

HITMAKERS[®]

ISSUE 898 \$5.00

July 21, 1995



an exclusive interview with

JOHN GANDELARIA

PD, KPRR/El Paso



NOW PLAYING:

WFLZ Y107 Y100 WKBQ
WZJM WKSS WGTZ KJ103
WFME WFHN WSTW WABB
KHTT K92 KLRZ WNOK
WZNY WLAN WWST WVKS

On Tour With Dave Matthews This Summer.

RICK THOMAS, MD, KDWB-Minneapolis
"This is an awesome female anthem for our station."

GATOR HARRISON, MD, Y107-Nashville
"This is a pro-female jam. You need to touch this."

Dionne Farris

Don't Ever Touch Me (Again)

The follow-up to her number one hit, *I Know*, from "Wild Seed-Wild Flower".

Look for Dionne Farris on tour with the Dave Matthews Band beginning July 20 th

Produced by Dionne Farris, David Harris, Milton Davis and Randy D. Jackson.
Management: Michael Simanga-PosAct, Inc.

COLUMBIA

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada / ©1995 Sony Music Entertainment Inc.
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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

- BETTER THAN EZRA** Good (ELEKTRA)
BLESSID UNION OF SOULS Let Me Be The One (EMI)
BON JOVI This Ain't A Love Song (MERCURY)
BROWNSTONE I Can't Tell You Why (MJJ/EPIC)
CHRIS ISAAK Somebody's Crying (REPRISE)
DAVE MATTHEWS BAND Ants Marching (RCA)
DEEP BLUE SOMETHING Breakfast... (RAINMAKER/INTERSCOPE)
DEL AMITRI Roll To Me (A&M)
DIONNE FARRIS Don't Ever Touch... (COLUMBIA)
ELTON JOHN Made In England (ROCKET/ISLAND)
FIREHOUSE Here For You (EPIC)
FUN FACTORY I Wanna B With U (CURB)
GIOVANNI Girl In My Eyes (SIRE/EEG)
HOOTIE & THE BLOWFISH Only Wanna Be... (ATLANTIC)
JON B. AND BABYFACE Someone To Love (YAB YUM/550)
MADONNA Human Nature (MAVERICK/SIRE/WB)
MARTIN PAGE Keeper Of The Flame (MERCURY)
MONICA Don't Take It Personal (ROWDY/ARISTA)
NATALIE MERCHANT Carnival (ELEKTRA/EEG)
REAL McCOY Come And Get Your Love (ARISTA)
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)
TAKE THAT Back For Good (ARISTA)
U2 Hold Me, Thrill me, Kiss Me, Kill Me (ATLANTIC)
VANESSA WILLIAMS Colors Of The Wind (HOLLYWOOD)
VAN HALEN Not Enough (WARNER BROS.)

STREET SHEET

- ADINA HOWARD** My Up And Down (EASTWEST)
AFTER 7 Till You Do Me Right (VIRGIN)
AZ Sugar Hill (EMI)
BONE, THUGS 'N HARMONY 1st Of The Month (RELATIVITY)
BOYZ OF PARADISE Shining Star (PRIORITY)
BROWNSTONE I Can't Tell You Why (MJJ/EPIC)
BUCKETHEADS The Bomb... (HENRY ST./BIG BEAT)
CRYSTAL WATERS Relax (MERCURY)
DANA DANE Chester (MAVERICK/WARNER BROS.)
D'ANGELO Brown Sugar (EMI)
DEBORAH COX Sentimental (ARISTA)
DOVE SHACK Summertime In The LBC (RAL/DEF JAM)
E-40 Sprinkle Me (JIVE)
FUN FACTORY I Wanna B With U (CURB/ATLANTIC)
GRAND PUBA I Like (EEG)
JUNIOR MAFIA Player's Anthem (Remixes) (BIG BEAT)
LUNIZ I Got Five On It (NOO TRYBE/C-NOTE/VIRGIN)
MACK 10 Foe Life (PRIORITY)
MADONNA Human Nature (MAVERICK/SIRE/WB)
MICHAEL JACKSON You Are Not Alone (MJJ/EPIC)
MN8 I Got A Little Something For You (WORK)
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)
SEAL Kiss From A Rose (SIRE/WARNER BROS.)
SELENA I Could Fall In Love (EMI)
SCATMAN JOHN Scatman (RCA)
SHAGGY Boombastic (VIRGIN)
SOLO Heaven (A&M)
THE NOTORIOUS B.I.G. One More... (BAD BOY ENT./ARISTA)
TWINZ Round 'N Round (DEF JAM)
XSCAPE Feels So Good (SO SO DEF/COLUMBIA)
VYBE Warm Summer Daze (ISLAND)

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THE LONG AWAITED DEBUT ALBUM IN-STORES AUG. 1!

**LAUNCHING AT RHYTHM
CROSSOVER RADIO THIS WEEK!**

This is the real hotsteppa.
Now on Eastwest.
Accept no substitute.

ini KAMOZE

LISTEN M E T I C (W O Y O I)

The premiere single and video from **LYRICAL GANGSTA**,
the hotly anticipated album of all-new music.

BILLBOARD DANCE CLUB PLAY CHART #5!

Produced by 9 Sounds

Album in stores July 25

IN-THE-MIX AT:

SOUNSCAN DANCE #21!
SOUNSCAN CORE R&B SINGLES #5!!
SOUNSCAN SINGLES already #70!

WXKS	Boston	WXXL	Orlando
WPRO	Providence	WFLZ	Tampa
WWKX	Providence	WBBM	Chicago
KPWR	Los Angeles	KHTT	Tulsa
WFLY	Albany	Z90	San Diego
Z100	New York	WGTZ	Dayton
WNNK	Harrisburg	KRQQ	Tucson
WPGC	Washington	KZHT	Salt Lake City



MOST REQUESTED

On Eastwest Records America compact discs cassettes and records.

60+ TOP40'S INCLUDING:

KKFR Phoenix #13 41 Plays
WPRO Providence #17 27 Plays
KKLQ San Diego #39 10 Plays
WFLY Albany #46 15 Plays
WNTQ Syracuse #28 20 Plays
KLRZ New Orleans #43 17 Plays
WZJM Cleveland #41 17 Plays
WKSE Buffalo #30 19 Plays
WFHN New Bedford #40 16 Plays
WLAN Lancaster #32 12 Plays
WNNK Harrisburg #28 18 Plays
KZHT Salt Lake City NEW!
KJYO Oklahoma City NEW!
Y100 Miami NEW!
WGTZ Dayton NEW!
KBZR Phoenix NEW!

SINGLE IN-STORES NOW!
ALBUM IN-STORES AUGUST 22!

The premiere
single and
video from the
forthcoming
debut **Only You.**

giowanni

girl in my eyes

Produced by Victor Calderone & Gene Lefosse

Co-produced by Giovanni Gonzalez

Management: Mark Shimmel Management



On Sire compact discs and cassette cassettes

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HITMAKERS Faces & Places

SANTISI HONORED BY THE WOMEN'S ACTION ALLIANCE

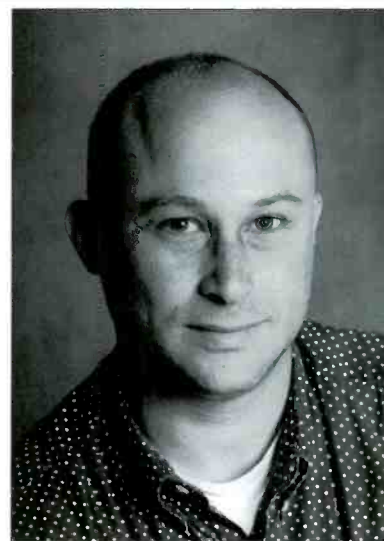


Terri Santisi (left), Exe. VP/GM, EMI Records Group North America, was recently honored by the Women's Action Alliance for exemplary leadership in business. The Leadership In Action award was created to recognize women who are outstanding in their profession and who are positive role models.

During an awards ceremony held recently in New York, **Shirese Johnson** (right), a member of the Alliance's Girls Club for Social Action, presented Santisi with a Baccarat crystal heart symbolizing the Alliance's motto, "Leadership starts in the heart." For more than 20 years, the Alliance has been encouraging girls and women, many of whom are underserved, low-income, and/or homeless, to build self-confidence, develop higher aspirations and make positive life choices.



Carole Childs has been named East Coast Director of A&R for ALMO Sounds.



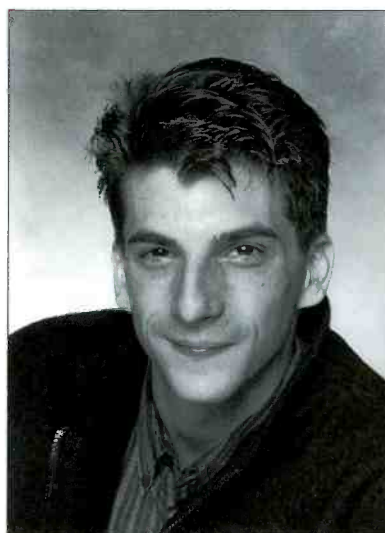
Paul Kremen has been named Artist Relations and General Manager for ALMO Sounds.



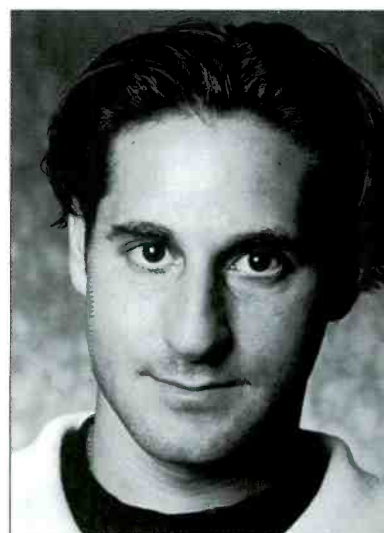
Chris McQuown has been named Director of Business Technologies for MCA Music Entertainment Group.



David Nathan has been named Associate Director, National Crossover Promotion for the ISLAND Independent Labels.



John Jr. has been appointed National Manager, Club and Mix Show Promotion for the ISLAND Independent Labels.



Gary Spivack has been named Senior National Director of Promotion for TAG Recordings.

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Renee Pfefer has been promoted to Director, Tour Media for COLUMBIA Records.



Def Jam Records has announced that it has renegotiated its recording agreement with LL Cool J. Under the deal, LL will record five new albums for the Def Jam label and will also release a greatest hits album. Pictured (l-r): Lyor Cohen, COO, Def Jam; LL Cool J; and Frank Cooper, Vice President, Business Affairs, Def Jam.

the dove shack

summertime in the LBC

Added This Week:

**KMEL ADD, KS104 ADD,
92Q ADD, WOCQ ADD,
WJJS ADD, KPWR 26 Spins,
FLAVA 1580 20 Spins**



round & round twinz

round & round round & round
round & round round & round

New Play At: WHJX,
WHHH, KBXX, KCAQ

**KPWR 30 Spins
KKBT 14 Spins
Z90 14 Spins**



CROSSOVER ADD DATE 7/24!
the g funk era continues...

A blue-tinted photograph of Keith Martin and a woman. Keith is in the foreground, wearing a dark cap and a sweater, looking slightly to the right. The woman is behind him, leaning in and smiling. The background is a bright, cloudy sky.

Keith Martin

Moment in Time



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Programmer's Think Tank

by TOM SHO VAN



TOP40'S PSYCHOLOGICAL WAR

A few years ago, we had a radio station party from which we wanted a particularly prissy staff member excluded. Since you can't single out one person to not be invited, we had to devise a more subtle strategy. About a week before the party, we all started bitching about what a lousy event was going to be whenever we were within earshot of that person. We complained that the food, the venue and everything about the event, was going to out and out suck. Then, the day of the party, we all, independently of each other, started working the "Hey, what's wrong - you don't look well at all - are you feeling OK?" By noon he'd left sick and begged off on attending the party. You'd be correct if you said this was a pretty juvenile and immature thing to do, but it did work.

Top40 radio used to be a format broadcast on over 1,000 radio stations not long ago. The latest count by "M Street Journal" puts the number of stations in this format at only 334. Lots of folks - including some publications - are telling us, "Hey, what's wrong - you don't look well. I think you're sick." The more this goes on, the more we buy into it, and one by one, Top40 stations leave the party. Lots of people have bought into the "It's a lousy party and you look really sick" boogie. The question is, how lousy

is the party and why are we being discouraged from attending?

I know why we didn't want that guy at the radio station at the party - he was judgmental. If someone brought out a doobie he'd be mortified. Basically, he was too politically correct and not much fun.

Now, chew on this...what's at the Top40 party from which we're discouraged? To start with, Top40 stations who do the format well get excellent ratings and do admirable billing. The sought after young adult demos are very lucrative. Furthermore, record companies still expend the largest promotion budgets per station on Top40 stations. If record companies, hypothetically, could break new product through Alternative stations or clubs, it would cost a lot less than through Top40. A lot of owners get spooked, too, by all the negative press on Top40. It's hard for the corporate investor-types who own radio stations these days to present a glitzy portfolio of Top40 stations when the press says the format is dying. Then comes another ingredient in the mix - The PD's themselves. Because Top40 stations are very important to record companies and other vendors, Top40 PD's and MD's get lots of attention and strokes. Sometimes that routine gets people to buy into the whole thing and start being demanding and territorial. The more we're patted on the back, the more we let down our social exterior and let

our quirks and tempers show through. Praised and nurtured on one side, yet threatened with extinction on the other. No wonder Top40's perceived to be in trouble.

I wish I had a clear-cut bottom line to all this. I'm pretty sure there is one, and it's not necessarily where we've come to think it is. Top40 is a viable format. Hit music is, after all, hit music. It's music people like, broadcast on the radio surrounded by elements that best showcase the music and its moods.

On the other hand, we're surrounded by people who don't want us at the party. These people say Top40 is difficult, can't be done, is fragmented, needs endless research, isn't practical, on and on it goes. My question is, are we being manipulated out of the format? By who? Why? And why would a company purporting to survey Top40 music want to decrease its sampling base rather than studying an "endangered format" more closely? You may say that I'm being very paranoid - that I should buy into the conventional wisdom that Top40 is over. But I don't buy that yet. I still think somebody doesn't want us at the party. Who? Why? Think about it.

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



Dinner with Dixon!!! Pictured (l-r): Mercury recording artist Martin Page; WMTX Music Director, Rico Blanco; and Mercury Vice President Promotion Steve Ellis. Laying down...WMTX/Tampa Operations Director Mason Dixon.

HITMAKERS

MAINSTREAM TOP 40 DISCOVERY CLUB[®]

- 1a. **BLESSID UNION OF SOULS "Let..." (EMI)**
- 1b. **TAKE THAT "Back For Good" (ARISTA)**
2. **HOOTIE & THE BLOWFISH "Only Wanna..." (ATLANTIC)**
3. **NATALIE MERCHANT "Carnival" (ELEKTRA/EEG)**
4. **VAN HALEN "Not Enough" (WARNER BROS.)**
5. **DAVE MATTHEWS BAND "Ants Marching" (RCA)**
6. **DEEP BLUE SOMETHING "Breakfast At..." (INTERSCOPE/ATL.)**
7. **DIONNE FARRIS "Don't Ever Touch Me (Again)" (COLUMBIA)**
8. **SPONGE "Molly" (WORK)**
9. **ALANIS MORRISSETTE "You Outta Know" (MAV./REPRISE)**
10. **BROWNSTONE "I Can't Tell You Why" (MJJ/EPIC)**
11. **FIREHOUSE "Here For You" (EPIC)**
12. **SCATMAN JOHN "Scatman" (RCA)**
13. **TRIPPING DAISY "I Got A Girl" (ISLAND)**
14. **YO!CO ROSS "Miss Me" (COLUMBIA)**
15. **FOO FIGHTERS "This Is A Call" (CAPITOL)**
16. **FUN FACTORY "I Wanna B With U" (CURB)**
17. **GIOVANNI "Girl In My Eyes" (SIRE/EEG)**
18. **MN8 "I've Got A Little Something For You" (WORK)**
19. **AMY GRANT "Big Yellow Taxi" (A&M)**
20. **THE BUCKETHEADS "The Bomb..." (HENRY ST./BIG BEAT/ATL.)**
21. **DEL AMITRI "Roll To Me" (A&M)**
22. **DIANA KING "Shy Guy" (WORK)**
23. **JAMIE WALTERS "Why" (ATLANTIC)**
24. **THE JAYHAWKS "Bad Time" (AMERICAN/REPRISE)**

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the Week!

Columbia Crusades

DIONNE FARRIS

Don't Ever Touch Me (Again)

RICK THOMAS, MD, KDWB, Minneapolis

"This is an awesome female anthem for our station."

SCOTT THOMAS, PD/MD, WDJB, Fort Wayne

"This is as smooth as silk. Picks up where the other left off."

CALVIN HICKS, PD, WWXM, Myrtle Beach

"It's a hot record. Women are probably going to applaud and say, 'Yeah, somebody's finally saying this.' I think this will open up a lot of mens ears as well!"

GATOR HARRISON, MD, Y107, Nashville

"Pro female jam. This will do well for us. You need to touch the record."

DAN DELION

Weird Out

RUBY CHEEKS, PD, WRQK, Canton

"This is just a great little Rock record. Don't miss this."

SUPERCAT

Girlstown

B-SWIFT, DJ, KBXX, Houston

"Back with another track compliments of E. Sermon. Shit's the Bomb, check it."

DELL FARINAS, DJ, WILD 107, San Francisco

"Dance mix. The Ragga/House mix slamms."

YO!CO ROSS

Miss Me

TRACY AUSTIN, MD, KIIS-FM, Los Angeles

"Nice Pop Reggae sound for this artist."

DEE DEE McGUIRE, MD, WIOQ, Philadelphia

"This has been around, but it's starting to surface for us. Could be something."

CHRISTINE FOX, MD, WFHN-FM, New Bedford

"This is a real upbeat, summertime record."

DAVID LEE MICHAELS, PD, WJJS, Roanoke

"She's cool, it's cool and I wanna be cool."

JERI BANTA, PD/MD, WYKS, Gainesville

"Great debut record for this artist. Should work well."

PHIL THOMAS



PD, WKM/Dothan

Career Highlights:

- Other than winning HITMAKERS/COLUMBIA Programmer Of The Week,...My first #1 book, my last #1 book, my next #1 book...

Family:

- Still married to my first wife, Two daughters: Kelli 16, and Kim 10, Dog: Abu.

Hobbies:

- Tennis, Working-out, Going to Auburn football games.

Quote:

- "I want to win the Lottery, buy my own radio station, and run it till the money runs out."

Nominees for Issue 898.

Vote for your choice.

1. TONY BRISTOL, (MD, WTIC-FM/Hartford)
2. JOEY GIOVINGO, (MD, WEZB/New Orleans)
3. GERONIMO, (MD, Q99/Salt Lake City)

Call your **HITMAKERS** Account Executive (818) 887-3440

Top40 Disc-overly Club

DAVID EDGAR, PD, B94, Pittsburgh

DEL AMITRI *Roll To Me* (A&M) - This is a good fun, summertime record for us.

FUN FACTORY *I Wanna B With U* (CURB) - Great Pop record. Reminds me of Ace Of Base.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - You can't go wrong with Hootie. This is a great record.

JOEY GIOVINGO, APD/MD, B97, New Orleans

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - I think this is a great Pop record. Our audience is already reacting to it.

TAKE THAT *Back For Good* (ARISTA) - These guys are huge in the U.K. This song should make them huge in the U.S. too.

JILL SOBULE *Supermodel* (ATLANTIC) - This sounds like the major hit off the album. Very catchy. Give it a listen.

NEAL SHARPE, PD, JET-FM, Erie

DIONNE FARRIS *Don't Ever Touch Me (Again)* (COLUMBIA) - It's a real good record. I'm definitely looking at this one!

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - Top 10 phones. No doubt about it, the record is going to be very big here.

ALANIS MORISSETTE *You Outta Know* (MAVERICK/REPRISE) - We've been playing this in a test rotation for a few weeks now, and I think this is gonna happen here!

FOO FIGHTERS *This Is A Call* (CAPITOL) - Already lots of phone activity for this one.

