

# HITMAKERS<sup>®</sup>

ISSUE 859 \$5.00

September 30, 1994



**COLUMBIA RECORDS**  
Presents The  
**HITMAKERS**  
*Programmer Of The Quarter*

an exclusive interview with

# CAT THOMAS

Program Director, WZYP - Huntsville



# whipped

SECADA

**Major Market Airplay:**

**Y100-22x STAR94-20x B94-10x POWER PIG-13x**  
**WZJM-25x Q99-Add KKRZ-17x WZPL-33x**  
**XL106.7-13x WKSI-12x 95XXX-Add Y107-28x**  
**WGTZ-21x Y97-Add WOVV-31x WAPE-15x & many more...**





# Joshua Kadison



## Picture Postcards From L.A.

**the new single from his GOLD debut album!**





madonna secret

Thank You Radio for Making Madonna "Secret"

The Most-Added Single This Year -

155 Stations Out-Of-The-Box.

Majors Include:

|       |         |      |      |          |
|-------|---------|------|------|----------|
| KKRZ  | KISF    | Q99  | Z100 | PWR 91.9 |
| B97   | KIIS-FM | WNVZ | WPLJ | WHRH     |
| Y100  | STAR94  | WNCI | KUBE | PRO-FM   |
| WIOQ  | PWR96   | KMXV | 92Q  | WAHC     |
| KRBE  | KHKS    | WXKS | Q102 | WEDJ     |
| KS104 | KKFR    | B94  | WZPL | KSEF     |
| WKBQ  | KZHT    | WKSE | Q106 | Z90      |

Produced by Madonna and Dallas Austin  
From the album **BEDTIME STORIES**



Management: Freddy DeMann/DeMann Entertainment  
©1994 Sire Records Company



W H A T O S T H E F R E Q U E N C Y  
K E N N E T H ?

**R.E.M.**

They Couldn't Wait:

Z100 - 65x, HOT102 - 48x, WAHC - 40x, WHYT - 53x,  
Q99 - 53x, WPLY - 22x, WNVZ - 12x, KRBE - 16x,  
B97 - 16x, WZPL - 23x, WKSE - 10x, KISF - 16x,  
WKBQ - 16x, WZJM - 26x, And More...



**"What's The Frequency, Kenneth"** the premiere single from **MONSTER**



Exclusive 31x

Produced by Scott Litt and R.E.M.  
©1994 R.E.M./Athens, Ltd.

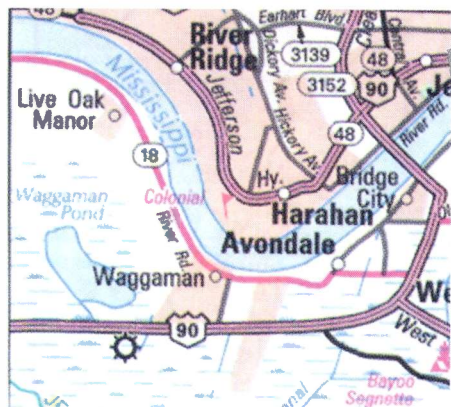
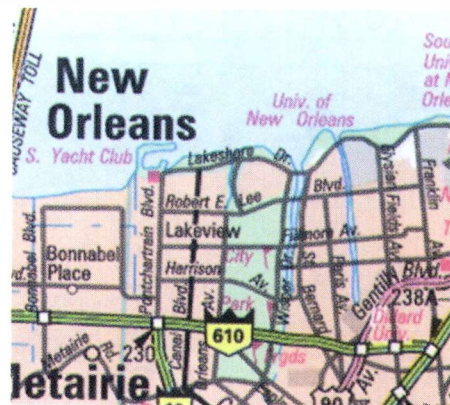
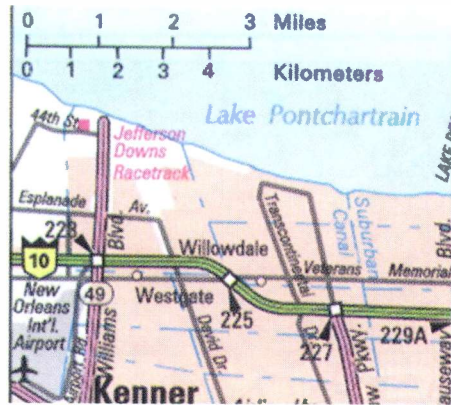


Appearing On  
Saturday Night Live Nov. 12th



# Whisper Your Name

*Harry Connick, Jr.*



**Over 500 HOT 100 Spins**  
**Reaching over 5.5 Million listeners in:**

|           |            |           |
|-----------|------------|-----------|
| NYC       | St. Louis  | Norfolk   |
| Boston    | Tampa      | Columbus  |
| Chicago   | Cincinnati | Charlotte |
| Detroit   | Portland   | Rochester |
| San Diego | Milwaukee  | Memphis   |

"After our first week of callout, even though it's still 37% unfamiliar with women 18-44, it's our 2nd best-testing record with a 3.91 on a 5 point scale. I've never seen a record which is so new come back so strong. It's really unprecedented!"

*Smokey Rivers/KYKY/St. Louis*

"This artist & record are totally hip. No matter whether it's next to Melissa Etheridge or Ace Of Base, it completes the mix. Audience reaction in both requests and sales proves you can't go wrong with Harry."

*Tom Gjerdrum/STAR100.7/San Diego*



1st week Top40 Radio support 25+ new stations

Produced by Tracey Freeman.  
 Management: Wilkins Management, Inc.

COLUMBIA  
"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada © 1994 Sony Music Entertainment Inc.



# The **INSIDE PAGE**

## HITMAKERS NAMES CYNTHIA JOHNSON TO HEAD PUBLICATION'S "ALTERNATIVE WORLD"



Cynthia Johnson

HITMAKERS Magazine President Bob Greenberg has named Cynthia Johnson to the post where she will oversee the entire Alternative Top40 department of the magazine. Cynthia was the former Music/Research Director for Pollack Media Group, Assistant PD at PIRATE Radio, as well as Regional Promo Manager for Hollywood Records. Greenberg commented: "Cynthia brings a high level of credibility to the department at a time when Alternative music is playing such an important role in today's marketplace." Cynthia has appointed Lisa McCarthy as her assistant. Lisa has been with the magazine for the past six months. Publisher Barry Fiedel added: "Cynthia is a great addition to our hard-working staff."

### **LABEL OF THE WEEK**

**BAUMGARTNER, BLAIR, WALK, KEIL, LEIPSNER**, and company are on a BIG roll. **COLUMBIA Records** is closing the **TOAD THE WET SPROCKET** single fast. A year ago...who would have ever thought that this group would now be a core artist for Top40 radio? **INI KAMOZE** (Call Blair, he'll explain it to you) is crossing to Mainstream radio as we speak, and programmers are raving to us about it. Major commitment from the entire staff on the **HARRY CONNICK, JR.** which this publication is crusading.

### **MAINSTREAM TOP40**

**FORMAT HOT TIP: JOSH KADISON** Picture Postcards From LA (EMI)

**MADONNA** Secret (Warner Bros) was not only the Most Added record in America this week, it was also Most Disc-overed • **LUCAS**: (Big Beat/Atlantic) HUGE...Video: Incredible! • **AALIYAH** (Jive) - Another BIG week! • **YOUSSOU N'DOUR** 7 Seconds (CHAOS) has built up an impressive story and is now recognized as a real HIT! • Great female product available now: **The JULIANNA HATFIELD THREE** (RCA), **SASS JORDAN** (Impact/MCA), **TONI BRAXTON** (Arista), **FOR REAL** (Perspective/A&M), **JAKI GRAHAM** (Critique), **GLORIA ESTEFAN** Uptempo and familiar (Epic) • **R.E.M.** What's The Frequency, Kenneth? (Warner Bros) is officially out this week and everybody's already jumped on it! • **cranberries** Zombie (Island) A very strong record. Look for major action out of the box. • **ROLLING STONES** Out Of Tears (Virgin) Big tour and radio tells us this is the cut they wanted. • **ERIC CLAPTON** Motherless Child (Reprise) **RICH FITZGERALD** has another multi-platinum album on his hands with this GREAT song!

### **STREET/CROSSOVER**

**FORMAT HOT TIP: JANET JACKSON** You Want This (Virgin)

For the second straight week **INI KAMOZE's** Here Comes The Hotstepper (Columbia) is the #1 Most Disc-overed. This is one that everyone needs to check out, if you haven't yet. • **BONE THUGS N HARMONY** Thuggish, Ruggish, Bone (Relativity) continues to blow up with huge sales and requests building. • **FU-SCHNICKENS** Break Down (Jive) coming out soon...keep your eyes and ears open for this one. • **PARIS** Guerilla Funk (Priority) is very uptempo with a catchy hook...this is one to watch.

### **ALTERNATIVE WORLD**

**FORMAT HOT TIP: dada** All I Am (I.R.S.) • Some stand-out tracks to cross over to Top40 all come from soundtracks: **SOUL ASYLUM** Can't Even Tell (Chaos) from the *Clerks* original soundtrack - a great, anthemic song that gets even better the more you hear it. Another hot release comes from *Melrose Place*. Check out **AIMEE MANN's** That's Just What You Are (Giant)...the single and soundtrack should be huge! Lastly, **URGE OVERKILL** Girl, You'll Be a Woman Soon (MCA) from the *Pulp Fiction OST* - the Neil Diamond classic done with a '90s point of view.

## **BREAKING NEWS**

- **The SECRET Is Out...MADONNA Blows Top40 Radio Away!**
- **HALE MILGRIM To Head Four Labels Simultaneously!**
- **DON IENNER To Receive "Field Of Dreams" Lifetime Achievement Award!**

**THIS WEEK: Captain Planet, (a.k.a. MARK DRISCOLL) begins his new series: BRIEFS FROM THE WAR ROOM**





SPIN THE BOTTLE

JULIANA HATFIELD

# wanna play "spin the bottle"? Juliana Hatfield

FROM THE RCA RECORDS LABEL ORIGINAL MOTION PICTURE  
SOUNDTRACK "REALITY BITES" 66364-2/4

### HOT ADDS:

|                |              |                |
|----------------|--------------|----------------|
| <b>WXKS</b>    | <b>KJ103</b> | <b>PRO-FM</b>  |
| <b>KC101</b>   | <b>WAHC</b>  | <b>WTIC-FM</b> |
| <b>PWR-PIG</b> | <b>WLUM</b>  | <b>WGTZ</b>    |
| <b>WOVV</b>    | <b>KKFR</b>  | <b>Q99</b>     |

### RED HOT REQUESTS ALREADY:

**WKBQ WPST**

WTWR, WAYV, WXSX, KBIU, WDDJ, WFHN,  
WRFY, WYCR, WKSI, WBBO, K106, KZII, KHTT,  
WGRD, KQCR, KLYV



SOUNDTRACK EXECUTIVE PRODUCER: RON FAIR  
SOUNDTRACK CO. EXECUTIVE PRODUCERS: ELYN KACHTMAN, BEN STILLER & STEVE SIEG  
MUSIC SUPERVISOR: KARYN RICHMAN  
EXECUTIVE IN CHARGE OF MUSIC FOR UNIVERSAL PICTURES: BURT BERMAN



THE RCA RECORDS LABEL



© 1997 RCA Records Label



# HITMAKERS®

## Conference Calls Picks

ALL PICKS ARE LISTED IN ALABETICAL ORDER

### MAINSTREAM

### ALTERNATIVE WORLD

**4 P.M. - "Sukiyaki" (NEXT PLATEAU/ISLAND)**  
**AALIYAH - "At Your Best" (JIVE)**  
**TONI BRAXTON - "How Many Ways" (ARISTA)**  
**ERIC CLAPTON - "Motherless Child" (REPRISE)**  
**the JULIANA HATFIELD three - "Spin The..." (RCA)**  
**INI KAMOZE - "Here Comes..." (COLUMBIA)**  
**JANET JACKSON - "You Want This" (VIRGIN)**  
**SASS JORDAN - "Sun's Gonna Rise" (IMPACT/MCA)**  
**JOSHUA KADISON - "Picture Postcards..." (EMI)**  
**MADONNA - "Secret" (MAV./SIRE/WB)**  
**R.E.M. - "What's The..." (WB)**  
**ROLLING STONES - "Out Of Tears" (VIRGIN)**  
**TOAD THE WET SPROCKET - "Something's Always..." (COLUMBIA)**

**Calls Did Not Take Place This Week!**

### STREET SHEET

### MIX SHOWS

**20 FINGERS - "Short Short Man" (ID)**  
**BONE - "Thuggish, Ruggish..." (RELATIVITY)**  
**DIGABLE PLANETS - "9th Wonder" (PENDULUM/EMI)**  
**JADE - "Every Day Of The Week" (GIANT)**  
**JANET JACKSON - "You Want This" (VIRGIN)**  
**INI KAMOZE - "Here Comes..." (COLUMBIA)**  
**MADONNA - "Secret" (MAV./SIRE/WB)**  
**MIRANDA - "Round & Round" (SUNSHINE)**  
**PARIS - "Guerilla Funk" (PRIORITY)**  
**RAPPIN 4-TAY - "Playaz Club" (EMI)**

**20 FINGERS - "Short Short Man" (ID)**  
**DRU DOWN - "Mack Of The Year" (RELATIVITY)**  
**FU-SCHNICKENS - "Breakdown" (JIVE)**  
**INI KAMOZE - "Here Comes..." (COLUMBIA)**  
**LIL SUZY - "Promise Me" (METROPOLITAN)**  
**MIRANDA - "Round & Round" (SUNSHINE)**  
**NICOLE - "Runnin' Away" (AVENUE)**  
**PARIS - "Guerilla Funk" (PRIORITY)**  
**SABELLE - "Where Did The..." (TOMMY BOY)**  
**CRYSTAL WATERS - "What I Need" (MERCURY)**



# KARYN WHITE

"Hungah"

Monitor Rhythm Crossover Chart #30\*

More Than 800 Top40 BDS Detections • More Than 6 Million Listeners  
 More Than 2400 Total BDS Detections • More Than 24 Million Listeners



|                     |     |      |     |         |     |
|---------------------|-----|------|-----|---------|-----|
| <u>Spinning At:</u> |     | KKRZ | 34x | Q106    | 14x |
| WFLY                | 21x | KZHT | 29x | Z90     | 42x |
| KIX106              | 35x | Q99  | 29x | WGTZ    | 8x  |
| WPGC                | 5x  | KMEL | 11x | WHHH    | 34x |
| 92Q                 | 17x | KSFM | 9x  | PWR PIG | 6x  |



## JESUS & MARY CHAIN "SOMETIMES. ALWAYS"



|                 |  |      |  |                     |      |          |     |
|-----------------|--|------|--|---------------------|------|----------|-----|
| <u>New Adds</u> |  | KWNZ |  | <u>Spinning At:</u> | WKSE | 23x      |     |
| <u>Include:</u> |  | K106 |  | KROQ                | 16x  | B97      | 23x |
| WKBQ            |  | WDDJ |  | 99X                 | 15x  | HOT102   | 50x |
| WNVZ            |  | WTWR |  | WENZ                | 22x  | and more |     |
| WKSE            |  | WBNQ |  | WNVZ                | 6x   |          |     |
| Q99             |  | OK95 |  |                     |      |          |     |
| KHTT            |  | KZII |  |                     |      |          |     |



## JOAN JETT & The Blackhearts "As I Am"



|                     |      |      |      |      |      |      |      |          |    |
|---------------------|------|------|------|------|------|------|------|----------|----|
| <u>Spinning At:</u> | WFLY | 19x  | WIFC | 9x   | WHTO | 10x  | WKSI | 8x       |    |
| Q99                 | 11x  | WAAL | 15x  | KQIZ | 6x   | WQGN | 7x   | KQID     | 8x |
| K106                | 24x  | WNNK | 13x  | KZIO | 10x  | K92  | 7x   | and more |    |
| Y102                | 16x  | KTMT | 23x  | WKFR | 7x   | WBBO | 7x   |          |    |

## PRETENDERS "I'll Stand By You"

13\* Monitor Mainstream Chart • Top 30 AC Everywhere  
 More Than 1900 Top40 BDS Detections • More Than 14 Million Listeners  
 More Than 2400 Total BDS Detections • More Than 20 Million Listeners



New Adds  
This Week  
Include:  
 Q102  
 KKRZ  
 Y100  
 PRO-FM  
 KRQ

|                     |      |      |         |          |     |
|---------------------|------|------|---------|----------|-----|
| <u>Major Market</u> | WAHC | 35x  | WNVZ    | 17x      |     |
| <u>Rotation At:</u> | WZPL | 20x  | WTIC-FM | 19x      |     |
| WEDJ                | 72x  | WDJX | 22x     | WFLY     | 37x |
| STAR94              | 32x  | WPLY | 37x     | WXKS     | 15x |
| XL106.7             | 33x  | WKSE | 41x     | HOT97    | 18x |
| HOT102              | 24x  | B97  | 39x     | and more |     |
| KDWB                | 36x  | KKFR | 15x     |          |     |
| WKBQ                | 21x  | Q106 | 27x     |          |     |
| WZJM                | 41x  | KKRZ | 11x     |          |     |



DAN BOWEN,  
WNCI  
 "Already researching with 25-34 women. Looks like this one has staying power."



RECORDS

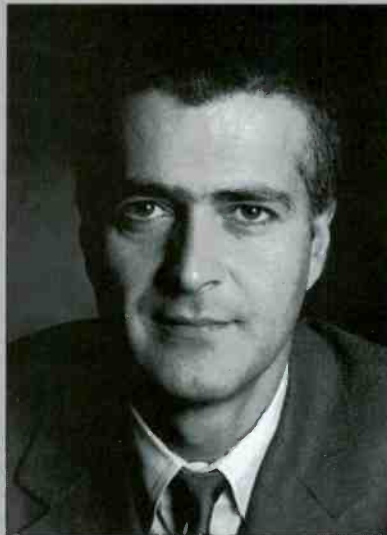


# HITMAKERS Faces & Places

## ISLAND Records Promotes Four To Sr. VP



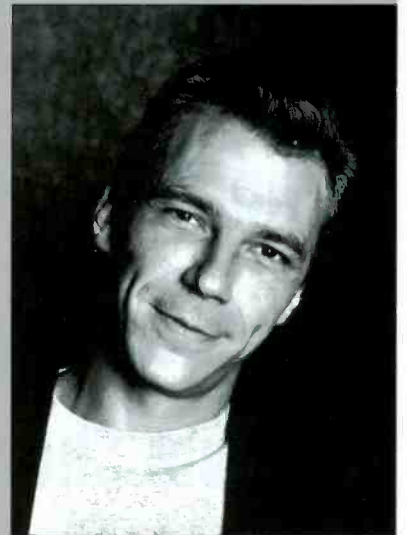
Sky Daniels



Hooman Majd



Gerry Kopecky



Matt Stringer

With Island Records in the midst of another spectacular sales year, label President John Barbis announced the promotion of four of the company's officers to the level of Senior Vice President.

Mr. Barbis announced that **Hooman Majd**, **Sky Daniels**, **Gerry Kopecky** and **Matt Stringer** will top his new executive team. Mr. Majd has been named Senior Vice President of the Label; Sky Daniels has been named Senior Vice President, Promotion; Gerry Kopecky has been named Senior Vice President, Sales and Field Marketing; and Matt Stringer, who had been Senior Vice President of Marketing for the label prior to Island's recent structural change, will remain the senior executive in the marketing area.

"I feel very fortunate to have been able to assemble such a talented team of leaders," commented Barbis upon making the appointments. "With these executives in place, I feel confident that Island can continue to grow to reach new creative heights."

The new appointments come on the heels of a major restructuring move made by PolyGram's President and CEO, Alain Levy and Island Founder and Chairman, Chris Blackwell earlier this summer. Under the new configuration, Island resumed its autonomous status, distributing Def Jam, London, Next Plateau and Gee Street projects in addition to its own. The team staffing the new entity comes mostly from existing personnel from Island and the now dismantled PolyGram Label Group, the company which performed sales, promotion, marketing and publicity duties for a number of PolyGram labels including Island.

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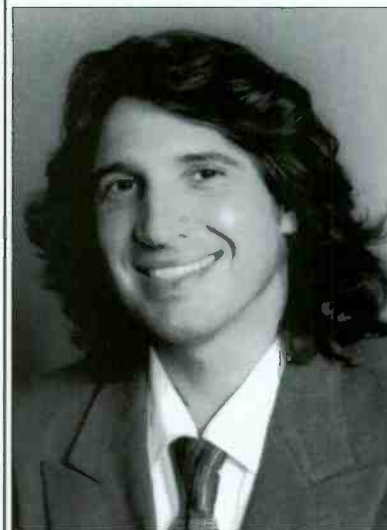
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### Napoliello Appointed VP/Promotion, EMI Records



Peter Napoliello

Peter Napoliello will assume the position of Vice President, Promotion, for EMI Records (EMI, Chrysalis, SBK), it was announced by Ken Lane, Sr. VP of Promotion for the company.

In this position, Napoliello will be based in New York and will report directly to Lane. He will be responsible for devising strategies and campaigns for each of the label's releases, and coordinating with the field staff to ensure continued success in all radio formats.

"We wanted someone in this position who was talented, hard-working and enthusiastic, with a great sense of the music," remarked Lane. "Peter fits the bill perfectly. He is the kind of executive who gives his artists 120 percent, and then systematically, consistently, gets their music played. I have every confidence he will have a very positive impact on our success in all radio formats."

"I saw a great opportunity to be a part of the exciting, musically-driven change at EMI," said Napoliello. "The chance to work with Davitt Sigerson, Ken Lane as well as the diverse artist roster was extremely enticing to me. It feels great to be a part of a winning team and I look forward to playing a role in the success EMI is destined to have."



# CRITIQUE IS HOT!

## **JAKI GRAHAM** "Ain't Nobody"

### NEW ADDS

KZHT/Salt Lake, WFLY/Albany,  
KLUC/Las Vegas, KQMQ/Honolulu,  
B95/Fresno, BOSS97/Atlantic City,  
WAOA/Melbourne, Florida

WXKS-45 Spins, B96-31 Spins,  
XL106.7-25 Spins, PRO-FM-40 Spins,  
WZPL-25 Spins, KMxz-48 Spins

*"Callout research very strong and growing with women  
18-34. A power rotation record for us."*

**Tony Mascaro/PRO-FM**

*"What a great remake. Chaka herself should be proud.  
Across-the-board phones. A great addition to any playlist."*

**Damon Cox/MD/WAPE**



## **2 Unlimited**

*"Get Ready For This"*



### EXPLODING AT:

KIIS/Los Angeles #8 - 43 Spins

KHKS/Dallas #4 - 72 Spins

KMXV/Kansas City #14 - 36 Spins

KS104/ Denver #10 - 37 Spins

WEDJ/Charlotte 15 Spins

G105/Raleigh 13 Spins

WKSS/Hartford 9 Spins

**Album Sales 387,000!!**

**Check Your Mail Today...  
The Time Is NOW For 2 Unlimited**

**Critique**  




# BON JOVI

## "Always"

- R&R Pop Chart Debut #21\*
- SoundScan Single Debut #36\*
- Over 1400 BDS Spins and Growing Daily
- Monitor Mainstream Chart Debut #30\*

• On Over 140 Top40 Stations  
With 20 New Adds This  
Week Including:  
**KUBE, KDWB, WAHC,  
WZJM, and more!**



### NEW ADDS INCLUDE:

**WRVQ  
WVKS  
WZOK  
WSNX  
KQCR  
and more**



# CRYSTAL WATERS

## "100% Pure Love"

  
SoundScan  
Single Sales  
#16

**On Over 130 Top40 Stations • Over 2700 Top40 BDS Spins**

**MONITOR MAINSTREAM CHART 13-11\*  
MONITOR RHYTHM CROSSOVER CHART 13-10\***

**R&R CHR Chart 10-9\*  
R&R POP Chart 13-11\***

- SoundScan Single Debut #59\*
- R&R Rhythmic Chart #35
- Monitor Rhythm Crossover  
Chart Debut #33\*



# BMU

## "U WILL KNOW"

**On Over 30 Stations With 8  
New Adds This Week Including:  
HOT97.7, WGTZ, WJMH, and More**

**EXPLODING  
At Urban Radio &  
Crossing To Top40 Now!**

# LAUREN CHRISTY

## "Color Of The Night"

**Crossing Over From AC • Airplay Growing - On Over 40 Top40 Stations**

**BDS Hot AC Chart 24\* • R&R AC Chart 8\***

**ROTATIONS GROWING AT: WZPL WNCI Z104 KJ103 And More**

### NEW AT:

**KIX106,  
KWIN,  
WJJS,  
HOT105**

### EXPLODING AT:

|              |            |             |            |
|--------------|------------|-------------|------------|
| <b>WPGC</b>  | <b>37x</b> | <b>WJMH</b> | <b>19x</b> |
| <b>92Q</b>   | <b>33x</b> | <b>WIOQ</b> | <b>13x</b> |
| <b>HOT97</b> | <b>34x</b> | <b>KZHT</b> | <b>27x</b> |

# ILL AL SKRATCH

"I'll Take Her"



**ONE OF THE MOST ADDED RHYTHMIC  
CHART DEBUT #40\* R&R RHYTHMIC CHART**



# HITMAKERS

## MAINSTREAM TOP40 DISCOVERY CLUB

1. MADONNA "Secret" (MAV./SIRE/WB)
2. ERIC CLAPTON "Motherless Child" (REPRISE)
3. LUCAS "Lucas With The Lid..." (BIG BEAT/ATL. GRP.)
4. the JULIANA HATFIELD three "Spin The..." (RCA)
5. BON JOVI "Always" (MERCURY)
6. SASS JORDAN "Sun's Gonna Rise" (IMPACT/MCA)
7. R.E.M. "What's The Frequency..." (WARNER BROS.)
8. TONI BRAXTON "How Many..." (LaFACE/ARISTA)
9. GIN BLOSSOMS "Allison Road" (A&M)
10. HOOTIE & THE BLOWFISH "Hold My..." (ATLANTIC)
11. JESUS & MARY CHAIN... "Some..." (AMERICAN/WB)
12. AALIYAH "At Your Best" (BLACKGROUND/JIVE)
13. COLLECTIVE SOUL "Breathe" (ATLANTIC)
14. CRACKER "Eurotrash Girl" (VIRGIN)
15. HARRY CONNICK, JR. "(I Could Only)..." (COLUMBIA)

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

ERIC CLAPTON *Motherless Child* (REPRISE) - A very Mainstream-friendly song coming off of his last big hits.

