15x	KPOI	15x
KEDJ	23x	WHTG	20x
KTCL	10x		

New At:
KNNC, KLZR, KTOZ,
WOXY, WENZ

Also On:
WDST, WRXS,
KJEE, WBRU

120 MINUTES



ALTERNATIVE DISCOVERY CLUB[®]

MICHAEL HALLORAN, PD, 91X, San Diego

HIGHER LEARNING *Compilation* (550 MUSIC/EPIC) - Look for this CD including: Rage Against The Machine, Liz Phair, Tori Amos, Michelle D'Angelo and many others.

SEAN DEMERY, MD, 99X, Atlanta

THE GOOPS *Booze Cabana* (BLACKOUT) - Just got picked up by a major...I've got it, you can't have it...Neener, neener, neener!

SPONGE *Plowed* (CHAOS/COLUMBIA) - Don't look at me...Just deal with it.

ASS PONYS *Little Bastard* (A&M) - If your first response was, 'I wonder if there's an edit available?' report immediately to the Larry Martino School of Trucking.

JANE PURCELL, PD, CD101, Columbus

SIMPLE MINDS *She's A River* (VIRGIN) - We love this.

COLLECTIVE SOUL *Gel* (ATLANTIC) - I like it a lot.

ASS PONYS *Little Bastard* (A&M) - Sounds good.

SONNY LANDRETH *SOUTH OF 110* (ZOO) - I like it.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - We like this one a lot.

ROB DESHAY, PD, KAVS, Lancaster

INTERRUPTING COW *COMPILATION* (A&M/POLYDOR) - Check out Face To Face's *Disconnected* and Sons Of Elvis' *Formaldehyde* on this CD.

THROWING MUSES *Bright Yellow Gun* (SIRE/REPRISE) - They have a core following here. Every time we play them we get good phones.

JAY MICHAELS, MD, KDGE, Dallas

OASIS *Live Forever* (EPIC) - Been on it two weeks and already great phones!

ERASURE *I Love Saturday* (REPRISE) - Top 5 phones. Should have been the follow-up to *Always*.

SARAH McLACHLAN *Hold On* (ARISTA) - Callout monster!

SMASHING PUMPKINS *Whir* (VIRGIN) - It sounds like *Disarm*. Should be a great follow-up to *Landslide*.

DURAN DURAN *White Lines* (CAPITOL) - One listen and it went into heavy rotation.

THE HUMAN LEAGUE *Tell Me When* (EASTWEST IMPORT) - We listened to it in a music meeting and the whole staff freaked over it...even Joel. This could be a huge hit!

CHRIS SQUIRES, PD, KDJK, Modesto/Stockton

OASIS *Live Forever* (EPIC) - Good vibe on our station. We think they have a future and it plays well on the radio. Patricia Bock told me to say that.

VERUCA SALT *Number One Blind* (DGC/MINTY FRESH) - Should do well for us. Cool band, cool song.

LETTERS TO CLEO *Here & Now* (GIANT) - I really like this. It sounds great on the air.

LIZ PHAIR *Whip Smart* (MATADOR/ATLANTIC) - A great follow-up track.

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

SHUDDER TO THINK *Hit Liquor* (EPIC) - Skitsophrenic, sexy, sordid, shuddering songwriting and playing from the opening tracks *Hit Liquor* and *\$\$\$* thru the final tune the musical journey is joyfully psychotic and sensuous.

BUTT TRUMPET *I'm Ugly And I Don't Know Why* (EMI RECORDS) - That veritable pain-riddled exestential angst in extremely graphic form. It's cute and obnoxious all at the same time.

SPELL *Superstar* (ISLAND) - Melodious, sonic grunginess prevail...With a good Yin Yang exchange of male-female voices. Superstar is stellar. *4-B*, *Hazel-Mote* and *Safe* stand out as top-notch radio tunes.

SONS OF ELVIS *Formaldehyde* (PRIORITY) - Single-minded Pop with a nice little hook. Very pleasant listening.

LAZY *Crush* (ROADRUNNER) - This sound is basic, there seems to be familiar riffs. Extremely decent songwriting, *Crush* is sweet and *Pussy Strut* are worth a little listen.

HEATHER LUKE, PD/MD, KJEE, Santa Barbara

POND *Glass Sparkles In Their Hair* (SUB POP) - This band sounds very unique and that's why I love their sound so much. This song may be for a select group, but I feel that it adds a little spice to a very similar-sounding playlist. I love it.

LYNN BARSTOW, PD, KNNC, Austin

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - We like this song.

HOLE *Asking For It* (Geffen) - We really like it.

BELLY *Silverfish* (REPRISE) - A very good song.

ELECTRIFIXION *Zephyr* (Geffen Import) - We really like this one.

JAY TAYLOR, APD/MD, KOME, San Jose

SUBLIME *Date Rape* (SKUNK) - #4 phones for us.

GREEN DAY *She* (REPRISE) - #5 phones after only two weeks of play.

GREEN DAY *Tired Of Waiting* (REPRISE) - It's a track we found and it gets immediate reaction.

NINE INCH NAILS *Hurt* (INTERSCOPE) - #1 phones!

LES AARON, Air Personality, KPNT, St. Louis

BABY CHAOS *Sperm* (EASTWEST U.K.) - Already it has crossed to our main playlist. It's one of the strongest songs to be released for months. Romeo Void meets Veruca Salt.

STONE ROSES *Love Spreads* (Geffen) - Already hot with the obvious *Love Spreads* track, but *How Do You Sleep* and *10 Story Love Song* are not far behind.

SPONGE *Plowed* (CHAOS/COLUMBIA) - They are riding high with us.

RODNEY BINGENHEIMER, Air Personality, KROQ, Los Angeles

SUPERGRASS *Caught By The Fuzz* (PARLOPHONE) - Andy Bell from Ride has been telling me about these guys for months, maybe because they are from Oxford, England. They are very young. My favorite cut is *Strange Ones*, very Small Faces sounding. they do *Caught By The Fuzz* in acoustic. It's Godhead.

THE CHARLATANS *Crashing In* (BEGGARS BANQUET IMPORT) - They're back to their original sound, but kind of sounding like Oasis. Another great song, *Back Room Window* and *Green Fishing Eyes*.

CERTAIN DISTANT SONS *Bitter* (GIANT) - The band is from Chicago. It is a very multi-format song. Other cuts to check out are: *Whatever* and *All Green To Me*.

THE RUGBURNS *The Faries Come* (BAZZARR PLANET) - They're from San Diego. Sort of a '90s Lola. Other cuts to check out: *Laura*, *Lockjaw* and the Jim Carrow type of storytelling called *Dick's Automotive*.

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

SHERYL CROW *Strong Enough* (A&M) - Great vocals and strong, heartfelt lyrics. Should be a good fit for stations that played *All I Wanna Do*.

FACE TO FACE *Disconnected* (A&M) - It rocks, it's catchy and it's buzzin'. KROQ airplay resulting in lots of requests here.

LOVE SPIT LOVE *Disconnected* (IMAGO) - Another strong cut off of one of the best releases of '94.

NIRVANA *The Man Who Sold The World (Live)* (DGC) - Great version of the old Bowie tune. Appeals to older listeners as well as Nirvana fans.

OFFSPRING *Gotta Get Away* (EPITAPH) - Good choice for a record that needs a new cut. Album sales still strong and first two cuts are burned out.

NINE INCH NAILS *Piggy* (TVT/INTERSCOPE) - A kinder, gentler side of Mr. Reznor? No way. The tune boils over with angst.

LIZ PHAIR *Whip Smart* (MATADOR/ATLANTIC) - Kinda repetitious, but it's a catchy Pop number with a cool title.

SIMPLE MINDS *She's A River* (VIRGIN) - One of the most enduring Modern Rock bands of all time returns with a great song. Hopefully Top40 will pick up on this one as well!

THROWING MUSES *Bright Yellow Gun* (SIRE/REPRISE) - The best Throwing Muses tune in years. Hopefully UNIVERSITY will break 'em big time.

JOHN HAYES, PD, KTCL, Ft. Collins

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

FACE TO FACE *Disconnected* (A&M) - We like this and will be playing it again when they start to push the song again.

KEVIN KLINE, MD, KTOZ, Springfield

LETTERS TO CLEO *Here & Now* (GIANT) - I like it.

SONS OF ELVIS *Formaldehyde* (PRIORITY) - Played it once and got 45 minutes of calls. Adding this week. Huge reaction.

COLLECTIVE SOUL *Gel* (ATLANTIC) - Gonna be big! Sounds great over the air.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - #1 phones this week. Three times more requests than any other songs.

TYPE O NEGATIVE *Black No. 1* (ROADRUNNER) - Great female phones! Takes Gothic Rock and takes it to a whole new genre.

GINA DURAN, AMD, KWNZ, Reno

STONE TEMPLE PILOTS *Unglued* (ATLANTIC) - Another high-intensity song from Stone Temple Pilots. J.D. and I just come unglued!

GREEN JELLY *The Bear Song* (RCA) - I think these guys are pretty wacked! My phones just went crazy! (I must have some pretty wacky people listening.)

SIOUXSIE & THE BANSHEES *Oh Baby* (Geffen) - This latest release has a cool, mellow groove that makes you want to grab someone and kiss them all over!

ALEX COSPER, PD, KWOD, Sacramento

COUNTING CROWS *Ghost In You* (Geffen) - It's a big phone record for us.

SONS OF ELVIS *Formaldehyde* (PRIORITY) - I like it. We just started playing it.

SIMPLE MINDS *She's A River* (VIRGIN) - We're playing it a lot!

BAD RELIGION *Infected* (ATLANTIC) - They're becoming known here, and it's doing well.

SPONGE *Plowed* (CHAOS/COLUMBIA) - Really big! Top 15 phones. For an artist that we've never played, they are doing very well.

RYAN MICHAELS, Alt. Show Producer, KZOZ, San Luis Obispo

UNWRITTEN LAW *Switch* (RED EYE RECORDS) - Southern California punk that will light up your phones.

R.E.M. *Crush With Eyeliner* (WARNER BROS.) - This is my current favorite on MONSTER. I am very pleased with the album.

R.E.M. *King Of Comedy* (WARNER BROS.) - This is my favorite on MONSTER.

LIZ PHAIR *Whip Smart* (MATADOR/ATLANTIC) - This one has been an "Inner Edge" favorite since the album came out.



ALTERNATIVE DISC-OVERY CLUB®

VERUCA SALT *Number One Blind* (DGC/MINTY FRESH) - Possibly the best song on the album. A good follow-up to *Seether*.

HOLE *Violet* (DGC) - Good tempo variation and very catchy.

COLD WATER FLAT *Magnetic North Pole* (MCA) - Very cool. It's upbeat and fun.

STEVE MASTERS, MD, LIVE105, San Francisco

TRACI LORDS *Control* (MCA) - I like it.

AJAX *Ex Junkie* (UNSIGNED) - A happening tune!

POND *Glass Sparkles In Their Hair* (SUB POP) - Very interesting music.

IVY *Get Enough* (SEED) - It's a good song.

STONE TEMPLE PILOTS *Pretty Penny* (ATLANTIC) - It's huge here!

BUSH *Everything Zen* (TRAUMA/INTERSCOPE/A.G.) - Big requests! Big sales!

SEAN ROBERTSON, MD, THE END, Cleveland

BLUES TRAVELER *Runaround* (A&M) - Great! It's a hit the way Counting Crows' *Mr. Jones* was the first time I heard it.

SONS OF ELVIS *Formaldehyde* (PRIORITY) - They're great!

SIUXSIE & THE BANSHEES *Oh Baby* (Geffen) - It's in between all the harder-sounding records. Great Pop song. An artist who is instantly familiar with the core.

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

JOE GUISTO, MD, WBER, Penfield

STONE ROSES *Love Spreads* (Geffen Import) - It's in heavy rotation and it's getting heavy phones.

LUCIOUS JACKSON *Deep Shag* (Capitol) - Catchy as "Buddah".

MASSIVE ATTACK *Protection* (Virgin) - If you've been missing the boat for the last 10 years with Everything But The Girl...Massive Attack will make you re-trace your footsteps. Discover Tracey Thorn's sweet, sincere vocals.

EMMET SWIMMING *Boone's Farm Wine* (Screaming Goddess) - The vocals are a cross between Adam Dirt of the Black Crowes and Jeff Heiskell of Judybeth. Pure Pop delight. Take a dip with Emmet.

GARY SCHOENWETTER, MD, WEQX, Manchester

BELLY *Now They'll Sleep* (Reprise) - This picks up right where the hits left off from the last record.

SPONGE *Plowed* (Chaos/Columbia) - Why did I wait so long to let this on the air...It sounds fantastic.

JAYHAWKS *Blue* (American) - Rootsie upper-demo Alternative Rock. These guys rule!

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

SIMPLE MINDS *She's A River* (Virgin) - It really flows (sorry). More guitar perhaps, but old fans shouldn't be disappointed.

BUSH *Everything Zen* (Trauma/Interscope/A.G.) - Will probably go to #1. Direct, blistering Rock with great vocals.

THE BLACK WATCH *Whatever You Need* (Zero Hour) - The use of strings on this album reminds me a lot of one of my all time favorite bands, the Go Betweens.

OASIS *Live Forever* (Epic) - Everybody I've talked to loves this tune. Their ability to back it up live should make '95 their year.

KITCHENS OF DISTINCTION *Cowboys & Aliens* (A&M) - They've been overlooked for too long. This song should break them.

STEVE REYNOLDS, Alt. Show Producer, WKLL, Utica

JASON & THE SCORCHERS *Country Rads* (K) - I'm on a Rocky Mountain High with this cover.

HOLE *Violet* (DGC) - Another great track from a brilliant record.

TOMMY WILDE, MD, WLUM, Milwaukee

LIVE *Lightning Crashes* (Radioactive/MCA) - Both *All Over You* and *Lightning Crashes* are excellent cuts. *All Over You* is a rocker that is definitely worth looking at before your AOR in town starts to play it.

MURMURS *All I Need To Know* (MCA) - This is such a great tune! It gives you the texture you need without bringing the station to a screeching halt! The texture and tempo is reminiscent of *Conflake Girl*.

TORI AMOS *Losing My Religion* (Atlantic) - Speaking of Tori Amos, *Losing My Religion* is a very cool track from the Higher Learning soundtrack. I'm not sure how radio-friendly it is, but it's bound to be a hit with her fans.

COLLECTIVE SOUL *Gel* (Atlantic) - A lot of people have blown them off as a one-hit wonder. I think this will stop those comments. Sounds great on the air.

MINDROT *Stoopid* (Giant) - It's a low end phone record. It takes *Basket Case* to the next level. Even though I'm not sure I want that, I can see a good future for the record.

LUCIOUS JACKSON *Deep Shag* (Capitol) - I didn't really like this at first. But I've got a club deejay who plays it every time I'm there. The people like it, and I'm really getting into it. Plus, they're the opening act for a leg of the R.E.M. tour. That will definitely give them exposure.

DROWN *What It Is To Burn* (Elektra) - Nine Inch Nails meet Metallica. Definitely different. Check it out.

EAST 17 *Stay Another Day* (London) - This is a great Top40 song. The lyrics are

awesome. This should be a hit.

BELOVED *Sweet Harmony* (Atlantic) - No, it's not new. But there's a lot of markets it wasn't exposed to because there was no outlet at the time. Every time I spike it in, or a deejay plays it in a club, there's a lot of curiosity response. If new releases slow down, I may go back for this.

DINK *Green Mind* (Capitol) - If you're playing this 'night only,' open it up all day for a couple of weeks and watch the response. They're coming to town here and the response for tickets is awesome (all demos).

THE THE *I Saw The Light* (550 Music/Sony) - Good tune. Is the tide turning to the more Alternative artists than the Rock artists? Will this splinter the format?

KEN ZIPETO, Planet M Producer, WMMR, Philadelphia

SIMPLE MINDS *She's A River* (Virgin) - They are back! I'm in love with this song. It is such a great-sounding record.

FOSSIL *Moon* (Sire/Warner Bros.) - Don't let this one slip away folks. It's a good song, wait a minute...It's a great song. It gets a 'we love that' in my book.

SHERYL CROW *Strong Enough* (A&M) - This song is hot! She is hot! I think I need a cold shower!

JULIE FORMAN, APD, WOXY, Oxford

WOLFGANG PRESS *Coldwater Flt* (4AD/Warner Bros.) - Cool song, great hook!

JEFF BUCKLEY *Last Goodbye* (Columbia) - It's sleepy at first, but it sneaks up and you find yourself humming it.

POND *Agatha* (Sub Pop) - This one rocks! Blasting out of the Pacific Northwest!

SONS OF ELVIS *Formaldehyde* (Priority) - I like the single. It's got a laid back feel to it.

STONE ROSES *Love Spreads* (Geffen Import) - It's brilliant. Top 5 phones!

