

HITMAKERS[®]

ISSUE 895 \$5.00

June 30, 1995



an exclusive interview with
BOB HAMILTON
MICHAEL MARTIN

PD & APD/MD, WILD107/San Francisco

COLUMBIA RECORDS

PRESENTS THE **HITMAKERS**

Programmer Of The Quarter!

feels so good

Over 1,500
Hot 100 &
Urban Spins

Audience Reach
Over 17 Million

SoundScan Single
40*-34*
(From 1,100 Sold Last
Week To Over 1,300)

R&B Mainstream
Monitor 23*-18*

FEELS SO GOOD AT:
HOT97 20 Spins
92Q 32 Spins
(Top 13 Callout 80%
Favorability
with Core)
(23* 16* SoundScan
Single Sales)

WHHH 24 Spins
(56* 34* SoundScan
Single Sales)

WVYZ 24 Spins
(New Airplay)
"Sounds like the next
big rhythm crossover
hit moving to Pop."
Don London, PD, WVYZ
(24* 2* Sales Quintupled)

KSTO4
(43* 23* SoundScan
Single Sales)

WWXX
KTFM
WJLH 20 Spins
WJMH 56 Spins
WHXX 25 Spins
KBXX 42 Spins

"Already getting
requests and seeing
strong sales." (23*-16*)
Greg Head, MD, KBXX

HOT97 (New Airplay)
KPRR (New Airplay)

And
be
completely
"off the hook"
by
July 18.



XSCAPE

COLUMBIA

www.sony.com

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Produced by Jermaine Dupri for So So Def Productions, Inc.
Co-Produced by Carl-Soo-Lowe Productions.

Management: Entertainment Resources International

TOP 40 Radio Multi-Format Picks

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

MAINSTREAM

- A HOUSE** The Strong And The Silent (MCA)
ALL-4-ONE I Can Love You Like That (BLITZZ/ATLANTIC)
BETTER THAN EZRA Good (ELEKTRA)
BON JOVI This Ain't A Love Song (MERCURY)
BROWNSTONE I Can't Tell You Why (MJJ/EPIC)
CHRIS ISAAK Somebody's Crying (REPRISE)
COLLECTIVE SOUL December (ATLANTIC)
cranberries Ridiculous Thoughts (ISLAND)
DEL AMITRI Roll To Me (A&M)
DWELLERS Rocket Ride (EMI)
EAGLES Learn To Be Still (Geffen)
ELTON JOHN Made In England (ROCKET/ISLAND)
FOREIGNER All I Need To Know (PRIORITY)
FUN FACTORY I Wanna B With U (CURB/ATLANTIC)
GIOVANNI Girl In My Eyes (SIRE/EEG)
HUMAN LEAGUE One Man In My Heart (EASTWEST/EEG)
JON B. AND BABYFACE Someone To Love (YAB YUM/550)
MADONNA Human Nature (MAVERICK/SIRE/WB)
- DUET WITH MICHAEL JACKSON
& JANET JACKSON** Scream (MJJ/EPIC)
MONICA Don't Take It Personal (ROWDY/ARISTA)
PEARL JAM Immortality (EPIC)
REMBRANDTS I'll Be There For You (EASTWEST)
REAL McCOY Come And Get Your Love (ARISTA)
ROD STEWART Leave Virginia Alone (WARNER BROS.)
SEAL Kiss From A Rose (SIRE/WARNER BROS.)
SELENA I Could Fall In Love (EMI)
SHERYL CROW Can't Cry Anymore (A&M)
SOPHIE B. HAWKINS As I Lay Me Down (COLUMBIA)
SOUL ASYLUM Misery (COLUMBIA)
TLC Watersfalls (LaFACE/ARISTA)
U2 Hold Me, Thrill me, Kiss Me, Kill Me (ATLANTIC)
VANESSA WILLIAMS Colors Of The Wind (HOLLYWOOD)
YAKI-DA I Saw You Dancing (LONDON/ISLAND)
WEEZER Say It Ain't So (Geffen)

STREET SHEET

- 2PAC** So Many Tears (INTERSCOPE)
ADINA HOWARD My Up And Down (EASTWEST)
AFTER 7 Till You Do Me Right (VIRGIN)
BONE, THUGS 'N HARMONY 1st Of The Month (RELATIVITY)
BROWNSTONE I Can't Tell You Why (MJJ/EPIC)
BUCKETHEADS The Bomb... (HENRY ST./BIG BEAT)
C&C MUSIC FACTORY Robi Rob's Boriqua Anthem (COLUMBIA)
D'ANGELO Brown Sugar (EMI)
E-40 Sprinkle Me (JIVE)
FAITH You Used To Love Me (BAD BOY ENTERTAINMENT/ARISTA)
FUN FACTORY I Wanna B With U (CURB/ATLANTIC)
GIOVANNI Girl In My Eyes (SIRE/EEG)
GRAND PUBA I Like (EEG)
JANET JACKSON One More Chance (IMPORT)
JON B. Pretty Girl (YAB YUM/550)
LUNIZ I Got Five On It (NOO TRYBE/C-NOTE/VIRGIN)
MACK 10 Foe Life (PRIORITY)
- MADONNA** Human Nature (MAVERICK/SIRE/WB)
MASTA ACE I.N.C. Ride (DELICIOUS VINYL/CAPITOL)
MAX-A-MILLION Take Your Time (Do It Right) (S.O.S./ZOO)
MICHAEL JACKSON You Are Not Alone (MJJ/EPIC)
MONTELL JORDAN Something 4 Da... (DEF JAM/PMP/RAL/ISLAND)
MOKENSTEF He's Mine (OUTBURST/DEF JAM/ISLAND)
NAUGHTY BY NATURE Feel Me Flow (TOMMY BOY)
SELENA I Could Fall In Love (EMI)
SHAGGY Boombastic (VIRGIN)
SMOOTH Mind Blowin' (JIVE)
THE MIGHTY DUB KATS Magic Carpet Ride (PROFILE)
THE NOTORIOUS B.I.G. One More... (BAD BOY ENT./ARISTA)
U.N.V. So In Love With You (MAVERICK/WB)
VANESSA WILLIAMS Colors Of The Wind (HOLLYWOOD)
XSCAPE Feels So Good (SO SO DEF/COLUMBIA)
VYBE Warm Summer Daze (ISLAND)

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HITMAKERS Faces & Places



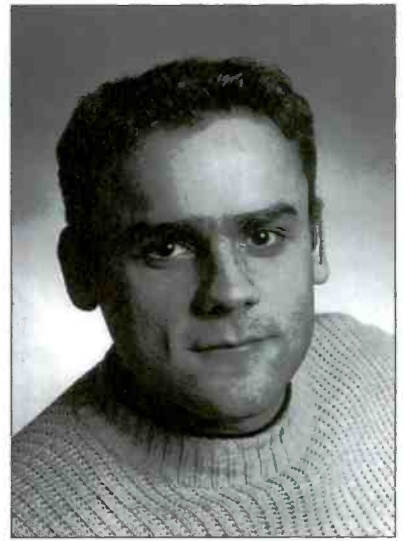
Dale Connone has been promoted to Vice President, Singles Promotion for EPIC Records.



Tim Burruss has been named Vice President, Promotion for HOLLYWOOD Records.



Bob West has formed a company targeting a clientele of Hispanic formatted radio stations. Individuals and stations interested can contact him at his office in Sacramento at (916) 391-5157.



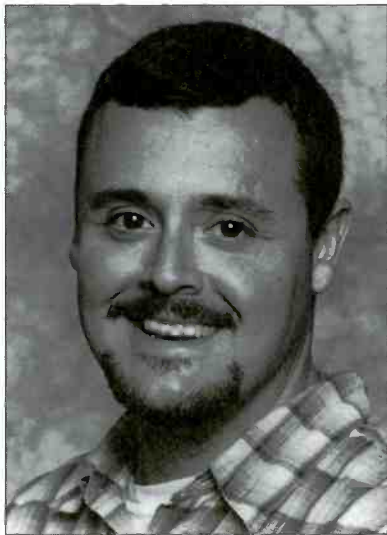
Allan Fried has been promoted to Vice President, A&R and Artist Development for BMG International.



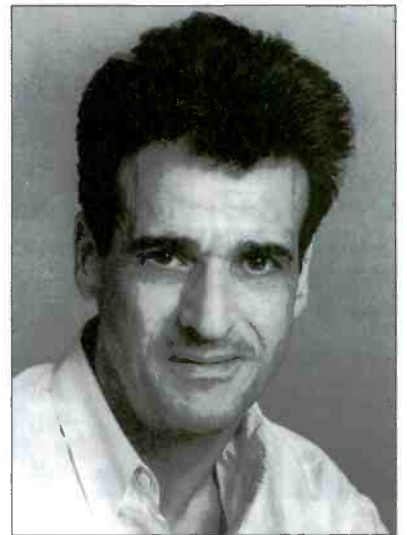
Joanne E. Singer has been appointed Senior Director, Marketing for SONY Wonder.



Leah Horwitz has been named National Director of Media Relations for ZOO Entertainment.



Mike Cubillos has been promoted to National Manager of Media Relations for ZOO Entertainment.



Joey Reynolds has been named President of Ron Cutler's new TV Division.

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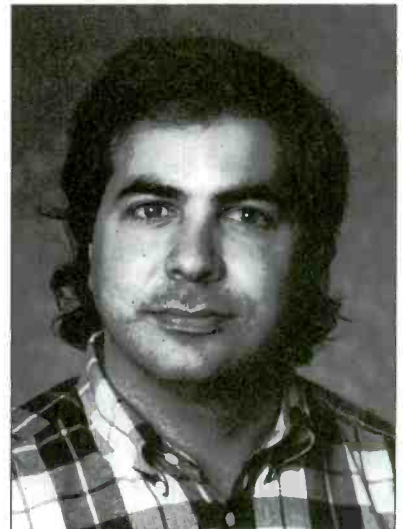
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Raymond McGlamery has been appointed National Pop Director, Promotion for PRIORITY Records. "I promoted Raymond because his expenses account exceeded his actual salary, so basically it was cheaper to bump him up," said Sr. VP Promotion Nancy Levin.



Liz Pokora has been appointed National Director, Crossover Promotion for PRIORITY Records. "Our hallway is the loudest hallway in L.A." said Sr. VP Promotion Nancy Levin. "Basically I needed Liz to put that decibel level over the top."



George Saadi has been promoted to Director, Artist Development for CEMA Distribution.

MY RAMP DOWN

ADINA HOWARD

Over 2,500,000 New Top 40 Listeners This Week!
Launching On Over 11 Rhythm/Crossover Stations Including:

HOT 97
KMEL
WIMN
WWKX
WZJM
Z90
KZHT
WHHH

New York
San Francisco
Boston
Providence
Cleveland
San Diego
Salt Lake City
Indianapolis

23 Plays #23

THE NEW SINGLE AND VIDEO
FROM THE GOLD DEBUT ALBUM
DO YOU WANNA RIDE?
AND THE FOLLOW-UP TO
THE MULTIFORMAT SMASH
"FREAK LIKE ME."



PRODUCED BY LIVIO HARRIS FOR TOO SLOW U BLOW PRODUCTIONS, MARK LOMAK FOR
MAXIMUM STRENGTH PRODUCTIONS AND KEVIN PIERCE FOR STANKEY CHANK PRODUCTIONS.
EXECUTIVE PRODUCERS: THE MECCA DON BROS. (ROGET ROMAIN & MAX GOUSSE)
FOR MECCA DON RECORDS; LIVIO HARRIS FOR TOO SLOW U BLOW PRODUCTIONS
MANAGEMENT: BIGGIE MANAGEMENT, NEW YORK/LCS ANGELES



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Programmer's Think Tank

by TOM SHOVAN



RADIO BIZ TO RADIO BUSINESS

I was cleaning out a closet last week when I ran across a box of old snapshots. One that caught my eye was a picture of myself in my teens sitting in a radio studio reading the news into an RCA 440X microphone. As I stared at that picture, my memory brought me back to that time, back in the 1950's in Concord, New Hampshire. I was in Studio A, a large room containing a grand piano, and a sound effects closet complete with coconut halves for making hoofbeat sounds on a tray of gravel. There were two big mike booms for live presentations and the gray stock RCA table at which I sat. Because the ribbon mikes of the era were non-directional, studios were specially constructed for acoustics. Huge sound baffles the size and shape of coffins were set into the wall to deflect sound, and all doors were double with an air locks in between. There was also a Studio B – smaller and used primarily as an announce booth. In the center, raised about a yard higher than the studios, was the control room which also looked out into the disc cutting room and record library.

I can remember the board operator would first kill the speakers in Studio A and a wall plate with the words "Stand By" would illuminate. On the cue, a second plate, "On The Air," lit up and away we went. Whenever we talked under that "On The Air" sign it was important. The setting

made it that way. Everything was constructed in such a way as to breed formality. The equipment and even the furniture of that station were all made and sold by RCA. It was all two-tone gray with a little silver trim. Everything had an art-deco motif from the console to the GM's desk.

It was clear to anyone who entered these premises that this was a radio station and it was meant to be a little ominous and intended only for serious broadcasting. There was an almost military orderliness about it and a smell common to most stations. It was a combination of the sweet acrid odor of acetate from the disc cutter and the dusty scent of hot bakelite in the amplifiers. There was another smell, too, and it took me years to figure it out. Part of the acoustical requirements were for a "dead" sounding studio, so virtually every radio station up into the 1970's had its walls and ceilings covered with foot-square white asbestos acoustic tiles punched full of holes half way into the tiles thickness. The tiles were deliberately porous and couldn't be painted or it would ruin them. The glue with which they were stuck to the walls and ceiling was strong smelling and never completely stopped giving off a distinctive scent to the room.

This whole little trip down memory lane is to serve us only if we learn something from it. Radio is rapidly devoiding itself of any glamour or tradition. With switch 56 and equipment from Radio Shack you can build a radio studio

anywhere that works. And, sure, even the grandest old broadcast facilities had coffee cup rings on the console and a sticky switch because somebody spilled an unknown fluid into the board. Still, there was the uniform – the stripes – the mark of the business. Collins, Gates, RCA.

The military, the scouts...they all have uniforms and traditions. Fraternal organizations have rings and handshakes. Sports teams have traditions and uniforms. They may seem silly at first sight, and have seemingly nothing to do with anything. I maintain, though, that these things – this mystique – helps build the aura and pride in the endeavor.

With radio becoming more and more corporate and getting further and further from our traditions and rules, we need the trappings that make our industry more than just a J-O-B. We may lose all the mysteries and glamour of the radio business, along with the individuality of private ownership. The only way we can preserve that professional mystery and theatre of the mind is to give thought to the staging, the professionalism, the unique facets of this industry and carry them almost to the point of an affection. Nobody's going to rescue the great traditions of this industry but us. I don't know about you, but I think they're worth saving.

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



WPLJ's "Scott and Todd-In The Morning," collaborate with EMI Records on *Scam America*, a "best of" album of the duo's morning antics. Proceeds of album sales, totalling \$120,000, were presented to LIFEBeat and Blytedale Children's Hospital by Peter Napoliello, Sr. Vice President, Promotion, EMI Records. Pictured (l-r): Peter Napoliello, EMI Records; Scott Shannon, WPLJ; Lena Cavanna, Director of Therapeutic Recreation, Blytedale Children's Hospital; Todd Pettengill, WPLJ; Tim Rosta, Executive Director, LifeBeat; and Naomi DiClemente, WPLJ.

THE YEAR'S TOP NEW ARTISTS WITH THE YEAR'S BIGGEST NEW HITS!



REAL McCOY

"Come and Get Your Love"

The new smash from their Platinum debut album Another Night

BDS Mainstream 14*

SoundScan Single 48*-38*

SoundScan Album 27*-26*

BDS Audience Over 19 Million

| | | | | | |
|------|-----|-------|-----|---------|-----|
| Z100 | 16x | PWR96 | 21x | KDWB | 29x |
| W10Q | 22x | Y100 | 20x | KMXV | 43x |
| B94 | 18x | WNVZ | 41x | WKQB | 30x |
| KHKS | 39x | WFLZ | 36x | KIIS-FM | 19x |
| B96 | 43x | B97 | 18x | KS104 | 26x |
| WZPL | 28x | WZJM | 53x | KZHT | 49x |
| | | | | KKRZ | 36x |

Touring across America!!



ARISTA © 1995 Arista Records, Inc.



MONICA

"Don't Take It Personal
(Just One of Dem Days)"

The multi-format Gold smash single from her upcoming debut album Miss Thang

Monitor Rhythm/Crossover: 1*-1*

SoundScan Single: 2*-2*

BDS Audience Over 36 Million

New This Week:

B96 WKSS WXLK
WKSE WPXY 93Q

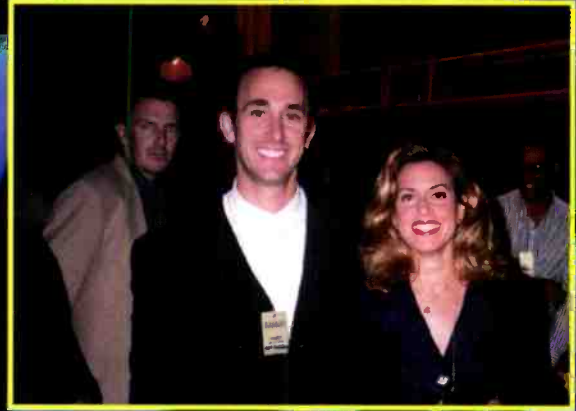


ROWDY. © 1995 Rowdy Records

HITMAKERS

At The

VH1 AWARDS





E-40

"Sprinkle Me"

- Debuting On This Week's Rhythm Crossover Monitor Chart At *37
- From The **GOLD** Jive Lp *"In A Major Way"*
- New Adds This Week: **92Q, WHJX**
- SoundScan Singles Sales #46
- Now *"Marinating"* At These Stations:

| | | | |
|------------|-----|---------|-----|
| WPGC | 29x | KMEL | 50x |
| WJMH | 41x | KYLD | 68x |
| KBXX | 67x | HOT97.7 | 66x |
| WHHH | 19x | KSFM | 7x |
| WOCQ | 8x | KWIN | 21x |
| FLAVA 1580 | 35x | | |



HITMAKERS

MAINSTREAM TOP 40 DISCOVERY CLUB®

1. **SHERYL CROW "Can't Cry..." (A&M)**
2. **SELENA "I Could Fall In Love" (EMI RECORDS)**
3. **A HOUSE "The Strong And The Silent" (MCA)**
4. **GIOVANNI "Girl In My Eyes" (SIRE/EEG)**
5. **FUN FACTORY "I Wanna B With U" (CURB)**
6. **SOPHIE B. HAWKINS "As I Lay Me Down" (COLUMBIA)**
7. **SEAL "Kiss From A Rose" (SIRE/WARNER BROS.)**
8. **HOOTIE & THE BLOWFISH "Only Wanna..." (ATLANTIC)**
9. **MONICA "Don't Take It Personal" (ROWDY/ARISTA)**
10. **NATALIE MERCHANT "Carnival" (ELEKTRA)**
11. **BLESSID UNION OF SOULS "Let Me..." (EMI RECORDS)**
12. **THE BUCKETHEADS "The Bomb..." (BIG BEAT/ATLANTIC)**
13. **ELTON JOHN "Made In England" (ISLAND)**
14. **EVERYTHING BUT THE GIRL "Missing" (ATLANTIC)**
15. **MARTIN PAGE "Keeper Of The Flame" (MERCURY)**
16. **VANESSA WILLIAMS "Colors Of The..." (HOLLYWOOD)**
17. **ALI CAMPBELL "That Look In Your Eyes:" (VIRGIN)**
18. **BROWNSTONE "I Can't Tell You Why" (MJJ/EPIC)**
19. **DANNY TATE "Dreamin'" (VIRGIN)**
20. **DEL AMITRI "Roll To Me" (A&M)**
21. **DIONNE FARRIS "Don't Ever Touch Me..." (COLUMBIA)**
22. **FIREHOUSE "Here For You" (EPIC)**
23. **WEEZER "Say It Ain't So" (Geffen)**
24. **AFTER 7 "Til You Do Me Right" (VIRGIN)**

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the Quarter

Columbia Crusades

SOPHIE B. HAWKINS

As I Lay Me Down

J.J. RICE, MD, 98PX, Rochester

"Finally coming through!"

RICK SWAN, PD, KQCR, Cedar Rapids

"Great hook, good mic-tempo daytime song. Will do well."

JIMI JAMM, MD, KGKQ, Omaha

"Okay Charlie, okay Charlie. Stop beating me!"

TOM MARTENS, PD, KWTX, Waco

"This is the sleeper hit of the summer. Good song."

SCOTT CHASE, PD, WAIA, Melbourne

"I'm assuming this will be big callout. Sounds great on the air."

STEVE GILINSKY, PD, WGRG, Binghamton

"Could this be another Damn I Wish I Was Your Lover? Just tests very well."