RICH E. CUNNINGHAM, APD, K92, Roanoke

SCATMAN JOHN *Scatman* (RCA) - This sounds awesome on the radio! We're already all over this!

ALANIS MORISSETTE *You Outta Know* (MAVERICK/REPRISE) - What a killer hook! This is a very cool record!

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - This is cool...It has that Moving Pictures sound to it.

TAKE THAT *Back For Good* (ARISTA) - This may be the sleeper hit of the summer!

HITMAN, MD, KBFM, McAllen-Brownsville

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a very hot record. It's a great follow-up and probably a #1 hit for them. To me, I hear this sort of ghostly sound of Prince in it! It sounds like Prince, or I guess I should say, the artist formerly known as Prince.

TAKE THAT *Back For Good* (ARISTA) - Love it. I just love it! I was listening to it last night and wound up singing it to my wife. A great song! A Top 10 record!

LOS DEL RIO *Macarena* (RCA) - They even have a dance for this song down here. It's a special dance and when you hear this, it's like you're in the jungles of Brazil!

ERNESTO GLADDEN, PD, KBZR, Phoenix

CHARLIE SEXTON *Wishing Tree* (MCA) - This cut, when I saw him live, did very well.

TRIPPING DAISY *I Got A Girl* (ISLAND) - This is a great summertime record. This is a great song to fall in love to.

PRIMUS *Winona's Big Brown Beaver* (INTERSCOPE) - *Winona's Big Brown Beaver* - give it a whole shot. Better beaver's forever.

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - This is unforgettable vocals from an immediately recognizable voice. It's now 10,000 and one Maniacs.

MIKE DANGER, MD, KCLD, St. Cloud

TAKE THAT *Back For Good* (ARISTA) - Female appeal. This could be the big summer ballad of '95.

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - This is a nice image record all day long. Good sound.

FIREHOUSE *Here For You* (EPIC) - Female lyrics. Big Midwest group. Will do well for us.

VAN HALEN *Not Enough* (WARNER BROS.) - This is a huge record. We are seeing adult requests after one week.

GREG ADAMS, PD, KDUK, Eugene

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - A great and obvious follow-up smash!

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - A home run up here! She's a big artist.

DAVE MATTHEWS BAND *Ants Marching* (RCA) - This is a real good-sounding record. We're just not quite finished with the first one yet. But this is good!

RICK THOMAS, MD, KDWB, Minneapolis

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - This is a good midday record for us. Testing already. Should do well.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a nice Midwest sound that works for us very well.

FUN FACTORY *I Wanna B With U* (CURB) - Very cool, great tempo for the station. An all-day record.

DIONNE FARRIS *Don't Ever Touch Me (Again)* (COLUMBIA) - This is an awesome female anthem for our station.

ROXY LENNOX, APD, KGOT, Anchorage

VAN HALEN *Not Enough* (WARNER BROS.) - I love it...It's just so cool!

TAKE THAT *Back For Good* (ARISTA) - I can't tell you what I think of this right now...my car just got towed. When I return though, I'll be "back for good!"

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - It's very cool. Since I'm in Alaska, I guess I should say, it's very cold! A good song!

TRACY AUSTIN, MD, KIIS-FM, Los Angeles

YO!CO ROSS *Miss Me* (COLUMBIA) - Nice Pop Reggae sound for this artist.

SCATMAN JOHN *Scatman* (RCA) - This is Right Said Fred meets Real McCoy and Ini Kamoze.

MONTELL JORDAN *Something For Da Honeyz* (RAL/DEF JAM/ISLAND) - This is a pretty smooth track. Will do well.

TAKE THAT *Back For Good* (ARISTA) - These guys were huge in Europe. It's about time they got here.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (HENRY ST./BIG BEAT/ATLANTIC) - This is a Chicago song from 1979. Peter Cetera on a dance record. Who knew?

MICK FULGEM, MD, KISX, Tyler

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - Smash big time. Top 5 record, possibly number one!

DAVE MATTHEWS BAND *Ants Marching* (RCA) - Good song. This will fit us here. Should be Top 25. I like it.

TOM PETTY *A Higher Place* (WARNER BROS.) - This is probably a smash. Will do as well as the first.

TAKE THAT *Back For Good* (ARISTA) - This is a smash. Should go Top 10 real easily across the demo.

KEN BENSON, PD, KKRZ, Portland

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - A great-sounding record. Uptempo, poppy, and fun! It's going to be great to see these guys have two big hits.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - We did *Let Her Cry* a bit late. But I'm looking at this one down the road. Hootie is the Melissa Etheridge of 1995.

SHAMPOO *Trouble* (I.R.S./ATLANTIC) - I'm hearing that Y107's having some huge phone action on this. I love it...It's a fun song!

JEFF ANDREWS, APD/MD, KLYV, Dubuque

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - The time is right for a good uptempo cut from these guys. They laid the groundwork with their previous two singles. This is the next step for them.

BOYZ OF PARADIZE *Shining Star* (PRIORITY) - There are a lot of remakes out right now, but this is one of the best. It really stands out. A nice record you can play in all dayparts.

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - Check out the 'no-rap' version. That's the one for us!



VAN HALEN

"Not Enough"

the next single

Most Added Top40 Again, Including:

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Produced by Bruce Fairbairn

From the double-platinum album: Balance

Catch Van Halen On Tour Now!

Management: Ray Parriels, SRC Management, Inc.



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Top40 Disc-overly Club

JEFF HUGHES, MD, KNIN, Wichita Falls

CRYSTAL WATERS *Relax* (MERCURY) - She has done it again. Repeats the same word over and over with a beat and it works.

VAN HALEN *Not Enough* (WARNER BROS.) - Eddie may cheat on his wife, but he doesn't cheat his fans. It's the Van Halen we have been waiting for.

LIVE *All Over You* (MCA) - Number one potential. Don't let this one slip by.

DAN OLSEN, PD, KOKZ, Waterloo

DIANA KING *Shy Guy* (WORK) - This record looks like a home run to me.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - Duh! This is a no-brainer. Good song. Heard it in Minneapolis.

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - This is a surprisingly strong song backed with good initial retail.

JAMES BAKER, PD, KZIO, Duluth

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - This is an exciting song and I like this a lot.

TAKE THAT *Back For Good* (ARISTA) - This sounds a lot like Wet, Wet, Wet, *Love Is All Around* and should do very well.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Great follow-up to *I Believe*. Will do well for us.

FUN FACTORY *I Wanna B With U* (CURB) - This is getting great response for us. Good calls on this record. We picked it a few weeks ago.

MIKE KASPER, PD, KZMG, Boise

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - A really good record. A nice follow-up.

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - We started playing this just a few weeks ago, and it's already selling and getting requests!

DAVE MATTHEWS BAND *Ants Marching* (RCA) - I like it. Definitely could be something here.

CASEY CHRISTOPHER, MD, KZZU, Spokane

JON B. *Pretty Girl* (YAB YUM/550) - We passed on the first one. But this is having good success over on the Rhythm side. We started to spin it last week and it's gotten instant phones!

MN8 *I've Got A Little Something For You* (WORK) - It's a cool record. It's won huge on our nightly 'Smash Or Trash' feature! I enjoy the record a lot!

TAKE THAT *Back For Good* (ARISTA) - There's been a lot of hype on this record. It sure is poppy!

SHAGGY *Boombastic* (VIRGIN) - It's getting to the point that we're going to have to deal with this. If this continues its climb on the Crossover side, we'll be there!

GERONIMO, MD, QOO, Salt Lake City

REACH AROUND *Big Chair* (CARPORT) - Very much an anthem-type song. Very much like Offspring.

GWEN MAR'S *Cosmic Dick* (HOLLYWOOD) - What more can you say about a song with this title?

PRIMUS *Winona's Big Brown Beaver* (INTERSCOPE) - This record has great phones. Starting to generate sales in the market.

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - Very Pop-sounding, but a killer hook. It will keep you jamming forever.

KEVIN PETERSON, APD/MD, STAR94, Atlanta

TAKE THAT *Back For Good* (ARISTA) - It's already been number one in several other countries and it should be here too.

JOAN OSBORNE *One Of Us* (MERCURY) - This is already getting reaction in the market. This will cross over to Top40.

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - This is our most requested record with adult females. *Batman* soundtrack Top 10 the last four weeks.

BILL MITCHELL, PD, U93, South Bend

BRUCE HORNSBY *Walk In The Sun* (RCA) - Great uptempo adult artist. Hey, this is a really good song!!

DAVE MATTHEWS BAND *Ants Marching* (RCA) - Sounds like smash #2 for Mr. Matthews and the band!

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a truly fine song. Kudos to Michael Steele and company for providing us with another strong song!

TAKE THAT *Back For Good* (ARISTA) - I love this song. I mean I really love this song!

SCOTT CHASE, PD, WAIA, Melbourne

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - This is a smash at crossover. This is a big seller.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - This is a no-brainer.

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - This is a great Pop record. Will be there.

JOE FRIDAY, MD, WAEB, Allentown

TAKE THAT *Back For Good* (ARISTA) - A very smooth, well produced sound reminiscent of Wet, Wet, Wet. Good record.

SELENA *I Could Fall In Love* (EMI RECORDS) - Only the good die young. It's unfortunate. But, at least we still have the music, and good music it is!

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - I sat in my office for 10 minutes trying to figure out what to say about this record. Then I realized, I don't have to say anything.

JOHN HARRISON, PD, WAZY, Lafayette

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a good follow-up. Will do very well for us. Great lyrics.

AMY GRANT *Big Yellow Taxi* (A&M) - I like this. Good mass appeal record. Will do very well also.

SELENA *I Could Fall In Love* (EMI RECORDS) - This will cross and make her a Mainstream artist. Very good song.

DANNY OCEAN, MD, WBHT, Scranton

TRIPPING DAISY *I Got A Girl* (ISLAND) - I got a girl. I got an edit.

VAN HALEN *Not Enough* (WARNER BROS.) - They always do well here. Coming in town next month.

FOO FIGHTERS *This Is A Call* (CAPITOL) - Nirvana lives. Dave Grohl. He sounds great. Play it.

JENNIFER TRYNIN *Better Than Nothing* (WARNER BROS.) - Better than nothing? This is better than most.

BEAU LANDRY, PD, WBIZ, Eau Claire

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - This is just a unique-sounding mix record.

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - The best way to put this rocking song is mass appeal.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is another great Pop record from Blessid Union.

AMY GRANT *Big Yellow Taxi* (A&M) - This is a solid performance on a proven song.

SCOTT LAUGHLIN, MD, WBNQ, Bloomington

VAN HALEN *Not Enough* (WARNER BROS.) - A piano ballad from Van Halen. I like it. Good song.

MARTIN PAGE *Keeper Of The Flame* (MERCURY) - This is basically a no-brainer for us. Great record.

TAKE THAT *Back For Good* (ARISTA) - Great record. I can see why it was successful worldwide.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a great follow-up to a record that was number one for us.

ROD PHILLIPS, PD, WDDJ, Paducah

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - This is one that I think will be really big. It sounds perfect on the air! We started it out as just a day record, but after hearing it on the radio a few times, we opened it up!

TAKE THAT *Back For Good* (ARISTA) - A great female record! The lyrics to this will get the women instantly!!

DAVE MATTHEWS BAND *Ants Marching* (RCA) - We added this last week and started getting calls right away. The last one was #1 for us for five or six weeks, so this is a natural!

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - We'll be spinning this soon. It really is a good record...A great sound!

TAKE THAT "Back For Good"

ONE OF THE MOST ADDED & MOST DISCOVERED!

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WAPE		WKDY		WQGN		WFMF
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MONICA "Don't Take It Personally"

Spinning At:

KUBE 74x	WPGC 33x	WNVZ 33x	WZJM 10x
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WIOQ 30x	KMXV 38x	WZPL 28x	KKFR 29x
WPOW 12x	B96 37x	WKBQ 37x	
WHYI 33x	WZJM 55x	KKRZ 32x	



Top40 Disc-overery Club

SCOTT THOMAS, PD/MD, WDJB, Fort Wayne

TAKE THAT *Back For Good* (ARISTA) - This looks to be a number one record from Arista.

DIONNE FARRIS *Don't Ever Touch Me (Again)* (COLUMBIA) - This is as smooth as silk. Picks up where the other left off.

SHAMPOO *Trouble* (I.R.S./ATLANTIC) - If you're looking for an instant reaction record, look no further.

BRIAN BRIDGMAN, PD, WEDJ, Charlotte

WEEZER *Say It Ain't So* (DGC/GEFFEN) - The album was gone in sales already. This could be their biggest song.

TRIPPING DAISY *I Got A Girl* (ISLAND) - This is one of those unusual records that will do very well on the phones.

SPONGE *Molly* (WORK) - The last worked for us very well. This should do the same or better.

LIZ JORDAN, MD, WERZ, Exeter

TAKE THAT *Back For Good* (ARISTA) - An original Pop tune made for every format.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Great follow-up. There is a version for every format.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - Upbeat song with a great hook.

CHRISTINE FOX, MD, WFHN-FM, New Bedford

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - These guys are awesome. They are great in concert.

AFTER 7 *Til You Do Me Right* (VIRGIN) - This is a very pretty record. Smooth!

TAKE THAT *Back For Good* (ARISTA) - This is a unique-sounding record. Very poppy.

YO!CO ROSS *Miss Me* (COLUMBIA) - This is a real upbeat, summertime record.

STEVE GILINSKY, PD, WGRG, Binghamton

THE SAMPLES *The Weight Of The World* (MCA) - I just love this. It's very hooky. Should be a big record.

LUSCIOUS JACKSON *Here* (CAPITOL) - Does the movie *Clueless* have the strength to bring this through?

VAN HALEN *Not Enough* (WARNER BROS.) - Need we say more on this good song?

JIMMY STEELE, PD, WHHY, Montgomery

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - We'll be on this. I think it is a very, very good record!

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - I think that this record is going to do very well. She may not be as famous, or get as much notoriety as some artists, but her fans love her and will want to hear this!

VAN HALEN *Not Enough* (WARNER BROS.) - I like it a lot. It's already doing very well. This is a different kind of sound for these guys and I like it!

JACKIE JOHNSON, MD, WIFC, Wausau

THE JAYHAWKS *Bad Time* (AMERICAN/REPRISE) - I just got this and I like it a lot!

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - I love this one. It's great. A good-sounding song. A good follow-up!

MARTIN PAGE *Keeper Of The Flame* (MERCURY) - Another good follow-up. I'm not sure if I like it as much as In *The House Of Stone And Light*, but it's still a very good song!

DEE DEE MCGUIRE, MD, WIOQ, Philadelphia

SCATMAN JOHN *Scatman* (RCA) - This is an unusual record. Will get reaction if you play it.

YO!CO ROSS *Miss Me* (COLUMBIA) - This has been around, but it's starting to surface for us. Could be something.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (HENRY ST./BIG BEAT/ATLANTIC) - This is hot. Testing. Played it one time and got great reaction.

DENA DESNICK, MD, WJMX, Florence

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - I really love this record. I think this is another big hit. All their songs have a message.

TAKE THAT *Back For Good* (ARISTA) - This is excellent. I can see why they are having success in the U.K. I'm glad they are bringing it here.

DAVE MATTHEWS BAND *Ants Marching* (RCA) - I'm a number one Dave Matthews fan. Will make an impact on all formats. Good song.

SPONGE *Molly* (WORK) - This is getting great reaction on our Alternative station and will cross.

KENNY KNIGHT, MD, WKBQ, St. Louis

ALANIS MORISSETTE *You Outta Know* (MAVERICK/REPRISE) - This is the female anthem of the '90s.

FILTER *Hey Man Nice Shot* (REPRISE) - This one really adds an edge to your nights.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - Already getting early phones off minimal spins. It will be another smash!

DAVE MATTHEWS BAND *Ants Marching* (RCA) - I really like the sound of this record. Very unique. Hoping to see big things.

WALLY McCARTHY, PD, WKDY, Utica

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Let me be the one to say this is their second hit. Big record.

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - This is one of those records that gets instant reaction.

U.N.V. *So In Love With You* (MAVERICK/WARNER BROS.) - This record is huge! Top 5 phones already. Will be a monster.

DAVE MICHAELS, PD, WKFR, Kalamazoo

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - This is a great record. This is my cause this week.

JILL SOBULE *I Kissed A Girl* (ATLANTIC) - This has very distinct possibilities for us.

SPONGE *Molly* (WORK) - We have been having great success on our Post Modern show. This will cross.

PHIL THOMAS, PD, WKMX, Dothan

TAKE THAT *Back For Good* (ARISTA) - This will be as successful here as it has been around the world. Good record.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a great follow-up record. Will do very well nationally.

VAN HALEN *Not Enough* (WARNER BROS.) - The edit on this is great. Very accessible for all stations. Good mass appeal song.

TINA SIMONET, MD, WKSS, Hartford

SCATMAN JOHN *Scatman* (RCA) - This sounds so good in the mix! It sounds awesome. It's going to be a huge summer record.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - I love this smash. An incredibly solid follow-up!

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - This sounds like Depeche Mode with Colour Me Badd singing back-up, with a little Freestyle thrown in. If Depeche Mode ever got happy, they'd be Giovanni!

MN8 *I've Got A Little Something For You* (WORK) - I love it. I just think this is great!

DENNIS DILLON, PD, WKXJ, Chattanooga

TAKE THAT *Back For Good* (ARISTA) - Just a smash. Unique with a good hook. Should do very well.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Different sound. Shows good diversity. Should be as big as the first.

BROWNSTONE *I Can't Tell You Why* (MJJ/EPIC) - This is doing very well for us. Good phones. Reacting very well.

DAVE MATTHEWS BAND *Ants Marching* (RCA) - Good release. How can you miss on this great night record?

JOEY ARBAGEY, MD, KMEL

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92Q	27x	KKSS	16x
WJMH	30x	KCAQ	17x

D'Angelo

Brown Sugar

the debut single

written, arranged and produced by D'Angelo

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Top40 Disc-overery Club

DEAN JONES, MD, WMRV, Binghamton

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a no-brainer solid Pop smash. This is a great follow-up.

DAVE MATTHEWS BAND *Ants Marching* (RCA) - This is one of the best on the CD. It has its own life. Will do well.

FIREHOUSE *Here For You* (EPIC) - Watching this. Could be interesting. Check it out!

TAKE THAT *Back For Good* (ARISTA) - Big hit in the U.K. It's time for it to hit the states. Check it out.

CHUCK TISA, APD/MD, WPLY, Philadelphia

ALANIS MORISSETTE *You Outta Know* (MAVERICK/REPRISE) - The phones are huge on this. The sales went 195 to 21 over a three week period.

THE GOO GOO DOLLS *Name* (WARNER BROS.) - This is a great record and should be the track to break the band.

FOO FIGHTERS *This Is A Call* (CAPITOL) - This is a great CD. You should check this out.

SPONGE *Molly* (WORK) - Don't miss this record. We are getting Top 10 phones on this.

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

JAMIE WALTERS *Why* (ATLANTIC) - Great uptempo follow-up. Perfect summer tune for us.

VAN HALEN *Not Enough* (WARNER BROS.) - This is good enough to be a smash.

TAKE THAT *Back For Good* (ARISTA) - Take that and play it, play it, play it. A smash!!

RUBY CHEEKS, PD, WRQK, Canton

UNIVERSAL HONEY *Just Before Mary Goes* (ALERT) - This is just a great Pop song. Will be a good record for us.

TRIPPING DAISY *I Got A Girl* (ISLAND) - Tripping Daisy's *I Got A Girl* looks like Island's got a hit!

DAN DELION *Weird Out* (RUFFHOUSE/COLUMBIA) - This is just a great little Rock record. Don't miss this.

RAMONES *I Don't Wanna Grow Up* (MCA) - This is New York's answer to The Beach Boys. Hearing the Ramones in the '90s reinforces the fact that when you're in Rock & Roll you don't have to grow up.

KEITH CURRY, MD, WSNX, Grand Rapids

SKEE-LO *I Wish* (SCOTTI BROS./SUNSHINE) - Could it cross over? Hopefully!