MADONNA *Secret* (MAVERICK/SIRE/WARNER BROS.) - Mass appeal Mainstream. It works!

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

WET WET WET *Love Is All Around* (ISLAND) - First week in callout goes to #2. Huge phones, huge

sales. This record is a hit.

FOUR SEASONS *December 1963 (Oh What A Night)* (CURB) - After over 1,000 spins the record still refuses to pick up burn. Still #1 in callout.

**JOHN IVEY, PD, 98PXY, Rochester**

MADONNA *Secret* (MAVERICK/SIRE/WARNER BROS.) - Smash!

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

ERIC CLAPTON *Motherless Child* (REPRISE) - The album already #2 sales after less than one week...Thanks to his last album, females are now relating to Clapton, no matter what he does.

SASS JORDAN *Sun's Gonna Rise* (IMPACT/MCA) - A smash. Sass goes Mainstream.

BON JOVI *Always* (MERCURY) - Exploding here...Top 5 phones and Top 20 sales after only a few days of airplay...



# COLUMBIA RECORDS

*Presents The*

## HITMAKERS PROGRAMMER OF THE QUARTER!

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

### COLUMBIA CRUSADES

#### THE FINEST OF FALL

##### **HARRY CONNICK, JR.**

"(I Could Only) Whisper Your Name"

WKTI/Milwaukee whispers: "One of our best performing songs." STAR100.7/San Diego: "Audience reaction in both requests & sales proves you can't go wrong with Harry." Tune in to your audience. National Album Sales 750,000; 25,000 this week alone!

##### **INI KAMOZE**

"Here Comes The Hotstepper"

The Street is speaking...National singles sales chart 52-29; 25,000 singles in two weeks. Top40/Rhythm Crossover Chart: 34-21\* Airpower, Mainstream Airplay: Z100, KISS108, KRBE, KKFR, FUN107

##### **BARRIO BOYZZ**

"Try A Little Tenderness"

From the Columbia Picture's film: "I Like It Like That," opening October 14. Listen to your Fall Book power song. October 11

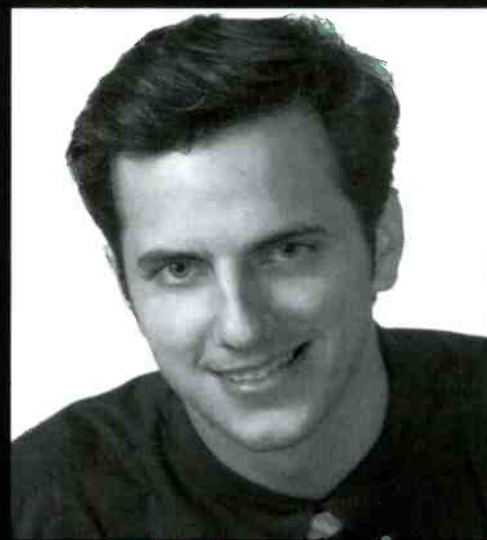
##### **STEVE PERRY THEATRE TOUR.**

October - December '94. Steve will be performing new songs from his new album, "For The Love Of Strange Medicine," as well as Journey/Perry classics in small intimate theatres. The first three dates went on sale and sold out. Contact your Columbia Promotion Manager for details.

|         |    |                                  |
|---------|----|----------------------------------|
| October | 21 | Milwaukee: Riverside             |
| October | 22 | Minneapolis: Northrop Auditorium |
| October | 24 | Kansas City: Midland Theater     |
| October | 25 | St. Louis: Fox Theater           |
| October | 28 | Cincinnati: Music Hall           |
| October | 29 | Cleveland: Music Hall            |
| October | 30 | Chicago: Arie Crown              |

**The Next Single "Missing You" Ships October 15th.  
Starting at Y100/Miami**

## TOM



## POLEMAN

PD, KRBE/Houston

### CONGRATULATIONS

From Your Friends at

**COLUMBIA**  
Records  
and **HITMAKERS**  
Magazine!

#### **NOMINEES FOR ISSUE 860**

VOTE FOR YOUR CHOICE

1. CADILLAC JACK (PD, WJMN/Boston)
2. PETE DYLAN (PD, WAHC/Columbus)
3. MICHAEL MORGAN (PD, WFLY/Albany)

Call Your HITMAKERS Account Executive  
(818) 887-3440



# Top40 Disc-overery Club

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - It's Madonna and she says she's not gonna have sex with anyone. Just when I thought I was getting close to getting a shot.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Not typically commercial sounding, but it's Eric. What a great album.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Blowing out the phones for us.

**SHERYL CROW** *All I Wanna Do* (A&M) - Burning up the phones.

## **CHRIS TAYLOR, PD, K92, Roanoke**

**JAMIE WALTERS** *Hold On* (ATLANTIC) - Why don't you say this record will do a lot better than *The Heights* TV show.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - He's a cool skat cat man. I'm talking jive.

## **STEVE WILSON, APD/MD, KCIO1, New Haven**

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Great multi-format record...Sounds like the old Derek And The Dominoes days. Sales debuted at #2 here.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Smash and a half.

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - I've decided to name my next child Skip Bishop Jr., regardless of the sex...How many more hits could they possibly squeeze from this fine album???

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Popped it in this week and the phones lit up like a Christmas Tree.

**YOUSSOU N'DOUR & NENEH CHERRY** *7 Seconds* (CHAOS) - Top five phones...What are you waiting for?

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Top 10 reasons you should add this song...Ask David Letterman.

**GIN BLOSSOMS** *Allison Road* (A&M) - Quality band...The CD is awesome.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Alternative hip hop, why not...An attention-grabber.

## **JOHN RAMSEY, PD, KCLD, St. Cloud**

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - Smash. Females written all over it.

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - Good record.

## **RAD, MD, KDUK, Eugene**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Smash!

**CAUSE & EFFECT** *Alone* (ZOO) - Beautiful record. Should do well.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Nice acoustic blues sound.

## **MARK BOLKE, PD, KDWB, Minneapolis**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - She's re-invented herself again...

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - #1 record no doubt.

**JANET JACKSON** *You Want This* (VIRGIN) - I really like the LP edit.

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - Love this record...Wish I was R. Kelly...

## **MIKE RING, PD/MD, KHHT, Tulsa**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - No question, a #1 hit record.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - This guy's songs will be great even 20 years from now.

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

**STEVIE B.** *Dream About You* (EMPORIA) - Huge! Huge! Huge!

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Duh!

## **JIMI JAMM, MD, KIXY, San Angelo**

**ACE OF BASE** *Living In Danger* (ARISTA) - More of the same, but in Ace Of Base's case not a drawback. Can you say #1?

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - This album will be around until 1997...Great song.

**STEVIE B.** *Dream About You* (EMPORIA) - An absolutely killer ballad that will have across-the-board appeal. Has #1 potential without a doubt.

## **RICK STACY, PD, KKFR, Phoenix**

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - Reminds me of my college days, playing Rose Royce's *Wishing On A Star* late at night alone in my dorm room...

**BOYZ II MEN** *On Bended Knee* (MOTOWN) - Very cool record.

## **JACK OLIVER, PD, KKRD, Wichita**

**4 P.M.** *Sukiyaki* (NEXT PLATEAU/ISLAND) - Gets lots of phone requests.

**BON JOVI** *Always* (MERCURY) - A great Rock ballad.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - A natural!

## **J.J. McKAY, PD/MD, KNIN, Wichita Falls**

**ERIC CLAPTON** *Motherless Child* (REPRISE) - The sales speak for itself.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Sounds strong!

## **JASON DEAN, APD/MD, KQCR, Cedar Rapids**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Duh!

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - It's cool. Expect reaction. Great image record for us.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Great for middays.

## **MICHAEL STEELE, APD/MD, KQKQ, Omaha**

**STEVE PERRY** *Anyway* (COLUMBIA) - Classic Steve Perry sound...Last cut on the album. Check it out.

**MOIST** *Push* (EMI RECORDS) - Push 'play,' and you will find one of the coolest bands out there.

**EVE** *Garden Of Love* (GASOLINE ALLEY/MCA) - Very cool, very adult, very sophisticated. It's getting 64 plays a week in my car.

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

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - I've really been digging this tune lately.

**TOAD THE WET SPROCKET** *Something's Always Wrong* (COLUMBIA) - This record will solidify their hit image at Top40.

**LIVE** *I Alone* (RADIOACTIVE) - Indescribable...A great song and a good follow-up to *Selling The Drama*.

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Another surprise from Madonna...Great song that sounds different from her past stuff.

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

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Getting good phone response after one week on the air.

**COUNTING CROWS** *Rain King* (DGC) - Great follow-up record...Should do as well as *Mr. Jones*.

**ICE CUBE** *Bop Gun* (PRIORITY) - Spun it one time, got huge phones.

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

**ERIC CLAPTON** *Motherless Child* (REPRISE) - A given!

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Automatic!

**BON JOVI** *Always* (MERCURY) - Instant reaction!

**NEXT EXIT** *Somewhere In My Broken Heart* (HEADLINER) - Boyz II Men meets Shai. A #1 song. Huge phones after two weeks of play.

## **CHUCK GEIGER, PD, KWNZ, Reno**

**JESUS & MARY CHAIN** w/Hope Sandoval *Sometimes. Always* (AMERICAN/WARNER BROS.) - The best-sounding Modern Rock/Alternative-leaning song since Human League's *Don't You Want Me*.

**DA BRAT** *For All Y'all* (CHAOS) - Cool song...One of the strongest night rhythm records out there.

**VERUCA SALT** *Seether* (MINTY FRESH) - Z100 is playing it, sounds like one of the coolest Alternative records out there.

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

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - A very hip-sounding female pop record.

**HARRY CONNICK, JR.** *(I Could Only) Whisper Your Name* (COLUMBIA) - Top40 programmers should clue up on the hottest artist, according to females.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Madonna is Madonna...ADD it!

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Her best song in years.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Everyone I have played it for has gone nuts about it.

**KEITA** *Boy You Are The One* (WATCHIT!/ZOO) - This is a nice Pop song.

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

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Ripping up the phones in the Northland.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - It's no secret anymore...A probable #1.

**WEEZER** *Undone (Sweater Song)* (DGC) - I don't get it, but our listeners sure do.

## **MIKE KASPER, PD, KZMG, Boise**

**GIN BLOSSOMS** *Allison Road* (A&M) - Great uptempo Pop song...Play it.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Another hit from a superstar.

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

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - Good mid-tempo song with an edge.

**JESUS & MARY CHAIN** w/Hope Sandoval *Sometimes. Always* (AMERICAN/WARNER BROS.) - The next big Alternative song to cross.

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - Our listeners have been waiting a long time for this, and they are not disappointed.

## **TED EDWARDS, AMD, PRO-FM, Providence**

**BMU** *U Will Know* (MERCURY) - This is a great song with huge younger demo appeal. Did excellent in our test. If you haven't tested it yet, do so soon.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Awesome blues remake...The blues now have huge appeal. Test it out and you might be surprised.

**TOAD THE WET SPROCKET** *Something's Always Wrong* (COLUMBIA) - These guys keep rolling on with great music...Across-the-board appeal.

## **TOM GJERDRUM, PD, STAR100.7, San Diego**

**JANET JACKSON** *You Want This* (VIRGIN) - Very solid...Another hit on the way...I've lost track of how many damn hits are on this record.

**JADE** *Every Day Of The Week* (GIANT) - From the 90210: The College Years soundtrack...Will be large.

## **TONY NOVIA, OM, STAR94, Atlanta**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - With local boy Dallas Austin producing, it ain't no secret that this record will be a hit.



# SALT-N-PEPA

*"None Of Your Business"*

SOUNDCAN SINGLES CHART #19\* • SOUNDCAN ALBUM CHART 62-59\*  
OVER 630 BDS Detections • Album Sales Close To 2.7 Million  
#26 Monitor Rhythm Crossover Chart

## Spinning At:

KMEL-34x, WILD107-16x, B96-7x, WPGC-10x, Z90-12x, WJJX-26x, KISF-18x,  
KZHT-24x, PWR PIG-9x, WZJM-20x, KZFM-16x, WHJX-40x, PWR96-5x, WXKS-17x,  
WHHH-31x, KKXX-11x, WFHN-14x, KMXZ-36x, WKSE-24x, KIX106-32x, WJMN-61x,  
WFLY-13x, KPRR-14x, KKSS-42x, Q105-14x, And Many More...

### NEW AT:

WKSS, WNVZ, KLUC, WPXR



HEAVY  
ROTATION



#10



# 4 P.M. "Sukiyaki"

Monitor Rhythm Crossover Chart 20-16\* • Over 900 BDS Detections

## Spinning At:

WHHH-34x, WZPL-39x, KKXX-25x, KLUC-42x, Y97-32x, Q105-32x, WWCK-15x,  
PWR PIG-16x, KKFR-45x, KGGI-23x, Z90-12x, KPRR-59x, KJ103-12x, KZFM-37x,  
WAPE-19x, KZHT-24x, KIIS-FM-45x, KHKS-32x, KTFM-39x, HOT97.7-77x, WJJX-21x,  
KKSS-44x, KS104-34x, Q99-24x, And Many More...

## Check Out These Great Sales:

Abbey Rd #11\*, Warehouse #19\*, Virgin Mega Store(Costa Mesa) #1\*,  
Tower (Sherman Oaks) 14-9\*, Tower (Sunset) 14-11, Tower (Topanga) 6-6\*,  
Tower (Mesa) 23-11\*, Tower (Tempe) 20-16\* Tower(Westwood) 6-4\*



### NEW AT:

Q106, WKSI, WBIZ, KISR, KKRD, KBFM, WAPE, WZNY, WKFR, WNSL, KZII, KDUK

# Y?N-VEE "Chocolate"

## Spinning At:

PWR106-31x, WJJX-37x, 92Q-10x, WJMN-31x,  
KIX106-15x, KMEL-23x, Y97-12x, Q105-16x, And More...

OVER

200 BDS DETECTIONS

### NEW AT:

HOT97.7, KKSS





**WHEN YOU PLAY IT,  
THEY WILL LISTEN.**

*a ballad straight  
from the heart of*

**gerald**  
*levert*

**+ Great Sales!**

|                   |                 |               |                      |
|-------------------|-----------------|---------------|----------------------|
| New York #44      | Los Angeles #49 | Chicago #21   | Philadelphia #21     |
| San Francisco #25 | Boston #31      | Detroit #15   | Washington, D.C. #12 |
| Houston #19       | Atlanta #11     | Baltimore #10 | Richmond #11         |

**New Adds: WBBO, WNSL, WKFR, WSSH**  
**THE AUDIENCE IS LISTENING.**

*"i'd give anything"*

**What Makes A Hit? Great Callout!**

**Buddy Scott/B94**

*"#3 overall. 18 to 24 female #6. 25 to 34 #3.  
Great female callout! 100% pure smash! I mean,  
why else would I play a record 60 times a week!"*

**WXKS/Boston**

*"Power Rotation 10 AM through 6 PM.  
#6 out of 40 with 29-32 females. #14 out of 40  
with 21 to 31 females."*

**WPGC/Washington, D.C.**

*White females 18 to 24, 100% positive/familiar.  
Black females 18 to 24, 100% positive/familiar,  
60% favorite."*

*from his new album "Groove On"*

*Produced by David Foster for Chartmaker, Inc.  
Management & Direction: Trevel Production Company Inc.*





# ELTON JOHN

**VH1 Greatest Hits #5 Most Played**  
**From The 6 Times Platinum Soundtrack**

*Spinning At:*

WFME-56x KKRZ-54x STAR94-42x KZZU-40x  
Q106-38x WHOT-34x WVKS-30x  
WNNK-29x B94-29x KKMGG-29x Y107-29x  
Y100-26x WABB-26x KDWB-24x WWST-24x  
KSTW-23x WZNY-23x KBFM-22x WTIC-FM-22x  
WVSR-21x WHHY-21x WWCK-22x WTWR-22x  
WIXX-21x KHTY-20x

## Circle of Life



**The Current Single**

From The Original Motion Picture Soundtrack  
Of Walt Disney Pictures

### THE LION KING



Produced by Chris Thomas.  
Elton John appears courtesy of MCA Records. Photo by Rich Tangen of  
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Jollywood Records, 500 S. Buena Vista St., Burbank, CA 91505. Distributed by EMI Entertainment  
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# Top40 Disc-overery Club

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Without a doubt one of her best songs in years. Wow! Wow! Wow! What a song!!

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - This is a talented lady. Give this one a listen today.

**CRACKER** *Eurotrash Girl* (VIRGIN) - These guys crank in concert and this is a real crowd pleaser for sure.

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

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - Put this on your frequency and watch the phones light up.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Smash! Smash! Smash!

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - This is a real cool record.

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

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - Don't let your Urban counterpart beat you over the head with this record. A classic remake.

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - Superstar power for the fall book.

**BMU** *U Will Know* (MERCURY) - 14 platinum cuts. How can you deny it?

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

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Clapton is still God!

**CRACKER** *Eurotrash Girl* (VIRGIN) - After the enormous success we had with *Get Off This*, *Eurotrash Girl* should follow in the same footsteps.

**COLLECTIVE SOUL** *Breathe* (ATLANTIC) - *Shine* was a surprise hit for a lot of people. If it was for you, this one should be a natural.

## **DUSTY HAYES, PD/MD, WABB, Mobile**

**CRACKER** *Eurotrash Girl* (VIRGIN) - Great sing-along hook could take this one to Mainstream.

**ANDRU DONALDS** *Mishale* (CAPITOL) - Mass appeal Reggae Pop.

**YOUSSOU N'DOUR & NENEH CHERRY** *7 Seconds* (CHAOS) - I've always liked this record, and the new edit gets to that huge hook even quicker.

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Very different for her, not what I expected, but still a hit.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Sounds like classic Clapton.

**SEAL** *New Born Friend* (SIRE/WARNER BROS.) - Even better than *Prayer For The Dying*, which was a big record for us.

**JESUS & MARY CHAIN** w/Hope Sandoval *Sometimes, Always* (AMERICAN/WARNER BROS.) - If people would give it a shot it would work.

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

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - What a catchy tune. Sits right up there with Melissa Etheridge.

**FOUR SEASONS** *December 1963 (Oh What A Night)* (CURB) - Females were beating us up for this record, so we added it...Now they're happy. Definitely familiar.

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - What a great remake. Chaka herself should be proud. Across-the-board phones. A great addition to any playlist.

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

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Opened it up to round-the-clock rotation...Lucas has his lid off in every daypart now.

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - No-brainer.

**BON JOVI** *Always* (MERCURY) - See R.E.M.

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - A hit is a hit is a hit.

**WEEZER** *Undone (Sweater Song)* (DGC) - Get hip, play Weezer.

**TOM JONES** *If I Only Knew* (INTERSCOPE) - If I only knew Tom Jones was gonna have a hit in 1994. Is this Tom Jones or is it James Brown in disguise?

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - A different sound from her, but that's a good thing.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - An artist with great momentum comes out with another great track.

**HARRY CONNICK, JR.** *(I Could Only) Whisper Your Name* (COLUMBIA) - Has the flavor of a strong Billy Joel track...Keep an eye on this one.

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - A no-brainer with a different acoustic feel.

**TOAD THE WET SPROCKET** *Something's Always Wrong* (COLUMBIA) - A standout Alternative smash!

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - How many reasons do you need not to add this.

**BON JOVI** *Always* (MERCURY) - 100% a #1 total smash!

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Picks up where *I'll Remember* left off...A hit!

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Can't go wrong with Clapton in central Illinois.

**DANIELLE BRISEBOIS** *Arrive All Over You* (EPIC) - Great new album from an up-and-coming star...Check it out.

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

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Open up your dayparts on this.

## **LAURA ROBINSON, PD, WDJB, Fort Wayne**

**TOM JONES** *What Do I Have To Do* (INTERSCOPE) - A nice surprise...Hip!

**COWBOY JUNKIES** *Sweet Jane* (INTERSCOPE) - Off the *Natural Born Killers* soundtrack. Good taste of the movie...Nice way to release an old song.

**NIRVANA** *About A Girl* (GEFFEN) - From MTV Unplugged. It will do well.

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Every time I think I am over the Madonna thing she comes up with another song to change my mind.

## **MARK DRISCOLL, VP/Programming, WEDJ, Charlotte**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - She can still sing without a problem. Looks like it will go to the top.

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - Will rip right through the charts. Has all the elements that fit most Top40 formats.

## **STELLA MARS, MD, WERZ, Exeter**

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - Another smash.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Hands down, a no-brainer.

**JACKSON BROWNE** *Sky Blue & Black* (ELEKTRA) - Cuts through the clutter with its unique sounds.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Fun, different-sounding record that sounds like a winner from a new group.

## **JIM REITZ, PD, WFHN-FM, New Bedford**

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - With the new mix that's available it will do as

well as Lisa Loeb.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Automatic.

**CAUSE & EFFECT** *Alone* (ZOO) - A unique sound for right now.

## **SHAWN SCOTT, MD, WFLY, Albany**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - A great party song...The big band samples are unique.

**COLLECTIVE SOUL** *Breathe* (ATLANTIC) - Will be bigger than *Shine*.

**BON JOVI** *Always* (MERCURY) - Good female phones already.

## **EDDIE MUNSTER, MD, WFME, Baton Rouge**

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - I wrote this off for dead. The more I listen, the more I like, and everyone I talked to that's playing it says it's working.

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - Has the potential to go the distance.

## **ALEX TEAR, PD, WGRD, Grand Rapids**

**JESUS & MARY CHAIN** w/Hope Sandoval *Sometimes, Always* (AMERICAN/WARNER BROS.) - Gonna catch up with you.

**GIGOLO AUNTS** *Bloom* (RCA) - Great Alternative record that will cross over. Check it out.

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - A home run. Female mid-tempo record. Right place, right time.

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

**GIN BLOSSOMS** *Allison Road* (A&M) - The hits just keep on comin'.

**ROLLING STONES** *Out Of Tears* (VIRGIN) - In time this will rank up with *Angie* and *Wild Horses*. Time will tell if the public realizes it.

## **BILL THOMAS, PD, WHHY, Montgomery**

**ROLLING STONES** *Out Of Tears* (VIRGIN) - Nice to hear them sing a love song. Mick does very well.

**COLLECTIVE SOUL** *Breathe* (ATLANTIC) - Killed the competition on 'Smash Or Trash it.'

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - Top 10 requests at night.

## **JIM KELLY, MD, WJRZ, Monmouth/Ocean**

**PRETENDERS** *I'll Stand By You* (SIRE/WARNER BROS.) - Great record. Play it and watch the phones light up!

**THE TRACTORS** *Baby Likes To Rock It* (ARISTA) - Get on it and let it drive your listeners to the phones to hear it again!