DAVE MCKAY, APD/MD, WPST, Trenton

BELLY *Now They'll Sleep* (Reprise) - It's great to have them back. Can't wait to check out the whole album.

THE PRIMITIVES *Crash 95* (RCA) - From the *Dumb And Dumber* soundtrack. I loved it when it was out a few years back and still love it now.

GREEN DAY *My Generation* (Lookout) - From their 1991 album *KERPLUNK*, Green Day redoes The Who.

JOHN CONLIN, PD, WRLG, Nashville

SONNY LANDRETH *SOUTH OF 110* (Zoo) - This guy is a phenomenal guitarist. Real honest music out of the Louisiana area. We are three tracks into this CD.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (American/Reprise) - Good response record.

JEFF BUCKLEY *Last Goodbye* (Columbia) - At first I wasn't sure, but it has settled into a good sound on the radio.

ASS PONYS *Little Bastard* (A&M) - I think it's kind of cool.

OASIS *Live Forever* (Epic) - I think they'll have something going in '95.

DIE TOTEN HOSEN *Stranglehold* (Atlantic) - Check this one out!

CARMEN CONNORS, MD, WRXQ, Memphis

SMACK MELON *Question Mark* (K) - I stumbled onto this one. This song asks and answers every question we've ever asked.

HALO BENDERS *Don't Touch My Bikini* (K) - Exploded five nights in a row. It's a funny, hooky song.

BITCH FUNKY SEX MACHINE *Sugarcoated* (DR. DREAM) - It's perfect for nights. Huge female reaction record.

AUSTIN GLENN, Alt. Personality, WZOW, South Bend

SIMPLE MINDS *She's A River* (Virgin) - It's been way too long since we got something new from the Minds. A great song. I can't wait until the full length CD comes out. If this is any sign, it's going to be great.

POND *Glass Sparkles In Their Hair* (Sub Pop) - Check these guys out. They have that 'Seattle' sound down. Lots of good phone response. One to watch for!

THE BLACK WATCH *Whatever You Need* (Zero Hour) - Another one to look out for. I love this song. It's one of those that you sing along with. A killer guitar riff as well...

FASTBACKS *Waste Of Time* (Sub Pop) - This is one of those bands that never gets enough attention. They deserve some success. Give them a try, I know you won't be disappointed. This is my favorite song from them. You can sing along with it!

HOOTIE & THE BLOWFISH *Let Her Cry* (Atlantic) - Getting great phone response on this one. This is my second most requested song. I guess she can keep on cryin', people are loving it!

CHRISTIAN UNRUH, PD, WZRH, New Orleans

STONE ROSES *Love Spreads* (Geffen Import) - It's my favorite record. Very excited to expose New Orleans to this band.

SONS OF ELVIS *Formaldehyde* (Priority) - We're getting the kind of response from these guys we thought we would from Black Crowes. Black Crowes meet the Smashing Pumpkins.

THE CULT *Joy* (Reprise) - People want to hear new Cult and this is the best track.

DAVE FERGUSON 🎙️

THE DSE 7000

Last week I called the DSE 7000 by Orban the "Mercedes" of digital workstations. That was some what of an over-statement. There are more expensive digital workstations out there. Though not many. And as far as user-friendly systems go, I'd say this is about as close as you can get (for under \$20,000). I suppose that one reason I compared it to the Mercedes is that everybody's either got one, or wants one. That must be because it's a pretty damn good unit! And user-friendly for disc jockeys and producers. Virtually anyone who can handle a standard 8-channel analog board can operate the DSE 7000. It was the first fully digital production system with all the familiar analog controls and functions. Making it one of, if the most used digital workstations in the industry.

You don't need to be a computer programmer to take advantage of the DSE 7000's powerful features. Think of it as an audio system that just happens to use lightning-fast RAM for editing, massive hard disk storage for archiving and creating your own sound library, and an easy-to-understand display. This "display" is shown on a color monitor giving the user full wave images of all E-tracks, along with a list of commands underneath the wave images for editing. All assignments and mixdowns can be done from the board, which looks like the most simple 10-channel board you've ever seen! Some of its features include level controls, pan, echo send/return, track bounce, and solo functions.

You can also time slip, copy, or undo anything right from the board. It also has a scrub wheel for rocking back and forth over cue or edit areas.

The DSE 7000 tutes hundreds of satisfied customers. From such stations as HOT97/New York, to KILT in Houston. I know for a fact that there are several stations here in Washington that use the unit, and I'm planning on visiting at least one of them soon to see the DSE 7000 in action. Aside from getting a trial run with such a system, (which unfortunately is not one of the options offered by Orban, seeing an industry peer use it is really the best way to decide if it's right for you. Kind of like the next best thing to a test drive is being in the passenger seat during a drive. This way at least you can ask questions about the unit's performance and it's un-reported problems, without some slime-ball sales person looking over your shoulder telling all of the good things and none of the bad things. I would recommend this type of research on any type of digital equipment you plan on buying. What you don't want is a unit that looked great in the presentation, but is impractical and troublesome in actual everyday use. In other words, the best way to not get stuck with a lemon is to know what you're buying, what it's going to be used for, and how it works. Don't buy a Mercedes if you're going to use it like a four-wheeler. No matter how simple the control panel and settings, not every system can take the high volume of use that a radio station production board has to withstand. Nor does every radio station have a full-time engineer on hand to fix a unit when it crashes.

In my opinion the DSE 7000 is a solid investment for



radio stations that produce a usual amount of multitrack commercials and promo's. It may even be more of a "workhorse" than most digital systems out there today. It's certainly laid out in a way that anyone can understand. But, with these strengths comes a strong price tag. The DSE 7000 isn't the most expensive, but it's up there. You can't get the base unit for less than \$17,000. It just depends on where you want to put your money. Not every station has the money to invest in a unit of this cost. Many of them end up getting units that cannot be used by very many of the staff and production personnel. Then money is spent to educate, or simply lost to the competition. My money's on the DSE.

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

MARK SHANDS

THE TEN COMMANDMENTS OF RADIO

Mark In-The-Dark, your radio scribe here. Hey, I don't live up on the mountain, I just go up there to talk to the radio Gods. They tell me what to say and I print it up on these tablets for all to read!

This week I've got "The Ten Commandments Of Radio". Thanks to all my assorted radio and record friends who provided them...for our amusement only!

1. And I sayeth un to you...**"K.I.S.S."**...Keep It Simple Stupid!
2. If thine new station owner appears and calls a full staff meeting, listen for these words. "Don't worry, we have no plans to make any major changes". If you shall hear those words, prepare to find a new job!

3. Remember to...Be on...and...be gone.
4. When contesting thou shalt not forget these three words...prize, chance, consideration.
5. When placing classified ads, be sure to say, "No Whimps" or "Great training ground for lcrger markets" or "just lost our morning jock to L-A".
6. If thou has to ask if it's a hit...it's *not* a hit!
7. If the music scheduling computer is to crash it shall happen on Friday afternoon at 4:30, usually at the beginning of a long holiday weekend.
8. If you are considering a move to a station and the GM says, "We're planning to move the stick and the studios into the metro in just a few months"...don't holdith thou breath.
9. When in doubt...leave it out.



10. And he commanded un to them...make sure yea can look back and see five yeers of experience...not one year of experience. five ties!

There you have it, The Ten Commandments of Radio. No doubt you've heard a few o'hers. It's easy, just stand there in the station, and listen a few minutes!

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.

AALIYAH

"Age Ain't Nothing But A Number"

- Debuting at #40* on the Monitor's Rhythm-Crossover Chart
- Entering R&R's Rhythmic Chart at #33*

NEW AIRPLAY INCLUDES: WOVV, KPRR, KIKI, & HOT97

BDS INFORMATION:

KIX106	40x	WHHH	16x
HOT97	22x	KKSS	31x
WHJX	28x	KZHT	17x
WJJS	9x	Z90	17x
KTFM	9x	Q105	23x
KDON	18x	HOT97.7	18x



FU-SCHNICKEN'S "Breakdown"

Their latest single is now hitting the West Coast & is impacting with these stats:

- | | | |
|-------------|--------------|---|
| • POWER 106 | 66 BDS Spins | } a Top 10 selling single in L.A. |
| • THE BEAT | 47 BDS Spins | |
| • HOT97.7 | 28 BDS Spins | } Jumping from 95 to 58* on the local SoundScan Singles Chart |
| • KMEL | 11 BDS Spins | |

Now in rotation at Z90



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

1. SOUL FOR REAL Candy Rain (UPTOWN/MCA)
2. ADINA HOWARD Freak Like Me (ELEKTRA ENTER. GROUP)
3. BROWNSTONE If You Love Me (MJJ/EPIC)
4. TLC Red Light Special (LaFACE/ARISTA)
5. MAX-A-MILLION Fatboy (SOS)
6. SPANISH FLY Daddy's Home (LPSTAIRS)
7. 95 SOUTH Rodeo (RIP-IT)
8. BRANDY Baby (ATLANTIC)
9. COOLIO & THE 40 THEVZ Dial-A-Jam (ATLANT C)
10. LIVIN JOY Dreamer (MCA)
11. LONDONBEAT Come Back (RADIOACTIVE/MCA)
12. MARY J. BLIGE I'm Going Down (UPTOWN/MCA)
13. REAL McCOY Run Away (ARISTA)
14. SUBWAY This Lil Game We Play (MOTOWN)
15. WILLI ONE BLOOD Whiney, Whiney (RCA)
16. 69 BOYZ Kitty Kitty (RIP IT)
17. GLORIA ESTEFAN Everlasting Love (EPIC DANCE)
18. ICE CUBE Get It Together (PRIORITY)
19. KEITH MARTIN Never Find... (RUFFHOUSE/COLUMBIA)
20. NEWTON Sky High (CRITIQUE)
21. REAL McCOY Automatic Lover (ARISTA)
22. WHIGFIELD Saturday Night (CUFB)
23. YOCO-ROSS Miss Me (COLUMBIA)

Reazar's Records

• My personal pick for this week is **KEITH MARTIN**, *Never Find Someone Like You* on Columbia Records. It's already on KTFM and blowin' up. If you can get your hands on an advance dat or cassette, call Jerry Blair at 212-833-7818, this record is guaranteed to be #1. It has that **BOYZ II MEN** feel. **Keith Martin** will be a superstar in '95.

• Another big week for **SOUL FOR REAL'S** *Candy Rain* on Uptown/MCA. Look at who added it this week...KIX106, HOT97.7, KMEL, KDON, WHHH, KZFM, Q105, WILD107, WJMN, KWIN, and KZHT.

• **BROWNSTONE**, *If You Love Me* on MJJ/Epic continues to perform well and picking up stations across the country, already on 42 stations. The SoundScan is unbelievable, so check it out!

• **BRANDY**, *Baby* on Atlantic Records is a guaranteed Top 5 record. Added Tuesday at...WHJX, HOT97.7, and KGGI.

• **SPANISH FLY**, *Daddy's Home* on Upstairs Records should be on all your desks by now. Check this a cappella version of Shep and the Limelights hit.

• **CRYSTAL WATERS**, *What I Need* on Mercury, kicking in bigger than the first one!

• **METHOD MAN**, *Bring The Pain* on Def Jam. Lyor Cohen's on fire with this one. It's soon to be bonified...HOT97.7 and KKSS.

• Bruce Tenenbaum will kick in big time this week with the new **MARY J. BLIGE**, *I'm Going Down*, on Uptown/MCA. Check these early believers...HOT105, KJMJ, WHHH, and KWIN.

• **AALIYAH**, *Age Ain't nothing But A Number*, on Jive Records continues to pick up stations...KIKI and KPRR.

• Barbara Seltzer doing a great number getting **VICIOUS**, *Nika*, on Epic rolling. Already on WPGC and added this week to KKSS, 92Q and more.

• The British songstress **WHIGFIELD**, *Saturday Night*, on Curd Records is getting props from Larry Martino of 94JAMZ.

• **SCARFACE**, *I've Never Seen A Man Cry*, on Rap-A-Lot/Virgin continues to sell like there's no end in sight.

• You need to listen to the new rhythmic mix on **ANDRU DONALDS**, *Mishale*, on Metro Blue/Capitol because it is hot.

• MCA continues to be on fire with **IMMATURE**, *Constantly* (KIKI) and **LIVIN JOY**, *Dreamer* (HOT97.7).

• The new female dance artist who is across between **JANET JACKSON** and **CECE PENISTON**, **LSO**, *Get It Right*, on Bellmark sounds great on the radio in New Orleans/KLUZ, Albuquerque/KKSS and now in Jacksonville at WHJX. Check it out!!!

• **LIL SUZY'S**, *Promise Me* (Metropolitan) is exploding everywhere...KPRR, WILD107, HOT105, KIX106, HOT97.7, KSFM, KKXX, and BOSS97 just to name a few. Congratulations Jason McFadden for making this a huge hit!

• New jams to check out are: **SAM 'THE BEAST'**, *Gucci Dance* on Relativity, **YOCO ROSS**, *Miss Me*, on Columbia already on B96, which was tipped to me by Erik Bradley. **CHANNEL LIVE**, *Mad Izm*, added at HOT97 and Top 10 in sales in New York! Other upcoming songs to peep are: **DIGABLE PLANETS**, *Dial 7* (Pendulum), **ROULA**, *Lick It* (S.O.S.), **95 SOUTH**, *Rodeo* (Rip-It), **LONDONBEAT**, *Come Back* (Radioactive), **PHARAO**, *I Show You Secrets* (Columbia), and **SHABBA RANKS**, *Let's Get It On* (Epic).

• The records that are buzzing hard are: **TLC**, *Red Light Special* (LaFace/Arista), **NOTORIOUS B.I.G.**, *Big Poppa* (Bad Boy/Arista) and **ADINA HOWARD**, *Freak Like Me* (EastWest/EEG), **REAL MCOY**, *Runaway* (Arista), **MAX-A-MILLION**, *Fat Boy* (S.O.S.), **69 BOYZ**, *Kitty Kitty* (Rip-It), **K7**, *Move It Like This* (Tommy Boy), **CRAIG MACK**, *Get Down* (Bad Boy/Arista), **SUBWAY**, *This Lil' Game We Play* (Motown), **COLLAGE**, *Diane* (Metropolitan), **FU-SCHNICKENS**, *Breakdown* (Jive), and **JEWELL**, *Woman To Woman* (Death Row/Interscope).

Barry "The Reazar" Richards



Bruce St. James, MD, and Big Boy of POWER106; Marc Morton, Rob One, Joe Re chling, and Jame Boyce of EMI; and Lara Woodward, Hitmakers hangin with The Lords Of The Uncerground at the POWER106 studios.

Barry "The Reazar" Richards has the audience in the palm of his hand... practicing his patented ventriloquist act recently at KDWB in Minneapolis with PD Mark Bolke, (right) and APD/MD Rob Morris, (left).



JOEY ARBAGEY, MD, KMEL, San Francisco

BILLIE RAY MARTIN *Your Lovin' Arms* (ELEKTRA) - On the dance tip: Junior's remix of Billie Ray Martin's *Your Lovin' Arms* is fierce.

SPANISH FLY *Daddy's Home* (UPSTAIRS) - Spanish Fly's rendition of *Daddy's Home* got instant phones on the people's station.

PJ HARVEY *Down By The Water* (ISLAND) - On the Alternative tip, check out PJ Harvey's *Down By The Water*. A very hip, one-listen record. Props to Vicki Leben for turning me on to this one.

E-40'S *One Love* (JIVE) - Should be as large as *Captain Save 'Em Tho'*. Very cool hook.

ERIK BRADLEY, MD, B96, Chicago

Check these out:

YOCO-ROSS *Miss Me* (SONY)

95 SOUTH *Rodeo* (RIP-IT)

LONDONBEAT *Come Back* (RADIOACTIVE)

REAL McCOY *Automatic Lover* (ARISTA)

JEFF ANDREWS, MC, B96, Chicago

BONE *Foe Tha Love Of \$* (RUTHLESS/RELATIVITY) - Great follow-up to *Thuggish Ruggish Bone*...Great hook.

YOCO-ROSS *Miss Me* (SONY) - This record has a little of everything...nice hook...cool vocals and a lil' Reggae flava.

OUTHERE BROTHERS *La La La Hey Hey* (CLUBHOUSE) - Local artists are huge in the clubs and in the mix.

REDNEXX *Cotton-Eyed Joe* - Country meets Techno.

Other records to watch:

REAL McCOY *Automatic Lover* (ARISTA)

LIVIN JOY *Dreamer* (MCA)

DR. MICHAEL LYNN, PD, BOSS97, Atlantic City

ANITA BAKER *I Apologize* (ELEKTRA) - If you need females play this record. Great adult female record.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - I told you about this one three months ago.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Instant phones!

PETE JONES, PD, HOT105, Modesto

JEWELL *Woman 2 Woman* - Love it!

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Big phones with only one week.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Going through the roof.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Check it out!

BOB PERRY, PD, HOT97.7, San Jose

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Starting to generate good record sales, and we love the way it sounds on HOT97.7.

THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA) - Immediate reaction, sales and in the streets...If *Juicy* worked for you, you should be jammin' with *Big Poppa*.

FU-SCHNICKENS *Breakdown* (JIVE) - Instant reaction...May end up playing this one in all dayparts.

SPANISH FLY *Daddy's Home* (UPSTAIRS) - ...Enough said...next.

MARK ADAMS, Acting PD, KBOS, Fresno

TLC *Red Light Special* (LaFACE/ARISTA)

BRANDY *Baby* (ATLANTIC)

GREG HEAD, MD, KBXX, Houston

Check these out:

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

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)

ICE CUBE *Get It Together* (PRIORITY)

TLC *Waterfalls* (LaFACE/ARISTA)

LISA ADAMS, APD, KFFM, Yakima

BRANDY *Baby* (ATLANTIC) - Awesome follow-up!

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - SMASH! Track #2 is my favorite!

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - I'm diggin' this record!

CARMY FERRERI, PD, KGGI, Riverside

Check these out:

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

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

BRANDY *Baby* (ATLANTIC)

SPANISH FLY *Daddy's Home* (UPSTAIRS)

SONIA JIMENEZ, APD, KGGI, Riverside

Check these out:

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

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)

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

69 BOYZ *Kitty Kitty* (RIP IT)

TLC *Red Light Special* (LaFACE/ARISTA)

JAMES COLES, MD, KIKI, Honolulu

95 SOUTH *Rodeo* (RIP-IT) - Like the Cheryl Lynn sample.

CHRISTOPHER WILLIAMS *Dance For Me* (GIANT) - Worked on our 'Make It Or Break It.'

SUBWAY *This Lil Game We Play* (MOTOWN) - Love the female/male combo. Sounds very, very nice together.

ME'SHELL *Soul Searching* (550 MUSIC/EPIC) - Off the *Higher Learning* soundtrack. Love the groove. Reminds me of old '70s Soul.

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - The sample of *Children's Story* is perfect. Should be a big hit if we all give it a chance.

JAMMER, APD/MD, KIX106, Providence

Check these out:

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)

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

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

MAX-A-MILLION *Fatboy* (SOS)

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

Check these out:

MAX-A-MILLION *Fatboy* (SOS)

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

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)

TLC *Red Light Special* (LaFACE/ARISTA)

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

KOZMAN, APD/MD, KKXX, Bakersfield

REAL McCOY *Run Away* (ARISTA) - Killer hook! going to be larger than *Another Night*. Get it now!

95 SOUTH *Rodeo* (RIP-IT) - It samples Cheryl Lynn *Got To Be Real* and it's big. Could be the next *Tootsee Roll*.

RAFAEL *Ask Of You* (550 MUSIC/EPIC) - Very, very smooth. Can't even tell the other Tony's aren't there.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - Check it out!

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - One of the coolest things I've heard in a long time! Going to blow up!

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

MAX-A-MILLION *Fatboy* (SOS) - This is a kickin' one!

NEWTON *Sky High* (CRITIQUE) - I feel like I just had sex...This is the coolest. Has instant familiarity, very hip. If you don't have it, get it.

LIL SUZY *Promise Me* (METROPOLITAN)-Blowin' up, huge record for us. A no-brainer.

LONDONBEAT *Come Back* (RADIOACTIVE) - Very cool sound.

THE CHOSEN FEW *Funky Jumpy Music Remix* (MAXI) - Has that Euro-Techno feel to it.

CHICAGO

1995



DATE:

May 4 • 5 • 6

THE PLACE:

Westin Hotel (312) 943-7200

ROOM RATE:

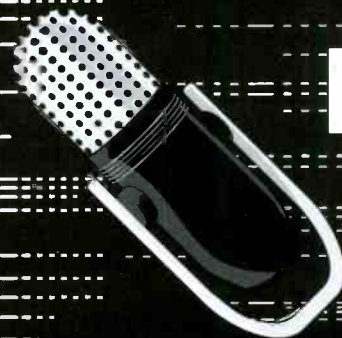
\$110

PRE-REGISTRATION:

\$150

HITMAKERS

**REGIONAL
SEMINARS**



**RADIO
'95**

KAHUNA, PD, KLRZ, New Orleans

WHIGFIELD *Saturday Night* (CURB) - Strong song for all dayparts. Good uptempo.

LONDONBEAT *Come Back* (RADIOACTIVE) - In the same vein as *I've Been Thinking About You*, but tailored for 1995.

NEWTON *Sky High* (CRITIQUE) - Phones are blowin' 'sky high.' Instant response in two days of testing.

CAT THOMAS, MD, KLUC, Las Vegas

K7 *Move It Like This* (TOMMY BOY) - Too cool with a Reggae groove and you can't understand what he says, but one line cracks me up every time I hear it...Lydia, Lydia I wish I didn't get rid of ya.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Great Urban groove. These girls can sing. Looking for big things from this record.

SUBWAY *This Lil Game We Play* (MOTOWN) - With 702. The girls from 702 are from Vegas, so we get tons of calls. Great Urban record. Sounds good on the air.

STEVE WALL, PD, KMXV, Kansas City

This is what's shakin' in Kansas City:

20 FINGERS *Mr. Personality* (ZOO)

PHARAO *Show Your Secrets* (SONY)

ABIGAIL *Smells Like Teen Spirit* (ZYX)

LIVIN JOY *Dreamer* (MCA)

EVERYTHING BUT THE GIRL *Missing* (ATLANTIC)

MIKE KEANE, PD, KPSI, Palm Springs

Check these out:

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC)

K-CI *If You Think You're Lonely Now* (MERCURY)

WILLI ONE BLOOD *Whiney, Whiney* (RCA)

RICK THOMAS, PD, KSFM, Sacramento

Check these out:

ICE CUBE *Get It Together* (PRIORITY)

69 BOYZ *Kitty Kitty* (RIP IT) - Burn Rubber mix.

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)

THE JANITOR, Acting PD, KTFM, San Antonio

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Jumped right on it. Sounds great on the air!

Also hot!

FUN FACTORY *Close To You* (CURB EDEL)

MAX-A-MILLION *Fatboy* (SOS)

SHELLIE HART, MD, KUBE, Seattle

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Immediate phones at night.

REAL McCOY *Run Away* (ARISTA) - Seems to be following the same pattern of *Another Night*.

DIONNE FARRIS *I Know* (COLUMBIA) - Sounds like an absolute smash.

Also checkout:

SUBWAY *This Lil Game We Play* (MOTOWN)

4 P.M. *Lay Down Your Love* (NEXT PLATEAU/ISLAND)

TLC *Red Light Special* (LaFACE/ARISTA) - Pickin' up some serious steam.

BOB LEWIS, PD, KWIN, Stockton

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Love it.

CRAIG MACK *Get Down (Q-Tip remix)* (BAD BOY/ARISTA) - Will be bigger than the first one!

TLC *Red Light Special* (LaFACE/ARISTA) - It's not a one-listen record.

LARRY MARTINO, PD, KXTZ, Las Vegas

This is what's hot!

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

WHIGFIELD *Saturday Night* (CURB)

SPANISH FLY *Daddy's Home* (UPSTAIRS)

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

CHARLIE MAXX, APD/MD, KZFM, Corpus Christi

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - It's sweet!

REAL McCOY *Run Away* (ARISTA) - If the first one worked for you, this one surely will.

COOLIO & THE 40 THEVZ *Dial-A-Jam* (ATLANTIC) - This one should be as big as *Fantastic Voyage*.

SCOTT WHEELER, PD, WHHH, Indianapolis

MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA) - Sounds like it's gonna be a hit, bigger than the first one. A retro feel from a contemporary artist.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Sales have already started. Looks like it's going to be huge!

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Great response on the 'Make It Or Break It.'

GREG BRADY, MD, WHJX, Jacksonville

METHOD MAN *Bring On The Pain* (DEF JAM) - Evokes those S&M emotions from deep inside.

LSO *Get It Right* (BELLMARK) - Sounds like Janet Jackson, plus looks like Aunt Jemima...I love it!

MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA) - Huge female record, testing real well and #5 in requests.

COOLIO & THE 40 THEVZ *Dial-A-Jam* (ATLANTIC) - The song the phone company doesn't want you to play.

MICHAEL MARTIN, APD/MD, WILD107, San Francisco

LIVIN JOY *Dreamer* (MCA) - Blowin' up huge in the clubs and crosses to the airwaves. Too big in the streets to ignore.

ICE CUBE *My Fav* (PRIORITY) - Ice Cube is droppin another bomb. Great sample wif dat Cube flava. Already getting phones! Tadaow!

BOYZ II MEN *Water Runs Dry* (MOTOWN) - Already ready for a power rotation. Instant phones, instant familiarity, instant hit!

TLC *Red Light Special* (LaFACE/ARISTA) - Yet another TLC hit. *Red Light Special* is already a power and *Waterfalls* is the new one in. Has a great feel. They've been listening to Prince on this one.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Is another bomb! Great lyrics and a very smooth track. Columbia has a hit on this one.

EAGLES *Love Will Keep Us Alive* (Geffen) - On the flip side of the world, *Love Will Keep Us Alive* is a motherf*cking smash!

SCOTT CHASE, MD, WOVV, West Palm Beach

MAX-A-MILLION *Fatboy* (SOS) - What do Alice Kramden, Wilma Flintstone and Hilary Clinton all have in common? They love their *Fat Boy*. I've been talking about it for weeks...Don't miss the pastry cart on this one.

CE CE PENISTON *Keep Givin' Me Your Love* (COLUMBIA) - From the Pret-A-Porte soundtrack, another solid effort from Ce Ce.

COOLIO & THE 40 THEVZ *Dial-A-Jam* (ATLANTIC) - From the Jerky Boys soundtrack, THIS IS AWESOME. The samples are strong, see if you remember all of them. Brett Weir says, 'Top 10 without a doubt jerky.'

SUZI CARR *All Over Me* (RADIKAL) - She was the lead singer on Will To Power's first album. This was a big European record...smooth female dance jam.

HEAVY D. *This Your Night* (UPTOWN/MCA) - George Benson meets Kool & The Gang meets Heavy D....Big song, phat song, or just plain heavy! This is Heavy D.'s next BIG hit!

THE SIMPSON CASE: MOST STATIONS ARE WATCHING AND WAITING

By Paige Nienaber

It was bound to happen, as it does anytime there is a massive onslaught of publicity on a topic or event. People are getting burned out from the whole OJ Simpson case and all of the various side-stories that go with it. But that poses another question: Can you ignore what is arguably the biggest news story of last year, and barring a nuclear war, the biggest story of this year. And depending on who gets nuked, probably is still the biggest story of '95. It's a dilemma

By the time this article arrives in your hot little hands (or cold, depending what part of the country you're in), the lawyers for both sides should have delivered their opening statements and the biggest trial that any of us will ever witness, will be under way. As I often say/write/fax, "So what are you going to do about it?"

Well, many stations are choosing to do nothing or are going to wait to deal with it if and when the story re-heats. And that's understandable. The whole "OJ Thing" got so saturated that there was a burnout factor that occurred way back during the prelims. Everybody covered the story and the listening/viewing public got tired and went in search of bigger, better and more riveting stories. If Andy Warhol was right and we each get 15 minutes of fame, then that should be about perfect for America where the average person has a 15 minute attention span. "The subject's definitely in a 'fatigue period' and has really been run into the ground," says Brian Douglas, PD at 102Jamz in Greensboro. "When it first started, if you even said 'OJ' on the air the phones lit up like crazy," he adds.

In Minneapolis at KDWB, Program Director Mark Bolke concurs with Douglas; "People are so tired of it right now, but there's still a curiosity with the Simpson story, so we'll deal with it on a day-to-day basis." He says that KDWB will deal with any major developments as they occur, but isn't planning on any major features or other reactions to the OJ case at this time.

In Albuquerque, 97Kiss Promotion Director Randy

Savage says that while his station has dealt with serious and potentially "Negative" subjects in the past, except for some morning show humor, they probably won't deal with the case outside of normal news features and programs.

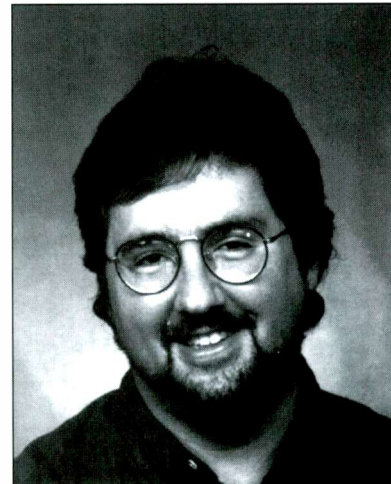
It will certainly be interesting to see how Radio reacts if/when the trial's start awakens America and re-ignites the public's passion and interest in the story. I mean, the biggest news story of the year; you're going to ignore it?

There are so many ways to approach a story like the OJ Simpson case and not be seen as just a radio version of "Hard Copy" or any of the other tabloid TV shows. The trial will undoubtedly provide many opportunities for morning shows to react to what's happening in the courtroom. Especially when it comes to having guests and experts on the air. Morning talent should be closely watching the trial and its twists and turns so that they can book guests that are topical to what's happening in Judge Ito's chambers. If Marcia Clark spends a day arguing about the admissibility of Nicole

with which you can deal with the OJ Simpson murder trial.

If anything positive has come out of this story, it's that there has been a focus on the plight of battered women and domestic abuse in America. This is a tremendous opportunity for your station to not only hook into a topical story, but more importantly, to perhaps initiate a promotion or campaign that affects something positive in your community. Besides having guests on the topic of domestic violence, move beyond just "words" and help transform a building into a shelter for families that are escaping domestic abuse. Raise the consciousness of your audience about the subject and provide them with resources for getting help.

Another avenue is to give your audience an outlet for their emotions and feelings. Open the mics and let them talk. "When the story first hit, we became almost talk radio, and opened the phones up for listeners to get on the air to talk about OJ, the case, and how they felt about it. They couldn't get enough of it," says Russ Parr from 100.3JAMZ in



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

"If Andy Warhol was right and we each get 15 minutes of fame, then that should be about perfect for America where the average person has a 15 minute attention span."

Simpson's psychiatrists notes, then your morning show might want to take three minutes to speak with a mental health professional about confidentiality and how they feel about what's happening in L.A.

It would be an excellent idea to have a lawyer (or two) available to visit on the morning show to discuss the status of the trial and give their perspectives on how it's going. What about autograph experts? How has the case affected the value of an OJ Simpson signature. See? This is not a one-dimensional case. There are dozens of different angles

Dallas. Now that the trial is on, he says that the station will use the same approach if there's as much of an outpouring of interest as there was last Summer and Fall. "Of course we'll be treating it as a news story, and will handle it that way, but we will be prepared in case something startling happens."

Even if your audience is "burned" on the OJ Simpson trial, you can still deal with it by providing them with activities and events to take their minds off all the hype. That way you're dealing with the case, but then, you're not. You could do a "No J Weekend" and promise

that none of your giveaways will contain the names of any key figures in the case. And don't forget about soap operas. There will be millions of angry people who are going to be livid that their daytime dramas have been pre-empted. See if you can get your hands on videos of the pre-empted soaps and use them for giveaways. Or host Soap Parties in the evenings.

In Atlanta, Tony Brown at V103 says that his station will handle it as they did when the story first broke, giving it priority in the newscasts, and doing hourly updates on trial days. "I definitely think there's an interest in the story. Everybody's just waiting for the attorneys to stop fighting and for it to get underway," he says. "People have some very strong feelings about the Simpson murder case, and with that kind of interest, it's something we have to address," concludes Brown.

However your station chooses to handle the OJ Simpson trial, it will be in response to a rare promotional opportunity: the biggest murder trial in recent U.S. history. Talk to the listeners, gauge their feelings, and react appropriately. Burying your head in the sand won't make this story go away.



MIX SHOW

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

NEW IN 'THA MIX

DURAN DURAN "White Lines" (COLUMBIA)
SAM THE BEAST "Gucci Dance" (RELATIVITY)
DJ BOBO "Take Control" (CMC INTERNATIONAL)
GLORIA ESTEFAN "Everlasting Love" (EPIC)
MILK "Get Off My Log" (AMERICAN)

COLUMBIA

RECORDS *Presents The*

HITMAKERS MIXER OF THE WEEK!