PHIL THOMAS, PD, WKMX, Dothan

"This is a very good record that's been around awhile, but is taking off."

C+C MUSIC FACTORY

Rabi Robs Boriqua Anthem

CHARLES 'Backtraxx' TOPRES, DJ, WILD 107, San Francisco

"Sureshot bomb."

DIONNE FARRIS

Don't Ever Touch Me Again

GREG ADAMS, PD, KDUK, Eugene

"This record will appeal to all of your female demos."

JOE FRIDAY, MD, WAEE, Allentown

"A different sound than I Know, but the more I listen to it the more I like it."

CURT KRUIZE, MD, WVKS, Toledo

"Great lyrics. Females will really get into this one."

SOUL ASYLUM

Misery

DAVE SLOAN, MD, DMX-FM, Los Angeles

"This is a multi-format smash!"

Bob Hamilton



PD, KYLD/San Francisco

CONGRATULATIONS

From Your Friends at
COLUMBIA
Records
and
HITMAKERS
Magazine!

Nominees for Issue 897.

Vote for your choice.

1. ANDY SHANE, MD, Z100/New York
2. CHUCK TISA, MD, WPLY/Philly
3. ERIC MURPHY, MD, KKRZ/Portland

Call your HITMAKERS Account Executive (818) 887-3440

The Programmer of the Quarter will receive a SONY® 27" Color TV!

Top40 Disc-overly Club

J.J. RICE, MD, 98PX, Rochester

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - Strong sales - This will be a good nighttime hit for us!

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Finally coming through!

SCAT MAN JOHN *The Scat Man* (RCA) - This was huge in Europe, and we're getting calls already. This is a real fun record!

DAVID EDGAR, PD, B94, Pittsburgh

A HOUSE *The Strong And The Silent* (MCA) - The song is a mix of the Proclaimers and Crowded House. Good record.

ELTON JOHN *Made In England* (ISLAND) - It's really good to have an uptempo song from Elton. Really warming up to this.

TLC *Waterfalls* (ARISTA) - The record is huge. #1 requests for us. Big, big song!

DAVE SLOAN, MD, DMX-FM, Los Angeles

FUN FACTORY *I Wanna B With U* (CURB) - This is a fun, uptempo summer song.

SOUL ASYLUM *Misery* (COLUMBIA) - This is a multi-format smash!

BETTER THAN EZRA *Good* (EEG) - This makes us feel good just to feel it on the air.

NEAL SHARPE, PD, JET-FM, Erie

JILL SOBULE *I Kissed A Girl* (ATLANTIC) - Our #2 most requested record. We're getting great phones on it. It's a good reaction record. I guess some people are hedging on this because of the lyrics, but all I know is it's a great reaction record! My wife just loves it.

ALANIS MORISSETTE *You Outta Know* (MAVERICK/REPRISE) - This is really gonna take off. It's unique, it's hooky - It's a hit!

A HOUSE *The Strong And The Silent* (MCA) - This sounds great on the air. A good song.

DANNY TATE *Dreamin'* (VIRGIN) - I'm looking at this strongly. It's mass appeal and fits just about anything anybody could be doing right now!

RICH E. CUNNINGHAM, APD, K92, Roanoke

MALIBU *I Want Candy* (BIG AL) - I heard this on the last **HITMAKERS** CD Sampler, and I love it. A good remake.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (BIG BEAT/ATLANTIC) - It's got kind of a Deee-Lite sound. You can just smell the polyester coming through the speakers.

SHAGGY *Boombastic* (VIRGIN) - I love it. It's like Ini Kamoze at 33-1/3!!

HITMAN, MD, KBFM, McAllen-Brownsville

SELENA *I Could Fall In Love* (EMI RECORDS) - She's a Goddess down here, and since we've put the record on, it's already in power rotation and now it's #1 on my 'Hot 9 At 9.'

EVERYTHING BUT THE GIRL *Missing* (ATLANTIC) - We're getting good callout and it's getting a really good buzz down here!

HARAJUKU *Can You Feel The Love Tonight* (ZYX) - This is a techno version of the song from *The Lion King*. It was my champion all last week on my 'Nightly Knockout' and completely blew my phones away. People could not believe it!

ERNESTO GLADDEN, PD, KBZR, Phoenix

SHERYL CROW *Can't Cry Anymore* (A&M) - This is a hot tune and hot video. She is strong.

SHAMPOO *Trouble* (I.R.S.) - Good song from what should be a big movie.

PIZZACATO FIVE *Twiggy Twiggy* (ATLANTIC) - When you listen to this record you have to listen to it again in five minutes.

STEVE WILSON, PD, KC101, New Haven

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - I really like this. Great job on the remake.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Lyrically this album is about the common man. Will do very well for us.

VANESSA WILLIAMS *Colors Of The Wind* (HOLLYWOOD) - Movie, song - this will all be a strong outing.

ELTON JOHN *Made In England* (ISLAND) - Good uptempo song from the King of Pop.

JOHN RAMSEY, PD, KCLD, Sr. Cloud

SHERYL CROW *Can't Cry Anymore* (A&M) - Another hit for Sheryl. A Pop hit. She can do no wrong.

DANNY TATE *Dreamin'* (VIRGIN) - This is a good sound that will work for us here at the station.

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - This is exploding sales-wise and requests. Big record.

GREG ADAMS, PD, KDUK, Eugene

SELENA *I Could Fall In Love* (EMI RECORDS) - We're looking at this. A very good-sounding record!

DIONNE FARRIS *Don't Ever Touch Me Again* (COLUMBIA) - This record will appeal to all of your female demos.

MARK RADWAY, MD, KDUK, Eugene

NATALIE MERCHANT *Carnival* (ELEKTRA) - This is going to be a smash! It's a real tasty piece of music.

BOXING GHANDIS *If You Love Me* (MESA) - I just had the chance to see these guys, and they are fun to see and hear live. Listen to this again!

RICK THOMAS, MD, KDWB, Minneapolis

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - This is a nice out-of-body experience record. Interesting track.

AFTER 7 *'Til You Do Me Right* (VIRGIN) - This is a smooth Urban ballad. Big female appeal.

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - Killer, killer night reaction record for us here.

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

SELENA *I Could Fall In Love* (EMI RECORDS) - After just two days of airplay, this is getting #1 phones! This is a very good song.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (BIG BEAT/ATLANTIC) - It's huge at the clubs here in Dallas!

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - This is going to be a Michael Jackson classic!

JOHN FREDERICKS, PD, KHTZ, Santa Barbara

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - Good crossover record with an Alternative feel.

LIVE *All Over You* (MCA) - This should cross over real well. Mass appeal.

JENNIFER TRYNIN *Better Than Nothing* (WARNER BROS.) - Great record. I think she is the real thing.

MICK FULGEM, MD, KISX, Tyler

SHERYL CROW *Can't Cry Anymore* (A&M) - This will be bigger than her last record. Good adult appeal with the potential to be number one!

MARTIN PAGE *Keeper Of The Flame* (MERCURY) - Great adult appeal. As good as the last. Should do very well.

NATALIE MERCHANT *Carnival* (ELEKTRA) - This is a cool record. Another good solo shot from Natalie.

KEN BENSON, PD, KKRZ, Portland

FUN FACTORY *I Wanna B With U* (CURB) - A good record. We definitely like it.

JON SECADA & SHANICE *If I Never Knew You* (WALT DISNEY) - I think this is going to be the big, big hit from the *Pocahontas* soundtrack.

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - Yeah...This is a hit song!

ERIC MURPHY, APD/MD, KKRZ, Portland

FUN FACTORY *I Wanna B With U* (CURB) - Big ole summer smash with a big ole summer hook.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This has always been my favorite track on the album. Can't wait to play it.

MICHAEL JACKSON *Money* (MJJ/EPIC) - This is my personal favorite on the *HISTORY* CD.

ALAN FEE, PD, KLYV, Dubuque

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - It's gonna be something. Good rhythm and tempo.

A HOUSE *The Strong And The Silent* (MCA) - Sounds like today. Very contemporary and cool!

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - This band is batting a thousand. How can you go wrong?

JEFF ANDREWS, APD/MD, KLYV, Dubuque

A HOUSE *The Strong And The Silent* (MCA) - A good uptempo record. This kind of has a novelty feel to it. Reminds me of the group Madness.

SHERYL CROW *Can't Cry Anymore* (A&M) - A strong record. We like this a lot!

FOREIGNER *All I Need To Know* (PRIORITY) - I like this. They're coming to town in a few weeks, so this should do well for us. It's got the classic Foreigner feel. And once again, it's great to hear a good, uptempo record!

JEFF HUGHES, MD, KNIN, Wichita Falls

ALI CAMPBELL *That Look In Your Eyes* (VIRGIN) - Great record, big hit. It could be bigger if it's UB40.

WEEZER *Say It Ain't So* (Geffen) - Great follow-up. Not as hard-hitting as the first. More Mainstream play.

SHERYL CROW *Can't Cry Anymore* (A&M) - This record sounds as good as she looks. This will be her biggest yet.

NATALIE MERCHANT *Carnival* (ELEKTRA) - Distinctive sound like Sarah McLaughlin. She has got a hit!

MOKENSTEF

"He's Mine"

Add: KBXX! Add: KTFM! Add: KDON!
Add: KIKI! Add: KBOS!

BB RHYTHM CROSSOVER MONITOR 17* - 11*
BB HOT 100 55* - 43*
SOUND SCAN SINGLES 47* - 36*
OVER 13,000 SINGLES SCANNED THIS WEEK!

758 BDS DETECTIONS!

#1 Phones - KHQT, 92Q, WJMN, KWIN

Top 5 Phones - KYLD, KUBE, KHTN

Top 10 Phones - WHHH, WWKX, KZFM

Top 10 Research - KHQT (#1) , KYLD (#5), 92Q (#8)

From The Debut Album, AZZ IZZ
In Stores Now!



OUTBURST

Top40 Disc-overly Club

DAN OLSEN, PD, KOKZ, Waterloo

CHRIS ISAAK *Somebody's Crying* (REPRISE) - This has good album sales already with no airplay.

U2 *Hold Me, Thrill Me, Kiss Me, Kill Me* (ATLANTIC) - Huge sales backed by a killer soundtrack.

SHERYL CROW *Can't Cry Anymore* (A&M) - Three strikes and you're red hot!

MADONNA *Don't Stop* (MAVERICK/SIRE/WARNER BROS.) - This sounds great for a nice sunny day.

RICK SWAN, PD, KQCR, Cedar Rapids

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Great hook, good mid-tempo daytime song. Will do well.

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - Great song from a movie that is not as great. Song won't let you down.

PEARL JAM *Immortality* (EPIC) - This is just another hands-down smash. I don't think they can do a bad record.

JIMI JAMM, MD, KQKQ, Omaha

SHERYL CROW *Can't Cry Anymore* (A&M) - Tasty looking, tasty sounding.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Okay Charlie, okay Charlie. Stop beating me!

EVERYTHING BUT THE GIRL *Missing* (ATLANTIC) - This could be the sleeper dance single of the summer.

JAMMER, MD, KQXY, Beaumont

FIREHOUSE *Here For You* (EPIC) - Tested at night. The song will do real well.

U2 *Hold Me, Thrill Me, Kiss Me, Kill Me* (ATLANTIC) - Good record. Will do well with the help of the movie.

VANESSA WILLIAMS *Colors Of The Wind* (HOLLYWOOD) - This is another example of a great record that will do well with a huge movie.

MICHAEL J. LANG, PD, KRRG, Laredo

VYBE *Warm Summer Daze* (ISLAND) - Smash! This is pretty simple. It's a great-sounding record.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (BIG BEAT/ATLANTIC) - Great summertime jam 'cause it really is. Check it out.

MOBY *Everytime You Call Me* (EEG) - The damn thing really kicks ass. What's up?

TOM MARTENS, PD, KWTX, Waco

SELENA *I Could Fall In Love* (EMI RECORDS) - Big phones on this record. Very mass appeal. Will cross.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - This is the sleeper hit of the summer. Good song.

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - Very cool Euro techno pop record. Will be a mass appeal hit.

JUSTIN CASE, MD, KZIO, Duluth

SHERYL CROW *Can't Cry Anymore* (A&M) - This is a sleeper smash. Why did they wait so long?

ALI CAMPBELL *That Look In Your Eyes* (VIRGIN) - We did a 'Make It Or Break It' and it was 98% positive. Great record.

JENNIFER TRYNIN *Better Than Nothing* (WARNER BROS.) - Cool song. It's stuck in my tape deck in my car. I love it!

ELTON JOHN *Made In England* (ISLAND) - This is obvious. A big record for Elton.

PAUL WALKER, PD, OK95, Tri-Cities

DURAN DURAN *Perfect Day* (CAPITOL) - This record really deserves another listen. We've been playing this and it sounds great.

SHERYL CROW *Can't Cry Anymore* (A&M) - The hits keep on comin'!

RAY KALUSA, MD, Q106, San Diego

ALI CAMPBELL *That Look In Your Eyes* (VIRGIN) - Very pleasant. I can see this in many formats.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - My favorite Hootie song so far.

DEL AMITRI *Roll To Me* (A&M) - If there's such a thing as a no caffeine record, this is it.

KEVIN PETERSON, APD/MD, STAR94, Atlanta

MARTIN PAGE *Keeper Of The Flame* (MERCURY) - This should be just as strong as the first one.

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - There are a million remakes out there, but they did a great job on this record.

SELENA *I Could Fall In Love* (EMI RECORDS) - Beautiful!

SCOTT CHASE, PD, WAIA, Melbourne

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - Number one album in the country. How can you miss? A no-brainer.

EVERYTHING BUT THE GIRL *Missing* (ATLANTIC) - Played when I was in West Palm Beach. Great callout females 22-28.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - I'm assuming this will be big callout. Sounds great on the air.

JOE FRIDAY, MD, WAEB, Allentown

FUN FACTORY *I Wanna B With U* (CURB) - I love this record!!!

SHERYL CROW *Can't Cry Anymore* (A&M) - She keeps cranking 'em out, doesn't she!?! Another great record from Sheryl!

DIONNE FARRIS *Don't Ever Touch Me Again* (COLUMBIA) - A different sound than *I Know*, but the more I listen to it the more I like it.

FIREHOUSE *Here For You* (EPIC) - The people here in Allentown love these guys! This will be another great Firehouse record for us!

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - This sounds like it should've been released in '84. I love it!

JOHN HARRISON, PD, WAZY, Lafayette

DAVE MATTHEWS BAND *Ants Marching* (RCA) - Brand new. I like this a lot. Could fit us well.

SELENA *I Could Fall In Love* (EMI RECORDS) - Mass appeal record. Should do well nationally.

FOREIGNER *All I Need To Know* (PRIORITY) - Perfect Midwest Pop/Rock record. Real good.

DANNY OCEAN, MD, WBHT, Scranton

SHERYL CROW *Can't Cry Anymore* (A&M) - Sheryl Crow. She is unstoppable.

WEEZER *Say It Ain't So* (Geffen) - Three million fans cannot be wrong.

LIVE *All Over You* (MCA) - They are in our backyard, practically an automatic.

SCOTT LAUGHLIN, MD, WBNQ, Bloomington

MARTIN PAGE *Keeper Of The Flame* (MERCURY) - Good record for Martin. Should do well throughout the country.

FIREHOUSE *Here For You* (EPIC) - This sounds like another good record from Firehouse. Will do well for us.

MADONNA *Human Nature* (MAVERICK/SIRE/WARNER BROS.) - We are playing catch up on this. Big song nationally.

DR. MICHAEL LYNN, PD, WBSS, Atlantic City

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - This is hot. Will be a great summer song. Good jam.

SELENA *I Could Fall In Love* (EMI RECORDS) - This is a nice slow to mid-tempo summertime groove.

FUN FACTORY *I Wanna B With U* (CURB) - It's not ethnic. Good Pop record. Mass appeal.

INTONATION f/ **Joe** *Died In Your Arms* (METROPOLITAN) - Great remake. Testing this. Will do very well.

MICHAEL GAMBY, MD, WDBR, Springfield

SHERYL CROW *Can't Cry Anymore* (A&M) - Even though she wipes those tears away, she can't cry about the money she makes.

AMY GRANT *Big Yellow Taxi* (A&M) - In the words of Ray Kalusa, 'That ain't no Shakespear's Daughter record.'

A HOUSE *The Strong And The Silent* (MCA) - Need a transition record? This is it!

SCOTT THOMAS, PD/MD, WDJB, Fort Wayne

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - This is a fresh song. Sounds good on the radio.

SELENA *I Could Fall In Love* (EMI RECORDS) - Proven winner across-the-board. Should cross here well.

THE DWELLERS *Love Is A Rocket Ride* (EMI RECORDS) - Great hook. Sounds like vintage Cheap Trick.

TINA MOORE *Never Gonna Let You Go* (SCOTTI BROS.) - Huge in the Urban side already. This will make the jump to Top40.

CHRISTINE FOX, MD, WFHN-FM, New Bedford

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - This is a great Pop record, perfect for our market.

AFTER 7 *Til You Do Me Right* (VIRGIN) - Hot tune. This is a hot summer slow jam. I am excited about the release of the new album.

DEL AMITRI *Roll To Me* (A&M) - This is a good summer, up, Pop record. Will do well.

There is a **reason** we've been working this record for six months

(actually, there are several: research, sales, requests)

WKTI, Milwaukee "#2 **call-out** record with females 29-34. Power rotation for 9 weeks." Danny Clayton, PD

WTMX, Chicago "Our #1 most played song. Smash." Brian Kelly, PD

Y107, Nashville "My reasearch is off the richter scale. 18 - 34 females...22 - 26 are **huge**." Charlie Quinn, PD

GUY ZAPOLEON/Zapoleon Media Strategies "Simply put...**Sleeper** hit of the summer. Top 5 call-out."

XL106, Orlando "A real pop hit. Consistent top 10 **requests**." Adam Cook, PD

Bill Richards/Bill Richards Consulting "Developing into a long term **hit** record. Recommending to all stations."

93Q, Syracuse "A **proven** winner week after week with females." Dave Edwards, PD

WNVZ, Norfolk "Sophie B. was **incredible** at the 1995 Z104 Air Show Concert. It was amazing to see everyone singing the lyrics to "As I Lay Me Down" as heard on Z104." Don London, PD

WSTW, Wilmington "Passive female **monster**" Mike Sommers, PD

WFLY, Albany "I do Mid-days and feamles **consistently** request this song. SOPHIE was simply awesome at WFLY-JAM '95." Mike Morgan, PD

98PXY, "We drove 10 hours from Rochester to Washington, DC & heard it every hour in each city we passed through. When we arrived in DC, we were **committed**." Clark Ingram & JJ Rice

WAPE, Jacksonville "We've been following this record at stations we watch, and it's too **strong** to ignore. This song's time has come." Jeff McCartney/Damon Cox

WZPL, Indianapolis "Our #1 most **requested** song, all dayparts." Rob Blair, MD

Z104, Madison "As I Lay Me Down" is a mainstream **hit** for Z104" Dana Lundon, PD

WDJX, Louisville "Requests since day one. **Power** Rotation." Jill Meyer, APD/MD, PD

Top 40/Adult Monitor 37* - 31 Top 4 "Most added" Top 40

New this week: Y100/Miami, PRO-FM/Providence, 98PXY/Rochester,
WMXV/NYC, KRQ/Tuscon, KQKQ/Omaha, WIOQ/Philadelphia, WZPL/Indianapolis,
WNCI/Columbus, WKSS/Hartford, WAPE/Jacksonville, WBMX/Boston, Q95/Detroit,
WABB/Mobile, WBLI/Long Island, KALC/Denver, WMXQ/Birmingham

SOPHIE B. HAWKINS "As I Lay Me Down"
twenty ~~four~~ **five weeks and counting...**

on tour with MICHAEL BOLTON this summer!

COLUMBIA

Top40 Disc-overey Club

STEVE GILINSKY, PD, WGRG, Binghamton

U.N.V. *So In Love* (MAVERICK/WARNER BROS.) - This is a good wedding song. Will be a big record.

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - The new remix is the one for our station. Great sound.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Could this be another *Damn I Wish I Was Your Lover*? Just tests very well.

JACKIE JOHNSON, MD, WIFC, Wausau

SHERYL CROW *Can't Cry Anymore* (A&M) - A great new song from this now, very familiar voice.

DANNY TATE *Dreamin'* (VIRGIN) - It reminds me of a more rockin' Chris Isaak.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - I like it. A very familiar sound from a band that is very hot!

DEE DEE McGUIRE, MD, WIOQ, Philadelphia

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - Spiked it. Got instant reaction on this song. Already familiar.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (BIG BEAT/ATLANTIC) - I can't get it out of my mind. Very hooky song.

MAX-A-MILLION *Take Your Time (Do It Right)* (SOS/ZOO) - Spiking this. Doing well. Will be there for our Fourth party.