**BON JOVI** *Always* (MERCURY) - It will grow on you, if it hasn't already!

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Out-of-the-box, so it's no secret anymore!

## **CRUZE, PD, WKBQ, St. Louis**

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - We've been playing this as an album cut for several weeks...Consistently #1 18-24 female phones.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - The catchiest record I've heard all year.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Our #1 most-played record for the past two weeks...Can you say 'home run?'

## **KENNY KNIGHT, MD, WKBQ, St. Louis**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - After two days of airplay this tune brought in Top 10 requests from 18-34 females...Monster.

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - We've been on this song for a while and it's still performing great with all demos.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - I think it will be an absolute, hands-down smash!



WXKS  
PRO-FM  
KISF  
KIIS-FM  
KS104  
KKFR  
WZJM  
KDWB  
KHKS  
WAHC  
Q106  
WNVZ  
G105  
WXKB  
WZYP  
WRHT  
KOKZ  
WPXR  
KJ103  
KKMG  
KMCK

These **TOP40 MAINSTREAM** Stations  
Are Now Playing The 8th Most  
Popular Song In The Country. Shouldn't You?



**AALIYAH**

*"At Your Best (You Are Love)"*

From The Platinum LP

*"Age Ain't Nuttin But A Number"*



ACTIVE  
ROTATION





| THIS WEEK                  | LAST WEEK     | TOP 40/MAINSTREAM                  |                      |
|----------------------------|---------------|------------------------------------|----------------------|
|                            |               |                                    | DETECTIONS THIS WEEK |
| 24                         | 26            | RIGHT BESIDE YOU SOPHIE B. HAWKINS | 1415                 |
| ***RESEARCHED ROTATIONS*** |               |                                    |                      |
| STATION                    | CITY          | SPINS                              |                      |
| Y100                       | Miami         | 42x                                |                      |
| XL106.7                    | Orlando       | 52x                                |                      |
| WZPL                       | Indianapolis  | 46x                                |                      |
| STAR94                     | Atlanta       | 27x                                |                      |
| POWER PIG                  | Tampa         | 26x                                |                      |
| KDWB                       | Minneapolis   | 30x                                |                      |
| KQKQ                       | Omaha         | 32x                                |                      |
| KKFR                       | Phoenix       | 36x                                |                      |
| Q106                       | San Diego     | 28x                                |                      |
| WOVV                       | W. Palm Beach | 44x                                |                      |
| WZJM                       | Cleveland     | 24x                                |                      |
| WHHH                       | Indianapolis  | 24x                                |                      |
| PRO-FM                     | Providence    | 28x                                |                      |
| WKTI                       | Milwaukee     | 24x                                |                      |
| B97                        | New Orleans   | 12x                                |                      |
| ***VIDEO*** MTV VH-1       |               |                                    |                      |

| THIS WEEK   | LAST WEEK                 | TOP 40/MAINSTREAM                    |                      |
|---|---------------------------|--------------------------------------|----------------------|
|   |                           |                                      | DETECTIONS THIS WEEK |
| 21  | 34                        | HERE COMES THE HOTSTEPPER INI KAMOZE | 644                  |
| Audience 14 Million<br>***STREETSEEKERS***/AIRPOWER   |                           |                                      |                      |
| STATION   | CITY                      | SPINS                                |                      |
| HOT97   | NY- #3 Most Played        | 49x                                  |                      |
| KBXX  | Houston- #1 Most Played   | 62x                                  |                      |
| WJMN  | Boston                    | 52x                                  |                      |
| WIOQ  | Philly- #2 Most Played    | 61x                                  |                      |
| Z90   | San Diego- #1 Most Played | 50x                                  |                      |
| WWKX  | Providence                | 40x                                  |                      |
| 92Q   | Baltimore                 | 25x                                  |                      |
| CHANNEL X   | Greensboro                | 36x                                  |                      |
| KSFM  | Sacramento                | 28x                                  |                      |
| WPGC  | Washington DC             | 17x                                  |                      |
| PWR96   | Miami                     | 10x                                  |                      |
| WHHH  | Indianapolis              | 37x                                  |                      |
| KTFM  | San Antonio               | 17x                                  |                      |
| * 25,000 SINGLES SOLD * NATIONAL SINGLES CHART 52-29* |                           |                                      |                      |
| New York  | #3                        | 5,698                                |                      |
| Houston   | #1                        | 1,073                                |                      |
| Boston  | #12                       | 564                                  |                      |
| *NEW AIRPLAY AT: PWR106, WILD107, KKFR, WKSS, Z100*   |                           |                                      |                      |

TOAD  
THE WET  
SPROCKET

## "Something's Always Wrong"

1400 HOT100 Spins

Audience Over 11 Million

KDWB

WKBQ

WNCI

Y107

B97

KRBE

WZPL

STAR94

WEDJ

Y100

KKFR

HOT102

KISF

COLUMBIA

FALL TOUR BEGINS OCTOBER 13





# Top40 Disc-overery Club

**WALLY McCARTHY, PD, WKDY, Utica**

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - A super song for all day.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Terrific song. Don't ignore the sales when making your decision on this one.

**DAVID SKINNER, PD, WLAN, Lancaster**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Enough said!

**HARRY ENOCH, JR. (I Could Only) Whisper Your Name** (COLUMBIA) - Midday record that's getting calls from both men and women.

**REAL McCOY** *Another Night* (ARISTA) - All of a sudden a smash!

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - If the Melissa Etheridge type works for you then this one is perfect.

**DAN BOWEN, APD/MD, WNCI, Columbus**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Sounds awesome...Refreshing change of pace.

**PRETENDERS** *I'll Stand By You* (SIRE/WARNER BROS.) - Already researching with 25-34 women. Looks like this one has staying power.

**LYNN CHRISMAN, PD, WNSL, Hattiesburg**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Finally a return to the days of *Vogue*.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Bluesy sound, will make an instant impact with your listeners.

**SPIN DOCTORS** *Mary Jane* (EPIC) - An ode to marijuana in song.

**L.J. SMITH, PD, WOSC, Ocean City**

**BON JOVI** *Always* (MERCURY) - A smash with the females. Already getting phones with no airplay. Will do great things with our female #'s.

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - A natural for this area. Will be another big hit for her.

**MICHELLE STEVENS, PD, WPST, Trenton**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - The hippest record out. It's so cool.

**OFFSPRING** *Self Esteem* (EPITAPH) - Great follow-up. Already exploding on the phones.

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - Starting to react!

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

**SEED** *Rapture* (GIANT) - A great new band that is finally getting the attention it deserves.

**NIRVANA** *About A Girl* (Geffen) - A core artist for us. This should work for anyone that played *All Apologies*.

**ACE OF BASE** *Living In Danger* (ARISTA) - The hits just keep coming.

**VERUCA SALT** *Seether* (MINTY FRESH) - Find a copy of this and put it on. My favorite record right now.

**TERRY SIMMONS, PD, WPMR, Davenport**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Duh!

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Back to the roots. A very tasty little track.

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - Best track off of the *Reality Bites* soundtrack.

**JEFF BANKS, APD/MD, WPMR, Davenport**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Will be huge. Will put her back in the spotlight.

**COWBOY JUNKIES** *Sweet Jane* (INTERSCOPE) - Fits the mood of the movie...It's cool.

**cranberries** *Zombie* (ISLAND) - A little big heavier but still a unique song.

**STEVE KLINE, PD, WRKY, Steubenville**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER

BROS.) - Smash! Clean fresh sound.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Even though I'm never gonna play this, it's a smash!

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - Different for R.E.M. Very catchy.

**RUBY CHEEKS, PD, WRQK, Canton**

**ANDRU DONALDS** *Mishale* (CAPITOL) - Great Reggae song that's original...It just jumps out of the radio.

**MOIST** *Push* (EMI RECORDS) - With a little push, this could be a great record.

**WATERLILLIES** *Tempted* (SIRE) - Perfect song for Alternative mix show play.

**VERUCA SALT** *Seether* (MINTY FRESH) - You just have to hear it...Will be very reactive.

**DEUS** *Suds N Soda* (ISLAND) - The hook is just cool...Similar to The Breeders' *Cannonball*.

**LISA McKAY, PD, WRVQ, Richmond**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - A cool hit.

**20 FINGERS** *Short Short Man* (ID) - Very phone reactive.

**BILLY SURF, MD, WRVQ, Richmond**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Instant phones.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - No secret, it's a smash!

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - Selling. I just love it.

**SALT-N-PEPA** *None Of Your Business* (NEXT PLATEAU/ISLAND) - Just as big as *Shoop*...Callout, huge phones...It's a home run.

**J.J. WRIGHT, MD, WVIC, Lansing**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Has #1 potential. Sounds great!

**the JULIANA HATFIELD three** *Spin The Bottle* (RCA) - Very familiar in the market...Good song that has potential.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Sticks in your head and won't go away.

**CURT KRUIZE, MD, WVKS, Toledo**

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Very radio-friendly, similar to *Plush*. Cool tune.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - It's Madonna, come on.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Could take off like *Inform*er did.

**LEE ST. MICHAELS, PD, WWCK, Flint**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Smash!

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Uniquely different, refreshing.

**AIMEE MANN** *That's Just What You Are* (GIANT) - Off the *Melrose Place* soundtrack. It's addictive like Lisa Loeb's *Stay*.

**JIM RICHARDS, PD, WWST, Knoxville**

**BON JOVI** *Always* (MERCURY) - Sounds like another hit.

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - Could be the next new Rock crossover group.

**CALVIN HICKS, PD, WWXM, Myrtle Beach**

**LISA STANSFIELD** *Make It Right* (GIANT) - What's taking you programmers so long to smell a great record?

**JERI BANTA, PD/MD, WYKS, Gainesville**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Duh!

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Big phones for us.

**TOM GARRETT, PD, WZOK, Rockford**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - It's records like this that make everything else bearable.

**ERIC CLAPTON** *Motherless Child* (REPRISE) - Huge, huge for males.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - She's got a Midas touch.

**TOMMY FRANK, APD/MD, WZOQ, Lima**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - #1 record!

**ICE CUBE** *Boyz n the City* (PRIORITY) - Very hip...Can play in any daypart.

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - Smash!

**SHANICE** *Turn Down The Lights* (MOTOWN) - Sounds very hip on the air. It is a smash, give it a shot.

**CAT THOMAS, PD, WZYP, Huntsville**

**GIN BLOSSOMS** *Allison Road* (A&M) - Another Top40 hit. We love it.

**JACKSON BROWNE** *Sky Blue & Black* (ELEKTRA) - A perfect adult record for Top40.

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - Her voice sounds great...Left of center, similar to Sheryl Crow/Lisa Loeb.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - big hit!

**ERIC CLAPTON** *Motherless Child* (REPRISE) - He could have another crossover hit on his hands in all formats.

**NIKI NITE, APD/MD, WZYP, Huntsville**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Even David Letterman will love this one.

**GREEN DAY** *Basket Case* (REPRISE) - You're a basket case if you don't play this song.

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - She deserves another Grammy.

**MIKE BROWNE, MD, Y102, Reading**

**ERIC CLAPTON** *Motherless Child* (REPRISE) - We're currently playing both *Torn Down* and *Motherless Child* in power rotation. An absolute smash for our station.

**JACKSON BROWNE** *Sky Blue & Black* (ELEKTRA) - A beautiful Jackson Browne ballad...Will do very well here.

**SEED** *Rapture* (GIANT) - From the very beginning, a poppy, hooky Mainstream record that should do well with everyone playing Rock.

**DOWNTOWN BILLY BROWN, MD, Y107, Nashville**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - A cool record.

**SASS JORDAN** *Sun's Gonna Rise* (IMPACT/MCA) - She's got a great sound. This star's gonna shine.

**TOM PEACE, MD, Y107, Nashville**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - The secret is out...My pick to click this week.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Is it about to 'snow' again???

**MAZZY STAR** *Fade Into You* (CAPITOL) - Starting to grow on me.

**WEEZER** *Undone (Sweater Song)* (DGC) - The cardigan of songs about sweaters...

**DAMION YOUNG, MD, Y97, Santa Barbara**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Do we even need to talk about this?

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Very, very funky.

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - Instant phones.

**DA BRAT** *For All Y'all* (CHAOS) - Nothin' but da bums.





# ALTERNATIVE WORLD™



## MOST DISC-OVERED COMMERCIAL ALTERNATIVE

- 1. VERUCA SALT**  
"Seether" (MINTY FRESH)
- 2. LUCAS**  
"Lucas With The Lid Off" (BIG BEAT/ATLANTIC)
- 3. cranberries**  
"Zombie" (ISLAND)
- 4. DEUS**  
"Suds N' Soda" (ISLAND)
- 5. OFFSPRING**  
"Self Esteem" (EPITAPH)
- 6. GREEN DAY**  
"Welcome To Paradise" (REPRISE)
- 7. R.E.M.**  
"Star 69" (WARNER BROS.)
- 8. DA DA**  
"All I Am" (I.R.S.)
- 9. AIMEE MANN**  
"That's Just What You Are" (GIANT)
- 10. SAMIAM**  
"Capsized" (ATLANTIC)

## AS THE ALTERNATIVE WORLD TURNS...

HELLO and HOWDY! It was another busy week in my little Alternative World! Saturday evening was spent pogo-ing and moshing to BLUR and PULP at The Palace...what an excellent bill! Thanks to Jon Cohen and Julie Traub from EMI and Howie Miura from Island for a fantastic evening. Monday it was the GIGOLO AUNTS and LOVE SPIT LOVE at The Troubadour. after a brief but embarrassing wrong turn. All I'll say is what a difference an "S" makes! Once I made it to the show it was well worth the effort. Thanks, Pat Martine...you are the host with the most!

### BAD RELIGION Stranger Than Fiction (ATLANTIC)

"Life is the crummiest book I ever read...sometimes truth is stranger than fiction." Brett Gurewitz speaks succinctly (2 minutes and 20 seconds no less) for an alienated generation.

### BLACK 47 Losin' It (SBK/EMI)

An up-tempo, happy pop song from this band of Irishmen.

### JEFF BUCKLEY Grace (COLUMBIA)

His lilting voice gently swirls like incense around your head. A psychedelic song for the '90s.

### VARIOUS ARTISTS Clerks Original Soundtrack (CHAOS)

The entire soundtrack is great! With contributions from the likes of Alice In Chains, Bad Religion, Seaweed, Corrosion of Conformity, Stabbing Westward and the anthem of 1994. Can't Even Tell from Soul Asylum.

### D GENERATION No Way Out (CHRYSALIS/EMI)

Raw and driving, this is powerful punk rock from the streets.

### da da All I Am (I.R.S.)

Two seconds into the song and you know it's da da with their distinct harmonies. Add this record or the I.R.S. will audit you.

### FIGGS Favorite Shirt (IMAGO)

Put this record on your radio station before your ice cream melts!

### AIMEE MANN That's Just What You Are (GIANT/IMAGO)

From the Melrose Place Soundtrack; will also appear on her second solo effort from Imago due in early '95. What a winning combination - Aimee's beautiful voice, backup from Squeeze-meisters Tilbrook and Difford and one of television's highest rated shows.

### SAMIAM Capsized (ATLANTIC)

No relation to any Dr. Seuss characters, Samiam is forgetful vocals and guitar work. Catch them live during their tour of the South and Northeast.

### SOUL COUGHING Screenwriter's Blues (SLASH/WARNER BROS.)

This is the HOTTEST song!!!! A surprise add at KROQ, this song is specifically about El Lay, but check out the entire CD...there are songs about Chicago, Wichita, Detroit. This is a very hip project!

### SPONGE Plowed (CHAOS)

Early believers are 9IX, KNCC, WRZX and Q101. Make sure your listeners hear this one!

### URGE OVERKILL Girl You'll Be a Woman Soon (MCA)

From the soundtrack to Quentin Tarantino's new film, Pulp Fiction, starring Bruce Willis and John Travolta. No, you're not hallucinating, Neil Diamond had a big hit with this before most of us were born, and UO does an excellent rendition.

### VICTORIA WILLIAMS Crazy Mary (MAMMOTH/ATLANTIC)

With her singularly distinctive voice and vivid imagery, Victoria is joined on this track by R.E.M.'s Peter Buck, kd lang's Greg Leisz and the Jayhawks' Mark Olson.

Cynthia Johnson



Promotion & Marketing

**Break Thru/Tower Records**  
Top Five Alternative Picks  
for week ending: September 23, 1994  
(for more information call 415-626-7611)

- 1. VARIOUS ARTISTS - No Prima Donna (A&M)**
- 2. CAUSE & EFFECT - Trip (ZOO ENTERTAINMENT)**
- 3. JULES SHEAR - Healing Bones (ISLAND)**
- 4. CONSOLIDATED - Business Of Punishment (LONDON)**
- 5. PULP - His "N Hers (ISLAND)**

(advertisement)

## MOST DISC-OVERED SPECIALTY SHOWS

- 1. THE CULT**  
"Coming Down" (REPRISE)
- 2. LUCAS**  
"Lucas With The Lid Off" (Big Beat/Atlantic)
- 3. cranberries**  
"Zombie" (ISLAND)
- 4. VERUCA SALT**  
"Seether" (MINTY FRESH)
- 5. COMPULSION**  
"Delivery" (INTERSCOPE)
- 6. GREEN DAY**  
"Welcome To Paradise" (REPRISE)
- 7. R.E.M.**  
"Let Me In" (WARNER BROS.)
- 8. PAW**  
"Surrender" (A&M)
- 9. DOWN BY LAW**  
"500 Miles (I'm Gonna Be)" (EPITAPH)
- 10. BIGOD 20**  
"One" (SIRE)



On 38 Stations

# Hole

On Extensive North American Tour

The New Track and Video From the Live Through This SounScan Album Sales Over 200,000  
Video directed By Samuel Boyer Produced and Engineered by Paul Q Kolderie  
and Sean Slade Management Gold Mountain Entertainment ©1994 Geffen Records

New Adds This Week

- |      |      |
|------|------|
| KITS | WENZ |
| KRZO | WHFS |
| KROQ | WPFM |
| WZRH | KOME |
| KPNT | WRLG |
| CIMX |      |





# ALTERNATIVE DISC-OVERY CLUB®

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

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/TAG) Takes Shaggy *Oh Carolina* to the next bizarro level.

**EVERCLEAR** *American Girl* (BACKYARD/SCOTTI BROS.) - All the songs on this compilation are very good and it makes it hard to pick just one, but this one will do it!

**WILLOBEE, MD, KEDJ, Phoenix**

**R.E.M.** "MONSTER" (WARNER BROS.) - The best tracks are *Crush With EVELINER*, *King Of Comedy* - I think it's their N.U.M.B.; and *Star 69* - Awesome!

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/TAG) Everybody is flipping their lid. #1 song!

**DAVE DOUGLAS, PD, KKNB, Lincoln**

**VERUCA SALT** *Seether* (MINTY FRESH) - I think it's a great record and The Breeders should have recorded it.

**COUNTING CROWS** *Murder Of One* (Geffen) - Another great track from a really good first release.

**R.E.M.** *Star 69* (WARNER BROS.) - I think it's a really cool song.

**MIKE PEER, MD, KNNC, Georgetown**

**SMASHING PUMPKINS** *Landslide* (VIRGIN) - It's a smash. Stevie Nicks should do it this good.

**DISHWALLA** *It's Gonna Take Some Time* (A&M) - Sounds like the Pumpkins (other than the vocals). Check it out.

**da da** *Scum* (I.R.S.) - Major smash crossover hit! Also check out track 12, called "I".

**SINEAD O'CONNOR** *All Apologies* (EMI RECORDS) - The best two minute record out there.

**DEUS** *Suds N Soda* (ISLAND) - The first few times I heard it I thought it was annoying, but it grew on me like a cold sore.

**TED TAYLOR, PD, KPOI, Honolulu**

**DAMBUILDERS** *Smell* (EASTWEST) - I love it. I love it. They are half Hawaiian and half Boston - just like baked beans and poi. It's a hit.

**R.E.M.** *MONSTER* (WARNER BROS.) - I love the entire album! I can't believe how good it is. *Star 69* and *Tongue* are my most favorite.

**ERIC HALL, OM, KTOZ, Springfield**

**FURY IN THE SLAUGHTERHOUSE** *Radio Orchid* (RCA) - A really cool song! Glad they're working this track.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/TAG) - Will be a multi-format smash.

**VERUCA SALT** *Seether* (MINTY FRESH) - Girls with an attitude - No wussy female Pop Rock here.

**G. LOVE & SPECIAL SAUCE** *Cold Beverage* (550 MUSIC/EPIC) - Generating a lot of phones. Segues well into the Offspring.

**KEVIN KLINE, MD, KTOZ, Springfield**

**GREEN DAY** *Welcome To Paradise* (REPRISE) - Huge!

**OFFSPRING** *Self Esteem* (EPITAPH) - Huge!

**EX-IDOLS** *Go Away* (RELATIVITY) - Will they be the next big thing? The sound is hot. Could be awhile before this California quartet goes away. Keep those punk fires burning.

**cranberries** *Zombie* (ISLAND) - It kicks ass - enough said.

**DEUS** *Suds N Soda* (ISLAND) - Question: Is it possible for an Alternative band to have a hip sound with a violin? You bet! Give Deus a listen. *Suds And Soda* will rock you.

**MARILYN MANSON** *Get Your Gun* (NOTHING/INTERSCOPE) - After seeing this band open up for Nine Inch Nails twice in one week, I had to have the full length CD. Killer psycho, anti-social hate rock that begs to be played loud. Take it home and terrorize the neighborhood with it and then the next time Manson comes around, go see them and terrorize yourself. And speaking of Marilyn Manson, how 'bout that "NOTHING" label? H-O-T!!!

**JENNIFER ZANDERSLICE, APD, WBER, Penfield**

**VERUCA SALT** *Seether* (MINTY FRESH) - It's really kickin' for us.

**SINGLE GUN THEORY** *Fall* (I.R.S.) - On tour with Sarah McLachlan. It's a really unique sound. They're from Australia. A nice change from all the guitar stuff that's out there. You might even be able to catch a free show.

**DAVE DOUD, APD, WDST, Woodstock**

**LONE KENT** *Social Situation* (RELATIVITY) - Album is called *GRANITE & SAND*. It's always great to find something that has great lyrics as well as fantastic sound.

**PETE DROGE** *If You Don't Love Me I'll Kill Myself* (AMERICAN) - I like it because I've always been a fan of Elvis Costello and Tom Petty and he is a combination.

**LOVE SPIT LOVE** *Am I Wrong* (IMAGO) - It deserves to get a lot more play on all formats.

**THE SAMPLES** *Water Rush/As Tears Fall* (W.A.R.) - Another under-exposed group. This is their fourth album. They are from Boulder, CO. They are a great band & have a similar sound to The Police, yet they have a very eclectic sound than The Police we thought of, and they are Road Hogs. A hard-working group.

**DAVE MCKAY, MD, WPST, Trenton**

**OASIS** *Supersonic* (EPIC) - Believe the hype. This is one of the best new bands out right now.

**WEEZER** *Buddy Holly* (DGC) - An excellent follow-up to *Undone*...This should work just as well.

**NINE INCH NAILS** *Burn* (INTERSCOPE) - From the "Natural Born Killers" soundtrack. Your audience will be into this just as much as *Closer*.

**HOWARD PETRUZZIELLO, APD, WROV, Roanoke**

**SUGAR** *File Under Easy Listening* (RYKODISC) - Can't get enough of it. It's more perfect every time I hear it.

**AMERICAN MUSIC CLUB** *Wish The World Away* (REPRISE) - This band has been overlooked for far too long. They've been making albums for seven years. This is by far the most radio-friendly album they've made, but by no means is it watered down. It's top-notch A.M.C.

**GIRLS AGAINST BOYS** *CRUISE YOURSELF* (TOUCH & GO) - This band has been underground darlings for a while. The new album continues to explore the musical territory where heavy pummeling meets undisguised melody. The hooks are there.

**CHRIS BLADE, PD, WROX, Norfolk**

**SAMIAM** *Capsized* (ATLANTIC) - We battled *Capsized* against The Cult and Samiam blew The Cult away by 100%.

**DAVE MATHEWS BAND** *What Would You Say* (RCA) - There have been more orders at local retailers for this band than for R.E.M.!

**SPONGE** *Neevah Menasha* (CHAOS) - Sounds like a cross between Stone Temple Pilots and Alice In Chains. It's loud, but not too loud and it's melodic. This record is going to take off - A sleeper just waiting to happen.