2 UNLIMITED *Here I Go* (CRITIQUE) - Enough to spruce up your nights. Lots of tempo and a great Pop feel to it!

TONY BRISTOL, MD, WTIC-FM, Hartford

FIREHOUSE *Here For You* (EPIC) - This is another great Pop female record.

THE JAYHAWKS *Bad Time* (AMERICAN/REPRISE) - This is a really great remake that sounds just as good 20 years later.

BLUES TRAVELER *Runaround* (A&M) - This record has sales, requests and callout.

CHRIS KNIGHT, PD, WVAQ, Morgantown

JAMIE WALTERS *Why* (ATLANTIC) - If chicks don't mind him not singing a ballad, it will be huge. Good uptempo.

HOOTIE & THE BLOWFISH *Only Wanna Be With You* (ATLANTIC) - Good tempo, good feel follow-up to two hits. Will be bigger.

TAKE THAT *Back For Good* (ARISTA) - This is a genetic engineered Pop track. Great record.

DIANA KING *Shy Guy* (WORK) - Good sound. How refreshing to have female Reggae.

FIREHOUSE *Here For You* (EPIC) - Good ballad. Older-sounding Firehouse, better than the original.

CALVIN HICKS, PD, WWXM, Myrtle Beach

DIONNE FARRIS *Don't Ever Touch Me (Again)* (COLUMBIA) - It's a hot record. Women are probably going to applaud and say, 'Yeah, somebody's finally saying this.' I think this will open up a lot of mens ears as well!

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - This is a real interesting song with a nice feel. We're spinning lightly and getting some pretty good early phone reaction!

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Good song! This is definitely a hit record. A real nice follow-up to *I Believe*.

TAKE THAT *Back For Good* (ARISTA) - A Pop hit! For some reason, Clive Davis has a Pop hit factory going. First it's Real McCoy, then Ace Of Base, and now these guys. They remind me a lot of Spandau Ballet in the early days.

JERI BANTA, PD/MD, WYKS, Gainesville

GIOVANNI *Girl In My Eyes* (SIRE/EEG) - I think this record has some legs. Could be a good summer record.

VAN HALEN *Not Enough* (WARNER BROS.) - I think this is a good strong Van Halen record. Good response on battle.

YO!CO ROSS *Miss Me* (COLUMBIA) - Great debut record for this artist. Should work well.

BRUCE STEVENS, PD, WZNY, Augusta

SPONGE *Molly* (WORK) - I like this a lot. Should do well here at the station.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Good phones. This is doing real well.

DEL AMITRI *Roll To Me* (A&M) - This record is doing very well for us. Good phones. Too early for sales yet.

STEVE JAMES, PD, WZOQ, Lima

TERENCE TRENT D'ARBY *Holding On To You* (WORK) - Good to have him back. Sounds like a cross between Lenny Kravitz and Steve Perry.

MN8 *I've Got A Little Something For You* (WORK) - This one is along the lines of Montell Jordan. Good record.

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE/ATLANTIC) - After a few plays on this artist, there was instant reaction.

ADAM COOK, PD, X1106.7, Orlando

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Good guys, good song. This will be bigger than the first.

TAKE THAT *Back For Good* (ARISTA) - This is a good straight-ahead Pop record. They have been successful in England. They should cross here.

EVERYTHING BUT THE GIRL *Missing* (ATLANTIC) - Adult record. No. 3 phones good sales on this and is one of our hottest records.

GATOR HARRISON, MD, Y107, Nashville

DIONNE FARRIS *Don't Ever Touch Me (Again)* (COLUMBIA) - Pro female jam. This will do well for us. You need to touch the record.

NATALIE MERCHANT *Carnival* (ELEKTRA/EEG) - This is a good hip-factor song. Great record. She has a following.

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - This is a song I believe in. This is gonna be huge.

TAKE THAT *Back For Good* (ARISTA) - This will be one of the week's most added. They can ship that stuff from overseas anytime.

JOE LARSON, PD, Z104, Madison

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - I like this. It's a great follow-up!

GIN BLOSSOMS *Til I Hear It From You* (A&M) - This is from the upcoming *Empire Records* soundtrack. I just heard it on cassette and I really like it!

DANA LUNDON, MD, Z104, Madison

BLESSID UNION OF SOULS *Let Me Be The One* (EMI RECORDS) - Another smash from these guys. A terrific follow-up!

CHRIS ISAAK *Somebody's Crying* (REPRISE) - This record is doing wonderfully for us. In fact, it's probably doing better for us than it is for some other stations because it's getting very positive callout here.

JOHN CANDELARIA

PD, KPRR, El Paso

HOW LONG HAVE YOU BEEN IN EL PASO?

I've been at KPRR for seven years. I've been programming it for a little over a year. Before that I was the Music Director.

WHERE DID YOU START? GIVE ME YOUR WHOLE BACKGROUND IN RADIO?

I started back in 1982 in Albuquerque. There was a technical school in Albuquerque that taught broadcasting. Initially what I wanted to do was get into sports broadcasting. I wanted to do play-by-play. Although they didn't teach a course that just focused on that one particular curriculum, they said, "Hey, just learn radio broadcasting in general, you'll never know, at least you'll have the skills and some experience that you could put down on your resume." So sure enough I took the course. I had a great time. I wound up getting a job full time at an AM radio station, KAMX. From there I basically jumped around at every single radio station in Albuquerque. Then after awhile I kind of got down and out on my love affair with radio. I was disoriented and got disenchanted with the business. I couldn't really get a good gig. Then I met a guy named Bob Perry. He hired me for production duties and a midday show at KPRR in El Paso. The rest is history.

WAS BOB THE CONSULTANT OR THE PD THEN?

Bob was the PD. From there I basically reestablished my love affair for radio. Bob was doing the music that I grew up with and I loved back in Albuquerque and just the way that he did business; Bob was so organized and so promotions-conscious and so consumer oriented. He gave the listeners what they wanted and I was just amazed at the product that they turned out. The music that we were playing was right on the money with what I loved and the ratings were reflective of that. I was surprised that a radio station focused like this could actually be successful, because in Albuquerque there were a lot of stations that had tried it and they just weren't very successful. So I fell in love with radio again all over again, and from there I worked my way up to PD. It's been a little over a year. I started in November of '94 as Program Director.

WHAT KIND OF CHANGES HAVE YOU MADE?

There's several feature programs and theme shows that I've done differently from the past program directors. I got a chance to learn a little bit of everything from every PD that I worked at KPRR, good and bad.

YOU'VE HAD THE OPPORTUNITY TO LEARN FROM A LOT OF GOOD PROGRAMMERS. YOU ALSO HAD A LOT OF KNOWLEDGE ABOUT THE EL PASO MARKET FROM YOUR LONG TENURE THERE. FROM THAT LEARNING AND WITH THAT KNOWLEDGE, HOW DID YOU EVALUATE KPRR ONCE YOU WERE MADE PD?

The radio station was unfocused. I thought that Bob Perry did a very good job of keeping the station right on the money. Although you hear a lot of things within the station, sometimes you fight more people within the station than you do on the outside. They're very active and I think that though POWER102 was very successful, some of the program directors were in it for their own success...they really didn't get out and listen to the streets. They basically programmed out of the office. One of the other PD's thought that though we were number one, they wanted to capture the 18-34 UTEP (University Of Texas, El Paso) student, which in

"When it comes to liking a record, Hispanic listeners are slow to get on and slow to get off."

my mind was way off target because anybody who goes to UTEP, the lifestyle is a whole lot different than the target of a POWER102 listener. From there the station just took a tumble. We played a lot of records that didn't make a whole lot of sense, which was not the core and eventually, as you know, once you start playing a lot of those wrong records, you just chip away at the core. So the first thing I did when I came back was reestablish the core records and we took out about 130-140 titles from the station and got it back onto a tight playlist. That was numero uno.

WHAT WERE SOME OF THE RECORDS YOU TOOK OUT? AND ALSO, WHAT ARE SOME OF THE CORE RECORDS?

The core records on KPRR right now are the Montell Jordan's of the world, the Selena's of the world, Boyz II Men, TLC.

WAS THERE A PARTICULAR GENRE? FROM WHAT YOU'RE SAYING, IT SEEMS LIKE THE ALTERNATIVE STUFF GOT DROPPED?

Exactly. It was more Alternative-leaning. And we dropped most or all of it.

AFTER BOB LEFT, WHO CONSULTED KPRR?

Actually, Bob was kind of consulting the station indirectly. He was very busy in San Antonio and there was a while there that we had Don Kelly. When I became PD, I worked without a consultant for the most part for about six months. However, Bob was calling me bi-weekly and giving me pointers and directing me in the right area. He was going over my music list with me and he was doing it just for the love of the radio station. When U.S. Radio took over, they had wanted to go after a fulltime consultant, someone who actually could spend more time with the radio station and Bob, quite honestly, at that time, he didn't know whether he wanted to get into the



OFTEN LOSE IN THOSE SITUATIONS AS MANAGEMENT DEFERS TO THE CONSULTANT. HOW DO YOU AND BOB GET ALONG, AND HOW DO YOU RESOLVE THOSE TIMES WHEN YOUR IDEAS CLASH?

Well, it's a give and take situation. Bob and I, number one, are great friends. We're pals, so it's not like an ego situation where someone's going to take it personally. I think for the most part Bob Mitchell has got tons of experience. I respect that. So if he has something that I don't necessarily agree with I'll go with it, for the most part. I think Bob gives a lot more than he takes and I'll tell you why: because we've been very successful. Over the last part we've been lucky enough to have nine consecutive number one books and Bob Mitchell pretty much trusts my judgement now. When we first hired Bob, he was astonished to find out how much hi-energy and freestyle music is loved and how long Hispanic listeners are loyal to particular records. When it comes to liking a record, Hispanic listeners are slow to get on and slow to get off. For Bob, he was used to PGC and WILD where they're very progressive in accepting new music. On the other hand, El Paso is very conservative and it takes them awhile. You've got to beat them over the head with it before they really decide, "Hey that's not a bad record. We want to hear it a little bit more." It's changing with the population and I like to think of it as a Los Angeles seven-years ago. El Paso is very influenced by first of all, Mexico, which is two minutes from where I'm sitting, and secondly by Los Angeles. In Mexico the big rhythm, hi-energy music is the love of the town and with the Hip-Hop West Coast rap flava from Los Angeles it tends to come over to El Paso. Bob was surprised by those influences. I think after participating in auditorium tests that we conducted and also

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participated in focus groups, Bob Mitchell said, "Yeah, that's some of the things you've been saying for quite some time." Again, we have had some real good books, not only 12+ but with the money buys 18-34 and 25-64, and I think that with Bob, he now understands that there's not a whole lot of repair that needs to be done in El Paso. It's just maintenance.

SINCE YOU MENTIONED HIP-HOP, LET'S TALK A BIT ABOUT RAP. HOW MUCH DO YOU PLAY? HOW EARLY DO YOU PLAY IT? HOW IS IT PROGRAMMED?

We don't have a competitor in the market, so we're not really forced to get on the rap records. We play the cream of the crop. The Mary J. Blige with Method Man, Naughty By Nature's *Feel Me Flow*, Skee-lo. Those are the three rap records right now that are working well for us. We don't saturate the sound. We like to balance a little bit of everything. We play everything from the Real McCoy, which is a very, very popular record with the female Hispanics especially, to the Naughty By Natures. We play a variety and at night we bump hard. We rock hard. We hit the streets. We're hip-hoppin' and we're more of a 12-24 year old radio station come 6 p.m. We daypart pretty heavily and like I said, we don't have a direct competitor in the market. So we get to expand our demos a bit.

ARE YOU PLAYING MORE OR LESS THAN YOU WERE SAY A YEAR AGO?

We're playing less.

WHY IS THAT?

Our target demo in El Paso tells us that Rap is not a priority. We ask the people what they want, and they tell us. You always have to keep your target demo in your mind. And secondly, you need to go ask the people what they want. We spend a considerable time in night clubs. Most of my mixers are night club DJ's, so we get a good feel on what the nightclub scene is all about from them. My mixers bring the hottest club records into my music meeting. We just ask what our listeners want. We don't have THE BOX here. We have BET and MTV and as you know, but MTV is very limited. They have their certain shows, Yo! MTV Raps with Dre and Lover, which comes on and that has a heavy influence. But Rap is predominantly a 12-24 year old audience with the rap music at least in El Paso for that matter. That's what we're finding with our research and it's predominantly male in nature. And I'm not saying all females do not like rap, but if it's a very select minority group we just play the hits, whatever it is. If it's

Hip-Hop, if it's hi-energy dance, whatever the hits are, that's what you're going to hear out of your speakers. The station recently it's kind of shifted gears just a little bit and we're now tweaking it a little bit more rhythm, more hi-energy in nature. We're finding that those records are working better for us at this time. With Rap, we don't have anything against it. We like to play it, but it's going to take awhile for the listener to get it and once they do if they start calling for it, believe me we'll be on it.

NOW WHAT KIND OF RESEARCH DO YOU DO THERE?

We do callout and perceptual. We do hooks, absolutely.

TELL US ABOUT YOUR STAFF. LET'S START WITH YOUR MORNING SHOW.

The morning show is the Breakfast Club. It's a very, very young team. In El Paso we don't have the big budgets to go out and hire a well-established morning team, if you will. We're working on it right now. It's music-driven obviously because in the marketplace we're up against people like Howard Stern.

HOW DOES HOWARD STERN DO IN EL PASO?

Not real well. He finished either number four or five. He finished

Mills. He does great character voices. The guy is extremely creative. We did a morning show stunt this morning where we actually got on the local television morning show. We didn't have Batman. We did Fatman this morning. We dressed our stunt boy in a Batman costume. This guy weighs about 295 pounds and he dresses up like Batman. He arrived on the morning set of Channel 7, our local ABC affiliate. He brought them Super Hero Breakfasts. Of course he took the liberty of eating half their sandwiches on the way over there. It was crazy. Then he delivered POWER102 tee-shirts. Then he needed a ride, since his '73 AMC Lime Green Fatmobile Pacer ran out of gas and he didn't really want the exercise and he needed a ride back to the bat cave. We asked the listeners to pick him up and take him to different points in the city and he'd hook them up with Batman Forever movie passes and POWER102 summer tees and concert tickets to our upcoming Summer Jam. And we had a traffic tie-up around the city. It was a good vibe. Quite honestly, we're trying to build a strong morning show from what we have. We try to fill the void by being music intensive.

JOHN, IT'S REFRESHING TO HEAR YOU TALK ABOUT DEVELOPING KPRR'S MORNING SHOW. SO FEW COMPANIES ARE WILLING TO DO THAT THESE DAYS. AND YOUR BEING PART OF THE SHOW

"We don't just talk about problems, but solutions too. Not only do we try to educate our listeners, but we try to find real solutions to some of the problems that afflict our community, our city."

number four 12+ and number four 18-34 and number three 25-54. You would think that he would be number one or two in every demo and he's not. And to be honest with you he's been up and down. His comments about Selena and the Hispanic market, that obviously had some impact. And the station that's carrying him right now, it's going to be real interesting to see what they do, because they were just bought out by their competitor there, the Rock station in town. So I don't imagine that they're going to try and go against each other. They're going to probably flip formats. It'll be interesting to see what they do and I don't anticipate Howard Stern staying on in the marketplace.

SO WHO'S ON THE MORNING SHOW?

Myself, Veronica Chavez and a gentleman by the name of Gordon

BRINGS UP THIS POINT: WHAT TYPE OF THINGS DO YOU DO TO DEVELOP YOURSELF AND YOUR PARTNERS, WHO ARE ALSO YOUR STAFF MEMBERS, AS MORNING PERSONALITIES?

I'll be honest...we're not overly talented. So the first thing we do is discipline ourselves. That's the number one rule and that's the hardest thing. Being a Program Director and working on the morning show, I find it almost impossible to find time to do it. But Bob Mitchell comes into play. This guy is very creative. That's probably the primary reason that we hired Bob Mitchell. He's very creative and he does extremely well with working and developing air personalities and bringing the best out of them. He's insane. He drives you nuts with ideas and he won't shut up. So we meet once a week with Bob Mitchell to discuss the morning show.

We sit down and conference and just spit out ideas on what we don't like about the other person and we just hash it out and iron it out. Daily we have a show prep meeting that lasts no longer than about an hour and no less than a half hour and we talk about the next day and we aircheck what went on that day and how to improve each and every day. It's discipline. We show map, we do the basics, nothing fancy because to be honest with you, we don't have the brilliance of a John London or Scott Shannon. We do the basics and we show map and we prep hard. We cut out things out of the newspaper. We read the magazines. We make it a point to watch Entertainment Tonight, the local news, the national news. We even sit at our televisions at home jotting down notes, taking along little tape recorders and recording things that happened in our lives and how we felt about it then and how we can relate that to our audience.

WHAT TIME DO YOU GO ON?

We go on at 5:30 a.m. and we're off at 10 a.m.

WHAT TIME DO YOU GET THERE WITH ALL THIS PREP?

Gordon gets there at 4:30 a.m., I get there at 5 a.m. and we're on at 5:30 a.m. It's tough!

NOW DO YOU DO CLUBS AT NIGHT TOO?

We just started our Friday night dance party live from a local nightclub. We've turned the club around. They went from 15 paying customers to 1600 there to see Adina Howard this past weekend.

NOW WHO'S ON MIDDAYS?

We've got a fantastic midday guy from New Orleans. This kid is incredible. He's 22 years old. His name is Sean Powell. This guy is a production genius. This guy sent me a tape and when I heard his production skills, I knew this was the guy I wanted to help me image and present KPRR. Very dynamic, very energetic. With fresh sweepers and promos on constantly, it takes the station to a whole different level. When I heard his tape I said I've got to have this guy.

THEN WHO'S ON IN AFTERNOON DRIVE?

Afternoon drive is Victor Star. He's been around for years. This guy is our community-oriented guy. So much so that when he once got into it at a City Council meeting with the Mayor regarding the juveniles as far as things for them to do within the city, we made the 6 p.m. news. It was kind of embarrassing, but it was pretty

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hype because the guy really wholeheartedly believes in trying to help the youths of the community. He's got his own organization. As a matter of fact, it's non-profit and they go out and get jobs for gang members. He produces a program called Street Pulse, so he's very active in the community. He's been here for three years. He did nights when Charles Chavez, who is now the MD at KTFM, left. We moved Victor up to afternoons to do 3 p.m. - 7 p.m. and it's worked like a charm.

WHO'S ON 7 P.M. - MIDNIGHT?

This guy started, believe it or not, washing cars. He kept bugging us to get on the radio. He'd say, "Put me on the radio. I've got the flava. C'mon put me on." So we hired him as a board op and now he's our nighttime disc jockey and he's been on for about two years now and he sounds great at night. I tell you what, this guy could work in Los Angeles at a Hip-Hop station big time. He's got the flava for nights, and he does well with the teens. We've got a 27 share at night, by the way. Over 49 percent of the teens listen to us at night.

WHAT'S THE GUY'S NAME?

His name is JoJo McKay.

AND THEN WHO DO YOU HAVE OVERNIGHTS?

Overnights is our Mix Show Coordinator. His name is Frankie Dee. He coordinates our mix show. He's our lead mixer. He works midnights - 5:30 a.m. and he's also our mix show coordinator.

SPEAKING ABOUT MIX SHOWS, HOW MUCH MIX SHOW PROGRAMMING DO YOU HAVE ON THE AIR?

We do 10 hours on Saturday and eight on Friday. A total of 18 hours a week. We go from 11 p.m.-3 a.m. on Saturday and Friday night 7 p.m.-3 a.m.

WHAT DO YOU HAVE IN THE WAY OF OTHER SPECIAL PROGRAMS?

Monday-Friday, noon - 1 p.m. it's a Power Classic Hour. Flashback Fridays with retro/hi-energy dance music from the late '70s/early '80s. That's for a full hour noon - 1 p.m. We have the Power 9 At 9. Nine hottest songs from the request lines counted back. 10 p.m. - midnight is the show, the one show that's getting us our 25-54 year old numbers. We finished 35-64 as of the last ratings book. We finished number three 25-54. We finished number four in the rating book and on the weekends we finished number one, Saturday and Sunday from 6 a.m. - midnight, number one 25-54.

WHAT ARE YOU DOING TO DO THIS?

