

HITMAKERS[®]

ISSUE 875 \$5.00

February 10, 1995



an exclusive interview with

FRANKIE BLUE

Director of Programming/



/Miami

**BARRY FIEDEL'S PERSONAL PICK:
LIVE "Lightning Crashes" (RADIOACTIVE/MCA)**

STEVIE WONDER



FOR YOUR LOVE

The First Single and Video

From The Forthcoming Album

CONVERSATION PEACE

Add Dates: February 13th & 14th



The INSIDE PAGE

HITMAKERS **HOT TIP**

FIREHOUSE "I Live My Life For You" (EPIC)

This pick may seem incredibly obvious, but we're just happy that Firehouse enjoyed such a successful first week after a great set-up. We've been picking up a buzz on it for the past few weeks from programmers on our Conference Calls who had heard it early. Once categorized as a 'Midwest' band, Firehouse breaks into the national spotlight big time and wins new fans with this great new release. Radio has obviously been waiting with open arms, as *I Live My Life For You* shares the double distinction of being the #1 Most-Added and #1 Most Disc-overed record in America this week.

Researching Music

GLORIA ESTEFAN "Everlasting Love" (Epic) What's not to like? Familiar song, fabulous remake, unique video. • **2 UNLIMITED** "Get Ready For This" (Critique) Yes, it's been out since the Eisenhower administration, but it's amazing how many programmers are missing the boat on a bona fide SMASH! Don't make me come back here next week and repeat myself. • **MARTIN PAGE** "In The House Of Stone And Light" (Mercury) Already a proven commodity at A/C radio, treat your upper demos to a real musical treat. • **JAMIE WALTERS** "Hold On" (Atlantic) Zillions of devoted 90210 fans are singing along...Don't be left out! • **MELISSA ETHERIDGE** "If I Wanted To" (Island) So obvious we shouldn't be wasting ink telling you about it. • **DIONNE FARRIS** "I Believe" (Columbia) Told ya so...closing in on 4,000 spins as we speak. • **DURAN DURAN** "White Lines" (Capitol) Duran with an edge...Another Conference Call fave and Top 10 in Disc-overy Club this week. • **GREENDAY** "When I Come Around (Reprise) Punk is now mainstream, so deal with it...The most talked about band in the land strikes again. • **TOM JONES** "I Wanna Get Back With You" (Interscope) Great live performance on the A.M.A.'s...Tori Amos adds a nice feminine counterpoint to this Dianne Warren composition. • **LONDONBEAT** "Come Back" (Radioactive/MCA) Impressive action early in its lifecycle...Spins increasing like crazy. •

ZOMBA Group has launched **BATTERY RECORDS**, a new division "devoted to making the best new European dance and pop releases available in the United States." The label has kicked off in a large way with the release of Sweden's own **REDNEX** with *Cotton Eye Joe*, breaking off the Hitmakers hold button, and already a Top 5 Disc-overy Club pick this week, well in advance of its official February 24 release date.

ON THE STREET SIDE: **SUBWAY** "This Lil Game We Play" (Motown) Will become a classic...The hook stays with you forever. • **SPANISH FLY** "Daddy's Home" (Upstairs) Looks like a 99% chance that Interscope will pick this one up, and they have a jewel on their hands. New this week: KGGI, Z90. • **69 BOYZZ** "Kitty Kitty" (Rip It) As soon as Tootsie Roll cools down, Kitty Kitty should go right in. • **ADINA HOWARD** "Freak Like Me" (Elektra) Put this on the radio - It will make you a believer. • **BRANDY** "Baby" (Atlantic) Her second mega-hit...Sales and airplay going thru the roof. • **BOYZ II MEN** "Thank You" (Motown) No need to say anything fancy here...This one's bona fide, just like everything else they do. • **BROWNSTONE** "If You Love Me" (MJJ/Epic) On fire! Look for the "Brown & Black Tour" soon. (Brownstone & Blackstreet) • **SOUL FOR REAL** "Candy Rain" (Uptown/MCA) A done deal on the rhythm side...Mainstream now getting on board. • **ICE CUBE** "What Can I Do" (Priority) One word: Ta-dow!

The BARRY RICHARDS Pick To Click: **MONTEL JORDAN** "This Is How We Do It" (PMP/RAL/Island)

BREAKING NEWS

- **THE WORK GROUP DEBUTS; BAUMGARTNER NAMED SR. VP**
- **BARRY WEISS NAMED PRESIDENT OF JIVE RECORDS**
- **RICK DOBBIS PRESIDENT, POLYGRAM CONTINENTAL, EUROPE**
- **BRIAN BURNS NAMED PD AT PRISM'S G105/RALEIGH**
- **KDWB/MINNEAPOLIS SOLD TO CHANCELLOR FOR \$22 MILLION**

ALSO IN THIS ISSUE...

- | | | | |
|--|---------|---|---------|
| • TOM SHO VAN Think Tank | page 11 | • Ear To The Ground | page 44 |
| • Mainstream Disc-overy Club | page 12 | • The Real Juice | page 46 |
| • Programmer Of The Week | page 13 | | |
| • STREET SHEET/Reazar's Records | page 23 | • The HITMAKERS Interview: | |
| • SHANDS/FERGUSON | page 27 | • FRANKIE BLUE , Director of Programming | |
| • PAIGE NIENABER - Promotions | page 29 | • THE BOX/Miami | page 40 |

DAN BOWEN, APD/MD, WNCI

"Perfect fit! Fills that Mainstream niche with a very polished sound and a compelling hook. This will be big for us."

J.J. QUEST, PD & DAVE EUBANKS, MD, WZJM

"Very unique record with a very positive message."



© 1995 EMI Records



I BELIEVE

No. 2
Disc-covery
Club

The debut single

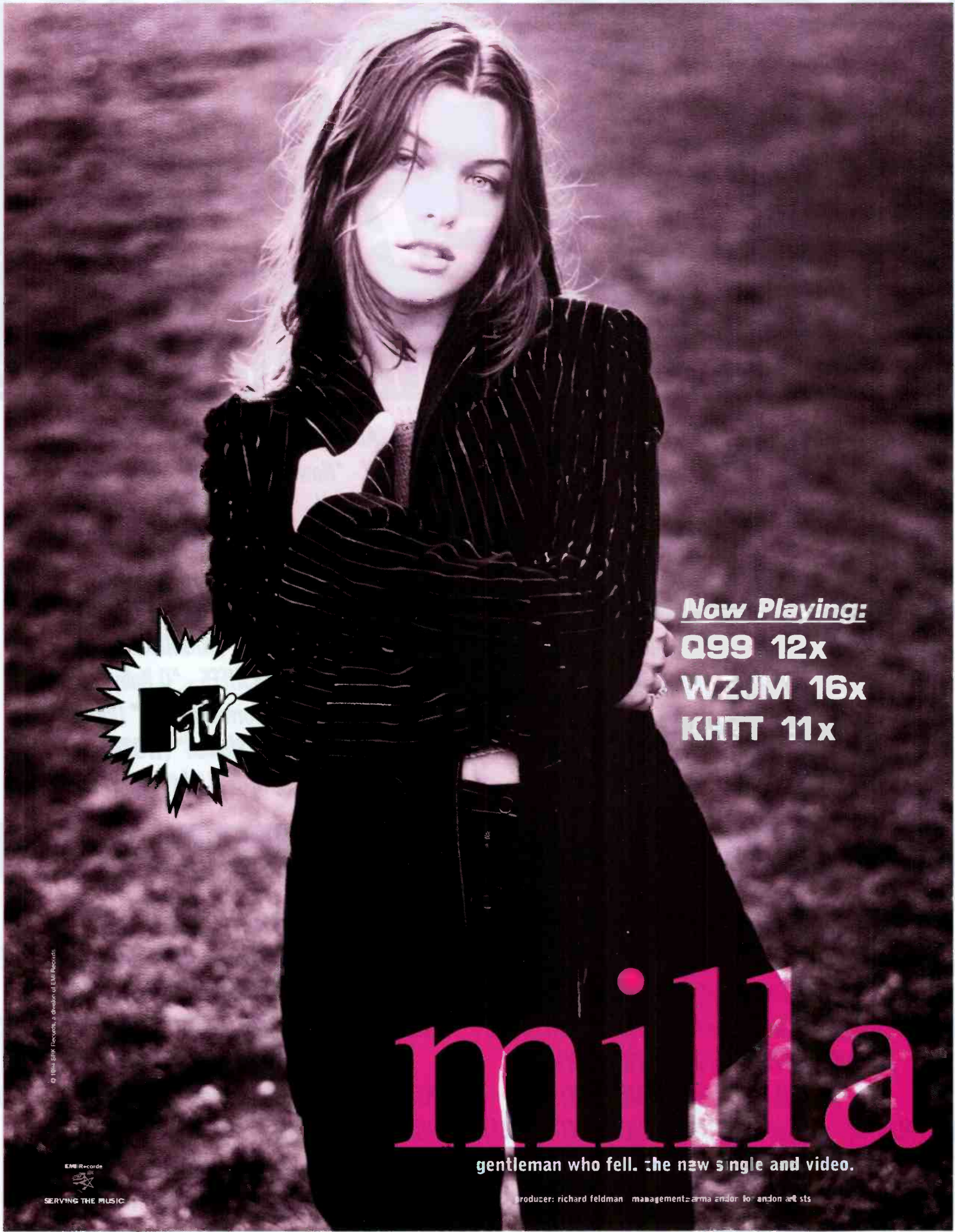
Airplay Includes:

WIOQ	ADD	WXKS	20x	WNCI	15x	KKRZ	40x	WKTI	30x
Q102	64x	PRO-FM	29x	WKSE	15x	WZPL	30x	WKSS	12x
WXXL	28x	WZJM	21	STAR94	31x	KDWB	20x		
KJYK	20x	WFHN-FM	26x	KZIO	ADD	KRQQ	21x	WERZ	ADD
WGTZ	30x	WWST	10x	WBIZ	29x	WRHT	20x	OK95	ADD
WFMF	20x	KKRD	10x	WRKY	15x	G105	ADD 8x	KTMT	ADD
KBFM	25x	WZOQ	43x	WYCR	25x	WVSR	ADD	WPRR	23X
								WBSS	20X

Listen once...and you'll believe.

produced by: EMOSIA management: Mark Liggett for LIGOSA ENTERTAINMENT

EMI Records
EMI
SERVING THE MUSIC



Now Playing:
Q99 12x
WZJM 16x
KHTT 11x

milla

gentleman who fell. the new single and video.

© 1994 Sisk Records, a division of EMI Records



SERVING THE MUSIC

producer: richard feldman management: arna and/or for and/or art sts

TOP 40 Radio Multi-Format Picks

THE FOLLOWING EXCLUSIVE HITMAKERS CONFERENCE
PICKS AND RECORD LABELS ARE LISTED IN ALPHABETIC ORDER

MAINSTREAM

ALTERNATIVE WORLD

BLESSID UNION OF SOULS - "I Believe" (EMI)
cranberries - "ODE To The Family" (ISLAND)
FIREHOUSE - "I Live My Life..." (EPIC)
GILLETTE w/ 20 Fingers - "Mr. Personality" (ZOO)
TOM JONES w/ Tori Amos - "I Wanna ..." (INTERSCOPE)
LIVE - "Lightning Crashes" (RADIOACTIVE/MCA)
LONDONBEAT - "Come Back" (RADIOACTIVE/MCA)
BONNIE RAITT - "You Got It" (ARISTA)
SIMPLE MINDS - "She's A River" (VIRGIN)

ADAM ANT - "Wonderful" (CAPITOL)
BELLY - "Now They'll Sleep" (SIRE/REPRISE)
P.J. HARVEY - "Down By The Water" (ISLAND)
LETTERS TO CLEO - "Here & Now" (GIANT)
LIVE - "Lightning Crashes" (RADIOACTIVE/MCA)
LIZ PHAIR - "Whip-Smart" (MATADOR)
REM - "Star 69" (WARNER BROS.)
SIOUXSIE & THE BANSHEES - "O Baby" (Geffen)
SONS OF ELVIS - "Formaldehyde" (PRIORITY)
SPONGE - "Plowed" (WORK)
THE THE - "I Saw The Light" (550 MUSIC)

STREET SHEET

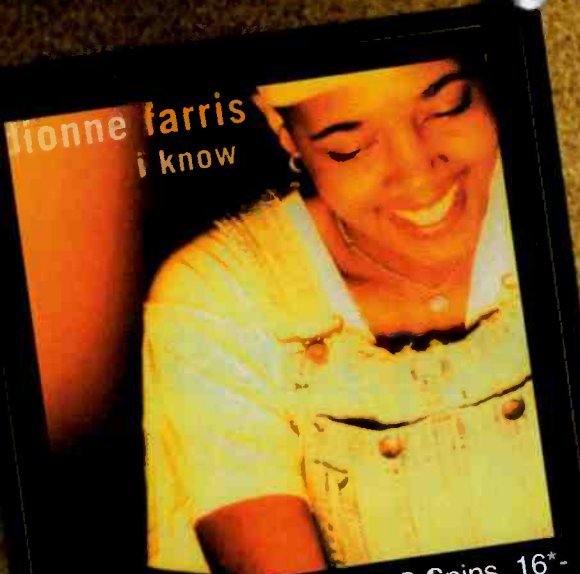
MIX SHOWS

BONE THUGS & HARMONY - "Fo Tha ..." (RUTH./REL.)
BOYZ II MEN - "Thank You" (MOTOWN)
BRANDY - "Baby" (ATLANTIC)
ADINA HOWARD - "Freak Like Me" (ELEKTRA ENT. GRP.)
ICE CUBE - "What Can I Do" (PRIORITY)
K7 - "Move It Like This" (TOMMY BOY)
KEITH MARTIN - "Never Find..." (RUFFHOUSE/COLUMBIA)
SOUL FOR REAL - "Candy Rain" (UPTOWN/MCA)
SUBWAY - "This Lil Game We Play" (MOTOWN)
TLC - "Red Light Special" (LaFACE/ARISTA)

AMAZING MANFRED - "Let Me Be Free" (SOS)
BRAND NEW HEAVIES - "Spend Some Time" (DELICIOUS VINYL/EW)
CHANNEL LIVE - "Mad-Izm" (CAPITOL)
JOCELYN ENRIQUEZ - "Big Love" (CLASSIFIED RECORDS)
KEITH MURRAY - "Get Lifted" (JIVE)
MONTELL JORDAN - "This Is How ..." (PMP/RAL/ISLAND)
NONCE - "Mix Tapes" (AMERICAN/WARNER BROS.)
REDNEX - "Cotton Eye Joe" (BATTERY)
SHOWBIZ and A.G. - "Next Level" (PAYDAY/ffrr)
SWING 52 - "Color Of My Skin" (CUTTING)

WEDNESDAY	THURSDAY	FRIDAY
1	2	3
8	9	10
	<i>Harry performs She on The Tonight Show</i>	
15	16	17
<i>Dionne Farris live at Gavin, Jimmy's 9:00 p.m. 15th 16th Bruce Satellite Murder Incorporated</i>		

BRUCE SPRINGSTEEN "Greatest Hits" album hits stores Tuesday, February 28th, and the newly recorded Murder Incorporated (with The E Street Band) hits the satellite Wednesday, February 15th... 5pm EST-SATCOM C-5 Transponder 19 channels 10 & 11. See Bruce live on the Grammys Wednesday, March 1.



dionne farris
i know

Nearly 3,000 HOT 100 BDS Spins, 16* - 12* Top40 Mainstream, 38* Top40/Adult, HOT100 35*-27*, single and album sales **TRIPLED** this week! Wild Seed Wild Flowers debuts on the New Artist Album chart #29*. Catch Dionne's major market tour NOW!

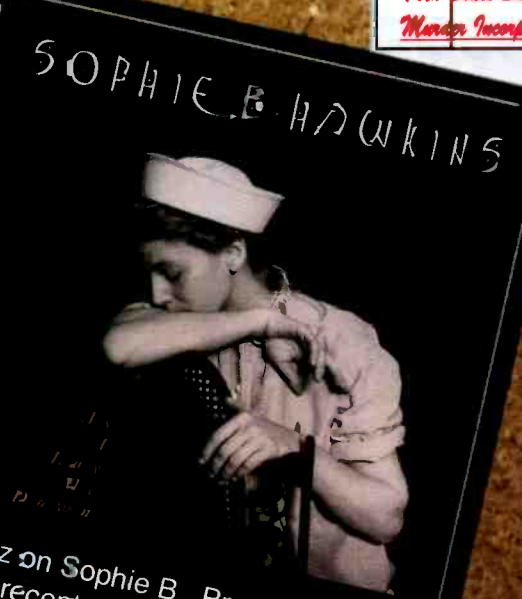
BUZZ BIN

KEITH MARTIN

Never Find Someone Like You

Keith Martin's gifted voice and beautiful songs are taking pop, R&B, and adult radio by storm!!! Never Find someone Like You has over 300 pre-impact date spins... stations reporting major call-out success out-of-the-box and immediate phones. Major market airplay: WJMN, KKFR, Y100, KMEL, KYLD, WPGC, 92Q, KTFM, FM-102, WXKS, WWKX, and more...
Cassette single in-store Valentine's Day.

TOAD THE WET SPROCKET'S national tour with Hootie and the Blowfish kicks off in March and will cover all of America... Toad's new single Fire From Heaven pro-cd is on your desk now; Already Top 15 rotation at WENZ The End in Cleveland.



SOPHIE B. HAWKINS

Big buzz on Sophie B...Press, touring and her recent performance on Howard Stern's national radio show juiced album sales big time. Sophie's national promo tour continues (requests to your Columbia rep) Already over 45 TOP40 and adult stations pre-impact airplay.

www.sony.com



BONNIE RAITT

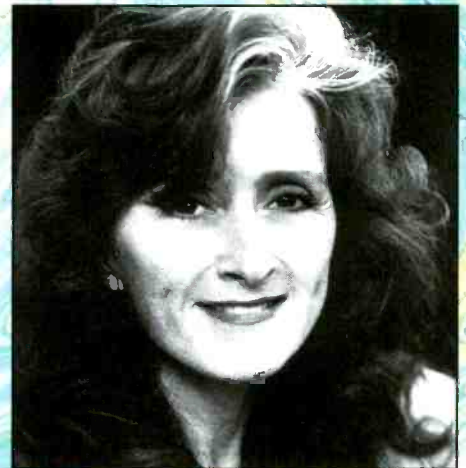
"You Got It"

From The BOYS ON THE SIDE Soundtrack!

Debut #37 SoundScan!

**Over 100 Radio Stations
Top10 - 25 Spins**

Spinning At:	KISN	12x	
STAR94	22x	WZYP	18x
B97	21x	WWCK	25x
93Q	22x	WFLY	15x
Q106	24x	WZPK	25x
WLAN	35x	WVSR	21x
KC101	19x	WIXX	24x



N I U

"I Miss You"

SoundScan Single Sales: 18-16

Spinning At:	92Q	15x	KSFM	22x	
HOT97	24x	KGGL	21x	KLUC	29x
KMEL	12x	WILD107	12x	KDON	67x
KUBE	31x	KKFR	10x	KCAQ	24x
WHHH	15x	KZHT	22x	WJJS	20x
PWR106	38x	KIX106	72x	WOVV	35x
KIIS-FM	30x	KKSS	33x	KJYK	38x
HOT97.7	11x	KKXX	39x		
WJMN	56x	KZFM	50x		



ARISTA



HITMAKERS Faces & Places

WEISS APPOINTED PRESIDENT OF JIVE

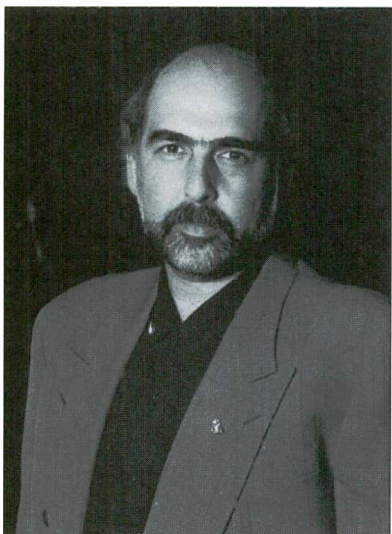


Barry Weiss

Zomba Group of Companies Chairman/CEO Clive Calder announced the appointment of long-standing Zomba executive Barry Weiss to President of its highly successful Jive record label.

Weiss (35) was the first employee hired by the then British-based 'start up' label when Jive first opened a U.S. office in New York 12 years ago. For the past three years, Weiss has held the position of Sr. VP/GM and his rise and growth at Jive has been alongside and commensurate with that of the label, which ended 1994, its best year ever, as the #1 label in both the R&B Albums and Singles as well as Rap categories in Billboard Magazine's annual survey for the 1994 year.

DOBBIS APPOINTED PRESIDENT, POLYGRAM CONTINENTAL, EUROPE



Rick Dobbis

Rick Dobbis is the new president of PolyGram Continental Europe, reporting to Alain Levy, PolyGram's President/CEO. Dobbis, whose appointment is effective from January 1, 1995, has also been appointed as a member of PolyGram's international management board. He succeeds Allen Davis who retired at the end of last year.

Dobbis, 44, was formerly President of the PolyGram Label Group. All PolyGram subsidiaries in Continental Europe now report to him.

Levy said, "I'm extremely pleased to have an executive of Rick's calibre handle the responsibility of such a big part of PolyGram's activities. His music experience combined with his overall business capabilities make him ideally suited to this role at a time when our Continental European companies are poised for growth in their core business as well as in movies and other entertainment activities. His U.S. commercial background linked to his affinity for European cultures will I'm sure be very beneficial to PolyGram."

AYEROFF AND HARRIS CALL IT WHAT IT IS: THE WORK GROUP

Co-Presidents Jeff Ayeroff and Jordan Harris announced the name of their new Columbia Records Group label, The WORK Group, its initial artist roster and upcoming releases.

Housed at Sony Music's West Coast headquarters in Santa Monica, CA, The WORK Group began operations January 1, 1995, and is the first Columbia Records Group label to be founded on the West Coast and have its own A&R, marketing, promotion and video staffs, linking Columbia's resources on both coasts. WORK's initial artist roster includes Chris Whitley; Terence Trent D'Arby; Sponge; Heather Nova; Ned's Atomic Dustbin; Youssou N'Dour; Mercury Rev; Diana King; Puff Johnson; Jamiroquai; Da Brat; and Count Bass D.

"The caliber of our roster accurately reflects the depth, diversity, and philosophy behind WORK," remarked Messrs. Ayeroff and Harris. "We believe in a creative environment for artists with their own vision, their own sound, and their own place in the world. We're here to help them get there. To create a full service label from scratch with artists we respect is not 'work,' it's a pleasure."

WORK

BAUMGARTNER NAMED SR. VP, PROMOTION, OF WORK



Burt Baumgartner

Burt Baumgartner has been appointed Sr. VP/Promotion, The WORK Group, it was announced by Jeff Ayeroff and Jordan Harris, co-Presidents, The WORK Group. He will be based at Sony Music's West Coast Headquarters in Santa Monica, CA.