MIX SHOW MOVERS

LW - TW	ARTIST	SON	RECORDS
1-1	CORONA	"Rhythm Of The Night"	(EastWest)
3-2	MAX-A-MILLION	"Fat Boy"	(S.C.S.)
6-3	MIRANDA	"Round & Round"	(Sunshine)
2-4	STEVIE B.	"Funky Melody"	(Emcoria/Thump)
4-5	REEL 2 REAL	"Can You Feel It"	(Strictly Rhythm)
17-6	ROULA	"Lick It"	(S.C.S.)
5-7	DONNA SUMMER	"Melody Of Love"	(Columbia/Mercury)
16-8	TLC	"Creep"	(A&A/Arista)
9-9	FUN FACTORY	"Close To You"	(Curb Edel)
10-10	INI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
23-11	CLUBZONE	"Hands Up"	(Logic)
27-12	GLORIA ESTEFAN	"Everlasting Love"	(Epic)
13-13	CRYSTAL WATERS	"What I Need"	(Mercury)
8-14	THE CHOSEN FEW	"Funky Limp Music"	(Mxi)
21-15	DR. ALBAN	"Away From Home"	(Logic)
18-16	M PEOPLE	"Excited"	(Epic)
19-17	ROCHELLE	"Praying For An Angel"	(S.O.S.)
11-18	JANET JACKSON	"You Want This"	(Virgin)
7-19	BRAND NEW HEAVIES	"Scene Some Time"	(Hfr)
25-20	METHOD MAN	"Bring On The Pain"	(Def Jam)
12-21	ACE OF BASE	"Living In Danger"	(Arista)
15-22	THE HED BOYS	"Boys And Girls"	(Logic)
N-23	ICE CUBE	"What Can I Do"	(Priority)
40-24	THE NOTORIOUS B.I.G.	"Big Poppa"	(Bad Boy/Arista)
29-25	REAL McCoy	"Another Night"	(Arista)
34-26	DJ BOBO	"Take Control"	(CMC International)
36-27	TINMAN	"Eighteen Strings"	(Hfr/London)
28-28	CE CE PENISTON	"Keep Givin' Me Your Love"	(Columbia)
31-29	TRACI LORDS	"Control"	(Radioactive)
30-30	69 BOYZ	"Gitty Kitty"	(R&B)
N-31	BRANDY	"I Wanna Be Down"	(Atlantic)
32-32	THE MACK VIBE	"Mr. Meaner"	(Eightball)
N-33	DA BRAT	"Da B-Side"	(Chaos)
N-34	CRAIG MACK	"Get Down"	(Bad Boy/Arista)
N-35	C & C MUSIC FACTORY	"Robi-Robs Boriqua Anthem"	(Columbia)
46-36	EVERYTHING BUT THE GIRL	"Missing"	(Atlantic)
26-37	3RD NATION	"I Believe"	(Champion/EastWest)
14-38	MADONNA	"Secret"	(Maverick/Sire/WB)
N-39	PET SHOP BOYS	"Yesterday When I Was Mad"	(EMI)
20-40	REALITY	"Vanna Get Busy"	(Strictly Rhythm)
24-41	DEEE-LITE	"Call Me"	(Elektra)
22-42	C & C MUSIC FACTORY	"Take A Toke"	(Columbia)
33-43	KEITH MURFA	"The Most Beautifullest Thing..."	(Jive)
47-44	MARY J. BLIGE	"Be Happy"	(Uptown/MCA)
42-45	WILLI ONE BLOOD	"Whiney Whiney"	(RCA)
35-46	K7	"Love It Like This"	(Tommy Boy)
49-47	ARMAND VAN HELDEN	"Armand Van Helden (EP)"	(Strictly Rhythm)
37-48	LIVIN JOY	"Dreamer"	(MCA)
44-49	BARBARA T. CREEP	"I Get Lifted"	(Strictly Rhythm)
38-50	LIL SUZY	"Promise Me"	(Metropolitan)



SIR CHARLES DIXON

WBLS

New York

CAREER HIGHLIGHTS:

DJ'ing my first B/B clubs in London and Japan, a syndicated show on two stations in Italy, one in Rome and Torino. Getting the LORDS OF THE UNDERGROUND demo tape from Marley Mark and bringing the Lords to Pendulum. Moving started the Mix Shows at WPGC, July 28th, 1987. I did it with my own equipment from home along with Albie and Jellybean Benitez. Doing a Mix Show for WBLS. Doing a Mix Show for Choice FM with George K. in London since 1989. My first commercially released DJ edit of LORDS OF THE UNDERGROUND, "What I'm After" made with the DJ in mind!

CAREER LOWLIGHT:

I bought a roundtrip ticket to Miami for the WMC in March of 1990. I was totally broke, but I wanted to meet Vince Pellegrino because I needed a job and I was looking at Tommy Boy. All I had was a ticket and a resume!

SHOUTS:

Bill Keart of OMAP for giving me my start as assistant pool director from 1985 to 1989. Albie D. for bringing me to WPGC in 1987, Vince Pellegrino, Tom Silverman, Monica Lynch, Dennis Wheeler, Ruben Rodriguez, Jerry Clifton, Quincey McCoy, Peter Parker, Grandmaster Flash, Tony Vaughn, DJ Premier, Jonathan Dunker and everyone else that supported me especially the DJ's, you know who you are!

COLUMBIA CUTZ

CE CE PENISTON

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

PHARAO

"I Show You Secrets"

FUGEES

"Vocab"

C&C MUSIC FACTORY

"Take A Toke/Boriqua Anthem"

TRISHA COVINGTON

"Why You Wanna Play Me Out"

NOMINEES FOR ISSUE 873

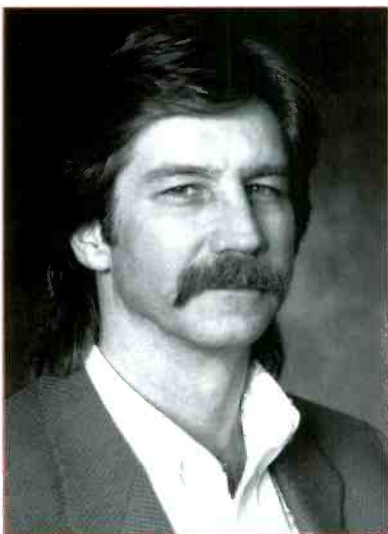
VOTE FOR YOUR CHOICE

1. DJ SPEN (92Q, Baltimore)
2. RICH MIRANDA (102JAMZ, Orlando)
3. DAVID MEYER (K.MEL, San Francisco)

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MIXER OF THE WEEK WINS SONY HEADPHONES!

HITMAKERS Faces & Places



Rick Wilcoxon has been promoted to Vice President, National Sales for BMG Distribution.



Elise Kolesky has been named Vice President, Field Marketing for RCA Records Label.



Ivan Gavin has been promoted to Senior Vice President, Finance and Administration for Zomba Recording Corporation.



Frank Murray has been appointed National Director, Promotion for CAPITOL Records.



Fox Records will be servicing a remix to radio next week of "Welcome To Robbinsville" from the Golden Globe-nominated score and film "Nell." Pictured (l-r): **Geoff Bywater**, Sr. VP/Marketing and Promotion, Fox Records; **Mark Isham**, "Nell" score composer; **Jody Foster**, "Nell" actress/co-producer; **Robert Kraft**, Exec. VP, Fox Music Group; **Renee Missel**, "Nell" film producer; and **Michael Apted**, "Nell" director.



Arista executives join Carly Simon at a rare in-store appearance at New York's Tower Records, Lincoln Center, recently. Pictured back row (l-r): **Cathryn Swan**, Sr. Dir. Publicity, Arista; **Jason Perl**, Manager A/C Promotion, Arista; **Mark Rizzo**, VP Nat'l. A/C Promotion, Arista; **Jordan Katz**, Sr. Dir. Nat'l. Field Sales, Arista; **Jim Urie**, Sr. VP Sales, Arista; **Steve Bartels**, VP Special Projects, Arista; **Ken Levy**, VP Creative Services, Arista; and **Tom Ennis**, VP Product Management, Arista; Front row: **Brian Doyle**, Manager All Access Entertainment; and **Carly Simon**.



Michael Greene, President/CEO of the National Academy of Recording Arts & Sciences, emceed a recent press conference to announce this year's Grammy nominations. Pictured (l-r): L.A. Mayor **Richard Riordan**; recording artists **Jon Secada** and **Clint Black**; comedian/actor and Grammy host **Paul Reiser**; recording artist **Johnny Gill**; and NARAS President/CEO **Michael Greene**.



MCA Records executives recently joined with the artists and producers of Cambridge, Massachusetts' Fort Apache Studio to celebrate the first release from Fort Apache/MCA Records, a new label in partnership with MCA, for which the studio's producers will now sign, develop and produce artists. Pictured standing (l-r): Fort Apache producers **Sean Slade** and **Gary Smith**; **Randy Miller**, Exec. VP/Mktg., MCA; **Robbie Snow**, VP/Product Mgmt., MCA; **Ron Oberman**, Exec. VP/A&R, MCA; **Billy Bragg**, recording artist and co-owner, Fort Apache Studio; **Ted Silva** from Fort Apache/MCA recording artists Cold Water Flat; and (kneeling, l-r): **David Fleischman**, VP/Album Promotion, MCA; **Paul Janovitz** and **Paul Harding**, Cold Water Flat.



AS THE VINYL SPINS

By Michael Futagaki
(415) 282-4466

I've got to start this one off with a couple of Birthday shows, Matt The Bratt at the POWER FIG in Tampa who turned 20 something on January 11th and B-Swift of THE BOX who also did the 20 something bit on January 16th. Much love to Greg Lee and Beverly Stevens of Warner Brothers for the hook up on the BOYZ II MEN, BABYFACE and TEVIN show recently, that was mighty fine of you good folks. Good rolling with Tony Rice of Motown that night, stay strong big cat! Speaking of big cats, if you're into that true Blue Ripple and spare ribs funk, peep the ANDY STOKES CD *About Time* on Northwest-Locals Only Records. Andy used to be the lead singer in COOL 'F who had an album cut on A&M back in the day. It's got all of the elements that made a little Asian American kid from East Oakland get funky so long ago. My favorite record to come along in a long time is the MONTELL JORDAN, *This Is How We Do It* on PMP/RAL. Hey Paul Stewart we got your back on this one. Imagine a contemporary R&B vocal track sitting on top of SLICK RICK'S *Children Story* coupled with a whole lotta punch. You'll need to get up with Mike Kyser on this one. Also on the funk - pop check for LSD, *Get It Right* on Utopia/Bellmark. It's already getting early action on the conference calls.

Coming out of the Bay is the RBL POSSE, *Bounce To This* on In A Minute Records. This one's getting a lot of love from Nasty Nes at KCMU, B-Swift at THE BOX and Prince Lee at KMEL. Everyone's also talking about the X-RATED version of the video which dramatically features Sway who remains shocked by the way. If you need the record call Frederick Johnson at In A Minute at 510-653-5811. Also coming from the Bay but on a different tip is the new JOCELYN ENRIQUEZ, *Big Love* on Classified Records. For those of you who couldn't play her earlier tracks 'cause you shy away from Freestyle there's a mix here for everyone. My homeboy DJ Midimack did a great job on this one, give it some love. If you're still in the Jark, call Rex at 510-475-5760. If Quality hooked you with the vinyl on HAVOC and PRODEJE, *Gz On Da Move*. Toby and I suggest that you flip it and peep *Endo Glide*.

There's been some good reaction to the DJ BOBO, *Take Control* on CMC International. If you need a copy get with Gerie Serina at 718-680-1873. Thanks to Stacy Benet from Bold who called to check in. If your coming up next on THE MACK VIBE featuring JACQUELINE, Mr. Meanor, JO CARDWELL, *Jump For Joy*, SWAMP FEVER, *Delta Lady*, KELLI RICH, *Fide-A-Vay* or the TRACI LORDS, *Control*, call her at 212-265-3740. Also on the dance end of things props to Harry Frank Towers at ZYX for keeping me informed. GARY'S GANG *Come Together*, PRESTA/DELEON PRESENTS THE UNEXPECTED HOUSE GUESTS, *We're Here To The Music* and TWENTY 4 SEVEN, *Slave To The Music* are just a few of the records Harry has out. I'm still into my friend Tyler Stone's mix of *Slave To The Music*. If you're looking for Chris Bergen formerly of Continuum Records, call him at 908-276-0944. Doug Wilkins of GRP called to let me know that Kenny Dopa is doing the remix on the soon to be issued ROOTS with ROY AYEFS, *Proceed II* of the FRED HOT AND COOL compilation. If your looking for a great jazz hip hop vibe, call Doug at 212-424-1152.

Two old friends from the Bay reached out from MCA. Thanks to Brian Samson for the advance on the KING TEE album which will be coming on March 28th. The next single is *Way Out There Baby*. Super N&S#@# (sorry I ain't into cutting that word in writing.) Also coming from the MCA rap department is Fred Nassar who's keeping me up on the JUSTICE SYSTEM, *Dedication To Bambatae* which is getting mad props on the conference call. Fred Nassar was a power mixer for KMEL for many years, is still a part of all City Productions family (Sway & Tech) and now he's coming with some strong records for MCA. Keep it up Fred! Since my girl Ellen Hanken has left Mic Mac and moved over to Strictly Rhythm, Josepha has taken up the slack at Mic Mac. She's got the DA PHENOMS record out there and welcomes anyone's call that's into the old school hip hop feel. Call her at 212-675-4038.

I peeped the SABELLE, *Where Did The Love Go* video that Victor Lee at Tommy Boy sent me and it works for me. Also the remix has caused interest in *Where Did The Love Go* to resurge at Urban and Crossover radio. In January 17th's conversation with Victor

he reported that KDON, KTFM, KPRR and WGGI were amongst the stations playing it. Victor says, "SABELLE is not going away. We're behind this record 200%!" Damn that's a lot of percents baby. Keep a look out for the CYNTHIA, *How I Love Him* and GEORGE LAMOND, *It's Always You* both on Timber/Tommy Boy, if you're into freestyle. Bill Pfordressor at Zoo has G-MO vinyl of *Everyday Thing To Roll* with a different mix coming. Sales have been strong and the street buzz was happening so don't let this one slip by this time!

DJ Flite of KHFI moves over to KTFM in San Antonio. Flite feels good to be joining CJ Roca on Charles Chavez' team. Much respect to Charles for taking an aggressive approach to the matter of making his station boom. Chris Watkins who manages Tore B Nimble of 106JAMZ in Chicago says, "Spread the word that we've got the number one show on the only show in Chicago that gives rap day play, big baby!" Tone and Chris are calling out to hip hop mixers to exchange tapes with them. Tone also has a new mailing address as well: 3432 West Vclmer Fd. #151, Olympia Fields, IL 60461.

Congratulations to Karen Kennedy and Tony Aco of the North Texas Dance Association for winning Record Pool Of The Month. Sorry about the typo, but the pool is IN DALLAS, not Houston! Last but not least, Steve Perez of KDAQ (Q-105) in Oxnard is now down with us. His address is 805-525-3052 and his pager is 805-645-9379. Everybody's favorite nice person Lucy B. made the call to get Steve hooked up and she co-signs for him. That's it for this week. Stay well, real and at peace with yourselves. God bless you and I'm out!

URBAN RECORDS: CAPELTON, *Turn* (Signet), JUSTICE SYSTEM, *Dedication To Bambatae* (MCA), MONTELL JORDAN, *This Is How We Do It* (PMP/RAL), FJ-SCHNICKENS, *Sum Dum Monkey Jive*, MISS JONES, *Where I Wanna Be Boy* (Stepsun), RBL POSSE, *Bounce To This* (In A Minute), GRCLP HOME, *Super Star* (Friday), SOUL FOR REAL, *Candy Rain*, Uptown/MCA, and MILK, *Get Off My Log* (American).

DANCE RECORDS: CECE PENISTON, *Keep Givin Me Your Love* remixes off the Peter A Porter soundtrack (Columbia), THAT KID CHRIS, *Can U Dig It* (Digital Dungeon), REGGIE ROUGH Featuring Annette Tay or, *Just Can't Take It* (Illegal), ROULA, *Lock It* (SOS), CLUBZONE, *Hands Up* (Log C), CEJA JU, *New Lover* (vestry), WHIGFIELD, *Saturday Night* (Curb/Edel), Both The GEORGE LAMOND, *It's Always You* and the CYNTHIA, *How I Love Him* (Timber/Tommy Boy) and BRAND NEW HEAVIES, *Spend Some Time* (Eastwest).

LAWLEY'S LICKS: BRANDY, *Baby* (Atlantic), VICIOUS, *Nika* (Epic Street), RYUICHI SAHAMOTO, *Move On* (Elektra), ADINA HOWARD, *Freak Like Me* (EastWest) and FUN FACTORY, *Close To You* (Curb/Edel).

Most Disc-overed for this issue

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

1. RBL POSSE Bounce To This (IN-A-MINUTE)
2. MONTELL JORDAN This Is How We Do It (RAL/DEF JAM)
3. PORTISHEAD Sour Times (Nobody Loves Me) (LONDON)
4. REDMAN I Can't Wait (DEF-JAM/RAL)
5. 1-900 Keep Him On The Phone (STRICTLY RHYTHM)

HES DANNY
DJ SMURFE
OOH LAWD
(PARTY PEOPLE)
Produced By
M.C. SHY-D
WILLY RECORDS
P.O. Box 724677, Atlanta, GA 31139-1677
(404) 419-1414 • (404) 419-1230

Ask Yourself...
IS IT REAL
(MY MIND STILL PLAYIN' TRICKS ON ME)
The New Single From
WILLIE D
WILLY RECORDS

DJ SPEN, 92Q, Baltimore

MARY J. BLIGE *Be Happy (Remix)* (MCA IMPORT) - I gotta admit that Mary J. is back and on some ol' otha love shiznit! The UBQ remix of this stuff is da bomb. Now if we can just get the domestic company to do something with it, I'll really be happy.