WALLY McCARTHY, PD, WKDY, Utica

SELENA *I Could Fall In Love* (EMI RECORDS) - Fantastic record. It's a shame that we received this record under these circumstances.

THE DWELLERS *Love Is A Rocket Ride* (EMI RECORDS) - Good song from this new band.

SHERYL CROW *Can't Cry Anymore* (A&M) - Thank you Sheryl. You make my job so easy.

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - #1 in sales, Top 5 requests, Top 5 phones. Monica will take it personally if you're not on this.

DAVE MICHAELS, PD, WKFR, Kalamazoo

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - Good remake, nice sound. Familiar. Best of the bunch.

A HOUSE *The Strong And The Silent* (MCA) - This is a good record. Wait to see what happens on this.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is better than the last. It's a Top 5 record. Should do very well.

PHIL THOMAS, PD, WKMX, Dothan

ELTON JOHN *Made In England* (ISLAND) - This is an obvious choice. Will be a big record for him.

SHERYL CROW *Can't Cry Anymore* (A&M) - This is an anthem hit for Sheryl. Will be a big song.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - This is a very good record that's been around awhile, but is taking off.

DENNIS DILLON, PD, WKXJ, Chattanooga

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - Just massive already. Top 3 phones before the add. Everything I hoped it would be.

YAKI-DA *I Saw You Dancing* (ISLAND) - Good nighttime phone record. Will do well for us.

NATALIE MERCHANT *Carnival* (ELEKTRA) - I think she has a much bigger and broader base than people think.

SELENA *I Could Fall In Love* (EMI RECORDS) - Strong female, very mass appeal. Should go naturally Top40.

BRIAN STOLL, MD, WLVY, Elmira

NATALIE MERCHANT *Carnival* (ELEKTRA) - She builds on her 10,000 Maniacs tradition. Good record.

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - Great Pop confection. Will do well. I like this.

A HOUSE *The Strong And The Silent* (MCA) - This is a good-sounding song. Should do well for us.

DAVE EDWARDS, PD, WNTQ, Syracuse

TLC *Waterfalls* (ARISTA) - This is definitely happening. The early research on this is saying 'great' on Waterfalls!

SHERYL CROW *Can't Cry Anymore* (A&M) - This is gonna be a big song - no doubt about it!

ALLEN PETTIT, PD, WOMP-FM, Wheeling

PEARL JAM *Immortality* (EPIC) - Hey, it's Pearl Jam. We like them here and this could be a big one!

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - Just a great song. Kind of reminds me of his first hit, *Crazy*, in a way. A very good song.

SHERYL CROW *Can't Cry Anymore* (A&M) - I love the tempo. This has kind of a sing-a-long feel and quality to it. She's a familiar voice, and this is a good song. That spells "hit" to me!

A HOUSE *The Strong And The Silent* (MCA) - Cool little song. Kind of a rocky, bluesy type of sound. Very cool!

ROB HAYES, MD, WQGN, New London

EVERYTHING BUT THE GIRL *Missing* (ATLANTIC) - I personally think that this is a great song. We've given it a few spins on the dance show that we do on weekends and it sounds great!

SHERYL CROW *Can't Cry Anymore* (A&M) - It sounds good. We like it a lot!

KEITH CURRY, MD, WSNX, Grand Rapids

SOUL FOR REAL *Every Little Thing* (UPTOWN/MCA) - Cool song from a good album.

KYM SIMS *I Must Be Free* (CRITIQUE) - It's been out on several compilation albums, and now Critique's going to work this as a single and I think that's a great move. Put it on and dance your ass off!

SHERYL CROW *Can't Cry Anymore* (A&M) - Oh yeah...The women are going to love this one.

STEW SCHANTZ, PD, WSPK, Poughkeepsie

SELENA *I Could Fall In Love* (EMI RECORDS) - This is a great song. Will be a big hit, even if she's dead.

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - This is plain and simple, just a great song.

FUN FACTORY *I Wanna B With U* (CURB) - Quote: Ace Of Base meets Real McCoy. Great record.

TONY BRISTOL, MD, WTIC-FM, Hartford

VANESSA WILLIAMS *Colors Of The Wind* (HOLLYWOOD) - Great early reaction. Will be huge.

SHERYL CROW *Can't Cry Anymore* (A&M) - Great follow-up to her past success. This should do well also.

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE) - Have you heard Deep Blue Something's *Breakfast At Tiffanys*? What a great record.

CURT KRUZE, MD, WVKS, Toledo

WEEZER *Say It Ain't So* (Geffen) - Good song. Sounds like Red Hot Chili Peppers. Alternative sound. Will cross to mass appeal radio.

SHERYL CROW *Can't Cry Anymore* (A&M) - She is hot. Straight-forward Pop song. Will be big.

DIONNE FARRIS *Don't Ever Touch Me Again* (COLUMBIA) - Great lyrics. Females will really get into this one.

JOHN IVEY, PD, WXKS, Boston

TAKE THAT *Back For Good* (ARISTA) - Be on the lookout for this...It's a #1 record!

DAVE EUBANKS, MD, WZJM, Cleveland

SELENA *I Could Fall In Love* (EMI RECORDS) - This record will be huge and the record will stand on its own, as it should.

CRYSTAL WATERS *Relax* (MERCURY) - Great dance groove from a proven dance diva. Get the easy mix as soon as possible. Hint, hint, send CD six.

SHAGGY *Boombastic* (VIRGIN) - Get this on your radio if you wanna win in the summer. Infectious summertime groove.

ADAM COOK, PD, XL106.7, Orlando

DEL AMITRI *Holl To Me* (A&M) - Great summertime balance record. Pick up the energy on the station.

VANESSA WILLIAMS *Colors Of The Wind* (HOLLYWOOD) - This is a great record. Will stand on its own.

MARTIN PAGE *Keeper Of The Flame* (MERCURY) - Did very well here in his show. Great guy, good song.

CHARLIE QUINN, PD, Y107, Nashville

FUN FACTORY *I Wanna B With U* (CURB) - I have been close with this band before and this is the one that will do it.

A HOUSE *The Strong And The Silent* (MCA) - Great summertime party anthem.

ALANIS MORISSETTE *You Outta Know* (MAVERICK/REPRISE) - Offbeat, different, but this is an unstoppable hook.

DANA LUNDON, MD, Z104, Madison

LE CLICK *Tonight Is The Night* (LOGIC) - I finally got my copy of this. It's kind of like Max-A-Million meets Corona. Very cool!

LUSCIOUS JACKSON *Here* (CAPITOL) - Wow...This is very, very cool. I really like it! This is an excellent song.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - I like it a lot.

MAX-A-MILLION

"Take Your Time"

ADDED THIS WEEK AT:

| | |
|------|-----------|
| WPOW | MIAMI |
| KGGI | RIVERSIDE |
| KWNZ | RENO |
| KFFM | YAKIMA |

46*
BILLBOARD
DANCE
CHART

ON & SPINNING AT:

| | | | | |
|------|------|------|------|------|
| WWKX | B96 | KZFM | KBOS | Z90 |
| WHJX | WHHH | KPRR | KHTN | WFHN |
| WJJS | KZHT | KBXX | KCAQ | KRRG |
| KKFR | KWTX | KMXV | | |



"Heavy phones right out of the box! The record sounds like Summer."

-Joe Dawson, PD/WWKX

Z: ENTERTAINMENT

SOS
RECORDS

HITMAKERS GUEST COLUMNS



DAVE FERGUSON **RESEARCH VS. GUT**

Interesting article with Dave Robbins of WNCI/Nationwide recently in Hitmakers. I was impressed with many of the things he had to say. I don't have a "rule of 7's", or any other "rules" for that matter, but I agree that the station with the best marketing, and superior packaging, will usually win. Another key to winning is consistency: having a game plan and sticking with it. Some programmers go in with no specific game plan, and "wing it," so to speak. Too many changes based on gut can make for a schizophrenic radio station. When the trends come out, they're not only 2 months old, but who knows what you were doing when the measurement actually took place? I was one of those programmers. On the other hand there are as many or more programmers with no gut whatsoever. Most of them are going from a contrived game plan put together by some overpriced research company who told them what records to play, what slogans to use, and what audience they should go after.

All the phone calls in the world won't endear you to your audience; not like getting out and learning

about their lifestyle personally, and then reflecting that lifestyle on the air, will. Sure the research can be a map to follow, but think of it as a treasure map. There are going to be several turns and curves that aren't necessarily charted by the map maker, so if you already know the area, you've got a much better chance of finding the treasure than some gutless numb-skull who's never been out of his neighborhood before.

When you consider the source from whence the map came, you should be even more skeptical. Lots of these research companies are simply telling the GM and owners what they want to hear. One such company was quoted recently as telling a GM, (who will remain nameless), "Sure, I'll take your money. What do you want me to say?" The GM replied, "I don't want to play any rap music," (or something to that effect), which lead to a strategic plan that was not based on what the target audience wanted, but on what the GM wanted. Such a "map" won't lead to any treasure. Unless you're searching for a hidden pot of mediocrity. I'm not saying that all research companies are lying to their client stations. What I'm saying is that if you're going to develop a strategic plan through a research company, the preconditions should be kept to a minimum, or the end result will be flawed.

Furthermore, if all you're looking for is a perceived "hole" in the market, you should save your money

and do whatever format you want. Just because there's a supposed hole, doesn't mean that filling it is going to lead you to the top. Could be that the hole when completely filled would still only lead to a 3 or a 4 share. In most markets, it's hard to survive on that. There are examples in most every market of these stations. They're the one's that change format (based on some new study), every year or two. Others are the few remaining Top 40's of the world that don't want an ethnic audience. Top 40 **IS ETHNIC!** You can either have great ratings WITH them, or mediocre ratings without them. Don't let any research company tell you any differently, or all you'll be doing is throwing your money away. Can you still make money? Maybe, but not nearly as much as you would if you had twice the ratings. Plus, it's not programming to WIN. It's programming to get by. Too many stations are doing that these days.

There has got to be a happy medium between research and gut. Swinging too far to either side will lead you off your chosen path. To those stations operating on nothing more than one or the other- I can't wait to program against you someday!

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 **THAT TOP 40 FAD**

So how many times has Top40 been declared "deac"? Many, many times. In fact the doomsayers are out about every week trying to say that playing current, hit music is passe or at least not safe for the regular people. All it takes is a new style of music to climb the charts and suddenly you hear the whispers about how it's finally all over, time to move into sales.

The increase in the popularity of "Alternative" music brought on the latest wave of whispers and uncertainty in the world of Top 40. Could this be it? Is the end of Top 40 here?

I can hear laughter

Those of us who program Top 40 don't believe it. In fact, we laugh perhaps softly to ourselves, when our "friends" try to lay their theory on us. Actually I am surprised sometimes when industry people inform me that 12-18 demos are useless. What kind of society says it's youth are "useless"? The boomer generation was catered to by our media. But today we try our best to play 'em down or hide the young people like they did with people

with mental problems back in the Dark Ages. Wonder if this has anything to do with the current rise in serious youth crimes, violence, drugs? That's it, ignore the youth of America. Deny education funding and suppress their own entertainment culture. We've done it with minorities for years and look where it's gotten us.

Top 40 is breaking down into more specific categories. There are Hispanic/Anglo versions...also called "dance." There are African-American/Anglo versions called "Churban," adult-leaning Top 40 that's called "Hot AC" and Alternative rock-edged versions which used to be called "Rock 40."

It's the same thing that's been happening on your local magazine rack or at America Online. These days there's little tolerance for "somebody else's favorite song." There are more choices today.

Hootie & The Blowfish, U2, and Soul Asylum are happening on some Top 40 stations. But some of us see those groups as the new Album Rock that's replacing those dead artist-oriented classic rock stations. Rock is finally moving out of its "oldies only" phase. Imagine... new music on a rock station, what a concept!

Many from that media-bred boomer generation are not really comfortable with a Top 40 media that's not targeted at them anymore. But those of

us with a memory haven't forgotten how our parents felt about "Satisfaction" by the Rolling Stones or the things they said about Elvis, The Beatles and James Brown.

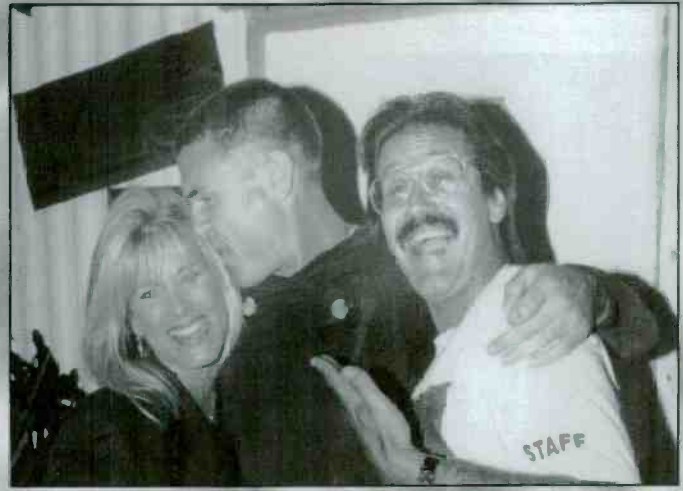
You think Notorious, 2 Pac and Lisa "Left Eye" Lopes aren't model citizens? Well check the history on Jimi Hendrix, Brian Jones of the Rolling Stones, Janis Joplin, Jerry Lee Lewis, Elvis Presley. Is it coming back to you yet? It wasn't slurpees that inspired the Beatles to write and produce "Sergeant Peppers Lonely Hearts Club Band." Today's young talents are just as strange and live out of the normal bounds of society like many of the great creative talents of the past.

Today's Top 40 artists are selling multi-platinum to a very vibrant, young, multi-ethnic audience. Notorious BIG, TLC, Brandy, Method Man and Boyz II Men are all selling millions and millions of records. I dare you to look at the national SoundScan for single sales. Who do you see in the top 10?

Don't try to tell us "it ain't happening anymore." You might hear us laughing at you.

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, 1-95/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.

KIIS-FM & UNITE III



HITMAKERS Faces & Places



Epic recording group Firehouse accept double-platinum plaques commemorating sales of two million sales of their self-titled debut album. Pictured (l-r): **Stewart Young**, artist manager; **David Glew**, Chairman of The Epic Records Group; **Perry Richardson**, **Michael Foster**, **Bill Levery** and **C.J. Snare**, Firehouse; **Michael Caplan**, Sr. VP/A&R, Sony 550 Music; and **Steve Barnette**, artist manager.



The lovely ladies of Luscious Jackson take to the roller derby with skaters from the original Kansas City Bombers and cast members from Paramount Pictures' teenage romantic comedy, "Clueless," for the new Jake Scott directed video, "Here.". Pictured (back row, l-r): Clueless film stars, **Stacey Dash**; **Brittany Murphy**; **Nicole Bilderback** and **Elise Donovan**. Front row (l-r): Luscious Jackson's **Gabby Glaser**, **Jill Conniff**, **Vivian Trimble** and **Kate Schellenbach**.



Les Bider, Chairman of Warner/Chappell Music, has announced a new five year agreement with world renowned songwriter and publisher Terry Britten and his company Terry Tunes Limited. Pictured (l-r): **Kenny MacPherson**, Warner/Chappell, West Coast Vice President, Creative Activity; **Rick Shoemaker**, Warner/Chappell President; **Terry Britten**; and **Les Bider**, Warner/Chappell's Chairman and CEO.



Pictured at KROQ's 3rd Annual Weenie Roast and Sing-A-Long are (l-r): **Rodney Bigenheimer**, KROQ; **Donna Matthews**; **Justine Friedman**, Elastica; and **Tami Heide**, KROQ.



Pictured backstage at KROQ's 3rd Annual Weenie Roast are (l-r, top): **Jimmy 'The Sports Guy'**, **Jed 'The Fish'**, **Kevin Ryder**, **Gene Baxter** (Kevin & Bean); **John Frost**, **'Native' Wayne Jobson** (all KROQ joq's). Bottom (l-r): **Bernard Georges**, **Kristin Hersh**; and **David Narcizo**, Throwing Muses.

Most Disc-overed for this issue

1. **VYBE** Warm Summer Daze (ISLAND)
2. **MICHAEL JACKSON** You Are Not Alone (MJJ/EPIC)
3. **SELENA** I Could Fall In Love (EMI RECORDS)
4. **AFTER 7** 'Til You Do Me Right (VIRGIN)
5. **D'ANGELO** Brown Sugar (EMI)
6. **BONE, THUGS 'N HARMONY** 1st Of Tha Month (RELATIVITY)
7. **E-40** Sprinkle Me (JIVE)
8. **JON B.** Pretty Girl (YAB YUM/550)
9. **LUNIZ** I Got Five On It (NOO TRYBE/C-NOTE/VIRGIN)
10. **2PAC** So Many Tears (INTERSCOPE)
11. **THE BUCKETHEADS** The Bomb (These Sounds Fall...) (BIG BEAT/ATLANTIC)
12. **GIOVANNI** Girl In My Eyes (SIRE/EEG)
13. **MACK 10** Foe Life (PRIORITY)
14. **MOKENSTEF** He's Mine (OUTBURST/DEF JAM)
15. **NAUGHTY BY NATURE** Feel Me Flow (TOMMY BOY)
16. **THE NOTORIOUS B.I.G.** One More Chance (BAD BOY ENTERTAINMENT/ARISTA)
17. **SCAT MAN JOHN** The Scat Man (RCA)
18. **SKEE-LO** I Wish (SCOTTI BROS.)
19. **ADINA HOWARD** My Up And Down (EASTWEST)



Reazar's Records

- The Reazar hopes you all get **BANGED** on the 4th!
- Some new terms for you to put in your 'hip-hop' dictionary: Instead of 'chillin' the new term is 'marinating,' and instead of asking for '911' say 'sprinkle me'. Both of these terms came from the new **E-40** single "Sprinkle Me" on Jive.
- Congratulations to Senior VP/Elektra **Craig Lambert** on his marriage to **Val DeLong**, Senior VP/Lava. As you read this, they are honeymooning in Italy for the next 2 weeks.
- Props to my home dog, "**The Kozman**," former MD and afternoon jock at **KKXX/Bakersfield**, who is now the new MD, APD and afternoon man at **KXTZ/Las Vegas**. He's in good hands with **Dale Madison**, and **Jay Stone**. Former **KXTZ** MD **Tony Maniro** is out. "As a station that's only been Top 40 for a couple of months, we're excited to have a talented guy like **The Kozman**, who's clearly one of the stars of tomorrow. Both time and meeting budget goals early have made it possible to acquire major talent like **The Kozman** at this early juncture," says **Jay Stone**, **KXTZ** PD.
- Night jock "**Wild**" **Bill Cherry** has been named new **KKXX** Music Director.
- New World Communication consultant **Bob West** has formed his own Hispanic-format radio consultancy. The firm will focus on Spanish-language/bilingual and English-language CHR stations located in high density Hispanic markets. You can reach **Bob** at 916-391-5157. Check the front of Hitmakers for a pie and more details.
- The **World Premier** of **MICHAEL JACKSON'S** new video "Childhood" will air during a Prime-Time commercial break on **NBC** Monday, July 3 between telecasts of **NBC's** "The Fresh Prince of Bel-Air." Hail to the numero-uno "**KING OF POP**": his double CD set "HiStory": over 500,000 sold the first week and it's #1 on SoundScan.
- Here's the juice from **Hot97.7**: **Jazzy Jim Archer** is all but signed, sealed and delivered to be the new MD and **Bob Perry**, PD of **Hot97.7**, is the new consultant for **KZHT**, **Z95** in Corpus Christie.
- What's up with **Steve Meade** and IRS Records??
- **Bill Richards** is definitely the consultant at **KGGL**.
- **Jamie Hyatt** is the new PD of **KQMQ/Honolulu**.

OK DOGS, HERE'S THE SCOOP ON THE JAMS!!!!!!