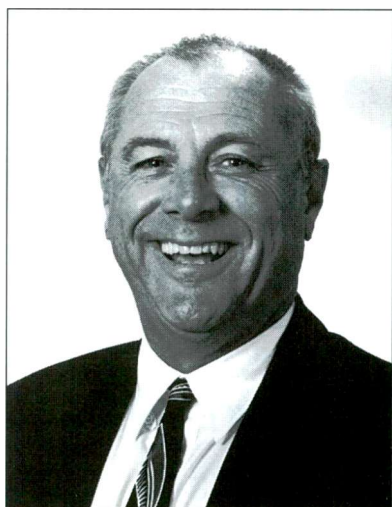
Mr. Baumgartner's initial duty will be to oversee promotion at all radio formats, with further responsibilities to evolve as the label grows. He will serve as WORK's executive liaison to radio and trade publications, and will work closely with Columbia and Sony Music senior management on the coordination of various promotion and marketing activities.

"Bringing Burt Baumgartner on board as head of promotion is the best indication of the commitment to our artists that defines WORK," commented Messrs. Ayeroff and Harris. "Burt's remarkable achievement during his 17-year run at Columbia will remain the record to beat for promotion executives on both coasts. The East Coast may be losing one of its favorite executives, but the West Coast has won back a native son. We're fortunate to have Burt home again, and we look forward to a prosperous future with his overseeing our promotion activities."

Columbia Records Group Chairman Don Ienner said, "When Jeff and Jordan asked for my help in finding the right person to head up promotion, they told me they wanted a leader, someone who could not only get records played, but was sensitive to artists' concerns. They spoke of wanting someone with integrity and passion. I thought to myself, 'Oh no. They're talking about Burt!'" He added, "I thought long and hard about what Burt's shift to WORK would mean, and decided that it was not only in the new label's best interest, but would also allow key members of the Columbia promotion team that Burt developed to continue their individual career growth as they took on increased responsibilities at Columbia." Ienner continued, "Burt has contributed greatly to the success of Columbia Records, and his appointment to this key position at WORK is important to his continued growth as an executive and a record man. He helped re-define Columbia in the '90s, and as he helps establish WORK, Burt's advancement will only continue."

Baumgartner joined Columbia Records in 1978 as Local Promotion Manager in San Francisco. He began his career as a member of the staff that brought Sacramento's FM102 to the airwaves, and as Program Director of KSJO, San Jose.

Commenting on his appointment, Baumgartner said, "After 17 incredible years at Columbia, I'm looking forward to taking the benefits of that experience with me to this exciting new venture with Jeff and Jordan. Don Ienner has been the best teacher a record man could have, and I'm more than ready to use what I've learned to make WORK the artist label of the '90s and beyond."



Motown Records Vice President, Pop Promotion, Mark Kargol announced the promotion of Mel DeLatte to National Director of AC Promotion. He will continue to be responsible for Pop Promotion in the Southwestern United States, based out of New Orleans. A 19-year industry vet, DeLatte is an accomplished record producer and was President of his own promotion and management company prior to joining Motown.

Hot Sheet Publishing, Inc.

22222 Sherman Way • Suite 205 • Canoga Park, CA 91303
818-887-3440 FAX: 818-883-1097

PUBLISHER:
BARRY FIEDEL

PRESIDENT:
BOB GREENBERG

SR. EDITOR/GENERAL MANAGER:
KEVIN CARTER

STREET SHEET EDITOR:
BARRY RICHARDS

DIRECTOR OF PRODUCTION:
TOMMY GRAFMAN

Administrator: **KATHY FIEDEL**
Business Affairs: **ANNE GREENBERG**
Associate Director/Production: **BARBARA NEIMAN**
Director/Mainstream Top40: **NICK TESTA**
Assoc. Dir./Mainstream Top40: **SUSAN GRAFMAN**
Director Producer/Street: **TODD DOTY**
Associate Director/Street: **OSCAR MERINO**
Graphic Designer: **ANDY MUNITZ**
Production Assistant: **PORTER B. HALL**

ALL RIGHTS RESERVED © 1995
All material supplied to this publication for reproduction, except where previously protected under copyright laws, becomes the property of HOT SHEET PUBLISHING, INC. No reproduction of any kind may be made from this publication without the prior written permission of the publisher. Annual subscription rate for US mail only-\$295.00 (non-refundable) per year (50 issues).

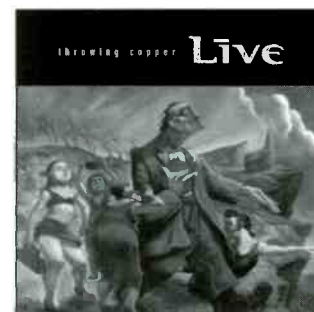


the band


LIVE

©1995 radioactive records, l.x.

the album throwing copper



the song "lightning crashes"

- album now at 1.5 million
-  buzz bin/#4 most played
- most added at top 40
r&r aor **19**, alternative **5**
- nationwide tour beginning march 9

produced by jerry harrison and live
management: peter freedman and david sestak
media five entertainment/peter freedman entertainment



radioactive

Programmer's Think Tank

by TOM SHO VAN



WHERE IS ALTERNATIVE TAKING US

Last week at THE MIDEM CONVENTION in Cannes, a spokesman for German Radio warned, "Whatever got you to where you are will not keep you there - that's how people screw up."

Two or three years ago the badly endangered Top40 format started to experiment with "Post Modern" or "Alternative" music. The freshness of music and the sheer enthusiasm by its proponents made stars out of some of its artists and gave the mainstream a new awareness. Not just coincidental with Top40 radio's comeback was the infusion of Alternative music into the Top40 playlist. Living under the current programming philosophy that "if a little is good, more is better" we now have Top40 stations altering or changing format to Alternative.

What we don't seem to be able to understand is that "Alternative" is not an entire format. Webster's New World Dictionary defines Alternative as "...Represents or appeals to unconventional or non-traditional interests." Radio legend J.J. Jeffrey refers to it as "Tree Huggers Music." By definition, Alternative is not mainstream. Sounds simple enough, doesn't it? Then how come we don't get it?

Let's go back to the premise of Top40 once

again. The idea of the format is to play an assortment of the 40 most popular songs at any time. When Top40 does that, it prospers. When it loses sight of its mission, it erodes. Rap came along in the 1980's - it researched well and Top40 choked almost to death on it. Rap and dance finally splintered off and Top40 started to come back.

The peril of Top40 is that we keep getting sidetracked by side elements. A couple of years ago there was a very meaningful **HITMAKERS** Seminar in Atlanta that was the first Top40 gathering to recognize Alternative music. From then on, stations have included new music in the mix and experienced growth from it. This growth excited research and now radio is starting to overdo its concentration of Alternative music.

Don't you get it? By definition, "Off Broadway" can't be "Broadway." A single element of popular music can't make up the whole mainstream! About three weeks ago NBC-TV thought Garth Brooks had become mainstream enough to warrant a live prime-time special, complete with phone-ins. The special pulled an 11.7 - number one in its time period. Top40 radio, however has steadfastly refused to include him or any other Country performers in its format - yet it now is gorging on Alternative music till it makes itself choke. Garth Brooks deserves to be played at Top40 as much as Green Day or The Eagles. Fact is, The

Benedictine Monks' Chants had their rightful place in a perfect world of Top40.

We keep insisting that this is an age of fragmentation and thus overdo on any single element that comes along. One of the few things that has distinguished "E" Channel Television is a show called "Talk Soup" with clips from all the TV talk shows. It's sort of the Top40 of TV talk. It's a sampler of what's hot. Top40 radio is meant to be exactly that - a sampler of the hottest hits (thanks Mike Joseph), regardless of individual format origins. Instead, research and myopia sidetrack us. The German speaker at MIDEM said of research, "Research is like putting guard rails on both sides of the autobahn...you get too far into it and you're dead."

Just because Alternative music helped you out of the hole this past year, remember, "What got you to where you are will not keep you there." Alternative music freshened up a boring, stale playlist full of over-researched stuff. By making Alternative your mainstream your listeners will soon find your sound boring once again unless you continue to infuse new elements and music.

In other words, play the hits wherever you may find them.

Tom Shovan welcomes your comments.
Call him at
(212) 581-3969 or fax (212) 452-9343.

CHICAGO

1995

DATE:

May 4 • 5 • 6

THE PLACE:

Westin Hotel (312) 943-7200

ROOM RATE:

\$110

PRE-REGISTRATION:

\$150

HITMAKERS

MAINSTREAM TOP40 DISCOVERY CLUB®

1. FIREHOUSE "I Live My Life..." (EPIC)
2. BLESSID UNION OF SOULS "I Believe" (EMI RECORDS)
3. LIVE "Lightning Crashes" (RADIOACTIVE/MCA)
4. SIMPLE MINDS "She's A River" (VIRGIN)
5. REDNEX "Cotton Eye Joe" (BATTERY)
6. BONNIE RAITT "You Got It" (ARISTA)
7. cranberries "Ode To My Family" (ISLAND)
8. DURAN DURAN "White Lines" (CAPITOL)
9. GILLETTE w/20 Fingers "Mr. Personality" (ZOO)
10. BOYZ II MEN "Thank You" (MOTOWN)
11. ELTON JOHN "Believe" (ROCKET/ISLAND)
12. KEITH MARTIN "Never Find Someone..." (RUFFHOUSE/COLUMBIA)
13. LETTERS TO CLEO "Here & Now" (GIANT)
14. PORTISHEAD "Sour Times (Nobody Loves Me)" (LONDON)
15. ADINA HOWARD "Freak Like Me" (ELEKTRA ENTERTAINMENT GROUP)
16. AIMEE MANN "That's Just What You Are" (GIANT)
17. COLLECTIVE SOUL "Gel" (ATLANTIC)
18. DAVE MATTHEWS BAND "What Would You Say" (RCA)
19. FLAMING LIPS "She Don't Use Jelly" (WARNER BROS.)
20. REAL McCOY "Run Away" (ARISTA)
21. TOM JONES f/Tori Amos "I Wanna Get Back With..." (INTERSCOPE)
22. LONDONBEAT "Come Back" (RADIOACTIVE/MCA)
23. MARTIN PAGE "In The House Of Stone And Light" (MERCURY)
24. NEWTON "Sky High" (CRITIQUE)
25. SOUL FOR REAL "Candy Rain" (UPTOWN/MCA)
26. STING "This Cowboy Song" (A&M)
27. TLC "Red Light Special" (LaFACE/ARISTA)
28. TOM PETTY "You Wrecked Me" (WARNER BROS.)
29. VAN HALEN "Can't Stop Loving You" (WARNER BROS.)

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the week



Columbia Crusades

KEITH MARTIN

"Never Find Someone Like You"

CLARKE INGRAM, PD, 98PXY, Rochester
"Good accessible, soulful Pop ballad..."

BUDDY SCOTT, PD, B94, Pittsburgh
"Could be the next major ballad."

PETE JONES, PD, HOT105, Modesto
"I can't get the hooks of this record out of my head."

JOEY ARBAGEY, MD, KMEL, San Francisco
"Very talented vocalist."

RICK THOMAS, PD, KSFM, Sacramento
"No. 1 record."

LARRY MARTINO, PD, KXTZ, Las Vegas
"Large phones."

YO! CO ROSS

"Miss Me"

TRACY AUSTIN, MD, KIIS-FM, Los Angeles
"Very catchy tune with a beat I can really bug out to."

DJ FLITE, DJ, KTFM, San Antonio
"Sounds great in the mix and already in regular rotation. Ace of Base meets Iri Kamcze. Programmers nationwide look out for this one."

PHARAO

"I Show Your Secrets"

CHARLIE MAXX, APD/MD, KZFM, Corpus Christi
"Check this one out."

SOPHIE B. HAWKINS

"As I Lay Me Down"

JOHN RILEY, PD, WCIL, Carbondale
"Great midday tune."

TRISHA COVINGTON

"Why You Want To Play Me Out"

SCOTTY SNIPES, PD, KIX106, Providence
"Check this one out."

Nominees for Issue 876.

Vote for your choice.

1. MICHELLE SANTOSUOSSO (PD, KMEL/San Francisco)
2. FRANK WALSH (PD, PWR96/Miami)
3. LISA V. (PD, Z90/San Diego)

Call your HITMAKERS Account Executive (813) 887-3440
Programmer of the week wins a Sony Walkman™!

MICHAEL STEELE



PD, KZFM/Corpus Christi

Career Highlights:

- KZFM/Corpus Christi: Operations Director/Program Director. Working with a great air staff and a great General Manager, Lillian Katz.
- KIXY/San Angelo, TX: OM/PD. Made them the highest rated Top 40 in the country.
- KTXY/Jefferson City, MO: OM/PD
- WMJQ/Buffalo, NY
- KWTX/Waco, TX
- WLUM/Milwaukee, WI

Family:

Wife Michelle; Son Derrek, 8 years old;
Daughter Dominique, 2 years old.

Hobbies:

Other than my family, who has time!

Quote:

"Ask not what your country can do for you...ask what you can do for your country."

Top40 Disc-overery Club

CLARKE INGRAM, PD, 98PXY, Rochester

NEWTON *Sky High* (CRITIQUE) - Catchy, hooky, faithful to the original...Liked it the first time I heard it.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Good accessible, soulful Pop ballad...Not a lot of those out there, so it really stands out.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Very sweet record...

JIM LAWSON, MD, ALICE106, Denver

BONNIE RAITT *You Got It (ARISTA)* - Great remake by Bonnie. From a hot female movie...If you got it, play it!

AMY GRANT *Big Yellow Taxi* (A&M) - Ok, another remake, but this one is done very well. It's true to the original.

VAN HALEN *Can't Stop Loving You* (WARNER BROS.) - Track two on the CD. Good Pop/Rock feel. Check it out.

BUDDY SCOTT, PD, B94, Pittsburgh

REDNEX *Cotton Eye Joe* (BATTERY) - Great love songs like this don't come around that often.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Could be the next major ballad.

MARK RADWAY, MD, KDUK, Eugene

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Nice-sounding Pop record. A groove that won't quit.

cranberries *Ode To My Family* (ISLAND) - Distinct vocals, nice mix.

LETTERS TO CLEO *Here & Now* (GIANT) - This is a real cool record.

MARK BOLKE, PD, KDWB, Minneapolis

FIREHOUSE *I Live My Life For You* (EPIC) - Don't think twice about it...It's a smash!

ROB MORRIS, APD/MD, KDWB, Minneapolis

NEWTON *Sky High* (CRITIQUE) - This record could be something.

JAMIE WALTERS *Hold On* (ATLANTIC) - Looks like a strong record for us.

BOYZ II MEN *Thank You* (MOTOWN) - This gets my vote.

ROXI LENNOX, APD, KGOT, Anchorage

FIREHOUSE *I Live My Life For You* (EPIC) - They're back. This is a great record.

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - No. 1 phones. Huge!

BONNIE RAITT *You Got It* (ARISTA) - Can't go wrong with Bonnie.

FERNANDO VENTURA, MD, KHFI, Austin

REAL McCOY *Run Away* (ARISTA) - If you have it on your desk, it's not doing you any good there...Bring it in to the control room and play it...63 spins a week here for the past month...

STEVIE B. *Dream About You* (EMPORIA/THUMP) - Play this before Stevie calls you personally...

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

ALL-4-ONE *(She's Got) Skillz* (ATLANTIC) - #1 sales and #1 phones for at least three weeks...It's working for us here in Dallas...Play the remix version, cut #2 for best results.

REDNEX *Cotton Eye Joe* (BATTERY) - Everybody in Texas knows this song.

CARLY RUSH, PD/MD, KHTT, Tulsa

FIREHOUSE *I Live My Life For You* (EPIC) - Another blow-your-mind ballad from the guys.

cranberries *Ode To My Family* (ISLAND) - Much more mass appeal for Top40, thank you.

TRACY AUSTIN, MD, KIIS-FM, Los Angeles

REDNEX *Cotton Eye Joe* (BATTERY) - Troy Aikman was recently spotted dancing to this song...Big hit in Europe and on its way to the U.S.

NICKI FRENCH *Total Eclipse Of The Heart* (IMPORT) - Jimmy Kim tipped me to this...Has an Erasure feel...I think women will dig it.

FUN FACTORY *Close To You* (CURB EDEL) - No, it's not a Carpenters remake...Jimmy Kim has had this in the mix since last year. Formula Euro-dance record. (Insert lyrics here) If you like Real McCoy, Culture Beat, etc. you'll like this.

CARLEEN ANDERSON *Mama Said* (VIRGIN) - Schoolin' ya in the ways of men.

YO! CO ROSS *Miss Me* (COLUMBIA) - Very catchy tune with a beat I can really bug out to.

TLC *Red Light Special* (LaFACE/ARISTA) - Will be huge (but don't listen to me...I listened to Tom Gjerdrum and put money on the Chargers...)

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - On the quirky side, the more you hear this haunting song, the more you'll get into it.

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Reminds me of a Ce Ce Peniston record with more of an edge.

CHUCK GEIGER, PD, KISF, Kansas City

TOM PETTY *You Wrecked Me* (WARNER BROS.) - The last single just went into power rotation, but this will be a great follow-up, without a doubt.

LETTERS TO CLEO *Here & Now* (GIANT) - Accessible female record, breaking from Alternative radio.

SIMPLE MINDS *She's A River* (VIRGIN) - Starting to turn into a real record.

BRANDON YOUNG, MD, KISN, Salt Lake City

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - What more could you ask for in a great song?

JOHN WAITE *How Did I Get By* (IMAGO) - All the great lyrics females love to hear. Let John paint the best love song you've ever heard.

LINDA RONSTADT *Blue Train* - Give this a spin!

SCOTT KRAMER, MD, KISR, Ft. Smith

K-Ci Hailey *If You Think You're Lonely Now* (MERCURY) - Hip record. Great dance tune.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - The best yet. Great hook.

cranberries *Ode To My Family* (ISLAND) - Great follow-up to *Zombie*.

MICK FULGEM, MD, KISX, Tyler

FIREHOUSE *I Live My Life For You* (EPIC) - No. 1 record.

STING *This Cowboy Song* (A&M) - This will be big. LP edit is the best.

RICK STACY, PD, KKFR, Phoenix

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Pulling #1 Walkie Talkies (we don't use phones here anymore).

MAX-A-MILLION *Fatboy* (S.O.S.) - Hey mon, got a match? The heavy Rastafarian population here demanded we play this...Who am I to deny them?

SCOOTER STEVENS, PD, KKMG, Colorado Springs

FIREHOUSE *I Live My Life For You* (EPIC) - Call 911. This band is hot!

DAN OLSEN, PD, KOKZ, Waterloo

FIREHOUSE *I Live My Life For You* (EPIC) - *Love Of A Lifetime*, Part II.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Great Midwest record.

RICK SWAN, PD, KQCR, Cedar Rapids

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - Herky, jerky, quirky reaction record. The chicks dig it.

REAL McCOY *Run Away* (ARISTA) - That's what this is, a runaway.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - This record will work great for us.

ACE ANTHONY, PD, KQID, Alexandria

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - This sounds like a hit to me.

SIMPLE MINDS *She's A River* (VIRGIN) - They're back and here they are.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - Great one. Love this.

JIMI JAMM, MD, KQKQ, Omaha

DES'REE *Feels So High* (550 MUSIC/EPIC) - Absolutely killer follow-up. Go see her with Seal on tour.

SOUNDTRACK *Boy's On The Side* (ARISTA) - Great! Check Sarah McLachlan and the Pretenders.

LIL SUZY *Promise Me* (EMPIRE) - Absolutely same vein as Collage. Hit it and you won't be disappointed.

PAUL BRYANT, MD, KRBE, Houston

REDNEX *Cotton Eye Joe* (BATTERY) - The radio version on the CD single is the way to go.

REAL McCOY *Automatic Lover* (ARISTA) - Will absolutely blow you away...Our mix guy DJ Rich found this for me in a secret location...Details soon.

MARK TODD, PD, KRQ, Tucson

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - A stone-cold smash!

APACHE INDIAN *Boom Shack-A-Lack* (MANGO/ISLAND) - We spiked it once last week and got huge phone response. Try it for yourself.

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

SIMPLE MINDS *She's A River* (VIRGIN) - The guys are back. Good record.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - I like this record. It will go.

FIREHOUSE *I Live My Life For You* (EPIC) - Great remake. Great job.

LARRY IRONS, PD, KWNZ, Reno

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Huge phone record.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Good early action on Londonbeat. They're back.

JAY SHANNON, MD, KZII, Lubbock

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Great record, big phones.

FIREHOUSE *I Live My Life For You* (EPIC) - They're back and they're pissed off.

JAMES BAKER, PD, KZIO, Duluth

FIREHOUSE *I Live My Life For You* (EPIC) - Great song. Hit part II.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Ultra, ultra hypnotic.

JUSTIN CASE, MD, KZIO, Duluth

FIREHOUSE *I Live My Life For You* (EPIC) - I'm glad they're back.

cranberries *Ode To My Family* (ISLAND) - Very, very cool record.

KASEY CHRISTOPHER, MD, KZZU, Spokane

BOYZ II MEN *Water Runs Dry* (MOTOWN) - Another Babyface story.

TLC *Red Light Special* (LaFACE/ARISTA) - What a record. Babyface again.

cranberries "ODE To The Family"

Over 2.5 Million LP's Sold!

SoundScan LP Chart: 10*

Billboard Monitor Alternative Chart: 12-11*

Already On:	WAPE 11x	WRFY
B97 37x	WGRD 21x	WRQK
KRBE 49x	WPST 25x	WZOQ
Q99 18x	WHHY 34x	K106
WPLY 12x	KISF 14x	
WZNY 19x	WPRR	

New At:	KISF
STAR94	KFRX
WWXM	WKBO
WCIL	WLAN
KMCK	WYCR
KISR	Y97
KSMB	KIOK



Darcy's Music



Managed By The Left Bank Organization

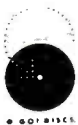
PORTISHEAD

"Sour Times (Nobody Loves Me)"

Billboard Monitor Alternative Chart: 6*

SoundScan LP Chart: #88*

Already On:	KLRZ 30x	KDUK	KQID	Add
WHYT 66x	Y97 28x	KCLD	KMCK	Add
WGRD 18x	KISR	WRFY	KISF	Add
KRBE 23x	WABB	KTMT	KFFM	Add
Q99 18x	K106	WWXM		Add



APACHE INDIAN

"Boom Shack-A-Lak"

From The Film "Dumb & Dumber"

Airplay

KIIS-FM - 20x
WJJS - Add **KLRZ - 23x**



Top40 Disc-covery Club

TONY MASCARO, MD, PRO-FM, Providence

REDNEX *Cotton Eye Joe* (BATTERY) - Wow! What a great reaction record...Talk about adding variety to your playlist...

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - A smooth little groove...Give this one a test now.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Great reaction after the first test...This song needs spins.

BRIAN DOUGLAS, APD/MD, Q102, Cincinnati

AIMEE MANN *That's Just What You Are* (GIANT) - This record should not be overlooked.