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

**CRACKER** *Eurotrash Girl* (VIRGIN) - I like the eight minute version. We got a great response.

**LIGHTNING SEEDS** *Lucky* (Trauma) - I like this record a lot. It was just what our station is looking for.

**COWBOY JUNKIES** *Sweet Jane* (INTERSCOPE) - Glad to see it coming back and I really like it!

**SCOTT JAMESON, PD, WRZX, Indianapolis**

**VERUCA SALT** *Seether* (MINTY FRESH) - A real phone reaction song.

**NINE INCH NAILS** *Closer* (TVT/INTERSCOPE) - Selling really well.

**OFFSPRING** *Self Esteem* (EPITAPH) - '90s Punk

Rock. Works very well!

**SUGAR** *Your Favorite Thing* (RYKODISC) - Doing very well for us.

**SANDY HOROWITZ, PD, WWDX, E. Lansing**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/TAGP) - Adds a great buoyance to the airwaves. It's a perfect cross-cume record.

**GRANT LEE BUFFALO** *Mockingbirds* (REPRISE) - I love the entire album! The soulful lyrics and melodies of Grant Lee just stay in your head and make you bounce your head from side to side.

**cranberries** *Zombie* (ISLAND) - By far my favorite record on the air right now. Dolores' pipes are just chilling.

**PATTY MARTIN, MD, WXRT, Chicago**

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - It's really awesome! The album of the year.

**LIZ PHAIR** *Supernova* (MATADOR/ATLANTIC) - Album is several tracks deep. This project should last the better part of 1995!

**JESUS & MARY CHAIN** w/ *Hope Sandoval* *Sometimes, Always* (AMERICAN/WARNER BROS.)

- This song sounds really good on the air. The jangly guitar really jumps out of the radio. Another strong album with lots of powerful songs.

**CHRISTIAN UNRUH, PD, WZRH, New Orleans**

**INTERFACE** *Is What You're Doing Right?* (STONE AGE) - This song has what it takes to make it in any format! Find this one! Great song with large appeal.

**WATERLILLIES** *Tempted* (SIRE) - Beautiful vocals, and enough mixes for radio and clubs. Trance mix works in my show!

**BRYNN CAPELLA, APD, XHRM, San Diego**

**da da** *All I Am* (I.R.S.) - It's a great song! After one listen, I could see what all the hype is about...It hooks you in and keeps you going.

**AIMEE MANN** *That's Just What You Are* (GIANT/IMAGO) - I think the acoustic version of this song is great. It might take a few listens...So listen to it again.



PLEASE REMEMBER THE  
DEADLINE FOR  
DISC-OVERIES IS MONDAY  
12:00PM PST.

YOU CAN ALSO FAX US  
YOUR DISC-OVERIES AT:  
(818) 883-1097

PLAYLISTS SHOULD BE  
RECEIVED NO LATER THAN  
5:00PM PST TUESDAY.

THANK YOU FOR YOUR  
CONTINUED COOPERATION!

WE STILL LOVE YOU





# ALTERNATIVE SPECIALTY SHOWS

**DAVE MARSH, Alt. Show Producer, WHFS, Washington, DC**

**WGNS *Gots No Station Compilation CD Vol. II*** (INDIE) - Charles and Geoff are two guys who have a studio in their house in Arlington, VA. They record the most amazing stuff. Some standouts on this CD include *Jawbox*, *Eggs* and *Helium with Jam*. Available at P.O. Box 57451, Washington DC 20037.

**ARCHERS OF LOAF *Vs. The Greatest Of All Time*** (ALIAS) - Super big buzz band returns with more songs written in the vein which made them a big buzz band in the first place. Wow is this cool.

**BABES IN TOYLAND *Calling Occupants Of Interplanetary Craft*** (A&M) - This is not what I expected from these ladies. Surprisingly, very melodic and radio-friendly. One of the finer songs on their CD.

**STEREOLAB *Mars Audiac Quintet*** (ELEKTRA) - Continues to get tons of calls.

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

**RANCID *Salvation*** (EPITAPH) - Hurling massive chunks of '70s style Punk. As I've said before, the CD of the year.

**GREEN DAY *Welcome To Paradise*** (REPRISE) - The opening booming guitar riff hooks you into *Paradise* from the get-go.

**AMERICAN MUSIC CLUB *Wish The World Away*** (REPRISE) - This is the one that will break them BIG. We've all admired their brains, but this one shows the most muscle to date.

**SORDID HUMOR *Barbarossa*** (CAPRICORN) - It just goes to show how many great bands are out there that we never hear about. Thanks to the success of the Counting Crows we find that Adam's early work is very noteworthy as well.

**cranberries *Zombie*** (ISLAND) - Can Dolores sing or what?

**ROB WELDON, AMD, WHYY, Detroit**

**THE CULT *Coming Down*** (REPRISE) - It's about time we heard something new from these guys and we see they've had a busy hiatus.

**LUCAS *Lucas With The Lid Off*** (BIG BEAT/ATL. GRP.) - A truly original song, mixing sounds of yesterday with sounds of today. My grandpa hates it.

**RANCID *Various Cuts*** (EPITAPH) - But I like the

song *Radio*. If Green Day is considered Punk, then Rancid is the Anti Christ.

**THEY MIGHT BE GIANTS *Snail Shell*** (ELEKTRA) - It's time for these Giants to come out of their shell. This might be the song to do it.

**cranberries *Zombie*** (ISLAND) - Our angel is pissed off, but she sounds better than ever.

**OFFSPRING *Got To Get Away*** (EPITAPH) - I realize it's an album cut, but I've got to get away with it. Our station is playing it and the whole album is great.

**STEVE REYNOLDS, Alt. Show Producer, WKLL, Utica**

**THE FIGGS *Bus*** (IMAGO) - A record chock-filled with radio-friendly hits. It's got a great beat and you can dance to it. I give it an 88. Ummm, sorry, thought this was for American Bandstand. In any case, these upstate New York boys deserve lots of airplay.

**THE CONNELLS *New Boy*** (TVT) - Another gem of a release from Carolina. The live tracks are neat as well.

**MAGNAPOP *Slowly, Slowly*** (PRIORITY) - It took a while for me to get this into song, but it sounds like a hit to me!

**KEN ZIPETO, Planet M Producer, WMMR, Philadelphia**

**MIGHTY MIGHTY BOSS TONES *Kinder Words*** (MERCURY) - Dickie and the boy kick ass once again. What a cool song. I think it's time to pull out the plaid lampshade.

**VERUCA SALT *Seether*** (MINTY FRESH) - We love that. It's such an eargasm. Hey, nice beaver. Thanks, I just had it stuffed.

**GREEN DAY *When I Come Around*** (REPRISE) - What a fun song. These guys rock! No they roll.

**THE CULT *Coming Down*** (REPRISE) - You too will like this song. Give it a spin. The fish go crazy with this one.

**FREEDY JOHNSTON *Bad Reputation*** (ELEKTRA) - This song is so bad ass...It sounds great on the air.

**ROBERTO NACHE, Alt. Show Producer, WPXR, Rock Island**

**SOUP DRAGONS *One Way Street*** (POLYGRAM) - No doubt about this one, their hit will be big. Soup Dragons - best comeback for '94? What rhymes with duper?

**PAW *Surrender*** (A&M) - I like Paw - to the highest level of Pawtivity! Mr. Colson rules! Cheap Trick rules! My KISS records rule! Paw me - this song rules!

**LIZ PHAIR *Supernova*** (MATADOR/ATLANTIC) - Here is a song that can get listened to over and over again. A suggestion - Liz Phair needs to be on *Married With Children* and become young Bud Bundy's new musician girlfriend.

**GODZILLA VOLUME *Dinosaur Bones*** (TEMPLE) - Find this - buy it - play it! This may be the next Negativland's U2. You have been warned.

**COMPULSION *Delivery*** (INTERSCOPE) - Nothing bad on this disc, period. First hit of many more to come from their debut (COMFORTER?). There can be no denial, tones of punk, tones of riffs, tones of hooks, tones of intensity!

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

**BIGOD 20 *One*** (SIRE) - Howie Klein and company strike again. This is a great song, and all my Nine Inch Nails fans loved it. It has that industrial type of beat to it. You can't go wrong with Bigod 20!

**NIRVANA *Jesus Wants Me For A Sunbeam*** (IMPORT) - Listeners just can't get enough of this song. It has been my #1 requested song for three weeks! If you can find this one, it will be worth the trouble and add it! Also, don't forget about *Plateau* as well. Two great songs from Nirvana.

**JESUS & MARY CHAIN w/Hope Sandoval *Sometimes, Always*** (AMERICAN/WARNER BROS.) - Two words will describe this song 'hot phones.' Let's put it this way after just two spins, I received 15 calls. No doubt about it, people are into this.

**SURFER DAVE, Alt. Show Producer, XL106.7, Orlando**

**SOUNDGARDEN *My Wave*** (A&M) - Takin' the words right out of my mouth.

**TORI AMOS *Past The Mission*** (ATLANTIC) - Turn around, go back. Trent and Tori make a great couple.

**BODY COUNT *Born Dead*** (VIRGIN) - If you got the balls.

**FRENTE! *Ordinary Angels*** (MAMMOTH/ATL. GRP.) - Nice way to keep your heart from exploding after Body Count.

**PAW *Surrender*** (A&M) - Take me away.



Island Recording Artist, Marcella Detroit visited the WPST studios, and was greeted by, from left to right, Dave McKay, Music Director/Assistant Program Director, and Joel Katz, On-air personality.



Very much alive and kicking, RCA Records' Fury In The Slaughterhouse shot a video for their new single, "When I'm Dead And Gone," in rural Pennsylvania with Cyndi Lauper at the director's helm. Lauper has directed her own video's in the past, but this is the first video she has directed for another band.

Pictured clockwise from bottom: Chris Stein, guitar, Rainer Schumann, drums, Hannes Schafer, bass, Thorsten Wingenfelder, guitar, Gero Drnek, keyboards, Kai Wingenfelder, vocals, from Fury In The Slaughterhouse, and Cyndi Lauper center.





# ALTERNATIVE SPECIALTY SHOWS®

**LAURA LILLEY, Alt. Show Producer, B94, Pittsburgh**

**RED KROSS** *Yesterday Once More* (A&M) - Instantly recognizable, but they tailored the song to their sound. We played it this week and people went nuts!

**JAY MICHAELS, Alt. Personality, KDGE, Dallas**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Automatic for THE EDGE.

**cranberries** *Zombie* (ISLAND) - After one week of airplay it's the most requested record.

**SMASHING PUMPKINS** *Landslide* (VIRGIN) - Incredible remake with familiarity.

**20 FINGERS** *Short Short Man* (ID) - The dance record we've been looking for.

**KEVEN & JOSH, Specialty Show Producer, KDGE, Dallas**

**R.E.M.** *Let Me In* (WARNER BROS.) - The song Stipe wrote for Cobain. Follows *Half A World Away* and *Nightswimming* as one of R.E.M.'s most moving moments. File the whole Monster album under 'duh.' Kev gives it four stars. Josh gives it three, and Kev beats him for his ignorance.

**DOWN BY LAW** *500 Miles (I'm Gonna Be)* (EPITAPH) - A punk version of the original. That's all I should have to say. Josh gives it two and a half stars. Kev gives it an NC-17 rating because of the prominent use of the f-word.

**THE SOFTIES** *That And Everything* (SLUMBERLAND) - Two women, two guitars, tons of hooks. Kev gives it three stars. Josh likes a bass and drums, thank you very much, and gives it two.

**SAINT ETIENNE** *No No No No No* (WARNER BROS.) - A real departure from the dance thing. I like this a lot more. Josh gives it three stars. Josh, you ignorant slut. How could you give this the same rating as R.E.M.? Kev gives it two.

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

**R.E.M.** *Monster* (WARNER BROS.) - The pop icons from Athens are back with a major vengeance! Pure FEEL, pure PUSH and pure POWER. The rawness of the music and sincerity in lyrics combine in a compelling package of R.E.M. at its gut-wrenching best. The mellow 'Automatic for...' made many yawn, but this is no phoenix rising from ashes...It's a whole new blazing inferno. Wow...this IS a MONSTER!!

**CONSOLIDATED** *Business Of Punishment* (LONDON) - You want P.C.? Here it is, delivered with a groove gutsy and gritty. This is an important release...But you have to listen to the words.

**ZUZU'S PETALS** *The Music Of Your Life* (TWIN TONE) - A sophomore release like a sock in the groin! Some nice crunchy guitars with those oh-so-sweet but spunky vocals serve up in finger-lickin', lip-smacking' delicious nuggets of pop.

**DILLON FENCE** *Living Room Scene* (MAMMOTH/ATL. GRP.) - A dynamic winner from Chapel Hill-spawned Dillon Fence. Real soul in melodies so infectious, you're intoxicated before you know it.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Dive in, folks, it's time to swim. Splash, splash, giggle, giggle. Having fun yet? Well, if you are, you get Lucas...Yeah, that's the idea!

**REED COLLINS, Alt. Show Producer, KJKJ, Grand Forks**

**COMPULSION** *Delivery* (INTERSCOPE) - A very impressive and 'distinct' sound; great tune!

**SAMIAM** *Capsized* (ATLANTIC) - An 'anthem' of life. Great response.

**TOADIES** *Mr. Love* (INTERSCOPE) - Phones have been huge! This tune rocks!

**HOSTAGE SYMPHONY** *King Of Much* (LEMURIA) - Still on the rise and a very solid new group.

**DAVE LeVORA, Air Personality, KLYV, Dubuque**

**BLUR** *Park Life* (SBK/EMI RECORDS) - Remember *Sally* by The Police? This one has that same flavor. Thoroughly British with crisp jangly guitars. It definitely sounds different from everything else we play.

**PAVEMENT** *Rangelife* (MATADOR) - We've been comping at the bit for the radio edit of this one since the album came out. Could this be the tune that makes Pavement a household name? (Let's hope not)

**R.E.M.** *Monster* (WARNER BROS.) - Hands down the greatest album ever recorded! I think these kids have a future. It sort of reminds me of the Counting Crows.

**THE CULT** *Coming Down* (REPRISE) - Ouch! Speaking of monsters, strong guitars + killer lyrics = huge audience response.

**JEFF PETERSON, Alt. Show Producer, KLZR, Laurence**

**KILL CREEK** *Hang 'Em High* (MAMMOTH) - They have brilliant punk melodies with a touch of Midwestern aignst.

**AMERICAN MUSIC CLUB** *Wish The World Away* (REPRISE) - Great songwriting. I just can't get enough of this song.

**SHUDDER TO THINK** *Hitlicker* (ELEKTRA) - There's enough discord and disence to hide the groove, but when you finally find the groove, it throws you for a loop!

**R.E.M.** *Crush Eyeliner* (WARNER BROS.) - I wasn't a big fan, but I could become one.

**BAD RELIGION** *Infected* (ATLANTIC) - Brilliant.

**POLO IDAHO, Air Personality, KQEX, Fortuna**  
**MACHINE HEAD** *Davidian* (ROADRUNNER) - Quashing, thrashing, all-out colossal crunch.

**CORROSION OF CONFORMITY** *Broken Man* (COLUMBIA) - Burn the world down sonic shrapnel.

**DREAM THEATER** *Lies* (EASTWEST) - Brutal riffs crossed with melodic finesse.

**DECONSTRUCTION** *Dirge* (AMERICAN) - Endless, churning, eruptive electro-chaos.

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

**OASIS** *Definitely Maybe* (EPIC) - Commercial appeal for all formats - Thee album of the year. I've been raving about them for two years. The best songs: 1) *Live Forever*; 2) *Supersonic*; 3) *Cigarettes & Alcohol*; 4) *Shakemaker*; and 5) *Rock & Roll Star*.

**ALICE COOPER** *The Last Temptation* (EPIC) - The Coop is back, but not Heavy Metal. More of the original '70s style especially with songs like: 1) *Thigh Chill*; 2) *Lost In America*; 3) *A Place Alone*; and 4) *Lullaby*.

**HEAVENLY** (KLP) - The album is the *CLIMB & FALL OF HEAVENLY*. Very college and Alternative radio. Girl pop with males and the best songs are: *Me & My Madness* and *Three Star Compartment* and *Sperm Meets Egg*, SO WHAT!

**PAUL GRAY, Alt. Show Producer, KZFN, Moscow**

**THE CULT** *Coming Down* (REPRISE) - The longer you listen the more intense Ian's voice gets. Anxiously awaiting the October release of the new album...Hint, Howie Kline.

**TORI AMOS** *Past The Mission* (ATLANTIC) - This song gives me goose bumps. Listen for Trent Reznor whinning in the background.

**FLAMING LIPS** *Bad Days* (WARNER BROS.) - Check out this band on tour with Candlebox. Fresh off Lollapalooza. Find this track on the Home Hypnosis Kit Alternative Sampler.

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

**HOODOO GURUS** *Less Than A Feeling* (ZOO) - I picked this track because I liked it the best. The whole album is good, so don't just stick with the single.

**LIZ PHAIR** *Whip-Smart* (MATADOR/ATLANTIC) - I

love the whole album so much that I tried to eat it! Check out the title track.

**FRANK BLACK** *Speedy Marie* (ELEKTRA) - Slap my hand. I'm skipping Calistan for this one.

**GREEN DAY** *Welcome To Paradise* (REPRISE) - This one is as great as the other two.

**BIGOD 20** *One* (SIRE) - Good dance song. Try this one at your club night. Also check out their version of *Like A Prayer*.

**ADRIAN BELEW** *I See You* ( ) - Great follow-up to *Never Enough*. *HERE* is one of my favorite albums so far this year.

**VERUCA SALT** *Seether* (MINTY FRESH) - Catchy, quirky, an all-around cool song. How about making this one a little more accessible?

**CRACKER** *Eurotrash Girl* (VIRGIN) - I think this one is my favorite on the album.

**MICHAEL DEAN, Alt. Show Producer, OK95, Tri-Cities**

**LOUD LUCY & LOUISE POST** *Stop Dragging My Heart Around* (SCOTTI BROS.) - This version brings out a definite passion and rage that Petty/Nicks doesn't.

**VICTORIA WILLIAMS** *Crazy Mary* (ATLANTIC) - Victoria has a talent for painting pictures with words, but the only drawback to this song is you have to know how to spell loitering.

**RED KROSS** *Yesterday Once More* (A&M) - Every sha la la time I hear this song the hook won't leave my head.

**COWBOY JUNKIES** *Sweet Jane* (INTERSCOPE) - Dark, bruding, emotionally disturbing and I LOVE IT!

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

**SUEDE** *We Are The Pigs* (NUDE U.K.) - This single was made before the departure of Bernard Butler, lyricist/guitar player for the band. We will just have to wait and see how different they sound without him. This one is of course still as good as ever.

**WHITEOUT** *Detroit* (SILVERTONE) - From the same label that gave us The Stone Roses oh so many years ago. Great hard-driving song you'd think they were from Detroit!

**CHRIS CONNELLY** *Candyman Collapse* (TVT) - This is probably the tamest Chris has ever sounded. Since previously he has worked with Ministry, Revolting Cocks, Pigface and Murder Inc. Candyman shows a sweeter side to Chris we always knew he had in him.

**DRUGSTORE** *Starcrossed* (GO DISCS!) - Drugstore have an almost carressing sound to their music. If you let it, it will move over your body like a good Swedish masseuse. If need a reference sound I guess they would be like The Cowboy Junkies meets Edie Brikell then beats her up.

**THESE ANIMAL MEN** *This Is The Sound Of Youth* (HI RISE/VIRGIN) - Boy do they have that right! This is the sound of youth! they put more energy into this one song than the Rolling Stones do in an entire tour!

**JOE REDMOND, Alt. Show Producer, WA1A, Melbourne**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Flippin' my Top40 lid for this funky mix of Rap, Reggae and Ragtime. their mother would be proud! Cross that potential.

**ECHO BELLY** *I Can't Imagine The World Without Me* (FAUV) - Two title EP tracks keeping me awake are *Insomniac/I Can't Imagine The World Without Me*. And wondering if I could either.

**DEUS** *Suds N Soda* (ISLAND) - Strictly for the adventurous noise-loving extremists. Screams and shouts and guitar guts and a violin that's absolutely violent.

**WEEN** *Voodoo Lady* (ELEKTRA) - Get the boogie oogie in your bones and let this weener put her spell on you. Just in time for Hallo-ween.

**THE CULT** *Coming Down* (REPRISE) - Do you really need a reason to play The Cult?



# REACTING QUICKLY: HAS RADIO LOST ITS EDGE?

By Paige Nienaber

There are many reasons why people gravitate towards radio as a profession, as opposed to a career in television. Personally, I always liked the dress code; nobody was going to hassle me about wearing blue jeans and dirty tennis shoes to work. There's also the atmosphere inside of a radio station: less structured and more geared towards creativity and thinking "outside of the box" than our colleagues from the visual medium. It's that fly-by-the-seat-of-your-pants atmosphere that always has given radio one clear advantage over television: we've always been quicker and more successful at seizing the moment and reacting decisively to an opportunity when it presents itself.

This can apply to even the smallest of circumstances. As a Promotions Director, I always had final say over weekend giveaways, which are a tremendous tool for being topical and timely. If I was driving home at 7:00 pm on Friday and heard the competition on the air with an incredible Prince trip giveaway, and all I had on the air was some (now) lame movie ticket promotion, I had the ability to pull over to a pay phone, call the jock, have him or her rip up the liner and start talking about how we're going to "jet you away to see Prince in Paris. Listen all weekend to qualify." When I got to work on Monday I'd find some way to make it work. The important thing was that we weren't scooped by the people across the street. That's one form of reactivity that radio enjoys over other forms of media: make a phone call and it can be on the air 30 seconds later.

For many people, it seems like radio has lost its competitive edge. Instead of reacting from the gut, meetings are being scheduled, clients are being

consulted, forms are being filled out, and the medium, as a whole, is suffering. Many Program and Promotions Directors have lost sight of why they're doing this to begin with. Even the most simple and obvious opportunities are being blown, and as a Promotion professional, I find this unconscionable.

Doug Harris, a consultant who was formerly with KLOL/Houston once said, "Promotion is the exploitation of opportunity." And opportunities come in many shapes, colors and sizes. Your team winning the playoffs is an opportunity. Being awarded an NBA franchise would be an opportunity. And they don't all have to be happy, wonderful, warm and fuzzy. If something is happening that is impacting your listeners, then you have the obligation to react to it. That could include an earthquake, a tragic plane crash, or the drive-by murder of a promising high school athlete.

WPLJ/New York, and gives his morning shows wide leeway to make decisions and throw together promotions that react to these spur-of-the-moment opportunities. "I'll never yell at a morning person for calling me at 6:00am because something great has just popped up and they want to do something with it. Don't discipline someone for being decisive," says Miraldi.

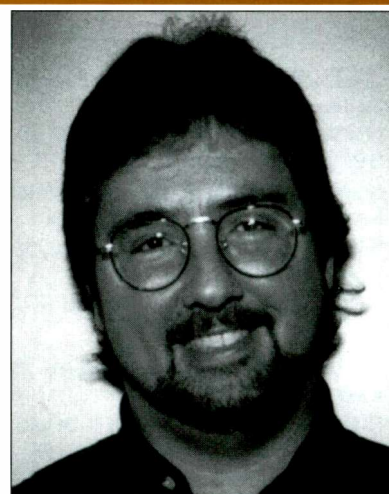
A good example of Paul's quick thinking was this past spring when the Minnesota Timberwolves were announced to have been sold to a consortium of business leaders from New Orleans. Within hours of the surprise announcement, Miraldi's station was on the air and broadcasting from the banks of the Mississippi River where they had taken over a boat and were encouraging listeners to drop off all of their Timberwolves souvenirs to be shipped down the river to New Orleans. "It was one of those hallway meetings where we just decided to do it,

**"Promotion is the exploitation of opportunity."**

Timing is everything, and if you have to schedule a meeting to talk over your plans then you've probably missed the boat. If something big happens at 7:00am, and your station is not all over it by 7:15, you've lost out and have missed a tremendous chance to become involved with an event that your listeners could have become passionate about. Paul Miraldi, Promotions Director at K-102 in Minneapolis, has worked at stations that include KDWB/Minneapolis and

and figure out the details later," says Paul.

K-102 ended up being the only station in town to do anything other than produce a parody song for the morning show. Even though the sale was later negated by a court, the station was top of mind with the thousands of Twin Cities residents outraged at the loss of their NBA franchise. "You want to give the TV stations and newspapers a different way to cover the same old story," says



**Paige Nienaber is VP/Fun 'N Games with Jerry Clifton's New World Communications. He has worked in Promotions for 14 years at stations that include WILD 107/San Francisco, WLOL/Minneapolis and KISS 102/Charlotte. Any questions or suggestions of topics for this weekly column on Radio Promotions/Marketing can be addressed to Paige Nienaber, New World Communications, 5932 Morgan Avenue South, Minneapolis, Minnesota 55419.**

Miraldi, "and that's why being reactive can generate so much press for a station. You just have to make an effort."