- Columbia's **Jerry Blair**, **Charlie Walk** and **Bruce Reiner** deserve a lot of love this week as **XSCAPE** "Feels So Good" has over 300 spins, adds at **Hot97.7**, **WFME**, and **KPRR**, an audience over 5 million and in upward rotation at every station. Single sales are over 13,000 in Soundscan including big sales in New York, Chicago, San Francisco, Denver, Sacramento and Baltimore. The new remix is unbelievable and went right on **WPGC**. Get your copy from your Columbia promo rep. Still exploding with sky rocketing sales is **C&C MUSIC FACTORY'S** "Boriqua Anthem" from the album 'Anything Goes'. With over 175 spins and a 6.2 million audience this will be the Hispanic Anthem of the summer. **Brucie** brought **YO!CO ROSS** by the office. Stand by for photos!!!
- **Peter Napoliello** and the EMI promo staff are exploding with **SELENA** "I Could Fall In Love" - it's the most-added for the second week in a row at rhythm, now on over 70 stations. Unbelievable response everytime it airs. The new album "Dreaming Of You" will be out July 17. **Napoliello** and the boys are also on fire with **D'ANGELO** "Brown Sugar." Hittin' it this week are **KBXX**, and reacting big time at **WPGC/D.C.**, **V103/Baltimore**, **V103/Atlanta**, **KJMZ/Dallas**, and **WJMH/Greensboro**. They have **Chicago** covered like a blanket with **WGCI** and **WEJM**, plus **WJLB/Detroit**, **WZAK/Cleveland** and 40 other Urban stations. "Brown Sugar" went 50 to 43 in Soundscan and sold over 11,000 singles last week alone. Crossover **BEWARE**, this one's ready to GO!!! The **REAZAR'S** hip-hop tip is **AZ** "Sugar Hill" (EMI). Keep an ear out for this!!!
- Props and love to **Michael Plen** and the Virgin promo staff as **SHAGGY** "Boombastic" kicks serious butt where played - now on over 23 stations. Moved 11-8 in Soundscan and sold over 40,000 singles last week alone and is heading for #1. Get this on the radio if you're looking for a re-actionary record. **LUNIZ** "I Got Five On It" went 31-25 on Soundscan and sold over 16,000 last week. Guaranteed after one play the phones will want to know what it was! **AFTER 7** "Til' You Do me Right" just in the stores a couple of days and sold over 7,000 and debuted on the Soundscan chart at #60.
- **Craig Lambert**, **Greg Thompson**, **Don Coddington** are doing the do for

- Elektra** as the new **ADINA HOWARD** "My Up & Down" found more than 2,500,000 new Top 40 listeners this week - launching on **HOT97**, **KMEL**, **WJMN**, **WWKX**, **WZJM**, **Z90**, **KZHT**, **WHHH** and you can view the video on **The BOX**. Showing explosive action is **GRAND PUBA** "I Like It" on at **HOT97**, **WERQ**, **KPWR**, **WPGC**, **WJMH**, **WHJX**, **KBXX**, **KMEL** and **Z90**. "I Like It" is #14 in Soundscan Dance Single sales, #38 in Soundscan Top RAP Single sales and debuts at #48 in Soundscan Top Album sales. The video can also be seen on **MTV**, **BET** and **The BOX**. **KUT KLOSE** "I Like" is #32 in Soundscan Top Single sales and is showing major action at **WERQ**, **WJMH**, **WHJX**, **WPGC**, **KBXX**, **HOT97**, **WOW**, **WHHH**, **KMEL**, **KZHT**, **WZJM**, **KTFM**, **Z90**, **KXTZ**. "I Like" is also #25 on the BDS Monitor Rhythm Crossover. The video is also getting play on **BET** and **The BOX**.
- Warner Brothers has new re-mixes of **MADONNA'S** "Human Nature" by **Danny Tenaglia** and **Howie Tee** on your desk now - you got to take a listen. They're hot! The new **SPANISH FLY** LP is out and the cut getting action is "Let's Get Together" which went right on **KTFM**. **SEAL** "Kiss From A Rose" (Sire/WB) also getting action at **Z90**.
- Congratulations to **Lyor Cohen** and **Russell Simmons** as Def Jam starts their 10th Anniversary with a couple more MEGA hits: **DOVE SHACK** "Summertime in the LBC" and just out on **Power106** already is "Round and Round" by the **TWINZ**. Both of these are produced by **WARREN G**.
- RCA is blowin' up with **LA BOUCHE** "Fallin' In Love" (Logic/RCA) - on **Power 96**, **KCAQ**, **WWKX**, **KZFM**, **WJJS**, **KKSS**, **KIKI**, **KZHT**, **KBFM** and new this week **HOT97.7**, **KHTN**, **WOVV** and **WFLY** and on **Hot Mix**. The video is on **The BOX**, #20 Billboard Maxi Singles. **LA BOUCHE** consists of artists **Melanie Thorton** and **Lane McCray**. **Melanie Thorton** is also **LE CLICK** with the single "Tonight Is The Night". Watch for this cut to be on the **LA BOUCHE** album. **SCATMAN JOHN'S** "Scatman" is on the Eurochart Hot 100 Billboard and has sold over 6 million singles in Europe. It's top-3 or better in 11 countries. Early adds on **WWKX**, **KZHT**, **KTFM**, **WRVQ** and **WPXY**. Look out for the new **KRISTINE W** LP coming soon from RCA.
- Jive's **Jack Satter** has put new new street slang in the streets with the new **E-40** single "Sprinkle Me". The new terms are 'marinating' instead of 'chillin' and 'sprinkle me' instead of saying "give me the info" or "911." **SMOOTH** "Mind Blowin'" continues to kick at **WPGC**, **WJMH**, **KBXX**, **WHHH**, **WOCQ**, **FLAVA 1580**, **KMEL**, **KYLD**, **HOT97.7**, **KSFM**, **KWIN**, and was added this week on **92Q** and **WHJX**.
- Watch for the new **R KELLY** single and LP coming from Jive this summer.
- **Heidi Jo Spiegel** is back in the game big time as Big Beat explodes with **THE BUCKETHEADS'** "The Bomb" on Henry Street/Big Beat. **Steve Perun** of **KIIS/Los Angeles** says it's an add and here's who else hit it this week: **KIKI**, **KDON**, **WOCQ**, and **KWIN**.
- The big buzz record on your desk soon is by **JUNIOR MAFIA** f/**NOTORIOUS B.I.G.** on Big Beat titled "Player's Anthem." Watch for it!!!!!!

REAZAR'S SECRET WEAPON

- **GIOVANNI** "Girl In My Arms" (Sire/EEG) managed by super-manager **Mark Shimmel** on 38 stations out the box with **Disc-overys** by **Joe Dawson/WWKX** and **Super Snake/KKFR**. Watch for dance re-mixes by **Junior Vasquez**. Peep on this jam!! This is a sleeper!

THE MOST ADDED RHYTHM RECORDS THIS WEEK ARE:

- **SELENA** "I Could Fall In Love" (EMI/Latin)
- **VYBE** "Warm Summer Daze" (Island)
- **ADINA HOWARD** "My Up And Down" (East West/EEG)
- **BONE THUGS-N-HARMONY** "1st Of Tha Month" (Ruthless/Relativity)
- **MICHAEL JACKSON** "You Are not Alone" (Epic)
- **MOKENSTEF** "He's Mine" (Outburst/RAL/Island)
- **NAUGHTY BY NATURE** "Feel Me Flow" (Tommy Boy)
- **NOTORIOUS B.I.G.** "One More Chance" (Bad Boy/Arista)
- **THE BUCKETHEADS** "The Bomb" (Big Beat/Atlantic)
- **JON B.** "Pretty Girl" (Yab Yum/550 Music)
- **BROWNSTONE** "I Can't Tell You Why" (MJJ/Epic)
- **INTONATION** "Died In Your Arms" (Metropolitan)
- **LA BOUCHE** "Fallin' In Love" (Logic)
- **SCATMAN JOHN** "Scatman" (RCA)
- **SHAGGY** "Boombastic" (Virgin)
- **SKEE-LO** "I Wish" (Sunshine/Scotti Bros)

See Ya,

Jay "Reazar" Pich

MICHELLE SANTOSAOUSSO, PD, KMEL, San Francisco

AFTER 7 *REFLECTIONS LP* (VIRGIN) - The entire album, it's awesome. Two songs off of that that I think are going to be huge are Damn Thing Called Love and How Did He Love You.

MACK 10 *Foe Life* (PRIORITY) - I think that's really good.

JODECI *THE SHOW, THE AFTERPARTY AND THE HOTEL LP* (UPTOWN/MCA) - It's brilliant! It's such a solid album. All the songs have really good hooks.

LUNIZ *I Got Five On It* (NOO TRYBE/C-NOTE/VIRGIN) - #1 by 10 miles. Probably the biggest record of the year.

RUSS ALLEN, PD, 92Q, Baltimore

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - Sounds like the obvious stand-out hit on that album.

JON B. *Pretty Girl* (YAB YUM/550) - His second smash in a row.

JODECI *Get On Up* (UPTOWN/MCA) - Reacting well early.

AFTER 7 *'Til You Do Me Right* (VIRGIN) - Didn't really get into it at first, but I do like that record a lot. That's a good one.

GREG HEAD, MD, KBXX, Houston

BONE, THUGS 'N HARMONY *1st Of The Month* (RELATIVITY) - It's #1 by about a 4-1 margin now. Huge record. It's probably going to be the biggest one they've ever had.

SELENA *I Could Fall In Love* (EMI RECORDS) - We put it on yesterday and today it's #2 on phones now, behind Bone, Thugs 'N Harmony.

D'ANGELO *Brown Sugar* (EMI) - Very, very cool record.

NAUGHTY BY NATURE *Feel Me Flow* (TOMMY BOY) - Off the mix show play, we got great reaction.

MICHAEL NEWMAN, PD, KDON, Salinas

SELENA *I Could Fall In Love* (EMI RECORDS) - She's just huge! We've been playing Missing My Baby and it's great. I know this one is going to be enormous.

AFTER 7 *'Til You Do Me Right* (VIRGIN) - We've only just begun playing this, but the early reaction is really positive. We're already seeing some real good callout on this.

CARMY FERRERI, PD, KGGI, Riverside

J'SON THOMAS *Now Until Forever* (HOLLYWOOD) - It's a super ballad. Sounds like a huge smash!

STEVIE B. *If You Still Love Me* (THUMP) - The Rascal remix.

INTONATION f/Joee *Died In Your Arms* (METROPOLITAN) - Cutting Crew would be proud.

THE MIGHTY DUB KATS *Magic Carpet Ride* (PROFILE) - Take your listeners on that fantastic magic carpet ride.

JOE DAWSON, PD, KIX106, Providence

LUNIZ *I Got Five On It* (NOO TRYBE/C-NOTE/VIRGIN) - Really blowin' up for us. Turned into a big phone record.

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - I think it's got a shot.

SELENA *I Could Fall In Love* (EMI RECORDS) - Bound to be a big ballad from one of the biggest Latin singers of our time.

NEMESIS *Drop That Bottom* (PROFILE) - Tag Team of this summer.

SUPERSNAKE, Acting PD, KKFR, Phoenix

SCAT MAN JOHN *The Scat Man* (RCA) - Very cool song.

TONY THOMPSON *I Wanna Love Like That* (GIANT) - Like the no-rap version. Very smooth.

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - Got that good Pop sound.

ROY JAYNES, PD, KKSS-FM, Albuquerque

D'ANGELO *Brown Sugar* (EMI) - Sounds like a groove record to me.

NAUGHTY BY NATURE *Feel Me Flow* (TOMMY BOY) - It's another Hip-Hop Hooray.

E 40 *Sprinkle Me* (JIVE) - E-40 is the shit in Albuquerque.

SKEE-LO *I Wish* (SCOTTI BROS.) - It's kickin' in.

KOZMAN, APD/MD, KKXX, Bakersfield

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - Smash!

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - No-brainer.

SELENA *I Could Fall In Love* (EMI RECORDS) - Gonna be huge.

JOHN CANDELARIA, PD, KPRR, El Paso

AL.B.D. *Riding Low* (P-R) - Huge record that's breaking out of the clubs and on the mix show.

VYBE *Warm Summer Daze* (ISLAND) - The bomb. Smash. No-brainer!

SELENA *I Could Fall In Love* (EMI RECORDS) - For Hispanic markets, you've got to be playing this one.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (BIG BEAT/ATLANTIC) - Bumping at nights. Good transition record between your Real McCoy's and your rap songs.

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - Number one across-the-board.

CHARLES CHAVEZ, MD, KTFM, San Antonio

SF SPANISH FLY *Let's Get Together* (WARNER BROS.) - Another #1 record for us.

SCAT MAN JOHN *The Scat Man* (RCA) - Big dance record.

LIL' SUZY *Now And Forever* (EMPRESS MUSIC/METROPOLITAN) - Pretty sure this is gonna work for us.

BAYSIDE BOYS *Bayside* (BAYSIDE) - Huge in Miami and Seattle. Sort of a Hispanic-leaning top dance record.

MARK MEDINA, MD, KWLN, Stockton

BONE, THUGS 'N HARMONY *1st Of The Month* (RELATIVITY) - It's slammin'. Picked up right where For The Love Of Money left off.

JON B. *Pretty Girl* (YAB YUM/550) - Huge record, big phones.

MACK 10 *Foe Life* (PRIORITY) - Huge street buzz. Sounds like Ice Cube should do the job.

SF SPANISH FLY *Here We Go Again* (WARNER BROS.) - Great summertime secret weapon.

TONY MANERO, MD, KXTZ, Las Vegas

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - Best song on the CD.

VYBE *Warm Summer Daze* (ISLAND) - Best song on the radio.

LUNIZ *I Got Five On It* (NOO TRYBE/C-NOTE/VIRGIN) - Great street buzz.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (BIG BEAT/ATLANTIC) - Testing well, great female phones. My competition must be blind. All hail the Kozman!

LUCY B., MD, Q105, Oxnard

VYBE *Warm Summer Daze* (ISLAND) - Play it. It's summertime.

MOKENSTEF *He's Mine* (OUTBURST/DEF JAM) - First week on - Top 5 phones, Top 5 sales and Top 5 callouts.

IV EXAMPLE *Fool I Am* (MCA) - Another great follow-up.

D'ANGELO *Brown Sugar* (EMI) - It's a groove record.

THE NOTORIOUS B.I.G. *One More Chance* (BAD BOY ENTERTAINMENT/ARISTA) - Bigger than Notorious B.I.G.

SCOTT WHEELER, PD, WHHH, Indianapolis

ADINA HOWARD *My Up And Down* (EASTWEST) - Last one was a monster, sounds like this one's got the potential to be big as well.

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - Still like it.

VYBE *Warm Summer Daze* (ISLAND) - Kind of a topical thing.

SKEE-LO *I Wish* (SCOTTI BROS.) - Top 20 sales, big phones.

MICKEY JOHNSON, PD, WHJX, Jacksonville

AFTER 7 *'Til You Do Me Right* (VIRGIN) - Slammin'!

GRAND PUBA *I Like* (EEG) - Good 'night' record.

2PAC *So Many Tears* (INTERSCOPE) - This one I'm gonna play all day.

ALL-4-ONE *I Can Love You Like That* (BLITZZ/ATLANTIC) - Great midday record.

GREG BRADY, MD, WHJX, Jacksonville

TLC *Kick Your Game* (LaFACE/ARISTA) - Craig Mack remix. Great summer jam.

VYBE *Warm Summer Daze* (ISLAND) - The Coolio remix. Great tempo, probably better than her first release.

E 40 *Sprinkle Me* (JIVE) - It's better.

2PAC *So Many Tears* (INTERSCOPE) - Gonna be as big as Dear Mama or bigger.

DAVID LEE MICHAELS, PD, WJJS, Roanoke

VYBE *Warm Summer Daze* (ISLAND) - Perfect follow-up. Great cruisin' record.

CLUB 69 & KIM COOPER *Diva* (TRIBAL) - Perfect female attitude record.

JAMIROQUAI *RETURN OF THE SPACE COWBOY LP* (WORK GROUP) - I'm speechless.

JON B. *Pretty Girl* (YAB YUM/550) - This is a natural. Gonna take him over the top.

MARI LOU, MD, WOCQ, Ocean City

AFTER 7 *'Til You Do Me Right* (VIRGIN) - That's awesome! With the Babyface connection, you can't go wrong.

SHAGGY *Boombastic* (VIRGIN) - That one's blowin' up the phones.

MOKENSTEF *He's Mine* (OUTBURST/DEF JAM) - That's a good song. It's doing real well on the phones.

SMOOTH *Mind Blowin'* (JIVE) - It's got more of an adult sound. With the rapless remix it's really taking off.

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

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Sounds like a hit to me.

BONE, THUGS 'N HARMONY *1st Of The Month* (RELATIVITY) - That's a smash. Number one requested record after only two days of play.

D'ANGELO *Brown Sugar* (EMI) - It's a smash!

E 40 *Sprinkle Me* (JIVE) - After one week of airplay, it's a Top 10 requested record.

LISA VASQUEZ, PD, Z90, San Diego

MONICA f/Usher *Let's Straighten It Out* (MERCURY) - Off the Panther soundtrack. It's the bomb.

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - A great crossover record, good for everybody.

THE NOTORIOUS B.I.G. *One More Chance* (BAD BOY ENTERTAINMENT/ARISTA) - It's B.I.G.

SNOW *Sexy Girl* (EASTWEST/EEG) - Nuff said!

OPEN ARMS *Strictly For You* (QUALITY) - Need to listen to it. Give it a chance.

ERIK BRADLEY, MD, B96, Chicago

SUGAR *Feeling* (AQUA BOOGIE)

TAKE THAT *Back For Good* (ARISTA) - I wanna hear the album!

SELENA *I Could Fall In Love* (ERG)

MIGHTY DUB CATS *Magic Carpet Ride* (SM:)E)

INOTATION *Died In Your Arms* (METROPOLITAN)

PROMOTIONAL FIREWORKS

By Paige Nienaber

Take a good look at your calendar and try to find yourself a real promotable holiday between now and Halloween. With the possible exception of Labor Day, it's a pretty barren promotional landscape. But that's what good radio marketing is all about: making the most of the opportunities that we have, and creating opportunities when there's nothing to promote. Or so the theory goes.

The 4th of July is one occasion that radio can take advantage of. Besides being a national holiday and a day to honor our nation's independence, it's also a welcome day off for the working people of America. And this year it's part of a four day weekend, so everyone will be kicking back in a leisure mindset, except for the people who work in radio, who will hopefully be put on the streets and in the parks, promoting their brains out. (I once had an assistant who wanted to take the Fourth off because it was a holiday and she didn't understand why she'd have to work when all of her friends in non-radio jobs didn't. Fortunately for us all, she's gone into the retail sector and the radio industry as a whole is better for her departure.)

Something to remember about the 4th of July is that there's a lot more to it than just fireworks. This is a day (and weekend) of picnicking, parades, festivals and general relaxation. Many communities have annual summer celebrations that coincide with the Fourth. I've always felt that to have a well-rounded promotional holiday, the station should try to become involved with all of these aspects of Independence Day, including the fireworks.

The Twin Cities is an extremely busy market for summer promotions. Let's be real. When else is the weather good enough to do a fair or parade in Minnesota? Radio stations here run practically 24-hours a day on the streets and in the community between mid-April and early-October. Rob Morris is the APD at KDWB in Minneapolis and his Promotions staff will be running itself ragged over the Fourth. "Our Party Patrol will be out hitting the parks and beaches

around town, and there's a million different parades and festivals happening that weekend that we'll be at," says Morris. Like Memorial Day, the 4th of July holiday is often used to spike some fun features into the programming. KDWB's going to use this opportunity to add in some retro hits from the 70's and 80's, plus a few patriotic songs for their Uncle Sam Jam weekend.

What kind of festivals and large community events are happening in your market this Fourth of July? I'm a big believer in hitting as many of these celebrations as you can during the day on the 4th. In addition to being great visibility in front of tens of thousands of people, the call-ins from all of these events will give your station a real omnipresent sound on-air. The Fourth of July doesn't start at dusk when the first shells sail into the skies above your city. It begins in the afternoon on Friday the 30th when people are mentally packing up their briefcases and will continue until the last shell has exploded and the final corn dog stand has closed on the evening of the 4th.

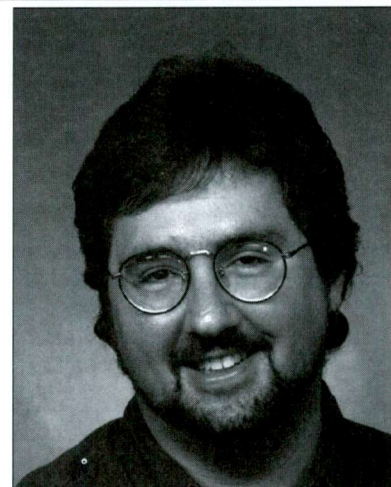
"The 4th of July begins in the afternoon on Friday the 30th when people are mentally packing their briefcases and will continue until the last shell has exploded and the final corn dog stand has closed on the evening of the 4th."

Many people will be spending their holiday weekend at the beach, in the parks and at home enjoying various leisure time activities. Once again, these are all places to "touch" and impact your audience. KJMZ/ 100.3 Jamz in Dallas did the Grill Patrol last year on the Fourth of July. The station had its vans out, cruising the market and stopping at listeners' homes with all of the fixin's for some good backyard barbecuing. Besides sounding very tapped-in to the lifestyles of their audience, the 100.3 Jamz Grill Patrollers all gained about five pounds each.