TOM PETTY *You Wrecked Me* (WARNER BROS.) - Great uptempo Pop record...Should be the next single.

THE CRUEL SEA *THE WHOLE CD* (A&M) - Call your A&M rep for a copy and just listen to the entire thing.

DURAN DURAN *White Lines* (CAPITOL) - Cool song.

REDNEX *Cotton Eye Joe* (BATTERY) - This could be the 1995 version of *I'm Too Sexy*.

RAY KALUSA MD, Q106, San Diego

VAN HALEN *Can't Stop Loving You* (WARNER BROS.) - If there's one song on the album that should go Top40, this should be it.

TOM GJERDRUM, PD, STAR100.7, San Diego

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - My favorite record right now. It will strike an emotional chord with your listeners.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - Sounding good in a test rotation.

KEVIN PETERSON, APD/MD, STAR94, Atlanta

ELTON JOHN *Believe* (ROCKET/ISLAND) - Will be absolutely huge here.

SIMPLE MINDS *She's A River* (VIRGIN) - Reminds me of a U2 record.

MIKE LOWE, MD, WAIA, Melbourne

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Sounds like vintage New Edition. Give it a try.

BRANDY *Baby* (ATLANTIC) - Great follow-up. This is a record.

FIREHOUSE *I Live My Life For You* (EPIC) - Out and out smash!

MIKE ORZEL, APD/MD, WAAL, Binghamton

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - This should be a big record.

FIREHOUSE *I Live My Life For You* (EPIC) - *Love Of A Lifetime*, Part II.

SIMPLE MINDS *She's A River* (VIRGIN) - One of my favorite songs.

JOE FRIDAY, PD, WAEB, Allentown

FIREHOUSE *I Live My Life For You* (EPIC) - Set the in-demo female pants on fire and play this.

cranberries *Ode To My Family* (ISLAND) - *Linger*, Part II.

AIMEE MANN *That's Just What You Are* (GIANT) - Lisa Loeb with tempo. Don't let this get away.

DAMON COX, MD, WAPE, Jacksonville

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - A powerful record from an incredible band. These guys are primed to explode!

BOYZ II MEN *Thank You* (MOTOWN) - Duh...I think this just might work.

ANNIE LENNOX *No More I Love You's* (ARISTA) - Haunting and different...Great record.

CRAIG QUINN, MD, WAZY, Lafayette

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Looks like it is a big-time record.

BONNIE RAITT *You Got It* (ARISTA) - Fun, mass appeal record.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Fun, different record. Add a little spice to your music.

KID KELLY, PD, WBHT, Wilkes-Barre

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Hot record, hot phones.

FIREHOUSE *I Live My Life For You* (EPIC) - Good adult ballad.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This is a hot record. Coming home.

BEAU LANDRY, PD, WBIZ, Eau Claire

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - #1 retail. Hot record.

FIREHOUSE *I Live My Life For You* (EPIC) - Excellent song. Great ballad. From some of the nicest people in the biz.

BONNIE RAITT *You Got It* (ARISTA) - Already doing great.

SCOTT LAUGHLIN, MD, WBNQ, Bloomington

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Great midday record. Good message, cut #3.

JOHN RILEY, PD, WCIL, Carbondale

BLUES TRAVELER *Runaround* (A&M) - Good Midwestern hook.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Great midday ballad.

STING *This Cowboy Song* (A&M) - Just play it.

BILL KLAPROTH, PD, WDBR, Springfield

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Fun, uptempo smash. Just kidding...Touching lyrics, beautiful sound.

MICHAEL GAMBY, MD, WDBR, Springfield

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Smoooooth.

COLLECTIVE SOUL *Ge!* (ATLANTIC) - Will be bigger than the first.

SIMPLE MINDS *She's A River* (VIRGIN) - The more I listen the more I like it.

JOHNNY A, PD, WFMF, Baton Rouge

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - I love this record. This record is a player.

RICH ADAMS, PD, WGLU, Johnstown

FIREHOUSE *I Live My Life For You* (EPIC) - Smoking hit!

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - Good local boys making it big.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This record is here.

ALEX TEAR, PD, WGRD, Grand Rapids

BETTE SERVEERT *Ray Ray Rain* (ATLANTIC) - Great record, could cross over without a doubt.

DURAN DURAN *White Lines* (CAPITOL) - Not your typical Duran Duran, but will catch your ear.

LETTERS TO CLEO *Here & Now* (GIANT) - Great-sounding record that could cross over.

LOUIS KAPLAN, PD, WGTZ, Dayton

ELTON JOHN *Believe* (ROCKET/ISLAND) - It's a hit!

DURAN DURAN *White Lines* (CAPITOL) - Great record.

FIREHOUSE *I Live My Life For You* (EPIC) - A good Rock ballad.

JONNY HARTWELL, MD, WHOT, Youngstown

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - You can never fail with Richard Marx.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - It will light up your phones like a suicide hotline.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Look for the Union Label.

NIRVANA *The Man Who Sold The World* (DGC) - These guys tell no lies.

SHAWN CAREY, APD/MD, WHTO, Williamsport

FIREHOUSE *I Live My Life For You* (EPIC) - If you're going to DJ weddings this summer, don't leave home without this.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Very cool song and has an extremely positive message.

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - Led Zeppelin has *Stairway To Heaven*, Guns & Roses has *November Rain* and this could be the anthem for this quality York, PA band.

**The
Rednex
Are
Coming!**

TRACY AUSTIN, MD, KIIS-FM/Los Angeles

"Troy Aikman was recently spotted dancing to this song...
Big hit in Europe and on its way to the U.S."

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

"Everybody in Texas knows this song."



CHICAGO

1995



DATE:

May 4 • 5 • 6

THE PLACE:

Westin Hotel (312) 943-7200

ROOM RATE:

\$110

PRE-REGISTRATION:

\$150

**REGIONAL
SEMINARS**



**RADIO
'95**

Top40 Disc-overery Club

DENA DESNICK, MD, WJMX, Florence

SIMPLE MINDS *She's A River* (VIRGIN) - Rest happy, Simple Minds are back. Will work real well.

BOB SEGER *In Your Time* (CAPITOL) - A classic. Always excellent.

KENNY KNIGHT, MD, WKDQ, St. Louis

cranberries *Ode To My Family* (ISLAND) - These guys seem to not fail. This is a record.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Perfect daytime record.

PHIL THOMAS, PD, WKMX, Dothan

FIREHOUSE *I Live My Life For You* (EPIC) - Firehouse has a great song. Pop radio needs more of these acts.

BONNIE RAITT *You Got It* (ARISTA) - Huge record, instant phones.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Great Message. Cut #3.

DENNIS DILLON, PD, WKXJ, Chattanooga

FIREHOUSE *I Live My Life For You* (EPIC) - Solid quality music.

SIMPLE MINDS *She's A River* (VIRGIN) - A great band is back.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Nice, meaningful touch to this record.

DAVID SKINNER, PD, WLAN, Lancaster

AIMEE MANN *That's Just What You Are* (GIANT) - Give it the spins it deserves to get reaction.

DAVE MATTHEWS BAND *What Would You Say* (RCA) - Incredible tune. Will do well for you.

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - Instant nighttime reaction. Not limited to teens.

VAN MICHAEL, PD, WNKI, Elmira

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Looks like this record will hit.

BONNIE RAITT *You Got It* (ARISTA) - This is a good core artist.

MIKE PRESTON, APD/MD, WPLJ, New York

FIREHOUSE *I Live My Life For You* (EPIC) - A nicely-timed repeat of the successful run that *Love Of A Lifetime* had a couple of years back.

MANHATTAN TRANSFER w/Phil Collins *Too Busy Thinking About My Baby* (ATLANTIC) - If you program to any kind of an adult, and you can't hear this...I'll pray for you.

GARETT MICHAELS, PD, WPLY, Philadelphia

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - This should be the record that will bust this band wide open. Local boys make good.

TOM PETTY *You Don't Know How It Feels* (WARNER BROS.) - Starting to research really well.

DAVE MATTHEWS BAND *What Would You Say* (RCA) - The surprise hit record of the season. This band is selling tons of records, selling out shows like crazy. All over VH-1 and MTV. Same vibe as Hootie And The Blowfish.

TOMMY EDWARDS, PD, WPRR, Altoona

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - Should do as well as the previous two.

FIREHOUSE *I Live My Life For You* (EPIC) - Great ballad. Knew it was a smash the first time I heard it.

SIMPLE MINDS *She's A River* (VIRGIN) - Back and better than ever.

J.T. BUSCH, MD, WRHT, Morehead City

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This is a smash!

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - This is a great night record.

BILLY SURF, MD, WRVQ, Richmond

DIONNE FARRIS *I Know* (COLUMBIA) - Sounds great on the radio.

REDNEX *Cotton Eye Joe* (BATTERY) - Rednex and Richmond. A perfect combo.

STEW SCHANTZ, PD, WSPK, Poughkeepsie

FIREHOUSE *I Live My Life For You* (EPIC) - Killer ballad, great hook.

DURAN DURAN *White Lines* (CAPITOL) - Can't miss with this as a night record.

LACY NEFF, PD, WVAQ, Morgantown

SIMPLE MINDS *She's A River* (VIRGIN) - A no-brainer. Real hot!

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Very huge night reaction.

FIREHOUSE *I Live My Life For You* (EPIC) - *Love Of A Lifetime*, Part II. This will put them back where they were.

J.J. WRIGHT, MD, WVIC, Lansing

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Hot record, great lyrics.

FIREHOUSE *I Live My Life For You* (EPIC) - They're back, great record.

COLLECTIVE SOUL *Gel* (ATLANTIC) - This is a record.

BILL SHAHAN, PD, WVSR, Charleston

FIREHOUSE *I Live My Life For You* (EPIC) - Sounds like a great one.

SIMPLE MINDS *She's A River* (VIRGIN) - The sign of a band that will be around a long time.

STEVIE WONDER *For Your Love* (MOTOWN) - This is a good one.

LEE ST. MICHAELS, PD, WWCK, Flint

REDNEX *Cotton Eye Joe* (BATTERY) - The next ultimate reaction song.

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Back into a disco beat.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Boyz II Men sound will be a smash. Velvety smooth voice.

THE KID, APD/MD, WAFX, Bangor

BOYZ II MEN *Thank You* (MOTOWN) - A nice change of pace from all the ballads! And it's funky as hell.

cranberries *Ode To My Family* (ISLAND) - This tune has a haunting melody that will LINGER in your head (no pun intended).

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - There could be a huge hit here. The lyrics are very timely.

JEFF BUCKLEY *Last Goodbye* (COLUMBIA) - The *Last Goodbye* and *Grace* deserves to be huge. MTV needs to make a real commitment to break this guy, instead of running Beavis & Butthead all the friggin' time. A brilliant new artist.

CALVIN HICKS, PD, WXXM, Myrtle Beach

SIOUXSIE & THE BANSHEES *O Baby* (Geffen) - Oh baby, this is a hit.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - I love this song, and James Bond would too, so be the agent that plays this hit.

JOHN IVEY, PD, WXKS, Boston

ELTON JOHN *Believe* (ROCKET/ISLAND) - A smash!

REAL McCoy *Run Away* (ARISTA) - Worth the effort to find this record.

BIG DAVE, MD, WZJM, Cleveland

COLLECTIVE SOUL *Gel* (ATLANTIC) - Jerky Boys will be big. Song hyping the movie. Look for Big Dave's remix off this one.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - I was so so at first, but the record is a perfect midday female tune.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Second in the nation on this one. Love the record. Peter and Kim at EMI, bringing it home.

BRUCE STEVENS, PD, WZNY, Augusta

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - They keep getting better.

FIREHOUSE *I Live My Life For You* (EPIC) - Continues to be strong.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This is a hit!

TOM GARRETT, PD, WZOK, Rockford

FIREHOUSE *I Live My Life For You* (EPIC) - Best power ballad I've heard in a long time.

SIMPLE MINDS *She's A River* (VIRGIN) - Strong comeback record for them.

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Tori adds a new dimension to this song.

TOMMY FRANK, APD/MD, WZOQ, Lima

LIVE *Lightning Crashes* (RADIOACTIVE/MCA) - I love this record.

LETTERS TO CLEO *Here & Now* (GIANT) - This record is smoking.

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Phones lit up instantly. Familiar.

JIM CERONE, PD, WZPL, Indianapolis

FIREHOUSE *I Live My Life For You* (EPIC) - Good follow-up to Bon Jovi's *Always...*

LIZ PHAIR *Whip Smart* (ATLANTIC) - Kinda catchy.

ADAM COOK, PD, XL106.7, Orlando

ELTON JOHN *Believe* (ROCKET/ISLAND) - Positive retro sound. Lyrics are positive.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Killer song lyrically. Play it, dammit.

DURAN DURAN *White Lines* (CAPITOL) - Different sound. Hip and cutting-edge for night play.

CHARLIE QUINN, PD, Y107, Nashville

REDNEX *Cotton Eye Joe* (BATTERY) - Can't stress how hot this record is.

DAVE MATTHEWS BAND *What Would You Say* (RCA) - Killer Pop record for college women.

BOYZ II MEN *Thank You* (MOTOWN) - This is the cut for Top40, no doubt.

JOE LARSON, PD, Z104, Madison

FIREHOUSE *I Live My Life For You* (EPIC) - I love this song.

BONNIE RAITT *You Got It* (ARISTA) - She does a good job on this song.

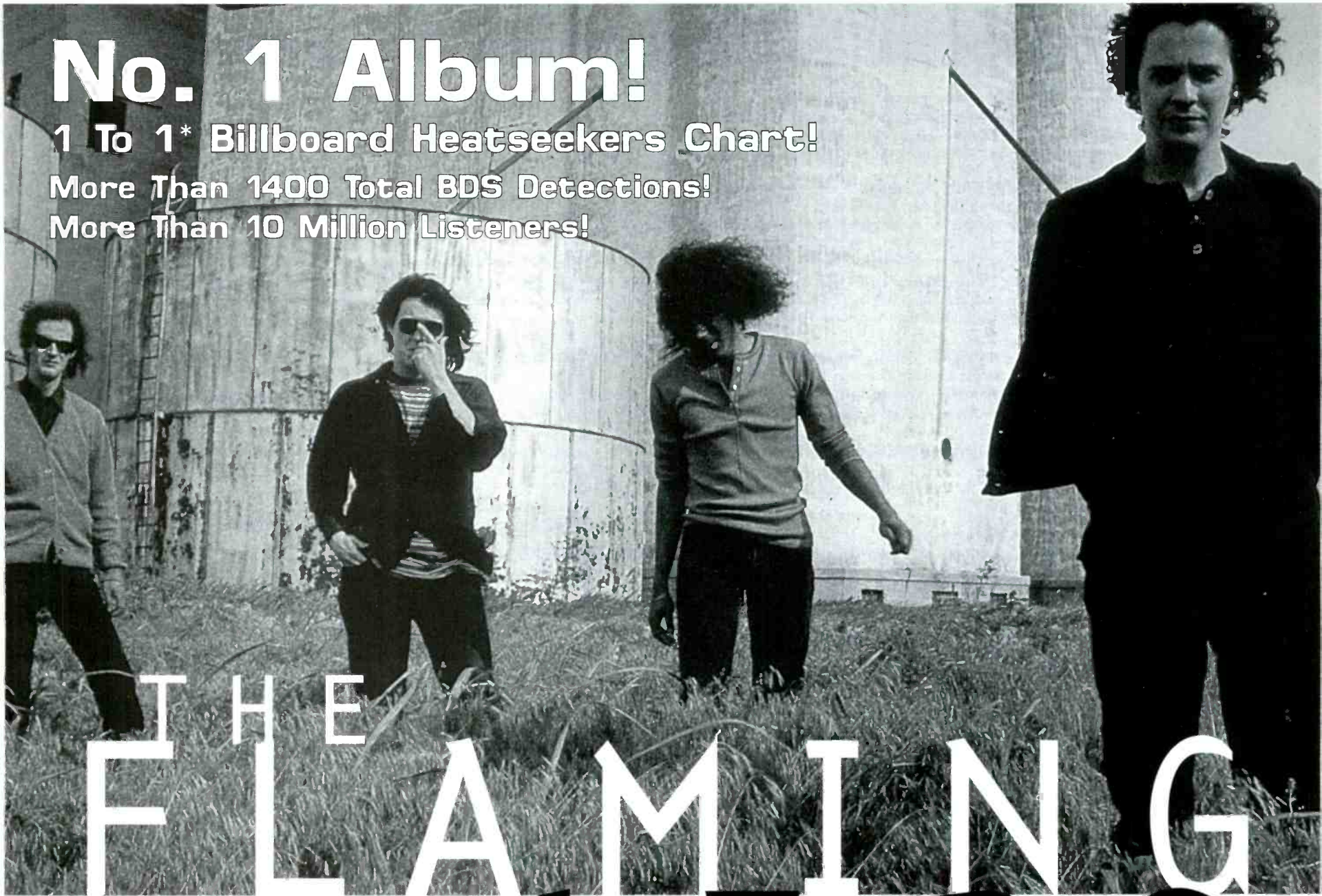
DURAN DURAN *White Lines* (CAPITOL) - This is a hot record.

No. 1 Album!

1 To 1* Billboard Heatseekers Chart!

More Than 1400 Total BDS Detections!

More Than 10 Million Listeners!



THE FLAMING LIPS

Performing
She Don't Use Jelly
On Beverly Hills 90210
March 1.

"SHE DON'T USE

JELLY"



Buzz Bin

FROM THE ALBUM.

TRANSMISSIONS FROM THE SATELLITE HEART

PRODUCED BY THE FLAMING LIPS AND KEITH CLEVERLEY

New Adds Include:

WPLY WZJM
POWER PIG
WGTZ WSPK
WKXJ WWKZ
KGOT WMME
WKDY

Requests:

KRBE Top 10 **WVSR No. 9**
KISF No. 2 **WLAN Top 10**
WKBQ Top 10 **WPXR Top 10**
WPST Top 5 **WA1A No. 9**
WBHT Top 10 **WVSR No. 5**
WZOQ No. 1

SPINS: Q99 47x #1 Requests

WPLY 26x #2 Requests!

KISF 39x	WPST 26x	WHOT 11x
WKBQ 15x	WBHT 20x	WVSR 25x
WAHC 26x	Y97 27x	WZYP 14x
WKSE 12x	KKMG 14x	WHHY 23x
KRBE 13x	KHTT 10x	G105 19x
B97 17x	WABB 10x	KROQ 32x
Z100 13x	KLRZ 23x	99X 12x
WFLY 12x	WGRD 20x	

© 1995 WARNER BROS. RECORDS, INC.

SCOTT BOOKER/HELLFIRE MANAGEMENT



ALTERNATIVE DISC-OVEREY CLUB®

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

KITCHENS OF DISTINCTION *Cowboys & Aliens* (A&M) - Yo, E.T., beam me up, pardner. This is some highly potent Rock from the isle across the big pond...searing guitars soar, sending senses working overtime, cuz it immediately gets under your skin. It's a blitz of power.

RUGBURNS *The Fairies Came* (BIZARRE PLANET) - Capricious serendipity with just enough crunch to rock - it's a Pop song with a damn catchy chorus that sticks like guava juice - you'll keep humming about the fucking fairies all day. The entire EP: A master tunesmith that seems pixilated, but the writing borders on brilliant!

BELLY *Now They'll Sleep* (REPRISE) - Pure ebulliance! Tanya is a Rock goddess!

18TH DYE *Whole Wide World* (MATADOR) - Lo-Fi with the panache of a symphony - a symphony in likeable cacophony, that is...almost euphoric. Also cool on the disc **DONE** *Tumbling Down* (real dark and spooky), *Dive*, *Either*, and *Can You Wink*.

BLACK WATCH *Whatever You Need* (ZERO HOUR) - Polychromatic and poppy.

THE THE *Honky Tonkin* (EPIC) - It's like a country bumpkin that went thru osmosis and ended up some kind of new-age satan...Awesome!

THE PASTELS *Boardwalkin'* (MATADOR) - A blend of sweet melody and glorious harmonies...Poppy and perky.

POP WILL EAT ITSELF *Familus Horribilus* (INTERSCOPE) - A crankin' groove with just a tad of underlying darkness.

THE PRIMITIVES *Crash 95* (RCA) - It's from the *Dumb And Dumber* soundtrack. Delightful!

HEATHER LUKE, PD/MD, KJEE, Santa Barbara

BETTER THAN EZRA *Good* (ELEKTRA) - This band has sooo much hype about them. I heard the buzz way before I received the CD. This CD is definitely going to play a strong part on Alternative's national playlist. It works for anytime of the day and seems to appeal to a large audience.

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

COLLECTIVE SOUL *Gel* (ATLANTIC) - For those wondering if Collective Soul was really a band that fits in the Modern Rock fold, this catchy rocket should remove all doubt.

DIST BROTHERS *My Mercury Mouth* (MOONSHINE) - An instrumental whose coolness transcends words.

RANCID *Salvation* (EPITAPH) - Strong sales here for a long time. Now ready to break big time since they've been smiled on by the MTV Gods.

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

MORRISSEY *Boxers* (SIRE/REPRISE) - We're looking forward to the whole CD of B-sides, etc. to come out.

ADAM ANT *Wonderful* (CAPITOL) - He's back. It's a catchy one.

APACHE INDIAN *Boom Shack-A-Lack* (MANGO/ISLAND) - A fun, Reggae-type tune.

BELLY *Now They'll Sleep* (REPRISE) - This is the coolest song since *Slow Dog*. A first-listen pleaser.

THROWING MUSES *Snakeface* (SIRE/REPRISE) - Funny that I'd have new records from the Muses and Belly in the same week, but they're two great records. Snakeface is very unique, but has that Kristin Hersh signature.

FOSSIL *Tim* (SIRE/WARNER BROS.) - A pleasing tune that hints at XTC. I like everything I've heard from this band.

SHOXSIE & THE BANSHEES *O Baby* (Geffen) - Very catchy and happy. I'm very pleased with the whole album. Many of the songs remind me of Siouxsie's older stuff.

BRYAN FERRY *Don't Want To Know* (VIRGIN) - Like it.

SWEDISH EAGLE, Air Personality, THE IMPORT SHOW, Los Angeles

KILLING JOKE *Jana* (BUTTERFLY/BIG LIFE) - New U.K. single and I'm going out on a limb here, but I think it's the best one yet!

THE MISSION *Swoon* (EQUATOR) - A new single all about falling head over heels in love and just in time for Valentine's Day!

LOVE SPIT LOVE *Wake Up* (IMAGO/VOLUME U.K.) - This acoustic version of the single has a very heartfelt and emotional delivery. I really, really like it. (Available on the Volume 12 - Winter '94 Compilation).

GARBAGE *Yow* (VOLUME U.K.) - Producer Butch Vig's new band, who along with Steve Marker, Duke Erikson and Scottish singer Shirley Manson are proving producers can make amazing music on their own. I just wonder why he waited so long. They are already being called 'The producer super group.' (Available on the Volume 12 - Winter '94 Compilation).