When something tragic happens in a market, radio stations can, by being quick to react, become associated in a positive manner with the event. Months later, when people remember the experience, your station will be remembered for being there and trying to have a positive impact on the experience. "It works best when you're doing it from the heart. It's so obvious when you are. "Do it for the right reason," says Wendi Caplan, the Promotion/Marketing Director for WRKS in New York City.

When a Brooklyn high school teacher was killed in a cross fire of bullets on the sidewalk outside of his school, Caplan didn't even wait to consult Program Director Vinny Brown. "We were already doing something with the Ice Capades the next night. I called



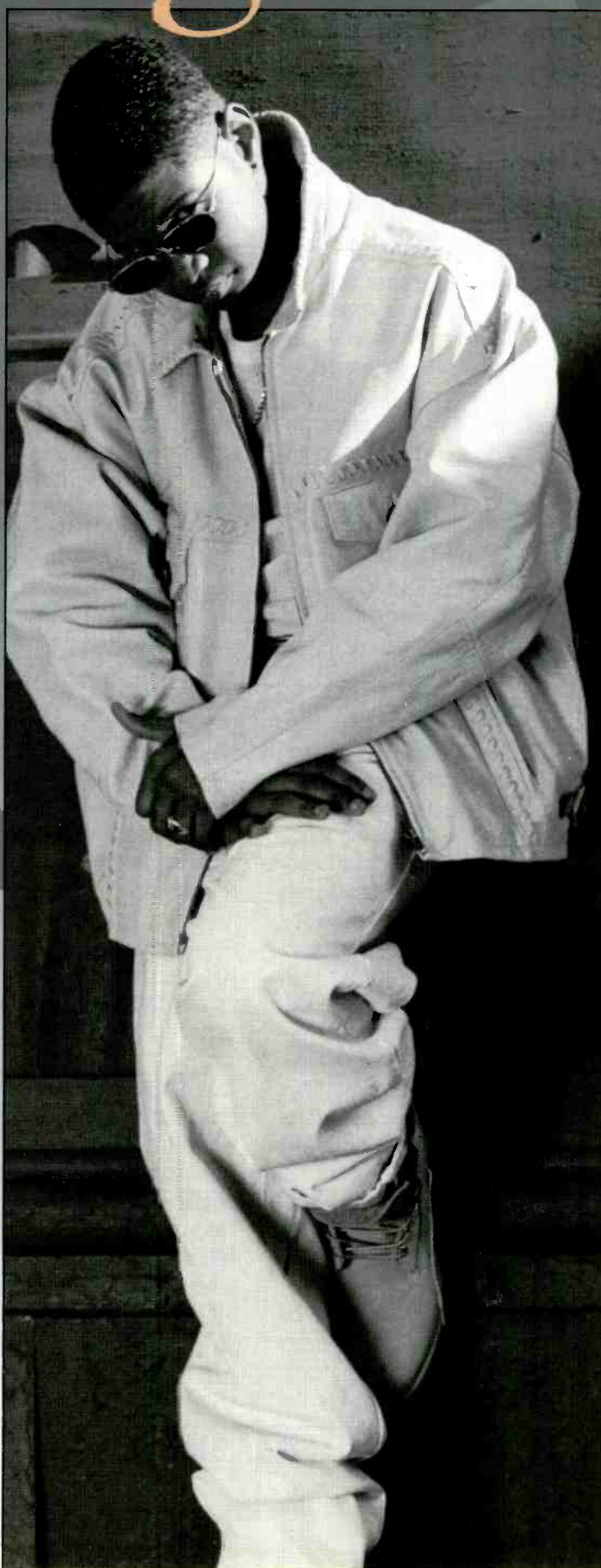
# usher

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them and got them to donate the proceeds of that show to a scholarship that would be named after the murder victim," says Caplan. In less than 24 hours she was able to put together a tribute to the principal and arranged for several hundred of his students, his wife and children to be at the Ice Capades to witness the moving event that included a musical act that went out on the ice to sing a song in the slain man's memory. "You have to use guts and instinct to know your audience and know what they'll be into and can empathize with," adds Wendi.

I've long been a proponent that a van, a couple of t-shirts and being hooked into what people are talking about will often get you more mileage than giving away \$1,000 every hour. A week after you blow all your money, the only people who will remember will be the people who actually won. Maybe. Reacting quickly and decisively to a breaking story can get you far more promotional mileage than just throwing money on the air.

Jay Stone, who does mornings at KXTZ/Las Vegas, echoes that sentiment. "Having the most t-shirts and bannered the hell out of a concert are all fine and good. What makes us the best is capturing the moment when something completely unexpected happens," says Stone.

As a morning person, he recommends keeping an extensive Rolodex of all the contacts you've ever made. With the recent crash of the U.S. Air flight in Pittsburgh, he was able to enlist a former news person from his past, who is now at the ABC affiliate in Pittsburgh, to do an update for KXTZ. "He had just flown over the crash site and was genuinely shaken. This wasn't some generic network feed. We sounded very plugged in," says Stone.

His Rolodex of contacts came in handy in 1980 when he was at 96KX in Pittsburgh. "The night

John Lennon was shot I was able to get (Beatles Producer) George Martin on the air, and followed him up with some of the actors from Beatlemania," adds Stone. In the process, he was inexorably "part" of that tragic evening for anyone who was listening.

In March 1993, the water supply of Milwaukee was contaminated with the Crypto Sporidium bacterium, virtually incapacitating the market. Jamie Hyatt, now at KTFM in San Antonio, was Program Director at Hot 102 in Milwaukee at the time. "Everybody in town was sick. I had jocks who ran to the john every ten minutes. It was bad. But everyone thought it was the stomach flu, so they kept ingesting more fluids...including lots of water," says Hyatt. "At 12:30am they interrupted Letterman to announce that it was the water that was making everyone sick and not to drink anymore. I woke up the morning show and by 6:00am we had a contest on the air to give away a trip to the only place with worse water than

comfort of their home to come out and donate to a cause, or participate in a campaign is quite an achievement. Stations that can do that on a regular basis have succeeded in evoking some passion in their listeners, and that's a rare occurrence.

Denny Schaffer, who does mornings at Kiss FM in Toledo, was at WLAV in Grand Rapids when his morning show producer, Ski Anderson, called him one evening to say that he'd just seen a story on the news about a local church that had been broken into and \$3,000 worth of toys that were destined for needy children had been stolen. Is that a promotional opportunity or what?

Denny called his General Manager at 10:00pm and, with his assistance, the station was broadcasting from a Burger King the next morning and by 10:00am had raised \$13,000 for the toys. "Burger King agreed to match whatever we raised. The whole thing was put together with three late night phone calls," says Schaffer. But it

sister station WPOW/Power 96 helped distribute it to the needy residents of the area.

"The Doctor" is now doing mornings at 106 JAMZ in Pittsburgh and says, "You have to trust your guts. They'll tell you whether you're on target or not." Lynn's instinct led him to start a drive to save Woolworth's in downtown Greensboro that was threatened with being demolished. This was a location and the site of a major Civil Rights-era protest. In less than a day Lynn launched a three day broadcast from the sidewalk outside the famous lunch counter, Jesse Jackson showed up to aid the cause, and eventually 18,000 signatures were gathered: enough to convince the bank to save the store and restore it as a museum for the Civil Rights movement. In the process, Michael Lynn and 102 JAMZ were prominently featured on CNN, and they won a spot in the hearts and minds of their listeners.

Promotional opportunities happen every day. Unfortunately fewer and fewer radio stations see them for what they are: a chance to seize the moment and break away from the pack of stations content with not "rocking the boat", and playing it safe and inside the box.

Trust your judgement and your guts. If something happens, don't wait to write a memo and organize a meeting. Both can wait for when you've finished whatever exciting promotion or event you threw together as a reaction to a rare and wonderful opportunity. Being decisive is a good quality, and one that you should reward in your staff.

The ability to react quickly, a skill that radio has long had the advantage in, is not something that we have the monopoly on anymore. Jay Stone concludes, "TV is closing in really quick. The OJ situation is a case in point. We're not the only people who can program and promote minute-to-minute."

***"...a couple of t-shirts and being hooked into what people are talking about will often get you more mileage than giving away \$1,000 every hour."***

Milwaukee: Tijuana," adds Hyatt. By noon the next day the station was on the streets, having made an early morning run to Chicago, and were giving out thousands of gallons of free bottled water. In a market where people were advised to even throw out their ice because it wasn't safe, this was a big hit for the station.

"Most of the other stations took two or three days to get water giveaways on the air and they looked ridiculous because we were already top-of-mind with everyone in the city," concludes Hyatt.

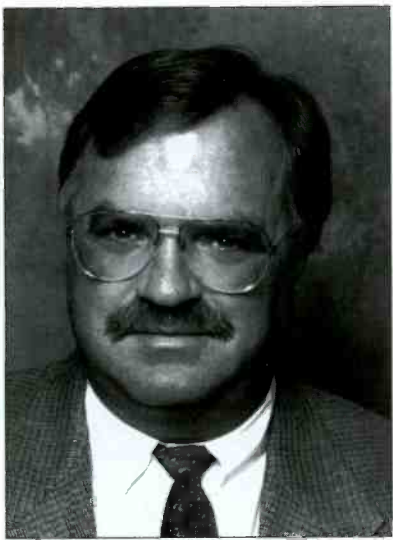
We know how difficult it can be to get the audience emotionally involved with what you're doing. Getting a listener to leave the

wasn't pretty: to reach their final cash goal, Schaffer agreed to streak around the fast food establishment wearing only a Santa hat. "The local TV caught it on film, and re-ran it over the evening news, in slow motion, with Vangelis' 'Chariots Of Fire' as the background music" adds Schaffer.

Doctor Michael Lynn set a standard for seizing the moment when he was at 102 JAMZ in Greensboro, North Carolina. The day after Hurricane Andrew ravaged southern Florida, Michael was on the road doing a drive for food and clothing for the victims. Within 24 hours he collected six truckloads of items which he personally delivered to Homestead, Florida, where



# HITMAKERS Faces & Places



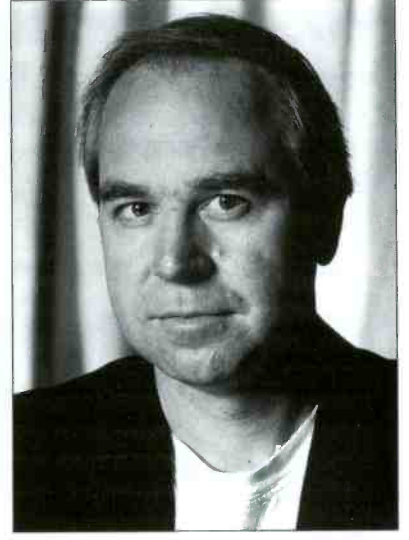
**John Murphy** has been promoted to Sr. VP, Sales and Distribution for SONY Music Distribution



**Judi Kerr** has been promoted to Sr. Nat'l. Director, Publicity & Media Relations for CAPITOL Records.



**Briggs Ferguson** has been appointed Sr. Dir., Strategic Marketing for EMI Records Group North America.



**John Schuch** has been named Senior Director of A&R Administration for WARNER BROS. Records.



Multi-Grammy winner Bonnie Raitt capped the second leg of her U.S. tour with a sold-out performance at the Hollywood Bowl in Los Angeles. Pictured (l-r): **John Fagot**, Sr. VP/Promotion, CAPITOL; **Tom Corson**, VP/Mktg., CAPITOL; **Jeffrey Hersh**, Co-Manager, Gold Mountain Entertainment; **Lou Mann**, Sr. VP/Sales; CAPITOL; **Bonnie Raitt**; **Ralph Simon**, Exec. VP, CAPITOL; **Gary Gilbert**, VP/Business Affairs; **Tim Devine**, VP/A&R; and **Ron Stone**, Co-Manager, Gold Mountain Entertainment.



London recording artist Marcella Detroit recently performed at New York's Cafe Sin-e in support of her new album, *JEWEL*. Pictured (from left): **Bill Carroll**, National Director of Promotion, London; **Russ Rieger**, Vice President, London; **Joe Riccitelli**, Vice President/Promotion, Island; **Steve Leeds**, Vice President/Alternative and Video Promotion, Island; **Detroit**; **Sky Daniels**, Senior Vice President/Promotion, Island; **John Campbell**, Detroit's manager; and **Jeb Hart**, Vice President/Marketing, Island.



MCA Records artist Gladys Knight gathered with friends and family at B.B. King's Blues Club, on Universal City Walk, to celebrate the recent release of her new album, *JUST FOR YOU*. Pictured (l-r): **Richard Palmese**, President, MCA; **Al Teller**, Chairman and CEO, MCA Music Ent. Group; **Gladys Knight**; **Ernie Singleton**, President, Black Music Division, MCA; **Jimmy Newman**, Knight's manager; and **A.D. Washington**, Sr. VP/Promotion and Marketing, Black Music Division, MCA.



BLUE NOTE Records is pleased to announce the exclusive world-wide recording agreement of pianist Jacky Terrasson. Pictured (l-r): **Bruce Lundvall**, President, BLUE NOTE Records; **Pamela Haylock**, Terrasson's manager; **Terrasson** and **Gary Gersh**, President, CAPITOL Records.



# CAT THOMAS

## PD, WZYP, Huntsville

by KEVIN CARTER

Cover photo: Photography By Jennifer

**I UNDERSTAND YOU HAVE AN EASY WAY OF REMEMBERING EXACTLY WHAT DAY YOU ARRIVED IN HUNTSVILLE...**

I arrived New Year's Eve the day that Alabama won the national championship, two years ago. It was a great day to arrive in Alabama. Believe me, the whole city was excited.

**I FIRST MET YOU WHEN YOU PROGRAMMED POWER108 IN CLEVELAND.**

That's right, and prior to that I worked at WXLK (K92) in Roanoke for almost five years. Before that I was at WDCG (G105) in Raleigh, and I began at WCOG in Greensboro, North Carolina.

**ARE YOU FROM THERE ORIGINALLY?**

I'm from Charlotte, North Carolina.

**TELL ME ABOUT HUNTSVILLE, I KNOW NASA HAS A LARGE FACILITY DOWN THERE. HOW DOES THAT AFFECT THE ECONOMIC MAKEUP OF THE MARKET?**

Huntsville is actually a very affluent market because of the Space Center and all of the engineers and all of high technology here. Next to Atlanta, Huntsville has the highest income level in the Southeast. Not only are we broadcasting to rocket scientists, we also have your regular good old boys in Alabama listening too, so it's kind of hard at first to figure out exactly who we need to target. The first time I had ever been to Alabama was when I accepted this job, and there are a lot of things about this state - especially northern Alabama, that are not what you would expect. It's actually a very progressive area.

**THERE'S ALWAYS BEEN A LOT OF MISCONCEPTIONS ABOUT THE "SOUTH."**

The South has actually risen a whole lot quicker than people realize. There's been a lot of advancement in the Southeast.

**ESPECIALLY WITH SO MANY TRANSPLANTED YANKEES MOVING DOWN THERE, IT'S VERY HARD TO FIND A NATIVE SOUTHERNER ANYMORE.**

You know what though, when you

come down South you definitely see there's still a lot of southerners around, although the job market has really exploded in the past 10 years in the south so naturally you're going to have that influx of people from all over the country.

**YOU MENTIONED THE HIGH-TECH VS. TRADITIONAL LISTENERS. HOW DOES THAT AFFECT HOW YOU PROGRAM WZYP?**

Just because we have a lot of listeners with a high level of income, doesn't necessarily mean that you want to program your radio station that much differently. This is actually a very conservative radio market. A lot of the newer songs and maybe some the Alternative songs that work around the rest of the country take a lot longer for us. I've been here for two years now, so I can tell you that a lot of the songs that work around the rest of the country take a lot longer to build a story here than they do elsewhere.

**HOW DOES THAT AFFECT YOUR RAPPORT WITH RECORD LABELS AND YOUR TIMETABLE VS. THEIRS?**

Unless they come to town and hear

our radio station and know our radio station, they're not going to get the picture anyway, so I don't really waste a whole lot of breath trying to tell them the story. What they need to do is to come to town, hear the radio station and know the market. That's their job. My job is to play what songs I think are the best ones for our radio station, and for our listeners.

**WHAT CONSTITUTES GETTING A RECORD PLAYED ON YOUR RADIO STATION? WHAT'S THE PROCESS YOU HAVE TO GO THROUGH?**

There's several different criteria. First and foremost is when we're in the music meeting we really like the song. Is it going to fit into our music

mix. There may be a song that we really like in the music meeting, but we just can't really hear it between two other records on our radio station.

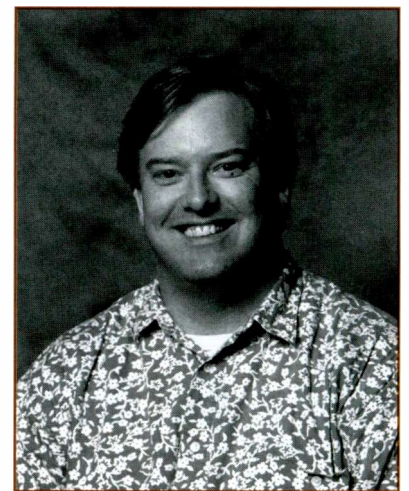
**SOMETIMES IT'S VERY DIFFICULT TO HEAR A SONG OUT OF CONTEXT.**

Yes it is, and there are some songs that we have skipped over for that reason that may have been big national hits that just don't really fit in to the music mix on 'ZYP. We also look at sales, but sales is only a part of what we look at. We also look at requests, and of course, we like to look at some of the regional radio stations and find out if they're playing it and if they've had success with it.

**WHAT ABOUT VIDEO PENETRATION, WHETHER MTV OR THE BOX? DOES THAT HAVE MUCH OF AN IMPACT?**

The Box has none. MTV has some impact on the Alternative songs.

**I KNOW YOU WERE VERY PROUD OF THIS LAST RATINGS PERIOD WHEN YOU WENT FROM AN 11.0 TO A 13 SHARE. IT SEEMS LIKE TOP40'S ON THE UPSWING AGAIN. WHAT DO YOU ATTRIBUTE THESE**



Even though we have good 25-54 numbers here we're not in the situation that a lot of the bigger medium and major markets are in where you should be an AC radio station if you're trying to chase those kind of demos.

**IT'S LIKE TRYING TO PUT A SQUARE PEG IN A ROUND HOLE. YOU PLAY THAT AGENCY GAME, AND IT'S A NO-WIN SITUATION.**

There's no way to win that game unless you change format, which a lot of stations did and again, a lot of the Top40s tried to get into Hot AC, a format that is succeeding marginally at best. It certainly hasn't become the exciting adult format that a lot of people were trumpeting it would become.

**IT'S KIND OF HARD TO BE EXCITING WHEN YOU'RE PLAYING RECURRENTS AS NEW RECORDS.**

What you've got to think of though is that people that are 30-36 years old aren't as into newer songs. One of the reasons behind that format was these people grew up as Top40 listeners, but now they're not really into the newer music, so lets just give them a steady dose of '80s and recurrents. Most Hot AC stations lack the exciting elements that made Top40 great. First and foremost, most of the Hot AC's just do away with personality. They just get guys with great voices and no personality, and it's boring. I think a lot of Hot AC's numbers are now reflecting that.

Maybe they were on target with the music, but as far as an exciting, fun ratings-grabbing radio station, they're missing the mark with Hot AC. They had an initial upsurge because they came on at a time when Top40 was vulnerable. They took advantage

**"I have the 'Wizard of Oz' approach to programming: Your station has to have courage, brains, and a heart."**

**BIG NUMBERS TO?**

In all honesty, I don't necessarily think that it's on a great big upswing on a national level, because I've seen some of the recent summer trends around the country and everybody is still having a hard time. I'll tell you what it is. It's people trying to find their way back out of the muddled situation of the early '90s. First of all, the music hasn't been great. I think a lot of people lost their way in trying to niche themselves in one fashion or another, and I think a lot of that is not necessarily program directors' faults. They have to live with the decisions made by the management of the radio station, and '25-54 year old-itis,' as far as trying to make a Top40 a 25-54 year old radio station, it's ridiculous.



when Top40 over-rapped and over-danced and had too much throw-away type music, but they never capitalized on it because they failed to capitalize on one of the main ingredients of a great Top40 radio station - personality.

#### **TELL ME ABOUT THE GREAT STAFF YOU'VE ASSEMBLED.**

I do the morning show along with John Patrick, who has worked his way up from parttime to producing and co-hosting the morning show with me. He's just a fabulous talent who I'm sure is going to be doing major market work some day.

Nikki Nite is the Assistant Program Director and Music Director and also does the midday shift. Nikki is just fantastic on the air. I hired her originally to do nights, and she sounded very good there, and when I had a midday opening I moved her because I wanted her to be able to concentrate on her APD/MD duties. She's just an all-around terrific asset to not only me, but to the radio station. She's one of our most-liked personalities, great at remotes.

Afternoons is Steve Wayne, who I hired from Chattanooga. Steve was actually a Classic Rock personality. I got his tape when I had an afternoon opening and I heard a guy who I thought could be a major market afternoon talent, given the right kind of directorship and leadership. He keeps improving every day.

In the evening is Wally B, who was working overnights at WENZ in Cleveland, which is the old WPHR where I worked. I always thought Wally had the talent to do nights, and he's really proven it here because his numbers are astronomical. He really owns nights in this area.

Overnights is a guy who's been at the radio station I think since they laid the first brick. Robert "Rock & Roll" Johnson is just as solid as they come. He's a hard working guy, does everything I ask and sounds good on the air. From mornings to overnights we have the kind of airstaff that could work in a much bigger market. I feel very fortunate in this size city to have them.

#### **YOU ALWAYS WANT THAT MAJOR MARKET FEEL IN THE HALLWAYS AND THAT SOUND ON THE AIR.**

One thing that I don't want is the kind of radio station that sounds so major market that you could pick it up and put it in another city and have it sound great. I hear some of the major market radio stations that shall go unnamed here in the Southeast that I'm able to listen to. I'll listen and think that station sounds really good, but it doesn't have the feel of the city they're in. It sounds like you could

stick it in any market in the country and it would sound OK, and they wonder why their ratings aren't better. They're not really reflecting the city they're in. I don't want to ever get to that point at our radio station or any station that I'm at.

#### **WHO'S YOUR FOOTBALL TEAM THIS YEAR?**

My football teams are Penn State and the Cleveland Browns. I do like the Alabama Crimson Tide, and since being transplanted here I've learned a whole lot more about Alabama and the Crimson Tide. With the Southeast Conference I'm a big Crimson Tide fan, but I went to Penn State in college and I've always been a big Nittany Lion fan, and I also follow the Cleveland Browns because I lived there and they're my favorite NFL team.

#### **IT'S ALWAYS CHALLENGING BEING AN ON-AIR PROGRAM DIRECTOR, ESPECIALLY ONE THAT DOES THE MORNING SHIFT. WHAT THE HELL IS YOUR DAY LIKE?**

The good thing is I have a terrific bunch of people that work with me. For instance, on the morning show I have a producer who does a lot of the background legwork for the show. I've become a good delegator. Nikki Nite handles some of the programming details, and I don't have

#### **THE KIND OF PROGRAM DIRECTOR WHO HOT LINE'S HIS JOCKS.**

You know what, I rarely do, and I don't like to do it. Nine times out of 10 if I'm mad I'll think about it and have time to cool off. It would have to be something really bad for me to hotline somebody. I couldn't even think of an instance. I would wait and talk with them about it later. I know how it felt, because I've had program directors before who would come in while you were on the air and say something to you or hotline you, and how can you perform that way?

#### **LET'S TOUCH BRIEFLY ON THE OWNERSHIP OF THE STATION, THE GM AND SALES STAFF AND GIVE THEM THE STROKEAGE THEY DESERVE.**

Our owner and General Manager's name is Bill Dunnavant and the radio station is owned by Athens Broadcasting, which is Bill and his wife Mary. It's great because he's in the radio station every day and I get direct answers from him. I don't have to call corporate or wait on answers from some higher ups. If I need something, I go to Bill and get a yes or a no and I like that situation. If we just came up with an idea at the last minute I can run right in and get it approved. Most major market situations aren't like that. The good

#### **ANY THOUGHTS ABOUT ALL OF THE NICHE FORMATS SPLINTERING OFF FROM MAINSTREAM TOP40?**

I think that in most cases in most markets when Top40 is done in the classic sense of the format, it can still be successful instead of trying to niche the format into something that it's not. Top40 has always been a personality-oriented, hit-driven, Mainstream format. It can still work but you have to have the right mentality to be able to pull that off too. You just can't send any program director in there. You've got to have Top40 in your blood, and luckily, early in my career I was able to learn from some really good programming people. I also want to say that we have gotten a lot of help from Randy Lane and Vallie Consulting. They have been a tremendous help in the success of our radio station.