Lifestyle is what it's all about with the Fourth of July. "The opportunity that the Fourth presents is that it's a hip outdoors event that involves the entire family," says Tom Gowan, former VP/ Corporate Communications Director with Emmis Broadcasting who's now the Vice President of Promotions with E! Entertainment Television. "Besides being compelling to watch, you can tie the fireworks into your music, which is key to any good promotion," adds Gowan. "The 4th is all 'lifestyle' and crosses all formats. In fact you can use it to help soften any kind of anti-establishment label that may have been stuck on your station," he concludes.

WEBN in Cincinnati was one of the first stations to successfully synch their music to fireworks, and if you've ever pulled off one of these displays, you'll know how satisfying it can be. When that last shell has gone off and the roar of half a million people cheering your fireworks can be heard, it just doesn't get any better than that. If you don't have the dough to buy your own fireworks display, (the last time I was at a station that bought

its own fireworks, it cost us over \$80,000) then you should still go out of your way to have a presence at whatever major displays are occurring in your market. And not just one. Having vans and jocks at all the big fireworks should be a priority. If you can't synch the fireworks to your music, then encourage people to bring their boomboxes to whatever displays they go to, clear out a block of music around dusk lasting for at least an hour, and play some appropriate, upbeat music for the audience to enjoy the fireworks to. Promote it as the best fireworks viewing jams in town. Get sound



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

systems set up at the festival sites and start blasting the tunes as the sun goes down. If you need to, rent an extra van or two and scrounge up some additional sound systems so that you won't have to miss any of the large fireworks. And don't get locked in to being at just one place. Be out, be seen, be heard and be visible. Those are the keys.

In terms of on-air giveaways, they should definitely be themed to the Fourth of July vibe. If you're just giving away movie tickets with no hook into the holiday, it'll sound pretty out of place. Kind of like not mentioning Christmas on December 24th. Paige Turner is the Promotion Director at Kiss 107.3 in Kansas City and her station is doing Uncle Sam Jam Packs for the 4th this year. Winners will get a six-pack of CD's and six tickets to Six Flags. Giving out three prizes that represent the colors red, white and blue would also be good. Or add some cash and make it a "Red, White & Green" giveaway.

But in the end, it all gets back to lifestyles. If you're out and doing things that reflect the attitudes and lifestyles of your audience on this (and any other) holiday, than you'll have yourself a booming Fourth.

MIX SHOW

COMPILED FROM THE HOTTEST
RADIO MIX SHOWS, FROM COAST TO COAST



MIX SHOW BREAKOUTS

FAITH "You Used To Love Me" (ARISTA)
VYBE "Warm Summer Daze" (ISLAND)
NIGHTCRAWLERS "Surrender Your Love" (ARISTA)
ZIGGY MARLEY "Power To Move You" (EEG)
C&C MUSIC FACTORY "Robi Rob's Boriqua's Anthem" (COLUMBIA)

MIX SHOW MOVERS

2W - LW - TW

| | |
|--------------|---|
| 33 - 88 - 86 | MONTELL JORDAN "This Is How We Do It" (PMP/RAL/ISLAND) |
| 33 - 42 - 64 | THE BUCKETHEADS "The Bomb/These Sounds..." (HENRY STREET) |
| 34 - 25 - 64 | DA BRAT "Give It To You" (SO SO DEF/WORK GROUP) |
| 39 - 61 - 62 | MAX-A-MILLION "Take Your Time (Do It Right)" (SOS/ZOO) |
| 37 - 58 - 60 | MONICA "Don't Take It Personal" (ARISTA) |
| 33 - 49 - 57 | NAUGHTY BY NATURE "Feel Me Flow" (TOMMY BOY) |
| 25 - 51 - 55 | TOTAL "Can't You See" (TOMMY BOY) |
| 30 - 45 - 52 | SPHINX "What Hope Have I" (CHAMPION) |
| 37 - 57 - 52 | METHOD MAN "All I Need" (DEF JAM) |
| 10 - 39 - 50 | PAULA ABDUL "My Love Is For Real" (VIRGIN) |
| 35 - 75 - 50 | DUET WITH MICHAEL JACKSON & JANET JACKSON "Scream" (EPIC/MJJ) |
| 16 - 13 - 49 | LA BOUCHE "Fallin' In Love" (LOGIC) |
| 35 - 54 - 49 | NOTORIOUS B.I.G. "One More Chance" (BAD BOY/ARISTA) |
| 26 - 26 - 38 | SUGAR "The Feeling" (AQUA BOOGIE) |
| 31 - 48 - 37 | ADINA HOWARD "Freak Like Me" (EEG) |
| 21 - 26 - 37 | INTONATION "Died In Your Arms" (METROPOLITAN) |
| 8 - 23 - 35 | BASS SYMPHONY "Deep Side" (ONE PLANET) |
| 18 - 39 - 34 | THE MIGHTY DUB KATS "Magic Carpet Ride" (SM:)E) |
| 21 - 42 - 33 | DIANA KING "Shy Guy" (WORK) |
| 22 - 41 - 33 | LE CLICK "Tonight Is The Night" (LOGIC) |
| 16 - 12 - 33 | MASTA ACE "I.N.C. Ride" (DELICIOUS VINYL) |
| 22 - 38 - 33 | SKEE-LO "I Wish" (SUNSHINE) |
| 12 - 13 - 32 | REAL McCOY "Come And Get Your Love" (ARISTA) |
| 31 - 18 - 30 | CORONA "Baby Baby" (EEG) |
| 21 - 28 - 29 | RAPPIN 4-TAY "I'll Be Around" (EMI) |
| 9 - 19 - 29 | FAITH "You Used To Love Me" (ARISTA) |
| 11 - 12 - 28 | JAMIROQUAI "Space Cowboy" (WORK GROUP) |
| 32 - 35 - 28 | REAL McCOY "Run Away" (ARISTA) |
| 30 - 44 - 27 | FUN FACTORY "Close To You" (CURB EDEL) |
| 19 - 42 - 27 | NICKI FRENCH "Total Eclipse Of The Heart" (CRITIQUE) |
| 7 - 12 - 27 | OUTHERE BROTHERS "Boom Boom Boom" (CLUBHOUSE) |
| 16 - 30 - 26 | DJ MIKO "What's Up" (ZYX) |
| 11 - 12 - 26 | MAXX "Get Away" (RADICAL) |
| 0 - 5 - 26 | NIGHTCRAWLERS "Surrender Your Love" (ARISTA) |
| 25 - 28 - 26 | SHAGGY "Boombastic" (VIRGIN) |
| 19 - 36 - 26 | YAKI-DA "I Saw you Dancing" (LONDON/ISLAND) |
| 30 - 24 - 21 | GRAND PUBA "I Like It" (ELEKTRA) |
| 18 - 11 - 20 | MACK 10 "Foe Life" (PRIORITY) |
| 14 - 12 - 17 | E-40 "Sprinkle Me" (JIVE) |
| 25 - 19 - 16 | MAD LION "Own Destiny" (WEEDED/NERVOUS) |
| 12 - 13 - 16 | MARY J. BLIGE "You Bring Me Joy" (UPTOWN/MCA) |
| 13 - 11 - 15 | STAXX "You" (CHAMPION) |
| 10 - 13 - 14 | CRYSTAL WATERS "Relax" (MERCURY) |
| 25 - 18 - 14 | SMOOTH "Mind Blowin'" (JIVE) |
| 30 - 22 - 13 | OL' DIRTY BASTARD "Shimmy Shimmy Ya" (ELEKTRA) |
| 12 - 10 - 12 | 2 PAC "So Many Tears" (INTERSCOPE) |
| 9 - 6 - 12 | INI KAMOZE "Listen Me Tic" (EEG) |
| 6 - 5 - 12 | JUNIOR MAFIA "Player's Anthem" (BIG BEAT) |
| 17 - 13 - 11 | FRANKIE KNUCKLES "Too Many Fish" (VIRGIN) |
| 4 - 13 - 11 | JOCELYN ENRIQUEZ "Big Love (Remixes)" (CLASSIFIED) |

COLUMBIA RECORDS

Press to Test

HITMAKERS MIXER OF THE WEEK!



PAUL WASHINGTON
WYBC
New Haven, CT.

CAREER HIGHLIGHTS:

In September of 1991, I began my career at WYBC in New Haven, CT where I started as an On-Air personality. 6 months later, I moved over to the mixshow slot we now call the Saturday Night Dance Party. At the end of the 1994 4th quarter book, the show gained the #1 spot in the city of New Haven for its time slot. 8 months ago, I was appointed the station's Urban Music Director. In 1992 I ventured into retail at the Strawberries/Waxie Maxie store in Bloomfield, CT as a sales associate. 2 months later, I was promoted to the position of 3rd Key Store Manager. After my tenure at Strawberries, I went over to Hardcore Marketing in Danbury, CT and took on the position of Retail Marketing Associate. After 7 months, I was promoted to my current position of Promotions Coordinator for AEC Music Distribution. My responsibilities entail national college & mixshow promotions, as well as record pools and of course retail.

PROPS:

Props go out to Larry B. Davis (AEC), Dave Jurman (Columbia), ADM Staff, Stephan Richardson (CT Music Pool), Juan Coon & the entire Hardcore Marketing Staff.

COLUMBIA CUTZ

XSCAPE "FEELS SO GOOD"

OVER 300 BDS SPINS @

CROSSOVER!!!

OVER 1,000 SPINS @ R&B!!!

OVER 11,000 SINGLES SOLD

THIS WEEK!!!

KEEP UP THE MIXSHOW PLAY!!!

NOMINEES FOR ISSUE 896

VOTE FOR YOUR CHOICE

1. DIRECT HIT (Long Island)
2. DIXIE DANCE KINGS (Atlanta)
3. AMERICAN TRAX (Beverly Hills)

Call David or Oscar at (818) 887-3440

RECORD POOL OF THE MONTH WINS SONY HEADPHONES!

AS THE VINYL SPINS

By Oscar Merino

ARISTA/BAD BOY CONFERENCE CALL

Last week quite a few headz participated in a conference call put together by Arista. On the call were the following mixers:

DJ Rags-Z90, Tony "Horse" Rainy-WJMH, Jimmy Jam-WHJX, Mystro-WPGC, B Swift-KBXX, DJ Ran/Kosmic Kev-Power99, Ken James-WJLB, Kelly G/Mystro/Special K-WGCI, DJ D Street-KSJJ, Brewser-WDAS, Mariama-KKBT, Tommy Fix-WVEE, JJ Williams-KMJQ, as well as Mel Smith/Harvey Pierre and "Puffy" Combs from the Bad Boy camp. From Arista we had Davey Dee, Rob Stone, J.C. Ricks, Pierre Diaz, Jeff House.

Call Highlights:

- *1, 2 Pass It* will be released from The **D&D PROJECT** in the first half of July. Other singles that are being talked about from the album are *Maniac Mob* and *Big C*.

- There is a **JAMAL** album coming out. The first 12" is a double A side, with *Fade Jamal* on one side and *Keep It Live* on the flip.

- There will be a new **CRAIG MACK** 12" dropping with *When God Comes* on one side and *Makin' Moves With Puffy* on the flip side.

- The **TOTAL** album is being completed as you read this.

- Mix show DJ's that want drops from any of the Bad Boy artist can fax their request to 212-830-2248, attention Davey Dee or Rob Stone.

- Bad Boy will be putting out several volumes of mixed tapes. Volume One is already out, and eleven more are on the way. Volume Two will be done by the time you read this. It was done live at the Platinum Party for **NOTORIOUS B.I.G.** at the Palladium on June 29th.

- If anyone has questions or needs anything from the Bad Boy camp they can call Mel or Harvey at 800-771-9673. To reach "Puffy" directly, give me a shout and I'll give you his direct line.

- The next **NOTORIOUS** single will be *Give Me The Loot* and will feature **NAS**.

- **FAITH** is a talented writer who wrote not only her album, but is also writing for **TOTAL'S** album. Her video is being finalized, and they are putting together a tour that will cover a lot of markets. There is no beef with her and **MARY J.** She will be singing on Mary's album and vice versa, so squash the rumors.

- "Puffy" was very thankful about all the love the mix show DJ's have given him and assured everyone on the call that the mixers will be recognized and that if any of you mixers need anything from their camp, just give them a call and they'll take care of it. Of course, use common sense, and don't ask for things that are unreasonable.

An over-all great call with a lot of info. Props out to Rob and Davey for putting it together and to Puffy for staying involved and recognizing.

EMI's **Rob One** for the money, is a happy man with the kind of love he's getting on two particular projects. First, **AZ** *Sugar Hill* is getting love at **HOT97**, **KBXX**, **Z90**, **WHHH**, and **WJMN**. And his **D'ANGELO** record *Brown Sugar* has over 1,000 combined spins. Work that EMI vinyl!

Warner Brothers' **Greg Lee** sent over the just completed **Danny Tenaglia** mixes of **MADONNA'S** *Human Nature*. On the tape were three mixes. The *Human Nature* radio edit, which is ready for regular rotation air play, the *Human Club* mix clockin' in at nine minutes and the *Love Is The Nature* mix, which is more of a dub, but very cool. I really liked all the mixes and can hear it on mix shows all over the country. Be on the look out mixers, the vinyl is on it's way to you!

Other dance records that are blowin' up at crossover radio are *La Rumba* by **PIRATES OF THE CARRABEAN**, *The Bomb* by **THE BUCKETHEADS**, and *Robi Rob's Boriqua Anthem* by **C&C**. Don't sleep on these records that are reacting where they are being played!

Out on **Scotti Brothers** is a double pack of **TINA MOORE'S** *Never Gonna Let You Go* with great remixes by **Steve "Silk" Hurley**, **WGCI's Kelly G.**, and **Steve "Miggedy" Maestro**, as well as a smooth R&B version that is prime for regular rotation. The other two records you should not be sleeping on is **LA BOUCHE** *Fallin' In Love* and **THE MIGHTY DUB KATS** *Magic Carpet Ride* on the **Sm:)e** label.

Look Up, HE's there for you.

Have a fun and safe 4th Of July.

Most Disc-overed for this issue

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

- PAULA ABDUL** *My Love Is For Real* (VIRGIN)
- AZ** featuring **Miss Jones** *Sugar Hill* (EMI)
- BASS SYMPHONY** ft. **Ja Nell** *Deep Side* (ONE PLANET)
- BIG SISTER** *Round We Go* (SOS)
- BLACKTIVITY** *X Cuses* (VESTRY)
- BONE THUGS-N-HARMONY** *1st Of The Month* (RUTHLESS/RELATIVITY)
- THE BUCKETHEADS** *These Sounds Fall...* (BIG BEAT/ATLANTIC)
- JOI CARDWELL** *Love & Devotion* (EIGHTBALL)
- JUDY CHEEKS** *As Long As You're Good To Me* (POSITIVA/EMI)
- LaBOUCHE** *Fallin' In Love* (LOGIC)
- LOVELAND** *Don't Make Me Wait* (EASTERN BLOC)
- THE LUNIZ** *I Got Five On It* (NOO TRYBE/VIRGIN)
- MAX-A-MILLION** *Take Your Time (Do It Right)* (SOS/ZOO)
- C.L. McSPADDEN** *Real Butch Traxx E.P.* (MAXI)
- THE MIGHTY DUB KATS** *Magic Carpet Ride* (SM:)LE)
- ULTRA NATE** *Party Girl* (RELATIVITY)
- NOTORIOUS B.I.G.** *One More Chance* (BAD BOY/ARISTA)
- TWINZ** *4 Eyes, 2 Heads* (DEF JAM)
- CRYSTAL WATERS** *Relax* (MERCURY)

PAUL WASHINGTON, WYBC, New Haven

DANA DANE *Show Me Love* (MAVERICK) - Easy Mo Bee once again comes correct.

EG FULLALOVE *Ain't It Whatcha Want* (JJP PROD.) - Deep ,down dirty House beats that sound awesome.

TITO PUENTE JR. *Oye Como Va* (PUENTE) - Latin House spiced with perky percussions.

FEDERAL HILL *I Have Something For You* (SUB URBAN) - Excellent vocal production. Simply a smash!

MOZIE B. PROJECT *Free* (FREEZE) - A true soulful energetic House tune.

BAD BOY BILL, B96, Chicago

CRYSTAL WATERS *Relax* (MERCURY) - This song is 100% the bomb. Major props to Tony B. and Richard on their dope remixes. If Tony B. could only play ball like he can mix, he'd be alright in the courts.

BORIQUEA BROTHERS *Echa Pa Lante* (SLAMMIN') - Slammin' House track on the Spanish flava.

RAGEOUS PROJECTING - FRANKLIN FUENTES *Tyler Moore Mary* (STRICTLY RHYTHM) - She had her own TV show, and now she has her own song...Hey Mary!

BASS SYMPHONY *Deep Side* (ONE PLANET) - CL's Scope Mix is all that. Look out for this kid. Check for his new EP on Maxi...it's on!

TONY MORRIS, BOSS97, Atlantic City

BLACKTIVITY f/Muriel Fowler & Darrel Martin *X Cuses* (VESTRY) - Come on guys, what's up with not having clean mixes? If you want your songs on the air, you need to send out clean mixes. How am I going to play s#!t, bitch or ass on the air?

FAST EDDIE *Pump It* (WHITE LABEL)

KUT CLOSE *Lovely Thang* (EASTWEST)

MIJANGOS *Vision EP* (AQUA BOOGIE)

LA BOUCHE *Fallin' In Love* (LOGIC) - (House Mixes)

GARY Q, BOSS97, Atlantic City

ULTRA NATE *Party Girl* (RELATIVITY)

ELAN *Better Than Ever* (STRICTLY RHYTHM)

ALEX PARTY *Don't Give Me Your Life* (LONDON/ffrr)

BIG SISTER *Round We Go* (SOS)

JUDY CHEEKS *As Long As You're Good To Me* (POSITIVA/EMI)

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

BARINGTON LEVY AND BEENIE MAN *Murderation* (PRIORITY) - Great remix of this classic song featuring the Beenie Man. Killer Dance Hall.

THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:)LE) - This big selling import now out domestic. The buzz is already happening for this single. All great mixes but our favorite being Son of Wilmot Tippin The Hat To Sabres Of Paradise.

THE MOLE PEOPLE *Break Night* (STRICTLY RHYTHM) - Produced and mixed by Armand Van Helden. A little softer and smoother than his usual style. another outstanding production.

DAO DEZI *Ti Eliz Iza* (METROBLUE/CAPITOL) - Can't pronounce it, but it sure is good stuff. Very worldly sounding ala Deep Forest style. Has three great Sound Factory mixes and one mix by Youth. Sure to be an add at Groove Radio. Thanks to MCT for the 'Bold' move to be behind this record.

THE STICK GUYS *Polaris* (SORTED) - Incredible! When played loud, kinda makes you wanna crawl right into the speaker! Already added at Groove Radio.

ARTURO GARCES, HOT 97.7, San Jose

THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:)LE)

CROOKLYN CLAN p/Coffee Breaks (AV8)

R.H.V. Presents SUGAR *The Feeling* (AQUA BOOGIE)

BASS SYMPHONY *Deep Side* (ONE PLANET)

GREG LOPEZ, HOT 97.7, San Jose

NEMESIS *Drop That Bottom* (PROFILE) - Kickin' mad flava! Nuff said! Props to the man, Cary Vance.

1 A.M. *Jocelyn* (OSF) - A very smooth Adam Marano produced freestyle track. Is in test rotation in the mix right now.

SHADES OF LOVE *Body To Body* (VICIOUS MUZIK) - Slammin' ' double pack of remixes by Junior Vasquez. Very strong production that should get your floor movin' or make your listeners wanna go dance!

LIL' SUZY *Now And Forever* (EMPRESS MUSIC/METROPOLITAN) - Lil' Suzy is back with a little something different: Smoother vocals laid over a strong bassline that should catch your audience with a punch! Should do better than *Promise Me*, so look out for this one and don't sleep on it! Thanks to Laura at Metropolitan. Reach out to her at (201) 483-8080.

MAKE BELIEVE *Forever* (CLASSIFIED) - Damon and Danny are back with a 125 bpm freestyle jam that should do well. Nice follow up to *When I Hold You*. I want to send a shout to Ray Martinez, Danny and Damon.

FUNKMASTER FLEX, HOT97, New York

CELLA DWELLAS *Good Dwellas* (LOUD) - Feelin' it!

BIG KAP *Da Ladies In The House* (TOMMY BOY) - My main man is doin' his thang. The beat is ill, da ladies are hype, check it out!

B-SWIFT, KBXX, Houston

AZ *Sugar Hill* (EMI) - With Miss Jones singing that Pimp S#!t, my man AZ brings the noise with a dope track and vocals.

AMG *Around The World* (SELECT) - Around the world and back. AMG has taken his rap flow to another level/direction. This song should be huge from coast to coast.

D'ANGELO *Brown Sugar* (EMI) - This happens to be a very smooth track. D'Angelo is puttin' it down for the Nine Five! If you haven't checked it out then do so, 'cause you're missing it!

5TH WARD JUVENILEZ *G-Groove* (NOO TRYBE/RAP-A-LOT) - H-Town makin' noise once again. Given the proper attention, they should be major!