CATATONIA *Dream On* (CRAI/VOLUME U.K.) - This U.K. Indie band consider themselves the biggest band in Wales at the moment and if this song is any indication of what they are capable of, then they may be able to expand that claim soon. (Available on the Volume 12 - Winter '94 Compilation).

PJ, Alt. Personality, WABN, Abingdon

THE THE *I Saw The Light* (550 MUSIC/EPIC) - Completely irrecognizable from the Hank Sr. version, but it's big here in the land where Hank is a God.

SUGAR *Gee Angel* (RYKODISC) - No one sounds like Bob Mould. He's a towering guitar giant.

FREEDY JOHNSTON *Can't Sink This Town* (ELEKTRA) - What a great songwriter, and he gives hope to all guys with receding hairlines.

VICTORIA WILLIAMS *You R Loved* (ATLANTIC) - What a wonderfully uplifting song. To live through what she has with your positive outlook in fact is completely refreshing, next to Alterna-radio's unusual Gen-Angst bullshit.

SAMMY *Inland Empire* (SMELLS LIKE) - It's got a nice, slow groove and a cool sounding guitar.

VELVET CRUSH *This Life Is Killing Me* (550 MUSIC/EPIC) - This tune has really grown on me. I love that swirling guitar-pop sound.

LUSCIOUS JACKSON *Deep Shag* (CAPITOL) - We love the funk!

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

MATT KEATING *Mchappiness* (ALIAS) - A first-listen winner from an underated singer/songwriter.

KEVIN SALEM *Forever Gone* (ROADRUNNER) - This is probably the fifth cut I've featured from this practically flawless album. Why are so many of you ignoring it?

CHRIS CONNELLY *Candyman Collapse* (WAX TRAX/TVT) - Not your typical WAX TRAX release and the last thing you would expect from a Ministry/Revco alumni...A clever, catchy Pop song.

BELLY *Now They'll Sleep* (REPRISE) - A bit of a departure from the first album. I'm eagerly awaiting the full LP.

THE CULT *Star* (SIRE/REPRISE) - A powerhouse of a cut with Ian at his best.

SIMPLE MINDS *She's A River* (VIRGIN) - One of only a handful of bands that can land on any format without sounding like a sell-out.

HOLE *Violet* (DGC/GEFFEN) - Anybody who thinks Kurt is the reason Courtney is on the map just isn't listening.

JASON & THE SCORCHERS *Country Roads* (MAMMOTH) - Saddle up Punk Rock cowboys. This one is a blast!

STEREOLAB *Ping Pong* (ELEKTRA) - I always thought this was the album's standout cut. Hopefully, it won't be overlooked.

AUSTIN GLENN, Alt. Program Director, WZOW, South Bend

BELLY *Now They'll Sleep* (REPRISE) - I have been waiting a long time for the second CD from Belly. If this is any clue as to what the rest of it will sound like, it's gonna be killer. (Oh ya, if Tonya Donnely is reading this, will you marry me?).

THORN *Pacing* (ROADRUNNER) - If you are into the gothic music scene, you will like this song. It's kinda different...It has elements of being Metal, but then they switch gears and go gothic...Give it a spin.

ASS PONY'S *Little Bastard* (A&M) - Another one of those songs that you get stuck singing. Great hook line. You want to keep singing it all day. Constant phones. It's a hit.

JIM 'Chopper' Cohn, Planet Z Mix, Z100, New York

SIMPLE MINDS *She's A River* (VIRGIN) - Instant smash. Best work in years. No-brainer.

DURAN DURAN *White Lines* (CAPITOL) - Kick-ass track makes a good rendition of this classic. Should do real well.

MOBY *Everytime You Touch Me* (ELEKTRA) - Sounds like another dance hit. Pushes all the right buttons with various format mixes to choose from.

SIOUXSIE & THE BANSHEES

FEATURING: **"O Baby"**

PRODUCED BY SIOUXSIE & THE BANSHEES AND JOHN CALE FOR JOHN CALE MUSIC INC.
MANAGEMENT: TIM COLLINS FOR M.I.M. © GEFGEN RECORDS INC.

Chart **43** - **28**

THIS WEEK'S ADDS:

CIMX KXRK WMAD
WLUM WZRH KKNB



DEAD EYE DICK

PERFECT
PERFECT
FAMILY

STATIONS:

WABB

KGLI

WWCK

KUTQ

WHHY

WDDJ

WGRD

WYCR

KMCK

WPXR

WSNL

WJMN

KQCR

KQID

WWKZ

KQIZ

KLYV

KSMB

WZOQ

KWVS

WBNQ

WVIC

KTMT

WIFC

And More!!!

"Band aims to establish a youth oriented following a'la Green Day with this surprisingly potent follow-up. Odds of success for this single from a Different Story are favorable!" **BILLBOARD MAGAZINE**

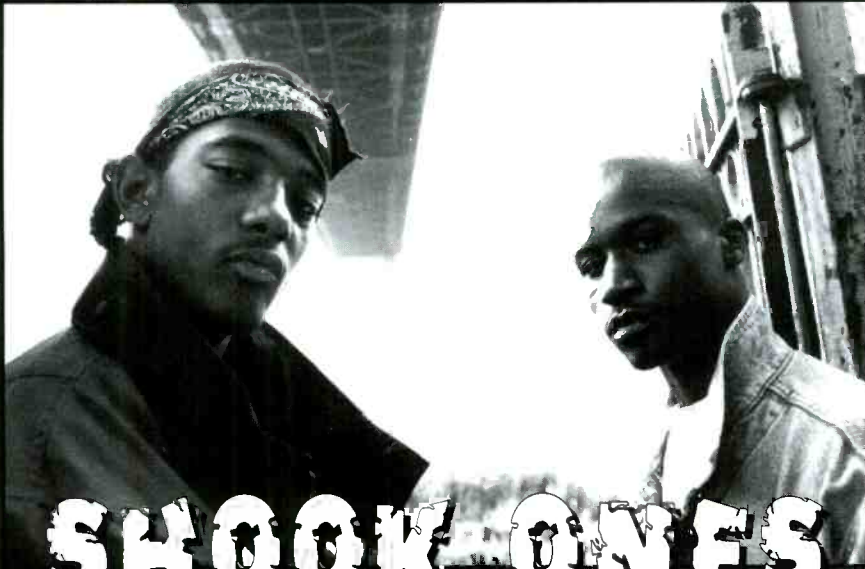


CHIBAN
RECORDS

P.O. BOX 724677, Atlanta, GA 31139-1677 • (404) 419-1414 • Fax (404) 419-1230

The Infamous...

MOBB DEEP



SHOOK ONES

FULL ROTATION ON:

HOT97 - 45 Spins

CUTTING THRU IN THA MIX AT:

92Q

WPGC

PWR96 - Miami

WJMH - Greensboro

POWER106

KMEL

KJYK

**RCA CROSSOVER
PROMOTION**

THA ALKAHOLIKS



FULL ROTATION ON:

**WJMH
HOT97.7**

BREAKING CURBSIDE IN

THA MIX AT:

**THE BOX-Houston
POWER106**

KMEL

KJYK

HOT97

WPGC



REGISTERED
GISTRADA(S)
ELECTRIC, USA.
BMG MUSIC
MG MUSIC



Most Disc-overed for this issue

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

1. **SUBWAY** This Lil Game We Play (MOTOWN)
2. **K7** Move It Like This (TOMMY BOY)
3. **KEITH MARTIN** Never Find Someone Like You (RUFFHOUSE/COLUMBIA)
4. **RAPPIN 4-TAY** I'll Be Around (CHRYSALIS/EMI RECORDS)
5. **ADINA HOWARD** Freak Like Me (ELEKTRA ENTERTAINMENT GROUP)
6. **BRANDY** Baby (ATLANTIC)
7. **APACHE INDIAN** Boom Shack-A-Lack (MANGO/ISLAND)
8. **BOYZ II MEN** Thank You (MOTOWN)
9. **MONTELL JORDAN** This Is How We Do It (PMP/RAL/ISLAND)
10. **69 BOYZ** Kitty Kitty (RIP IT)
11. **BARRY WHITE** Come On (PERSPECTIVE/A&M)
12. **BILLY RAY MARTIN** Your Loving Arms (EASTWEST/ELEKTRA)
13. **BRAND NEW HEAVIES** Spend Some Time (EASTWEST)
14. **DJ QUIK** Safe & Sound (PROFILE)
15. **DURAN DURAN** White Lines (CAPITOL)
16. **E-40** One Luv (JIVE/SIKWIDIT)
17. **FABU** Just Roll (BIG BEAT)
18. **FUN FACTORY** Close To You (CURB EDEL)
19. **ICE CUBE** What Can I Do? (PRIORITY)
20. **MISS JONES** Where I Wanna Be Boy (STEPSUN/TOMMY BOY)
21. **RAPHAEL SAADIQ** Ask Of You (550 MUSIC/EPIC)
22. **REAL McCOY** Run Away (ARISTA)
23. **REDNEX** Cotton Eye Joe (BATTERY)
24. **TRISHA COVINGTON** Why You Want To Play Me Out (COLUMBIA)
25. **CRAIG MACK** Get Down (Q-Tip remix) (BAD BOY/ARISTA)

Reazar's Records

- Reazar's personal pick of the week is Montell Jordan "This Is How We Do It" on Def Jam/Island. Early believers KMEL, WILD107, Z90, WHJX, and WJJS. This record will go all the way so if you don't have it, get it and listen.
- Hot new release this week is by The Symbol formerly known as Prince. The release is "Purple Me" on Warner Brothers, the medley he performed at the American Music Awards.
- Bruce Tenenbaum has done it again!! They've re-issued Al Green's "Let's Stay Together" from the Pulp Fiction movie. This record is already in rotation at most rythmn stations as an old school classic.
- Watch for Keith Martin's "Never Find Someone Like You" on Columbia to blow up this week as Jerry Blair and Charlie Walk put the pedal to the metal.
- Keep your eye on Sam The Beast "The Gucci Dance" on Relativity as Joe Hecht brings in Hot97/New York. Check this out if you haven't heard it.
- Mike Beece is bringing in K 7 "Move Like This" on Tommy Boy. Check who hit it this week: KGGI, KLUC, KBXX, KZHT, KMEL and B96.
- Craig Lambert, Greg Thompson and Val DeLong are on fire with Adina Howard's "Freak Like Me" on the Elektra Entertainment label. Also watch for their new releases by Billy Ray Martin "Your Loving Arms" and Snow "Anything For You".
- A jam you need to check out by Grammy nominated Johnny Guitar Watson doing good on R&B stations is "Hook Me Up" mixed by Dwayne Wiggins of Tony Toni Tone on Bellmark Records. This will be the 'BOMB'.
- "Cotton Eye Joe" by the Rednex on Jive is #1 in Europe and already on KTFM. If you don't have it, it's on the new Hitmakers CD or call Jack Satter at Jive.
- Rappin 4-Tay "I'll Be Around", the old Spinners Jam, has a very familiar hook Check It out on Chrysalis/EML
- The groove record of the week is in your hands now. Fabu "Just Roll" on Big Beat went right on KKSS. Put your ears to it!!!!!!
- The Brand New Heavies are back with a great dance tune #1 at the clubs, "Spend Some Time" on Delicious Vinyl. Also on Delicious Vinyl is a new group called Wascals with a great hip-hop tune "The Dips".
- Still creating massive requests at radio is Spanish Fly "Daddys Home" on Upstairs-KGGI, Z90, KPRR, KWIN, KMEL, WILD107.
- The walrus of love, Barry White is back with a new single called "Come On" on A&M. Early believers are WJJS and WHJX.
- Subway "This Lil Game We Play" on Motown will be a classic. Look at at these new believers: KZHT, KZFM, KTFM, KSFM and KMEL.
- Brandy "Baby" on Atlantic is still jammin with POWER106, KWIN, POWER96, KGGI and WHHH.
- Still hittin' and holdin' are Craig Mack "Get Down" and Notorious B.I.G. "Big Papa" on Bad Boy/Arista and TLC "Red Light Special" on LaFace/Arista.
- SOS/ID is still juckin' with Max-a-Million "Fat Boy", Roula "Lick It" and 20 Fingers with Gillette "Mr. Personality".
- The edited single of Bone Thugs & Harmony "Foe Tha Love of Money" Ruthless/Relativity should be on your desk now. Check it out!!! Dru Down "Mack of the Year" on Relativity continues to roll on POWER96, B96, Z90, POWER106 and WHHH.
- A tune I wanna tip you to is Blessid Union of Souls "I Believe" on EMI. A great mid-day record alerady on WJJS and KYJK.
- Hear's some ear candy for ya. Hot new jams you need to listen to: Black Pants "Do What U Want" Tommy Boy, Stevie Wonder "For Your Love" Motown, Slick Rick "Sittin In My Car" Def Jam/Island, Pharao "I Show You Secrets" Columbia, 4 PM "Lay Down Your Love" London/Island, Tha Alkaholiks "Daaam" RCA, Nine "Whatcha" Profile, Miss Jones "Where I Wanna Be Boy" Stepsun/Tommy Boy, Portrait "I Can Call You" Capitol, Shabba Ranks "Let's Get It On" Epic, Ice Cube "What Can I Do" Priority, D.J. Quik "Safe & Sound" Profile, Fun Factory "Close To You" Curb.

Look for me in the VooKooRay in New Orleans at Gavin!!!!

Barry "The Reazar" Richards



"FOE THA LOVE OF \$"

• #1 Video At  THE BOX
MUSIC TELEVISION
YOU CONTROL

• Exploding At Radio

• Now Exploding At Retail

DRU DOWN

MACK OF THE YEAR

PIMPIN' ON AT:

POWER106 37 Spins

KJYK 20 Spins

KMEL 22 Spins

KHQT 34 Spins

KKBT 24 Spins

KTOW 18 Spins

*"Fattest joint on the West Coast.
Coming at you East."*

FUNKMASTER FLEX

HOT97, New York

FROM THE ALBUM
"EXPLICIT GAME"



JOEY ARBAGEY, MD, KMEL, San Francisco

BARRY WHITE *Come On* (PERSPECTIVE/A&M) - This proves that he's definitely back.

STEVIE WONDER *For Your Love* (MOTOWN) - Classic Stevie Wonder. He could do no wrong.

JODECI *Cry For You* (IMPORT)

KATHY SLEDGE (IMPORT)

ANNIE LENNOX *No More I Love You's* (ARISTA) - She could spit on a record and it would work.

SCARFACE *People Don't Believe* (RAP-A-LOT) - Dope!!

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Very talented vocalist.

SKEETA RANKS *I Like* (NERVOUS) - A dancehall smash with an Urban hook.

ERIK BRADLEY, MD, B96, Chicago

M-PEOPLE *Open Your Heart* (EPIC) - Very fresh.

BILLY RAY MARTIN *Your Loving Arms* (EASTWEST/ELEKTRA) - Smash!

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Sounds nice!

BRAND NEW HEAVIES *Spend Some Time* (EASTWEST) - Potentially a big song.

DIONNE FARRIS *Don't Ever Touch Me* (COLUMBIA) - I love Dionne!

PETE JONES, PD, HOT105, Modesto

SUBWAY *This Lil Game We Play* (MOTOWN) - Pete can't get the hooks of these records out of his head! They are:

K7 *Move It Like This* (TOMMY BOY)

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA)

FOR EXAMPLE *Needed To Be Loved* (MCA)

BOB PERRY, PD, HOT97.7, San Jose

ROULA *Lick It* (S.O.S.) - As expected, big reaction record. Your sales manager may question the lyrics, but hey, it's a hit.

ICE CUBE *What Can I Do?* (PRIORITY) - Also generating street talk and requests.

MARY J. BLIGE *I'm Going Down* (UPTOWN/MCA) - Good immediate reaction.

K7 *Move It Like This* (TOMMY BOY) - If you're not playing this one, you're in a coma.

ROB SCORPIO, PD, KBXX, Houston

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Double the requests from last week.

69 BOYZ *Kitty Kitty* (RIP IT) - Smash!

SUBWAY *This Lil Game We Play* (MOTOWN) - #1 teen requests and Top 5 callout.

VICIOUS *Nika* (EPIC) - In play all day. Good adult phones comin' through.

CARMY FERRERI, PD, KGGI, Riverside

ROULA *Lick It* (S.O.S.) - Big Hispanic female record.

STEVIE B. *Dream About You* (EMPORIA/THUMP) - Sounds like *Because I Love You*, only better.

SPANISH FLY *Daddy's Home* (UPSTAIRS) - Sounds like KGGI.

LIL SUZY *Promise Me* (EMPIRE) - A great dance record.

SONIA JIMENEZ, APD, KGGI, Riverside

2 PAC (INTERSCOPE)

DJ QUIK *Safe & Sound* (PROFILE)

BOYZ II MEN *Thank You* (MOTOWN)

K7 *Move It Like This* (TOMMY BOY)

JAMES COLES, MD, KIKI, Honolulu

RAPHAEL SAADIQ *Ask Of You* (550 MUSIC/EPIC) - Nice to see him do something solo.

P.M.D. *Swing Your Own Thing* (RCA) - The bomb.

BOYZ II MEN *Thank You* (MOTOWN) - Wish it was the next single, cause I'm tired of the slow songs.

E.G. FULL OF LOVE *Divas To The Dance Floor* (EMOTIVE) - Works on the house tip.

SCOTTY SNIPES, PD, KIX106, Providence

USHER *Thinking Of You* (ARISTA)

TRISHA COVINGTON *Why You Want To Play Me Out* (COLUMBIA) - Check this one out.

SAM THE BEAST *Gucci Dance* (RELATIVITY)

SLICK RICK f/Doug E. Fresh *Sittin In My Car* (DEF JAM/ISLAND)

RAPPIN 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS)

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

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - I think it's a great record.

RAPPIN 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS) - Another hit.

DJ QUIK *Safe & Sound* (PROFILE) - Could be something.

ROY JAYNES, PD, KKSS-FM, Albuquerque

DA BUSH BABEES *Remember Me* (REPRISE) - Starting to sell in Albuquerque with no play.

FABU *Just Roll!* (BIG BEAT) - Great female-sounding record. Think it will be a monster.

METHOD MAN *Bring The Pain* (DEF JAM) - Great night record.

COOLIO *Mama I'm In Love* (TOMMY BOY) - Great follow-up to *Fantastic Voyage*.

KAHUNA, PD, KLRZ, New Orleans

APACHE INDIAN *Boom Shack-A-Lack* (MANGO/ISLAND) - A happy, uptempo song that has the phones hoppin'.

CRYSTAL WATERS *What I Need* (MERCURY) - It's a jamming tune, especially the remix by Erick Morillo.

DURAN DURAN *White Lines* (CAPITOL) - This tip from the Reazar helped me get this song on the air. This song generates loads of phones from females.

CAT THOMAS, MD, KLUC, Las Vegas

K7 *Move It Like This* (TOMMY BOY) - Great record. Sounds good on the air. Very reactive.

69 BOYZ *10 Chicken Wings And A Bottle Of Dom* (RIP IT) - From the 69 BOYZ CD. Instant night phones guaranteed.

TLC *Red Light Special* (LaFACE/ARISTA) - Put it on! Top 10 phones within a few days.

DAVE DANIELS, MC, KMEL, San Francisco

SLICK RICK f/Doug E. Fresh *Sittin In My Car* (DEF JAM/ISLAND) - The second single off the album is the bomb! My man can sing.

CRAIG MACK *Get Down (Q-Tip remix)* (BAD BOY/ARISTA) - Aaahhh boy. Yo Double Barrel, mad vibe kid.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Dude can sing, and the hook sounds like...Boyz II Men, I think so.

E-40 *One Luv* (JIVE/SIKWIDIT) - Mr. Flamboyant came through on this one. It's federal from the Bay.

ME'SHELL N'DEGEOCELLO *Soul Searching* (550 MUSIC/EPIC) - Check this one out.

BOBBY SATO, MD, KPSI, Palm Springs

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Good reaction from adult females, but hard to understand. Try singing it.

APACHE INDIAN *Boom Shack-A-Lack* (MANGO/ISLAND) - Very much like Willi One Blood.

BRANDY *Baby* (ATLANTIC) - I'm down with this one too. Can't wait till I hear a remix.

MARK FEATHER, PD, KS104, Denver

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - Sounds like early New Edition.

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Standing out above the rest of the pack.

FUN FACTORY *Close To You* (CURB EDEL) - A good dance record.

DAVE FERGUSON

YOUR STATION VOICE/HOW LONG?

Last week I wrote on the subject of how many promo/liner voices a station should have at one time. The second part of the question is how long should you keep a station voice? A year? Two years? Five years? Just as with last week's column there are different schools of thought on this subject. Each of them when implemented correctly seem like they could be effective.

If you're of the school-of-thought that a station voice should be somewhat of a character, possessing personality and charisma, then upon finding the right person for that role, I would imagine I'd want to keep him or her for as long as your station was promoting the type of image, (or format), for which you hired him or her in the first place. In other words you'd keep the voice that gives you "stationality" for as long as you were in that format. Maybe even longer. If the format change was more of an evolution with the times than a complete change in music type. I've been doing voiceovers for over four years now, and have some stations that have kept me the entire time for that exact reason. I am not an announcer voice on the station, but a "staple" of the station. Changing me would in effect make the station sound completely different even if the music and personalities didn't change at all.

Which brings me to another school-of thought:

Purposely changing the station voice for the reason of making the station sound completely different, even though the music and personalities stay the same. Some program directors do that every couple of years to freshen-up their stations. Other stations have the kind of station voices that are pretty much kept in the background anyway. More like generic booth-announcers than actual living, breathing, personalities. I suppose if you were to use that approach, it wouldn't really matter how often you changed voices.

Of course there's always the complete format change. In such a case, not only is the station voice almost always changed, etc are the jocks and other on air personalities. Also, some program directors have their own "favorites" that they use at whichever station they program-regardless of the format. If you're going into a winning station though, why upset the chemistry just because you have your own personal favorite? Unless of course it's me! In that case, upset the chemistry all you want! I need the business!

The only time I can remember ever being released as the station voice for reason other than format change or PD turnover is by a station in Dallas. Believe me, the parting of the ways was of mutual desire. They couldn't seem to get there sh-t together. Faxes were always late. The copy was more stale than a year old bagel. And demands were way too high for what they were paying me. So finally one day my office recieved some copy



an hour or so after the copy deadline, and when I said it would be the next day before I could get to it, they told me that wasn't good enough, and not to do it at all. (Truthfully I had already cut it. I just wanted to give "em some hell for being so late). It cost me the client, but I rather not have a client than sound bad on a client station. Doing things hastily-especially when the writing is as poor as it was on the station I'm talking about- makes everyone involved sound bad.

That's it from the artist formally known as Dr. Dave. As always I'm eager to hear your comments and suggestions. Feel free to give feedback.

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

CLUB MUSIC COMES BACK TO RADIO!

Have you noticed? Club music is back on a radio near you. Just look down the charts and you'll see Germany's Real McCoy, a group signed while on a club tour, now with two major US hits! Corona, an Italian group that's been a number one seller on eight different labels in almost as many countries. New York's Lil Suzy and K7 are retailing and playin' on the air and in the clubs.