GENA BESS *How Hard I Search* (KULT) - Another great dance vocal track from the KULT KREW!!! If you're into vocal dance music, you need this record. It may just change the way you play.

KENNY & FRIENDS *You Are My Friends* (COVER) - This Kenny guy sounds so much like Sylvester that it's pathetic! If you've heard Sylvester's live version of *You Are My Friend*, imagine it at about 125 bpm's and you've got the general idea of what I'm talkin' about.

MAURICE JOSHUA *Tell Me* (VIBE) - Maurice kills this one! It's a great EP, but *Tell Me*, which contains samples from the classic 'Millionaire' is da shit.

STICKY PEOPLE *Party Time/Kong* (BASEMENT BOYS) - All I gotta say iz that this record does crazy shit to my dance floor! Both cuts do something different, but for both of these records to be tribal like records, it shits tremendously!!! These mixes of this one remind me of when I first heard Heav on *We Got Our Own Thing*. Shits irresistible!

DAVIS *2B Or Not 2B* (DJ EXCLUSIVE) - This has got to be one of the best dance DJ double packs on wax. It does everything; has mixes for just about every dance genre; and delivers a great feeling to the dance floor! Do yourself a favor and get this record if it's the last thing you do.

BAD BOY BILL, B96, Chicago

MACK VIBE *Mr. Meaner* (EIGHT BALL) - Spike's dub is phucken incredible.

TO KOOL CHRIS *Work Your Body* (STRICTLY HYPE) - Hip house is back Chicago style. Also check out the insane dub!

OUTHERE BROTHERS *La La La Hey Hey* (CLUBHOUSE) - These crazy muthhphhkuhs are back with another hit. Instant add at B-96. Radio...be on the look out!

1-900 Keep Him On The Phone (STRICTLY RHYTHM) - For hours of enjoyment buy this record because it's cheaper than a 1-900 Call and the track is phat and all that.

GARY Q, BOSS97, Atlantic City

KYM SIMS *I Must Be Free* (RADIKAL) - Double 12 inch with a zillion mixes. Sounds great on the mix show.

E.G. FULLALOVE *Divas To The Dancefloor* (EMOTIVE) - This one kicks you in the ass and makes you beg for mercy...praise the Lord!

B-SWIFT, KBXX, Houston

RBL POSSE *Bounce To This* (IN-A-MINUTE) - Some of the funky shit I've heard this year came from Outkast and these brothas. This shit's tight.

SLICK RICK *Sittin In My Car* (DEFJAM) - JD does it again with some Atlanta, GA flava on the remix tip. Nice!

DA BRAT f/Notorious B.I.G. *Dirty B Side* (CHAOS) - Some funky-ass pimp shit!

OUTKAST *Phobia* (EPIC/SONY/550 MUSIC) - Pimpin' ain't dead, just some of you muthaf*kkas are scared. This jam is real phat.

DJ KIZZY ROCK *Yeah, Shawty, Yeah* (TOMMY BOY) - The video is the shit, *Tricks In Trainin* gets pretty busy in the clubs!

JOSH WINX *Don't Laugh* (NERVOUS) - Ahh but you will laugh. A great track on the harder side with slight acid feel. Definitely the most buzzing record of the year so far. Already a big seller in stores.

1-900 Keep Him On The Phone (STRICTLY RHYTHM) - A funky little guitar and organ fortified house tune with the hook coming from a 900 sex call which delivers all the sleeze in anyone's imagination!

MASSIVE ATTACK *Protection* (VIRGIN) - Attack of the massive remixers here: Underdog, Mad Professor, and Brian Eno. All lend a hand to one of the strongest tracks on the LP. Tracey Thorn (Everything But The Girl) vocals are laid over Hip-Hop, dub and ambient grooves.

THE STICKMEN *The Drug/Turn Your Back* (STRICTLY RHYTHM) - Four track deep House bag of goodies. Several unique sounds here from the oscillating deep grinding organ line of *The Drug* to the rubber band bouncing, techno vibe of *The Sound*. Definitely one slammin house track not to be missed.

NASTY NES, KCMU, Seattle

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

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

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

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

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

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

JEFF K., KDGE, Dallas

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - The mixes on this are rad! Could work in a very Hip-Hop set as easily as in an Alternative set. Very versatile and very, very cool. Taste the flavor of the moment.

UNDERWORLD *Dirty Epic* (WAX TRAX) - Thanks to KROQ's Jed The Fish, this track is no longer a ten minute programming headache. Instead, it's a great, rhythmic pop song. Could this be the song that finally breaks the new Underworld to radio?

DR. ALBAN *Away From Home* (LOGIC) - Todd Terry mixes save this otherwise forgettable release. The mixes lean more in the familiar Euro-House direction, rather than reggae.

THE WOLFGANG PRESS *The Remixes* (4AD) - What a pleasant surprise! Double pack full of new songs and remixes galore from Sabres Of Paradise, Barry Adamson, Jah Wobble, Apollo 440, Adrian Sherwood...blah, blah, blah...see what I mean?

DURAN DURAN *White Lines* (CAPITOL) - This had the potential to really suck, but this remake of the old Grandmaster Flash classic will make any Duranee (including myself) happy. Check the 70's Club Mix.

DJ ICEE *1,2,3,4,5,6,7,8* (ZONE) - The Funky Floridian does it again. Another slammin, funky sample track. Old school Hip-Hop samples combined with gut-punching break beats should wake up any mix show.

TITO 'Indamix' AGUSTIN, KDON, Salinas

TOO SHORT *Cocktales* (JIVE) - An interesting tale of freaks of Oaktown with a funky beat to keep it coming.

THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA) - I love it when they call me Bigga Poppa...nuff said.

EBONY VIBE *Everlasting Groove Of Love* (GASOLINE ALLEY) - The Baka Boys' mix got me up! Check it now.

JAMES COLES, KIKI, Honolulu

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - Sample of *Children's Story* is perfect, as well as his delivery. Song will work, if we give it a chance.

95 SOUTH *Rodeo* (RIP-IT) - Music is working.

COOLIO & THE 40 THEVZ *Dial-A-Jam* (ATLANTIC) - I dig it!

HEAVY D. *This Your Night* (UPTOWN/MCA) - Track 6 on the CD is very smooth...almost a nice, little house thump to it...and it works.

DJ BLADE, KJYK, Tucson

REAL MCCOY *Run Away* (ARISTA) - Strong follow and should be big...very pop.

DJ KIZZY ROCK *Yeah, Shawty, Yeah* (TOMMY BOY) - Check this out! It's the next booty record!

DONNELL 'Standing' *RATTLE Oyate* (AQUA BOOGIE) - This track shouldn't be missed by trance and dance fans. It steps into you and moves you.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - The metro feel is working for Gloria. Like the track and mixes.

THA RUFFNEX, KJYK, Tucson

DA BUSH BABEES *Remember Me (Remix)* (SALAAM REMI) - Captain Saveria-Stiff strikes again! Salaam proves once again there is no record he can't make a hit. Da Bush Babees representin' lovely.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - This is that next shit. Real hip-hop alternative for that azz!

REDMAN *I Can't Wait* (DEFJAM/RAL) - Da bomb shit! Definitely gonna blow up like Big Boy on POWER106. This cosmic funk can't wait and neither can we. I'm behind this record 100%!

DA WASCALS *Dips* (DELICIOUS VINYL) - This record could be blowin' up if promotions were on hit. One love to Lamar Algee, J-Swift, Spitaning Buckweed and the rest of Da Wascals crew.

GLENN AURE, KMEL, San Francisco

SLICK RICK *Sittin In My Car* (DEFJAM) - Slick Rick 'The Ruler' is back again with a remake of the original classic *Sittin In The Park*. With Doug E. Fresh on the beatbox on one version and a remix by Jermaine Dupri on another, it shouldn't be a problem to find a version to fit your show.

KAM *Pull Ya Hoe Card* (EASTWEST) - This is some laid back funk for ya ass. It's been a while, but Kam is back, still flipping the script. Props out to E-A-Ski and CMT Productions. Lately, they have been hooking up quite a few remixes and productions. Be on the lookout for dudes in the future.

MOBB DEEP *Shook Ones Part II* (LOUD) - If you were a *Shook Ones Part I* fan, then you would be disappointed by *Part II*. Definitely, some flava. Peace out to my man, John Riffkind out in N.Y. and happy New Year to all my peeps throughout the country.

ALEXANDER MEJIA, KMEL, San Francisco

DJ QUICK *Safe And Sound* (PROFILE) - Some DJs believe in love, some believe in friends, but the DJs who want to make the ends, know this jam is safe and sound.

E-40'S *One Love* (JIVE) - Blowin up out of the mix shows and already blowing up the phone lines. This record should sound lovely to begin after 4:00 or 6:00 PM.

RBL POSSE *Bounce To This* (IN-A-MINUTE) - From the streets to the mix show airwaves, RBL is blowing up in sales! Bigger than Ice Cube, Scarface, JASON'S LYRIC Soundtrack and Notorious B.I.G! Don't sleep on this record because it's real and be sure to check out Sway in the x-rated video.

DJ MIDIMACK, KMVR, Las Cruces

RBL POSSE *Bounce To This* (IN-A-MINUTE) - Much, much props go out to my Bay Area Homies! I've been peeping their stuff for some time and I am glad to see that they are finally getting the national exposure that they deserve. Check 'em out!

TAB & DA VILLON *Same O Thang* (RELATIVITY) - Oh yeah! I was told to watch out for this cut and DAMN was he right! Much, much props to Phil Mataragas for the PHAT-ASS hook-up.

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - There is no denying that Jocelyn Enriquez has opened (or in this case; reopened) new doors for freestyle artists and now it's good to see some of the original artists making comebacks. And STRONG comebacks at that. George Lamond has one of the best male voices I have ever heard and it's good to see such strong production work behind him this time out. Welcome back homie!

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

ROULA *Lick It* (SOS) - Another number one novelty record where Short Short Man left off! Major play on the mix show and should be added at KPRR! Props to Hazel!

WILLIE CRESPO *When Will U Come Back To Me?* (STRICTLY HYPE) - Newcomer freestyle artist Willie Crespo from Chi Town comes across well on this song. One of my favorites on the mix show.

OUTHERE BROTHERS *La La La Hey Hey* (CLUBHOUSE) - From the guys that brought you, *F@ck You In The Ass*, here comes an anthem for the clubs and the mix shows! Hey, Charles Chavez, check this out!

SAM THE BEAST *The Gucci Dance* (RELATIVITY) - This is some funky shit! Great Hip-Hop mixes ala reggae style! Thanks Phil Mataragas for the hook up!

DJ RICH, KRBE, Houston

PHARAOH *Show Your Secrets* (COLUMBIA) - Another Euro-record that sounds pretty good in the mix.

DOUBLE YOU *Run To Me* (ZYX) - The Yaz samples of *Don't Go* makes this record familiar with the listeners down in Texas as well as the Culture Beat bassline. A potential crossover record from the mix into rotation in Houston.

ICE CUBE *What Can I Do?* (PRIORITY) - Great street response? People kept asking, 'Hey, can you play that song T-Daw?'

NEWTON *Sky High* (CRITIQUE) - A remake that deserves some attention. Very familiar and uptempo. Chicks will dig it.

CARLOS FUSARO, KTFM, San Antonio

MIGHTY DUB KATS *Magic Carpet Ride* (SOUTHERN FRIED) - This latin flavored, progressive house jamie is spicin' up my mix and totally on fire at my club!

C&C MUSIC FACTORY *Boriqua Anthem* (COLUMBIA) - On it for a while now, this is very close to breakin' out of the mix!

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - One to watch out for in the clubs, mixes here are superb. You go girl!

E.G. FULLALOVE *Divas To The Dancefloor* (EMOTIVE) - Had to buy this one, wussup guys? Send me an extra (this is an instant floor filler in there and many other parts).

ROULA *Lick It* (SOS) - Finally...clean mixes!

DESIRE *Cojelo* (BOOM) - Moretta in the mix, 'Supersonic' meets 'Push It' meets 'Whoomp, There It Is!...'you get the picture...BOMB!

JOSEPH FRIAR, KVIC, Victoria

ATOM *Plus 1* (TRIBAL) - From THE label of '94 comes the first bomb of '95! This record is da shit! Deep, hard slammin' house with three dynamite tracks, including *Plus 1*, a stompin' track with a wicked bassline, *Love To Heart* with that infectious female loop and the moody track *Hana*. Props to Rob, looks like Tribal is off to another great year.

LONI CLARK *Love's Got Me (On A Trip So High)* (NERVOUS) - Here comes another fine anthem produced by Mood II Swing showcasing the wonderful vocals of Loni Clark. Check the B-side for the Mood II Swing dubs!

DEAN STREET CREW *The Credit Card* (CUTTING) - Fierce track with Danny 'Buddah' Morales on the production and Sweet Pussy Pauline with the commentary. Slammin'! You Go Girl! All mixes are great, but Danny's Aim remix on the flip does the job!

CE CE PENISTON *Keep Givin' Me Your Love* (COLUMBIA) - Out last year as an import, now from the Pret-A-Porte soundtrack with remixes by David Morales. The Boss mix slams in the harder DJ Pierre-ish style! Something different but slammin' from David Morales!

STAN PRIEST, POWER PIG, Tampa

THE ETHNICS *La Luna* (IMPORT) - 2 Bad Mice sampels...this is a killer! 132 b.p.m. and energy for days.

NEWTON *Sky High* (CRITIQUE) - I remember this song from when I was a kid. this could be a smash ala Real McCoy or Corona.

DURAN DURAN *White Lines* (CAPITOL) - Remake with nice, blue-eyed soul feel...gets the live crowd cheering.

C.O.D. & CHIPS VOL. 1 *Dub 4 Like* (IMPORT) - I love this.

CRAZY L'EGGS *Happy And You Know It* (PANDISC) - This will own all club's dance floors...let's see radio swallow this...mix show fitted nicely there in Tampa!

DESIRE *Come & Get It* (BOOM) - Killer...could be Salt-N-Pepa's *Push It*, all over again...powerful!

DJ ENRIE, POWER106, Los Angeles

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM) - Good follow up to *Tik Tok*, but any song off the album would.

CAPELTON *Tour* (SIGNET) - Dope Reggae Joint with a Slick Rick, but where's the instrumental.

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - Second release from the PMP stable. R&B over *Children Story*! Nice and tight!

My discoveries reflect mix show play only! They do not have anything to do with regular rotation. Thank you.

'Jammin' GEORGE PEREZ, POWER96, Miami

FRENCH JUNIOR *I Feel So Good* (SECOND LABEL) - Europe is known for its imports all around the U.S. Paul Klein from Hot Productions is known for his talent in bringing us DJ's the latest in Euro-dance. This track has already received an excellent response from our listeners. Check it out!

REAL MCCOY *Run Away* (ARISTA) - This is an awesome follow-up to the recent smash hit *Another Night*.

RICHY *Set Me Free* (FRESH MUSIC) - Here's a track that gets people moving no matter where it plays. This one's getting great phones for me. Call Paul Klein at (305) 666-0445 for a copy.

SNAP *Welcome To Tomorrow* (ARISTA) - The name Snap is not only large in Europe, but even larger maybe in the U.S. with smash hits like *I Got The Power* and *Rhythm Is A Dancer* to only name a couple. There's no question about it, their latest track is no exception.

DON MACK, POWER 99, Philadelphia

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM)

FUNKMASTER FLEX *Nuttin But Flavor* (NERVOUS)

DOUBLE X *He Asked For It* (BIG BEAT)

SHAKA *As-Salaam-Alaikum* (EASTWEST)

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)

REDMAN *I Can't Wait* (DEFJAM/RAL)

STEVE PEREZ, Q105, Oxnard

DA BRAT f/Notorious B.I.G. *Dirty B Side* (CHAOS) - Hip hop and R&B come together to form one strong jam.

TRICIA COVINGTON *Why You Wanna Play Me Out* (COLUMBIA) - It reminds me of some of the cool '80s grooves.

STEVIE B. *Funky Melody* (EMPORIA/THUMP) - Stevie's style is original and he always comes with the good fast tunes.

CRYSTAL WATERS *What I Need* (MERCURY) - Growin' strong on the airwaves and in the clubs!

'SIR' CHARLES DIXON, WBL5, New York

JOYA *I Like What Your Doin' To Me* (ATLAS) - Slammin' hip hop R&B just the way I like it, nice and smooth.

SABELLE *Where Did Our Love Go* (TOMMY BOY) - Incredible remix by Daddy O. Gives the record new life.