SOUTH CIRCLE *Attitude* (RELATIVITY/SUAVE) - In a major way, South Circle has a jam that is going to blow the top off of most stations across the country. Check it out!

NASTY NES, KCMU, Seattle

THE NOTORIOUS B.I.G. *One More Chance* (BAD BOY ENTERTAINMENT/ARISTA) - The Hip Hop Remix is working for me! Not only are kids callin' up for this, but I'm getting big requests from the upper women demographics! Another hit from the B.I.G!

KAUSION *What U Wanna Do* (LENCHMOB) - Props to Ice Cube for signing this group. Kausion brings Funk and Hip Hop to a whole new level. This group and single is da bomb!

GZAGENIUS *Labels* (WU TANG) - An 'Everything you always wanted to know about record labels' cut that GZA tells it like it is! Not bad and expect this to grow on me!

AZ *Sugar Hill* (EMI) - Excellent debut for AZ! The R&B flav' adds a nice touch to this Hip Hop track! Doing well.

B.U.M.S. *Take A Look Around* (PRIORITY) - Fredwreck Remix is all that! Their first sigle made noise and I expect this second single to do damage here in Seatown!

DJ LYNWOOD, KGGI, Riverside

MIRANDA *Dirty Looks* (SUNSHINE)

CRYSTAL WATERS *Relax* (MERCURY)

THE NOTORIOUS B.I.G. *One More Chance* (BAD BOY ENTERTAINMENT/ARISTA)

RENE ROBERTS, KHTN, Modesto

ZIGGY MARLEY *Power To Move Ya* (ELEKTRA) - Mixes by E-Smoove, H-Man and the one and only, DJ D'mitry. This is fire for clubs.

SACRED SPIRITS *Yeha Noha* (VIRGIN) - Awesome stuff. Quite a surprise. Check out the Buffalo Bump and House mix. They should work for you.

BIG SISTER *Round We Go* (SOS) - The club mix is the one, but check out all of 'em. This double pack has it all.

MOREL'S GROOVES #8 (STRICTLY RHYTHM) - *Officer*, *Let It Go* and *Walk Thru NYC* are all mix show jams. Go for it.

QUENCH *Sexy Dance* (TRIBAL) - If you're looking for deep House, you can't go wrong with this one.

BILL MILLMAN, KISS102, Syracuse

BLACKTIVITY f/Muriel Fowler & Darrel Martin *X Cuses* (VESTRY) - The Black Ass Dub takes you on a Tribal journey. This record makes no excuses.

THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:)LE) - I hope everone knows this one by now. The Ultimix slams.

CRYSTAL WATERS *Relax* (MERCURY) - The dance floor will do anything but relax. Waters has figured out the formula with a smooth hook and great musical elements. Plus, Check out Tony B's Mix...It's a bit more raw, but extremely interesting.

ELTON JOHN *Made In England* (ISLAND) - What, did someone say, 'Yo Junior, I dare you to remix Elton John...I bet you can't make it slam.' Well, start collecting. Junior has done it again...there are no boundaries for this record. It can fit almost any format.

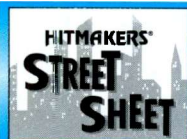
TERENCE TOY, KKBT, Los Angeles

UB (Underground Beat) top acid jazz 5 albums:

TOWA TEI *FUTURE LISTENING LP* (ELEKTRA)

ACIDITY *SIGN OF LIFE LP* (ONE PLANET)

NOBUKAZU TAKEMURA *CHILD'S VIEW LP* (BELLISSIMA)



MIX SHOW DISCOVERY CLUB[®]

JAMIROQUAI *RETURN OF THE SPACE COWBOY LP* (WORK GROUP)

FAT JAZZY GROOVES *THE ANNIVERSARY ALBUM* (NEW BREED)

MIGUEL PLASENCIA, KMAX, Pasadena

JUDY CHEEKS *As Long As You're Good To Me* (POSITIVA/EMI)

BROOKLYN FUNK ESSENTIALS *The Creator Has A Master Plan* (GROOVETOWN/RCA)

RUFFNECK f/Yavahn *Everybody Be Somebody* (MAW)

C.L. McSPADDEN *Real Butch Traxx EP* (MAXI)

DJ DUKE *Release The Tension* (POWER MUSIC)

TEDDY Q ZAMORA, KMAX, Pasadena

MS. MONIQUE RENEE *Like Any Other Bitch* (MAXI) - Great record. Thanks M.J!

RUFFNECK f/Yavahn *Everybody Be Somebody* (MAW) - The bomb track. Thanks for the wax, Louie!

ROSIE GAINES *I Want You* (MOTOWN) - Beautiful Mix by Eddie Maduro and George Mena.

JUDY CHEEKS *As Long As You're Good To Me* (POSITIVA/EMI) - Nice dub mix by Frankie Foncett.

TRUCE *Pump It* (STRICTLY RHYTHM) - Thanks Zino!

PETE AVILA, KMEL, San Francisco

LOVELAND *Don't Make Me Wait* (EASTERN BLOC) - This will be a monster club hit as strong as *Let The Music Lift U Up!*

HAPPY CLAPPERS *I Believe* (IMPORT) - This import takes 'The Believers' piano riff to another level. Sit back and watch your dancefloor smoke.

UBEKA & UNIQUE *Celebrate* (DIGIT INTERNATIONAL) - The Basement Boys worked this record with uncredited vocals by Donner Rush.

INDIA *I Can't Get No Sleep '95* (MAW) - Remixed this classic from a couple years back. This mix is dark and moody. Will be out soon and it won't be on Cutting records.

CHRISSY WARD *Right & Exact* (ORE) - Crystal Waters wrote this record which is obvious as soon as you put the needle to the record. Stonebridge did the production with heavy inspiration from the Basement Boys.

JOSE MELENDEZ, KMEL, San Francisco

MACK 10 *Foe Life* (PRIORITY) - Nice Groove.

MAD LION *Own Destiny* (NERVOUS) - It's better than the last one.

THE LUNIZ *Playa Haters* (NOO TRYBE/VIRGIN) - Their not gonna be a one hit wonder, that's for sure.

GRAND PUBA *I Like It* (EEG) - Plain and simple...I LIKE IT!

DJ FRANK E.D., KPRR, El Paso

BEASTIE BOYS *Root Down* (CAPITOL/GRAND ROYAL) - The boyz went back to their old style and Yep! Kicked ass on this cut.

BUJU BANTON *Champion* (ISLAND) - Sounds good in the mix.

THE HIP HOP ESSENTIALS (MAXIN) - Call Mike at Maxin and tell them Frank E.D. sent ya askin' for this. (212) 366-0950.

NAUGHTY BY NATURE *Feel Me Flow* (TOMMY BOY) - If you're not on this, get wit da flow.

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

BARBARA DOUGLAS *Shine* (STRICTLY RHYTHM) - A new diva enters the music realm, packed with commercial and underground mixes. This is a must have!

SCAT MAN JOHN *The Scat Man* (RCA) - Previously on import, now domestic. This Euro-Ragga House cut is set to cause a stir on all mix shows.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (BIG BEAT/ATLANTIC) - Props to this major label that woke up and saw the light on this already huge anthem!

MUSIC CHOIR *Get Down To Love* (POWER MUSIC) - I just love this vocal House cut and it's on my mixshow for the third week.

BAKA BOYZ, KPWR, Los Angeles

INI KAMOZE *Hotter This Year* (VP/BREAKADAWN) - We're with him on this one, bangin' it 6-8 times a week.

E-MAN, KPWR, Los Angeles

DOUG E. FRESH *Where's The Party At* (GEE STREET) - Dope!

TWINZ *4 Eyes, 2 Heads* (DEF JAM) - G Funky!

INI KAMOZE *Hotter This Year* (VP/BREAKADAWN) - Hotter!

BIG SISTER *Round We Go* (SOS) - Phat!

KING TEE *Super Nigga* (MCA) - Supa!

DJ ENRIE, KPWR, Los Angeles

TWINZ *Round And Round* (DEF JAM)

OUTHERE BROS. *Boom Boom Boom* (AUREUS) - Been bangin' it over two

weeks, instant response in clubs.

BIG SISTER *Round We Go* (SOS) - If Dajae had a sister, she would sound like this.

VEDA SIMPSON *Ooh Baby* (NERVOUS) - Been out for a long time, and if you wanted a vocal production with Armand, here it is.

DJ MIDIMACK, KSIQ, Brawley

SACRED SPIRITS *Yeha Noha* (VIRGIN) - This is an Indian-chant-turned-into-a-House track song that is the bomb! I feel culturally enriched just from listening to - this song.

NOTORIOUS B.I.G. *One More Chance* (BAD BOY ENTERTAINMENT/ARISTA) - My man "Biggy" is back with another cut that is making much noise. It's a little "Nicer" than what I expected from him, but it's a good record nonetheless.

ALEX PARTY *Don't Give Me Your Life* (LONDON/ffrr) - This is a great Dance cut! Must've played it about 4 times throughout the night in my club and I know it's going to be in my mix show a few weeks in a row.

DJ D STREET, KSJL, San Antonio

AZ *Sugar Hill* (EMI) - Come and chill on this Sugar Hill hit. This is definitely going to be a cruising classic for the Hip Hop junkie.

BUSHWICK BILL *Who's The Biggest* (RAP-A-LOT) - He's back, it's the little big man rippin' up the mic again. He proves that big things come in small packages. Check it out.

MILKBONE *Keep It Real* (CAPITOL) - If you could not get with the last track, check out this remix, it's all that and a biscuit.

LEONARD TRUJILLO, KSYM, San Antonio

D'LACY *Hideaway* (SLIP'N'SLIDE)

DOC MARTIN *People Come Together* (GROOVILICIOUS)

C.L. McSPADDEN *Real Butch Traxx EP* (MAXI)

FRANKIE O *20,000 Leagues* (CITY OF ANGELS)

OSCAR G. *Reachin Up* (KUMBA)

STEVE CHAVEZ, KTFM, San Antonio

CRYSTAL WATERS *Relax* (MERCURY)

NIGHTCRAWLERS *Surrender Your Love* (ARISTA)

B.B. SWING *Alright Y'all* (CLASSIFIED)

DJ RICH, KTFM, San Antonio

SCAT MAN JOHN *The Scat Man* (RCA) - Whatta record. Sounds like Seal and Haddaway had lunch and came up with this record. No disrespect intended but has had good phones from the first spin on KTFM.

ULTRA NATE *Party Girl* (RELATIVITY) - The brand new double pack is loaded with mixes from Satoshi Tomie and Co. Honestly, I probably would have overlooked this record but thanks to Pappa Phil Mataragas, we listened to every mix and I was blown away. Check it out for yourself.

GYPSY QUEENS *Everybody Listen* (MOONSHINE) - Okay, so the secret is out, been playing for a while but I have to let you in on this one. Not your ordinary Euro record that may sound like all the rest. Complete with a killer Spanish Guitar, funky break beats, keyboards and a catchy sample hook that will keep you listening. It is ALL THAT AND THEN SOME!

JOSEPH FRIAR, KVIC, Victoria

DJ SPEN ft. JASPER ST. CO. *A Feelin'* (BASEMENT BOYS) - Outstanding vocal garage track!

C.L. McSPADDEN *Real Butch Traxx* (MAXI) - 4 slammin' House traxx from the Maxi Camp!

THE MOLE PEOPLE *Break Night* (STRICTLY RHYTHM) - Armand Van Helden...workin' these 2 hard stompin' tracks!

THE FOG *Better Love* (TRIBAL) - Dorothy Mann returns with the follow up to *Been A Long Time*. Slammin' !

DIAMOND D, KWIN, Stockton

VYBE *Warm Summer Daze* (ISLAND) - The Coolio Mix is the cut.

RAY LUV *In The Game* (ATLANTIC)

TINA MOORE *Never Gonna Let You Go* (SCOTTI BROS.) - Late night soul.

BONE THUGS-N-HARMONY *1st Of The Month* (RELATIVITY)

SHAWN PHILLIPS, KZHT, Salt Lake City

NO ALLABY *Who Came To Party?* (JASPER STONE) - All the brothers in the back! Can you say, 'party'? Slammin' Hip House styled chant record. Caution, will blow up!

LATIN IMPACT *Dance With Me* (DIGITAL DUNGEON) - No matter what market you are in, Latin House is movin everyone! Slammin' House...a must for all mixshows. Thanks Davidson.

CRYSTAL WATERS *Relax* (MERCURY) - The long-awaited 3rd single from her LP is in your hands now! With the right push, it can be the biggest single yet. Props to Humpty and Tony B!

BLACKTIVITY f/Muriel Fowler & Darrel Martin *X Cuses* (VESTRY) - The magnificent team at Vestry hands us a straight forward House...club masterpiece. Be careful, this one is hot!

EVA LYN HOLIDAY *Reach* (POWER MUSIC) - This is exactly the sound that progressive is looking for! Vocals to break underground and progressive music!

HOHMAN & HARRIS, METROMIX, Pittsburgh

PATRA *Pull Up To The Bumper* (550 MUSIC/EPIC) - Great remake. Big, big phones last week.

VYBE *Warm Summer Daze* (ISLAND) - This is a fabulous Summer time single. Big, Big rotation in the show.

LONDONBEAT *Build It With Love* (RADIOACTIVE) - Another strong song with great vocals. Once again, a good female reaction.

JAMMIN' JOHNNY CARIDE, POWER 96, Miami

THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:LE) - I beg to differ that this record is a merengue record, 'sorry Cary V.' I still love this record because it has some Latin sample riding with a groovy House track. Either way, this record is excellent...check it out.

JOI CARDWELL *Love & Devotion* (EIGHTBALL) - Joi's Club Mix is excellent. I like the well put edits and piano swing that really grooves...vocals are sweet. This is a good House record folks, worth jammin' on the tables.

LA BOUCHE *Fallin' In Love* (LOGIC) - I must admit that at first ear I didn't like this record because I felt that *Be My Lover* should of been the next single. But Kelly at Logic opened my eyes to this and we are now jammin' this one hard on Power 96. However Kelly, we want *Be My Lover* next, okay? Fair deal? Seriously folks, this uptempo version is excellent.

STEVE PEREZ, Q105, Oxnard

BONE THUGS N' HARMONY *1st Of The Month* (RELATIVITY) - Here comes something very smooth from Bone Thugs N' Harmony that we will all be jammin' this summer. I'm also sure it's radio friendly.

LORI GOLD *I Like It* (CUTTING) - I know the original has been out for a while, but this remix is fat. Once you take a listen, you'll be playing it all over the place, much love on Radio and Club play.

BERNADETTE *You Are The One* (CLASSIFIED) - If you enjoy the uptempo sh't, this one's for you. Give this a spin, because it has that dance flava. Rex, thanks for the hook up!

SHOCK *Weekend* (STRICTLY RHYTHM) - If you're able to handle the weekend, you're able to check this cut by Shock. Has a great House vibe on it, sit and take a listen.

JIM COOPER, WEOW, Key West

PENDULUM *I Need You* (DANCE STREET) - Great Energy...go for a ride!

SIZE 9 *I'm Ready* (VIRGIN) - The best response I've had in a while.

SECOND CHOICE *I Can't Resist (Move Your Body)* (MAXI) - Fun record to play with...give it a try.

STAN PRIEST, WFLZ, Tampa

BLONDIE *Heart Of Glass* (EMI) - The floors in the club fill when the jam's rockin'!

FUN FACTORY *I Wanna B With U/ Groove Me* (CURB) - These guys have convinced me they are for real. Try 'em.

ALEX PARTY *Don't Give Me Your Life* (LONDON/frr) - This tune is winning. Very busy for me in the mix show and in clubs.

SPIRO *Searching For Love* (CAFFINE) - Killer House 10 inch red vinyl. You gotta find this and play it...it works.

BOLO BROTHERS *Party People* (E.S.A.) - These guys are a hot new Florida bass act. Doug has it goin' on.

HAROLD BANKS, WFXE, Atlanta

BRANDY *Best Friend* (ATLANTIC) - Beatboxappella is the mix.

APACHE INDIAN *Armagedon Time* (MANGO)

BUJU BANTON *Champion* (ISLAND)

KUT KLOSE *Lovely Thang* (EEG)

DJ MEIN, WILD 107, San Francisco

KING TEE *Freestyle Ghetto* (MCA)

THE OUTHERE BROS. *Boom Boom Boom* (AUREUS)

BONE THUGS-N-HARMONY *1st Of The Month* (RUTHLESS)

CHARLES 'Backtraxx' TORRES, WILD 107, San Francisco

C+C MUSIC FACTORY *Robi Robs Boriqva Anthem* (COLUMBIA) - Sureshot bomb.

MACK 10 *Foe Life* (PRIORITY) - Ice Cube, Dr. Dre and now Mack 10...pure hits!

AZ *Sugar Hill* (EMI) - Get on this soon is going to blow.

GARY CANNAVO, WKDY, Utica

CRYSTAL WATERS *Relax* (MERCURY) - She's back with another smash! A must play for any one.

M.C.D.C. *Honey Did That* (STRICTLY RHYTHM) - This record was done the right way with all the ingredients for a hit.

HEIDI LINN, WNNK, Harrisburg

A DUET WITH MICHAEL JACKSON & JANET JACKSON *Scream* (MJJ/EPIC) - (David Morales Mix) Good response on phones and club floor to remix.

BLACKTIVITY f/Muriel Fowler & Darrel Martin *X Cuses* (VESTRY)

ULTRA NATE *Party Girl* (RELATIVITY)

JOI CARDWELL *Love & Devotion* (EIGHTBALL)

ADINA HOWARD *My Up And Down* (EASTWEST)

ROSS WILSON, WOWI, Norfolk

ANNINA DINZEY *Never Been In Love Before* (TOMBAH) - With Eddie Maduro on the mix, how can you do wrong? This has SMASH HIT written all over it...great Freestyle and House mixes.

JUDY CHEEKS *As Long As You're Good To Me* (POSITIVA/EMI) - It's blowin' up bigger than Batman...

NIGHTCRAWLERS *Surrender Your Love* (ARISTA) - MK is on the mix and this is a hit. I heard it in every club I was in last week.

LOVELAND *Don't Make Me Wait* (EASTERN BLOC) - More happy House from the UK, this one's a winner.

G. SHARP, WPGC, Washington DC

BONE THUGS N' HARMONY *1st Of The Month* (RELATIVITY).

MARY J & SMIFF N WESSUN *I Love You* (UPTOWN)

DJ SPEN ft. JASPER ST. CO. *A Feelin* (BASEMENT BOYS)

DJ ZX, WPGC, Washington DC

SHAG-E WONDAH *Coochie Coupon* (SIGNET) - Good lookin' out Noleen!

BEENIE MAN *Sunshine* (SIGNET)

CROOKLYN CLAN p/Coffee Breaks (AV8)

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

JAMMA QUADRANT ONE *Summertime* (CLR)

CANO LAPORTE & MANNY CUEVAS, WPRK, Orlando

W.A.M. *The Drum* (SORTED) - Hard, real hard changes to House Freestyle beats.

LOVELAND *Don't Make Me Wait* (EASTERN BLOC)

SACRED SPIRITS *Yeha Noha* (VIRGIN) - Good Tribal Rhythm.

JUDY CHEEKS *As Long As You're Good To Me* (POSITIVA/EMI)

ADRIAN & ALFAREZ *What's Going On (You Got Me)* (MAIN ROOM) - All mixes are slammin' ' I like the Hard Dub High Lifting.

LENNY BERRY & FRED 'The Jammer', WZAK, Cleveland

MYSTIDIOUS MISFITS *I Be* (EPIC)

E.S.G. *Swangin' & Banging* (PERRION ENTERTAINMENT)

HAVOC & PRODJE *The Hood Got Me Feelin'* (MCA)

PATRA *Pull Up To The Bumper* (550 MUSIC/EPIC)

LIQUE *Da Ghetto* (GHETTO MUSIC)

JAMES DEE, Z90, San Diego

SOULS OF MISCHIEF *Rock It Like That* (JIVE)

BONE THUGS N' HARMONY *1st Of The Month* (RELATIVITY)

TWINZ *4 Eyes, 2 Heads* (DEF JAM)

DJ GROOVE, Z90, San Diego

BIG SISTER *Round We Go* (SOS) - Check out all cuts! This record is gonna be huge for me in the clubs and mix show!

CRYSTAL WATERS *Relax* (MERCURY) - Check out the Lorimer Vision Mix! Major props out to Richard "Humpty" Vission for his production! S#It is slam'n!

THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:LE) - Check this s#It out! This record gives you the feeling of Latin' flavor! S#It is on! Props to Cary Vance for his production!

FEDERAL HILL *I Have Something For You* (SUB URBAN) - Check out the T.M.V.S. Club Mix! Record is slam'n! I've been on this record for a while and still a strong record for me!