Dance or club music has seen some lean years in recent history. Club music hurt itself because they were busy developing track acts or producer acts versus artists. You know, real artists with real vocals instead of just tracks.

Now the club music industry is building up artists again. There's is also less use of the word "dance". That's seen as a limiting term. Today it's "club" music, which includes Miami Bass, Rap, House, Hi-Energy, Hip-Hop, Freestyle and other forms.

According to some in the club music industry, street driven music trades like HITMAKERS are having a big effect on this new club music movement. Combined with radio stations like WILD 107 San Francisco, Power 96 Miami, B96 Chicago, KTFM San Antonio and other cross-over style stations is creating a new club music movement with the audience.

Bruce Saint James at Power 106 in Los Angeles is well known for watching for that "right buzz" from his club

and mix show jocks before committing to a club tune.

What's happening in the clubs these days? There's a move to generate real artists. In the last year there's been a move from just good house music tracks to a renewed emphasis on the quality of the vocal, the hook and the artist.

Just a few years ago a successful club act would hit the club circuit with three or four different groups all operating with the same name at the same time. Just stage people who performed to a track. Back in the studio there was the real group, which was a production team. Now the emphasis is on creating all artist. That's the difference.

Other factors that had a negative effect on club music have been the cutback of vinyl servicing, too many record pools, the media focus on street crime and the recently ended recession.

One industry person long associated with club music, radio and independent record labels is Fred Meld. Fred is the National Promotion Director of MS Distributing Company. Fred is based in San Francisco, he represents 150 independent labels, some that are worked regionally and some labels that are worked nationally. This includes urban, rhythm, dance, jazz, AC, basically every format.

Fred has the sales figures to prove club music is making a comeback. "In the last year sales have gone from ten to fifteen thousand units on a club music single to sixty to eighty thousand units."

"Sales often start with a radio station mix " According to Held, "Power 96 Miami mix DJ Phil Jones will hear a record, he'll turn MD John Rogers and PD Frank Walsh



on to it. Next thing you know it's carted up, tested, boom it's selling in Miami! Give it a few weeks and Chicago, San Francisco and Los Angeles are there."

Watching the overseas charts is another part of club music. Italy, England, France, and Germany are the starting grounds for many hi-energy tunes that appear later in the US like Real McCoy and Corona.

So what does Fred Held see looming in the future? Jocelyn Enriquez "Big Love" on Classified Records, Third Nation on East West/Champion, Miranda on Sunshine Records, Chicago's ID Records, DJ Trans on Attitude Records, Fascination and Swing 52 on Cutting Records. If you need service call Fred at MS, (415) 362-4570.

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.

RICK THOMAS, PD, KSFM, SacramentoMONTELL JORDAN *This Is How We Do It* (PMP/RAL/ISLAND)BRANDY *Baby* (ATLANTIC)69 BOYZ *Kitty Kitty* (RIP IT)SUBWAY *This Lil Game We Play* (MOTOWN)THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA)KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - No. 1 record.**CLIFF TREADWELL, PD, KTFM, San Antonio**REDNEX *Cotton Eye Joe* (BATTERY)SUBWAY *This Lil Game We Play* (MOTOWN)ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)**MIKE TIERNEY, PD, KUBE, Seattle**ICE CUBE *What Can I Do?* (PRIORITY)MADONNA *Don't Stop* (MAVERICK/SIRE/WARNER BROS.) - Check this one out.K7 *Move It Like This* (TOMMY BOY)BRANDY *Baby* (ATLANTIC)**BOB LEWIS, PD, KWIN, Stockton**E-40 *One Luv* (JIVE/SIKWIDIT) - Most amazing record I've heard in a long time.K7 *Move It Like This* (TOMMY BOY) - Took a little while, but it's moving.ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Just as big as everybody said.MISS JONES *Where I Wanna Be Boy* (STEPSUN/TOMMY BOY) - A nice hip hop dance groove record.**LARRY MARTINO, PD, KXTZ, Las Vegas**ROCHELLE *Praying For Angel* (S.O.S.) - Getting good phone action.TLC *Red Light Special* (LaFACE/ARISTA) - Also getting good phones, and the album is selling.KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Huge phones.REAL McCOY *Run Away* (ARISTA) - #1 request after two weeks.**CHARLIE MAXX, APD/MD, KZFM, Corpus Christi**MAX-A-MILLION *Fatboy* (S.O.S.)PORTRAIT *I Can Call You* (CAPITOL)PHARAO *Show Your Secrets* (COLUMBIA)FUN FACTORY *Close To You* (CURB EDEL)**PHIL JONES, AMD, POWER 96, Miami**URBAN DISCHARGE *Drop The House On That Bitch* (DIG-IT) - Slammin' club record, great reaction record.SKEETA RANKS *I Like* (NERVOUS)MOB DEEP *Shook Ones Part II* (RCA)AFRO RICAN *Get My Freak On* (HIP ROCK)**LUCY BARRAGAN, MD, Q105, Oxnard**FABU *Just Roll* (BIG BEAT) - Sounds a lot like Changing Faces.ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Early phones, and starting to see local sales.BROWNSTONE *If You Love Me* (MJJ/EPIC) - Phones and sales keep growing.BRAND NEW HEAVIES *Spend Some Time* (EASTWEST) - Do as the title says.KUT KLOSE *I Like* (ELEKTRA) - Used to be the female vocalists who backed up Keith Sweat on Get Down.RAPPIN 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS) - Better than Players Club.SUBWAY *This Lil Game We Play* (MOTOWN) - It's not just another ballad, it'll be a standard.GERALD LEVERT *Can't Help Myself* (ELEKTRA) - Great adult record.**MAURICE DeVOE, MD, THE BEAT, Los Angeles**DA BRAT & NOTORIOUS B.I.G. *B-Side* (WORK) - With these two working together, there's no way this song won't be a smash.SUBWAY *This Lil Game We Play* (MOTOWN) - From the first time Michael Bivins played this for us, we knew right there and then it would be a huge record.IV XAMPLE *I'd Rather Be Alone* (MCA) - This group sounds like it could very well be the next Boyz II Men.**GREG BRADY, MD, WHJX, Jacksonville**MONTELL JORDAN *This Is How We Do It* (PMP/RAL/ISLAND)KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA)RAPPIN 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS)BARRY WHITE *Come On* (PERSPECTIVE/A&M)4 P.M. *Lay Down Your Love* (NEXT PLATEAU/ISLAND)**BOB HAMILTON, PD, WILD107, San Francisco**STEVIE B. *Dream About You* (EMPORIA/THUMP) - This has great possibility.RAPPIN 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS) - I like this a lot.ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Sounds hot to me.BOYZ II MEN *Thank You* (MOTOWN) - Will be a big uptempo record.**MICHAEL MARTIN, APD/MD, WILD107, San Francisco**RAPPIN 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS)RAPHAEL SAADIQ *Ask Of You* (550 MUSIC/EPIC)GILLETTE w/20 Fingers *Mr. Personality* (ZOO)**DAVID LEE MICHAELS, PD, WJJS, Roanoke**MONTELL JORDAN *This Is How We Do It* (PMP/RAL/ISLAND)APACHE INDIAN *Boom Shack-A-Lack* (MANGO/ISLAND)BILLY RAY MARTIN *Your Loving Arms* (EASTWEST/ELEKTRA)REDNEX *Cotton Eye Joe* (BATTERY)TRISHA COVINGTON *Why You Want To Play Me Out* (COLUMBIA) - Check this one out.**CAT COLLINS, MD, WJMN, Boston**NINE *Whatcha* (PROFILE) - Slammin'!MISS JONES *Where I Wanna Be Boy* (STEPSUN/TOMMY BOY) - Check this one out.VICIOUS *Nika* (EPIC) - Good early phones.**SCOTT CHASE, MD, WOYV, West Palm Beach**LABOUCHE *Sweet Dreams* (IMPORT) - Another high-energy, techno dance jam like Real McCoy, Culture Beat, etc. It hasn't gone domestic yet...beat your competition to the punch.DURAN DURAN *White Lines* (CAPITOL) - I love this song!! There is a version for everyone...mix in the original, and you've got one slammin' remake remix.STEVIE B. *If You Still Love Me* (EMPORIA/THUMP) - It's cut #7 on the CD. Vintage Stevie B freestyle. Lots of energy and intense breaks.BRANDY *I Wanna Be Down* (ATLANTIC) - This is our #1-testing record in females 22-28. Keep bangin' it.REAL McCOY *Run Away* (ARISTA) - We're on it! We're lovin' it! Even the Hatfields love it.**JAMES DEE, MC, Z90, San Diego**BRANDY *Baby* (ATLANTIC) - Great follow-up, should do well.SHABBA RANKS *Let's Get It On* (EPIC) - Sounds great in middays. If you haven't heard it yet, you have to check this out.SUBWAY *This Lil Game We Play* (MOTOWN) - Good slow jam.SAM SNEED *U Better Recognize* (DEATH ROW/INTERSCOPE) - Featuring Dr. Dre. This cut should blow up.

Finding Tomorrow's Promotion Directors

By Paige Nienaber

When I first got into radio Promotions in 1981, it was a fledgling field, and our station was one of the few in Portland to have taken the big leap into developing such a department. Since I had failed miserably as a weekend jock, but would work cheap, they wanted to stick me somewhere and Promotions was it. "By the way, starting Monday you're going to be helping out in Promotions" is a very popular line heard by many of the Promotion Directors who worked in the early '80s. And today too.

The role of a Promotion Director is a unique one. You serve both Sales and Programming and are supposed to maintain a 50/50 balance between those two departments, which undoubtedly leads to conflicts. I've always believed that if I was doing my job correctly, someone was going to be seriously pissed at me at any given time. My duty was to make sure that it was for the right reason.

"It's a thank-less job", says Quincy McCoy, PD at WBLS in New York City. "No one ever tracks you down on Monday morning to congratulate you for that great event on Saturday that required you to be into the station at 4:30am after a full night of club promotions. They only come after you if it sucked." That, plus the lower-than-average (for a Department Head) pay, and the 100+ hour weeks does not make this an attractive field for many people getting into radio. There are very few people who wake up one morning and say "I want to abandon all semblance of a normal life, give up all of my hobbies and past-times, take a pay cut work and become a radio Promotion Director!"

There is no doubt that the position is playing an ever increasing role in the industry. "The Promo person, like the Production Director, is usually very under-appreciated. These two people are critical in creating the image and character of the station", says Mary Catherine Sneed, Executive VP/ Radio for Summit Broadcasting. Someone who concurs with her is Bob Visotcky, the General Manager of KYLD/ San Francisco. "They're your contact person who keeps you topical and tapped into what's

happening in the community, and they play a big part of developing the station's attitude both on the air and on the streets", says Visotcky.

So where are tomorrow's Promotion Directors? Often they're right there under your nose, already filling positions at the station.

McCoy: "Sometimes they're the airstaff. They have the experience of working the streets and have hopefully developed some great people skills, which are very important if you want to be a successful Promotion Director.

Sneed: "Don't pigeon hole people like 'Oh, she's just a receptionist'. You have to identify the people within your station that can fill the specific needs you have, and then work with them. If the station already has lots of highly creative people, then go for someone who is extremely organized and can whip all of that creativity into some sense of order so that it can work."

And that brings up a good point.

"I've always believed that if I was doing my job correctly, someone was going to be seriously pissed at me at any given time."

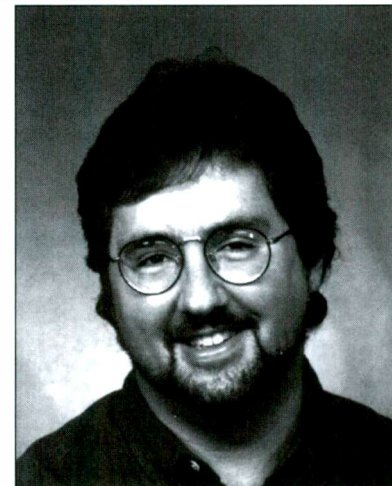
In a perfect world your Promotion person would be both creative and organized. But that is rarely the circumstance. I was one of those real out-in-left-field people who sat in my office all day playing with Legos and coming up with extremely bizarre contests and events. But when it came to details I was outright dangerous. That's why I surrounded myself with extremely organized assistants who knew me well enough to know just what critical detail I was going to forget.

You don't have to be really creative, or creative at all, if you want to be a good Promotion Director, but it helps. It's the skill

that people are looking for. "I'm always on the look out for someone who's positive, got a great attitude and is highly creative; constantly thinking outside of the box", says Bob Visotcky.

"The hardest is finding someone who's both creative and organized" says Mary Catherine Sneed. But these individuals are that rare 4% of the working Promotion Directors and usually their GM's recognize how fortunate they are and have them entrenched in bonuses and benefits. The synopsis? If you can find someone who has both these skills, great. If not, you don't have to be ultra-creative to be a great Promotion Director. There are many terrific ones who are outstanding implementers, and have someone else inside the station coming up with the ideas.

With all of the new software and technologies that have arrived in recent years, Quincy McCoy recommends looking for a Promotion Director who is tapped in to these aspects of the business. "Find a person who



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

reliant on spending a million dollars. I'll be keeping my eyes open for people who are coming from smaller markets where they might not have become spoiled by big budgets, which don't force you to be creative anyway", says Bob Visotcky from Wild 107.

Last Summer I was asked to speak about Promotions at a radio convention and asked the assembled audience how many thought their Promotion Directors were doing a good job. In a room filled with over 500 people, I saw only a few hands go up. A Promotion Director is a resource. Kind of like research, he or she is only as good as you use them.

With the high burnout rate and the changing industry and its related technologies, you should constantly keep your eyes open for those individuals who can be taken and molded into the promotional heroes of the future. "If you've got a really good and aggressive intern or assistant, identify them as someone that you can work with and bring along till they can step into the job", says Mary Catherine Sneed with Summit Broadcasting. It sure beats "by the way, on Monday you're going to start doing Promotions full-time."

reads 'Wired' magazine in their spare time. If they can master all of these computer skills, it will free them up for brainstorming and creative time." Quincy also looks for a candidate with "killer people skills" and great writing ability. He stresses that communication is so critical to the position, that you have to excel at these talents.

And if you're expecting that budgets are suddenly going to blossom and there will be more money to spend on Promotions and Marketing in the future, don't hold your breath. "That's why future radio Promotion Directors should not have come from situations that force them to be



AS THE VINYL SPINS

By Michael Futagaki
(415) 282-4466

I'd like to start this off by giving my thanks and props to the people who came together with me to make the January 27th mixer dinner at Loscoe's (The one in the hood, baby, forget the Hollywood hype!). Much love goes to Marcus Morton at EMI, Jennifer Norwood of Big Beat, BMZ from interscope, Kelly Woo from priority, Julie of Quality fame and Carmelita Sanchez representin' Delicious vinyl for letting their credit cards join mine in hooking it all up. An extra thank ya goes to Brother Woo for handling the logistics and being the main point man. There were so many mixers there from Power, The Beat and the street, that I'd run out of space doing a roll call. This was a gathering of those on the street, make no mistake about it. If you want in on the big mixer party in New Orleans at the Gavin get up with me.

Thanks to Marthe Reynolds, Jon Stockton and Cave Barbis for hooking up the Monte Jordan party on the 26th. It was great seeing everyone there especially Y?N-VEE. Yo, speaking of Y?N-VEE, We've been talking about the B side to "I'm Goin' Down," which is "Tricks N Trainin'," for a minute now. That there is the shot, so don't sleep! Just for the record, Paul Stewart who manages coolio, The Pharcyde, Ill Al skratz and G.A.T., in addition to his duties as Vice president of A & R for Def Jam and Director of Def Jam West, is the man behind Montell Jordan and Y?N-Vee, as the two acts record for his PMP/Def Jam label. Speaking of G.A.T., thanks to Brian Samsor and Fred Nassar of MCA for coming through and letting me peep the debut single, "Smiling Faces Sometimes". Check for this one, cause it's a 1 that! Much love to Marthe Reynolds and Dave Barbis for hooking us all up with chow after the party. On the escapade side Carmy Ferrari (KGGI), Lucy Barragan and assistant, Leilani (Q-105), along with myself had a great time kickin' it till 3:00 AM. Don't worry, Carmy, we won't rat on ya! If anyone's looking to steal a great assistant who's sweet as the day is long, take a drive up to Oxnarc cause Leilani aint no joke! You show 'em baby!

Thanks to Mike Nardone and Emz for having us all up on "The Joint" on The Beat and also to Eric and Nick Vida (The Baka Boyz) for inviting us to come through at KPWR. It was also great seeing Tha Ruffnex in the house. Be on the lookout for L.A. rapper, Key Kool along with DJ Rhettratic, to come your way with some-thing tight in March on Up Above Records. Best wishes go to Shaye Sullwold who has left Warner Bros. and is moving on to other endeavors. Don't worry about her, We'll keep ya posted. Much appreciation to Dave Jurman at Columbia for the cool mix show tapes he sent our way. David "The Baron" Sanchez at Radical is doing well with 2 Unlimited, "Get Ready For This" coming in with over 1500 BDS spins out of 84 stations. The RBL, "Bounce To This" has sold well over 100,000 units and continues to make gains all over the country. Rappin 4-Tay's highly anticipated, "I'll Be Around," is going to take the album to a whole new level, and now Dog Day Records in Oakland has sold over 10,000 copies of 11/5's debut album, "Fiendin 4 Tha Funk," in three weeks. The album entered the Billboard R&B album chart at #97 with a bullet. Since Dog Day has yet to find a distributor, these sales were all C.O.D! The title track is dope, but my call is for "Brcusin". Thanks to Cary Vance from Profile for the Nine, "Whutcha want" remixes which should only add to a fine record. By the way, Cary, Tony and I send our love and prayers to your newborn twins Austin and Dylan. Keep on the look out for the Nonce, "Mix Tapes" record on American. We've been following this one since Ray at Wild West was working it. Greg Lee at Warner Bros. says that the record is #41 with a bullet in L.A. Soundscan and he sends his props to Michelle, Bruce and The Baka Boyz: at Power 106. Anthony "A.D." Daughtry called in to hip me to the next Simple E. cut, "Network," produced by Ali Shaheed from Tribe Called Quest, complete with remixes by Funkmaster Flex.

We're standing with Darryl Lindsey of Atlantic who's got the Coolio and The 40 Thevz, "Dial A Jam" off of the Jerky Boys Soundtrack. Darryl says, "I believe that Coolio is an asset to the Crossover Radio arena, and I'm hoping that with the opening of the movie, there will be added excitement behind the single". Also stay up on the Roots with Roy Ayers, "Proceed I #2" complete with remixes by Da Beatminerz. On the dance tip check for all the new releases coming from Ertotive including the E.G. Fullalove, "Didn't I Know (Divas To The Dance Floor)". If you're coming up short, call Ronnie at Ertotive, 212-645-7330. Also check for Kleo's new single, "I Got Love" with house mixes Produced and mixed by Ralphi Rosario and Joey Batts. Call Joey at 818-566-1388. The Horse at Jive says that if your having trouble with FuSchnickens, "Sum Dum Murkey" Being too fast, pitch it down and work with it. Also early love on E-40, "I-Luv", it's gonna be bigger than "Captain".

The Jocelyn Enrriquez, "Big Love" is starting to gain a lot of steam on both daily conversations and the conference call. Check for DJ MIDIMACK'S Club Wild mix. Not only is he my home, but he does great work. If you need a copy, call Rex Santa Elena at Classified Records, 510-475-5760. Thanks to Jeff from DJ International Multi Media for letting me peep the Kool Rock Steady, "Rude Boy" Kool Rock Steady was the voice behind the Fidelity hits "Yolanda" and "Warma Get Busy". The new contact at Uptown is Chuck Bore Director of Street And Rap Promotion, 212-758-6446. Tell him we sent ya Peep the Crazy Leggs, "Happy And U Know it" on Pandisc. It's kicking up spins at Power 96 and 20 other stations. Also it's in the mix at KFBE, WEOW and 23 other stations. It's a nutty joint, but it's #1 in sales in Miami!

Prince Ice of KMEL has done a West Coast AND an East Coast remix for REL "Bounce To This" on In A Minute Records. DJ SMOOVE of KJMJZ in Dallas did a remix of "It's Eddie Bone" which is the flip.

side of Tommy Boy recording artist Eddie Ecne's, "Check The Game" 12" Didn't Dave Meyer of KMEL have something to do with that Rated X shot, "It Don't Fit" on Tandem before he got arge?

Get your pens and paper ready Emanuel "E. Man" Oquiza joins KPWR, Power 106 as a mixer. His address is 6430 Leone Way, Cypress, CA. 90630. His phone numbers are 714-826-2414 or 310-885-1940. Tony Rainy down at WJMH has been pretty busy lately cause he's one half of the M.D. team holding everything together since Bushman split. More on Tony later. B. Swift at KBXX is venturing into the dance realm. Send dance product to 2000 Post Oak Blvd Ste. 2100 Houston, TX. 77056. He can be paged 713-906-7267.

Paul Washington's known for his urban mix show at WYBC, but his Saturday Night Dance Party chart looks good, too. His address once again is 14 Longview Cr. Bloomfield CT 06002. Call him at 203-243-2017. If you can appreciate underground DJs breaking hip hop records, pay close attention. DJ Rhettratic's Broken Abstract Syndrome show airs on ELA (UCLA) on Sundays from 5:00 to 8:00 PM. His address is 13620 Hart Dr. Cerritos, CA. 90703. He can be reached at 310-926-5001 and 310-403-7884. Mark McIntyre spins or 1430 KJAY (community station). His address is 7044 Cromwell Way Sacramento, CA. 95822. His numbers are 916-391-0401 or 916-736-5107. Bobby G. has moved Soul Disco Record book to 1542 Bush St. San Francisco CA. 94109. His new number will be 415-776-2357.

See ya in New Orleans. Maybe you can be down with us at the big mixer dinner hosted by all of us cool folks! On a final note, getwell, Mojce. We've got a lot of prayers thoughts and heart with ya. Peace, Strength and God. I'm out!

URBAN RECORDS:

E-40, "I-Luv" Jive, G.A.T., "Smiling Faces Sometimes" MCA, CHANNEL LIVE "MAD-IZM" Capito, WAY 2 REAL, "The Butterfly" Solo Jam, MASTA ACE INC, "The Inc. Ride" Delicious Vinyl, 11/5, "Brcusin" Dog Day, RAPPIN 4TAY, "I'll Be Around" EMI, SNOW, "Anything For You" EastWest, FU-SCHNICKENS, "Sum Dum Munkey" Jive, SAM SNEED, "U Better Recognize" Death Row/Winterscope

DANCE RECORDS:

KOOL ROCK STEADY, "Rude Boy" DJ International Multi Media, AMAZING MANFRED, "Let Me Be Free" SOS, FEDNEX, "Cotton Eye Joe" Battery/Zomba (Hit: Horse up for ill!), REFERCUSS ONS, "Promise Me Nothing" Reprise/Warner Bros., JOCELYN ENFIGUEZ, "Big Love" Classified, SWING 52, "Color Of My Skin" Cutting, SARA PARKER, "My Love Is Deep" Vestry

LAWLEY'S LICKS:

KEITH MARTIN, "Never Fird Someone Like you" Columbia, MAX A MILLION, "Fat Boy" SOS, IV XAMPLE, "I'd Father Be Alone" MCA, FABU, "Just Roll" Big Beat, NINE, "Whutcha Want" Profile, RAFAEL SAADIQ, "Ask Of You" 550 Music, LA BOUCHE, "Sweet Dreams" BMG



SOUTH

Follow-up to their debut Gold Album, "Quad City Knock"
featuring the Multi-Platinum Single "Whoop There It Is".