We're playing a lot of the Old School jams Malo's *Suavecito*, the Tom Tom Club, Atomic Dog, One Way's *Cutie Pie*, Gap Band. Also we air the Quiet Storm. This program was developed by Bob West when he was at 93Z in El Paso and it was a huge show. It went on from 6 to midnight. It was a legendary show. An institution in El Paso. When the station went away and decided to do Classic Rock the program was dropped and I sat here and thought, "This is great. This is a perfect opportunity for us." We picked up the show. We do it from 10 - midnight, and it brings in our 25-54 numbers. It's the number one show at night.

ARE YOU ON ANY SORT OF COUNTDOWNS ON SUNDAYS?

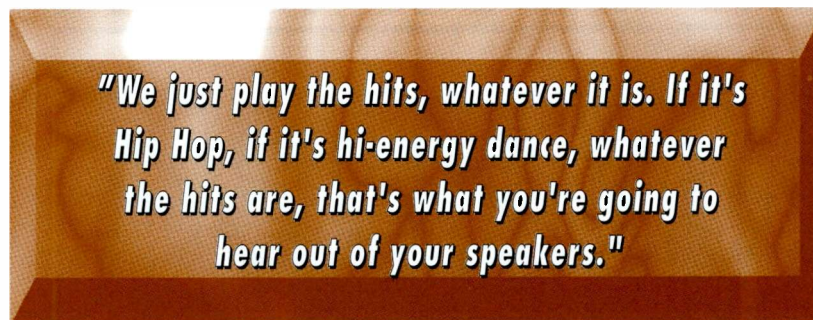
Yes. Friday we run El Paso's only hometown countdown. It's called the Hot 20 Countdown and it starts from 4-6 and it's the 20 biggest songs of El Paso counted back. Sunday mornings we have a syndicated show with Gary Spears on Westwood One. A retro show. Street Pulse, which is patterned after KMEL's Street Soldiers. It's Sunday nights from 10 p.m.-12 a.m. It's the only call-in talk show where the listeners are the stars. We bring up the subject, open up the phone lines and hey, anything goes. We don't just talk about problems, but solutions too. Not only do we try to educate our listeners, but we try to find real solutions to some of the problems that afflict our community, our city. Not just

AT \$5.00 A POP I DON'T THINK YOU CAN GO WRONG.

But I think you get a lot of these record companies, a lot of management, who don't want to do these things and they don't think it's necessary. Well let me tell you it's very necessary. That's what's going to keep Top40 at least our format in music alive in our area. And at so many times people say, "Where's Top40 going?" It's all going to go Mainstream or Alternative." But not if we try like hell to keep it alive and these are some of the things that are going to do it. It's like the baseball players. They just screwed up. They screwed with the fans, they didn't want to do autographs, they didn't want to play baseball, so the fans are just basically saying, "You know what, forget it. If you don't want to do these things for us we'll go somewhere else for our entertainment." And Top40 is going to find itself in the same situation as far as this style of music if the stars don't start reaching down to give some of it back

I THINK THEY ARE DOING THEM. ALMOST EVERY STATION IS DOING ONE. EVERY STATION DOES ONE EVERY SUMMER.

I'm just saying a lot of the management companies are tough. They don't want to do these things but it's very, very important to give back, not only to the station but to the people



nationally. That's not national events. The one thing, the rule is it's got to be local. It's got to be topical. Things that are happening in our city and again, .

YOU JUST WRAPPED UP YOUR SUM-MER JAM. HOW DID IT GO?

It was the best ever. Last year we sold about 600 tickets, total. This year we had a sell-out of 12,500 people. We had a lot of groups come to Sun City on July 1st. Da Brat was our headliner. Skee-lo and Max-A-Million were just terrific. What stole the show was Intonation flew in from Canada, S.F. Spanish Fly flew in from the Bay Area. Our only live band was Fantastoc. Dis-N' Dat got the crowd rocking. Total and U.N.V. rounded out the show. The show was also a success because of the great ticket price: \$5.00 for 10 groups...that's 50-cents an act! And it all benefitted the Special Olympics. It's now become our big annual event, and next year it ought to be bigge and better.

that are going to buy the records. Or more importantly, what I'm saying is everybody wins in a situation like that - record company, radio station, the listeners - everybody wins. So that's just one of the things that would help in my mind. Keep the Top40 format alive.

I DON'T THINK MAINSTREAM IS HAPPENING. I THINK MAINSTREAM IS GOING TO GO AWAY. IT'S GOING TO BE NEITHER RHYTHM OR ALTERNATIVE, UNLESS YOU'RE IN A MARKET THAT'S SO SMALL WHERE YOU'VE GOT TWO RADIO STATIONS AND YOU CAN PLAY WITH SOME OF EVERYTHING.

Right. I agree with that statement wholeheartedly. Alternative is challenging existing ideas about the format, and we helped create a new Top40.

IT'S ALTERNATIVE RHYTHM AND I THINK RHYTHM RIGHT

NOW IS IN A LITTLE BIT OF A SLUMP, BUT RHYTHM ALWAYS COMES BACK AND ALWAYS WILL COME BACK BECAUSE PEOPLE ALWAYS WANT TO DANCE.

And that's exactly what El Paso is all about. It's funny you mentioned that. We sat back one night having a couple of beers, thinking about what the lifestyles were like and the jocks and there's one thing that Hispanic listeners are all about is they love to dance. I'm not talking about freestyle or hi-energy music, I'm talking about Cumbias and Salsa and the popular radio stations in town are the stations that have a lot of energy.

RIGHT NOW YOU'VE GOT DOUBLE DIGITS. WHAT WAS YOUR LAST 12+ NUMBER?

A 13.5.

AND WHAT WAS YOUR CLOSEST COMPETITOR?

11.5.

YOU'VE GOT THEM BY TWO POINTS. SOUNDS LIKE YOU'VE GOT A HANDLE ON THE MARKET. WHERE DO YOU SEE YOURSELF GOING IN THE NEXT YEAR OR TWO?

Man, I want to program in a major market. That's my goal. You never know how good you are until you get to the majors. I know that I've listened to a lot of P1 radio stations and although we don't have the greatest air personalities, but I would like to think promotionally, musically and the way that the radio station is packaged, we could compete seriously with some of the big P1 markets. We really give the listener what they want and it's evident with the ratings period. I would love to program a major market, Hispanic in nature. Love San Francisco, Phoenix, San Antonio would be great, but as you know once these guys get in it's hard to get them out so a Hispanic major market station would be like taking candy from a baby. It would be sweeter than anything in the world. I love El Paso. I love it here, but we want to see what it's like to be in the big leagues one day.

WHAT ELSE DO YOU THINK WE'VE MISSED HERE THAT YOU WANT US TO ASK YOU? OR IS THAT IT?

"Ups" to all Rhythm/Top40 management and staffs, in particular my GM Bill Struck, U.S. Radio's CEO Don Kidwell for continuing to fight the radio war with Top40 and proving that the format is a formidable product and that you can sell and win at it.

ADINA HOWARD

"My Up And Down"

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WJMN	BOSTON	#17	28 plays	WOVV	WEST PALM BEACH	#25	19 plays
HOT97	NEW YORK	#28	18 plays	KTFM	SAN ANTONIO	#42	11 plays
KMEL	SAN FRANCISCO	#42	5 plays	WJJS	ROANOKE	#19	27 plays
WWKX	PROVIDENCE	#46	13 plays	KPRR	EL PASO	#45	8 plays
WERQ	BALTIMORE	#38	12 plays	KCAQ	OXNARD	#33	16 plays
KZHT	SALT LAKE CITY	#34	18 plays	KZFM	CORPUS CHRISTI	NEW!	28 plays
WHHH	INDIANAPOLIS	#31	19 plays	Z90	SAN DIEGO	NEW!	28 plays

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KBXX	HOUSTON	#28	14 plays	WHJX	JACKSONVILLE	NEW!
WJMH	GREENSBORO	#25	24 plays	Z90	SAN DIEGO	NEW!
FLAV	WASHINGTON		38 plays	WWKX	PROVIDENCE	NEW!
KMEL	SAN FRANCISCO	NEW!		KHQT	SAN JOSE	NEW!
WERQ	BALTIMORE	NEW!				

- SoundScan Rap Albums Debut #11!
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SOME PRETTY TRIPPIY PROMOTIONS

By Paige Nienaber

Travel agents gets worlds of perks and benefits from the airlines for all of the business that they send their way. I'd like to be the first to go on record as saying that these same spiffs should be extended towards the hard working folks in radio promotions. I mean, considering the numbers of people we send on trips and vacations, it would only seem natural that we should nab some benefits from all of this traveling.

In 1992, I sent some contest winners from the "Show Us Your Wild 107" promotion to Australia to go scuba diving on the Great Barrier Reef, thus completing my un-official tour of the world: since 1981, I've been involved in contests and promotions that have sent winners to all of the continents. (My other goal was a little too lofty: to send winners to all of the countries where "CPO Sharkey" appears once daily on the cable system.) I often found myself living vicariously through my winners. While I was hanging banners and drinking watered down beer in 102 degree heat at some festival, my winners were scaling the Alps. Or at least they were enjoying a nice air-conditioned room in another city as they waited to attend that evening's concert by a band that would soon be making a swing through our fair city. In fact I usually asked my winners to send a postcard from wherever they were, and years later I've still got dozens and dozens of these messages from far off and exotic places. Or at least a hell of a lot more far off and exotic than wherever I was.

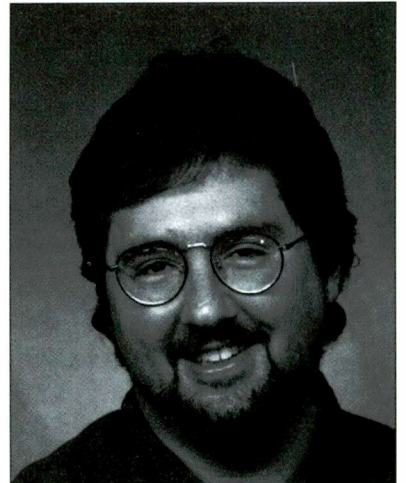
Radio's known for a while how good a trip giveaway can be. These promotions allow you to tie-in with *anything* exciting or topical that is happening in the world of entertainment or sports. Boom. Look no further. You've got your promotion. The Grammy's are coming up? Send some winners. Mike Tyson's got his first post-felony fight coming up? Send some winners. "Friends" is the hottest new show on the tube? Send some winners. And have them ask Jennifer Anniston why she hasn't returned one of my phone calls. Of course, the "how" is the all-important factor with this. Trips can be boring if you let them be. You've just got to find the hook that makes it work for your station. I once sent a pair of winners to McDonalds. Granted it was a McDonalds in

Tokyo that was across the street from the arena where later in the day the winners would be sitting in the front row at a Prince concert. But the McDonalds part became the whole focus of the promotion. The Tokyo/ Prince element was so down-played that it was comical. And that was the point. It stood out.

"Trips need to be tailored to your audience" says Duff Lindsay, the Program Director at 102 Jamz / Orlando. If you know your audience, you'll know the 'sparkplug' destinations for them. "For us, Jamaica and the rest of the Caribbean are hot spots for our listeners to go to. They might not be the most expensive or flashiest places to go to, but they're what appeals to my audience," says Lindsay. Finding the "hook" is critical for Duff. "If you can get a trip to go see Madonna, then make it a trip to a sexy city. Las Vegas would be a great place to send winners to see her. Look for cities with romance. If you had a trip for the Fourth of July, you wouldn't want to send them to just a 'regular' city. You'd want to send them to Philadelphia or Washington DC," adds Duff. He says that as a PD,

their hands on it the longest got to go and see a Hammer show in the Bay Area. Another "Touch & Go" contest was when I was at WLOL and we had five listeners "lay their hands" on a Bon Jovi stand up (in conjunction with his single "Lay Your Hands On Me") to win a trip to see him in London. Putting airplane tickets in an airport locker and giving away keys to the locker on the air is a new twist on the old car giveaway.

Amber Pope is the Promotion/Marketing Director at KS-104 in Denver and tied in a bumpersticker promotion with a cruise trip giveaway. They held several Friday afternoon sticker stops where the station stickered lots of cars and awarded individually numbered prize cards to everyone who drove through the Traffic Jam event. On Monday morning they called out some of these numbers to qualify for the cruises they were giving away. "Adding the element of a trip can often be the perfect hook that your event or holiday promotion needs," says Amber. A prime example of that would be her station's Earth Day promotion when KS-104 did a "Tree Hugger Weekend" with all of the hourly



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**"Adding the element of a trip can often be the perfect hook that your event or holiday promotion needs."
-Amber Pope, KS-104/Denver**

he's constantly being approached with concert trips to give away. "I'll toy around with it and try to establish a theme for the contest. For instance, if a label brought me a trip to go and see Anita Baker in Atlanta, I'd try to create some Olympic theme or methodology to the contest," he concludes.

Qualifying winners to go on a trip is probably the most popular way to award trips, but there are many more, less obvious ways to do it. In the past I did a "We Bet You Can't Touch This" promotion where we had ten listeners place their hands on a stand up display of M C Hammer and the person who kept

winners getting seedlings and bags of dirt, qualifying for a weekend of communing with nature in the spas at Glenwood Springs. The trees and bags of dirt were topical and perfect for Earth Day. The trip to go soak in hot springs while breathing clear mountain air was just the dash of pinache that the contest needed.

Since qualifying does seem to be the most recognized and popular form for awarding getaways and vacations, Robert Scorpio at 97.9 The Box makes it his goal to qualify as many people as possible in as short a period of time as he can. "You don't want to drag a concert trip out for two weeks. That's a

great weekend contest. Even a week would be pushing it. But there's no reason you can't get a ton of qualifiers," says Scorpio. For the recent Superfest stop In Houston, his station gave away a trip to see the tour in another city and opened up the phones for five minutes at a time, qualifying *everyone* who got through. "You've got to take the tour itinerary and find the spot on it that you can really have fun with. Like with TLC and Boyz II Men; you've got two songs 'Water Runs Dry' and 'Waterfall'. You should be sending winners to Niagara Falls or someplace like that," says Robert. The Box has had a lot of success with qualifying people for trips. "We did a ton of trips in Winter and Spring and it really paid off with our TSL," concludes Scorpio.

Even if you don't have a hefty budget to work with (and who does any more?), trip promotions are always something that are available and easy to come by. Often for free. But even disregarding the financial reasons for doing lots of trips, they are great prizes. Plus they allow you to tap into whatever is topical happening both in and out of your market. And that's reason enough to work hard at continuing to improve this aspect of your marketing and contesting.

JOEY ARBAGEY, MD, KMEL, San Francisco

SOLO *Heaven* (A&M) - Straight from the streets of New York. An awesome record.

D'ANGELO *Brown Sugar* (EMI) - An incredible single off an incredible album.

ROACH MOTEL *Work 2 Do* (JUNIOR BOYS OWN) - The Danny Tenaglia mix is ovah.

BLACK STREET f/SWV & Craig Mack *Tonight's The Night* (INTERSCOPE) - A one-listen record.

HAROLD AUSTIN, PD, THE BEAT, Los Angeles

SELENA *I Could Fall In Love* (EMI RECORDS) - Absolute smash.

BONE THUGS -N- HARMONY *1st Of Tha Month* (RUTHLESS/RELATIVITY) - Gonna be huge!

D'ANGELO *Brown Sugar* (EMI)

MONICA *MISS THANG LP* (ROWDY/ARISTA) - The whole LP is great.

PETE JONES, PD, HOT105, Modesto

SOLO *Heaven* (A&M) - Could be a smash.

JON B. *Pretty Girl* (YAB YUM/550) - Home run. Absolute smash.

BONE THUGS -N- HARMONY *1st Of Tha Month* (RUTHLESS/RELATIVITY) - Instant phones.

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

JAMES COLES, MD, KIKI, Honolulu

THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:)E) - House music at its best.

DEBORAH COX *Sentimental* (ARISTA) - A cross between Brandy and Lisa Stansfield. Love this smooth sound.

LIL SHAWN *Dom Perignon* (UPTOWN) - Love the Too Hot sample from Kool & The Gang.

CRYSTAL WATERS *Relax* (MERCURY) - I love the LP mix the best.

SUPERSNAKE, Acting PD, KKFR, Phoenix

DEBORAH COX *Sentimental* (ARISTA) - Is she the new Whitney Houston or what?

MONICA *MISS THANG LP* (ROWDY/ARISTA) - Skate or Like This And Like That - take your pick.

DOVE SHACK *Summertime In The LBC* (RAL/DEF JAM) - That's funky.

TAKE THAT *Back For Good* (ARISTA) - The formula works. It's plain, it's simple - it'll be around.

ROY JAYNES, PD, KKSS-FM, Albuquerque

SCATMAN JOHN *Scatman* (RCA) - Playing the hell out of it.

NICKI FRENCH *Total Eclipse Of The Heart* (CRITIQUE) - Guaranteed smash. Play it.

REAL McCOY *Come And Get Your Love* (ARISTA) - Better than the original.

SHAGGY *Boombastic* (VIRGIN) - It took more than a couple listens, but I warmed up to it.

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

WOOKIE, PD, WOCQ, Ocean City

DOVE SHACK *Summertime In The LBC* (RAL/DEF JAM) - It's gonna be hotter than the heat index.

BRANDY *Brokenhearted* (ATLANTIC) - The remix. Another Brandy hit.

BOYZ OF PARADIZE *Shining Star* (PRIORITY) - It'll take you back to the day - make you reminisce.

MICHAEL JACKSON f/Notorious B.I.G. *This Time Around* (MJJ/EPIC) - Check that one out.

STEVE WALL, PD, KMXV, Kansas City

JUDY CHEEKS *Respect* (EMI RECORDS) - Great dance record.

THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:)E) - Pulling in a lot of phones.

LE CLICK *Tonight Is The Night* (LOGIC/BMG) - Starting to work in the clubs and getting some action on the phones.

JILL SOBULE *I Kissed A Girl* (ATLANTIC) - Reaction is 70-80% positive.

JOHN CANDELARIA, PD, KPRR, El Paso

BAYSIDE BOYS *Macarena* (WHITE) - #1 record on the station.

BOYZ OF PARADIZE *Shining Star* (PRIORITY)

LIL SHAWN *Dom Perignon* (UPTOWN)

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

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

SELENA *Dreaming Of You* (EMI RECORDS) - It's gone into power rotation, could be bigger than the first single.

CHARLES CHAVEZ, APD, KTFM, San Antonio

MONTELL JORDAN *Something For Da Honeyz* (RAL/DEF JAM/ISLAND) - It's gonna be the bomb!

THE BARRIO BOYS *You Are My Everything* (EMI RECORDS) - Another one the Hispanic markets should be listening to.

B.B. SWING *All Right Y'all* (CLASSIFIED) - Summertime groove/hip-hop record.

2 UNLIMITED *Here I Go* (CRITIQUE) - Makin' San Antonio clubs dance.

MIKE TIERNEY, PD, KUBE, Seattle

BAYSIDE BOYS *Macarena* (WHITE) - Los Del Rio version. Shellie Hart was the first MD to put it on the air here. Top 5 phones for us.

AFTER 7 *'Til You Do Me Right* (VIRGIN) - Great hook.

SELENA *I Could Fall In Love* (EMI RECORDS) - Janis Joplin, Jim Croce and Otis Redding all had their first #1 hits right after they died.

VYBE *Summertime In The LBC* (ISLAND) - On a sunny day here in Seattle we put it on and it sounded great.

MARK MEDINA, MD, KWIN, Stockton

FO' CLIPS *Be Thankful* (DANGEROUS/QUALITY) - It's a tight, Hispanic-flavor rap song with a very familiar hook.

CRYSTAL WATERS *Relax* (MERCURY) - Great dance record.

BAYSIDE BOYS *Macarena* (WHITE) - Huge hispanic record. Don't be scared of it.

MN8 *I've Got A Little Something For You* (WORK) - Catchy. Good summer record.

M.C. SCRAPPY, Acting MD, KXTZ, Las Vegas

LUNIZ *I Got Five On It (Remixes)* (NOO TRYBE/C-NOTE/VIRGIN) - It's just killer.

DR. DRE *Keep Their Heads Ringin'* (PRIORITY) - The bomb!