#### **YOU GAVE ME A GREAT QUOTE A COUPLE OF WEEKS AGO. YOU SAID, "I HAVE THE 'WIZARD OF OZ' APPROACH TO PROGRAMMING A RADIO STATION...YOUR STATION HAS TO HAVE COURAGE, BRAINS AND A HEART."**

My daughter and I were watching the *Wizard Of Oz* one day, and I thought to myself, you know, I can really apply those three concepts to running a radio station. Number one: You do have to have courage in programming a radio station, because sometimes you have to make tough decisions and bold decisions that may fly in the face of anything that you've ever been taught. You've got to have brains, because you've got to be smart enough to go in and research your market and be a good marketeer. There's so much more involved in being a program director nowadays than just putting records on the air and seeing what happens with them. And you've also got to have a heart, because you've got to be a likeable radio station. A lot of the in-your-face stuff that came out in the '80s was successful, not necessarily because people liked it, but it was because the music and the format were so popular at the time, and now a lot of those radio stations that were number one or two in the market you see are number seven, eight and nine in their market now. Your radio station has to have a heart. You've got to be the kind of radio station that people tune in and think, 'I like their personalities and the kind of promotions that they do that really touch the community,' versus just sitting on the air and boasting and bragging about what's so great about your radio station. That's how I came about that theory which I called the 'Wizard Of Oz' approach to programming.

As long as I keep those three things in mind, our radio station is going to be on the right track. WZYP will be following the Yellow Brick Road...

**"Hot AC took advantage when Top40 over-rapped and over-danced...but they failed to capitalize on one of the main ingredients of a great Top40 station - personality."**

to worry about it because she gets them done. I've also trained every jock at the radio station to run Selector, so if there's a day that Nikki is out and maybe I can't run Selector myself that day, I can ask Wally B. or Steve Wayne to run the Selector.

I trust these people. I trust them to run the radio station. I set up back-up systems for everything. Any of the jocks can run Selector. I want them all to turn into programmers. I always tell them that not only are they the star of their particular shift, but they should also consider themselves the program director of their show. I'm trying to get each one of them to think like a program director, which will certainly benefit the station now, and help each of them individually in the future.

#### **YOU DON'T STRIKE ME AS**

thing about Bill Dunnavant is that he is a broadcaster. He's not some lawyer or doctor that decided to get into radio as a tax write-off. This radio station has been in his family since the late '40s. And not only that, but he loves Top40 radio and hey, that's my kind of owner. The Sales Department is run by Sales Manager Bill West. We have a really fantastic sales department. I hesitate to say this, but some of them are probably going to move on to bigger markets and be making a lot of money. I hope other sales managers don't read this article and steal them away because we really have the kind of sales department that understands programming too, and that's one of the great aspects of Bill West is that he understands we have to think first about the product on the air.



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**KKSS**  
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**BRUCE ST. JAMES, POWER106**

"Finally the record that gives Izzy Sanchez the recognition he so greatly deserves. Seriously, it's the club record in L.A., and getting instant phones."

**MICHAEL MARTIN, WILD107**

"I didn't know a record about Mike Marino would request this well. Top 5 phones."

**THE JANITOR, KTFM**

"Thank God our female listeners have their fingers off that little thing so they can continue to request this big thing. Huge requests."

**HURRICANE SHANE, KBFM**

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**CHARLIE MAXX, KZFM**

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**JOEL "MC BOGGIE D" GILCHRIST, KJYK**

"This record is as big as it wants to be, but we can't say that about everybody."

**RANDY SAVAGE, KKSS**

"Phones are gushing Top 10 phones...Hot shit."

**MICHAEL STEELE, KIXY**

"This is Jimmy Jamz reality check. Top 5 phones."

**CHARLES CHAVEZ, KTFM**

"It's bigger than a peanut."

**BARRY FIEDEL, HITMAKERS**

"Don't be a dick...Play this record."

# 20 FINGERS SHORT DICK MAN

**(SHORT SHORT MAN)**

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- HOT97.7**
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- KKXX**
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- WRVQ**
- KIX106**
- B106**
- KGGI**
- Q105**
- KMXZ**
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- PWR106**
- KZFM**
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and many more.

Contact Issy Sanchez or George Hess at 212-274-9728  
 or Hazel at 708-387-7100





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

1. INI KAMOZE *Here Comes The Hotstepper* (COLUMBIA)
2. LUCAS *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.)
3. MADONNA *Secret* (MAVERICK/SIRE/WARNER BROS.)
4. RAPPIN 4-TAY *Playaz Club* (EMI RECORDS)
5. MIRANDA *Round And Round* (SUNSHINE)
6. DA BRAT *For All Y'all* (CHAOS)
7. BOYZ II MEN *On Bended Knee* (MOTOWN)
8. PARIS *Guerilla Funk* (PRIORITY)
9. 20 FINGERS *Short Short Man* (ID)
10. FU-SCHNICKENS *Break Down* (JIVE)
11. QUO *Blowin Up* (EPIC)
12. BIG MIKE *Playa Playa* (RAP-A-LOT)
13. BONE, THUGS & HARMONY *Thuggish, Ruggish Bone* (RELATIVITY)
14. CE CE PENISTON *Hit By Love* (A&M)
15. COOLIO *I Remember* (TOMMY BOY)
16. JADE *Every Day Of The Week* (GIANT)
17. JANET JACKSON *You Want This* (VIRGIN)
18. RAJA-NEE *Turn It Up* (PERSPECTIVE/A&M)
19. ROB BASE & DJ EZ ROCK *Breakadawn* (WARLOCK)
20. ZHANE *Vibe* (MOTOWN)

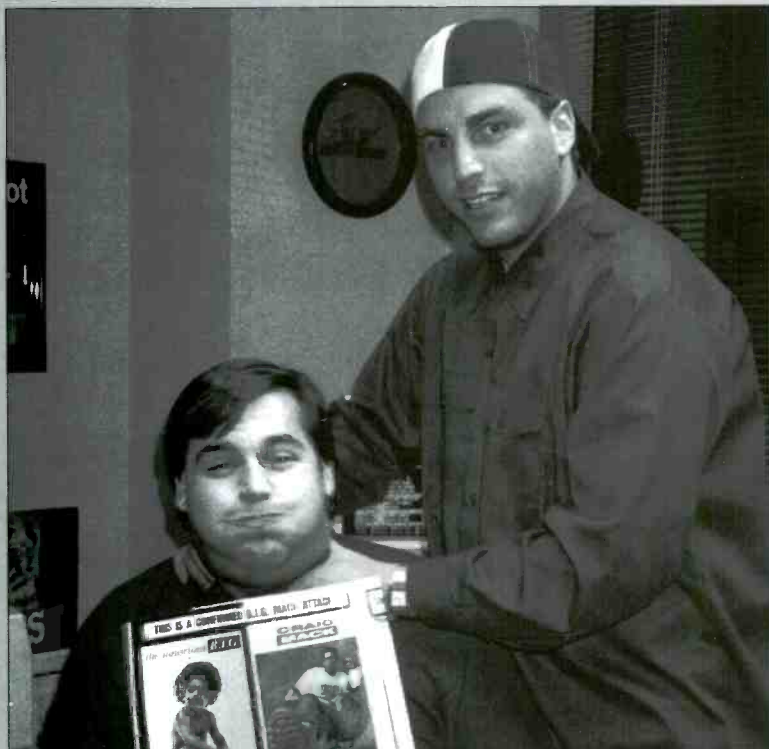
## Salwa's Space

- Congratulations go out to Joe Muzzalupo from KSFM and his wife Judy on the birth of their son Alexander Bryce...If anyone needs to know the weight of the little one for a certain contest, give me a call... Joey accidentally revealed it to me.
- Belated Happy Birthday to Bruce St. James, MD, POWER106...Thanks for dancing the night away with me last week.
- Kid Stevenz from HOT102 makes the move to nights at KGGI...Geronimo WZJM makes the move to PD at 'ZJM's sister station. Jowcol Gilchrist better known as MC Boogie D has officially been named PD/MD KJYK and afternoon jock Chris Kerr has been appointed AMD. Bob O'Dell serves as Boogie D's mentor.
- **MADONNA** had a great first week out. If you haven't put this one in, take another listen... For anything you may need give Greg Lee a call (818) 953-3748.
- Sunshine records released two **MIRANDA** videos this past week, one for the new single, *Round & Round*, and one for *Your Love Is So Divine*. Mastering problems have held up the vinyl on *Round & Round*, but Walter is hoping that try #5 will be the winning number. Any questions call the gang at Sunshine at (213) 465-5050.
- Nancy Levin Priority Records checks in this week... If you haven't gotten your very own copy of **PARIS'** *Guerilla Funk* (with your army men) give Nancy a call. This record has a great hook and is very upbeat.
- Def Jam's Mike Kaiser has a new **WARREN G/GLICK RICK** cut *Behind Bars* out. For your copy call him at (212) 229-5212. Also watch for the new **METHOD MAN** and **REDMAN** in October.
- Liz Montalbano from Epic sent me an advance on the new **M PEOPLE** single entitled *Excited*. This track has mixes by MK. Another project is **QUO** *Blowin Up* on MJJ/Epic...Check them both out.
- Check out *Basketball's Best Kept Secret* on Immortal/Epic. Tracks by Shaq featuring Ill Al Skratz, Brian Shaw, Gary Payton and many more. Give Sean at Immortal a call for this one (310) 657-9500.
- Headliner Records pops up from nowhere with **NEXT EXIT's** *Somewhere In My Broken Heart* with adds this week at KKFR, KBOS, KTMT with Top 10 sales in San Jose. For a copy or any questions give George Tobin a call at (818) 506-4525.
- Records to check out:

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA), **LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.), **RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS), **DA BRAT** *Fa All Y'all* (CHAOS), **BOYZ II MEN** *On Bended Knee* (MOTOWN), **20 FINGERS** *Short Short Man* (ID), **FU-SCHNICKENS** *Break Down* (JIVE), **BIG MIKE** *Playa Playa* (RAP-A-LOT), **BONE, THUGS & HARMONY** *Thuggish, Ruggish Bone* (RELATIVITY), **CE CE PENISTON** *Hit By Love* (A&M), **COOLIO** *I Remember* (TOMMY BOY), **JADE** *Every Day Of The Week* (GIANT), **JANET JACKSON** *You Want This* (VIRGIN), **RA JA-NEE** *Turn It Up* (PERSPECTIVE/A&M), **ROB BASE & DJ EZ ROCK** *Breakadawn* (WARLOCK), **ZHANE** *Vibe* (MOTOWN).

See ya,

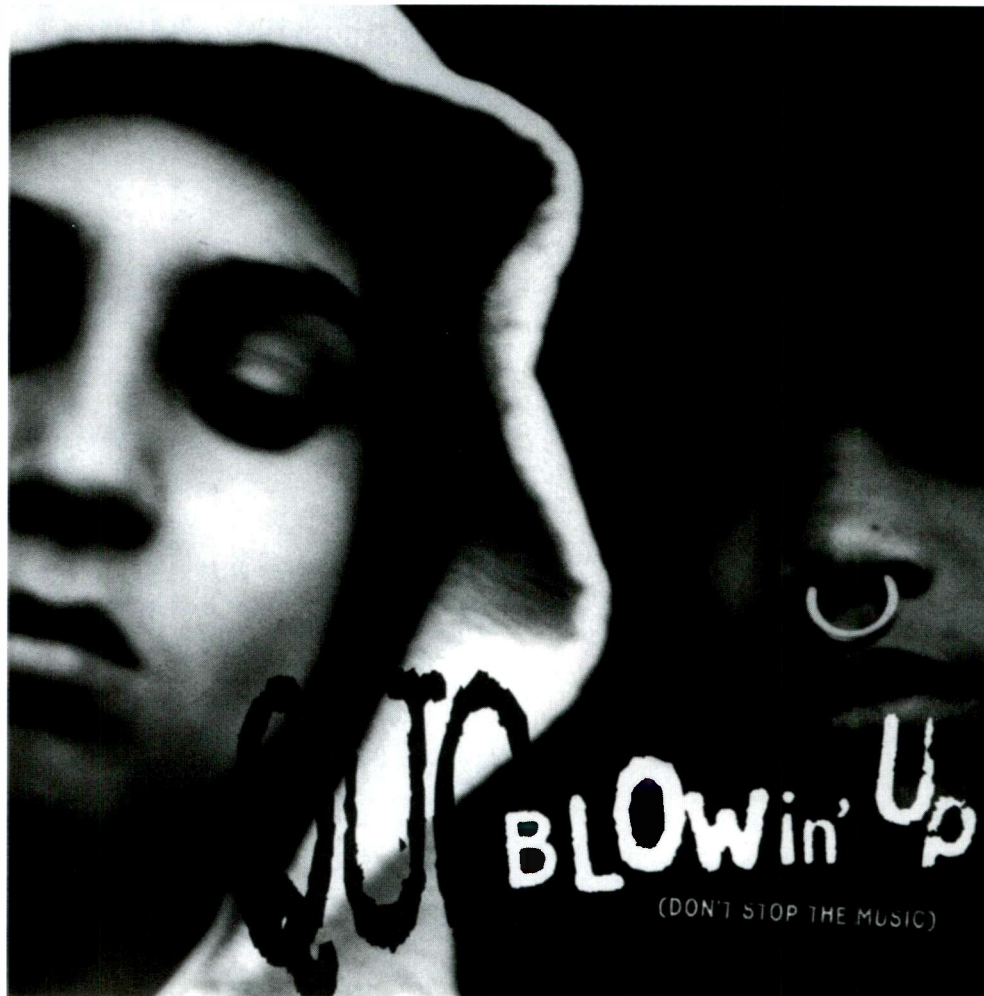
Salwa Scarpone





# QUO

## "BLOWIN' UP"



**THE  
BOX**  
MUSIC TELEVISION  
YOU CONTROL.

**Debut 36\* 1st Week!**

Heavy Requests:

**Boston**

**Los Angeles**

**Philadelphia**

**Baltimore**

**New York**

**Houston**

"This group will be the next Kris Kross. Better than the original from Yarbrough and Peoples."

**ROY JAYNES,  
KKSS**

"*Blowin' Up* has great energy."

**CAT COLLINS,  
WJMN**



**Over 500 Singles Sold in the First Week!**



## DAVE FERGUSON, PD

KSFM/Sacramento

### **THE FRESH TEST**

The Fall book is on! How many of you spent the last few weeks of summer freshening up your station's produced elements? Ideally, your station promo's and sweepers should always be put to "the fresh test" regardless of the season, but realistically some of the worst radio ever to abuse a human ear happens in summer and around the holiday season.

I believe that radio is art. Your station's production elements are arguably the

most important part of that art. Believe me, to the audience that "art" can get really old fast! So put your station to the "fresh test" everyday - not just before the Spring and Fall book.

Need some idea starters? Here are some HOT DROP TOPICS that may help your station imaging sound topical and fun:

- Football/no World Series
- Clinton-Haiti
- Local elections
- Back to school
- New Fall TV Season

Next week, the continuing saga of Dr. Dave's battle with SESSION 8!!!



Dave Ferguson is currently the voice of more than 10 major market radio stations, including WPGC, THE BOX, WILD 107, 102JAMZ, etc. He works closely with New World Communications consultant Jerry Clifton on imaging for various client stations. For a demo or more info, call (916)920-1025

## MARK SHANDS

The U.S. recording industry will have sales totaling over \$10 billion for 1994. That's quite a few Boyz II Men CD's. With figures that high you've got to know that there's much information being generated at your local record stores. Important information you can use to make you and your radio station more responsive and more successful.

Record store research is like exercise. The hardest part is getting up and doing it. It's hard to get out behind that desk, out of the radio "factory," into the car and down to the palaces of commerce (the mall). That's why many programmers don't use this input. It is hard to tear yourself away from all the things that happen at the station. The secret is to do it anyway.

You want to try for contact with at least five of the main stores in your market. Might just want to act like a customer at first. Walk in the store and see who's there. It's important to see who isn't there too. Stores tend to reflect the neighborhood they're located in. You'll want to make sure you're checking out all parts of your audience. Go for a couple of high volume stores in the mall, the weird alternative store over by the college campus, and the 12-inch single/Rap store downtown. Ask the record company promotion people which stores are hot. If possible talk to the people in your town who work in the record company sales departments and the record people who work the stores. They're your best source for information on the stores in your market and it really blows their mind when a radio person

actually enters a record store!

When you're in the store, play it cool. Just notice what's going on. Go over by the singles and pretend to look at the records. Watch the music fans try to choose between Lisa Loeb and Luther Vandross. They'll actually hold both in their hands as if they were weighing the two, making a choice on how they'll spend their hard earned money. Listen and you'll hear them debate with their friends. Which version is hot, what do they think of the concert, what's their reaction to the new video: you'll hear it all. Most importantly, you'll hear the answers to the questions you didn't even think to ask. The customers will talk about songs that aren't on anybody's list...yet. That's right, you're conducting a focus group study...and you can't beat the price and you know it's real.

Notice the people who work in the record stores. Some of them are just clerks. But many if not most are music fans. Like many of us in radio programming, these record store people are in it for the music. These are the people you want to know. Because now, rather than just you and your program director, you can plug in several other local music experts who care just as much as you do. Believe me, they'd be delighted to have input on the music decisions at your station. And most importantly, they really do know what music is happening in your town. They know other things too, like what customers are saying about new songs, who's about to announce a local concert, which track on the CD is getting mentions, which CD has a secret track on it. All those critically



important things you won't find on a chart. Once you get a relationship going with a good store person and you know they're plugged in, listen to them. When you think they've got a point go ahead and add one of the records they suggest. Tell them you're doing it because you think they're on to something. Then keep them posted on how it's doing for your station. I wonder how many customers will be worked on the song at that store? Don't give them heat if it stiffs, no doubt you've added a few. In the long run this person will become one of the most productive people on your staff (and they're not even on your staff.)

When you can do this with several of the main stores in town you can't be beat. Those kids who work in the record stores are local trendsetters. When you've got the local trendsetters working for you behind the scenes, you tend not to be beaten. And that's the way it should be.

*Mark Shands is a 26-year radio vet. He most recently programed WHJX/Jacksonville*



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

**JAMIE WALTERS** *Hold On* (ATLANTIC) - Once again, not a typical disc-over for me, but I can't deny it. I totally love this song! I hope it's a massive hit for Jamie - he's the man!

**MARIAH CAREY** (COLUMBIA) - Christmas album??? Hello?

**CORONA** *The Rhythm Of The Night* (EASTWEST) - Very fresh-sounding...Another Euro-smash!

**JADE** *Every Day Of The Week* (GIANT) - Very strong - definitely garnered its early airplay! Total female appeal!

**REAL McCOY** *Run Away* (ARISTA) - This is MAJOR...Hopefully ARISTA will get the album out soon and will decide to make this the follow-up single. Already getting large response!

**2 BAD MICE** *Bomb scare 94* (SMILE) - This is a HIT! Watch out for it...It has exploded in Chicago!

**FAST EDDIE** *Booty Call* (DEFIANT) - Without a doubt, the biggest street record in the city.

**THAT KID CHRIS** *Big Time* (LIFTED) - It's a track that has been on fire in Chicago for quite a few months. It's still getting mad play in the clubs. Everyone, from kids to adults, reacts when it comes on! Regular rotation is just around the corner!

**ALAN 'The Fox', AMD, BOSS97, Atlantic City**

**GIN BLOSSOMS** *Allison Road* (A&M) - Another great follow-up...The tradition continues.

**CASSERINE** *Why Not Take All Of Me* (WARNER BROS.) - This one should have gone straight to radio. Great record.

**BLACKGIRL** *Where Did We Go Wrong* (RCA) - Here's a great song for background music, if you know what I mean? Spiking in Love Songs and getting good phones.

**MIRANDA** *Round And Round* (SUNSHINE) - Good uptempo dance record that we desperately need.

**CE CE PENISTON** *Hit By Love* (A&M) - Finally, Part II!

**AFTER 7** (GIANT) - Off the 90210 soundtrack. Really a great ballad.

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

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - It's groovy. It's hip. It's hot!

**BRANDY** *I Wanna Be Down* (ATLANTIC) - Should be huge.

**TONY TERRY** *When A Man Cries* (VIRGIN) - Generated phones after one play.

**HURRICANE SHANE, MD, KBFM, McAllen-Brownsville**

**JANET JACKSON** *You Want This* (VIRGIN) - Remix. Another great Janet record.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Strong enough for man, but made for a woman 18-34.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - This record's got mass appeal. An easy record to 'put in.'

**MIRANDA** *Round And Round* (SUNSHINE) - Another *Your Love Is So Divine* with no break and lyrics. Yo go girl!

**GREG HEAD, MD, THE BOX, Houston**

**ANGEL MOORE** *Ecstasy* (QLT RECORDS) - Local girl from D.C. Produced by Doug Lazy. Unbelievable phones.

**BIG MIKE** *Playa Playa* (RAP-A-LOT) - Played it once and got a million calls about it.

**VJK** *Front Back Side & Side* (JIVE) - Check this one out.

**LUCIOUS ICE, AMD, KBXX, Houston**

**RAJA-NEE** *Turn It Up* (PERSPECTIVE/A&M) - Kind of smooth with a Hip-Hop vibe. Good for all dayparts.

**FU-SCHNICKENS** *Break Down* (JIVE) - They came back with crazy flava. You can that Madd Zapp vibe in the music and the rhymes are butta.

**NINE** *Whatcha Want* (PROFILE) - I have waited on this and now it's here. Instant props in the mix show. Good lookin' out Jim Mahoney.

**BIG MIKE** *Playa Playa* (RAP-A-LOT) - Straight pimp shit for all those big o'le pimps like Mike Futagaki and Boogie D.

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

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - More of a soulful feel to it.

**PARIS** *Guerilla Funk* (PRIORITY) - This one's got it goin' on. Sampling gives it familiarity.

**BROWNSTONE** *Pass The Lovin* (MJJ/EPIC) - Smooth groove. Along the same lines as Changing Faces with more of a funky feel. Give it a listen.

**SEAL** *New Born Friend* (SIRE/WARNER BROS.) - Good feel, could be your next reaction record.

**SONIA JIMENEZ, MD, KGGI, Riverside**

Check this out:

**BOYZ II MEN** *On Bended Knee* (MOTOWN)

**JADE** *Every Day Of The Week* (GIANT)

**JANET JACKSON** *You Want This* (VIRGIN)

**BOOGIE** *Shocked* (PRIORITY)

**JEFF HUNTER, PD, KIKI, Honolulu**

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - Strong phones on this one. Callout should be strong. Hot requests.

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - Beautiful voice. This jam will melt a lot of hearts. This one will go to #1.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - These women can really sing. Stands out on the air.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Great song, hot video. The video sold me on this one.

**SCOTTY SNIPES, PD, KIX106, Providence**

**MEN AT LARGE** *Let's Talk About It* (EASTWEST) - Biggest hit of the week! - HUGE

You can tell it's the fourth quarter:

**RAJA-NEE** *Turn It Up* (PERSPECTIVE/A&M)

**COOLIO** *I Remember* (TOMMY BOY)

**ROB BASE & DJ EZ ROCK** *Breakadawn* (WARLOCK)

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

**DA BRAT** *For All Y'all* (CHAOS) - Remix. Oh my God, can it be another #1 hit?

**NICOLE** *Runnin Away* (AVENUE) - The club mix is phat!

**C&C MUSIC FACTORY** *Do You Wanna Get Funky* (COLUMBIA) - Remix. Heard it on vinyl, need the CD. The wonders we could do with it.

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

**BONE, THUGS & HARMONY** *Thuggish, Ruggish Bone* (RELATIVITY) - Playing every daypart and it's working.

**69 BOYZ** *Tootsee Roll* (RIP IT) - Very danceable. Reminiscent of Dazzy Duks. Very active record. #6-selling record in Albuquerque.

**20 FINGERS** *Short Short Man* (ID) - Women at the station love it. It will be a very active record and all women will like it.

**QUO** *Blowin Up* (MJJ/EPIC) - Thinks this group will be the next Kris Kross. Better than the original from Yarbo and Peoples.