The creators of **Trunk Phunk** are back once mo' 'gen
stampeding up the charts with their hot new release **"Rodeo"**

SPINNING AT:

- | | |
|---------|------|
| 102JAMZ | WFXE |
| WJMH | WZHT |
| PWR96 | WEAS |
| WJJS | WOWI |
| WOVV | WCDX |
| KPRR | WWWZ |
| KBXX | WPEG |
| WHHY | WTMP |
| KTFM | WRBD |
| KJ103 | WBLX |
| KLUC | KJMZ |
| KIIS-FM | KKDA |
| Z90 | KIPR |
| KUBE | KSJL |
| WVEE | KMJJ |
| WFXA | WJBT |

With **300** BDS Detections
and 2 Million Listeners

Billboard Hot 100
Singles Sales *64-*50



For your free CD call:
(407) 898-2009
715 N. Fern Creek Avenue
Orlando FL, 32803

DJ GROOVE, Z90, San Diego

RALPHI ROSARIO f/Donna Blakely *Gotta New Love* (UC) - This record you must have! All cuts are slam'n.

BUTCH QUICK *Always* (EMOTIVE) - Check out the Peak Hour Dub mix! This record is hot!

BLONDIE *Atomic* (CHRYSALIS) - Check out Armand's Mix! This shit is fat!

TRANS CONTINENTAL *I Can Learn To Like This* (DIGITAL DUNGEON) - This record is gonna be huge on the underground scene!

DJ SPEN, 92Q, Baltimore

L.L. COOL J *No Airplay* (WHITE LABEL) - I did my own radio edit of this joint cause it's sooo phat, it's just gotta get some exposure! If you don't believe me, check it.

SHOWBIZ & A.G. *Next Level* (PAYDAY) - Another joint that might be considered a classic from the Payday camp. The samples are just all that! But, the one thing I love about this 12 inch is the Premier remix which is just as phat!

OL' DIRTY BASTARD *Brooklyn Zoo* (ELEKTRA) - It's da shiznit! It's different! It's crazy as fuck! If you don't like it, you got problems!

KEITH MURRAY *Get Lifted* (JIVE) - People make the world go round...laid back, hypnotized to da funky sound. Nuff said!

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM) - This record marks the return of something that has been missing for a long time in Rap music. This record has a DJ friendly mix that will make any DJ in the USA. play the shiznit out of it! Thank you Charles Dixon!

TONY MORRIS, BOSS97, Atlantic City

JOCELYN ENRIQUEZ *Big Love* (CLASSIFIED) - I Like the Freestyle Mix.

THELMA HOUSTON *Don't Leave Me This Way* (DIG-IT INTERNATIONAL) - PD's & MD's pick up on this one...it's a hit. If you're playing dance music, this is a must.

BALLS OF LONDON *Go To Work* (CUTTING) - Love it out of the box and in the mix.

FONDA RAE *Over Like A Fat Rat '95* (CLASS X) - This was not a comp. record but you got to hear this.

SWEDISH EAGLE/STEVE TSEPELIS, GROOVE RADIO INT., Los Angeles

MOBY *Everytime You Touch Me* (ELEKTRA) - He does it again! Probably the strongest, most slammin' piece of work to date. A must have double promo pack which contains awesome remixes by Moby and the Beatmasters creating eight versions. Gotta have it, gotta have it!

SHARON FORRESTER *Love Inside* (ffrr) - Continuing to explore the world of Jungle Music with their re-release of this track originally a 10 inch on the Vision Sounds Label a month ago. Melodic and soulful female vocals over wicked jungle drum and bass.

THE WATERLILLIES *Never Get Enough* (SIRE) - The Waterlillies are steppin to the housegroove on this fat Junior Vasquez mixed release. Very surprising but extremely well done.

M-FIVE *Lift Me Up* (SORTED) - Love it! Love it! Love it! Produced by M-Five. Comes this awesome Progressive House Track. A side contains great energy with soulful male vocal. B-side goes a step beyond to a more acid/trance sound. Definitely penetrates the soul!

WILD CHILD *Wild Trax Vol. 5* (STRONG) - The long-awaited follow in this series now on a new label. Crankin bottom heavy House tracks with great drums, excellent vocal snips and some well-placed scratching.

JAZZY JIM, HOT97.7, San Jose

SKEETA RANKS *I Like* (NERVOUS) - One play at 1:30 a.m. generated seven phone inquiries at the station, six requests at Upstairs records and three requests at Star Records. I have a really strong feeling the boys from the East might finally crack this bay area funk.

JOYA *I Like What You're Doing To Me* (ATLAS) - There is a lot of quality R&B out right now and this is at the top of my list. I was sleepin' on this one but ya' best start ta' recognize. F A T vocals with an East Coast flava for the masses. Put this on on and let the funk flow!

METHOD MAN *Release Yo' Delf* (DEF JAM) - Method Man has established a reputation for putting out the real shit and is already a household name in the Hip Hop community. Testing well out that' box.

DJ MIDIMACK, DJ, KMVR, Las Cruces

E-40 *One Luv* (JIVE/SIKWIDIT) - This cut is the shit! 1 LUV YA'LL! I'm glad to see a hometown homie get the national exposure he so much deserves, especially when he puts out some of that phat-ass East Bay Funk that is sure to blow up everywhere it's played. I was hangin' out at KMEL the first time they played it on the air and their phones were straight blowin' up! I've never seen anything like it. 1 LUV YA'LL!

1-900 *Keep Him On The Phone* (STRICTLY RHYTHM) - Oooohhhh Baby! This song is HOT, not only will pack your dance floor but it will pack your pants a little tighter around the crotch area (if you know what I mean). Thank you Bari G.

NEXT LEVEL *Find A Way* (CUTTING) - I've been saying for some time that we need to Find A Way to put out more male vocalists in dance music and Cutting Records has come through for me (once again). I had quite a few people come up to me in my San Francisco crowd; they know what good dance music is. Thanks Kevin for the 'mad' hook-up.

AMAZING MANFRED *Let Me Be Free* (SOS) - S.O.S. does it again! This cut is so fierce! I was dancing around in the DJ booth like a mad man the first time I played this cut. People were looking at me like I was nuts but I love the energy of this song. Thanks again Hazel.

NASTY NES, KCMU, Seattle

REDMAN *Can't Wait* (RUSH) - Redman meets The Mary Jane Girls! What a f*ckin' combination! Straight up HIT!

WORLD RENOWN *How Nice I Am* (WARNER BROS.) - Slammin' hook over a phat beat! I'm sprung on this single. Instant phones!

GELLO *Hip-Hop Nation* (ENNEAGRAM) - The title speaks for itself. I predict this record's gonna blow up in the 95!

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM) - The Sir Charles Mix is all that!

BIG L *Put It On* (COLUMBIA) - Props to Tyesh for hippin' me to this! The remix is the shiznit! Peep out da remix!

JEFF K., KDGE, Dallas

WHIGFIELD *Saturday Night* (CURB) - Supposedly this was a big hit overseas. Should do well this side of the pond too. Check the Trance Beat mix for full listening satisfaction.

DIE WARZAU *Materia!* (WAX TRAX) - Even though these guys grind out the Aggro-beat, they still maintain their house music roots. This 4 track EP is chock full of groundbreaking sounds. Check out some of their old Chicago Traxx stuff too!

BLACK SCIENCE ORCHESTRA *New Jersey Deep* (ffrr) - Originally out as import on Jr. Boys Own. Those smart cookies at frr (George M & Crew) now make it available as part of a 12 inch sampler EP that includes a new track from Fini Tribe. The BSO track is a Funky-Acid Jazz-House monster that once again solidifies frr's commitment to the underground.

JIMMY KIM, KIIS-FM, Los Angeles

DURAN DURAN *White Lines* (CAPITOL) - I said it before, remakes are great, if done well. This one is! Very cool remix from the 'come back' group of 1994. Hey, it's White Lines, you can't go wrong! Thanx to my M.D., Tracy Austin who gave the early scoop to get my hands on this record!

95 SOUTH *Rodeo* (RIP IT) - Back again. First, it was Whoot! There it is! Then, Tootsie Roll! Now Rodeo! Ron, Barry, Louis, Wallace & D'Juan, keep em' rippin'! Oh yeah...Kitty Kitty!

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - From the team that brought you Short Short Man! Still waiting for the remixes. Oh yeah...the vinyl too! I know it will be worth it. But when?

ICE CUBE *What Can I Do?* (PRIORITY) - What can I say? Thanx Kelly Woo!

TECHNOTRONIC *Move It To The Rhythm* (ARS) - This is just one of my favorite cuts on a new remix service called Euro tracks! John Moffett does a great job putting 'hit-bound' imports in one service. Call him to order yours now! (202) 234-1265 (NO comp copies...buy it, it's worth it!).

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

RAPPIN 4-TAY *I'll Be Around* (EMI RECORDS) - Old school sample that sounds great on the radio and in the club! Wicked mixes by David Meyer and Alex Mejia!

ROULA *Lick It* (S.O.S.) - Need I say more?

THA RUFFNEX, KJYK, Tucson

ALKAHOLIKS *COAST II COAST LP* (LOUD/RCA) - Liks represent lovely with classic Hip Hop whether you are from the East or the West. Big ups to Mojoe and Tommy at Loud/RCA.

TEN THIEVES *It Don't Matter* (BREAK-A-DAWN) - Dope ass underground Hip Hop. Real heads recognize! Shit is tight!

PETE ROCK & C.L. SMOOTH *Caramel City* (ELEKTRA) - Should be the next single to take Pete Rock and C. L. to that next level. One luv to Mike and Ericka.

PRINCE ICE, KMEL, San Francisco

SKEETA RANKS *I Like* (NERVOUS) - Destined to be the next big reggae hit!

CAPLETON *Tour* (SIGNET) - I just like this goddamn record!

KEITH MURRAY *Get Lifted* (JIVE) - Another notch on Keith Murray's belt. Record #2, K.O. #2!

THE B.U.M.S. *Elevation (Free My Mind)* (PRIORITY) - Phat hit right out da box; take it out the cover and put it in your show.

GLENN AURE, KMEL, San Francisco

SKEETA RANKS *I Like* (NERVOUS) - This ragga-muffin cut has much flava and has crossover potential due to the nice hook. Adds balance to mix-shows needing some variety. Peace out to Nick and the rest of the guys at Nervous.

ALKAHOLIS *COAST II COAST LP* (LOUD/RCA) - If you were checking for Damm, the Alkaholics album will definitely make you say Daaaamm! As always, production is very tight, especially on cuts liek Flashback, which is like some old Sugarhill Gang funk. Lyrically, the 'liks flip up from song to song. Props out to the 'liks on an album well-done. Also, peace to my man, John Rifkind in N.Y.

KING TEE *Way Out There* (MCA) - This cut is some nice laid-back funk along with a devious flow from King Tee. As always, King Tee delivers a style and production that is unique and a little different. Actually, I can't wait for the album to drop because it's definitely one that will be spun on my 1200's many times. Thanks to Brian Sampson and Fred 'Wreck' Nassar for letting us peep the album. I'll be waiting.

DJ FRANKIE D., KPRR, El Paso

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - Smooth cut.

FU-SCHNICKENS *Sum Dum Munkey* (JIVE) - Slammin' in the mix.

K7 *Body Rock* (TOMMY BOY) - Huge Female record.

LIVIN JOY *Dreamer* (MCA) - Makes me wanna dance!

95 SOUTH *Rodeo* (RIP IT) - Da Shit!

DAVID GOLD, WPST, Trenton

WINX *Don't Laugh* (SORTED) - Tracks + Laughs = Don't Laugh!

AMAZING MANFRED *Let Me Be Free* (SOS) - Whatever S.O.S. is doin' over there, they're doin' it right. Once again we have here a fine product of superior dance music consisting of vocals that sweep you off your tuchus (rusty Yiddish) and an amazing blend of sounds on the tracks. The chorus, well, it was love at first listen.

NINE

"Whutcha Want"

Over 350 BDS Detections

Already Added:	KIX106	THE BEAT	WJLB
HOT97	WJHM	WOWI	WJMH
92Q	KMEL	WXVY	
WPGC	PWR106	WAMO	

Billboard Hot 100: 50*

Billboard R & B: 32*



"It's one of my favorite Jamz. I think it's the next 'Flava In Ya Ear'."
- JAY STEVENS, PD, WPGC

"Slammin'"
- CAT COLLINS, MD, WJMN

Over 200,000 Singles Shipped!
SoundScan Over 11,000 A Week!

Greensboro - #4

Washington - #5

Philadelphia - #11

Norfolk - #14

New York - #15

Las Vegas - #20

Los Angeles - #21

San Francisco - #22

San Diego - #22

Boston - #25

Orlando - #25

Providence - #26

Sacramento - #33

Tampa - #34

Miami - #35

DJ QUIK "Safe & Sound"

On Your Desk Now!

Early Airplay: PWR106 / KKBT / KMEL / HOT97.7 / Z90 / KJYK

PROFILE[®]

DJ RICH, KRBE, Houston

OUT THERE BROS. *La La La Hey Hey* (WHITE LABEL) - All the Househeads and just the Househeads, the real Househeads if you're in the house say Hooooo! Very catchy hook that will get your listeners in the groove!

JOCELYN ENRIQUEZ *Big Love* (CLASSIFIED) - This will definitely do better than Make It Last Forever! The house mixes are good as well as the freestyle mixes! Bravo Rex & Co.!

REDNEX *Cotton Eye Joe* (BATTERY) - Grab your partner, dose you cuz' here is called the Cotton Eyed Joe! The traditional folk song is now tearing it up in Texas! Armand kicks some Rednex Ass with his remixes but I have a question: Where are the Bullshit samples? That's what makes this song so popular in Texas!

RICH GIRL *Rich Girl* (FASHION) - This reggae record taken from the classic fiddler on the roof is taking off! The hip-hop mix is almost like an Ace of Base record and it also has a House Mix too! Check it out!

SWING 52 *Color Of My Skin* (CUTTING) - The remixes does this song justice! Check it out!

DJ D. STREET, KSJL, San Antonio

ROTTEN RAZKALS *Oh Yeah* (ILL TOWN/MOTOWN) - Hey, if you like Naughty By Nature, you're gonna love this one. The rhythm of the lyrical delivery is very similar to that of Naughty's, but it definitely has its own flava. Another fix in the mixx at 96.1 FM.

DA YOUNGSTAS *Mad Props* (EASTWEST) - First they brought us a hip hop ride, now there giving mad props to the world of Hip Hop. Making it another got to have it jam for the Nine Funkdifice.

MEL LOW *Money, Houses And Clothes* (DEFJAM) - Straight from the street, speaking on another life in the day of an inner city dweller. You know we gotta have it (money, houses, clothes), so you know we're playing it.

DJ FLITE, KTFM, San Antonio

BUTCH QUICK *Always* (EMOTIVE) - This record is brilliant! Check out the Hex Hector Mix. If you can imagine Colonel Abrams singing over quite possibly the hardest track ever, this is it. Give Ron a call, he's new at Emotive and very cool.

MISS ME *Yo! Co Ross* (COLUMBIA) - Another great crossover, downtown dancehall record. Sounds great in the mix and already in regular rotation. Ace of Base meets Ini Kamoze, Charles Chavez breaks another smash. Programmers nation wide look out for this one.

FU-SCHNICKENS *Sum Dum Munkey* (JIVE) - This record is nuts. I thought Breakdown would be tough to follow up, but was I ever surprised. Since Sum Dum Horse sent me a warped copy, I need another.

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

FUN FACTORY *Close To You* (CURB EDEL) - This one is bustin' out of the mix show and creating a buzz. If you like Real McCoy or Corona, this one is a sure hit.

KYM SIMS *I Must Be Free* (RADIKAL) - Great set of house mixes on this double pack. My favorite mix is the Doc Baron Vocal Mix. Thanks to the guys at Radikal.

AMAZING MANFRED *Let Me Be Free* (SOS) - Man, this label is unstoppable. Here comes another strong hit for the mix shows. All the mixes are good.

REAL McCOY *Run Away* (ARISTA) - I picked this one up at a local record store. This remix gives it more of a house sound than your usual Euro stuff. Working really good on the mix show.

JOCELYN ENRIQUEZ *Big Love* (CLASSIFIED) - I would talk about it, if I had it! But I don't, so I won't. What's up, Rex?

JOSEPH FRIAR, KVIC, Victoria

TRANS CONTINENTAL *I Can Learn To Like This* (DIGITAL DUNGEON) - From the same label that brought you the new That Kid Chris track comes this massive Bomb mixed, arranged and produced by TNT! Take a fresh Janet Jackson sample, a killer bassline and a dynamite groove and out comes this massive record! Thanks to Davidson-Ospina for another great slab of wax!

BARRY WHITE *Love Is The Icon* (A&M) - Roger S. turns out some fierce mixes on one of the best cuts off Barry's new album. Roger's Hard Luv mix is the one to check! Hard keys, slamin' house beats and oh that golden voice! Brilliant.

THELMA HOUSTON *Don't Leave Me This Way* (DIG-IT INTERNATIONAL) - That's right, the original Diva has reworked this track for the 90's and if you thought the Joe T. Vanelli mixes were good, wait til you hear what Junior Vasquez has done with this record! Check the results for yo'self on Junior's Sound Factory mix, Gospel Dub, and Tribe Dub! Thanks to Marcus Bishop for delivering the goods after hypin' the record for about a month!

NEXT LEVEL *Find A Way* (CUTTING) - This garage house track slams with smooth vocals by Luis Tineo on the Spago Mix and two dynamite dubs on the flip side! New York is definitely in da house!

JOHN HOHMAN, METROMIX, Pittsburgh

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - This is a HOT hittin track!

CE CE PENISTON *Keep Giving Me Your Love* (COLUMBIA) - This one has smash written all over it.

CYNTHIA *How I Love Him* (TOMMY BOY) - This track has a refreshing sound on the air. Check it out.

VICIOUS *Nika* (EPIC)

ALSO:

SKEETA RANKS *I Like* (NERVOUS)

MOBY *Everytime You Touch Me* (ELEKTRA)

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE)

STAN PRIEST, POWER PIG, Tampa

ESCRIMA *Train Of Thought* (ffrr) - The King Bee sample is dope! This will rock the house.

DJ MAGIC MIKE *Get On it Dog Gon' It* (MAGIC) - I said it before...this is high powered stuff, get it.

GLOWORM *Young Hearts* (IMPORT) - Kicks ass!

NEW ORDER *1963* (IMPORT) - Great jam...year I was born!

REDNEX *Cotton Eye Joe* (BATTERY) - The Horse & Magic Marco...kick it fellas with the Van man slamin' the remix! This is the bomb!

DOUBLE YOU *Run To Me* (ZYX) - Slamin' in the mix... Love the Yazz sample.

STEVE PEREZ, Q105, Oxnard

CAPLETON *Tour* (SIGNET) - This has a great reggae on it and the Slick Rick beat makes it sound dope. I'm sure this will be the jam to hear over and over.

69 BOYZ *Kitty Kitty* (RIP IT) - The Bum Rubber version is the one that I enjoy the most, it has that Gapp Band sample that starts the party. A great request for this one!

95 SOUTH *Rodeo* (RIP IT) - I like the sample on it, but it seems to be just too fast of a sample. At 2 it sounds great and the tempo is even better, this will work!

BANDIT *All Men Are Dogs* (CREATIVE CONTROL) - The Bad Boy Mix is hard and it has that George Clinton Atomic Dog sample that no one can ever get enough of at any party. We may hear more about this one!

SHAWN PHILLIPS, Q99, Salt Lake City

SARA PARKER *My Love Is Deep* (VESTRY) - If you have not yet witnessed the awesome vocal power this lady has to offer, you need to run out right now and get two copies of this fierce House stomper. Lenny B. offers some great mixes on the Vocal and Deep Side while Armand sports the progressive monster Dub Of Doom remix.

AMAZING MANFRED *Let Me Be Free* (SOS) - One of the most talked about singles out this week. A tribal club sound with a hook that will have every one singing this by the time the song ends. S.O.S. Records does it again...thanks.

JOCELYN ENRIQUEZ *Big Love* (CLASSIFIED) - The much-awaited single is now in the hands of the DJ's...and just like her others, Big Love will be huge. On the remixes, we are given six to play with. Check out. Guitierrez Freestyle mix and much props to DJ Midimack on his Housey Wild Club mix. Beautiful! Radio, mixshows, clubs, we all need to play this now!

ONE NESS *fGary Feel This Groove* (AQUA BOOGIE) - A progressive and deep 12 inch anthem from the Powertools posse. Yes, the mixers are all that...if you spin the underground, you must play this! Great, great, great record.

BLACK SCIENCE ORCHESTRA *New Jersey Deep* (ffrr) - Out on import and played with much response, now on domestic release with frr this funky, jazzy, hit style instrumental track will take your club and mixshow to the next level!

K. LONDON PRODUCTIONS *Who's Gonna Love Me* (COLUMBIA) - Diva vocals over an Oscar Marino Tribal Track...nuff said!

ONE BIG POSSE *Oz* (SUNSHINE) - Again, I tell all to play these monster tracks over and over again. We can be a huge part of the next superstar of our time! Now!

MIRANDA *Round & Round remixes* (SUNSHINE) - MOVE HERE!

SHANNON 'The Spindog' WILLIAMS, WGRD, Grand Rapids

FUN FACTORY *Close To You* (CURB EDEL) - There's no doubt about it, this tune is destined for greatness. If you're not already on to this one, hurry up! Your missing the party.

SARA PARKER *My Love Is Deep* (VESTRY) - Big potential for both club and radio. Thanks to Scott at ADM for having a clue as to what's hot!

ANTICAPPELLA *Move Your Body* (ZYX) - (Remixes) Two more extremely hot songs from the crew at zyx, thank God we have Harry and Co. continuing to bring quality dance music overseas, keep it up!

DUANE BRADLEY, WJLB, Detroit

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - Sure-fire hit (This is how we do it, hey! Hey!).

HEAVY D. *Sex With You* (UPTOWN) - The big D has done it again...the man is hot.

95 SOUTH *Rodeo* (RIP IT) - Hey DJ's, don't overlook this one.

KEITH MURRAY *Get Lifted* (JIVE) - Keith has done it again!

MARY J. BLIGE *Mary Jane* (UPTOWN/MCA) - This record has 'hit' written all over it.