BLACK PANTHER *Do What You Want* (RAGGAMUFFIN) - Following the footsteps of the *Hotstepper*.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Reminds me of a young New Edition

LA TANYA *I Want The Bomb* (INDASOUL) - Fresh out of Chicago. Phat R&B hip hop record fits right in the mix.

JOHN HUNTER, WEOV, Key West

THAT KID CHRIS *Can U Dig It* (DIGITAL DUNGEON) - Tribal sounds that make you groove.

MOOD II SWING *Club 2000* (CUTTING) - NY on acid. Speed it to plus 4.

BUCHWILD *Gendje* (MAXI) - Hard tribal beats. Love it.

D*NOTE *Iniquity Worker* (TVT) - Jungle jazz? The new sounds are coming.

SHANNON 'The Spindog' WILLIAMS, WGRD, Grand Rapids

MIRANDA *Round And Round (remixes)* (SUNSHINE) - The best only gets better, what can I say? Beauty, brains, talent and now she remixes! Hats off to Walter and the gang at Sunshine for putting some serious miles on my turntables.

TRACI LORDS *Control* (RADIOACTIVE) - I was excited about this one the minute it hit the turntable. It will keep the dance floor jumpin and the airwaves thumping from the word go!

MAX-A-MILLION *Fatboy* (SOS) - It took a while for me to get my copy of this one, but it was definitely worth the wait. Cool, catchy lyrics, on the reggae tip and a beat that will keep your dance floor jumpin!

JOHN 'Italiano' CAVALLERO, WHHH, Indianapolis

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Freestyle...Freestyle...Freestyle! Great to see him back! Check it out!

THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA) - The guy has a nack for making good ole music greater!

MAX-A-MILLION *Fatboy* (SOS) - Don't miss this one. Been around for a while, dig in your pile! Great club song!

TONY RAINY, WJMH, Greensboro

NINE *Whutchawan* (PROFILE) - Blowin up big in Greensboro. Phattest underground sound in my town. #1 in requests!

ICE CUBE *What Can I Do?* (PRIORITY) - Kickin it with the real lyrics! I can relate to it.

THE JUNKIES *I'm Different* (SANDMAN) - My homees are gettin down! It's all that!

DJ ZX, WPGC, Washington DC

WORLD RENOWN *How Nice I Am* (WARNER BROS)

CAPELTON *Tour* (SIGNET)

REDMAN *I Can't Wait* (DEFJAM/RAL)

SHAM AND THE PROFESSOR *Lights Goin Out (In My Backyard)* (FREEZE)

PHARCYDE *My Soul* (MADSOUNDS/MOTOWN)

DAVID GOLD, WPST, Trenton

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Very original and extremely catchy. With new support from MTV and radio, this sad one also comes with a variety of mixes on the 12 inch single.

ONE BIG POSSE *Lb.* (SUNSHINE) - Another one of those records that steers away from vocals to concentrate on Hi-NRG/house. Very hip and a lot of fun to expose to a large, energetic dance floor.

NIGHTMAN *Paul's Pain* (STRICTLY RHYTHM) - Thanks to Strictly (Tom) for getting this one out to me early, but I'm a little ticked off. After playing this double pack, I had to change my stylus and my underwear. Nightman will live LARGE.

DJ GROOVE, Z90, San Diego

MCM 13 f/Zipporah *Sometimes...I Don't Know What To Do* (CHICAGO STYLE) - All cuts on this record are slam'n!

FAST TRAXX *Volume 2* (UNDERGROUND CONSTRUCTION) - If you like tracks, check out the *Track Respect*. This shit is dope!

CE CE PENISTON *Keep Givin' Me Your Love* (COLUMBIA) - This record is 100% radio and club! Check out the D. Morales Remix! This record is absolutely fierce!

REPERCUSSIONS *Promise Me Nothing* (REPRISE) - Check out the Masters At Work Mix...this cut is slam'n!



Club Chart

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

BREAKOUTS

SAM THE BEAST "Gucci Dance" (RELATIVITY)
 GLORIA ESTEFAN "Everlasting Love" (EPIC)
 THE ROLLING STONES "You Got Me Rockin'" (VIRGIN)
 CE CE PENISTON "Keep Givin' Me Your Love" (COLUMBIA)
 CAMILLE "Holdin' On" (FORTUNE 5)

CLUB MOVERS

LW	TW	Artist	Track	Label
6-1	TLC		"Creep"	(LaFace/Arista)
4-2	DONNA SUMMER		"Melody Of Love"	(Casablanca/Mercury)
3-3	CORONA		"The Rhythm Of The Night"	(EastWest)
1-4	M PEOPLE		"Excited"	(Epic)
2-5	JANET JACKSON		"You Want This"	(Virgin)
5-6	ACE OF BASE		"Living In Danger"	(Arista)
10-7	FUN FACTORY		"Close To You"	(Curb Edel)
8-8	EVERYTHING BUT THE GIRL		"Missing"	(Atlantic)
9-9	MIRANDA		"Round & Round"	(Sunshine)
7-10	MADONNA		"Secret"	(Maverick/Sire/WB)
11-11	NI KAMOZE		"Here Comes The Hotstepper"	(Columbia)
16-12	SEAL		"Newborn Friend"	(ZTT/Sire/WB)
12-13	CARLEEN ANDERSON		"Mama Said"	(Virgin)
14-14	SPIRITS		"Don't Bring Me Down"	(MCA)
13-15	TOM JONES		"If I Only Knew"	(Interscope)
19-16	DEEE-LITE		"Call Me"	(Elektra)
32-17	ICE CUBE		"What Can I Do"	(Priority)
33-18	PHARAO		"I Show You Secrets"	(Columbia)
30-19	SEX CLUB XXX		"Big Lover Man"	(Fly)
20-20	3RD NATION		"I Believe"	(EastWest)
27-21	CRAIG MACK		"Get Down"	(Bad Boy/Arista)
24-22	MARY J. BLIGE		"Be Happy"	(Uptown/MCA)
25-23	DONNA ALLEN		"Real"	(Epic)
35-24	BRAND NEW HEAVIES		"Spend Some Time"	(ffrr)
18-25	GROOVE COLLECTIVE		"What U Got"	(Reprise)
17-26	LIVIN JOY		"Dreamer"	(MCA)
15-27	SEX CLUB XXX		"Big Dick Man"	(Fly)
29-28	BRANDY		"I Wanna Be Down"	(Atlantic)
41-29	DJ BOBO		"Take Control"	(CMC)
22-30	CAPPELLA		"Move On Baby"	(ffrr)
N-31	MADONNA		"Take A Bow"	(Maverick/Sire/WB)
N-32	CE CE PENISTON		"Keep Givin' Me Your Love"	(Columbia)
44-33	DR. DRE & ED LOVER		"Back Up Off Me"	(Relativity)
N-34	JADE		"Everyday Of The Wee"	(Giant)
36-35	69 BOYZ		"Kitty Kitty"	(Rip-it)
21-36	E.V.E.		"Groove Of Love"	(Gasoline Alley/MCA)
37-37	MOBY		"Feeling So Real"	(Elektra)
38-38	C&C MUSIC FACTORY		"Robi-Robs Boriqua Anthem"	(Columbia)
28-39	C&C MUSIC FACTORY		"Take A Toke"	(Columbia)
40-40	STEVIE B.		"Funky Melody"	(Emporia/Thump)
23-41	CRYSTAL WATERS		"What I Need"	(Mercury)
31-42	FL-SCHNICKENS		"Breakdown"	(Jive)
26-43	BLONDIE		"Rapture"	(Chrysalis/EMI)
N-44	MIAMI SOUND MACHINE		"Jambala"	(Epic)
34-45	L'AGAYLIA		"Shower Me With Love"	(Epic)
43-46	SALT N PEPA		"None Of Your Business"	(Next Plateau)
N-47	PET SHOP BOYS		"Yesterday When I Was Mad"	(EMI)
48-48	KEITH MURRAY		"The Most Beautifullest Girl..."	(Jive)
50-49	LISA STANSFIELD		"Make"	(Giant)
45-50	DR. DRE & ICE CUBE		"Natural Born Killaz"	(Interscope)

REPORTING POOLS

INFINITY RECORD POOL - Staten Island
 Charlie Alessi (718) 967-4793
 • HY-BOI, SAM THE BEAST, SNOW
V.I.P. - Bronx
 Al Pizarro, Director (212) 733-5072
 • DAPHNE, RALPH, OSCAR & ME, SAM THE BEAST, SNOW
PACIFIC COAST DJ ASSOC. - Long Beach
 Steve Tsepelis/Mistress Victoria (310) 433-6569
 • CE CE PENISTON, DIE WARSAU, DJ BOBO, THE ROLLING STONES, SAM THE BEAST
LET'S DANCE - Chicago
 Mike Macharelllo (312) 525-7553
 • BRUCE BAP'S, DIE WARSAU, EL DEBARGE
BADDA - San Francisco
 N. Lygizos/Sulai Wong/David X (415) 882-9700
 • ABIGAIL, BLACKGIRL, G-SPOT, GLORIA ESTEFAN, H.M.H.
PHILADELPHIA METRO POOL - Philadelphia
 Martin Keown (215) 732-7949
 • BRAND NEW HEAVIES, CE CE PENISTON, EDDIE F. & THE UNTOUCHABLES, GLORIA ESTEFAN, TOM JONES
PHILADELPHIA SPINNERS ASSOC. - Cherry Hill
 Bob Pantano/Tony Harris (609) 662-7222
 • CE CE PENISTON, CYNTHIA, GLORIA ESTEFAN, REEL 2 REAL, THE ROLLING STONES
ADVANCED MUSIC PROMOTION - Detroit
 Lee Eckinger (810) 543-1764
 • THE ROLLING STONES, SAM THE BEAST
DANCE DETROIT - Detroit
 Steve Nader (810) 541-4323
 • 95 SOUTH, BARBARA TUCKER, THE ROLLING STONES, SAM THE BEAST, SPIRITS
MID-WESTERN DANCE ASSOC. - Detroit
 Enola-Gaye Porter (313) 546-8448
 • COOLIO & THE 40 THEVZ, CRAZY L'EGGS, THE ROLLING STONES, TOM JONES, WILLI ONE BLOOD
NORTH TEXAS DANCE ASSOC. - Dallas
 Tony Aco (214) 826-6832
 • CE CE PENISTON, GLORIA ESTEFAN, REPERCUSSIONS, SAM THE BEAST, TOM JONES
OUR MID-ATLANTIC POOL - Washington, DC
 B. Keart /A. Chasen (202) 483-8880
 • CAMILLE, CE CE PENISTON, GLORIA ESTEFAN, THE ROLLING STONES, TOM JONES
TABLES OF DISTINCTION - Washington, DC
 Eardrum (301) 270-2604
 • ADINA HOWARD, ASWAD, NJOKI, PARIS, ROTTIN RAZKALS
BOSTON RECORD POOL - Allston, MA
 Maurice Wilkey & James Hughes (617) 731-1500
 • COOLIO & THE 40 THEVZ, SAM THE BEAST, SNAP, TOM JONES
USHER. MASSPOOL - East Boston
 Gary Cannavo (617) 567-2900
 • 9*1*1, INDO G. & LIL BLUNT, JOYA, SUPER CAT, THE UNEXPECTED HOUSE GUEST
MUSIC INFORMATION X-CHANGE - Houston
 Sam Meyer (713) 529-6MIX
 • FONTANA, SOUNDS OF BLACKNESS, SPECIAL K, TRACI LORDS, YOUSOUR N'DOUR
FLAMINGO RECORD PROMOTIONS - Miami
 Richard McVay (305) 895-1246
 • BRUCE BAP'S, JADE, SAM THE BEAST, TOM JONES, TRACI LORDS
HITZ - Miami Beach
 M. Moretta/Bugie/Greg Dahary (305) 532-4487
 • BRANDY, GLORIA ESTEFAN, THE NOTORIOUS B.I.G., SAM THE BEAST, TO KOOL CHRIS
DIXIE DANCE KINGS - Alpharetta
 Dan Miller (404) 740-0356
 • BOYZ II MEN, CE CE PENISTON, GLORIA ESTEFAN, RHYTHM METHOD f/Camille

NORTHWEST DANCE MUSIC - Seattle
 John England (206) 223-8758
 • 95 SOUTH, CAMILLE, CHRISTOPHER WILLIAMS, DIE WARSAU, REPERCUSSIONS
DIRECT HIT - Long Island
 Scott Allan (516) 845-1938
 • GLORIA ESTEFAN, MONTELL JORDON, RHYTHM METHOD f/Camille, THE ROLLING STONES, SAM THE BEAST
LONG ISLAND RECORD POOL - Long Island
 Jackie McCloy (516) 796-6596
 • CE CE PENISTON, CYNTHIA, GEORGE LAMOND, SWING 52
INTERNATIONAL RECORD SOURCE - San Diego
 Javier Lugo (619) 476-1288
 • CE CE PENISTON, CYNTHIA, GLORIA ESTEFAN, THE GOATS, MILKBONE
SOLID PRODUCTIONS MUSIC POOL - San Diego
 M. Greer/S. Martin (619) 470-3111
 • ASWAD, CLUBZONE, DJ BOBO, ERASURE, LONDONBEAT
MIDWEST DISC JOCKEY ASSOCIATION - St. Louis
 Ted Thornton (314) 533-8833
 • BRAND NUBIAN, BONE THUGS N HARMONY, DE-1, GROUP HOME, USHER
PITTSBURGH DJ ASSOC. - Pittsburgh
 Jim Kolich (412) 885-1472
 • CAMILLE, COOLIO & THE 40 THEVZ, SAM THE BEAST, TOM JONES
DESERT WEST RECORD POOL - Phoenix
 Terry Gilson (602) 249-9214
 • ABIGAIL, CAMILLE, MESSIAH, SAM THE BEAST, STICKS & STONES
FLORIDA SUNCOAST RECORD POOL - Tampa Bay
 Howard Tripp & Rafael Roman (813) 544-7609
 • GALA, THE ROLLING STONES, UPTOWN CREW, WILLI ONE BLOOD
DANCING DISC'S OF DENVER - Denver
 Lawana Sims (303) 333-6901
 • BOYZ II MEN, CHANGING FACES, LONDON JONES, THUG LIFE
5 STAR - Covington
 Mark Burney (606) 261-6972
 • ASWAD, CRYSTAL WATERS, THE ROLLING STONES, TOM JONES
CENTRAL OHIO RECORD CORP - Columbus
 Fred Dowdy (614) 442-3396
 • ABIGAIL, DA BUSHBABES, DOUBLE YOU
STARFLEET MUSIC POOL - Charlotte
 Ronnie Matthews (704) 532-8496
 • ANDRU DONALDS, CAMILLE, CE CE PENISTON, KYM SIMS, SALT-N-PEPA,
BACKSTAGE MUSIC PROMOTIONS - Centerville
 Scott H. Covert (513) 436-2558
 • BABYDOLL, DOUBLE YOU, GALA, THE NONCE, THE ROLLING STONES
LAS VEGAS RECORD SYSTEMS - Las Vegas
 Rory McAlister (702) 256-1567
 • GLORIA ESTEFAN, REPERCUSSIONS, SWEET SABLE, SWING 52, WILLI ONE BLOOD
HAWAII DISC JOCKEY ASSOC. - Honolulu
 Kevin Okada (808) 926-3591
 • 95 SOUTH, CREO-D, GLORIA ESTEFAN, SEX CLUB XXX, USHER
CONNECTICUT'S MUSIC POOL - Orange
 Stephen M. Richardson (203) 789-0038
 • MOBB DEEP, THE ROLLING STONES, SNOW, STEVIE B., USHER
RICKETTS RECORDS - Morristown, NJ
 Bill Rickett (201) 478-5764
 • COLONEL ABRAMS, DA BRAT, PATRA, PETER 'At Work' PRESTA, ROB BASE/DJ E-Z RO

JAY BEAU JONES

VP/Programming, KISS95.7/Hartford
by KEVIN CARTER

A LOT HAS HAPPENED TO YOU GUYS IN THE LAST WEEK. APPARENTLY, PRECISION MEDIA WENT CRAZY AND STARTED HANDING OUT VP STRIPES TO EVERYBODY.

Yes, I've recently learned how to spell 'potato.'

YOU'RE IN A GROUND FLOOR POSITION WITH A YOUNG, BROADCASTING COMPANY. GIVE ME SOME BACKGROUND ABOUT PRECISION MEDIA.

In a decade where most radio stations are run by banks and guys in suits, I am blessed to be working with a company that is basically run by rock and rollers. One of the parties in the company is legendary concert promoter Don Law. The other partner is Frank Barsalona, who we all know runs Premiere Talent in New York.

And of course, the third partner, who is also my General Manager and is Chief Operating Officer, Tim Montgomery.

THIS WILL BE TIM'S THIRD APPEARANCE IN OUR MAGAZINE, SO RIGHT NOW HE'S LEADING YOU THREE TO TWO...