DJ RAGS, Z90, San Diego

AZ *Rather Unique* (EMI) - Super phat.

RAEKWON *Criminology* (LOUD/RCA)

GURU ft. BAHAMEDIA *Respect The Architect* (EMI)

Club Chart

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

BREAKOUTS

PAULA ABDUL "My Love Is For Real" (VIRGIN)
ELAN "Better Than You" (STRICTLY RHYTHM)
BRANDY "Best Friend" (ATLANTIC)
BLONDIE "Heart Of Glass" (CHRYSALIS)
THE B.U.M.S. "Take A Look Around" (PRIORITY)

CLUB MOVERS

LW TW

| | | | |
|-------|--|-------------------------------------|-------------------------|
| 2-1 | CORONA | "Baby Baby" | (EEG) |
| 9-2 | DLET WITH MICHAEL JACKSON & JANET JACKSON | "Scream" | (MJJ/Epic) |
| 4-3 | JAMIROQUAI | "Return Of The Space Cowboy" | (Work Group) |
| 5-4 | STAXX OF JOY | "You" | (Columbia) |
| 6-5 | ROZALLA | "You Never Love The Same Way Twice" | (Epic) |
| 1-6 | FRANKIE KNUCKLES | "Too Many Fish" | (VIRGIN) |
| 7-7 | DEI P FOREST | "Marta's Song" | (Epic) |
| 12-8 | MARY J. BLIGE | "You Bring Me Joy" | (Uptown) |
| 3-9 | M PEOPLE | "Open Your Heart" | (EPIC) |
| 10-10 | MCNICA | "Don't Take It Personal" | (Rowdy/Arista) |
| 8-11 | YAF-DA | "I Saw You Dancing" | (London/Island) |
| 16-12 | VANESSA WILLIAMS | "The Way That You Love" | (Mercury) |
| 17-13 | SKE-LO | "I Wish" | (Sunshine/Scotti Bros.) |
| 18-14 | LOVEWATCH | "Wake It Up" | (GZone/Island) |
| 11-15 | LOVE HAPPY | "Message Of Love" | (MCA) |
| 14-16 | TOTAL | "Can't You See" | (Tommy Boy) |
| 13-17 | REEL 2 REAL | "Conway" | (Strictly Rhythm) |
| 15-18 | ADINA HOWARD | "Freak Like Me" (Remix) | (EEG) |
| 24-19 | INI FAMOZE | "Listen Me Tic" | (EEG) |
| 22-20 | SPIRITS | "Spirit Inside" | (MCA) |
| 23-21 | SMCOTH | "Mind Blowin'" | (Jive) |
| 20-22 | METHOD MAN F/Mary J. Blige | "All I Need" | (Def Jam/Island) |
| 33-23 | GLORIA ESTEFAN | "Cher Chez La Femme" | (Epic) |
| 21-24 | REAL McCOY | "Runaway" | (Arista) |
| 30-25 | JAKI GRAHAM | "Absolute E-Sensual" | (Critique) |
| 41-26 | NOTORIOUS B.I.G. | "One More Chance" | (Bad Boy/Arista) |
| 31-27 | FAITH | "You Used To Love Me" | (Arista) |
| 36-28 | NAUGHTY BY NATURE | "Feel Me Flow" | (Tommy Boy) |
| 29-29 | SHAGGY | "Boombastic" | (Virgin) |
| 35-30 | TLC | "Waterfalls" | (Arista) |
| 19-31 | GLACYS KNIGHT | "Next Time" | (MCA) |
| 40-32 | ROSIE GAINES | "I Want U" | (Motown) |
| 25-33 | FUNKDOOBIEST | "Dedicated" | (Immortal/Epic) |
| 38-34 | PATRA | "Pull Up To The Bumper" | (Epic) |
| 27-35 | SOUL FOR REAL | "Every Little Thing" | (Uptown/MCA) |
| 37-36 | E-40 | "Sprinkle Me" | (Jive) |
| 43-37 | DA BRAT | "Give It To You" | (Work Group) |
| 32-38 | MONTELL JORDAN | "This Is How We Do It" | (Def Jam) |
| NE-39 | LONDONBEAT | "Build It With Love" | (Radioactive) |
| NE-40 | TONY THOMPSON | "I Wanna Love Like This" | (Giant) |
| 48-41 | ROCHELLE FLEMING | "Suffer!" | (Cutting) |
| 42-42 | BOYS CHOIR OF HARLEM | "Power" | (EEG) |
| 28-43 | SPHINX | "What Hope Have I" | (Champion) |
| 45-44 | DIANA KING | "Shy Guy" | (Work Group) |
| NE-45 | JODEC | "Freek N U" | (Uptown/MCA) |
| 46-46 | NJITIM NYCE | "Froggy Style" | (JIVE) |
| NE-47 | KMFDM | "Juke Joint Jezebel" | (Wax Trax) |
| NE-48 | MACK 10 | "Foe Life" | (Priority) |
| NE-49 | LUNIZ | "I Got 5 On It" | (Nootybe/C-Note/Virgin) |
| NE-50 | BARBARA DOUGLAS | "Shine" | (Strictly Rhythm) |

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• BRANDY, CRYSTAL WATERS, JUDY CHEEKS, NAYOBE, PAULA ABDUL
DESERT WEST RECORD POOL • Phoenix
Terry Gilson (602) 249-9214
• A.D.T., CRYSTAL WATERS, NPG, STYLZ & THE JIZ, WHIGFIELD
FLORIDA SUNCOAST RECORD POOL-TAMPA BAY/ORLANDO • Tampa Bay
H. Tripp/J. King/R. Roman (813) 544-7609
• BLONDIE, ELAN, JUDY CHEEKS, PREMONITION, WORL-A-GIRL
DANCING DISC'S OF DENVER • Denver
Lawana Sims (303) 333-6901
• NOTORIOUS B.I.G., SOUTH CIRCLE, TALES FROM THE HOOD
5 STAR • Covington
Mark Burney (606) 261-6972
• BROOKLYN FUNK ESSENTIALS, BLONDIE, DIE WARZAU, GEORGE DUKE, MADONNA
SOBAD • San Jose
Joel Wyrick (408) 277-0111
• ALBITA, BROOKLYN FUNK ESSENTIALS, THE B.U.M.S., JUDY CHEEKS, ROCKERS HIFI
CENTRAL OHIO RECORD CORP • Columbus
Fred Dowdy (614) 442-3396
• BRANDY, E.G. FULLALOVE, HAYDEN, PAULA ABDUL, SOUTH CIRCLE
STARFLEET MUSIC POOL • Charlotte
Ronnie Matthews (704) 532-8496
• ALEX PARTY, BEAT DOCTORS, BLONDIE, LAURA BRANIGAN, PAULA ABDUL
LAS VEGAS RECORD SYSTEMS • Las Vegas
Rory McAlister (702) 256-1567
• BUJU BANTON, LA BOUCHE, NAYOBE, PAULA ABDUL, ULTRA NATE
HAWAII DISC JOCKEY ASSOC. • Honolulu
Kevin Okada (808) 926-3591
• BRANDY, JUDY CHEEKS, MAX A MILLION, PAULA ABDUL, WORL-A-GIRL
JAMZ CITY RECORD POOL • Delano
Sir T & Patrick (209) 733-3132
• AMG, BUSHWICK BILL, THE B.U.M.S., PRINCE MARKIE DEE, TALES FROM THE HOOD
CONNECTICUT'S MUSIC POOL • Orange
Stephen M. Richardson (203) 789-0038
• THE B.U.M.S., DEEP DOWN, MAREE, RED EYE, SACRED SPIRITS
RICKETTS RECORDS • Morristown, NJ
Bill Rickett (201) 478-5764
• BUCKSHOT LeFONQUE, THE B.U.M.S., CAPT. FUNKENTSTEIN'S, FILTER, HUMAN LEAGUE

...Continued From Page 30

Yes.

YOU WERE DOING ALL THE MIXES?

All the mixes 19 hours a day of pre-taped street music. It was completely no-jock, just solid mixes and listener and artist drops. After that, I went over to PIRATE Radio and worked with Scott Shannon and Shadow. Did some production work, some music work for them for about a year. Then KIIS called me back to be Music Director and on-air on Saturday night hosting its dance show. And then after that came here.

THAT'S WHEN YOU MET JERRY CLIFTON?

I met Clifton at KIIS-FM. I love Jerry because of his passion for radio. He made KIIS come to life. We were in POWER106's face and the ratings showed it. We had fun. When KIIS later went in another direction, Jerry brought me here to WILD107.

SO NOW WE'RE UP TO DATE. NOW BOTH OF YOU CAN ANSWER THIS. WILD HAS BEEN A HISPANIC-LEANING TOP40 FOR HOW LONG?

Bob: I would say ever since its conception as being WILD107. Ever since it converted over to WILD from KSOL. About two years ago.

AND YOUR MAIN COMPETITION IS KMEL OBVIOUSLY.

Bob: KMEL is our first shared station. Our second shared station is KHQT.

BOB, WHEN THE STATION MADE THE TRANSFORMATION TO MORE OF AN HISPANIC-LEAN, IN YOUR MIND WAS THERE ANY SORT OF BACKLASH FROM THE COMMUNITY THERE THAT HAD ENJOYED KSOL AS THE URBAN STATION IN SAN FRANCISCO?

Bob: Well, it took a different direction, obviously. I doubt there was any backlash per se.

Michael: But actually there was a real embrace from the Latin community because they had no station to call home. We found a hole and we filled it. We also have not blown off our initial cume even after going more Hispanic. This is a very soulful market. So there's a lot of cross-appeal to other audiences.

COMPARE AND CONTRAST WILD107 WITH KMEL.

Bob: I would say that we are more mass appeal and dancy feeling than KMEL. KMEL is leaning more Black. We lean Hispanic Pop. People say, "Oh, geez San Francisco could use a Top40 station. In reality, we are, and I'm sure KMEL is too. If you compare the two stations, we are what Top40 is for the market.

Michael: Keep in mind we also have the two signals, so our South Bay coverage is really deep and the Latino audience in the South Bay is a lot different than the Latino audience in the city.

WHAT'S THE DIFFERENCE?

Michael: In the city they're more influenced by the East Bay. It's a lot more R&B. It's a lot more Black-influenced. Down in the South Bay I would compare it almost to a Riverside or San Antonio. The Latinos don't think they're black like they do in the city. It becomes a great balancing game, because there are South Bay hits and there are North Bay hits.

RECENTLY WE'VE TALKED TO STEVE SMITH ABOUT WHAT HE'S DOING IN NEW YORK. HE'S STATED THAT THE HIP-HOP CULTURE THAT THEY'RE APPEALING TO IN NEW YORK IS VERY DIFFERENT FROM THE HIP-HOP CULTURE IN L.A. AND THE LONG BEACH VIBE. IS THERE A DISCERNIBLY DIFFERENT HIP-HOP LIFESTYLE AND CULTURE IN THE SAN FRANCISCO AREA?

Michael: I think every Hip-Hop culture is different in every market. There isn't a cookie cutter Hip-Hop format or a cookie cutter any other format for that matter. You can't take what Steve Smith is doing in New York and just put it in market "X" because you'll die. Steve found a hole

BOB, LET ME ASK YOU ABOUT THE SIMULCASTS. THE OTHER STATION THAT SIMULCASTS YOU IN THE SOUTH BAY, WHAT IS THE POWER ON THAT STATION?

Bob: Equivalent to a Class B, which is 50,000 watts.

NOW YOU'RE 50,000 WATTS AT WILD TOO, CORRECT?

Yes.

WHAT IS KMEL'S POWER?

I think they're 64,000 or 74,000. I'm not sure exactly.

AND WHAT IS HOT'S POWER?

Three thousand watts.

LET'S SHIFT GEARS FOR A MINUTE. THE TELECOMMUNICATIONS BILL PRESENTLY BEFORE CONGRESS WILL, AMONG OTHER THINGS FURTHER DEREGULATE RADIO AND ALLOW A SINGLE OWNER TO OWN 50 FM'S AND 50 AM'S. BOB, WHAT SORT OF CHANGES DO YOU FORSEE FOR RADIO? WILL THREE OR FOUR COMPANIES OWN ALL THE MAJOR STATIONS?

Bob: Maybe a little more than that, but the big guys will get bigger and the small guys will get out.

SO THEN WHAT HAPPENS?

Michael: I'm afraid you're right.

WHAT SORT OF EFFECT IS THAT GOING TO HAVE ON THE EVOLUTION AND DEVELOPMENT, NOT ONLY OF MUSIC, BUT OF TALENT AND WHAT PEOPLE CAN ULTIMATELY GET OUT OF THEIR SPEAKERS WHEN THEY TURN THE RADIO ON?

Bob: I've got to tell you, I've been doing a lot of looking and searching for a farm team for us. I'm trying to find some farm team people we can have in reserves in case any major openings come up and I've got to tell you it's very difficult trying to find people with passion today. That's the big thing that's missing in people who want to work in major markets is the word "passion."

LET'S GO BACK TO WHERE WE ARE TODAY. NOW YOU CAME IN THERE IN JANUARY. WHAT DID YOU DO, BOB TO CHANGE ANYTHING, IF YOU DID CHANGE ANYTHING, AT THE RADIO STATION?

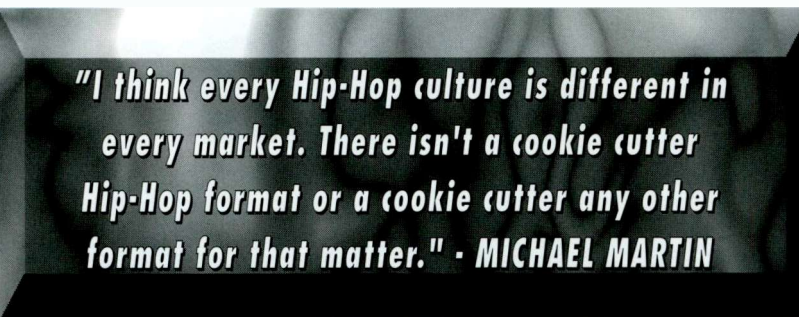
Bob: What I did was try to bring the team together as a unit, find people who wanted to work at the radio station and see where their goals are, work towards an objective goal at the radio station to serving the core audience, which we're going after and finding the people who match the situation.

AS FAR AS THE MUSIC, TO WHAT'S BEING ON THE AIR, WHAT'S YOUR VIBE ON WHAT'S ON THE STATION? I KNOW YOU WERE VERY ASTUTE IN THE '70S AND '80S, ARE YOU INTO WHAT'S BEING PLAYED NOW ON WILD107?

Bob: Most definitely. That's why Michael Martin's here. He is my right hand and he's my street guy with the street crew we have, with the mixers. He meets with those people each week. He talks with them. He feels what's happening. He's in the clubs. He knows what's happening. I, as the elder statesman, work with Michael and all the elements to make everything come together. That's what my job is.

Michael: Bob is affectionately known around the station as Big Poppa.

STEVE SMITH TOLD US HOW HE DOESN'T NECESSARILY USE THE NEW YORK CLUB SCENE TO DECIDE WHAT'S GOING TO GET PLAYED ON HOT97, BECAUSE IN HIS MIND THAT'S NOT NECESSARILY WHAT THE HIP-HOP CULTURE WANTS TO HEAR ON THE RADIO. IS THERE ANY ELEMENT TO THAT, MICHAEL? WHEN YOU'RE LISTENING TO MUSIC IN CLUBS AND YOU SAY YES, FINE, IT'S A GREAT RECORD BUT MAYBE IT'S NOT



in his market, and he filled it.

MICHAEL, YOUR BACKGROUND IN COMING FROM MIX SHOWS AND HAVING BEEN INVOLVED IN DANCE MUSIC FOR A LONG PERIOD OF TIME, HOW HAS THAT BEEN AN IMPORTANT PART IN YOUR EVOLUTION AS A PROGRAMMER?

Michael: The clubs taught me flow, passion and reaction. There's no real structure when you spin records in a nightclub. You program as you go, song to song, following the crowd's reaction. You're up on the trends and you reflect what they are telling you. Working with great programmers like Bob Hamilton, Jerry De Francesco, Steve Rivers, Bill Richards, Kevin Weatherly, Scott Shannon and Jack Silver, they have all helped me to understand the structure and true formatics of radio, and how to make the two work hand in hand.

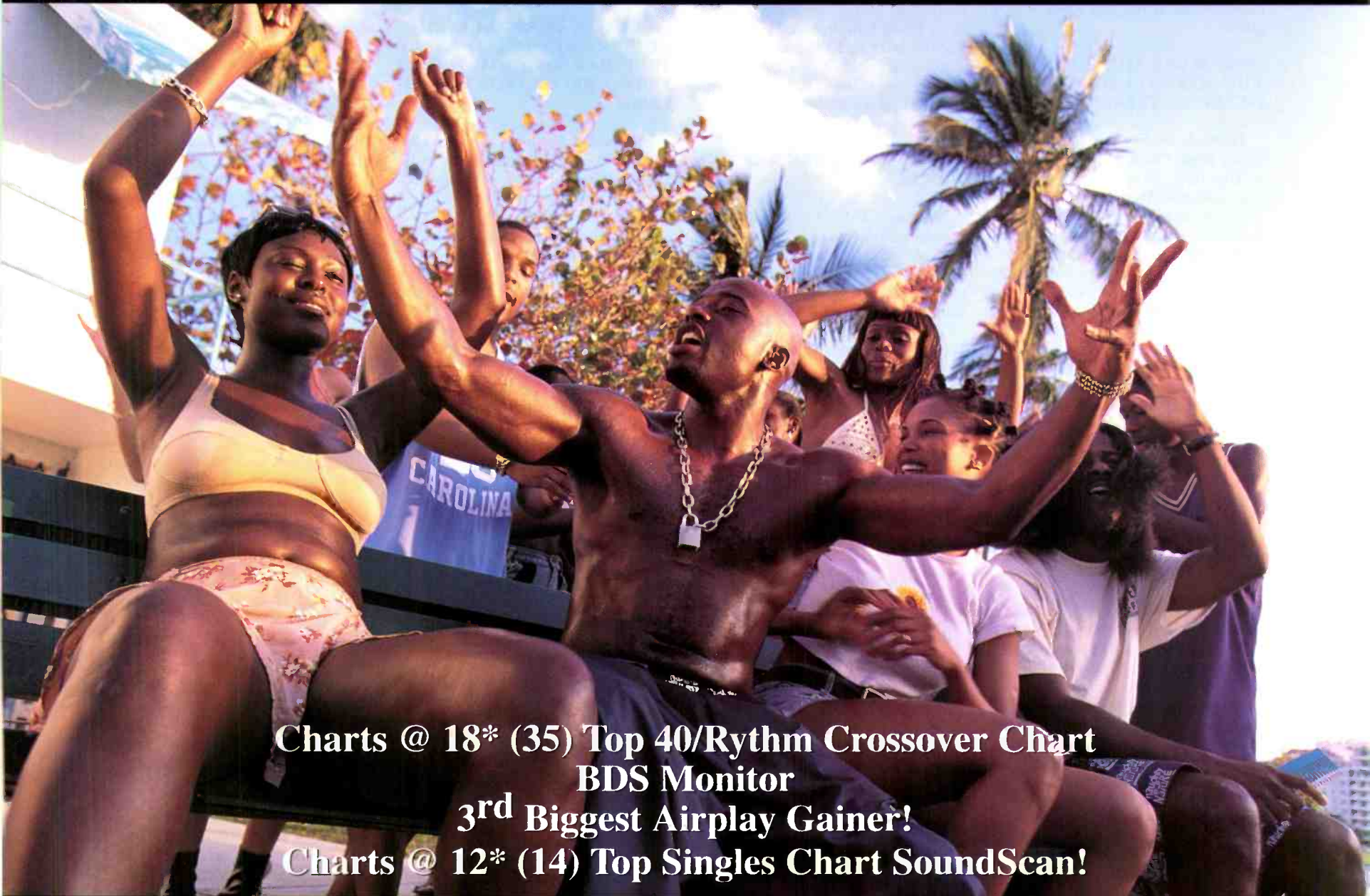
ARE THERE GOING TO BE ANY SMALL GUYS ABLE TO COMPETE?

Bob: Look at Pyramid, for example. Pyramid is a perfect example of a company that's got enough stations, but not enough stations. Either they have to sell what they have or merge with somebody else because they can't do it alone where they are right now. When you have people like Clear Channel, you've got Cap Cities/ABC, Infinity - they're going to go for the maximum limit and I know they're gonna probably own 50 stations in whatever markets to fix the hold they may have. I'm sure they'll stay in the major markets, and not be the mediums or the minors. So the big guys will be the big guys and I think that we'll see a lot of change.

DO YOU THINK A LOT OF JOBS WILL BE ELIMINATED BY ONE GUY PROGRAMMING THREE OR FOUR STATIONS?