DJ ZX, WPGC, Washington DC

CHECK OUT:

RED HOT LOVER TONE 4 *My Peeps* (SELECT)

SCARFACE w/lce Cube *People Don't Believe* (RAP-A-LOT)

BALS OF LONDON presents Street Sense *Layin' On* (CUTTING TRAXX)

LIL 1/2 DEAD *12 Pacofdoja* (PRIORITY)

K-DEE *Freshest MC In The World* (LENCHMOB)

SKEETA RANKS *I Like* (NERVOUS)

MICHAEL LONDON, WZHT, Montgomery

NONCE *Mix Tapes* (AMERICAN)

DJ KIZZY ROCK *Yeah, Shawty, Yeah* (TOMMY BOY)

WU-TANG CLAN *Shame On Nun* (LOUD/RCA)

ROTTEN RAZKALS *Oh Yeah* (ILL TOWN/MOTOWN)

JAMES DEE, Z90, San Diego

2 IN A ROOM *Ahora* (CUTTING) - Some new shit on the house tip.

SHOWBIZ & A.G. *Next Level* (PAYDAY) - Both Showbiz & Premiere's mixes are phat!

SHABBA RANKS *Let's Get It On* (EPIC)

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

W H I G F I E L D "Saturday Night"

THE INTERNATIONAL SMASH...NOW
BREAKING WIDE OPEN IN AMERICA!!!

#1 BREAKOUT-BILLBOARD DANCE CHART

NOW PLAYING ON:

**WXKS/BOSTON
WKSE/BUFFALO
WKBQ/ST. LOUIS
KTFM/SAN ANTONIO
KMXV/KANSAS CITY
KZHT/SALT LAKE CITY**



"I brought this with me from Nashville to Boston. I believe in the record."
John Ivey/PD/WXKS, Boston

F U N F A C T O R Y "Close To You"

HITMAKERS MIX SHOW CHART-1*!!!

HITMAKERS CLUB CHART-2*!!!

NOW PLAYING ON:

**POWER96/MIAMI • B96/CHICAGO
WHHH/INDIANAPOLIS • KTFM/SAN ANTONIO
KQMQ/HONOLULU**

CURB
RECORDS



Club Chart

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

BREAKOUTS

BRANDY "Baby" (ATLANTIC)
 BASS HIT CREW f/Diana King "You Give Good Love" (COLUMBIA)
 BLONDIE "Atomic" (CHRYSALIS)
 HOUSE OF GYPSIES "Another Worry" (FREEZE)
 NONCE "Mix Tapes" (AMERICAN/WB)

CLUB MOVERS

LW	TW	ARTIST	SON	RECORD LABEL
1-1		CORONA	"The Rhythm Of The Night"	(EastWest)
3-2		FUN FACTORY	"Close To You"	(Curb Edel)
2-3		TLC	"Creep"	(LaFace/Arista)
4-4		MIRANDA	"Round & Round"	(Sunshine)
5-5		SPIRITS	"Don't Bring Me Down"	(MCA)
11-6		DCNNA ALLEN	"Real"	(Epic)
10-7		BRAND NEW HEAVIES	"Spend Some Time"	(ffrr)
6-8		DEEE-LITE	"Call Me"	(Elektra)
14-9		CE CE PENISTON	"Keep Givin' Me Your Love"	(Columbia)
16-10		ICE CUBE	"What Can I Do"	(Priority)
9-11		SEAL	"Newborn Friend"	(ZTT/Sire/WB)
7-12		JANET JACKSON	"You Want This"	(Virgin)
15-13		PHARAO	"I Show You Secrets"	(Columbia)
8-14		DCNNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)
12-15		M PEOPLE	"Excited"	(Epic)
19-16		GROOVE COLLECTIVE	"What U Got"	(Reprise)
18-17		TOM JONES	"If I Only Knew"	(Interscope)
13-18		ACE OF BASE	"Living In Danger"	(Arista)
21-19		MADONNA	"Secret"	(Maverick/Sire/WB)
23-20		CRAIG MACK	"Get Down"	(Bad Boy/Arista)
22-21		DJ SOBO	"Take Control"	(CMC)
17-22		INI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
24-23		CRISTAL WATERS	"What I Need"	(Mercury)
25-24		3RD NATION	"I Believe"	(EastWest)
20-25		EVERYTHING BUT THE GIRL	"Missing"	(Atlantic)
26-26		MARY J. BLIGE	"Be Happy"	(Uptown/MCA)
30-27		GLORIA ESTEFAN	"Everlasting Love"	(Epic)
28-28		CARLEEN ANDERSON	"Mama Said"	(Virgin)
33-29		BARBARA TUCKER	"I Get Lifted"	(Strictly Rhythm)
32-30		DR. DRE & ED LOVER	"Back Up Off Me"	(Relativity)
34-31		69 3OYZ	"Kitty Kitty"	(Rip-it)
39-32		DAPHNE	"Change"	(Maxi)
27-33		BRANDY	"I Wanna Be Down"	(Atlantic)
37-34		TRACI LORDS	"Control"	(Radio Active)
N-35		MONTELL JORDAN	"This Is How We Do It"	(Def Jam)
29-36		SEX CLUB XXX	"Big Lover Man"	(Fly)
N-37		NOTORIOUS B.I.G.	"Big Poppa"	(Bad Boy/Arista)
44-38		REPERCUSSIONS	"Promise Me Nothing"	(Reprise)
N-39		CYNTHIA	"How I Love Him"	(Tommy Boy)
40-40		STEVIE B.	"Funky Melody"	(Emporia/Thump)
35-41		LIVIN JOY	"Dreamer"	(MCA)
43-42		PET SHOP BOYS	"Yesterday When I Was Mad"	(EMI)
36-43		CAPELLA	"Move On Baby"	(ffrr)
N-44		SAM THE BEAST	"Gucci Dance"	(Relativity)
46-45		ERASURE	"I Love Saturday"	(Elektra)
48-46		SWING 52	"Color Of My Skin"	(Cutting)
50-47		MACK VIBE	"Mr. Meaner"	(Eightball)
N-48		K. LONDON PRODUCTION CLUB	"Who's Gonna Love Me"	(Columbia)
N-49		1-900	"Keep Him On The Phone"	(Strictly Rhythm)
N-50		JOCELYN ENRIQUEZ	"Big Love"	(Classified)

REPORTING POOLS

INFINITY RECORD POOL - Staten Island
 Charlie Alessi (718) 967-4793
 • BLACK DUCK, DOUBLE YOU, MICHAEL WATFORD, MOBB DEEP, V.I.P. • Bronx ♦ AL PIZARRO, DIRECTOR (212) 733-5072
 • 1-900, BRANDY, MACK MACHINE, NEW JERSEY DRIVE, TEN THIEVES
AMERICAN TRAX - Beverly Hills
 Michael Love (310) 659-7852
 • CAMILLE, MONTELL JORDON, RADIO, SWEET SABLE, WATERLILLIES
IMPACT - Los Angeles
 Fut (213) 292-6611
 • CELLA DWELLAS, DANA BARROS, DA LENCH MOB, LIL 1/2 DEAD, SPICE 1
PACIFIC COAST DJ ASSOC. - Long Beach
 Steve Tsepelis & Mixtress Victoria (310) 433-6569
 • BLONDIE, CHANNEL LIVE, MOBY, NITZER EBB, TLC
RESOURCE RECORD POOL - Los Angeles
 Craig Spy (213) 651-2085
 • BLONDIE, BRUCE BAP'S, MOBY, THE ROLLING STONES
LET'S DANCE - Chicago
 Mike Macharello (312) 525-7553
 • K. LONDON PRODUCTION CLUB, LONDONBEAT, PATRICE RUSHEN, WATERLILLIES, WHIGFIELD
BADDA - San Francisco
 N. Lygizos/Sulai Wong/David X (415) 882-9700
 • TANYA LOUISE, K. LONDON PRODUCTION CLUB, LONDONBEAT, WATERLILLIES, WHIGFIELD
PHILADELPHIA METRO POOL - Philadelphia
 Martin Keown (215) 732-7949
 • LONDONBEAT, THE ROLLING STONES, SERGIO MC, SUBWAY, WHIGFIELD
PHILADELPHIA SPINNERS ASSOC. - Cherry Hill
 Bob Pantano/Tony Harris (609) 662-7222
 • BASS HIT CREW, DOUBLE YOU, K. LONDON PRODUCTION CLUB, LONDONBEAT, WATERLILLIES
ADVANCED MUSIC PROMOTION - Detroit
 Lee Eckinger (810) 543-1764
 • BLONDIE, DOUBLE YOU, FALCON KREST, VYBE
DANCE DETROIT - Detroit
 Steve Nader (810) 541-4323
 • ANTICAPPELLA f/MC Fix It, FINI TRIBE, MOBY, U2, WHIGFIELD
MID-WESTERN DANCE ASSOC. - Detroit
 Enola-Gaye Porter (313) 546-8448
 • BASS HIT CREW, BLONDIE, G. LOVE AND SPECIAL SAUCE, MOBY, SHABBA RANKS
NORTH TEXAS DANCE ASSOC. - Dallas
 Tony Aco (214) 826-6832
 • BLONDIE, CAMILLE, MAROOCHY, MOBY, ZHANE
OUR MID-ATLANTIC POOL - Washington, DC
 B. Keart /A. Chasen (202) 483-8880
 • CYNTHIA, GEORGE LAMOND, JOCELYN ENRIQUEZ, MICHAEL WATFORD, REDNEX
TABLES OF DISTINCTION - Washington, DC
 Eardrum (301) 270-2604
 • HUCK-A-BUCKS, ILL AL SKRATCH, MACK MACHINE, SHAKA, WORLD RENOWN
BOSTON RECORD POOL - Allston, MA
 Maurice Wilkey & James Hughes (617) 731-1500
 • 95 SOUTH, FU SCHNICKENS JOCELYN ENRIQUEZ, NEWTON, U2, WATERLILLIES, WHIGFIELD, YOUSOU N'DOUR
MASSPOOL - East Boston
 Gary Cannavo (617) 567-2900
 • ANNETTE TAYLOR, BLONDIE, JOCELYN ENRIQUEZ, MONTELL JORDON, NEW JERSEY DRIVE
MUSIC INFORMATION X-CHANGE - Houston
 Sam Meyer (713) 529-6MIX
 • DIANA KING, FUN-DA-MENTAL, LONDONBEAT, SNOW, WHIGFIELD

FLAMINGO RECORD PROMOTIONS - Miami
 Richard McVay (305) 895-1246
 • BLACK DUCK, THE GRASSY KNOLL, MACK MACHINE, MOBY, PATRICE RUSHEN
DIXIE DANCE KINGS - Alpharetta
 Dan Miller (404) 740-0356
 • K. LONDON PRODUCTION CLUB, PATRICE RUSHEN, WATERLILLIES, WHIGFIELD
NORTHWEST DANCE MUSIC - Seattle
 John England (206) 223-8758
 • DANA BARROS, LONDONBEAT, M-BEAT, NEWTON, WHIGFIELD
DIRECT HIT - Long Island
 Scott Allan (516) 845-1938
 • DCUBLE YOU, LONDONBEAT, TOM JONES, WATERLILLIES, ZHANE
LONG ISLAND RECORD POOL - Long Island
 Jackie McCloy (516) 796-6596
 • 1-900, ALL 4 ONE, K. LONDON PRODUCTION CLUB, WATERLILLIES, WHIGFIELD
INTERNATIONAL RECORD SOURCE - San Diego
 Albert Lugo (619) 476-1288
 • 1-900, ADINA HOWARD, BRANDY, CAPELTON, KAM
SOLID PRODUCTIONS MUSIC POOL - San Diego
 M. Greer/S. Martin (619) 470-3111
 • FU SCHNICKENS, NEWTON, SWEET SABLE, U2, WATERLILLIES
MIDWEST DISC JOCKEY ASSOCIATION - St. Louis
 Ted Thornton (314) 533-8833
 • THE B.U.M.S., RED HOT TONE LOVER, TANYA BLOUNT
PITTSBURGH DJ ASSOC. - Pittsburgh
 Jim Kolich (412) 885-1472
 • BLACK DUCK, BLONDIE, DOUBLE YOU, JOCELYN ENRIQUEZ, MOBY
DESERT WEST RECORD POOL - Phoenix
 Terry Gilson (602) 249-9214
 • BROWNSTONE, JOCELYN ENRIQUEZ, PATRICE RUSHEN, REAL MCCOY, SYLVIA BENNETT
DANCING DISC'S OF DENVER - Denver
 Lawana Sims (303) 333-6901
 • BRANDY, ILL AL SKRATCH, SAM SNEED, SCARFACE, WHITEHEAD BROS.
5 STAR - Covington
 Mark Burney (606) 261-6972
 • ALL 4 ONE, BLONDIE, DIANA KING, G. LOVE AND SPECIAL SAUCE, MOBY
SOBAD - San Jose
 Joel Wyrick (408) 277-0111
 • BLACK DUCK, BRANDY, CAPELTON, RADIO, VINCENT GREEN
CENTRAL OHIO RECORD CORP - Columbus
 Fred Dowdy (614) 442-3396
 • COOLIO & THE 40 THEVZ, FUN-DA-MENTAL, STATE OF EMERGENCY
 Compilation, TAVARIS, WHITEHEAD BROS.
STARFLEET MUSIC POOL - Charlotte
 Ronnie Matthews (704) 532-8496
 • ABIGAIL, CRAZY L'EGGS, DJ MAGIC MIKE, FUN FUN, RAJA-NEE
BACKSTAGE MUSIC PROMOTIONS - Cincinnati
 Scott H. Covert (513) 721-2268
 • BLONDIE, CREO-D, DOUBLE YOU, FALCON KREST, WATERLILLIES
HAWAII DISC JOCKEY ASSOC. - Honolulu
 Kevin Okada (808) 926-3591
 • JOCELYN ENRIQUEZ, LONDONBEAT, MOBY, WATERLILLIES, YOUNG LAY/MAC MALL
CONNECTICUT'S MUSIC POOL - Orange
 Stephen M. Richardson (203) 789-0038
 • CYM LAJOY, JOCELYN ENRIQUEZ, RHYTHM TO RHYTHM, TAVARIS, TLC

95.5 FM
WPGC
Continuous Music

February 6, 1995

Bob Greenberg
Barry Fiedel
Hitmakers
22222 Sherman Way, Suite 205
Canoga Park, CA 91303

Dear Bob & Barry,

It has recently come to our attention that some in the record / trade industry have questioned WPGC-FM's reporting status as a contemporary hit music station. It seems they want to dictate whether or not WPGC-FM's playlist fits the CHR criteria.

When we created this station's format back in 1987, there were two classic CHR stations (WAVA, Q107) and three classic urban stations (WDJY, WHUR, WKYS). Over the past eight years, WPGC-FM fought aggressively for and succeeded in winning the contemporary hit battle. As a result, WAVA and Q107 abandoned the format. WPGC-FM successfully redefined contemporary hit radio in Washington D.C. Crossover radio is hit radio in this market. Conversely, urban radio has remained alive and well with WHUR, WKYS, and WMMJ (WDJY dropped out of the format but was replaced by WMMJ.) These stations are excellent examples of well-programmed, successful urban operations.

One of the reasons Contemporary Hit Radio in this market has struggled to stay viable over the years is this "law" that states the format must "sound" a certain way. That lethal thinking is why many CHR stations no longer exist.

Contemporary Hit Radio is alive and well ... it's more a theory than a format. The formula for success: play the biggest hits your audience wants to hear in a predictable high rotation with an exciting presentation. Unfortunately some in the industry believe CHR music is a cookie cutter sound defined by trade magazines and record companies. It should be unique to your market as the architecture, climate and food.

WPGC always has and will continue to welcome both urban and CHR record reps. WPGC takes our position in Washington very seriously and responsibly.

Truly,


Jay Stevens

Operations Manager, WPGC-FM
6301 Ivy Lane • Suite 800 • Greenbelt, MD 20770 • (301) 441-3500 • Fax (301) 441-9555

FRANKIE BLUE

Director of Programming, THE BOX/Miami

by KEVIN CARTER

Cover Illustration: Garry Colby

WHAT PROMPTED YOU TO MAKE THIS CHANGE AT THIS STAGE OF YOUR CAREER?

It seemed very exciting and a great challenge. The reason it didn't distress me so much is because of the fact that I was still in the music business. It wasn't so much going from radio to television, the fact being that THE BOX is a music-driven network, so I felt that with the passion I have for music and the experience I have in the music business, it wasn't as difficult a transition as it might appear to be. I'm still listening to music, critiquing it and seeing if it is suitable for our viewing audience, the same principle as in radio where you listen to a song and see if it fits your core audience. I still have the relationships that I developed over my 11 years in radio, and I still deal with all the same record labels and record executives. I'm also meeting a lot of new people in video promotion and it's opening new doors for me and creating new relationships.

WAS LES GARLAND LOOKING FOR SOMEONE WITH A RADIO BACKGROUND FOR THIS NEW POSITION?

I think he was just looking for the best person for the job. With John Robson's recent advancement to VP of Programming/International, the position became available, and I think that Les was looking for the most qualified person to run with the opportunity and succeed.

DO YOU FIND IT ADVANTAGEOUS WORKING WITH ANOTHER PERSON WITH A RADIO BACKGROUND?

Les and I relate very well and focus in on some radio terms and philosophies. We understand each other and utilize that knowledge on the network to make THE BOX presentation like one big radio station, but showing videos and using the visual sense.

SO YOU PROGRAM THE BOX LIKE A RADIO STATION WITH PICTURES?

We like to think of THE BOX as many local radio stations with one big (and getting bigger) national image. It's not musically programmed song by song. The viewers control and program THE BOX. We fill the jukebox with new and active music for the early trendsetters. They're the ones who select what will be on the screen next. They have complete control of the music flow.

HOW MANY MARKETS IS THE

BOX AVAILABLE IN RIGHT NOW?

We currently have over 50 markets hitting 21 million homes in the U.S. and we're still growing. We're also in the U.K. and Puerto Rico with more international markets coming this year.

BECAUSE THE BOX IS VIEWER-DRIVEN, DO YOU FIND THE MORE ACTIVE SONGS BEING PLAYED THE MOST?

That's right. That goes back to what I said about THE BOX's viewers. Our audience knows that THE BOX is famous for breaking new music all the time and giving new music a shot faster. If it's a success on THE BOX it's an early indication of the future success the group will have. We've broken groups like Mary J. Blige, Nine Inch Nails, Snoop Doggy Dogg, and Meat Loaf. These were all early BOX success stories that broke here much earlier than they did nationally. It doesn't hurt us to add something because it's the viewers who are actually going to pick the video. If it ends up on the screen you know it was picked by your audience.

IS THE PROCESS OF ADDING A VIDEO SIMILAR TO ADDING A RECORD ON A RADIO

"Yes, I feel we are a success, yes, I feel we are important, and yes, I feel THE BOX is a necessary marketing tool in order to break a new act."

STATION?

It's very similar. The programming team meets and holds a music meeting. We have two music directors - one that counters the Urban and Hip Hop named Jay Gibbs, and we also have Eric Martinez who handles the Pop/Rock. Debbie Beatty is our Music Coordinator. Under the supervision of Garland, Robson and myself, it's a loose meeting where we'll invite people who have musical knowledge and are very cutting-edge and street smart, just to get their feel and opinion. It's just like radio, except now we use our visual sense as opposed to our hearing sense, and just like radio we sit down and you do the adds weekly.

HOW MANY VIDEOS TYPICALLY ARE IN THE

MEETING VERSUS HOW MANY MAKE IT TO THE AIR EVERY WEEK?

We view over 50 videos a week and we place about 15 of them on THE BOX. Our goal is to keep the menu full of new and active music.

MANY RADIO PROGRAMMERS WANT THOSE BIG PASSIVE, BIG CALLOUT RECORDS. THIS IS DIAMETRICALLY OPPOSED PHILOSOPHICALLY.

Right.

YOU WANT THOSE PHONES TO RING RIGHT AWAY.

Right.

THIS OBVIOUSLY VARIES MARKET BY MARKET.

Correct. What's different here at THE BOX is we are a nationally known music video channel that is fully localized with its music programming and programmed via the viewing audience.

DO YOU HAVE WEEKLY MARKET BY MARKET BREAKOUTS OF WHERE CERTAIN SONGS ARE PERFORMING?

Yes. Believe it or not we probably hold in our hands the greatest amount of research, because we don't only see the big national picture, but we also see the big local picture. We can actually see the difference between the audience tastes of Chicago, Jacksonville, New York, Los Angeles, Miami, Philadelphia and Boston. We can instantly see the differences in any Box in any given market. It's an incredible source of research. On a weekly basis, it can be very impressive. We have the capability of tracking each market's success story. That's where local programming comes in, and that's where we have the availability to program each Box individually for its demographic and geographic area.

DO YOU MONITOR THE NUMBER OF PLAYS EACH



VIDEO GETS ON EACH BOX?

Yes we do, through a data system similar to BDS. We can see how many requests and plays it gets.

CAN THAT INFORMATION BE ACCESSED INSTANTLY?

Yes. It's an enormous database. Our research capabilities here are incredible. It's not only useful to us, but one day could be a tremendous asset to many companies in this industry.

ARE RECORD LABELS PRIVY TO THIS INFORMATION?

No. This is held in-house.

TELL ME ABOUT LIZ KILEY AND HER WORK WITH THE BOX'S RADIO AFFILIATES.

With a Box affiliation, you basically get exclusive use of your own TV channel. When Liz Kiley was first brought aboard the first two markets she signed up were New York and L.A., so tell me she's not heavy. After that, San Francisco, Chicago, Houston and a bunch more followed.

LET'S TALK ABOUT THE GALA 'BOX UNWRAPPED' PARTY THAT WAS HELD RECENTLY.

That party was a huge success. We were celebrating moving our headquarters to South Beach Miami. We tied the building up with a big ribbon and held a ribbon-cutting ceremony with the governor and mayor, who 'unwrapped' the building that night. We invited 2,000 of our closest industry friends, as well as our cable affiliates and advertisers. We also invited the public to witness a great concert that was held on the site of the new building. The evening was hosted by Sandra Bernhard and Stuttering John from the Howard Stern show.

We featured a local artist named Nil Lara, who recently got signed to

SHOW Anything For You

Nadine Sutherland

The premiere single and video from
the forthcoming album MURDER LOVE
the follow-up to the
1.7 million-selling
debut 12 INCHES OF SNOW

Produced by Barry "Low Bus" for the Core of Production

Executive Producers: EZ Steve Salem and David Eng
Management: Salem and Eng Entertainment

On Your Desk Now!

**Impacting Top40
February 20**

**From The #1
Multi-Platinum
Artist!**

© 1994 Warner Bros. Entertainment Inc. All Rights Reserved. A Division of Warner Communications Inc. A Time Warner Company.



Capitol Records. He has a tremendous following here in the South Beach area and we believe in supporting local artists. We also had Collective Soul perform. Chaka Demus & Pliers, Mary J. Blige, and Ice Cube, who pulled off one of the great moments in Rap history as far as live performances are concerned. For his encore he performed *One Nation Under A Groove*, and he invited some of his friends to come out and join him: Naughty By Nature came out, Cypress Hill, Doug E. Fresh, Luther Campbell, Salt-N-Pepa, Johnny Gill, Michael Bivins, A Tribe Called Quest, and more. It was such a highlight that the audience thought that it was the end of the show. It knocked everybody's socks off, and to see everyone up there jamming was just one great moment. That was followed by Bush, and then to dance the night off we had Donna Summer perform all her classics. She sounded so great. I really applaud her. She gave a tremendous performance that rocked South Beach. Everybody had a great time. We are real proud of the event.