Better this than the cover of Cosmo...

YOU'VE BEEN THERE ABOUT THREE YEARS NOW?

I'm actually going on my fourth year. I started here in October of '91.

AFTER ALMOST FOUR YEARS, CAN YOU ANALYZE SOME OF THE CHANGES IN THE MARKETPLACE AND THE CHANGES IN THE RADIO STATION. LOOK AT THE CHANGE IN RESPECT THAT KISS95.7 HAS GONE THROUGH IN THAT FOUR YEAR PERIOD.

We've been incredibly fortunate to have the right people come up with the right ideas, work together closely enough to spot the right opportunities and seize them at the right time. Many things changed over the past three years. The competitive nature of the market changed dramatically, and as we monitored those competitive changes in the marketplace, the company knew that we had to seize them. I think the biggest misperception of WKSS in Hartford was that we did not have the resources to win. No one ever believed that we could win, and that is the foremost testament of never under-estimating your competitor. We learned a big lesson along the way.

WHAT SPECIFICALLY DID YOU DO TO OVERCOME THOSE MISPERCEPTIONS?

We made a commitment on a marketing and programming level to crank up the heat and be much more aggressive.

OBVIOUSLY IT WAS IMPORTANT TO KEEP THE STAFF FOCUSED AND MOTIVATED. WHEN EVERYBODY AROUND YOU THINKS YOU CAN'T WIN IT'S DIFFICULT TO KEEP THAT FORWARD MOMENTUM. THIS IS WHERE YOU AND TIM STEP IN TO KEEP THE STAFF MOVING IN THE RIGHT DIRECTION.

Absolutely. You have to win in the hallways before you can win on the air. What happens and what is said about you outside the building, in the industry, it doesn't matter when you know you're working as a team and doing the right thing.

TALK ABOUT THE RATINGS HISTORY OF THE STATION. WASN'T TOO LONG AGO YOU HAD ABOUT HALF THE RATINGS OF THE MARKET LEADER.

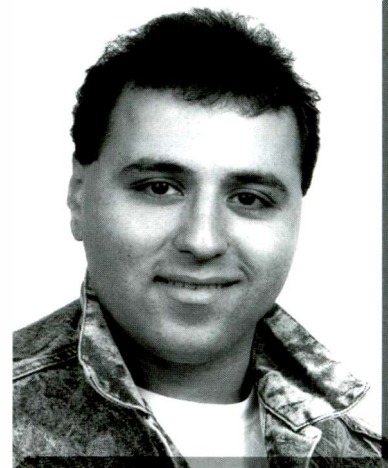
Times have changed and the music

music station. Our signal is statewide, covering the metro, and reaching all the way out to Long Island, where we have a 3.3 share. For obvious reasons we focus on the metro, considering that our competitors have comparable metro signals. Because of our signal strength statewide, we need to focus a bit heavier in the metro, but we always market on the street. There's always a club event going on in New Haven, there's always a sticker event going on in Southington, we always have a street-type event happening throughout the state, whether it's an ongoing vender promotion, a PSA event, we are everywhere.

YOU MENTIONED PERSONNEL INVESTMENTS. CAN YOU GO THROUGH SOME OF THE PEOPLE THAT ARE PART OF THE SUCCESS OF KISS95.7?

Let's first start with our leader, Tim Montgomery, who actually signed on the station back in 1984. One of Tim's strengths is spotting new, upcoming talent and giving them the chance to prove themselves, which was a risky position to take in 1994 radio. One of the greatest aspects of these past three years of my tenure here at KISS, is that Tim has given me every tool necessary to win.

TIM COMES FROM A BROADCASTING



single day.

My relationship with Tim is such that he is my boss, but he's also a tremendous sounding board. When I'm unsure about an idea or a promotion, even a song that could be questionable, I can go to him and feel totally comfortable that he'll give me unbiased advice. In the past I've found that's a rare trait in a relationship with your superior.

LET'S TALK ABOUT THE OTHER KEY STATION PERSONNEL.

One of the key ingredients of the success of this radio station the past two years has been the addition of Gary Craig In The Morning. Gary is an 11-year market veteran whom we hired away from WTIC-FM back in February of '93. What an event that was. I wish I had another whole article just to tell you how exciting that was to build a morning show around a market veteran. We even did a 'Countdown to Craig,' an hourly countdown to his first day on the air with big, well-produced sweepers. It was tremendously exciting.

NO PRESSURE ON GARY AT ALL?

He was just pleased to get back on the air. He had been off the air for six months sitting out a non-compete. Gary is the cornerstone of morning radio in the market and has a wide variety of abilities and skills and also brings a lot of ideas to the table after 10 a.m. It's great to have a morning man who's been in the market for years who can also be a source for promotional events. He lets us know about ideas that have worked or not worked, or ideas that might have worked, but can be improved upon. It's always great to have someone like Gary around. He also has tremendous vocal ability and is one of my main promo voices for the radio station. Another added bonus.

WHO ELSE IS PART OF THE

"In a decade where most radio stations are run by banks and guys in suits, I'm blessed to be working for a company basically run by rock and rollers."

has changed as other formats have niched away at Top40. KISS95.7 was hot during the dance craze of the late '80s and '90s. We found that mainstreaming a bit was the answer. We always had a strong cume, and we always had tremendous market awareness, even in the early days. We're always on the street, we're always marketing this radio station on some level, so the market knew we were there. We just tweaked a bit and promoted it, made some personality investments, and at that time we started to turn the corner.

YOU HAVE A VERY STRONG SIGNAL...DO YOU ALSO MARKET KISS OUTSIDE OF THE METRO, SPECIFICALLY, IN THE NEW HAVEN AREA?

We are Connecticut's contemporary

BACKGROUND AND HE OBVIOUSLY GETS IT.

Absolutely. Whatever I needed, whether it was emergency cash for a TV spot, an extra body to help out during the day, or whatever, I had to fight for it, but Tim was always there for me in the end. It gave me a tremendous amount of satisfaction knowing that I was able to come up with an idea, put it on paper, get it approved, put that idea into action and then see it work successfully.

HOW OFTEN DO YOU AND TIM INTERACT DURING THE DAY?

The easier question would be: when do we not interact. Every day, Tim and I are constantly on the phone, in each other's face, and in each other's office. We talk all the time, every

MORNING TEAM?

That would be Robin King, another market legend. Robin has been with the station for years; she started out as our night personality, moved up to afternoons, then to middays and broke into mornings shortly after we hired Gary. Robin clearly is one of the most talented females in radio today. I look at Robin as the 'Murphy Brown' of the morning show – approachable, yet with a tremendous amount of spunk.

THAT'S A TOUGH TRANSITION TO MAKE, GOING FROM A SOLO SHOW TO PART OF AN ENSEMBLE.

Robin has made the transition tremendously well. She always comes up well in our research, and has proven to be one of the key personalities on the radio station. She's done a tremendous job, and continues to grow every day.

In middays I'm incredibly excited to announce the addition of our newest midday DJ and MD, Christine Simonet, the former Tina Marie Simonet from KZFM/Corpus Christi and KPRR in El Paso.

WE'VE BEEN BIG FANS OF TINA'S FOR YEARS.

With the midday/MD opening, after an exhaustive search for the right element to bring to KISS, we felt that Tina was the perfect choice. Tina brings many years of experience to the table in music, programming and air work. She sounds great on the air and I do believe that she is one of the great undiscovered talents in America.

Also handling the later midday show is one of the new additions to KISS95.7, Tony Moreno. Tony has just been handed the Assistant Music Director stripes and is a jack of all trades here at the radio station producing promos, assisting me in the programming and promotion and also assisting Tina in music. Watch out for him in the next couple of years.

NEXT YOU HAVE THE RECENTLY APPOINTED VICE PRESIDENT OF AFTERNOONS, MARKET LEGEND JEREMY SAVAGE.

That's right. Jeremy has been with the station since the very beginning.

I USED TO LISTEN TO JEREMY AT WAAF IN WORCESTER ABOUT 15 YEARS AGO.

We worked there together. Jeremy and I have known each other for almost 11 years. We did radio together in Worcester, Boston and now here in Hartford. Jeremy, who was also recently promoted to Vice President of Operations clearly deserves his new position. He is the heart and soul of the radio station. When you need something, if there's an emergency, whatever it is, Jeremy will be there for you, whether it's an idea, a troubleshooting answer to a painstaking problem, or just a

shoulder to cry on, he's the man, and I bet you that everyone on the staff will agree with me. He's a true friend.

IS HE REALLY FOLLOWING YOU FROM STATION TO STATION OR HAS HE ACTUALLY BEEN STALKING YOU ALL THIS TIME? POLICE ARE INVESTIGATING...

Film at 11... Jeremy held down the afternoon shift and holds down a variety of positions within the company. His VP of Operations title includes marketing assistance, all that stuff.

DOES HE RATE A COVERED PARKING SPACE NOW?

Yes, and he also gets Sundays off and a handsome plaque.

WHO'S DOING NIGHTS?

A while ago we talked about undiscovered talent. Well, we discovered one a few years ago and now he's here doing 7-midnight at KISS95.7. It's Michael Maze. We found Michael eating back bacon and hanging out at Ben & Jerry's in Burlington, Vermont back in December of '91. Michael has clearly become the nighttime choice in this town. He has outlasted every nighttime jock in the city and continues to dominate the shift. His street presence and on-air delivery are second to none in Connecticut.

Michael is now the standard at

even go in and change a song or two while I'm in my office and call up and ask his advice before I do it.

AS YOU KNOW FIRSHAND FROM YOUR TIME IN PHILLY, A LOT OF NEW SONGS ARE BREAKING, THE PHONES ARE ACTIVE, IT'S UNLIKE ANY OTHER SHIFT.

That's right. I did nights for four years at EAGLE106 in Philadelphia. When you're not in the studio every day you've got to maintain dialogue with your talent. Nights can be the indicator for your next big reaction record on the radio station. You have to stay plugged into that.

TELL ME ABOUT YOUR PROMOTIONS DIRECTOR, AND I ALSO HEAR YOU RECENTLY HIRED A NEW PRODUCTION DIRECTOR.

Our Promotions Director is Larry Hyrb, another station vet. At any given time you will always find Larry manning one of the many ongoing KISS promotions on the street. Larry is also one of our resident computer experts, making him an invaluable employee...(at least, that's what he keeps telling me...)

Also new to KISS is our Production Director, Brian Apple, who we just hired from MIX93.7. Brian is a young, aggressive, up-and-coming production talent who is well-versed in 1990's Top40 production. He's a whiz with our digital

known for amazing mixes of both classic retro tunes and the latest dance hits. Chris is always taping drops off of TV, samples them into his music and is always putting together a show-stopping mix.

PRECISION MEDIA ALSO OWNS FOUR OTHER STATIONS?

That's correct. Besides KISS in Hartford, we also own four stations up in New Hampshire.

WOULDN'T THAT BE KIND OF A 'QUADROPOLY'?

I would call it a quadropoly. There's WERZ, which is the flagship station, also WZNN, which is running Imus In The Morning. There's also WMYF-FM and WWEM-FM.

AL PERRY, THE GM, WAS ALSO NAMED A VP OF PRECISION MEDIA DURING THE VP BLITZ LAST WEEK.

Al is another New England mainstay, working both in radio and the record industry for many years in the New England market. I look forward to spending more time with Al, and getting to spend more time with the other stations in the chain.

Speaking of New England mainstays, WERZ recently re-hired Jack O'Brien, who programmed the station in the mid '80s.

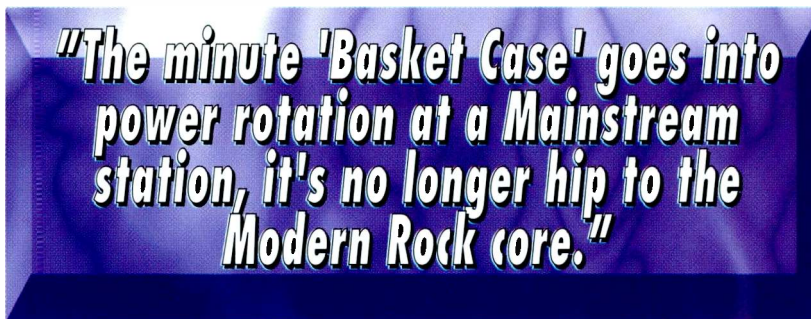
ANY OTHER MAJOR OR MINOR FORMATIC SHIFTS IN THE MARKET RECENTLY?

Since the inception of our initial game plan the market has changed dramatically. My main competitor, WTIC-FM now has taken on a 'No-Rap, No-Sleepy Elevator Music' position, playing many titles from the '80s and has softened their approach dramatically, especially in nights. The American Radio Systems' MIX98.7 has now switched to an 'All '70s' format, calling themselves 'The '70s Station, 98.7,' and the other Hot A/C, STAR104 is now Modern Rock.

MODERN ROCK AND ALL-'70S SEEM LIKE THE TWO FLAVORS OF THE MONTH RIGHT NOW. WHAT'S YOUR OPINION ON THE PREVALENCE OF MODERN ROCK IN TODAY'S TOP40 RADIO?

Top40 has always gone through, as Guy Zapoleon puts it, its extreme periods which we're experiencing right now. For stations that are Mainstream I agree with Mr. Zapoleon's point of view that certain Modern Rock titles appeal to two separate sets of listeners and you have to be very, very, very careful when you go on something Alternative that is not a proven hit.

KISS TENDS TO LEAN RHYTHMIC. YOUR CORE DOES NOT SEEM TO REQUIRE THAT



night, and one of the most exciting aspects about Michael's air work and presentation is he constantly re-invents his show. He always tries to keep new and fresh and staying plugged in, whether it's a phone bit or the production elements on the show, you can always tune in and hear something new.

Michael is currently developing a syndicated radio show, built around his unique talents. Details soon!

HOW MUCH LEEWAY DOES MICHAEL HAVE IN THE MUSICAL SELECTION FOR HIS SHIFT? ARE THE LOGS PRE-PRINTED AND WAITING, OR CAN HE RESPOND TO THE MOMENT AND 'CALL AN AUDIBLE' ON THE AIR?

Michael and I are always talking music. A week doesn't go by where we don't take a few minutes and discuss the requests, discuss his vibe on the street about certain songs. I'll

workstation and bangs out great sweepers. He's always there with new production, sales and programming ideas.

DOESN'T HE HAVE A SIGN ON HIS DOOR THAT SAYS 'NO LASERS'?

That's right, a picture of a laser with a circle with a line through it...

YOU CAN'T TALK ABOUT KISS AND WITHOUT MENTIONING CHRIS WALSH.

Absolutely. Another KISS mainstay. Many of you know Chris from his national Super Mix dance show. One of the great assets in having a guy like Chris here is he's always listening. He's an added plus in the music department. Chris is always listening to new music, is plugged in to the streets, does a tremendous Oldies show called 'KISS Classics' on Sunday Nights, and is

DOSE OF MODERN ROCK.

I go back to the old notion, a hit is a hit. At some point, certain songs cross over to the Mainstream, no matter what they are. Once they cross over to mainstream, they are no longer hip to the Modern Rock core, which as we know, prevents come broadening. The minute *Basket Case* goes into power rotation on a Mainstream station, it's no longer hip to the Modern Rock core.

BOTTOM LINE: DOES A KISS LISTENER EXPECT TO HEAR GREEN DAY?

The KISS listener expects to hear the

hottest hit records...I believe a key element to our success is the fact that the KISS audience does enjoy rhythmic music, but at the end of the day you have to play the hits and you can't be pigeon-holed. Does the KISS listener expect to hear Green Day? If a Green Day song meets the formula, it's in. If it doesn't, it's not.

WHAT ELSE DOES THE COMPANY HAVE ON THE BURNER RIGHT NOW AS FAR AS FUTURE EXPANSION?

I'm very excited to help in the process of acquiring new stations. I

plan to be a part of that process in the next year or two.

WHAT ARE YOUR SHORT TERM AND LONG TERM RADIO GOALS?

Short term – to set up KISS95.7 to have a great '95. Long term – to grow with the company, to spend more quality time with my wife, Susan, and my two wonderful children Jordan, who's five and Matthew, who's two.

DO YOU GUYS EVER GET OUT AND GET AWAY FROM THE RADIO STATION AND DO DUMB

STUFF?

We had a great Christmas, and the highlight was when my two year-old climbed up onto the vegetable crisper in the fridge and defrosted the freezer. Imagine what an exciting moment that was to wake up to.

DO YOU CONSCIOUSLY MAKE TIME, PACK UP THE FAMILY TRUCKSTER AND GET OUT OF TOWN FOR A COUPLE OF DAYS?

Have you been talking to my wife?

A CONVERSATION WITH TIM MONTGOMERY, CHIEF OPERATING OFFICER OF PRECISION MEDIA

HOW WAS THE COMPANY FORMED?