...Continued On Page 34

NAUGHTY BY NATURE FEEL ME FLOW



Charts @ 18* (35) Top 40/Rythm Crossover Chart
BDS Monitor
3rd Biggest Airplay Gainer!
Charts @ 12* (14) Top Singles Chart SoundScan!

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WPOW

SUMMER ANTHEM FOR 95!
GREAT PHONES & CALL OUTS!



...Continued From Page 32

WHAT THEY REALLY WANT TO HEAR ON THE RADIO?

Michael: Coming from the clubs, I know the difference between club hits and radio hits. When you're at a club, you've paid \$15-\$20 to get into the club, you have 10-foot high walls of speakers around you, you have a drink in your hand. A lot of the music just fits the atmosphere. If the DJ plays a stiff in a club, you'll stay, because you made an investment to being there. You paid your money and you're there for the night. But the radio dial has too many choices. Listeners have many radio choices. If you play a stiff, they're gone.

HOW MANY MIX SHOWS DO YOU HAVE ON DURING THE WEEKENDS THERE?

Michael: On Friday nights we do a Friday Night Flava, which is a majority of Hip-Hop. That's Friday from 10 p.m.-midnight. Then from Midnight to 2 a.m. we have the House show and it features a lot of the Bay Area, really high profile house mixers. Saturday night is the Saturday Night Street Party. It's from 7 p.m.-2 a.m. It's a combination of Hip-Hop, Rap, Old School, some Hi-Energy and Freestyle.

IS THERE ANYTHING ELSE ON THAT'S A SPECIAL PROGRAM BESIDE THOSE MIX SHOWS?

Michael: Our Sunday Oldies Show is the bomb. We play Oldies by Marvin Gaye, The Delfonics, Al Green, etc. It's huge in the Latino community, as well as the black community. Everybody loves Oldies and Sunday evening is the perfect time to kick back and listen to some old Motown.

WHAT KIND OF PUBLIC SERVICE AND COMMUNITY AFFAIRS PROGRAMS AND PROGRAMMING DO YOU DO?

Michael: We have a lot of community involvement. WILD107 is known for reaching out to our community any way we can. We are involved with "Stop The Violence," AIDS, domestic violence...anything that affects our listeners. We're about to debut something that's really geared to the streets and you'll be the first to know about it.

WE'LL LOOK FORWARD TO HEARING THAT. A LOT OF RADIO PROGRAMMERS HAVE BEGUN MOVING AWAY FROM RAP. WHAT DO EITHER OF YOU THINK ABOUT THE CURRENT STATE OF RAP? DOES YOUR AUDIENCE EXPECT TO HEAR RAP ON WILD107?

Bob: Let me tell you what I've learned since I've been here. One of the things I've learned is that what we as programmers think the audience wants to hear is not necessarily what the audience wants to hear. For example: our number one record on the radio station is the Luniz record *I Got Five On It*.

ARE YOU PLAYING THE WEEDLESS MIX OR THE VERSION ABOUT THE DOPE IN IT?

Bob: I've got to tell you, for the lifestyle of the people that we talk to, you're speaking their language when you speak about not the weedless version, but the regular version. But the thing about it is it is that, and I'm not trying to sound sexist or anything like that, but the average person who listens to that song - a white person listens to that, doesn't know anything else but knows the line "I've Got Five On It" and hums it and doesn't hear the rest of the words. Even though the rest of the words may have some shady whatever in it. When I first played it, I ran to Michael and I said, "Michael we've got to get a clean version of this." But as you get into it the reason why people want this record it's what the record is talking about.

BUT DO YOU THINK RAP IS IN TROUBLE?

Michael: I don't think Rap's in trouble. I think Rap, just like any other kind of music, is constantly evolving. Rap will be in trouble if it doesn't take the next step. And radio needs to step with it to stay on top.

WHAT IS THE NEXT STEP?

Michael: Wait and see what the streets tell us. Right now with Rap, lyrically I think what some of the programmers have a hard time dealing

with is that Rap lyrics right now are just real true to the street. They talk about what's really happening out there in the streets and that's what the audience is relating to. It's not for or against drugs, for or against violence. It's just talking about it and that it exists.

Michael: I think a lot of programmers get hung up on the term "Rap." I remember doing a focus group when I was at KIIS-FM where Rap wasn't what it is today. It was like Digital Underground and Hammer and stuff like that. We sat in a focus group and asked a bunch of 24-year old females, "Do you like Rap music?" They all very quickly said, "Oh no no I can't stand it." Then we played them a hook to *The Humpty Dance* and asked them if they liked the song and they all said, "Oh my God, that's my favorite song, I love it." So I think programmers get hung up on the term "Rap."

SO REALLY IN ESSENCE WHAT YOU'VE SAID IS IT REALLY JUST HAS TO COME DOWN FROM A RECORD FOR RECORD BASIS.

Michael: Absolutely. We don't try and fulfill requirements on the radio station. We need more Rap. We need less Rap. We play what's happening out there.

Bob: What we're trying to do is find the music, and everything else for that matter, that makes the radio station unique. I do not emulate anyone in our market. We do what we do. We have a game plan we follow. I think our road map is not...I can't be all things to all people. In this market you have to have your niche and I think the record people know what records are right for WILD107 because they deal with Michael each week. He tells them.

"One of the things I've learned is that what we as programmers think the audience wants to hear is not necessarily what the audience wants to hear." - BOB HAMILTON

Michael: More. It's what's selling. Look at your SoundScan.

BUT PERCENTAGE-WISE, A YEAR AGO JUNE OF '94 TO JUNE OF '95, ARE YOU PLAYING LESS RAP OR MORE RAP, OR THE SAME?

Michael: More. It's what's selling. Look at your SoundScan.

INTERESTING. BECAUSE A LOT OF OTHER GUYS IN SMALLER AND MEDIUM MARKETS HAVE KIND OF BACKED OFF.

Bob: I can understand some markets not having an ethnic audience, but San Francisco is a potpourri of different lifestyles, different ethnicities that really make this market solely unique. And for a lily-white market, it may not

be right for them, but for San Francisco and for what the market is, it is right.

LAST QUESTION ABOUT MUSIC. DO YOU THINK DANCE MUSIC IS MAKING A RESURGENCE UP THERE?

Bob: I think it's exactly what we talked about with Rap. It's on a song to song basis. There's some dance records that work. There are other dance records that don't work. There are some dance records that are huge in the clubs that just don't translate to that little speaker in someone's car.

Michael: A classic example is the Bucketheads record and C&C Music Factory Robi Robbs *Boriqua Anthem*. These were big are hits in the clubs for awhile, but once you heard them outside the clubs and on mix tapes in people's cars, you knew they were growing beyond club hits and into the streets.

WHAT IS YOUR BIG SUMMER PROMOTION? WHAT IS ON THE AIR RIGHT NOW?

Bob: We're doing a tie-in with Coca Cola. We're giving away a Coca Cola Ford Explorer. We're tying that to the summer season. The \$50,000 WILD Win sticker promotion. The big thing here is our bumper sticker which has been very, very prevalent in years' past. We just kept on doing that and when you drive in the Bay Area you always see the bumper sticker everywhere.

SO WHO IS ACTUALLY ON THE AIR NOW? YOU'VE GOT LOZANO IN THE MORNING. GIVE ME THE REST OF THE DAY.

Bob: Rene Taylor does middays from 10 a.m.-2 p.m. 2 p.m.-6 p.m. is St. John. 6 p.m.-10 p.m. is Jo Jo Wright.

WHERE'D HE COME FROM?

Bob: He was originally here. He left to go to WIOQ in Philadelphia. I hired him back because he was very, very successful at night. Then 10 p.m.-2 a.m. we have Xavier the X Man, who does the Love Song show.

SO YOU'RE LIKE THE QUIET STORM FROM 10 P.M.-2 A.M.?

Michael: From 10 p.m.-2 a.m. it's called Turn Out The Lights. Basically it's music to have sex by. It's a lot of Oldies, very few currents. It's mostly the Isley Brothers and Marvin Gaye.

AND THEN WHAT COMES ON AT 2 A.M.?

Bob: I just hired one of our street crew people to do overnights. From 2 a.m.-5:30 a.m. is Jammin' James.

WHO'S ON WITH LOZANO IN THE MORNING? WHO DOES THE NEWS FOR YOU?

Bob: Heather Hamann does the news in the morning with Frank.

WHAT ELSE DO YOU WANT TO TELL US ABOUT THE STATION THAT I HAVEN'T HIT ON?

Bob: I think that WILD107 truly is unique to the Bay Area and truly is reflective of the marketplace.

BOB, WHAT'S THE GAME PLAN FOR THE FUTURE, AND WHERE IS THAT GOING TO TAKE WILD107 IN THE NEXT YEAR?

Bob: In our situation it's a continual building of consistency on the radio station. That's what the radio station needs to grow long term. That's what I'm working for and that's what Michael's working for. Sound-wise, talent-wise, promotion-wise, on-air. All those elements to make a radio station wonderful and that's the major focus of the radio station.

La Bouche

featuring

*Melanie Thornton
& Lane McCray*



"FALLIN' IN LOVE"

It was #1 in 1975 and look who's falling in love in 1995



"After 4 weeks, requesting #9 with females 18-34. Good midday reaction."
CHARLIE MAXX, PD, KZFM

"Already #4 requests females 18-24." - LUCY B., MD, KCAQ

New Airplay At:

WFLY, KUBE, WFHN, WXKS, WGTZ, WIMX, KKSS, WHHH, KQKS, WKSS,
KQKQ, WFLZ, KKMGG, KZIO, WTWR, WOVV, HOT97.7, KBFM, KHTN

| | | | |
|--------|-----|--------|-----|
| KCAQ | 31x | WJJS | 22x |
| KKSS | 8x | BOSS97 | 15x |
| KZHT | 11x | KIKI | 65x |
| KZFM | 18x | KSMB | 13x |
| KBFM | 25x | KS104 | 15x |
| PWR96 | 14x | KIXY | 13x |
| KLRZ | 29x | WJJB | 14x |
| KIX106 | 14x | | |
| WPXY | 26x | | |

Audience now over 1.8 million.

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Ear To The Ground



GREETINGS FROM LIBERTY TOWN! Just in time for the Fourth of July, Philadelphia's Y100 gets a visit from BENJAMIN FRANKLIN! Actually, it's a BEN FRANKLIN wannabee. Only in America, huh? Pictured with BEN...uh, Mr. FRANKLIN is Y100 Promotion Director LYNNE JEANRENAUD and station air personality L.A. REID.



ONE MORE FROM PHILLY! Following a recent performance at Y100's First Annual Summer Shindig, Reprise recording star CHRIS ISAAK stopped by for a cheese-steak sandwich and a quick pic with station staffers and contest winners. Notice that "nobody's crying" in this photol!

CANADA CONVICTION:

In federal court in New Orleans last week, former WWKZ/Tupelo program director and afternoon-drive star JOE BOB CANADA pleaded guilty to three charges relating to his involvement in child pornography, sending explicit sexual pictures of children across statelines, and using the Internet to solicit sex with children.

The charges stem from an FBI investigation that began in February of this year as a result of an investigation by New Orleans TV station WDSU. A month earlier, back in January, WDSU reporter RICHARD ANGELICO began looking into the growing use of the Internet, and various on-line services, by pedophiles, as a way of meeting and corresponding with children. Posing as a 13-year old boy named "Timmy," ANGELICO logged-on to America On-Line and began visiting various adult-oriented "rooms," some of which are frequented by pedophiles. In one such "room," ANGELICO (as Timmy) was contacted by someone whose screen name was "Bama Joe."

During that initial contact, ANGELICO says "Bama Joe" admitted to being a pedophile. Over the ensuing few weeks, "Bama Joe" contacted "Timmy" many times, via AOL, and at one point revealed that his real name was JOE BOB CANADA. At that point, a "sting" operation was set up, that culminated in ANGELICO confronting CANADA on-camera in the Big Easy. ANGELICO told Ear that after being presented with the evidence, CANADA denied any involvement, and sped away in his car. Ironically, as he did so, ANGELICO's camera crew caught a shot of the vanity license plates on CANADA's car, which read "BAMA JOE."

When the story broke in late February, CANADA fled to Tuscaloosa, Alabama, where he was arrested a short time later by the FBI. Since then, CANADA has been in federal custody. In addition to his three guilty pleas, CANADA may also be charged in Tupelo with aggravated sexual battery involving a child. According to ANGELICO, CANADA has agreed to plead guilty to that charge.

RAMPANT FACTS, RUMORS & SPECULATION:

Congratulations are in order to JAMIE HYATT. As had been expected for a few weeks now, JAMIE has just been named the new program director at KQM/Q/Honolulu. Look for him to be in-house in just a few days...ROB "Ragman" WAGMAN, for-

merly of WFLZ/Tampa and most recently the MD/night guy at 93Q (WNTQ)/Syracuse is the new PD at Top40 B93.7 (WFBC)/Greenville, SC. His departure leaves 93Q PD DAVE EDWARDS with a great MD opening. Get those T&R's out ASAP!....Who's been on the phone chatting with

there? Does former KLRZ/New Orleans programmer RICK "Kahuna" PATTERSON figure in the equation?...Radio veteran PHIL ABBOTT has been named Director/Programming services for L.A.-based syndicator Radio Express...Why's KANDY KLUTCH'S name been zipping around the pipeline lately?

NAMZ-IN-THE-NEWZ

- AL TELLER •
- DANNY GOLDBERG •
- JIMMY IOVINE •
- DAVID GEFFEN •
- TED FIELDS •
- BOB WEST •

CHET BUCHANON?...More changes this week at 94.1 JAMZ (KXTZ)/Las Vegas as TONY MONERO exits. Joining KXTZ is KKXX/Bakersfield MD KEVIN "Zozman" KOSKE. Replacing KOZMAN as MD at KKXX is current night jock "Wild" BILL CHERRY. Also at the "X," PD CHRIS "Spidey" SQUIRES promotes morning show personality TONY MANES to APD, and MIKE SCOTT joins from cross-town KERN-FM for afternoons on an interim basis...Is a consulting merger about to happen involving McVAY MEDIA and BURKHART/DOUGLAS? Could be. More on this coming in the weeks ahead...DALE CANNONE is the new VP/Singles promotion at Epic...JASON RICKS has been named Director/Rap Promotion at Arista....TOM BURRUSS is the new VP/Promotion at HOLLYWOOD...NANCY STEIN has been named VP/Promotion & Special Projects at Warner Bros....Who has WZYP/Huntsville GM BILL DNNA-VANT been interviewing to be his new PD

for being named the Columbia Records Programmer of the Quarter!

CONGRATS and KUDO'S:

....to KHKS/Dallas PD JOHN COOK and MD Mr. ED LAMBERT. The Spring '95 AccuRatings show 106.1 KISS-FM shooting 5.5 - 6.2 (12+).

....to WBBM-FM/Chicago PD TODD CAVANAH and MD ERIK BRADLEY for their nice AccuRatings bump. B96 goes 6.5 - 6.7 (12+), with growth in that ever-coveted 25-54 demo.

....to STEVE RIVERS and JOHN IVEY as KISS 108-FM (WXKS)/Boston vaults from a 6.0 to a 6.8 (12+), and 5.7 - 6.4 (25-54) in the spring '95 AccuRatings! Wow!!

....to Y100 (WPLY)/Philly PD GARETT MICHAELS, MD CHUCK TISA and Co. for the great numbers. The Spring '95 AccuRatings show the station growing 5.1 - 5.3 (12+).

....to this week's feature interviewee/cover guy BOB HAMILTON of WILD107 (KYLD)/SF



DOING THE HAND JIVE! After a listening party for their new album, the members of RCA recording group ? Mark Asylum pause for a shot with HITMAKERS' CHRIS RUH, BRUCE ST. JAMES of POWER106 (center) and the label's KIM HUGHES

**A MOST-ADDED!
OUT-OF-THE-BOX!**

**THE ULTIMATE POP
SUMMER SMASH!**

**ADDED ON OVER 40 POP
STATIONS INCLUDING:**

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KLRZ NEW ORLEANS
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WNTQ SYRACUSE
WFHN NEW BEDFORD
WGTZ DAYTON
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girl in my eyes

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Ear To The Ground

THE HOT TIP

SHERYL CROW "Can't Cry Anymore" (A&M)

There are good weeks. And there are great weeks. Then there are awesome weeks! And that's the kind of week it was on SHERYL's latest single, with 91 out-of-the-box adds on this superb track! This year's "Best New Artist" Grammy Award winner gets her "props," with adds at WKBQ, WKSE, WSTR, WEDJ, WEZB, KISF, KQKQ, WYHY, KKLQ, KUTQ, WKRQ and a whole bunch of other great radio stations. Go On SHERYL!!



B.U.S. VISITS EMI! EMI recording group the Blessid Union of Souls recently paid a visit to the hard working staff of EMI records. Pictured (l-r) are EMI Sr. VP/Promotion PETER NAPOLIELLO, the label's FERN NEWMAN, C.P. ROTH and MICHAEL STEELE, the group's ELIOT SLOAN and JEFF PENCE, EMI's FRED ZAEHLER and NEAL NEWMAN, and the group's ROB ONE.



A BIG FISH STORY! KLUC/Las Vegas air personalities LEE CAMERON (l) and GREG WEST (r) pretend to be celebrity judges in a local casino's \$10,000 "Ultimate Mermaid" contest. They guys assure us they did get talent fees for the gig, and everything went swimmingly...pun definitely intended!

KIIS KONCERT KICKS!

Star-studded. Incredible. Imaginative. Interactive. These are some of the words one could use to describe the just-completed "KIIS & UNITE III" benefit concert event held last weekend by L.A.'s 102.7 KIIS-FM. The successful all-star event, presented by KIIS-FM and Aquafina, was a fund/awareness-raiser for the Pediatric AIDS Foundation. Over 15,000 listeners, who had won tickets on the air, were in attendance. And it was the type of event that could really only happen in Hollywoodland, with celebrities galore on hand, including ultra-supermodel KATHY IRELAND and "Beverly Hills 90210" stud BRIAN AUSTIN GREEN in the house. The highlight of the event was a surprise appearance by MADONNA. She spoke to the crowd about practicing safe sex, and then introduced the new group UNV. The group, signed to MADONNA's Maverick Records, performed its current hit single "So In Love With You."

In addition to the concert, the event featured a celebrity item auction. In a stunning piece of mar-

keting/promotional innovation, the auction was conducted via the Internet on AOL and Prodigy on the worldwide web. The auction elicited queries from Singapore, Italy, Iceland, Japan and Sweden. Among the items auctioned was a 1961 Cadillac donated by CHRISTIAN SLATER that went for \$17,000. A Gibson guitar autographed by MICHAEL JACKSON went for \$4K, while \$1275 was the price paid for a jersey autographed by the other MICHAEL...JORDAN that is! \$3800 was the winning bid for a rehearsal session with Duran Duran in London. And \$1250 was the going price for our favorite auction item: being on the set of KATHY IRELAND's new fitness video! (But hey...it was for a good cause.) The numbers are still being crunched, but early estimates show the event raised close to \$200,000!

Congratulations to STEVE PERUN, KAREN TOBIN and the KIIS-FM crew for a spectacular event! Turn to page 19 for a look at some pics from this super charity concert and auction.

FOR THE RECORD:

It should be on your desk now. It's the new release from EMI's Blessid Union Of Souls, and it's a good one. Research on the group's debut single "I Believe" is showing it to be a monster recurrent, so the time is right for "Let Me Be The One." It's a stylish gem that covers more bases than the Mets' infield....and should be a bigger hit than anybody on that team's had all year! The thermostat in PERER NAPOLIELLO's office is definitely set on *hot!*

ACTUAL (REALLY) DAMN JOBS:

KISF/Kansas City PD CHUCK GEIGER is currently conducting a regional search for the best talent available. Beyond your stellar air skills, CHUCK would like you to be accomplished in production, promotions and music. Outside-the-box thinking is mandatory, as is a passion for winning and the ability to *hear fast*....talk with Mr. GEIGER and you'll know what we mean! Women and minorities are encouraged to go for this. Send your stuff to: CHUCK GEIGER, PD, KISF, 10841 E 28th St. Independence, MO 64052. No calls pleeeez!



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Senior VP Business Affairs
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**ON OVER 65 TOP40S!
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| | | | | | |
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| PWR106 | Add 27x | STR94 | Add | KTFM | 70x |
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| KBXX | Ac'd 20x | WGTZ | Add | KYLD | 46x |
| Z90 | Add | KKFR | Add | KHKS | 33x |
| Q106 | Add | KMXV | Add | FM102 | 31x |
| WWKX | Add | | | KIIS-FM | 29x |
| | | | | KGGI | 27x |
| | | | | KZHT | 10x |

And More!

"It's exciting when an artist crosses boundaries, but it's sad that Selena won't enjoy the fruits of her efforts."

**LOUIS KAPLAN
WGTZ, DAYTON**



Produced and written by Keith Thomas for Yellow Elephant Music, Inc.



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