**20 FINGERS** *Short Short Man* (ID) - Phones blow up every time they play it. Women love it and men hate it.

**TAG TEAM w/Mickey, Minnie and Goofy** *Whoomp! (there It Went)* (BELLMARK/LIFE) - Morning show reaction.

**PETE ROCK & C.L. SMOOTH** *Whoomp! (There It Went)* (BELLMARK/LIFE) - Sounds good on the air.

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

**BRANDY** *I Wanna Be Down* (ATLANTIC) - If you're not down with this one, you gotta get down.

**SABELLE** *Where Did The Love Go* (TOMMY BOY) - Say jam! Say jam! Say jam!

**EVE** *Groove Love* (GASOLINE ALLEY/MCA) - Very smooth, very cool.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - This one's too cool to stop talking about it.

**AARON HALL** *When You Need Me* (SILAS/MCA) - This is slammin'!

**PORTRAIT** *How Deep Is Your Love* (CAPITOL) - Couple of the jocks were taking three point shots at my mouth that was hanging wide open. This one's gonna blow up.

**ANDRU DONALDS** *Mishale* (CAPITOL) - A Reggae with kind of a Pop feel to it. Props to CAPITOL.

**JOEY ARBAGEY, MD, KMEL, San Francisco**

**DRU DOWNS** *Explicit Game* (RELATIVITY) - Turning into a Bay Area street smash.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Spreading like wildfire. Should go all the way to the top.

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - The follow-up single to *Playaz Club*. Should be another KMEL natural.

**ZHANE** *Vibe* (MOTOWN) - A much-needed mid-tempo groove.

On the club tip...

**FULLALOVE** *Didn't I Know* (EROMLIG)

**ROY DAVIS** (STRICTLY RHYTHM)

**BELIEVERS** *Essence Of Life* (STRICTLY RHYTHM)

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

**KORELL** *Paradise* (EMPORIA/THUMP) - Top 5 phones...that says it all.

**MIRANDA** *Round And Round* (SUNSHINE) - She just keeps getting better and better and better.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Love this hook...Love the na na na na na na na na thingy.

**DR. DAVE FERGUSON, PD, KSFM, Sacramento**

**BLACKSTREET** *Joy* (INTERSCOPE) - Good ballad... Best cut on the album.

**BLACKSTREET** *Before I Let You Go* (INTERSCOPE) - Sacramento soul...A groove record.

Also check:

**ARETHA FRANKLIN** *Honey* (ARISTA)

**LUTHER VANDROSS** *Circles* (EPIC)

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

**DA BRAT** *For All Y'all* (CHAOS) - Already getting phones.

**BONE, THUGS & HARMONY** *Thuggish, Ruggish Bone* (RELATIVITY) - Huge retail...Big phones.

**CE CE PENISTON** *Hit By Love* (A&M) - Sounds better than the last one. This one has tempo.





# GUERRILLA FUNK

Early Airplay At: KMEL, HOT97, WILD107, KMXZ, Z90

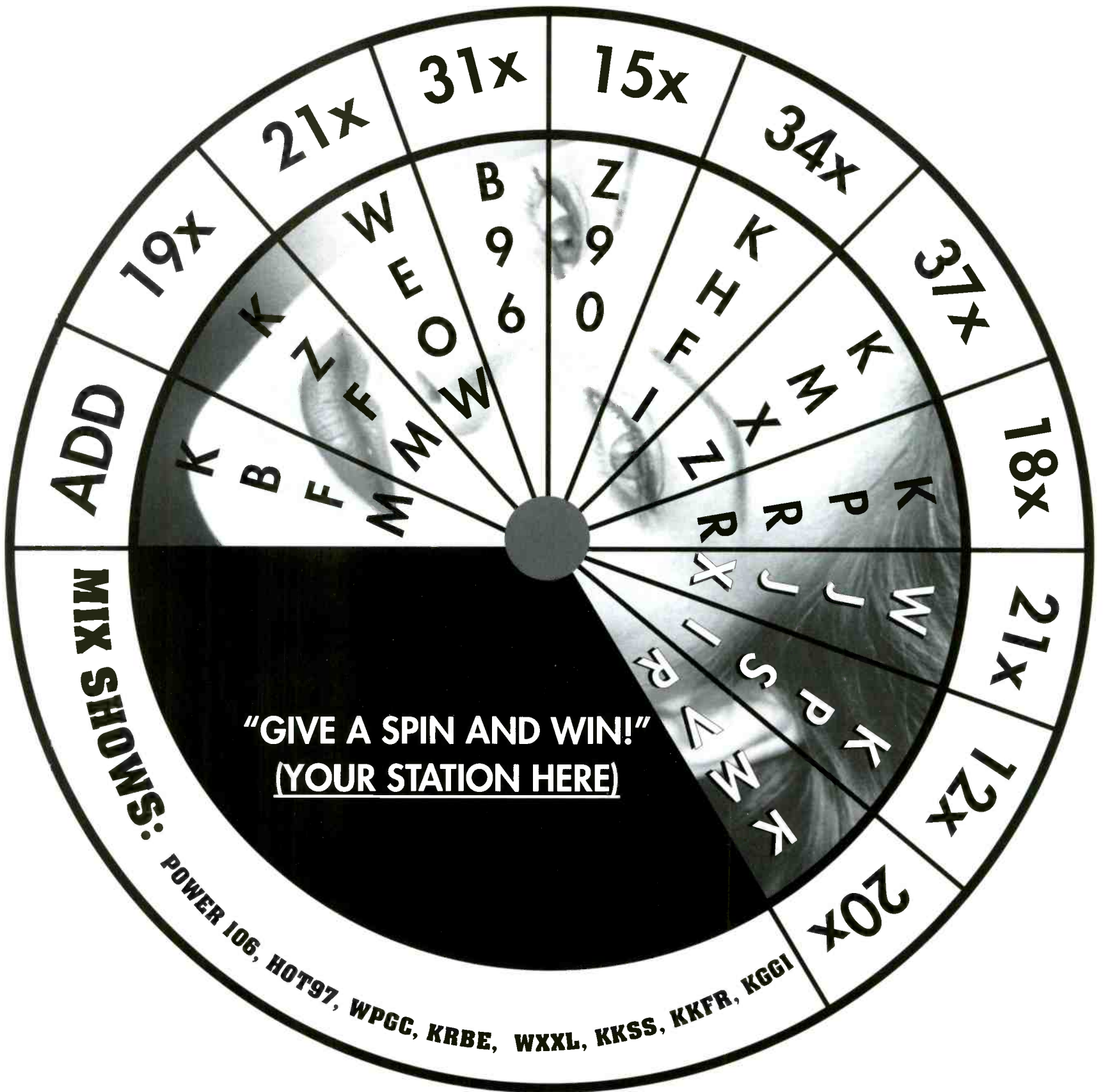
**PRIORITY**  
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# Miranda

## "ROUND & ROUND"



**SUNSHINE RECORDS**  
 (213) 465-5050 • FAX (213) 466-1629



**JAMIE HYATT, PD, KTFM, San Antonio**

**BIG MOUNTAIN** *Gengo Gans* (GIANT) - Should be the next single.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Came off the mix.

**LIL SUZY** *Promise Me* (METROPOLITAN) - Killer freestyle record.

**REBECCA VALADEZ** *Treat Her Like A Lady* (QLT RECORDS) - A 13 year-old local girl. Sounds like Robin S. Hip house.

**JOEY MUZZALUPO, MD, KSFM, Sacramento**

**DIGABLE PLANETS** *9th Wonder* (PENDULUM/EMI RECORDS) - This has a great groove. Very rhythmic, very clean and right to the point. Testing well in the mix. I'm seeing good things for this record.

**DOMINO** *Long Beach Thong* (CHAOS) - It's an all-around thing. Will definitely work in the Sacramento area. Domino has another good one in his hands.

**BLACKSHEEP** *Without A Doubt* (MERCURY) - This is something everyone should jump on. Testing in the mix. The long-awaited Blacksheep record...Has not lost its touch.

**MIRANDA** *Round And Round* (SUNSHINE) - Great upbeat record. This should really put her name there with all the other good freestyle artists. Listen to the three or four versions. Don't sleep...Something for everybody.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - This record only took me one minute to get a reaction. Stuck it immediately in the mix show with increasing rotations. Sounds great on the airwaves.

**SOUND FACTORY** *Come Take Control* (LOGIC/RCA) - Another great record from a great group. They keep coming up with the hits. In the mix show and testing well.

**DAN WATSON, PD/MD, KSIQ, Imperial Valley**

**NATALIE** *I Use To* (WARLOCK/QUALITY) - Classic freestyle...Very reactionary for our audience.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Phones lit up immediately and the Jr. Vasquez remixes are incredible.

**CONNIE** *No Tears* (BLACK OLIVE) - This record refuses to die...Pulling heavy sales and phones. Just had a show and she drew record crowds.

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

**BOYZ II MEN** *On Bended Knee* (MOTOWN) - Hugest, biggest, phattest smash on the planet. If you thought *I'll Make Love To You* was huge, wait for this one.

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

**SHERYL CROW** *All I Wanna Do* (A&M) - Check it out! Don't shy away from this one. It works.

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - Another hit!

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - The Heartbeat sample on this song was what hooked me.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Give her one more musical shot.

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

**COOLIO** *I Remember* (TOMMY BOY) - Sounds like a great follow-up. Should be a hit.

**RAPPIN 4-TAY** *Playaz Club* (EMI RECORDS) - It's a

West Coast thing right now. Could work in the East!!

**QUO** *Blowin Up* (EPIC) - Great energy.

**GARY MICHAELS, APD/MD, KZHT, Salt Lake City**

**MIRANDA** *Round And Round* (SUNSHINE) - A sound that fits perfect. Sticks in your head and spins round and round.

**DA BRAT** *For All Y'all* (CHAOS) - Looks like hit #2. She's the female Snoop Dogg.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - There is something for everyone with this record.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Sounds great. Duh.

**BRUCE ST. JAMES, MD, POWER106, Los Angeles**

**FU-SCHNICKENS** *Break Down* (JIVE) - Listen to the bassline and let it take you away. The funkier stuff to ever come from the Fu's and be sure to check out Chip Fu's lyrics.

**PARIS** *Guerilla Funk* (PRIORITY) - Got himself a real 'Snoop like' flow on this one, even though he disses Snoop on the album. Go figure.

**VARIOUS ARTISTS** *Jason's Lyrics* (MERCURY) - The movie soundtrack for '94! This album will give us the chance to do what we all really love, A&R for a major label.

**GNARLIE CHARLIE, MC, POWER106, Los Angeles**

**LUTHER VANDROSS** *Album* (EPIC) - One of those that will always be in my CD player. *Always And Forever, Evergreen, Killing Me Softly.*

**DOUBLE DOSE** *Current Affair* (UNSIGNED) - Props to Paco for finding this one.

**FU-SCHNICKENS** *Break Down* (JIVE) - Double cheeseburger with triple grease, triple mayo and extra phat. Chip Fu is the shit.

**PARIS** *Guerilla Funk* (PRIORITY) - Props to PRIORITY for this one.

Also check out.

**BOYZ II MEN** *On Bended Knee* (MOTOWN)

**DA NONCE** *Mixed Tapes* (WILD WEST)

**PMD** *Swing Your Own Thang* (RCA) - Samples Von Mason Bounce Rock Skate Roll album cut. Check it out.

For all you Ghetto Boyz fans, *Mind Playing Tricks '94* by SCARFACE on (NOOTRYBE/RAP-A-LOT).

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

**JANET JACKSON** *70's Love Groove* (VIRGIN) - Off the CD Pro. Very seductive.

**ZHANE** *Vibe* (MOTOWN) - The vibe continues.

**BOYZ II MEN** *On Bended Knee* (MOTOWN) - Will be the next single. Check it out.

**20 FINGERS** *Short Short Man* (ID) - The Short, Short Man is guaranteed to satisfy your females. It grows and grows the more you play it.

**PACO LOPEZ, STREETJAM/SUPER RADIO, New York**

**BRANDY** *I Wanna Be Down* (ATLANTIC) - It's amazing how a voice this big can come out of a girl this young. Be down with Brandy.

**BLACK MOON** *Buck 'Em Down* (NERVOUS) - My boy DJ Evil D is wreckin' shop again with ridiculous phat flava. The boot camp click is on point. As well as Evil D produced.

**SMIF N WESSON** *Let's Git It On* (NERVOUS) - No, it's not the Marvin Gaye *Let's Git It On*. You need to peep it.

**TERROR FABULOUS** *Cut #2* (EASTWEST) - He's hittin' with more Reggae flava...Keepin' the 'action' goin'.

**LUTHER VANDROSS** *Endless Love, Killing Me Softly, Always And Forever, Hello* (EPIC). The entire album is insane. These are four of my favorites.

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

**CRYSTAL WATERS** *What I Need* (MERCURY) - Developing nicely for round two.

**POSITIVE LIFE** *The Calling* (WAVEFORM) - Reacting as strong as Enigma. Cut #6 from *ONE AD* compilation.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Way cool - Up-and-coming add.

**BRANDY** *I Wanna Be Down* (ATLANTIC) - Another winner.

A club record to check out:

**KIWI DREAMS** *Why?* (TRIBAL AMERICA)

**UNDERGROUND** *Emotive* (WHITE LABEL)

**PARIS** *Guerilla Funk* (PRIORITY)

**GLENN KALINA, PD, WIOQ, Philadelphia**

**ROBIN S.** *Back It Up* (CHAMPION/BIG BEAT) - Check this out.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - It's on fire.

Also check out.

**MIRANDA** *Round And Round* (SUNSHINE)

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.)

**DA BRAT** *For All Y'all* (CHAOS)

**JERRY MAC, PD, WZJM, Cleveland**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Great reaction after just a few spins.

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - What can I possibly say about Madonna that hasn't already been said?

**GLORIA ESTEFAN** *Turn The Beat Around* (EPIC) - Does justice to Vikki Sue Robinson's original. Even if you've never played a Gloria Estefan song before, make sure you listen to this one.

**GERONIMO, APD, WZJM, Cleveland**

**ROB BASE & DJ EZ ROCK** *Breakadawn* (WARLOCK) - The party Gods return.

**COWBOY JUNKIES** *Sweet Jane* (INTERSCOPE) - Even better than the Lou Reed original.

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - Lots of curiosity calls with little airplay.

**BIG DAVE, MD, WZJM, Cleveland**

**LUCAS** *Lucas With The Lid Off* (BIG BEAT/ATL. GRP.) - The first time I played this, response was negative, but then magically...poof...monster phones. Moral of the story - don't give up on this record.

**DA BRAT** *For All Y'all* (CHAOS) - Bigger, badder, phatter, def, fly, wacky on the junk. Moral of the story - play this damn record.

**LOVE SPIT LOVE** *Am I Wrong* (IMAGO) - Some people don't believe in this record (TV)...Some people do (BD). Moral of the story - play this record and decide for yourself.



Get  
ready for  
the ride of your life

**Stations Jumpin' On The Ride:**

**WIOQ POWER106 KZHT**

gonna take you on a "hip  
hOp  
ride"

the first cut from their new album  
**No Mercy**

**Youngstas**

**Also Spinnin' At:**

HOT97/55 spins  
WIOQ/25 spins  
KMXZ/16 spins  
KHTN/11 spins  
WHJX/7 spins  
HOT97.7/5 spins

WJMN/36 spins  
92Q/15 spins  
KIX106/12 spins  
WKPK/10 spins  
KKSS/7 spins  
WZJM/5 spins

WJMH/24 spins  
KWIN/30 spins  
KSFM/10 spins  
WHHH/9 spins  
Z90/6 spins

40-29 - Rhythm Crossover Chart  
Video: The Box - Strong Requests,  
Yo! MTV Raps, and BET's Rap City!  
One of the most increased in play!!

Produced by Marley Marl for House of Hitz, Inc.  
Management: Popular Artist Management

**Sales:**

**NYC #38**

**Providence #45**

**D.C. #50**

**Philadelphia #51**

**Boston #36**

**Richmond #37**

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**DJ SPEN, 92Q, Baltimore**

**ARTIST UNKNOWN** *Untitled* (WHITE LABEL) - I have no idea who did this one, but I know that this is some phat rap shiuznit from Landover Maryland of all places! The hook is right and the track isz too hype for comprehension.

**SCREAM** *Hot Peas & Butter* (HOMEGROWN) - Crankin' like a canker sore! Definitely worth the check out!

**BLAKE BAXTER** *Touch Me* (LOGIC/RCA) - The dub on this one iz workin' like shit! This should make major mix show as well as dance floor noise! Hope you're happy, Kelly...you should be.

**THE NOTORIOUS B.I.G.** *READY TO DIE LP* (BAD BOY ENTERTAINMENT/ARISTA) - This one's gonna be large on tha underground rap tip. Several tracks got the potential to kill as single releases! My favorites are *Machine Gun Funk* and *Warning*, produced by Eazy Mo B and *Me And My Bitch* produced by I don't have a clue who! But the album concept is the best I've heard in a mighty long time!

**CHAKA KAHN** *Miles Blowin'* (FOX) - This record shits, shits and more shits for the dance floor! I am exceedingly impressed with her vocals on this one! Check it!

**TONY MORRIS, BOSS97, Atlantic City**

**NICOLE** *Runnin Away* (AVENUE) - This record is hyped and the smooove house mix is phat.

**LIL SUZY** *Promise Me* (METROPOLITAN) - My girl is back and she's coming out strong. All I say I was hyped on it before I heard it, and the song is phat the way they said it would be.

**DAMIEN BAUTISTA** *What Will I Do* (CLASSIFIED) - In this week's mix show.

**KIM ENGLISH** *Nite Life* (NERVOUS) - Thanks Nick, I'm playing the remix.

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

**GLORIA ESTEFAN** *Turn The Beat Around* (EPIC) - If anyone could possibly 're-do' this disco classic, it would be Gloria Estefan. What a 're-do' it is, with this double pak full of incredible remixes. Produced by Emilio Estefan and Lawrence Dermer for the movie soundtrack, *THE SPECIALIST*. This track will put Gloria back in the clubs with the genius mixes of David Morales, Phillip Damien and Pablo Flores. A mix show must have!

**DRIFTWOOD EP** *Compilation* (MINDFOOD) - Features Big Magic, Sexual Chocolate, Foot Club. Hard energetic commercial house with some progressive elements, male scatt vocals and nice, deep instrumentals. Boy Butta Mix really stands out.

**REEL 2 REEL** *Can You Feel It* (STRICTLY RHYTHM) - Five mixes of stompin hard straight ahead house. Althea McQueen on vocals with the Mad Stuntman filling in on the rap. Excellent deep dub with Roger S. and Erick Morillo remixes and production.

**MASTERS AT WORK** *Get Up* (CUTTING) - 5 remixes by Todd Terry and Kenny Dope. Hip hop track remixed from their recent LP using lots of Gwen McCrae's Funky Sensation as well as many other old school samples.

**MACK MACHINE** *Count On Me* (G-ZONE) - Very commercial, soulful house. Female vocals, lots of organ and piano. Also features trancey progressive mixes.

**JAZZY JIM, HOT97.7, San Jose**

**2 BAD MICE** *Bomb scare 94* (SMILE) - (94 remix) This record has just been huge for us on this station for over 5 months, and is set to take off in the rest of the country! An absolute dance smash!

**SABELLE** *Where Did The Love Go* (TOMMY BOY) - R&B with some of the phattest hip hop production around. Causing a tremendous buzz in this area considering that this is a new artist with only light air-play. It might take a while, but this one's gonna blow!

**JEFF K., KDGE, Dallas**

**BEASTIE BOYS** *Sure Shot* (CAPITOL) - The latest 'emphasis track' from the Beastie's *ILL COMMUNICATION LP*. Should cross all formats. Looking to break this one outta the mix show and into normal format here at THE EDGE. Has anyone mentioned remixes?!

**BOMB THE BASS** *Bug Powder Dust* (ISLAND/UK) - Tim Simenon, the man that made us 'beat dis' in the late '80s is back with a vengeance! He's hooked up with UK rapper Justin Warfield to create one of the most original Hip-Hop records I've heard in a long time. And did I mention there's a 'Dust Brothers' mix? Ooooooh yeeeeeah!!!

**CURTY CUT, KIX 106, Providence**

**JERU THE DAMAJA** *My Mind Spray* (frr/PAYDAY) - Phat and I like the way they used the samples.

**NAS** *New York State Of Mind* (COLUMBIA) - Phat lyrics dropped over a Joe Chambers sample fits like Mozart.

**ILL/AL SKRATCH** f/Brian McKnight *I'll Take Her* (MERCURY) - This shit is gonna hit on the R&B and rap charts!

**PUBLIC ENEMY** *Whole Lotta Love Goin On* (DEF JAM/RAL) - Typical Public Enemy! Phat tracks with a whole lotta bass!

**TONI BRAXTON** *How Many Ways* (LaFACE/ARISTA) - (Bad Boy remix featuring Biggy Smallz) It's in there!

**KEITH MURRAY** *The Most Beautiful Thing In The World* (JIVE) - The most beautifullest records this month.

**DJ BLADE, KJYK, Tucson**

**MIRANDA** *Round And Round* (SUNSHINE) - Strong follow to *So Divine*. It will receive a lot of radio support. Now, if there was only vinyl...

**NOMAR** *Zoomin'* (SCOTTI BROS.) - The Humpty mixes are definitely hittin! Starting to get a strong club response and mix show support.

**MAGIC AFFAIR** *Omen III* (SBK/EMI RECORDS) - 2 Unlimited'ism with a twist of Culture Beat. High energy that works in the club and in the mix.

**PARIS** *Guerilla Funk* (PRIORITY) - Fat, fat, fat! And that's all I'm gonna say!

**GLEN AURE, KMEL, San Francisco**

**NINE** *Whatcha Want* (PROFILE) - This record slams. The bassline and beat keeps all heads bobbin while Nine flows some dope rhymes. Special thanks to Jim Mahoney and Cris Lamdry at Profile for the advance test pressing.

**BLACKSHEEP** *NON FICTION LP* (MERCURY) - It's about time, but it was worth the wait. Blacksheep still got mad flava and skills, so don't sleep on this one.

**FU-SCHNICKENS** *Break Down* (JIVE) - The 3 crazy martial artists are back with some new flava. Fu-Schnickens always do something a little bit different

than the norm, so be sure to take a listen to the track. Big shout to John McMann and Marco Navarra at Jive in N.Y., along with Sam Bates on the local tip in San Fran.

**THE NOTORIOUS B.I.G.** *READY TO DIE LP* (BAD BOY ENTERTAINMENT/ARISTA) - Great debut album for Biggie. I love his flow and his production is f\*cking tight as F\*ck! My favorites are *Warning* and *The What With Method Man*, but all the tracks are dope. My only complaint: How come all the songs aren't on the vinyl album? Peace out to Davey and Lance at Arista, keep sending me the shit!

**DAVID MEYER, KMEL, San Francisco**

**BRANDY** *I Wanna Be Down* (ATLANTIC) - How can I be down? Very, very smooth. The track is some Mary J Blige-type shiznit. I can't get the chorus out of my head. This song will be huge. Expect heavy rotation.

**PARIS** *Guerilla Funk* (PRIORITY) - Not what you expect from Paris, but it is sure to make you move. The track is some live-instrument-fat-funk-flav' with Paris flowin' raw like he does. Headed straight out of the mix show into rotation. Scott & Daryl at Scarface, and Kelly and Rod at Priority have easy jobs with records like these.

**CRAIG MACK** *PROJECT: FUNK DA WORLD LP* (BAD BOY/ARISTA) - 'You can't bite my style, cause my style's not a style that's a style.' Favorites are: *Get Down* and of course, *Flava In Ya Ear*. Also check for: *Making Moves With Puff*, and *Judgement Day*. Besides being a very talented rapper, Craig Mack is cool people. What' up Davey D., Rob Stone, and Lance. Boyeeee!

**THE NOTORIOUS B.I.G.** *READY TO DIE LP* (BAD BOY ENTERTAINMENT/ARISTA) - B.I.G. has got to be the most vivid rapper. He paints a clear picture of what he's talkin about. *Juicy* has got nothin' but love in the mix show, and it's gettin' some rotation. Check the afro on that baby. The whole album is fat. If you don't know, now ya' know.

**DA BRAT** *Fire* (CHAOS) - This is the biggest song on her album. Do a clean version and it will be bigger than *Funkdafied*. The bass-line sample is from the Red Hot Chili Peppers. Fat-funk-flav!

**DJ MIDIMACK, KMVR, Las Cruces**

**RALLY RAL** *Something Kinda Funky* (PRIORITY) - Oakland funk is in the house, baybee! Much props to Kelly Woo 4 turning me on to this cut. It's some phat funk.