It started back in 1984. I was working for Cox Communications as the General Manager of WHIO AM & FM in Ohio. I was very happy and was looking forward to a long career at Cox Communications, which is a fine company, but I'm from Boston and I started in the business in Boston. Don Law, who is a very well known concert promoter in the Boston area and a longtime friend, contacted me and asked if I wanted to get together with him and get into radio ownership..

EVERYBODY LOVES THOSE PHONE CALLS.

Yeah. So Don, Frank Barsalona and I have been doing this together for 10 years. They're really not involved in the day-to-day business, but they're very interesting partners and they see radio as kind of ancillary to their own businesses, a business that they understand.

TELL US ABOUT FRANK BARSALONA.

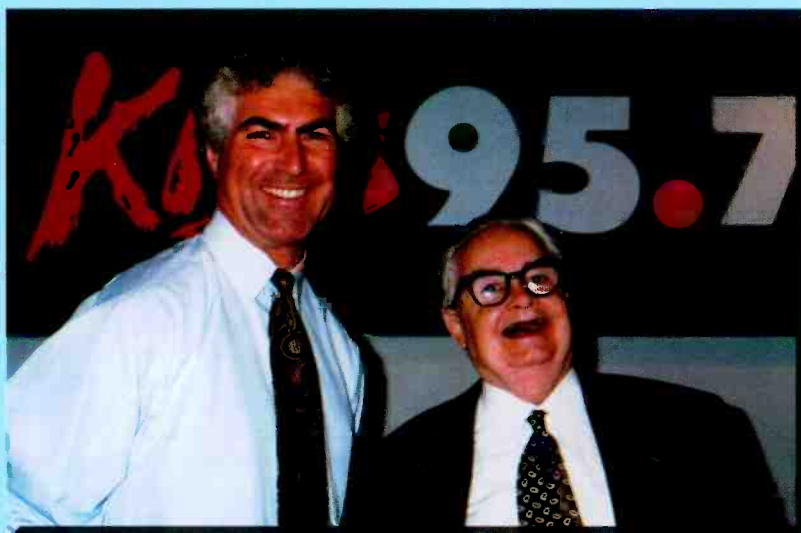
Frank is the President and the founder of Premiere Talent in New York, which is one of the biggest talent agencies in the world, at least in the Rock & Roll business. They represent U2, Bruce Springsteen, Bon Jovi and Van Halen. They did The Who tour a couple of years ago. They have a pretty significant roster of acts. Frank is a legend in this business.

SO YOU ARE THE ACTUAL BROADCASTER OF THE THREE PARTNERS?

That's right. I'm the Chief Operating Officer of the company and I also act as General Manager of WKSS day-to-day, so I wear a couple of different hats.

YOU BROKE INTO THE BUSINESS AT THE LEGENDARY WBCN IN BOSTON.

That's right. I worked there for nine years. I'm one of the original 'BCNers. I worked there throughout the '70s. I left in 1980. I started out writing copy and doing production and a little air work, and I very quickly realized that the money in the business was to be made by sales people. I became the local sales manager, then the general sales manager, and when I left I was the acting station manager. I was pretty young, but I certainly worked there through the legendary period. It was a very, very exciting time. I left shortly after Infinity bought it and then I went to KISS108, so I've worked at two great radio



Tim Montgomery with close personal friend, Larry 'Bud' Melman, a.k.a. Calvert Deforest.

stations

MAKE IT THREE. NOW THAT YOU'RE AT KISS IN HARTFORD.

And now my own station.

GIVE ME SOME BACKGROUND ON PRECISION MEDIA.

I would have expected that we would have grown a lot more by now than we have, but the recession hit us just like it hit everybody else, and I think that, coupled with the highly leveraged transactions that were being done in the '80s didn't allow us to grow as fast as we wanted to. We have four radio stations. A so-called duopoly up in Portsmouth, New Hampshire and we have KISS here in Hartford. We're very aggressively looking for new properties right now. We have a good lender and we have access to some funds, and we're looking. Prices are high right now, but I think the right opportunities will come along. I expect by the end of the year we'll make another acquisition. We're bullish. We think it's a great business. We've enjoyed it. We've always done well. We fought a tough battle here in Hartford, but I believe this is basically a sound market, a good competitive market. We have a great radio station and it provides a terrific springboard for other acquisitions.

Ear To The Ground



The Beat's "Brush With Greatness:" Here's P-Funk of KKBT/L.A.'s Morning House Party getting up close and personal with Britain's own loveable Prince Charles during his recent visit to Southern California. Shortly before being wrestled to the ground by over-sized 'security specialists,' P-Funk was able to hook the prince up with a BEAT bumper sticker. Stick this up your motorcade, Charlie!

Pro's In Motion:

SHAMROCK Modern Rocker KRQT (ROCKET107)/Houston has inked the services of SHARK for afternoons. Shark most recently did swing at KROQ/L.A. and spent some time at The EDGE/Phoenix and KNDD/Seattle. Look for PD DON PARKER to announce other airstaff hirings soon.

RICHIE CUNNINGHAM, formerly of KKRZ/Portland and lately of WKRZ/Wilkes-Barre, heads south as APD/Nights at K92/Roanoke.

Changes at KIXY/San Angelo: MICHAEL STEELE to OM of KZFM/Corpus Christi - JIMI JAMM to Nights/MD at KQKQ/Omaha. JIMMY STEEL (Terry Lamar) from Q99/Cape Girardeau has been named OM/PD of KIXY, and BRAD DOUGLAS is upped to Nights/MD.

Late-Breaking News And Inflammation:

GEFFEN Records Senior A&R exec TOM ZUTAUT resigned this week after ten years with the label. Chairman DAVID GEFFEN commented, "Tom made immeasurable contributions to the success of this company. He has found great recording talent, been involved in attracting creative executives and played a key role in building our newly expanded A&R department. I have no doubt he will continue to be immensely successful."

Zutaut added, "I'm leaving to fulfill my dreams. I've had an amazing 10 years at this company and I'm proud of what I accomplished, but I have my sights set on a new chapter for my life. I'm looking forward to the challenge and stimulus that change brings."

At presstime THE EAR has learned PETE DYLAN has exited WAHC/Columbus after four years, amid rumors of an impending format change. Dylan, who rose through the ranks from club mixer to PD, is available now: (614) 792-5367.

Pro-Motions:

As the PD search continues at PRISM's G105/Raleigh, APD/MD KANDY KLUTCH is handling the day to day programming duties under new GM MARK KOPPLEMAN, who transferred from sister station KRQ/Tucson.

KSFM/Sacramento PM Driver BILLY BURKE adds APD stripes...Midday personality TREJO has been named Music Coordinator.

Actual Damn Jobs:

PRO-FM/Providence has a rare 6-10pm opening, as T.J. NAPP heads to WPLJ/New York after five years for week-end/swing. Rush that award-winning package to: DAVID SIMPSON, PD, PRO-FM, 1502 Wampanoag Trail, Providence, RI 02915 EOE. No calls please.

Z90/San Diego PM Driver NICK MONROE will be vacating his #1-rated shift as off March 31 and will be returning to Northern California for personal reasons. PD LISA VEE is accepting tapes and resumes to fill Monroe's large shoes. Z90, 1229 3rd Ave., Suite C, Chula Vista, CA 91911. EOE.

KLRZ/New Orleans looking for air talent. Packages to KAHUNA, 11603 Highway 308, New Orleans, LA 70373 EOE. Or call him: (504) 798-7792.

KWIN/Stockton still has a 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 still in need of a midday jock/Production Director. Females encouraged. T&R: CHRIS TAYLOR, K92, 3934 Electric Rd., Roanoke, VA 24018. EOE.

Available Now! Operators Standing By:

The morning team of DANNY & BRIAN has left the building at WHJX/Jacksonville. Danny Wright has worked at crosstown WAPE, as well as stints at the late Z95/Chicago and WRQX/D.C. Brian, formerly known as BATMAN GOMEZ at PIRATE Radio/L.A. also did time at Z102/Savannah and KKRZ/Portland. The dynamic duo has nearly 100 tapes in the mail, so the odds of one being buried under all the crap on your desk are very high. The guys are in search of a stable market to re-establish this new morning show and are waiting to hear from you! (904) 221-2248.

More ARB FALL-out:

Houston: Congrats to TOM POLEMAN and staff of KRBE for their best Fall book in ten years. #1 18-34 with an 8.7, and the SAM MALONE morning show is now #1 18-34 for the first time, ending STEVENS

& PRUETT's reign of terror on KLOL. KBXX looking healthy, moving up 3.8 to 5.2 12+, good enough for #6 in the market.

Dallas: KHKS moves 6.0 to 5.6 12+ but retains the use of third place in the market. Urban KJMZ moves 4.1 to 4.5.

Denver: The team of GREG CASSIDY, CHRIS DAVIS and JIM LAWSON has been keeping a low profile at Hot A/C 'Alice106,' but the station has quietly moved up 3.8 to 4.3, beating KS104, also up 3.9 to 4.1 12+, #9 in the market.

Seattle: KUBE keeps going, up 5.2 to 5.4, (#4 in the market) while Modern Rocker KNDD is close behind at 5.0. Hot A/C KPLZ under PD JOHN DIMICK moves 4.0 to 3.8 12+.

Providence: Perennial Top40 leader PRO-FM is in third place, 8.2 to 7.7, while challenger WWKX moves up 3.7 to 3.9.



WPLY/Philly recently held their First Annual Holiday Hootenanny, featuring Island recording artist cranberries. Back Row (L-R): PD Garrett Michaels; Producer Tony Angelo; PM Driver L.A. Reid; Morning Guy Barsky; Overnighter Mark Summers; Sidekick Shemp; and MD Chuck Tisa. Front (L-R): Promo Goddess Lynne Jeanrenaud; Midday jock Lisa Berrigan; cranberries' Fergal Lawler; News Director Sherri Lee Stevens; cranberries' Dolores O'Riordan; Express Traffic's Kim Douglas; cranberries' Mike Hogan; Part-timer Angel Donato; Asst. Production Dir. Lucy St. James; cranberries' Noel Hogan.

Tampa-St. Petersburg: MASON DIXON's Hot A/C WMTX makes a nice gain, 5.4 to 6.7, as POWER PIG also moves up, 5.5 to 6.2 12+.

Columbus: Congrats to DAVE ROBBINS and staff of WNCI, 7.3 to 8.2 12+, good enough for #2 in the market and #2 25-54, only a tenth of a point out of first place.

Atlanta: 99X slips a bit 12+ but remains firmly in the top ten, 5.7 to 4.9, now tied with STAR94, 5.6 to 4.9.

Indianapolis: #7-ranked WZPL is up in the fall book, 4.8 to 5.1, as crosstown rival WHHH is right behind, inching up 4.3 to 4.7.

Milwaukee: The former HOT102 showing increased strength under its new Modern Rock direction, as WLUM jumps 3.8 to 6.0 in its first full book. A/C WKTI slips 7.1 to 5.3 12+.

Live From The News Womb:

Congrats to PROFILE Records National CHR Promotion Manager CARY VANCE and his wife ROBIN, on the birth of twin sons, DYLAN GARRETT and AUSTIN TYLER, born three minutes later, on January 12. Mom and dad are doing fine, and the boys are coming along nicely.

Finally:

CAPITOL Records is sponsoring the 7th FRANK SINATRA Celebrity Golf Tournament Friday, Feb 24 and Saturday, Feb 25 in Palm Springs to benefit the BARBARA SINATRA Children's Center. Sinatra and DUETS II partner WILLIE NELSON headline a gala party on Friday night. Already inked for the tournament: NYPD Blue's DENNIS FRANZ, former President GERALD FORD, SUPER DAVE OSBORNE, JOHNNY BENCH, and a ton more.



Here's a semi-candid shot taken backstage at KRBE/Houston's First Annual Acoustic Christmas, featuring I.R.S. recording artists The Go-Go's, along with PD Tom Poleman (standing, third from right). The show also featured performances by Columbia's Toad The Wet Sprocket, Virgin's Simple Minds, Elektra's Freedy Johnston and Arista recording artist Sarah McLachlan.

**On Over 20 Crossover Stations
 Over 400 Top40 BDS Detections
 D #35* R&R Rhythmic Chart
 D #37 Monitor Rhythm Crossover Chart
 #18* Heatseekers Chart • Album Scanned: 3,829 Units TW**

**KUBE 35x
 WFLY 23x
 KZHT 42x
 WHJX 27x
 KPRR 22x
 Q105 21x
 KZFM 15x
 WHFN 25x**



**WHHH 18x
 KIX106 13x
 PWR96 18x
 KTFM 36x
 Z90 10x
 92Q 23x
 XL106.7 14x
 and more**

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 Carlone
 Management: Vito Bruno for AM/PM Entertainment



© 1994 PolyGram Records, Inc.

The story continues...

The Real Juice

(See "THE EAR" for More Stuff)

Namz In The Newz:

**KEITH NAFTALY • BOB JAMIESON
NICK TESTA • RECORD BIZ
STEVEN BAKER • HOWIE KLEIN
OSCAR MERINO • JOEY GROSSMAN
AMERICA "ONLINE"**

IMPORTANT INDUSTRY STUFF BELOW:

Keith Naftaly, VP Of Programming for Evergreen, including KMEL and KKBT is offered elephant bucks to become A&R honcho at Arista, however, according to Keith and Harold Austin, it's not happening now.

Superstar Michael Jackson is not messing around this time. He's suing Hard Copy and Hard Copy reporter Diane Dimond and Paramount as well as KABC/CAP Cities ABC for a \$100 million slander suit. On January 9, Dimond was on KABC's Monday morning show with Minyard and Barkley, who are also personally being sued, to promote that evening's episode. Dimond broke the news of alleged renewed police investigation of him in regard to an alleged existence of a 27 minute

videotape showing Jackson engaging in illegal conduct with a minor. Jackson denies all alleged charges.

Looks like BMG/Canada President Bob Jamieson is the forerunner for RCA's president's chair.

WDRE/Modern Rock Network has terminated the air staff and is now doing jockless "A-Z of Modern Rock." They will make musical adjustments and debut a new on-air line-up starting January 30. They're heard in markets such as New York, Philadelphia and Albany.

APD Trevor Carey is out at HOT97.7/San Jose.

Watch FOX TV's "New York Undercover" on February 9 and look for a cameo role of WPGC's Albie Deell III Albie's syndicated radio show produced by Jerry Clifton and Dick Clark is now on in close to 30 cities.

What's happening with the "Candyman," John Candelaria, at KPRR/EI Paso?

Friday the 13th, an unlucky Friday for former WUSF-FM/Tampa personality Ben Jones who was busted for the murder of

his wife 5 months ago after the story ran on NBC's "Unsolved Mysteries."

Now that we know the L.A. TIMES has an official probe of our business underway, we can certainly expect to see more from their columnist CHUCK PHILLIPS. Therefore, don't be surprised to see more dirt dished right around GRAMMY time!

FOX TV on January 31st will run the premiere of the O.J. Simpson Story which has been delayed since September.

The Symbol, formerly known as Prince has financial troubles according to the St. Paul Minneapolis Pioneer Press. The paper put his earnings at between \$10 and \$20 million a year. According to the paper, Paisley Park Enterprises has been delinquent in paying many bills and hasn't paid some creditors at all.

Led Zeppelin will receive the International Artist Award on January 30 at the 22nd annual American Music Awards on ABC. The award, recognizing performers whose "popularity and impact cross national boundaries" has only been presented twice before, to Michael Jackson and Rod Stewart.



Not only is Peter Napoliello making the move from Los Angeles back to New York City as shown in the picture above, but we can expect to see some new moves within the Promotion ranks of EMI by February 1st.

ADINA HOWARD FREAK LIKE ME

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

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

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

Freakin' At:

92Q	WHHH	WJMN	KIX106	HOT105
KKSS	KQMQ	KFFM	KBXX	KZHT

Huge Plays:

KJYK 34 Plays	WPGC 24 Plays	92Q 22 Plays
KBXX 20 Plays	WJMN 13 Plays	HOT105 11 Plays



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Solid Rotation = Callout Research!

WTIC-FM Hartford 33x
#9 Overall - 66% familiar • 3.35 out of 5.0

PRO-FM Providence 47x
#2 Overall - 75% familiar

KDWB Minneapolis 26x
#19 Overall - 80% familiar • 3.34 out of 5.0

KKRZ Portland 37x
#4 Overall

STAR94 Atlanta 34x
#7 Overall - Strongest with 25-34 females • 3.55 out of 5.0

Vanessa Williams

The Sweetest Days

- On Over 132 Top40 Stations
- 1600 Top40 BDS Detections
- 2600 Hot 100 BDS Detections

- Monitor Rhythm Crossover Chart #39
- Monitor Mainstream Chart #23*
- BDS AC Chart #3*
- R&R AC Chart #1*

The first single from the album
The Sweetest Days.

SoundScan Singles Chart #27* - 10,027 Units Scanned TW
SoundScan Album Chart #57* - 21,747 Scanned TW