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - The one we were waiting for.

TONY THOMPSON *My Cherie Amour* (GIANT) - It's killer. Tony Thompson does Stevie Wonder.

CHARLIE MAXX, PD, KZFM, Corpus Christi

BOYZ OF PARADIZE *Shining Star* (PRIORITY) - This is awesome. Lots of reaction all age groups.

DANA DANE *Chester* (MAVERICK/WARNER BROS.) - It's got an important message.

CRYSTAL WATERS *Relax* (MERCURY) - It's upbeat, danceable, right up our alley.

ADINA HOWARD *My Up And Down* (EEG) - Good follow-up to Freak Like Me.

LUCY BARRAGAN, MD, Q105, Oxnard

DEBORAH COX *Sentimental* (ARISTA) - I love it.

A FEW GOOD MEN *Tonight* (ARISTA)

TEDDY *Tell Me What You Want* (NOO TRYBE/VIRGIN)

BRIAN MCKNIGHT *On The Down Low* (MERCURY)

D'ANDRE *Drop That Thang* (EPR) - Secret weapon!

JEFF ANDREWS, MC, B96, Chicago

BAYSIDE BOYS *Macarena* (WHITE) - Perfect for summer.

2 IN A ROOM *Giddy Up* (CUTTING) - Sounds great in the mix.

JON B. *Pretty Girl* (YAB YUM/550) - Smooth.

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

BLACK BOX *Not Anyone* (IMPORT) - Big import house track.

REAL McCOY *Sleeping With An Angel* (ARISTA) - I hope they release this as a single.

GREG BRADY, MD, WHJX, Jacksonville

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (HENRY ST./BIG BEAT/ATLANTIC) - What a great record.

DANA DANE *Chester* (MAVERICK/WARNER BROS.) - It has a strong message for a Pop song.

BOYZ OF PARADIZE *Shining Star* (PRIORITY) - A great remake.

DAVID LEE MICHAELS, PD, WJJS, Roanoke

SEAL *Kiss From A Rose* (SIRE/WARNER BROS.) - This record's got a certain magic.

MN8 *I've Got A Little Something For You* (WORK) - Great uptempo summertime record.

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

YO!CO ROSS *Miss Me* (COLUMBIA) - She's cool, it's cool and I wanna be cool.

MARY K., MD, WJMH, Greensboro

JUNIOR M.A.F.I.A. *Player's Anthem (Remixes)* (BIG BEAT) - Phat and all that!

BONE THUGS -N- HARMONY *1st Of Tha Month* (RUTHLESS/RELATIVITY) - Blowin' up the request lines.

HOLLY CANADA *You Been Mean To Me* (JAMS EAST) - She's a homegirl - great record.

GRAND PUBA *I Like It* (ELEKTRA) - I like it! Grand Puba gets all the big plays.

JACKIE JAMES, MD, KKSS-FM, Albuquerque

REAL McCOY *Come And Get Your Love* (ARISTA) - Incredible. Great summer record.

ADINA HOWARD *My Up And Down* (EEG) - Great follow-up to Freak Like Me.

CRYSTAL WATERS *Relax* (MERCURY) - Great dance record.

BROOKLYN FUNK ESSENTIALS *The Creator Has A Master Plan* (GROOVETOWN/RCA) - My favorite.

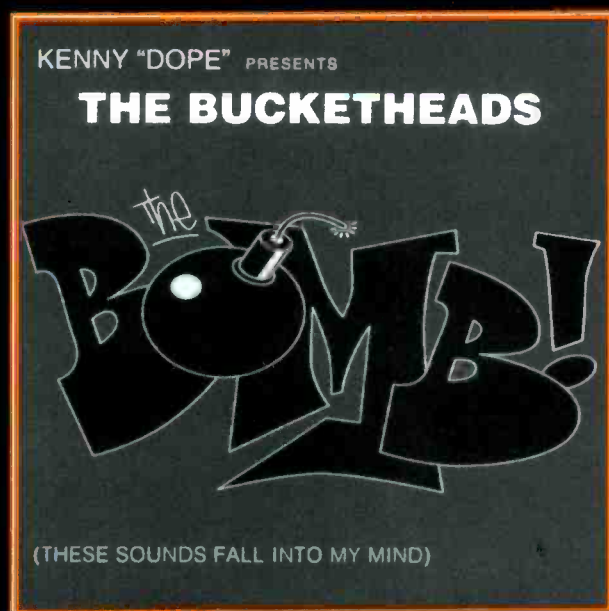
THE BUCKETHEADS

"The Bomb"

• FROM **31*** TO **30***
on the TOP40 RHYTHM CROSSOVER CHART

• FROM **73*** TO **61***
on HOT 100

10.9 MILLION IN AUDIENCE



ON AT **THE BOX**
MUSIC TELEVISION
YOU CONTROL.

AIRPLAY RANKS:

KPWR	#1	KIIS	#17
KBOS	#25	WILD107	#16
KZFM	#13	Z90	#18
KGGI	#20	KHKS	#25

BIG BEAT

HENRY STREET MUSIC

NEW THIS WEEK ON:

- WBBM/CHICAGO
- WHHH/INDIANAPOLIS
- KZHT/SALT LAKE CITY
- KWTZ/WACO
- KMVR/LAS CRUCES
- KORQ/ABILENE
- KKRZ/PORTLAND

JUNIOR M.A.F.I.A.

"Player's Anthem"

SOUNDCAN SINGLE SALES #13

POWER PICK SALES #28* ON HOT 100 SINGLES

10.6 MILLION IN AUDIENCE



SPINNING AT:

WERQ	15x	WQHT	48x
WPGC	44x	WJMH	55x
KBXX	53x	KMEL	14x
WILD107	17x		

ON AT **THE BOX**
MUSIC TELEVISION
YOU CONTROL.

Undeas Entertainment

BIG BEAT

ATLANTIC

THE ATLANTIC GROUP

MIX SHOW

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



MIX SHOW BREAKOUTS

ANNIE LENNOX "No More 'I Love You's' " (ARISTA)
TINA MOORE "Never Let You Go" (SCOTTI BROS.)
BUJU BANTON "Champion" (ISLAND)
CRAIG MACK "When God Comes/ Makin' Moves..." (BAD BOY/ARISTA)
KEITH MURRAY "This That Hit" (JIVE)

2W - LW - TW

MIX SHOW MOVERS

- 89 - 90 NOTORIOUS B.I.G. "One More Chance" (BAD BOY/ ARISTA)
- 92 - 78 MAX-A-MILLION "Take Your Time (Do It Right)" (SOS/ZOO)
- 81 - 77 THEBUCKETHEADS "The Bomb" (HENRY ST./BIG BEAT/ATLANTIC)
- 84 - 76 MONICA "Don't Take It Personal" (ROWDY/ARISTA)
- 92 - 75 PAULA ABDUL "My Love Is For Real" (VIRGIN)
- 77 - 75 NAUGHTY BY NATURE "Feel Me Flow" (TOMMY BOY)
- 98 - 71 MONTELL JORDAN "This Is How We Do It" (PMP/RAL/ISLAND)
- 70 - 65 LE CLICK "Tonight Is The Night" (LOGIC)
- 63 - 64 REAL McCOY "Come And Get Your Love" (ARISTA)
- 62 - 64 CORONA "Baby Baby" (EEG)
- 68 - 57 DUETWITHMICHAELJACKSON&JANETJACKSON "Screen" (MUE/EPIC)
- 67 - 56 INTONATION "Died In Your Arms" (METROPOLITAN)
- 53 - 55 THE MIGHTY DUB KATS "Magic Carpet Ride" (SM:)E)
- 59 - 54 DIANA KING "Shy Guy" (WORK GROUP)
- 54 - 50 BASS SYMPHONY ft. Ja Nell "Deep Side" (ONE PLANET)
- 55 - 50 SKEE-LO "I Wish" (SUNSHINE/SCOTTI BROS.)
- 42 - 47 SUGAR "The Feeling" (AQUA BOOGIE)
- 53 - 47 NICKI FRENCH "Total Eclipse Of The Heart" (CRITIQUE)
- 40 - 44 METHOD MAN "All I Need" (DEF JAM)
- 41 - 43 DA BRAT "Give It To You" (WORK GROUP)
- 45 - 43 CRYSTAL WATERS "Relax" (MERCURY)
- 41 - 41 SPHINX "What Hope Have I" (CHAMPION)
- 46 - 40 TOTAL "Can't You See" (TOMMY BOY)
- 43 - 40 LA BOUCHE "Fallin' In Love" (LOGIC)
- 57 - 39 DIS N DAT "Freak Me Baby" (EPIC)
- 28 - 38 LUNIZ "I Got 5 On It" (NOO TRYBE/C-NOTE/VIRGIN)
- 35 - 35 SOUL FOR REAL "Every Little Thing I Do" (UPTOWN/MCA)
- 18 - 34 SHAGGY "Boombastic" (VIRGIN)
- 30 - 33 MADONNA "Human Nature" (MAVERICK/WARNER BROS.)
- 30 - 33 ULTRA NATE "Party Girl" (KING STREET)
- 12 - 32 JUNIOR M.A.F.I.A. "Player's Anthem" (BIG BEAT)
- 19 - 31 GRAND PUBA "I Like It" (EEG)
- 16 - 30 AZ f/Miss Jones "Sugarhill" (EMI)
- 29 - 29 SF SPANISH FLY "Crimson And Clover" (WARNER BROS.)
- 7 - 28 BONE THUGS-N-HARMONY "1st Of ..." (RUTHLESS/RELATIVITY)
- 11 - 28 MACK 10 "Foe Life" (PRIORITY)
- 18 - 27 OUTHERE BROTHERS "Boom Boom Boom" (AUREUS)
- 10 - 27 ANNIE LENNOX "No More 'I Love You's'" (ARISTA)
- 12 - 26 SCATMAN JOHN "The Scatman" (RCA)
- 27 - 26 RAPPIN 4-TAY "I'll Be Around" (EMI)
- 26 - 25 FUN FACTORY "I Wanna Be With You" (CURB/EDEL)
- 25 - 25 JAKI GRAHAM "Absolute E-Sensual" (CRITIQUE)
- 29 - 25 STEVIE B. "If You Still Love Me" (THUMP)
- 13 - 25 OL' DIRTY BASTARD "Shimmy Shimmy Ya" (EEG)
- 14 - 25 TITO PUENTE JR. "Oye Como Va" (PUENTE)
- 8 - 24 2 PAC "So Many Tears" (INTERSCOPE)
- 12 - 24 FAITH "You Used To Love Me" (ARISTA)
- 12 - 23 E-40 "Sprinkle Me" (JIVE)
- 10 - 22 BUJU BANTON "Champion" (ISLAND)
- 8 - 19 CRAIG MACK "Makin' Moves With Puff" (BAD BOY/ARISTA)
- 11 - 17 TINA MOORE "Never Let You Go" (SCOTTI BROS.)
- 10 - 15 ALEX PARTY "Don't Give Me Your Life" (LONDON)
- 11 - 14 ICE CUBE "Friday" (PRIORITY)
- 11 - 13 VYBE "Warm Summer Daze" (ISLAND)
- 7 - 13 INI KAMOZE "Listen Me Tic" (EASTWEST)
- 14 - 13 MARY J. BLIGE "You Bring Me Joy" (UPTOWN/MCA)

COLUMBIA

RECORDS *Presents The*

HITMAKERS RECORD POOL OF THE MONTH!



AMERICAN TRAX

BEVERLY HILLS

MICHAEL LOVE, DIRECTOR

HIGHLIGHTS:

As director of American Trax it is an honor to be part of an organization that continues to be a driving force and pioneer in the promotion of Dance music. Founded in 1981, a primary goal of our pool has been to promote Dance music with honesty and integrity. Along with the leadership of Jeff Fishman, President of American and publisher of Trax, and our team of qualified DJ's, we continue to take promotion to the next level. American Trax is the first pool with a site on the World Wide Web and also hosts a section in Compuserve's Music Industry Forum.

PROPS:

To all members past and present of American Trax, to all our label reps who are overworked and underpaid, all the publications promoting Dance music, to the radio stations promoting peace and unity, to my kids Kristen and Brian, and of course our Higher Power --- Peace.

COLUMBIA CUTZ

SUPER CAT "Girlstown"

• CONTINUED MIXSHOW SUPPORT •
EARLY BELIEVERS: WERQ, KMEL, WHJX
PLAYA PONCHO f/L.A. SNO

"Whatz Up, Whatz Up"

ALREADY RECEIVING ACTIVITY @:

WPOW, WOVV, KYLD, XHTZ

SO CHECK IT OUT!!!

BIG L "MVP"

-NEW MIXES ARRIVED 6/30-

MAKE THE SWITCH WITH YOUR WHITE LABEL!!!

MIXER NOMINEES FOR ISSUE 900

VOTE FOR YOUR CHOICE

1. JAMES DEE (Z90, San Diego)
2. NANDY VIRAMONTES (WHPK, Chicago)
3. GARY CANNAVO (WKDY, Utica)

CALL DAVID OR OSCAR BY 7/28 @ (818) 887-3440

MIXER OF THE WEEK WINS SONY HEADPHONES!

AS THE VINYL SPINS

By Oscar Merino

MARIAH'S FANTASY

Columbia's **John Strazza** was one of the fortunate to take a trip to The Hit Factory recording studios in New York to preview Mariah's new single FANTASY. Columbia's top brass got the opportunity to chill with Mariah and listen to some new material, including her new single. Strazza informed me that not only is the song a definite hit, but that it will also include remixes by **David Morales**, **Puffy**, and **O.D.B.** Mix show DJ's should be receiving the 12" single sometime in September. Morales will be going into the studio to work on his mixes as you read this. I have to tell you, I can't think of any other Superstar artist that can do what Mariah does at Top 40/Crossover/Urban radio, and still sound as fresh as Mariah in the clubs. Ever since Dreamlover she's taken the crown, in my opinion, and it looks like she intends on keeping it. Columbia's also gonna hit ya' off with another release from **CYPRESS HILL**. That's right, the Hill is dropping another album in the month of September also. The first single will be THROW YOUR SET IN THE AIR. What you should already be checkin' for though is the **SUPERCAT** GIRL'S TOWN. Already on at **KMEL**, **WERQ**, and **WHJX**. Talking about it this week are **B SWIFT** at **KBXX**, and **DELL FARINAS** at **WILD107**. And all you booty shakin' (Izzy Sanchez), Daisy Dukes wearin' (George Hess), brothers that put your living room speakers in your cars (DJ Enrie) blasting that Bass music, better be up on **PLAYA PONCHO AND L.A. SNO**. Whatz up, Whatz up. Seeing huge sales in Atlanta and already in the mix at **Z90**, **WOVV**, and **POWER96**.

On OSF Records, **JOCELYN** 1 A.M. is in the mix at several stations, including: **KGGI**, **Z90**, **KMVR**, and **KSIQ**. If you need a copy, call Marc Caruso at 716-742-2263. Dakibudtcha/APlus Records has reservised some record pools and mix show DJ's on their first release MONGUNGI by **MAROOCHY BARAMBAH**. If you need a copy call Maurice at 718-282-2210. On Radikal Records House Diva **LIZ TORRES** is making noise with her cut SET YOURSELF FREE. If you need to get hooked up with the 12" give Michelle Espada a call at 212-254-4500. The SOS Label out of Chicago (who is defiantly on a roll), just added **KMVR** mix show DJ Paul Yates to their crew as their National for Clubs and Mix Shows. Congrats out to Paul who is just another example of mix show DJ's that are moving up in the business. Any mix show DJ that needs product or wants to reach out to Paul, can reach him at 708-387-7100. **S.U.R.E.** record pool's **MUZIK PUSHERS** label just released the DJ **DISCIPLE** E.P. VOLUME 2, as well as a Hip Hop 12" by **SPECIAL TEE** with DON'T WANNA STOP on one side and EVERYBODY GET UP on the flip.

They will service any Hitmakers mix show reporter, so if you're looking for fresh mix show product, give Eddie Rodriguez a call at **S.U.R.E.** at 718-904-0500. **MAXI RECORDS** continues to release quality material. out for a few weeks now is the **C.L. McSPADDEN** E.P. REAL BUTCH TRAXX, very mix show freindly. Look for them to be releasing a new **DAPHNE** cut call I FOUND IT and a new **JUDY ALBANESE** single called HAPPY. Don't forget that they ahve moved, so if you haven't updated your rolodex, do so now. Their new address is 25 west 26 street, New York, New York, 10010. You can call MJ or Claudia at 212-213-9800. The Box's **B Swift** wanted me to let you all know that if you haven't been getting him on his pager is because he's got a new number, 713-951-1945. So take it down, and get with the man. There's a new mixer at **Z90**, **DJ Styllé** (Mark Cruz). You can send him product to 11877 Hayes Lane, San Diego Ca., 92126.

Peace.

Most Disc-overed for this issue

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

- 2 IN A ROOM** Giddy Up (CUTTING)
- ALEX PARTY** Don't Give Me Your Life (LONDON/frrr)
- BEENIE MAN** Slam (ISLAND)
- C&C MUSIC FACTORY** Robi Rob's Boriqua Anthem (COLUMBIA)
- JOI CARDWELL** Love And Devotion (Remixes) (EIGHTBALL)
- JUNIOR M.A.F.I.A.** Player's Anthem (Remixes) (BIG BEAT/ATLANTIC)
- ANNIE LENNOX** No More "I Love You's" (ARISTA)
- LOVELAND** Don't Make Me Wait (EASTERN BLOC)
- THE LUNIZ** I Got Five On It (Remixes) (NOO TRYBE/VIRGIN)
- CRAIG MACK** When God Comes/Makin Moves... (BAD BOY/ARISTA)
- MASTA ACE INC.** Sittin' On Chrome (DELICIOUS VINYL/CAPITOL)
- C.L. MCSPADDEN** Real Butch Traxx E.P. (MAXI)
- THE MIGHTY DUB KATS** Magic Carpet Ride (SM:)LE)
- MIJANGOS** Vission EP (AQUA BOOGIE)
- KEITH MURRAY** This That Hit (JIVE)
- REAL McCOY** Come And Get Your Love (ARISTA)
- OUTHERE BROS.** Boom Boom Boom (AUREUS)
- SUPERCAT** Girlstown (COLUMBIA)
- ULTRA NATE** Party Girl (KING STREET)

BUJU BANTON "Champion"

SOUNSCAN R&B SINGLES # 71*

"Great night record!"
-Wookie, PD/WOCQ(8x)

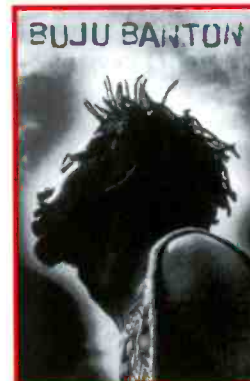
THE BOX-TOP 75 REQUESTS



NEW ADDS:		
WJMH	25x	ADD
FLAVA AM	31x	(26x-31x)
WHJX	7x	Big Phones
WJHM	37x	Top 5 Phones
V103	14x	Upping Rotation

ALSO SPINNING AT:	
KKBT	KJMZ
WPGC	WKYS
92Q	HOT97
KBXX	KMEL

SOUNSCAN MARKETS:	
GREENSBORO	72
WASH DC	31-26
ORLANDO	84
NEW YORK	44



GLENN FRISCIA, HOT 97, New York

BARBARA TUCKER *Stay Together* (ACETATE) - Armand's Mixes.
WEST END *Love Rules* (ACETATE)
PAGES & PLANTS *Baby I'm Gonna Leave You* (ACETATE)
KINGS DELIGHT *We Will Rock You* (ACETATE)
A YOUNG JEDI *The Force* (ACETATE)
ROGER S. *Let Your Body Rock* (TEST)
GEORGIE PORGIE *Everybody Party* (MCA IMPORT)
EL GENERAL *Las Chicas* (FLYING IMPORT)
SCOTTI DEEP *Brooklyn Beats* (ACCOR)
VALENCIA VICKS *Viciosa* (DFC IMPORT)
TINA MOORE *Never Let You Go* (SCOTTI BROS.)