YOUR NEW BUILDING ON SOUTH BEACH IS VERY IMPRESSIVE.

Thank you. We are all thrilled to be working at such an exciting and vibrant location, South Beach. At the party, some of my industry peers came up to me after seeing our new facilities right on the beach, and said, "God, this is where you work? Can I come down here for a week and work with you?"

LET'S TALK ABOUT YOUR DECISION TO LEAVE RADIO AND RELOCATE. YOU'RE A LIFELONG NEW YORKER, BORN AND RAISED IN THE BRONX...THIS WASN'T JUST A CAREER CHANGE, THIS WAS A LIFESTYLE CHANGE.

It's the first time I've had to relocate in my entire life. Although my roots are in New York, it wasn't as difficult as you might think. I was so busy when I jumped into this. I really didn't have time to even think about where I was. I was just concentrating on what I had to do to create a great performance so that both parties would be happy and sure that I was worth the investment. Family-wise it was tougher because I wasn't just dealing with myself, but with my wife and my children too. Eventually you settle in and find out that Miami is full of New Yorkers. I keep running into them all the time.

WHAT ABOUT YOUR DECISION TO LEAVE Z100. WAS THAT DIFFICULT?

One of the toughest ever. I greatly enjoyed being a part of Z100. Those 11 years went so fast and we accomplished so much. I started there as a phone operator and worked my way up to Assistant Music Director to Music Director to Assistant Program

Director. Along the way I had the opportunity to work for a couple of great programmers who many in the industry call the best: Scott Shannon and Steve Kingston. That worked to my advantage and groomed me for leaving when the time finally came. I was satisfied that I learned as much as I could. Steve, Scott and I have weathered the good times and the bad, but all together it was a great vibe. It was worth every ounce of stress and happiness. I wouldn't trade those emotions for anything. I consider myself very fortunate to have gotten such an awesome job in the market that I grew up in, and not just any job, but a job at a winning organization.

It's all about believing. By believing in what you do you're able to assure yourself that you're that good at it. No one can tell you that you have to go out and get experience. Either you know you have the talent or you don't. For years I used to hear that you have to go to small markets to make it to the big markets, and I always disagreed because I never had to leave New York. I felt in my heart that I had it and I could succeed without traveling. I want to let the people know that if you're fortunate enough to grow up in a major city, don't necessarily feel that you have to run to a smaller city for the experience. If an opportunity to be in a situation like mine arises, and if you feel that you have it, and if you're confident in your ability, give it a shot. I was lucky to be at the right place at the right time and the people above me saw something in me and

THE BOX reaches over 20 million homes, and the availability of Pop, Rock, Alternative, Rap, Urban and Mainstream music is there. It is true that the Rap and Urban is what's coming back to us on top, but the Rock and Alternative does well and gets good exposure on THE BOX. Programmers across the country should consider that we are a jukebox, we fill it up with a good fare of equal balance, but if what keeps coming back on top are the strong Rap and Urban clips, we aren't controlling that. That's what the American viewing audience is asking for. You always see how a Snoop or an Ice Cube will debut at #1 in LP sales their first week out. History has shown that music that appeals to the younger generation is often considered controversial and rebellious, whether it's the Rap or Heavy Metal music of today, or even the music of Elvis Presley in the 50's, even Frank Sinatra before our time.

SPEAKING OF CONTROVERSIAL, IT SEEMS THAT HUMAN NATURE BEING WHAT IT IS, THE MORE SUGGESTIVE VIDEOS ARE BEING ORDERED AND ROTATED THE MOST.

Okay, let me make a statement now. We're asking all the labels to support us on this. We want quality videos. We want to bring back the emotion, the quality music. We're looking at 'Booty' as dated. We're

nobody even heard of them. They were put on THE BOX and sold two million albums and it was all BOX play. If I'm not mistaken they only had about 15 radio stations supporting them, but they're one of our biggest groups. *Thuggish Ruggish Bone* was our most requested video for over 15 weeks. I'm proud to say that we were a big part of the success behind the sales of the group, but on the other hand I think radio programmers should watch us more closely and jump on the bandwagon, so maybe two million in sales could have turned into four to five million.

YOU MUST HAVE HUNDREDS OF PEOPLE DESCENDING UPON THE BOX LOOKING FOR THAT SHOT.

Yes we do. We have the traffic and the pressure. These people feel it's important to get on THE BOX and we like that. The record industry let's us know how important THE BOX is to them. The fact that THE BOX is working for them is also a compliment to us. So yes, I feel we are a success, and yes, I feel we are important, and yes, I feel THE BOX is a necessary marketing tool in order to break a new act.

WHAT IMPRESSES YOU MOST WORKING ALONG SIDE LES GARLAND?

Even before I took this job, many people in the industry told me what a great experience working with Les Garland would be. Not only am I constantly picking his brain for his extensive radio and television (MTV) experience, but I'm constantly impressed watching him speak to people, whether he's talking to the board members, the staff or in front of the industry. When he gets rolling, I really enjoy watching him in action. Les also has the gift of being able to make crucial business decisions very quickly.

YOU SEEM TO HAVE GOTTEN A LOT ACCOMPLISHED IN JUST FOUR SHORT MONTHS.

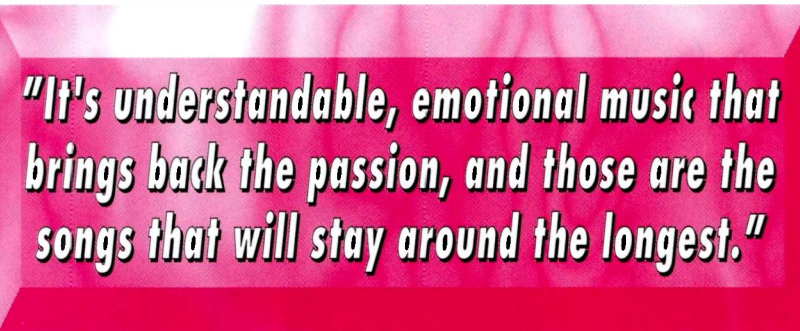
And the best is yet to come. There will be some tremendous surprises.

IS IT TRUE THAT YOU ARE CURRENTLY DEVELOPING AND TESTING A POP /ALTERNATIVE CHANNEL THAT WILL BE SATELLITE DELIVERED.

How did you hear about that?

THE BUZZ IS ALREADY OUT THERE, TRUST ME...DO YOU HAVE ANY CLOSING THOUGHTS?

If you're in this business just for the paycheck, you're ruining it...Let's bring back the passion and translate that into quality, and all the rest will follow.



recognized that I was worth giving that shot to.

BACK TO THE BOX...ARE THEY TRYING TO COMPETE WITH MTV BY GOING BACK TO WHAT MTV USED TO BE - A PURE MUSIC VIDEO CHANNEL?

We don't look at it as going back. A pure music video channel is what we've always been. That's where we feel our success is. We are what we are and MTV is what they are, and I don't consider us rivals. We're very different in our presentation and we offer something especially different - interactivity.

HAS THE EXPANDING ALTERNATIVE MUSIC SCENE HAD AN IMPACT ON THE BOX? YOU ALWAYS SEE A LOT OF HIP HOP VIDEOS, BUT HAS ALTERNATIVE MADE AS MUCH OF AN IMPACT?

weeding out of that. We're looking for some new, creative music. I thank God for Boyz II Men. The first time I heard *End Of The Road* I was so excited because I felt that the music was back. Here's a group who put out a song that was tied to so many different cultures and so many different emotions. It's a great song. It's groups like Boyz II Men that will lead the way to bringing back quality music.

IT'S TOO EASY TO DO T&A.

You're right. It's also easy to bang your head. It's understandable, emotional music that brings back the passion and those are the songs that will stay around the longest.

CAN YOU GIVE ME ANOTHER EXAMPLE OF AN ARTIST WHO HAS BENEFITED FROM EXPOSURE ON THE BOX?

Look at Bone, Thugs & Harmony -

THE BOX Unwrapped Party 1-28-95



Salt-N-Pepa hung with Frankie Blue during the festivities.



Pictured (L-R): Les Garland, Executive Vice President, THE BOX; Hammer; Alan McGlade, President/CEO, THE BOX.



During his live performance, Ice Cube was joined onstage by some of his friends: Salt-N-Pepa; Scarface; Naughty By Nature; Luther Campbell; Michael Bivins; Johnny Gill; House Of Pain; Cypress Hill; A Tribe Called Quest, and Doug E. Fresh, among others.



Pictured, (L-R): John Robson, Vice President/Programming/International, THE BOX; Les Garland; Luther Campbell.



(L-R): THE BOX Director Of Programming, Frankie Blue; Donna Summer; Les Garland.



Frankie; Mary J. Blige; Les.

Ear To The Ground



Columbia recording artist Dionne Farris paid a recent visit to Star94/Atlanta. (L-R): VP/Operations & Programming Don Benson; Craig Hunt, afternoons; Dionne Farris; Star94 APD/MD Kevin Peterson; Columbia's Brian Rhodes.

Late Breaking News And Inflammation:

WKSE/Buffalo PD BRIAN BURNS has been named PD at PRISM RADIO PARTNERS' G105/Raleigh-Durham. Burns fills the vacancy created when BRIAN BRIDGMAN left for WEDJ/Charlotte recently. Burns has programmed KEYMARKET's WKSE for the past two years, and previously spent three years at Network 40. Burns has also programmed KXXR/Kansas City, and many other fine radio stations. Burns told THE EAR, "Raleigh has an incredible lifestyle which fits perfectly with not only my career, but with my growing family. (Ed. note: Brian and wife Karen recently celebrated the birth of their third child, CASEY PATRICK, born December 31.) He added, "Prism has some incredibly talented programming minds, guys like MARK TODD, JACK OLIVER and DAVE ANTHONY, who I've looked up to for years."

MIDCONTINENT sold KDWB/Minneapolis to CHANCELLOR Broadcasting Company this week for a reported \$22 million. Chancellor creates a duopoly with their existing Progressive Rocker KTCZ (Cities 97) and KTCJ-AM. The company also owns KGGI/Riverside, as well as stations in Cincinnati, Orlando, Nassau-Suffolk, and Sacramento. Look for KDWB PD MARK BOLKE, GM MARC KALMAN and staff to remain in place.

MICHAEL GREENE, President/CEO of NARAS announces that BRUCE SPRINGSTEEN, TONY BENNETT, BOYZ II MEN, SHERYL CROW, BONNIE RAITT, SALT-N-PEPA, MARY CHAPIN CARPENTER, k.d. lang and others will be performing on the 37th Annual Grammy Awards. Actor/Comedian PAUL REISER will host the show from the Shrine Auditorium in Los Angeles, March 1.

Pro's In Motion:

PRO-FM/Providence has inked BRIAN B. WILDE from WIOQ/Philly for nights, filling the slot left vacant when T.J. NAPP went to WPLJ/New York. Wilde gets started on Feb. 21.

KKBT (THE BEAT)/L.A. has hired TRE' BLACK for nights. Most recently, Black did nights at WJLB-FM/Detroit. KKBT VP/Programming KEITH NAFTALY told THE EAR, "I'm anticipating instant superstardom for Tre' Black. His sincerity, intelligence, passion for music, and multi-cultural vision make him a natural for The Beat."

With the impending departure of WABB/Mobile PD DUSTY HAYES comes word that MD MICHAEL STUART has accepted the PD gig at WMXZ (MIX103) in Destin, FL.

Y97/Santa Barbara snags the market's #1-rated morning personality, RICKY SUAVE' from crosstown rocker KTYD. Suave' was MD/Nights for Y97 back in 1991.

Pro-Motions:

Congrats to HOT97/New York MD TRACY CLOHERTY, who adds color-coordinated, velcro APD stripes this week.

WTIC-FM/Hartford has upped MIKE MCGOWAN to fulltime nights. McGowan has also worked at KC101/New Haven and WKSE/Buffalo.

Actual Damn Jobs:

WAPE/Jacksonville has a rare morning opening! The Big Ape just lost MARGE FIZZY, the female partner of the long-running HOYLE DEMPSEY show. T&R plus picture to: JEFF McCARTNEY, PD, 9090 Hogan Rd., Jacksonville, FL.32216. EOE. No calls please.

KSFM/Sacramento still looking for a morning co-host. T&R, plus photo and story to: RICK THOMAS, KSFM 102.5, 1750 Howe Ave., Sacramento, CA 95825. EOE. No calls please.

Y100/Miami still has a rare fulltime PM Drive opening. T&R: CASEY KEATING, 1975 E. Sunrise, Suite 400, Ft. Lauderdale, FL 33304. EOE. No calls please.

KKRZ/Portland still has a primo midday opening. Previous MD or APD experience helpful. T&R: KEN BENSON, PD, KKRZ, 4949 S.W. Macadam Ave., Portland, OR 97201. EOE.

WZPL/Indy still seeking air talent for future openings. T&R: JIM CERONE, WZPL, 3500 Depauw Blvd., Indianapolis, IN 46268. EOE. No calls please!

WXXL/Orlando needs a late night personality. T&R: ADAM COOK, PD, WXXL, 337 S. Northlake Blvd., #1024, Altamonte Springs, FL 32071. EOE.

WFKS/Daytona Beach needs a midday personality. Females encouraged. Overnight T&R plus photo to: RICH STEVENS, PD, KISS-FM, 801 W. Granada Blvd., Ormond Beach, FL 32174 EOE. No calls please.

WZNY/Augusta has a 7-midnight opening. GT&R: BRUCE STEVENS, 2743 Perimeter Pkwy, Bldg 200, Suite 105, Augusta, GA 30909. EOE.

WNSL/Laurel-Hattiesburg needs an MD/Night jock, and a News Director. T&R: RICK JAMES, WNSL, 1260 Victory Rd., Laurel, MS 34440. EOE.

KWTX/Waco is looking for a night jock. T&R to: TOM MARTENS, PD, KWTX, P.O. Box 2636, Waco, TX 76702. EOE. No calls please.

By The Way:

550 Music recording artist DES'REE will be the musical guest on the February 11 edition of *Saturday Night Live*. P.S. The video of *You Gotta Be* has now become the longest-running clip in the history of VH-1.



WMXN-FM Norfolk recently experienced a power failure at their studio. 'MXN and WNVZ share the same transmitter link channel, and in an attempt to re-establish audio to the 'MIX' transmitter, Z104's signal was inadvertently broadcast over WMXN's frequency. As both stations' engineering departments scrambled to rectify the situation, Z104 PD Dan London seized the moment to present the basic advantages of Z104 (personalities, music identity, target demographics) in what was, in effect, a free one-hour commercial on a competitor. Pictured above are Z104 MD Sean Sellers and midday jock Mike Aiken basically thanking 'MIX' for the use of the hall...

Finally:

WALTON A. FOSTER, owner of KIXY/San Angelo, passed away on Saturday, February 4. Former PD MICHAEL STEELE summed up the feelings of past and present employees: "He was a true Top40 pioneer. KIXY will be celebrating 30 years in the format this summer. He was a great broadcaster, a true gentleman, and will be missed by all that knew him." Foster was 67 years old.

Condolences to the family and friends of WTIC-AM/Hartford Promotions Director JACK MITCHELL, who passed away suddenly this week from a heart attack. He is survived by his wife SHARON and son EAN. Mitchell was only 38 years old.

The Rednex Are Coming!

TONY MASCARO, MD, PRO-FM/Providence
"Wow! What a great reaction record...Talk about adding variety to your playlist..."

CHARLIE QUINN, PD, Y107/Nashville
"Can't stress how hot this record is."



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, Roget Romain, Livio Harris
Management: Biggie Management, New York/Los Angeles

**After Only 2 Weeks:
Single Exploding!**

Pop SoundScan 55-36*

D.C. 4-4	Phoenix 17-10
Baltimore 10-5	New York 44-17
Dallas 30-15	Houston 85-30
Tucson 33-14	

Freakin' At:

WILDT07	KDON
KPRR	KWIN
	KLUC

R/C Monitor #25-21* Air Power

Closing In On 700 Plays:

Freakin' Huge Plays:

Z90 56 Plays	WJMN 47 Plays
KKFR 43 Plays	KIX106 42 Plays
HOT97 39 Plays	WHJX 36 Plays
92Q 37 Plays	WJMH 33 Plays
KJYK 33 Plays	KHTN 32 Plays
WHHH 33 Plays	KZFM 30 Plays
WJJS 24 Plays	KCAQ 23 Plays
KWIN 20 Plays	KFFM 20 Plays
KQMQ 19 Plays	KIKI 18 Plays
KBXX 17 Plays	KLUC 37 Plays
KMEL 22 Plays	KZHT 14 Plays
	PWR PIG 13 Plays



#6 Requests

Heavy



©1995 Elektra Entertainment Group, a division of Warner Communications Inc. A Time Warner Company.

The Real Juice (See "THE EAR" for More Stuff)

Namz In The Newz:

JOHN FAGOT • BRENDA ROMANO
 PHIL COSTELLO • RON GESLIN
 JERRY HELLER/EAZY-E
 LYOR COHEN • BUTCH WAUGH
 RANDY SPENDLOVE • VAL DELONG
 BRIAN BURNS • MARTHE REYNOLDS
 and VIC DEL GIORNO

JIM BERGIN joins EMI as part of the new "West coast Fire power!" Jim comes from WB, And will be based in the Bay area. He will be the West Coast Regional Promo. Dir.

IMPORTANT INDUSTRY STUFF BELOW:

Congratulations to Cliff Tredway who we said was signed, sealed and delivered two weeks ago and has now been named the official PD of KTFMI

Brian Burns formerly of WKSE is the new PD of WDCG/Durham.

Howard Stern is now n 9IXI San Diego, his 18th outlet Could the 19th outlet be in Albuquerque, N.M.



Pictured lounging with Spragga at the Capitol Hollywood Tower after inking his worldwide deal with Capitol are Stacy Greenberg Capitol A&R/project manager and Capitol President & CEO Gary Gersh.

Congrats to Mel Delatte who hits been promoted to Nat'l Director/AC Promotion for Motown out of New Orleans!



(LtoR) formerly WHJX now HOT101.5 radio jocks: Greg Brady/MD, Mickey Johnson/PD, Billy Jam/Promo Dir., Hitman Haze/Nights, Johnathon Riley/Overnights.

Replacing Johnny "J.R. Edwards at WJMN/Boston in the mornings is former WQHT night slammer 'Baltazar'.

Hot job openings: Killer night person KKSS/Albuquerque. Tapes and resumes to Roy Jaynes. Program Director for WKSE/Buffalo. Tapes and resumes to General manager Terry Rodda. Promotions Director for



(L-R) Austin Tyler Vance in a HOT97 T-Shirt and Dylan Garrett Vance in a Z90 T-Shirt. Two weeks old and already promoting records. (The new born twins of Carey Vance, VP of Promotion PROFILE).

KYLD/San Francisco. resumes to Bob Hamilton. 6-10pm person at KTFM/San Antonio. Tapes and resumes to Cliff Tredway. Morning side kick for KSFM/Sacramento. Tapes and resumes to Rick Thomas.

Two of the core record labels at Bertelsmann Music Group (BMG) will undergo

SAM THE BEAST

"Gucci Dance"

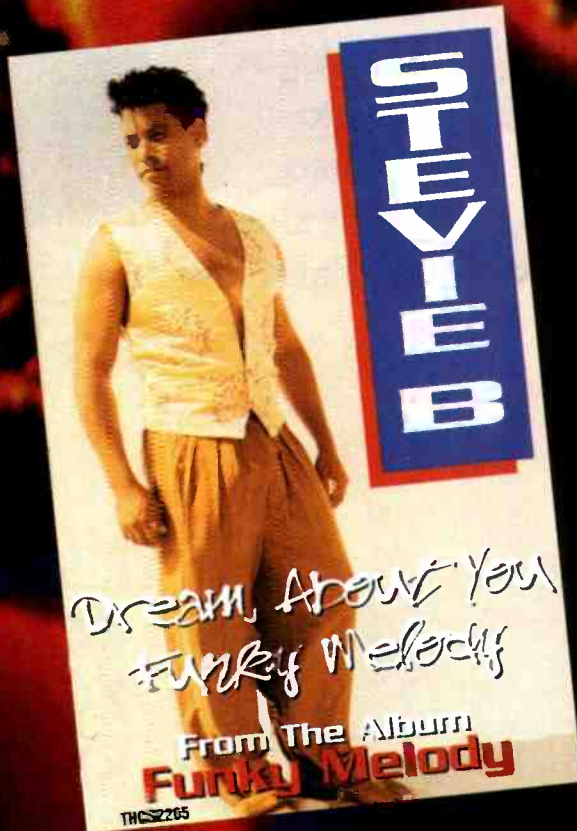
MIXSHOW:
 NEW
 ENTRY #35

**CLUB
 CHART:**
 NEW
 ENTRY #44

ADD AT: HOT97/New York
Added before the wax was dry!



New Ballad And Next #1 Single From
Stevie B
"DREAM ABOUT YOU"



KIIS - Los Angeles, CA (Over 56 spins)

TRACY AUSTIN, MD... "We felt Strongly about the record and it's paying off Big Phones!"

KLUC - Las Vegas, NV (Over 51 spins)

Top ten Single sales in Las Vegas

KGGI - Los Angeles, CA (Over 24 spins)

SONIA JIMENEZ, MD " Huge Hispanic no-brainer... don't sleep on this record.

**GOING FOR AIRPLAY 2/21...
But These Stations
Couldn't Wait!!!**

THUMP
RECORDS INC.
AN ENTERTAINMENT COMPANY

P.O. Box 648, Walnut, CA 91788

909.595.2144

FAX 909.598.7028



MOVE IT LIKE THIS

FROM THE GOLD ALBUM SWING BATTA SWING

*** AIRPOWER *** BDS MONITOR

29-23* MONITOR TOP40/Rhythm Crossover

Over 550 Plays!!!

MAJOR PLAY:

WILD107	San Francisco	KLUC	Las Vegas
HOT97.7	San Jose	KXTZ	Las Vegas
WWKX	Providence	KBOS	Fresno
PWR96	Miami	KPRR	El Paso
KTFM	San Antonio	KKXX	Bakersfield
KBFM	McAllen	WOVV	W. Palm Beach
KBXX	Houston		

NEW REPORTS:

KBXX	Houston
KGCI	San Bernardino
KZHT	Salt Lake City
KWIN	Stockton
KHTN	Modesto

UNREPORTED PLAY:

B96	Chicago
KMEL	San Francisco
KCAQ	Oxnard
WHHH	Indianapolis
WFHN	New Bedford
WJMN	Boston

HOT PHONES:
WILD107, KBOS

"If you're not playing this one, you're in a coma."
Bob Perry, PD/HOT97.7/San Jose