ALEX CABRALES, HOTMIX, Syndicate

DOVE SHACK *Summertime In The L.B.C.* (DEF JAM/ISLAND) - Instant add right out of the box.
TWINZ *Round And Round* (DEF JAM/ISLAND) - Another instant add out of the box!
CISCO *Microphone Jones* (SCOTTI BROS.) - I have waiting for the remix forever. Now I got 'em and I still like the LP cut the best.
ILL AL SCRATCH *Summertime* (MERCURY) - This will be a great club and urban radio record.

FUNKMASTER FLEX, HOT97, New York

KAOTIC STYLE *Get In Where You Fit In* (NERVOUS) - Feelin' it!

BILL BORRELLI, BOSS 97, Atlantic City

REAL McCOY *Come And Get Your Love* (ARISTA) - Junior Vasquez Mixes.
ALEX PARTY *Don't Give Me Your Life* (LONDON/ffrr)
ANNIE LENNOX *No More I Love You's* (ARISTA)
BIG SISTER *Round We Go* (SOS)
JOI CARDWELL *Love & Devotion* (EIGHTBALL)

TONY MORRIS, BOSS97, Atlantic City

KUT KLOSE *Lovely Thang* (EASTWEST)
MIJANGOS *Vision EP* (AQUA BOOGIE) - Very hot...good looking out. I also like *Fusion* on the B Side.
LA BOUCHE *Fallin' In Love* (LOGIC) - House Mixes.
JOI CARDWELL *Love & Devotion* (EIGHTBALL) - What's up, Eight Ball? Haven't heard from you for some time. Give me a call.
REDNEX *Old Pop In An Oak* (BATTERY)

SWEDISH EAGLE/STEVE TSEPELIS, GROOVE RADIO INT., Syndicate

BEENIE MAN *Slam* (ISLAND) - Good remixes from the LP called *BLESSED*. Something for everyone, however, our favorite here at Groove Radio is still the LP version.
BUJU BANTON *Sensemelia* (PENTHOUSE) - Using the Swing Easy Rhythm, one of the best from that rhythm. Right up there with the Buccaneer's Good Director.
SUPERCAT *The Struggle Continues* (COLUMBIA) - More great dancehall reggae. Features the current song *Girlstown* and many others.
BANCO DE GAIA *Last Train To Lhasa* (MAMMOTH/PLANET DOG) - Now out in America with three mixes. World influenced dance with commercially friendly and ambient mixes.
N-JOI *Bad Things* (LOGIC) - Great production from Mark Franklin and Nigel Champion. Euro House with 2 nice Long Acid remixes by Wink. B-Side has Winks Stab-Filled Acid Dub which is a US only track.

FRANKIE KNUCKLES, HOT 97, New York

MENTAL INSTRUM *G Man's Groove* (FREETOWN)
ROSIE GAINES *I Want You* (MOTOWN)
LaBELLE REUNION *Turn It Out* (MCA)
ANN MARIE *True Love* (MCA)

B-SWIFT, KBXX, Houston

SUPERCAT *Girlstown* (COLUMBIA) - Back with another track compliments of E. Sermon. S#!t's the Bomb, check it.
KEITH MURRAY *This That Hit/Dip Dip Di* (JIVE) - Keith's back with one from the LP and another new single. Can't go wrong with these. Give them a listen, you'll enjoy.

NASTY NES, KCMU, Seattle

JUNIOR M.A.F.I.A. *Player's Anthem (Remixes)* (BIG BEAT) - The remix has got me grabbin' my %\$@& while I'm backspinin' on the one and two's! Love it!
L.A. NASH *64* (MENES) - Excellent summer cruzin' record to cruise low and slow to. Starting to get major requests.
SHABAZZ *Death Be The Penalty* (PENALTY) - Big phones out the box! This is developing into a hit single.
LUNIZ *I Got Five On It (Remixes)* (NOO TRYBE/C-NOTE/VIRGIN) - No doubt my biggest record and gonna be bigga wit da remix!
KAUSION *What U Wanna Do* (LENCHMOB) - DJ's do not ignore this straight up, funky joint by Ice Cube's Latest discovery! This is phat and so is da B-Side, *Bounce Rock!*

DJ LYNNWOOD, KGGI, Riverside

OUTHERE BROS. *Boom Boom Boom* (AREUS)
TITO PUENTE JR. *Oye Como Va* (PUENTE) - Hispanic radio markets should be on this record!
THE NOTORIOUS B.I.G. *One More Chance* (BAD BOY ENTERTAINMENT/ARISTA) - No s#!t.

RENE ROBERTS, KHTN, Modesto

RUFFNEXX SOUND SYSTEM *Eeny Meeny* (QWEST) - Joey C. turned me on to this phat import. Hot mixes...better get one.
WITCH DOKTORS *Primal Scream Therapy* (DIGITAL DUNGEON) - More House fun than one can handle. All cuts are cool!
THE UNDERGRADUATES *Hipswinger* (BIG TRAXX/BASSLINE) - The title says it all. If the crowd doesn't move to this, turn off the power.
SAUNDRA WILLIAMS *Unconditional* (BOLD SOUL) - The Go Mixes are fierce! The Go Dub is my favorite.
LAURA BRANIGAN *Dim All The Lights* (ATLANTIC) - The Stonebridge Mixes are great! Monday Bar Dub is the cut!

BILL MILLMAN, KISS102, Syracuse

ANNIE LENNOX *No More 'I Love You's'* (ARISTA) - It seems to me that this Vasquez character is on to something. This is going to add some serious radio life to this song. As they say in the U.K. 'It's quite good, good show Jr.'

JOSE MELENDEZ, KMEI, San Francisco

JUNIOR M.A.F.I.A. *Player's Anthem (Remixes)* (BIG BEAT) - This song will be an anthem!
TOTAL *Can't You See (Rmixes)* (TOMMY BOY) - Just as good as the original...Keith Murray comes off!
C&C MUSIC FACTORY *Robi Rob's Boriqua Anthem* (COLUMBIA) - Excuse me...I discovered this song back in October of '94! Get a clue!
AFRO-RICAN *All Of Puerto Rico* (HIP ROCK) - A Latin Bass track...I love it!

GLEN AURE, KMEI, San Francisco

D&D ALL STARS *1,2 Pass It (Remix)* (ARISTA) - Just when you thought the original couldn't be any phatter, here is the remix, which is the s#!t! It even has an accapella, so you can flip it with your own beats. Definitely a cut for those keeping it alive. Thanks to Lance in S.F. for dropping by the station and peace to Davey Dee and Rob Stone in NY.
REDMAN/METHOD MAN *How High* (DEF JAM/RAL) - Red & Meth, the dynamic duo, flippin' their skills on this track off the show soundtrack.
BEENIE MAN *Slam* (ISLAND) - In the wake of all the dancehall and ragga joints, this cut definitely should be spinnin' on your 1200's. It incorporates the riff made famous by Special Ed's *I Got It Made*, while Beenie Man does his ragga-ting. Play it, and heads will be definitely noddin'.
VYBE *Warm Summer Daze* (ISLAND) - A very nice, smooth track that can work in virtually any time of the day. Test it out! These girls got the look and the talent, so give it a spin.

DJ MIDIMACK, KSIQ, Brawley

GOOD TIME (Logic Euro-Dance Compilation) *Various* (LOGIC) - 13 slammin' Euro-Dance hits in a double vinyl set. It's oh soooo fierce! If you're into the Euro-Dance sound, you'll love this record set. A definite must-have!
ENERGY BOX *Pleasure Chemical* (CLASSIFIED) - Classified is known nationwide for releasing the best quality freestyle music in the business but they're much more than that, they're a dance label. Period. They have several House cuts and tracks like this one coming out and they're THE BOMB! Don't let these dance cuts get past you and watch out for my favorite, *Who's In The House?!* It's going to be a big club hit.
CRAIG MACK *When God Comes* (BAD BOY/ARISTA) - Aah Yeah! Craig Mack is back with a summer hit and the man is droppin' 'mad' knowledge. Phones blew up the first time I played this cut, it's definitely going to be one of those cuts that you will remember from the summer of '95.
2 IN A ROOM *Giddy Up* (CUTTING) - This is one of those cuts that once you hear it, it's stuck in your head for a long time. It's VERY catchy! It's definitely going to get a lot of air-play this summer, it's a fun song.

DJ RICH, KTFM, San Antonio

REAL McCOY *Come And Get Your Love* (ARISTA) - The Junior remixes are better than the original. Sounds like this one has a chance now for the clubs and mixshows.
MADONNA *Human Nature* (MAVERICK/SIRE/WARNER BROS.) - Danny Tenaglia Remixes give this record some new life and the down tempo mixes re the bomb! Down tempo mixes gives a more R&B flava that can groove your box!
B.B. SWING *All Right Y'all* (CLASSIFIED) - Not your ordinary Pop Hip Hop record. He rhymes like 2 Pac but his style is all his own. The female vocals is Jocelyn Enriquez so you know she can sing. Something might happen with this one so check it out!
TITO PUENTE JR. *Oye Como Va* (PUENTE) - Requests! Requests! Requests! This remake is making some serious noise from Houston to Dallas back to San Antonio on the club tip! Already an add at KTFM!

DIAMOND DEE, KWIN, Stockton/Modesto

MARVALESS *Ghetto Blues* (AWOL/SOLARMUSIC) - This is a phat piece of wax. Young lady out of Sacramento talkin about the Ghetto blues. Sure to keep phones busy, give it a spin and see.
LIL SHAWN *Dom Perignon* (UPTOWN) - The man who put hickies on your chest is back, larger than ever and man, this has gold writtin all over it. Don't be last to check this s#!t out. Another smash for Uptown.



MIX SHOW DISCOVERY CLUB®

SHAWN PHILLIPS, KZHT, Salt Lake City

OUTHERE BROS. *Boom Boom Boom* (AREUS) - 2 Live Crew meets House music! Folkes, this is the stuff to bridge the gap and take your listeners to the next level...coool! Anything from Rob at Clubhouse! In my professional career, I have never received a more perfect shipment! Great House stuff.

C.L. McSPADEN E.P. *Real Butch Traxx* (MAXI) - Perfect traxx with vocal dubs for all mixshows/one word 'Pheeeeeercee!'

WITCH DOKTORS *Primal Scream Therapy* (DIGITAL DUNGEON) - I must have lost my voice from screaming after I heard this House-styled monster!

RUFFNECK f/Yavahn *Everybody Be Somebody* (MAW) - From the acclaimed MAW label, RUFF NECK drips a new sound to make ya move, groove and think!

HOHMAN & HARRIS, METROMIX, Pittsburgh

MAD CJ MAC *Come And Take A Ride* (NOO TRYBE) - This ride is blowin' up! Check it out!

CHANTE MOORE *Free/Sail On* (MCA) - Great remake. There are a lot of different mixes to choose from. It's very radio friendly.

ALEX PARTY *Don't Give Me Your Life* (LONDON/frr) - The classic Alex mix is getting a great reaction in the clubs.

STAN PRIEST, WFLZ, Tampa

777 Alpha Wave (ASTRALWERKS) - D-O-P-E, this is the joint! Get on it, dog!

GREEN VELVET *Explorer* (R&R) - This is the sound of the Underground, Chicago style...roll with this.

ANNIE LENNOX *No More 'I Love You's'* (ARISTA) - Jr. is the luckiest man around and he deserves all props...he is wit it.

PREMONITION *Hypnotize* (S.M.C.) - Breakbeat and in Tampa, this get's em up and rockin'!

CHARLES 'Backtraxx' TORRES, WILD 107, San Francisco

DJ QUICK *Summer Breeze* (PROFILE) - Cool kick back summer song.

LUNIZ *Playa Hataz* (VIRGIN/NOO TRYBE)

MONICA *Don't Take It Personal* (ROWDY/ARISTA) - The Biz Markie R. O. Mix is the cut to check out.

NOD FACTOR *Mad Skills* (BIG BEAT)

JUNIOR M.A.F.I.A. *Player's Anthem (Remixes)* (BIG BEAT) - Ever since it came a little while ago it's been growing and getting pretty hard, especially in the clubs.

DELL FARINAS, WILD 107, San Francisco

CHIP-FU & PHIFE DAWG *Artical* (JIVE) - Definite hit!

KEITH MURRAY *This That Hit/Dip Dip Di* (JIVE) - Erick Sermon does good.

JOCELYN ENRIQUEZ *Big Love (Remixes)* (CLASSIFIED) - Cold-filtered remix. Hot vocals and beats.

SUPERCAT *Girlstown* (COLUMBIA) - Dance mix. The Ragga/House mix slams.

LONDONBEAT *Build It With Love* (RADIOACTIVE) - The Boss part II slams.

ROSS WILSON, WOWI, Norfolk

NIÑA BEÑA *Sweetheart* (AFTERDARK) - This one flows...a sure fire hit for the summer.

LOVELAND *Don't Make Me Wait* (EASTERN BLOC) - One of my biggest reaction records this year.

REAL McCOY *Come And Get Your Love* (ARISTA) - Following right on the heels of the 4 minute NRG remix comes this wonderful House remix by Jr. Vasquez. This is PHAT!

CHANTE MOORE *Free/Sail On* (MCA) - Great uptempo House mixes, will work well on the show.

2 IN A ROOM *Giddy Up* (CUTTING) - Right on the heels of the Rednex, here comes 2 In A Room with a little Hip Hop flava over some slammin' House beats with a little country thrown in da mix.

GOOD TIME (Logic Euro-Dance Compilation) *Various* (LOGIC) - Check out the stuff on the sampler...Some new, some not so new but all worthy of your attention. Props to Kelly and Logic for keeping vinyl in our hands.

'Jammin' JOHNNY CARIDE, WPOW, MIAMI

JEFF JOHNSON *How Deep Is Your Love* (INTERHIT) - Must admit that I have been sitting on this for a while. This record slowly but surely has grown on me. Euro Mix is doing good for me if you haven't checked this one out do it 'cause it is excellent.

ELAN *Better Than You* (STRICTLY RHYTHM) - Hot off the presses from Ellen at Strictly. This record is excellent for all radio jammers. The House Mix is smokin' and really the one that I'm jammin'...Clubmix is also effective if you love the Robin S. sound. You gotta play this one, its outrageous.

MIRANDA *Dirty Looks* (SUNSHINE) - Round & Round she goes and this one stops on Dirty Looks which is a high energy record with strong hooks and solid vocals. Another home run for Miranda and Sunshine.

PAUL WASHINGTON, WYBC, New Haven

KEITH MURRAY *This That Hit/Dip Dip Di* (JIVE) - This new joint is madd phat on the funk tip.

VYBE *Warm Summer Daze* (ISLAND) - A smooth summer track with that Coolio flava.

MOREL INC. *R.Q.E.* (STRICTLY RHYTHM) - David Anthony wrecks shop on the B-Side.

ONENESS *Lift Up Your Love* (AQUA BOOGIE) - Slammin' soulful synths that sound dynamite.

ANNIE LENNOX *No More 'I Love You's'* (ARISTA) - A track with all the elements to go far.

STEVE CHAVEZ, KTFM, San Antonio

JUNIOR M.A.F.I.A. *Player's Anthem (Remixes)* (BIG BEAT)

SHOCK *Weekend* (STRICTLY RHYTHM)

THE TRIBE *So In Love/Just You And I* (TI AMO/ METROPOLITAN)

DJ GROOVE, Z90, San Diego

ULTRA NATE *Party Girl* (RELATIVITY) - Check out all mixes. My favorite is The Hardshell Mix!

TERENCE F.M. *Feelin' Kinda High* (CAJUAL) - This s#it is hard! Check out all cuts!

WOMINA WELLS *In A Trance* (AQUA BOOGIE) - This is a huge underground record. Especially for the mix shows! A must have!

PLEASURE DOME *I Can See A Day For 10 Mins.* (SEX MANIA) - If you like acid, check out this record. Starts progressive then goes into an acid trip! S#it is slam!

BAD BOY BILL, B96, Chicago

RBM *Yo Shorty* (STRICTLY RHYTHM) - I like the Piano House Mix --- catchy hook.

BT EXPRESS *Hi-Jackin'* (MADHOUSE) - Dope Disco samples straight outta Chicago. E.P. full of Hot Tracks!

RUDE DOG *Queiro Mas, Dame Mas* (GROOVE NATION) - Juanito & company are back with another Latin flavored hit! Check this out after the breakdown!

check out this record. Starts progressive then goes into an acid trip! S#it is slam!

STEVE PEREZ, KCAQ, Oxnard

KUT KLOSE *Lovely Thang* (EEG) - This is a lovely cut for the radio, and it sounds great in the mix too. If you need something to move and groove you, this is the one!!

TWINZ *Round And Round* (DEF JAM) - There are only two words to say about this cut ... "The Bomb" Very good response on the hit lines, works for me and will work for you.

THE OUTHERE BROS. *Boom Boom Boom* (AUREUS) - I'm sure we are all playing this jam, and if you're not, you better because everyone seems to ask about it. This one will shake the room.

ELAN *Better Than You* (STRICTLY RHYTHM) - Once you hear the track it's a hook, and then here comes the vocals which brings it up even more. Check this one out for the clubs and radio.

MATT "THE BRAT" BRADLEY, WFLZ, Tampa

SCATMAN JOHN *Scatman* (RCA) - This record is huge. It's been heavy in my mix show and it's paying off. The station is spiking it and Tampa Bay is ski-ba-bop-bop-dop-boping.

FRANKIE KNUCKLES *Whadda U Want (From Me)* (VIRGIN) - Right out of the box and on the platters. Very strong with lots of potentiality.

DOUBLE YOU *That's The Way* (ZYX) - The Euro sound has always been good for the show. To take a gold record and make it with strong vocals and phat keys, it should take it up the charts.

LONDONBEAT *Build It With Love* (RADIOACTIVE) - Energy with the moving beats and motion of David Morales. Building this kut in the clubs and airwaves. The mixes are flawless.

SMOOTH *It's Summertime* (JIVE) - A perfect record for the summertime.

GEOFFREY C., WERQ, Baltimore

LORDS OF THE UNDERGROUND *Faith* (EMI) - Good words backed with good tracks --- listen to it!

CRAIG MACK *When God Comes* (BAD BOY/ARISTA) - Craig Mack needs no explanation here!

FRANKIE E.D., KPRR, El Paso

TINA MOORE *Never Let You Go* (SCOTTI BROS.)

AFRO RICAN *All Of Puerto Rico* (HIP ROCK)

REAL McCOY *Come And Get Your Love* (ARISTA)

DRE D, WPGC, Washington D.C.

JUNIOR MAFIA *Never Let You Go* (SCOTTI BROS.)

METHOD MAN/REDMAN *How High* (DEF JAM/ISLAND)

DOUG E. FRESH *Where's The Party At* (GEE ST.)

BUJU BANTON *Champion* (ISLAND)

DJ RAGS, Z90, San Diego

SHOWBIZ & A.G. *You Know How* (PAYDAY) - This s#it is lovely! Also, check the Buckwild remix.

D&D ALLSTARS *1, 2, Pass It (Remix)* (ARISTA) - I didn't think this track could've gotten any doper, but fortunately, I was proved wrong! Premer got busy as Hell on this! Check it out!

BLACKALICIOUS *Rhymes For The Deaf, Dumb And Blind* (SOULSIDES) - This is some dope freestyle s#it! These guys put out some fat s#it! Definitely play this record!

JAMES DEE, Z90, San Diego

WISE INTELLIGENT *Killin-U* (RUFFHOUSE)

JOYA *Getting Off On You* (ATLAS)

METHOD MAN/REDMAN *How High* (DEF JAM/ISLAND)

RAEKWON *Criminology* (LOUD/RCA)

TINA MOORE *Never Gonna Let You Go* (SCOTTI BROS.)

EBRO, KSFM-THE FLAVA SHOW, Sacramento

SOULS OF MISCHIEF *Fo Sho Fo Real* (JIVE)

METHOD MAN/REDMAN *How High* (DEF JAM/ISLAND)

KEITH MURRAY *This Is That Hit* (JIVE)

BEENIE MAN *Slam* (ISLAND)

BREAKOUTS

ANNIE LENNOX "No More 'I Love You's'" (ARISTA)
N-JOI "Bad Things" (LOGIC)
SF SPANISH FLY "Crimson And Clover" (WARNER BROS.)
2 IN A ROOM "Giddy Up" (CUTTING)
LAURA BRANIGAN "Dim All The Lights" (ATLANTIC)

LW TW

1-1	DUET WITH MICHAEL JACKSON & JANET JACKSON "Scream" (MJJ/EPIC)	
4-2	STAXX OF JOY "You" (COLUMBIA)	
2-3	JAMIROQUAI "Space Cowboy" (WORK GROUP)	
3-4	ROZALLA "You Never Love The Same Way Twice" (EPIC)	
8-5	M PEOPLE "Open Your Heart" (EPIC)	
6-6	MARY J BLIGE "You Bring Me Joy" (UPTOWN/MCA)	
11-7	MONICA "Don't Take It Personal" (ROWDY/ARISTA)	
9-8	YAKI-DA "I Saw You Dancing" (LONDON/frr)	
22-9	PAULA ABDUL "My Love Is For Real" (VIRGIN)	
19-10	PATRA "Pull Up To The Bumper" (EPIC)	
10-11	DEEP FOREST "Marta's Song" (EPIC)	
18-12	MAX-A-MILLION "Take Your Time (Do It Right)" (SOS/ZOO)	
13-13	INI KAMOZE "Listen Me Tic" (EASTWEST)	
21-14	JUDY CHEEKS "As Long As You're Good To Me" (EMI)	
16-15	ROSIE GAINES "I Want U" (MOTOWN)	
5-16	CORONA "Baby Baby" (EASTWEST)	
17-17	SKEE-LO "I Wish" (SUNSHINE/SCOTTI BROS.)	
12-18	VANESSA WILLIAMS "The Way That You Love" (MERCURY)	
7-19	FRANKIE KNUCKLES "Too Many Fish" (VIRGIN)	
14-20	NOTORIOUS B.I.G. "One More Chance" (BAD BOY/ARISTA)	
NE-21	REAL McCOY "Come And Get Your Love" (ARISTA)	
15-22	TLC "Waterfalls" (LA FACE/ARISTA)	
35-23	CRYSTAL WATERS "Relax" (MERCURY)	
33-24	LONDONBEAT "Build It With Love" (RADIOACTIVE)	
43-25	THE MIGHTY DUB KATS "Magic Carpet Ride" (SM:JE)	
23-26	GLORIA ESTEFAN "Cher Chez La Femme" (EPIC)	
50-27	NETZWERK "Passion" (ZYX)	
20-28	JACKI GRAHAM "Absolute E-Sensual" (CRITIQUE)	
28-29	THE BUCKETHEADS "The Bomb" (HENRY ST./BIG BEAT/ATLANTIC)	
37-33	KMFDM "Juke Joint Jezebel" (WAX TRAX)	
24-31	NAUGHTY BY NATURE "Feel Me Flow" (TOMMY BOY)	
32-32	LA BOUCHE "Falling In Love" (LOGIC)	
29-33	BRANDY "Best Friend" (ATLANTIC)	
27-34	THE TYRELL CORP. "Better Days Ahead" (CHRYSA LIS)	
38-35	SMOOTH "Mind Blowin'" (JIVE)	
NE-36	YELLO "Tremendous Pain" (4TH&BROADWAY)	
46-37	BLUNT FUNKERS "God's An Astronaut" (LOGIC)	
30-38	BARBARA DOUGLAS "Shine" (STRICTLY RHYTHM)	
NE-39	SVEN VATH "Harlequin" (EYE Q)	
NE-40	JOCELYN ENRIQUEZ "Big Love (Remix)" (CLASSIFIED)	
4C-41	TONY THOMPSON "I Wanna Love Like That" (GIANT)	
4E-42	LUNIZ "I Got 5 On It" (NOOTRYBE/VIRGIN)	
NE-43	ELAN "Better Than You" (STRICTLY RHYTHM)	
3-44	BOYS CHOIR OF HARLEM "Power" (EASTWEST)	
NE-45	DJ RAFY MELENDEZ "Echale Semilla" (ON TOP)	
49-46	DIANA KING "Shy Guy" (WORK GROUP)	
NE-47	NICKI FRENCH "Total Eclipse Of The Heart" (CRITIQUE)	
NE-48	2PAC "Dear Mama" (INTERSCOPE)	
NE-49	ULTRA NATE "Party Girl" (RELATIVITY)	
NE-50	INDUSTRY "Release Me" (ZYX)	

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• AZ, BARRINGTON LEVY & BEENIE MAN, CRAIG MACK, JUDY CHEEKS, TINA MOORE
PITTSBURGH DJ ASSOC. • Pittsburgh
Jim Kolich (412) 885-1472
• ANNIE LENNOX, CRAIG MACK, LAURA BRANIGAN, TINA MOORE
DESERT WEST RECORD POOL • Phoenix
Terry Gilson (602) 249-9214
• 2 IN A ROOM, BROWNSTONE, POISON CLAN, TINA MOORE, TWINZ
FLORIDA SUNCOAST RECORD POOL-TAMPA BAY/ORLANDO • Tampa Bay
H. Tripp/J. King/R. Roman (813) 544-7609
• ANNIE LENNOX, CHARLES GAVOIAN, SCATMAN JOHN, SEAL, SUZI K.
DANCING DISC'S OF DENVER • Denver
Lawana Sims (303) 333-6901
• BARRINGTON LEVY & BEENIE MAN, SCATMAN JOHN, TINA MOORE, COOLIO, ROY AYERS
5 STAR • Covington
Mark Burney (606) 261-6972
• ANNIE LENNOX, FRANKIE KNUCKLES, SCATMAN JOHN, SF SPANISH FLY, TRACI LORDS
SOBAD • San Jose
Joel Wyrick (408) 277-0111
• BAK2BASSIKS, BEENIE MAN, N-JOI, SCATMAN JOHN, SF SPANISH FLY
CENTRAL OHIO RECORD CORP • Columbus
Fred Dowdy (614) 442-3396
• BONE THUGS-N-HARMONY, DJ UNCLE AL, 3 STEPS FROM NOWHERE, DUNKEY KONG, SF SPANISH FLY
STARFLEET MUSIC POOL • Charlotte
Ronnie Matthews (704) 532-8496
• 2 IN A ROOM, DJ QUIK, NPG, TIA, WILLIE D
LAS VEGAS RECORD SYSTEMS • Las Vegas
Rory McAlister (702) 256-1567
• CRAIG MACK, REAL McCOY, SCATMAN JOHN, SF SPANISH FLY, TINA MOORE
HAWAII DISC JOCKEY ASSOC. • Honolulu
Kevin Okada (808) 926-3591
• 2 IN A ROOM
KEYSTONE SPINNERS RECORD POOL • Wilkes Barre
Carl Gross (717) 823-5233
• ANNIE LENNOX, LAURA BRANIGAN, TINA MOORE
CONNECTICUT'S MUSIC POOL • Orange
Stephen M. Richardson (203) 789-0038
• A.G. THOMAS, GLORIA ESTEFAN, MONICA, REAL McCOY, WHITEY DON
RICKETTS RECORDS • Morristown, NJ
Bill Rickett (201) 478-5764
• BLAZE, FUTURE TECHNO, N-JOI, SCATMAN JOHN, TINA MOORE

after 7

"Til You Do Me Right"

#14 SINGLE R&B RADIO

#39 SELLING SINGLE SOUNDSCAN

ALREADY ON AT:

KUBE	KBXX	KMEL	I94	KZHT
WQGN	KWNZ	KXTZ	KWIN	FM102
WPGC	WERQ	KTFM	WHHH	KPRR
WERZ	WFHN	WILD107	KKBT	KCAQ
KDON	WYXR	WWST	WHJX	WJMH

Produced By Babyface

"Top 5 female phones."

-92Q

"Top 15 Call-out, females 25-34"

-WPGC

"Top 5 Call-out after 2 weeks. #14 selling single in the market."

-KMEL





Reazar's Records

It is rumored that **MARIAH CAREY** may be getting her own record label through Columbia this fall.

- **Jerry Blair** of Columbia just played me the **BEST MICHAEL BOLTON** ever! "Can I Touch You...There" will bring **MICHAEL BOLTON** back to rhythm radio. It sounds like **MARVIN GAYE'S** "What's Going On" sideways. This is an across the board #1 record. You should have it August 9th, but try to get your Columbia rep to give you a taste now. It's unbelievable!!!!
- **MC Scrappy** is officially named MD and air personality at **KXTZ/Las Vegas**.
- What's up with **KHTN/Modesto**?????
- **Hot 97.7/San Jose** will become a thing of the past by August 7, but could the whole staff including **Bob Perry** move to another frequency in San Jose?????
- Not much real juice out there this week but a lot of props are due to PD's and radio stations for their Arbitron performances!!!
- Props to **Steve Smith, Tracy Cloherly, Mike Abrams** of **HOT 97/New York** for a great Spring ARB as they go 5.4-6.1 12+. **WRKS** stays #1 and **HOT97** a close 2nd. **Steve Smith** is still King of New York!
- Props to **Rick Cummings, Michelle Mercer** and **Bruce St. James** as **POWER106/LA** becomes #1 again moving 5.0-5.2 12+.

JOB OPENINGS!!!!

- **Paco Lopez**, former **HOT97** APD/afternoon man is out. He's available at (813) 839-8670.
- **WJJS/Roanoke** needs a 7-Midnight jock and MD. Tapes and resumes to David Lee Michaels.
- **Frank Lozano** is really on the loose in **San Francisco**, but he's also on the **WILD107** payroll for another year. He can be reached at (415) 928-3443.
- **KUBE/Seattle** needs a 3-7PM jock. Tapes and resumes to **Mike Tierney**.
- **KXTZ/Las Vegas** needs a 7-Midnight jock. Tapes and resumes to **Jay Stone**.
- **WPGC 95.5FM/AM** has an opening for Assistant Production Director. Send resumes & tapes to **Bob Holmcrans**.

OK DOGS, I'M SPRINKLING YOU WITH THE JAMZ!!!!!!!!!!!!

- **Peter Napoliello** and the EMI promo staff are on fire!!! The **SELENA** album "Dreaming Of You," featuring the single "I Could Fall In Love," sold over 100,000 albums in one day. Moving up the Top 10 crossover chart #26- #19, "I Could Fall In Love" is the most listened to song this week. **D'ANGELO** "Brown Sugar" has been added at **Z90, KPRR** and **KMEL**. **D'ANGELO** sold 20,000 albums last week, making theirs a Top 15 LP and #5 single in **DC**. **AZ** "Sugar Hill" sold over 10,000 singles last week, added at **WPGC** and **92Q** to reach the Top 15 in **Detroit, Washington, Buffalo, Baltimore, Norfolk, Greensboro** and **Richmond**.
- **Heidi Jo Spiegel** and the Big Beat promotion staff are no jive - they're all the way live for the Summer of 95' with **JUNIOR MAFIA** "Player's Anthem" w/**Notorious B.I.G.** which went from Soundscan ranked #104 to #13 this week, selling over 30,000 singles in one week. **JUNIOR MAFIA** also scores #28 with a bullet on the Billboard Hot 100 Singles Chart, earning Greatest Gainer Sales accordingly. **THE BUCKETHEADS** "The Bomb" (Henry Street/Big Beat) is now on over 33 stations moving from 97-81 on Soundscan and 73-61 on the Billboard Hot 100 Singles Chart. In a weak week sales-wise, Big Beat hit paydirt!!!!
- **Michael Plen** and the Virgin staff are making the summer sizzle with 3 of the biggest records on the air now: **SHAGGY** "Boombastic" went 5-3 on the Soundscan chart with over 60,000 sold. On 42 stations now, it looks like this will be the next #1 selling single. **LUNIZ** "I Got Five On It" sold over 20,000 last week. On 16 stations with **WHHH** and **WPGC-FM** adding it this week. This is the most re-actionary record you can put on the radio. Put this on and watch the phones blow up! **AFTER 7** "Til' You Do Me Right" - don't sleep this hit. 25 stations already in the know with these stations hittin' it this week: **KUBE, KQHT, WWST, WFHN, WERZ, WWSR & KFFM**.
- **Joe Riccitelli** and **Martha Reynolds** of **PLG** got on the summertime record "Warm Summer Daze" by **VYBE** (Island). On 21 stations and five new ones hit it this week: **KQKS, KMEL, KHQT, KUBE, & WOVV**. This is perfect for every rhythm station in America - it's what summer is all about! **BUJU BANTON** "Champion" (Loose Cannon/Island) - check it out on these stations: **WJMH, FLAVA1580, WHJX, WJHM, V103, KKBT, WPGC, 92Q, KBXX, KMEL, HOT97, WKYS & KJMZ**.
- **MICHAEL JACKSON** "You Are Not Alone" (Epic/MJJ) - already on 35 rhythm stations with more than 1200 spins and 13-6 on the Monitor Rhythm chart. The video and the single will be released July 25. "Free Willy 2" just opened, featuring the cut "Childhood" from the **HIStory** album, which continues to sell like there's no tomorrow - over 104,000 units - bringing sales to over a million in just 4 weeks. **BROWNSTONE** "I Can't Tell You Why" has over 90 stations on it. Pop adds this week: **KMCK, WJMX, WYKS, WSNX, WNNK, KDWB, KQKQ, WQGN**.
- **Greg Thompson, Don Coddington** and the Elektra promo staff are still pumped as the new **Adina Howard**, "My Up & Down" moves to #54 on Soundscan with

airplay on more than 20 Rhythm/Crossover stations. The album is certified Gold and fast approaching Platinum. Also showing explosive action is **GRAND PUBA'S** "I Like It" at **HOT97, WERQ, KPWR, WPGC, WJMH, WHJX, KBXX, KMEL, Z90, FLAVA1580, KYLD, WWKX AND KHQT**. "I Like It" is #23 in Soundscan Dance Single sales and the video is #1 most played on **BET's Rap City**. **INI KAMOZE** "Listen Me Tic" explodes at **WJMH/Greensboro** and **HOT97/New York**. Also in the mix at **WWKS, WPRO, WWKX, KPWR, WFLY, Z100, WNNK, WPGC, WXXL, WFLZ, WBBM, KHTT, Z90, WGTZ, KRQQ and KZHT**. #21 Soundscan Dance. **Don Coddington** touts us on the new **ZIGGY MARLEY** "Power To Move Ya" officially impacting August 14. Be on the look out for it!

- **XSCAPE** "Feels So Good" (Columbia) - the Untouchables mix is still the real deal! Another 25,000 sold this week as **KXTZ/Las Vegas** comes aboard. Key sales in **New York, Los Angeles, Dallas and Atlanta**. **SUPER CAT** "Girls Town" (Columbia) added at **WHJX**. Early single sales reported in **DC, San Francisco** and **New York**. **YO!CO ROSS** "Miss Me" impacting this week with adds on **WWKX, Z90 and WHHH**. Columbia's also going for airplay this week on Keith Martin's "Moment In Time."
- **Nancy Levin** and the Priority promo staff are doin' the do with a remake of the **MANHATTANS'** "Shining Star" by the **BOYZ OF PARADIZE**. Blue from the **MANHATTANS** is still eatin' his heart out. "Shining Star" is on 11 Rhythm stations: **KIX106, KKFR, WHJX, KPRR, WOCQ, KUBE, KTFM, KDON, KSFM, WJJS & KCAQ**. **MACK 10** "Foe Life" added at **KKSS** this week.
- Props to **Stu Cohen** and the Warner Bros. Promotion staff - **SEAL** "Kiss From A Rose" (Sire/WB) from the Batman soundtrack jumped 32-18 Soundscan and sold over 25,000 singles this week. It's the most added at rhythm radio this week with these stations adding it: **KBOS, WHHH, KLUC, KHTN, WJJS, KSFM, WOVV & KXTZ**. Really juckin' at rhythm and pop radio with over 140 stations on it and MTV bustin' the video bigtime.
- **David Leach** and the Mercury promo staff are on the case with the new **CRYSTAL WATERS** "Relax", the #2 most added at rhythm radio this week. Here's who hit it: **KZFM, KHTN, KCAQ, WWKX, WJJS, & KZHT**. This is the real deal. You need to peep on it.
- **DOVE SHACK** "Summertime in the LBC" (G Funk/Def Jam/Island) just out and on 7 stations: **WJJS, POWER106, KMEL, WERQ, KQKS, WOCQ & FLAVA1580**. **POWER106** is also kickin' "Round and Round" by the **TWINZ**. Also on **Z90** and **KKBT**. Both produced by **WARREN G.** on his label G Funk through Def Jam. **Lyor Cohen** has 6 stations before the actual release date on the new **MONTELL JORDAN** "Somethin' 4 Da Honeyz": **KHTN, WJJS, KLUC, WWKX, WERQ, KZHT**. **REDMAN AND THE METHOD MAN** "How High" (Def Jam): early believers - **HOT97, WPGC, WERQ, POWER106, KMEL, Z90, KBXX, WJHM, WHJX, WJJS & WPOW**.
- **Randy Spendlove**, VP of Promo at A&M, has the new **TEMPTATIONS** of the '90's, **SOLO**. These guys are unbelievable live. The tune "Heaven" (Perspective/A&M) is destined to be numero uno. Already on **Z90, KMEL, KGGI, WPGC and 92Q**.
- **Burt Baumgartner, Justin Fontaine, Johnny Copollo** of **WORK** Group are hittin' and holdin' with **MN8** "I've Got A Little Something For You" First Avenue/WORK. Peep on this! Here's who's already on it: **KHTN, WHHH, WWKX, KTFM, KZFM, KCAQ, WJJS & WOCQ**.

See Ya,

See Ya, Reazar's Records

Most Disc-overed for this issue

1. **BOYZ OF PARADIZE** Shining Star (PRIORITY)
2. **CRYSTAL WATERS** Relax (MERCURY)
3. **MICHAEL JACKSON** You Are Not Alone (MJJ/EPIC)
4. **BONE THUGS -N- HARMONY** 1st Of Tha Month (RUTHLESS/RELATIVITY)
5. **DEBORAH COX** Sentimental (ARISTA)
6. **SELENA** I Could Fall In Love (EMI RECORDS)
7. **ADINA HOWARD** My Up And Down (EEG)
8. **BROOKLYN FUNK ESSENTIALS** The Creator Has A... (GROOVETOWN/RCA)
9. **DANA DANE** Chester (MAVERICK/WARNER BROS.)
10. **D'ANGELO** Brown Sugar (EMI)
11. **DOVE SHACK** Summertime In The LBC (RAL/DEF JAM)
12. **MN8** I've Got A Little Something For You (WORK)
13. **SOLO** Heaven (A&M)
14. **LUNIZ** I Got Five On It (Remixes) (NOO TRYBE/C-NOTE/VIRGIN)

MICHAEL JACKSON

“You Are Not Alone”

THE NEW SINGLE

“‘YOU ARE NOT ALONE’ IS THE SONG OF THE YEAR!”

-TODD CAVANAH, PROGRAM DIRECTOR, B96, CHICAGO

“THIS RECORD MAKES EVERYONE WANT TO LAY BACK AND MARINATE!
IT WILL BE A #1 RECORD!”

-JERRY CLIFTON, PRESIDENT, NEW WORLD COMMUNICATIONS

“THIS RECORD WILL MAKE *HISTORY!* MICHAEL JACKSON’S ‘YOU ARE NOT ALONE’
IS ‘MAN IN THE MIRROR’ PART 2...NOW MICHAEL, WILL YOU COME ON MY SHOW?!”

-RICK DEES IN THE MORNING

“GREAT CUT - INCREDIBLE ALBUM SALES - WE STARTED PLAYING IT IMMEDIATELY!”

*-DON BENSON, CORPORATE VP/OPERATIONS/PROGRAMMING,
JEFFERSON PILOT COMMUNICATIONS*

“MICHAEL JACKSON IS BACK WITH A BEAUTIFUL, MULTI-FORMATTED, MASS
APPEAL BALLAD THAT WILL TOUCH A LOT OF HEARTS THIS SUMMER.”

-TOM CUDDY, VP/PROGRAMMING, WPLJ, NEW YORK CITY

“‘YOU ARE NOT ALONE’ IS ONE OF MICHAEL JACKSON’S MOST SOULFUL SONGS EVER!”

-BILL RICHARDS, BILL RICHARDS CONSULTING

HISTORY Continues

PRODUCED BY R. KELLY FOR BASS PRODUCTIONS, AND MICHAEL JACKSON FOR MJJ PRODUCTIONS INC.

[HTTP://WWW.SONY.COM/MUSIC/MICHAEL JACKSON.HTML](http://www.sony.com/music/michael_jackson.html)



“Epic” and  Reg. U.S. Pat. & Trm. Off. Marca Registrada. © 1995 MJJ Productions Inc.



HITMAKERS GUEST COLUMNS



DAVE FERGUSON

MORE RANDOM THOUGHTS

FROM A RANDOM MIND

RADIO

I've been collecting airchecks lately from radio stations across the country. Maybe because the radio here in Washington is so poor. Maybe just because I can't afford a vacation. Maybe a little of both. Why is it that all AC's sound alike? Whether it's a tape from Minneapolis, or from Palm Springs, there seems to be no difference in the playlists. It's as if these stations come off an assembly line, (or satellite dish). I'm a firm believer in regionality, second only to locality, whether the format is AC, AOR, CHR, or even Country. I'm here to tell ya', either every AC I heard had the same consultant, (which isn't necessarily out of the question), or they just don't get it.

RESEARCH

Then there's the fragmentation, and "niching" between the various slants of AC's, and CHR's. Most of them sound as if they're attempting to "niche around a niche," as my friend Rick Thomas called it in a recent conversation. He added, "it's

like they're shooting at the rim instead of through the hoop." That's a great analogy.

You can't tell me that just because a listener has 5 different presets on the dial, each with a different radio station assigned to it, that combining the music of all 5 preset stations constitutes a niche format. When listeners say they want variety, that's not what they mean! The reason they have 5 presets is to get a variety of music, determined by their musical mood at the given moment. The goal is to first, be one of the 5 presets, and then, when they tune in to you, to get credit for the most TSL. It's like a grocery store. You have separate aisles for similar items. You don't put fruits in the meat aisle. If you want fruit, you'll go to the fruit aisle. If you want meat, you'll go to the meat aisle, and so-on... Obviously the meat supplier wants to stock the finest VARIETY of meats so that the needs of any meat eater are satisfied when in that meat aisle. That way the consumer doesn't have to go to another store altogether, (meaning- a cassette, a cd, cable, etc...). God, I'm hungry!

DUOPOLIES

Radio stations are getting fat right now. Most of them at least. Duopolies are working, (for the owners- and working against programmers AND listeners).. Why pay a high priced "premium" consultant when you've bought your competition? You can use some new, "wanna-be" consultant

who'll do it for half the price. You've bought your competition. You don't have to sound good anymore. You've bought your competition. Know what that means? Say it with me now- BAD RADIO!

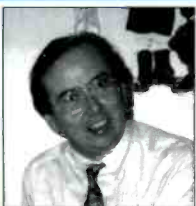
Out of all the companies I know of, only INFINITY does it differently. They keep the duopolized stations in separate locations, continue to program to WIN, and actually sell against each other- making for healthy competition, and GREAT RADIO!

DAVE AWARDS-

Entries are beginning to come in, but I want many more before the judging begins. This will be a 6 week thing. For those of you who didn't catch the address, or details, last week, send your 3 best promo's and sweepers to DAVE AWARDS, 2316 Ironwood Dr. Waldorf, Md. 20601. The 3 categories are Small, Medium, and Major Market. 3 judges will rate the material on 3 qualities. Obviously, 3 awards will be presented to our 3 winners.

I'll 3 ya' later.

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's 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

MUSIC 101

You play music all day long. Do you ever think about the people on the records, the artists? Who are these people we play?

Do you know the artist who, before she had a hit, was the manager of a video store in Arizona? I'm talking about Adina Howard. Adina had been wanting to become a singer since she was seven. Now she's 20 years old. Her smash, "Freak Like Me," was written especially for her and about her by Mass Order. You may recognize the melody, it's the Bootsy Collins classic "I'd Rather Be With You".

Maybe you're new to D'Angelo. D'Angelo is a 21 year old son of a preacher man from Richmond, Virginia. D'Angelo got his start in music by playing the piano. He'd listen to the radio, then he'd play the song. The first two songs he learned to play on the piano were "Hot Stuff" by Donna Summer and "Boogie Wonderland" by Earth, Wind & Fire. Eventually D'Angelo got on Showtime At The Apollo and won it three times in a row!

Stick with Mark In-The-Dark, I'm gonna educate you! Do you know Notorious B.I.G.? Your audience sure does. Did you know Biggie Smalls sold nearly a quarter of a million records in New York City alone? Biggie has his own clothing line comin' out called Big Man Clothes. Notorious is an expert on BIG, he's 6 foot 2 and weighs 250 pounds. Favorite food? Italian.

Naughty By Nature is an interesting group. They're three guys, MCs Treach and Vinnie and their DJ, Kay Gee. They're out of East Orange, New Jersey. Born there and still livin' there. Naughty By Nature was winner of The Source magazine's 1991 New Artist Of The Year award.

Vanessa Williams was crowned Miss America in 1983. Both of Vanessa's parents were and still are music teachers. She grew up in Milwood, New York. Vanessa majored in musical theatre at Syracuse University and now lives in New York with her husband and three children.

For excitement, you can't beat TLC. At presstime TLC was back on tour after a slight delay. Meanwhile Lisa "Left Eye" Lopes had filed for bankruptcy because she's got a 1.3 million dollar claim against her from Lloyd's Of London over that fire in Atlanta. As you remember, Lisa was charged with burning down the Atlanta mansion of pro football's Andre Rison. Andre now plays for the Cleveland Browns. Andre says he forgives Lisa.

You know Michael Jackson, but do you know he's got a miniature train which runs through the gardens of Neverland Ranch? Michael and Lisa also have an apartment in New York's Trump Towers. Word is Michael is planning a European tour next March. So far no word of a U.S. tour...yet.

Have you heard the story of Jodeci? Jodeci is made up of KCi and Joel Hailey and DeVante and Dalvin DeGrate. When they drove to New York City from their hometown of Charlotte, North Carolina, they were ready to pitch the record companies. Jodeci had 29 songs recorded already! Amazing to think that when Jodeci first moved to New York they lived in the projects in the Bronx. Sounds kinda like radio doesn't it?

You know Boyz II Men? Michael, Nathan, Wanya and Shawn. But do you remember Marc? Marc Nelson was the fifth member of Boyz II Men. Word is he left for a solo gig back in the early days of Boyz II Men.

That's it. You may now consider yourself hip. Pass it on!

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.

Another Tale From The Land of the Double Glock

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Ear To The Ground



THE BIRD MAN OF La JOLLA! Here's JERRY CLIFTON taking a moment away from his New World Communications to chat with one of his pet birds. Not too many people have JERRY's ear like this!



SOPHIE B. IN ALBANY! Columbia recording artist SOPHIE B. HAWKINS recently paid a visit to FLY92 (WFLY)/Albany PD MIKE MORGAN. Pictured are Columbia Sr. VP/Promotion JERRY BLAIR, MIKE, SOPHIE and the label's CHARLIE WALK.

FLASH...THIS JUST IN!

We wanted to title this one, "George Michael Consummates Union With Virgin," but we thought better of it, even though that would sum up one of the week's biggest music biz stories. Pop star GEORGE MICHAEL has been released from his contract with Sony Music Entertainment. The announcement was made in a press release issued this past Thursday (7/13) by Sony Music, which stated that both parties agreed to keep terms of the settlement confidential. That same day, KEN BERRY, Chairman of Virgin Music Group Worldwide and President of EMI International, announced that Virgin Records had signed GEORGE to a new international deal for the world outside the U.S. Stateside, GEORGE MICHAEL signed an exclusive contract with DreamWorks/SKG. That deal makes him the first artist to ink a deal with the SPIELBERG, KATZENBERG, GEFFEN imprint. Look for the superstar's next album to be released within the next year. Before leaving the Sony Music Group though, G.M. will record two new songs for the company. The tracks will be featured on a greatest hits compilation to be released in 1997.

The other big news this week could be titled "Evergreen Buys Into Pyramid Scheme," but we thought better of it as well. But it's true, because, as expected, SCOTT GINSBERG's Evergreen Media will acquire RICH BALSBAUGH's Pyramid Communications. The merger adds Pyramid's 12 stations to Evergreen's 22-station portfolio, giving the newly expanded firm 34 stations, including five FM's in Chicago and four FM's in Charlotte. The pact also increases Evergreen's presence in many other major markets, and puts the Irving, Texas-based company in control of the most stations and duopolies in the nation's top 10 markets. As a result, the company will need to divest itself of certain stations and/or seek waivers (as it currently has in Chittown) in order to meet current FCC ownership requirements. Since in fact, it is the likely slackening of those ownership limits, (expected to be a product of current Congressional efforts to further de-regulate broadcasting) that helped in part to precipitate this deal, look for Evergreen to apply for waivers until a Telecommunication bill is completed. The price tag for the agreement was \$306.5 million in cash plus an adjustment in net working capital. The transaction is expected to close in the first quarter of next year. For the moment, it is unclear just how the merger will

affect Pyramid programming honcho STEVE RIVERS.

GJERDRUM IN IN INDY:

Like a HIDEO NOMO forkball, this one came hard and fast, and took a lot of people by surprise. Just before we went to press last week, we told you that it looked like programming vet and current free-agent TOM GJERDRUM had joined WZPL/Indianapolis as that station's new PD. And it's true. The announcement was made official this

RECORD AND RADIO-ACTIVITY:

The vacant PD post at WIFC/Wausau, WI is vacant no longer. KAT KOLLINS, late of AOR KSEZ/Sioux City, IO is the new man at the programming helm at 'IFC. Expect him in-house by early next month....Long-time KTRS/Casper, WY programmer MARTHA STEELE has resigned her PD stripes to pursue personal interests. She will remain with the station doing utility air work and consulting. Also at 'TRS, MD NYKKI (what's up with these spellings?) exits. Operation Manager "Stereo" STAN ICENOGLIE will assume music duties for the moment. Is budget cutting the reason for the changes?...GARY SPIVACK's move to TAG as that label's Sr. Dir. Nat'l Promotion is finally official....At KHFI/Austin, midday personality KRASH KELLY (more funky spellings) is promoted to APD....The changes continue at KXTZ/Las Vegas as interim music director M.C. SCRAPPY makes the title official. However, don't look for CAREY EDWARDS to sign on the dotted line just yet...CHRIS HUDSPETH has signed-on at WOVV/West Palm Beach as the station's new production director....Q94 (WRVQ)/Richmond morning zoosters COREY DEITZ and JAY HAMILTON are moving on. According to a press release issued by Q94 GM LINDA FOREM, the pair is headed to an "undisclosed market outside of Virginia"....Break out the Rolodex, 'cause RCA's L.A. Promo department has moved. Effective now, the postman will stop at 8750 Wilshire Blvd., Beverly Hills, CA 90211. The new phone number is (310) 358-4000.

RAMPANT RUMOR & SPECULATION:

What's up at STAR100 (KFMB-FM)/San Diego? Somehow a rumor got into the old industry pipeline that TRACY JOHNSON & Co. were making some substantial changes. But it ain't so. In fact, the only thing changing there for the moment is the station's market share. The Spring Arb. shows STAR100 growing 2.6 - 3.1, 12+...Now that Anaheim Broadcasting is selling HOT97.7 (KHQT)/San Jose to Susquehanna Broadcasting Corp., (with an L.M.A. and subsequent simulcast with KFOG/S.F. set for August 7th), is another station looking to flip formats and become the new KHQT? There's not a lot of obvious players, or much available spectrum space in the South Bay, but...Is B97/New Orleans about to make an official format flip to Rock/Talk? Is that even a format?...What's the next big broadcast company merger? Is Chancellor Broadcasting about to wish on a four leaf clover?

Namz - In - The - Newz

- RICK BISCEGLIA •
- DANNY GOLDBERG •
- TOM GORMAN •
- SCOTT GINSBERG •
- BRUCE TENEBBAUM •
- RICK CUMMINGS •
- PACO LOPEZ •
- FRANK LOZANO •

Tuesday (7/18) by GARY HAVENS, VP & Director of Programming for Myster Communications. "With no doubt, TOM has an incredible track record...and was highly recommended to us by WZPL's consultant JEFF JOHNSON from ALAN BURNS and Associates," Mr. HAVENS commented. For his part, TOM said, "I'm inheriting a great staff with a killer instinct to win and win big in the Indianapolis market. I just hope I don't tank the place." We have every confidence that he won't. At the time the announcement was made, WZPL also made official some other changes. MARK VANESS, who's been hosting mid-days, joins JULIE PATTERSON and CARLOS DIAZ on the 'ZPL morning show. Does all of this mean JIM CERONE is out? Sure looks that way.

BOYZ OF PARADIZE

Shining Star

"I played this record before it was ever signed. Boyz Of Paradize has been my number 1 researching record 15 weeks in a row. Stone smash." – **MICHAEL NEWMAN, KDON**

NEW THIS WEEK ON:

KIX106/Providence
KKFR/Phoenix
WHJX/Jacksonville
KPRR/El Paso
WOCQ/Ocean City
and WZPL/Indianapolis

ALREADY SHINING ON:

KUBE	KCAQ
KTFM	WLAN
KDON	WKRQ
WJJS	KZZU
KSFM	KQKQ
KZFM	KKRD



PRIORITY
RECORDS®



Management: Logan Westbrook

Ear To The Ground

THE HOT TIP

BLESSID UNION OF SOULS "Let Me Be The The One" (EMI) TAKE THAT "Back For Good" (ARISTA)

These two great tracks were tied at the top as the week's Most Discovered records. And when the smoke cleared, they came in first and second in the race for the week's most added, with 60 and 51 adds respectively. They are superb Pure-Pop hits from artists who should be around for quite some time. A lot of great major market programmers came to the party this week!



SIMILIAR FEATURES! Island/PLG recording artist MELISSA ETHERIDGE compares smiles with KISS95.7 (WKSS)/Hartford Music Director TINA SIMONET. On the left, that's WKSS VP/Programming JAY BEAU JONES keeping his enamel to himself!

OH MY LORDS! Radioactive recording diva TRACI LORDS gave KMEL a hand as the station celebrated San Francisco's Gay Pride Freedom Parade. We understand that the event was a big success. For the record, we ought to state that TRACI is not radioactive. That is, of course, just the name of her label.

KUDOS AND CONGRATS:

Emmis Broadcasting continues to dominate the nation's two biggest markets. STEVE SMITH keeps the company's New York properties on top of the Big Apple pie as KISS-FM (WRKS) remains in first place, and HOT97 (WQHT) posts 12+ growth from 5.4 to a 6.1. Meanwhile, on the left coast, MICHELLE MERCER, BRUCE ST, JAMES and the team at POWER106 (KPWR)/L.A. take the station to the top spot in the Los Angeles market rankings. POWER106 grew 5.0 - 5.2 (12+) in the Spring Arb., and edges out Spanish KLVE as market kings!

Across town in L.A., STEVE PERUN & Co. make a strong showing in the Spring book, as KIIS-FM moves up from a 4.2 to a 4.5 (12+) and hangs on to 3rd place in the market. KIIS-FM morning meister RICK DEES grabs 2nd place in the L.A. wake-up derby, with his show rising 4.7 - 4.9. At the moment, RICK's show is the #1 English language morning show in So Cal. The A.M. drivers at KLVE are in the lead as overall market leaders!

A slap on the back to PETER NAPOLIELLO and his promo team at EMI for the nice week on Blessid Union Of Souls "Let Me Be The One." With the great buzz on this record, and the run away success of the SELENA project, somebody should call 911, because EMI is on fire!

Ditto that back slap to RICK BISCEGLIA, BRUCE SHOEN and the fine promo team at ARISTA for the phenomenal week on "Back for Good" from Take That!

Congratulations to ELEKTRA/EEG Sr. VP/Promotion GREG THOMPSON and his super staff for keeping the Rembrandts "I'll Be There for You," at the top of the charts!

Pop open the humidor and bust out the sticks for SHANNON HOON, lead singer of Capitol recording group Blind Melon, and his wife LISA CROUSE, on the birth last week of 6-pound, 9-ounce baby girl, NICO BLUE HOON. In case you're wondering, Blind Melon's new album, entitled "SOUP," is set for an August 15th release.

(FACTUAL DAMN JOBS:

With the departure of COREY DEITZ and JAY HAMILTON, Q94 (WRVQ)/Richmond is looking for a morning show. In its own words (from a press release), the station is holding what is calls "the largest casting call in the history of Richmond." If you've got the goods, and can say "ARTHUR ASHE" five times fast, send O.M. LISA McKAY your stuff. The address is: WRVQ, P.O. Box 1394, Richmond, VA 23211.

You can work in our nation's capitol! WPGC is looking for an assistant production director. See page 32 and the RRRREAZAR will fill you in!

100.7 MIX-FM (WMGI)/Terre Haute, IN is looking for an afternoon air talent. The station is promotionally active, so you'll need to be. If you're entertaining, topical and local, can do great phones and production, and love basketball, get your T&R to Program Director BEAU RICHARDS at: 824 S. 3rd St., Terre Haute, In 47804. EOE and no calls please.

DID YOU KNOW?:

A just-completed study of national music tastes completed by Coleman Research shows Classical and Motown (defined as a music category) as the musical sounds American's most-enjoy. The study, conducted in the top 50 media markets, indicated that 17% of all 12-54 year old listeners claim to

have a strong appreciation for both Classical music and Motown. In addition, the study shows that so-called Grunge Rock is extremely popular, with 14% of those surveys claiming a strong affinity for the sound. In comparison, the survey indicates that such musical styles (hard to say how they were defined) as Country, AOR and AC scored considerably less in listener appreciation, with scores of 9%, 8% and 13% respectively.

CORRECTION:

Last week, in our interview with KZFM PD, CHARLIE MAXX, we left out quite a few names when making reference to the growing group of women programming Top40 and Rhythm /Crossover stations. For the record, and in no particular order, we'll tip our hat now to: MICHELLE STEVENS at WPST/Trenton, LISA McKay at WRVQ/Richmond, SUE O'NEIL at WKSE/Buffalo, MICHELLE MERCER at POWER106/L.A., LISA VASQUEZ at Z90/San Diego, MICHELLE SANTOSUOSSO at KMEL/S.F., RUBY CHEEKS at WRQK in CANTON, CARLY RUSH at KHIT/Tulsa, the just-departed MARTHA STEEL of KTRS is Casper, and of course CHARLIE. While you read the names, we'll stand in the corner for a few minutes.

All of us at HITMAKERS offer our heartfelt Condolences to Columbia Records President Don Ienner, and his brothers Jimmy and Joseph, on the passing of their mother Mary Louise this past Saturday, July 15th. In lieu of flowers, contributions in Mrs. Ienner's memory may be sent to Hospice Care, 461 Atlantic Street, Stamford, CT 06901

Hear it again for
the first time
NEW CLASSIC SOUL



HEAVEN

the debut single

GOING FOR ADDS

JULY 25

STATIONS THAT COULDN'T WAIT:

WPGC	KGGI	& KMEL
Z90	WWKX	
WJJS	WERQ	



Produced and arranged by Jimmy Jam & Terry Lewis for Flyte Tyne Productions, Inc.
Managed by Adil Bayani and Shamsud'Din Sharis at STR-8-HAND Management
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BLESSID UNION OF SOULS

"Let Me Be The One"

The follow-up to the #1 Single, "I Believe"
from their debut album, HOME.

**No. 1
Most Added**

New At:

WKBQ

Q102 36x

Y100

Q106

KKRZ

WXXL

WKSE

KLRZ

WPXY

WFLY

WAPE

WZJM

KQKQ

93Q

WSPK

WYCR

FUN107

WKRZ

WJET

KKRD

CK105

KBFM 25x

G105

**& many,
many more**



KEN BENSON, PD, KKRZ
"Great-sounding record.
Uptempo, poppy and fun!"

JOE LARSON, PD and DANA LUNDON, MD, Z104
"Another smash from these guys.
A terrific follow-up."

management: Mark Liggett
produced by EMOSIA • co-produced by C.P. Roth