**A.D.O.R.** *Life's Flow* (ATLANTIC) - This is a B side cut, but it's so phat I had to give it it's due props. It's way phat.

**DAMIEN BAUTISTA** *What Will I Do* (CLASSIFIED) - Freestyle is back?! Or did it ever leave? Whatever you believe, you can't deny that the producers of Jocelyn Enriquez have another hit on their hands with plenty of remixes for everyone.

**PARIS** *Guerilla Funk* (PRIORITY) - This cut was a long time coming, but well worth the wait. Paris is back with his Oakland-based G funk than G. Much luv to ya homey.

**PAUL YATES, KMVR, Las Cruces**

**NICOLE** *Runnin Away* (AVENUE) - This jam will be running up the charts. The smooove house, I think, has the right flow for the mix show.

**LIL SUZY** *Promise Me* (METROPOLITAN) - Lil Suzy is at her very best, I promise...

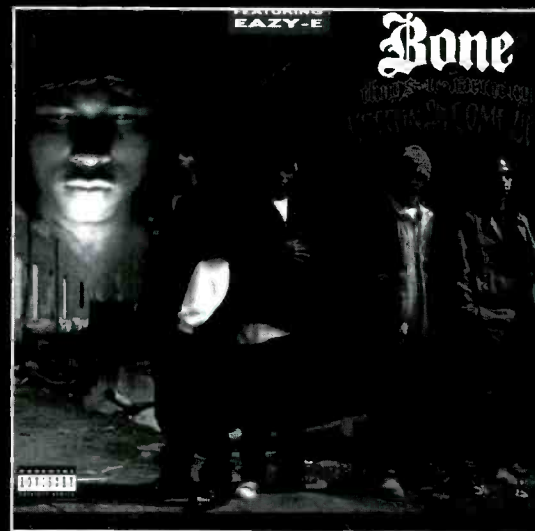


# BONE

## "Thuggish, Ruggish, Bone"

### Instant Sales!

### Instant Requests! Instant Hit!



Title Report: A D I Report  
Page 1 of 3  
Week Ending 09/25/94  
09/28/94 08:28:09

| THUGGISH RUGGISH BONE<br>BONE THUGS-N-HARMONY<br>RUTH Rel: 06/21/94 | # Weeks Top 200: |         | Curr Last 2 wks 3 wks |           |         | 94 YTD |       |
|---|------------------|---------|-----------------------|-----------|---------|--------|-------|
|   | 7                | Rank    | 14                    | 24        | 33      |        | 43    |
|   | 1 9 9 1          | t o     | D A T E               |           |         |        |       |
| Rpt Type: ALL   | Cds              | 12*     | Cas                   | MxC       | CdX     | Total  | 74099 |
| Format: ALL   | 0                | 1989    | 72111                 | 0         | 0       | 74099  | 74099 |
| Configuration: SINGLE   | # units sold     |         |                       |           |         |        |       |
| Cat: 05527  |                  |         |                       |           |         |        |       |
|   | This R           | Last R  | 2 Weeks R             | 3 Weeks R | 92 TD   |        |       |
|   | Week A           | Week A  | Ago A                 | Ago A     | Total   |        |       |
|   | ----- N          | ----- N | ----- N               | ----- N   | ----- N |        |       |
| Total   | 19596 K          | 14352 K | 11271 K               | 9732 K    | 74088   |        |       |
| New York, NY  | 263-108          | 229-121 | 209-139               | 210-143   | 1113    |        |       |
| Los Angeles, CA   | 1559-13          | 1258-13 | 333-65                | 140-125   | 3541    |        |       |
| Chicago, IL   | 1249-18          | 980-13  | 942-16                | 973-15    | 5415    |        |       |
| Philadelphia, PA  | 203-62           | 105-99  | 71-130                | 54        | 538     |        |       |
| SF-Oakland-San Jose   | 1267-6           | 627-15  | 360-30                | 290-39    | 3018    |        |       |
| Boston, MA  | 109-69           | 57-119  | 19                    | 49        | 275     |        |       |
| Dallas-Ft. Worth, TX  | 600-3            | 480-6   | 334-16                | 411-11    | 2412    |        |       |
| Detroit, MI   | 656-5            | 807-4   | 612-9                 | 743-8     | 4408    |        |       |
| Washington, DC  | 1016-7           | 731-11  | 495-33                | 287-39    | 3217    |        |       |
| Houston, TX   | 285-12           | 82-60   | 75-61                 | 27-144    | 537     |        |       |
| Cleveland, OH   | 616-7            | 552-9   | 603-4                 | 479-11    | 4255    |        |       |
| Atlanta, GA   | 258-19           | 176-37  | 82-76                 | 63        | 638     |        |       |
| Minneapolis-St. Paul, MN  | 172-13           | 166-11  | 133-16                | 205-13    | 977     |        |       |
| Tampa-St. Petersburg, FL  | 154-17           | 142-22  | 104-31                | 62-63     | 585     |        |       |
| Seattle-Tacoma, WA  | 77-42            | 84-44   | 13                    | 33        | 263     |        |       |
| Miami, FL   | 133-40           | 120-47  | 66-78                 | 61-80     | 461     |        |       |
| Pittsburgh, PA  | 231-16           | 175-24  | 170-22                | 93-48     | 841     |        |       |
| St. Louis, MO   | 229-10           | 178-12  | 205-10                | 193-14    | 1454    |        |       |
| Denver, CO  | 35-44            | 21-82   | 8                     | 1         | 67      |        |       |
| Phoenix, AZ   | 397-5            | 308-7   | 292-10                | 370-8     | 2257    |        |       |
| Sacramento-Stockton, CA   | 344-9            | 147-24  | 19                    | 30        | 621     |        |       |
| Baltimore, MD   | 261-16           | 108-37  | 85-51                 | 49-81     | 586     |        |       |
| Hartford-New Haven, CT  | 32-87            | 21      | 8                     | 6         | 74      |        |       |
| San Diego, CA   | 74-39            | 46-78   | 6                     | 1         | 142     |        |       |
| Orlando-Daytona Bch-Mlbrne  | 41-72            | 32-96   | 14                    | 4         | 114     |        |       |
| Indianapolis, IN  | 518-5            | 431-8   | 313-10                | 239-15    | 1800    |        |       |
| Portland, OR  | 59-51            | 57-50   | 37-61                 | 24        | 198     |        |       |
| Milwaukee, WI   | 182-10           | 130-18  | 214-7                 | 231-10    | 938     |        |       |
| Kansas City, KS-MO  | 43-44            | 24-92   | 10                    | 14        | 121     |        |       |
| Cincinnati, OH  | 106-27           | 64-61   | 64-54                 | 64-57     | 637     |        |       |
| Charlotte, NC   | 96-36            | 75-44   | 21                    | 11        | 217     |        |       |
| Nashville, TN   | 139-22           | 193-20  | 221-14                | 107-43    | 915     |        |       |
| Raleigh-Durham, NC  | 131-32           | 97-39   | 63-80                 | 21        | 334     |        |       |
| Columbus, OH  | 165-11           | 83-43   | 84-31                 | 153-13    | 690     |        |       |
| Greenville-Sprtnbrg-Ashvll  | 330-9            | 21      | 37                    | 11        | 442     |        |       |
| New Orleans, LA   | 105-25           | 65-47   | 56-52                 | 68-51     | 433     |        |       |
| Grid Rpsd-Klmzo-Bttle Crk   | 81-24            | 60-27   | 29-49                 | 34-48     | 224     |        |       |
| Buffalo, NY   | 172-9            | 55-33   | 244-4                 | 364-4     | 1430    |        |       |
| Memphis, TN   | 214-9            | 266-8   | 283-7                 | 283-8     | 1696    |        |       |
| Oklahoma City, OK   | 79-23            | 63-39   | 106-23                | 89-28     | 482     |        |       |

Adds This Week:

**HOT97**  
**WIOQ**  
**KWIN**

In Rotation At:

**WPGC** 28 spins  
**KKSS** 65 spins  
**KBXX** 39 spins  
**PWR106** 26 spins  
**Z90** 11 spins  
**KMEL** 31 spins  
**HOT97.7** 22 spins  
**THE BEAT** 20 spins  
**KSFM** 13 spins  
**92Q** 21 spins  
**WJMH** 28 spins  
**WZJM** 14 spins  
**WHHH** 29 spins  
**WILD107** 10 spins  
**KIX106** 10 spins

- Over 400 Total Top40 BDS Detections
- Over 400 Total R&B BDS Detections
- #5 Billboard R&B Album
- 16-12\* Billboard Top 200 Album



#1 Video 7 Straight Weeks!

**MIKE MARINO, KMEL**

"The biggest street record in the Bay area."

**GREG HEAD, KBXX**

"This one's a smash. #1 phones after one week. Play this record."

**PACO LOPEZ, HOT97**

"Throw your audience a 'Bone'. From the street level, it's the biggest thing since beepers."



**RELATIVITY**





# MIX SHOW DISC-OVERY CLUB®

## CARLOS FUSARO, KTFM, San Antonio

TONY DiBART The Real Thing (MAX) - On the mix now! Could be another Haddaway What Is Love type smash, very solid club base.

SPANISH FLY Treasure... (UPSTAIRS) - Slowly starting to happen.

SABELLE Where Did The Love Go (TOMMY BOY) - This is growing on me like a fungus.

24-7 Slave To The Music (ZYX) - Already big at the clubs.

## DJ RICH, KRBE, Houston

INI KAMOZE Here Comes The Hotstepper (COLUMBIA) - Great record in the mix show that should crossover to the mainstream. Doing great on the Flavor Zone at KHFI. If Snow could crossover, then Ini easily should too.

KARYN WHITE Hungah (WARNER BROS.) - (Basement Boys Remix) The Basement Boys did a great job on this one! Check em out!

KIWI DREAMS Why? (TRIBAL AMERICA) - Creating a huge buzz in the underground and making its way toward being a big crossover record.

C&C MUSIC FACTORY/ROBBI ROBBS Boriqua Anthem (COLUMBIA) - Sounds great in the mix show. Waiting for a remix. The summer of 94 has gone Latin Active in a big way.

DAMIEN BAUTISTA What Will I Do (CLASSIFIED) - Nice freestyle record with a strong appeal for the ladies.

## STAN PRIEST, POWER PIG, Tampa

LIVIN' JOY Dreamer (MCA) - This song is sexy! Powerful tune...I love the original mix. This is in heavy rotation for me, you can't go out to a club without hearing this!

MEECHIE Bring Me Joy (VIBE) - Big in the clubs for months, but now it's finding another playground... radio via the mix show. This is a very happy uptempo female appeal song.

WATERLILLIES Tempted (SIRE) - Very left of center, but mainstream crowds are going to enjoy this change of pace. I play this and people hum it back to me the next day asking, 'What is that tune?'

KIWI DREAMS Why? (TRIBAL AMERICA) - I'm new to the bandwagon with this tune, but it's got strong potential. I enjoy house and the listeners seem to dig this offering...cool new sound.'

GLORIA ESTEFAN Turn The Beat Around (EPIC) - A natural...a no-brainer...great song...familiar voice and artist...great diversity in the mixes.

ABIGAIL Smells Like Teen Spirit (ZYX) - (remix) Blows away all previous remixes. This has the same type feel as the DJ Miko (ZYX) release. I played this to a club with 2000 people and they went nuts!

## JOSEPH FRIAR, KVIC, Victoria

D.C. TRACK TEAM 2 It's Alright (EMOTIVE) - Drop the needle on another BOMB from the 95 North camp complete with phat house beats, chants, sirens and killer synths. Check the flip Bassline for a nice ride on the jazzy house tip.

BLACK SCIENCE ORCHESTRA Altered States EP (JR. BOYS OWN) - If you love X-Press-2, pick this up and throw it in the mix! Ashley Beadle gives us two classics, Philadelphia and my fave, New Jersey Deep. Slammin' grooves and a very retro disco feel.

RAZE Break 4 Love (CHAMPION) - This classic house cut has been remixed for 94 with beautiful results. Our Tribe and Johnny Vicious rip it up! Love those vocals.

QUENCH High Frequency (TRIBAL) - All I know is I need to make it up to D.C. asap! From the nations capitol come the Deep Dish Boys with a fierce underground track featuring an infectious female sample, Nightcrawler-ish keys, wonderful production with Danny Tenaglia and Louie Balo thrown in for an added bonus! Props to Rob DiStefano.

## DJ ENRIE, POWER106, Los Angeles

FU-SCHNICKENS Break Down (JIVE) - Ready to blow up in LA! What up, Horse?

RHYTHM FACTOR You Bring Me Joy (STRICTLY RHYTHM) - Gettin so many requests I had to come again!

BRAND NUBIAN Word Is Bond - Been waiting for the comeback and they didn't let me down.

ARMAND VAN HELDEN EP (STRICTLY RHYTHM) - Five of the hardest hittin house tracks on one piece of vinyl.

## 'Jammin' GEORGE PEREZ, POWER96, Miami

CORO One Night With You (CUTTING) - Here's a slammin record from the one and only Coro. I say that after being with him live at our (Power 96) annual Cop Aid concert which included artists like K7, Michelle Sweeney and more. Great phones for

this one already!

CRYSTAL WATERS What I Need (MERCURY) - We all knew about this one a long time ago, but it wasn't out domestically. Now it is and it has a David Morales cut; need I say more?

NOMAR Zoomin' (SCOTTI BROS.) - Here's a record that needed a remix and got it. AJ Mora did a great job on the remix. Give it another shot.

20 FINGERS Short Short Man (ID) - A strong record no matter where you play at. Check the Bass Mix!

JUZT 2 BROS. Frenzy Dance (AFTERDARK) - This one's sure to make anyone jam. Frenzy Dance offers various versions to fit any mixer's taste. Awesome response for this one at Majestic Sounds CD Dance Pool.

## SHAWN PHILLIPS, Q99, Salt Lake City

REEL 2 REEL Can You Feel It (STRICTLY RHYTHM) - Even better than the first one! Ragga house at its best. Enough mixes to make any DJ cry.

CORO One Night With You (CUTTING) - If you're playing Haddaway, Real McCoy, etc., this one should be right there at the top of the list! Radio, radio, radio!

ARMAND & THE BANANA SPLITTS Christy The Caveman (CUTTING) - If you are playing underground, you can't afford to miss this...fierce! Armand Van Helden does it again!

MIRANDA Round And Round (SUNSHINE) - 12 inch coming soon!

Props out to my new P.D., Doctor Doug at KZHT 94.9 FM. Much love and congrats!

## B-SWIFT, THE BOX, Houston

DRU DOWN Mack Of The Year (RELATIVITY) - Another slammin old school track fittin right in in the nine fo. Sounds real nice. What up, Phillip?

FU-SCHNICKENS Break Down (JIVE) - The flow will break you down. Nice, nice, this shit's the bomb baby, the G-Funk Era takes a lickin' and keeps on tickin'.

LUCAS Lucas With The Lid Off (BIG BEAT/ATL. GRP.) - The video sold me something terrible on this song. This is very different, but hella nice!

BRANDY I Wanna Be Down (ATLANTIC) - This has a nice female appeal to it. Lots of requests for this sweet young lady.

J.R. SWINGA Chocolate City (WHITE LABEL) - A real smooth sounding groove. Has a nice college appeal to frats/sororities. Sounds great on air. Real nice call out.

# RAPPIN 4-TAY "Playaz Club"

## Check Out These Playz & Salz

| MARKET | STATION  | AIRPLAY | SINGLE SALES/PIECES SOLD |
|--------|----------|---------|--------------------------|
| #2     | POWER106 | 22X     | #8/2074                  |
| #2     | THE BEAT | 10X     | #8/2074                  |
| #4     | KMEL     | 69X     | #1/3570                  |
| #4     | WILD107  | 66X     | #1/3570                  |
| #27    | KGGI     | 27X     | #15/875                  |
| #29    | KSFM     | 30X     | #1/1257                  |
| #31    | HOT97.7  | 82X     | #1/1250                  |
| #58    | KLUC     | 27X     | #3/323                   |
| #65    | KJYK     | 20X     | #16/63                   |
| #66    | N/A      | N/A     | #9/160                   |







**cece**  
*hit by*  
**peniston**  
*Love*

the new single  
from the smash album

**THOUGHT 'YA KNEW**

**Going to #1 Billboard Dance Chart!  
Going for Top40 Adds This Week!**



**Already Added At:**

|               |                        |                |                       |
|---------------|------------------------|----------------|-----------------------|
| <b>KIX106</b> | <b>Providence</b>      | <b>PWR PIG</b> | <b>Tampa</b>          |
| <b>BOSS97</b> | <b>Atlantic City</b>   | <b>KZFM</b>    | <b>Corpus Christi</b> |
| <b>92Q</b>    | <b>Baltimore</b>       | <b>B96</b>     | <b>Chicago</b>        |
| <b>WIOQ</b>   | <b>Philadelphia</b>    | <b>KS104</b>   | <b>Denver</b>         |
| <b>WPGC</b>   | <b>Washington D.C.</b> | <b>Z90</b>     | <b>San Diego</b>      |
| <b>WJJS</b>   | <b>Roanoke</b>         | <b>WHHH</b>    | <b>Indianapolis</b>   |

executive producers: manny lehman, damon jones & cece peniston • produced by soulshock/karlin for soulpower productions •  
management: devour management / damon jones





# MIX SHOW DISC-OVERY CLUB®

**JOHN 'Italiano' CAVALLERO, WHHH, Indianapolis**

**SABELLE** *Where Did The Love Go* (TOMMY BOY) - First a test, then a demo, then promo, then a hit...now it's time! If you don't have this R&B cut, call Victor, he'll hook you up with this fantastic cut!

**SOUND FACTORY** *Come Take Control* (RCA) - I've been ready for the next *Good Time* song from the Factory. Great house song feel. Check it out!

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Unbelievable song on the floors...in your car...wherever. Out-of-the-box and on the Box in Indy!

**STACEY 'Hot Waxx' HALE, WHYT, Detroit**

**JOI CARDWELL** *Was It Something I Said* (EPIC SOUNDTRAX) - Low down sleazy medium/slow groove. The vocals are great, this song kinda makes you feel like Geraldine Hunt's *You Can't Fake The Feeling*. This needs radio rotation...it will be huge.

**ASSHOLES AND ELBOWS** *Big Moe* (S.O.S.) - A great underground track and it's just as low down as *Short Dick*. I don't think it will get much or any radio play, but it is a sure hit in the dance clubs, especially happy ones.

**BROWNSTONE** *Pass The Lovin* (MJJ/EPIC) - Well the first thing I noticed was the MJJ Music feet in the corner. OK Mike sneak back up on us. These girls are hot Dui Mix with Biz Markie is serious James Brown, but it works on the R&B circuit slamming definitely radio worthy. One of the Masters Of Dance Music pump up side one Maurice Joshua, all mixes are excellent.

**THE PJ PROJECT II** *Rescue Me* (POWER) - Sample out like crazy, but the crowd loves it and request this track a lot. And yes, the sample is from Aretha Franklin with hiccups. It's a lot of fun.

**DRIFTWOOD EP** *The Big Music* (MIND FOOD) - We call this the rooster record, if you see it get it. Great underground dance music...all tracks are hot on this EP. The Big Magic Tom Tom is my favorite.

**GARY CANNAVO, WJMN, Boston**

**LIVIN' JOY** *Dreamer* (MCA) - We've been playing it from the import and it was hot then, it's even better now. Hats off to MCA Records for giving us this domestically!

**SOULSONIC** *Because I Need...* (CUTTING) - The jet fans are coming on very strong...great work. Their crew knows what time it is and they know where to put it on vinyl, still, too bad they're Jet fans.

**CRYSTAL WATERS** *What I Need* (MERCURY) - She's still strong. We're not over 100% yet and she comes out with this great project. Good work Mercury, keep em coming.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Everybody is raving about this record right out-of-the-box and every time it's played they rave even louder. Awesome song...shurr!

**NICOLE** *Runnin Away* (AVENUE) - I just can't put this record down. It calls to me and every time I play it, it just floors me. Going to be my #1 record. Excellent job all the way around.

**KYLIE MINOGUE** *Confide In Me* (RCA) - She's back with a very strong record that should do justice for anyone with a mix show. A definite must play!

**ROSS WILSON, WOWI, Norfolk**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Total SMASH! I loved this from the first time I hear it. The house mixes are grrreat! Can't wait for the 12 inch.

**KYLIE MINOGUE** *Confide In Me* (RCA) - I love all her S/A/W stuff, but some times you need to move on. Kylie has done it with this Brothers In Rhythm produced house anthem. It's working well in both clubs and on my mix show. Now I hope Top 40 radio has a clue.

**THE CASABLANCA RECORDS STORY** *Compilation Box Set* (CASABLANCA) - This is a 4 CD box set of classic 12 inch singles put out by the label over the years. If you're into classics, this is a must. I just want to thank Mercury/Polygram for keeping these alive.

**DJ DRE D., WPGC, Washington, DC**

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Already happening, seems to be catching on in all regions.

**THE NOTORIOUS B.I.G.** *READY TO DIE LP* (BAD BOY ENTERTAINMENT/ARISTA) - One of the best LP's I've heard in a long time. Nothin but hits. If you're into hardcore hip hop, you'll love it.

**DAVID GOLD, WPST, Princeton**

**GREED** *Pump Up The Volume '94* (LBS) - It's about time and well worth the wait. A completely recycled rendition of the M/A/R/R/S classic. Infected with a very enjoyable house groove, this cut means business. Ticks at about 126 bpm and then drops down to a punky 112. Chartbound indeed!

**SEX CLUB** *Big Dick Man* (FLY) - It tastes pretty much

like the short dick (no pun intended). If you enjoyed Inner City's *Good Life*, you gonna swallow the A side. Humorous and loads of fun, *Big Dick Man* could easily penetrate from the shadows of his predecessor. Need a copy? Call Lewis Pitsley at Fly Records, 1-800-875-4160.

**JIM WALKER, WZHT, Montgomery**

**BAREFOOT BOYS** *I Don't Need No Man* (HOT TRACKS) - Gotta like this groove, could do work!!!

**SIDE EFFECT** *Always There* (ZYX) - Slammin' remake #1. Does justice to the original.

**KELO** *Tell Me* (WHITE LABEL) - Slammin remake #2. This could do very well with radio.

**SANDRA BERNHARD** *You Make Me Feel* (EPIC) - Slammin' remake #3. Yeah, I was surprised too.

**BROWNSTONE** *Pass The Lovin* (MJJ/EPIC) - Killer, killer house remixes.

**MIND STATE** *You Should Know* (E.S.S.B.) - Close to Deep House. Good groove, vocals.

**PATTI AUSTIN** *Reach* (MCA) - Workin' club cut! She hasn't lost a thing.

**K7** *Move It Like This* (TOMMY BOY) - Excellent remixes.

**JIM 'Chopper' COHN, Z100, New York**

**BLACKOUT ALLSTARS** *I Like It* (COLUMBIA) - Unique blend of house and Latin works well in this kickin track.

**DEBELAH** *Free* (ATLANTIC) - Nice rendition of Denice Williams version with beats and samples.

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - Smasharoo. Reggae rap with hooks galore over Heartbeat track.

**LIGHTER SHADE OF BROWN** *Dip Into My Ride* (MERCURY) - Good, smooth down tempo rap sounds like a hit.

**FU-SCHNICKENS** *Break Down* (JIVE) - Should have no problem climbing to the top with this kick ass rap.

**DJ GROOVE, Z90, San Diego**

**GLORIA ESTEFAN** *Turn The Beat Around* (EPIC) - Check out the 'Def Classic Mix.' Slam'n cut!

**MR. PEACH** *Need Somebody* (OLYMPIC) - You've got to check out this record. This record is the shit!!

**SOUNDS OF BLACKNESS** *Everything Is Gonna Be Alright* (A&M) - This two-record set is the bomb! You've got to check this out!

## NICOLE "RUNNIN AWAY"

2nd Week Out And Already Runnin Away! • Street Sheet Club Chart New At #49 This Week.

In Rotation At:

Z90, B96, KUBE, POWER96, 92Q, KIKI, KGGI, KKFR, KDON, WJMN, BOSS97, KMVR, WFLY, KIX106, WUSL, WBLS, WAMO, WOWI

"I just can't put this record down. It calls to me everytime I play it, it floors me. Going to be my #1 record. Excellent job all the way around." - Gary Cannavo, WJMN

"This record is hyped and the smooove house mix is phat." - Tony Morris, BOSS97



AVENUE RECORDS

"This jam will be runnin up the charts. The smooove house, I think, has the right flow for the mix show." - Paul Yates, KMVR



# ***IN ROTATION AT:***

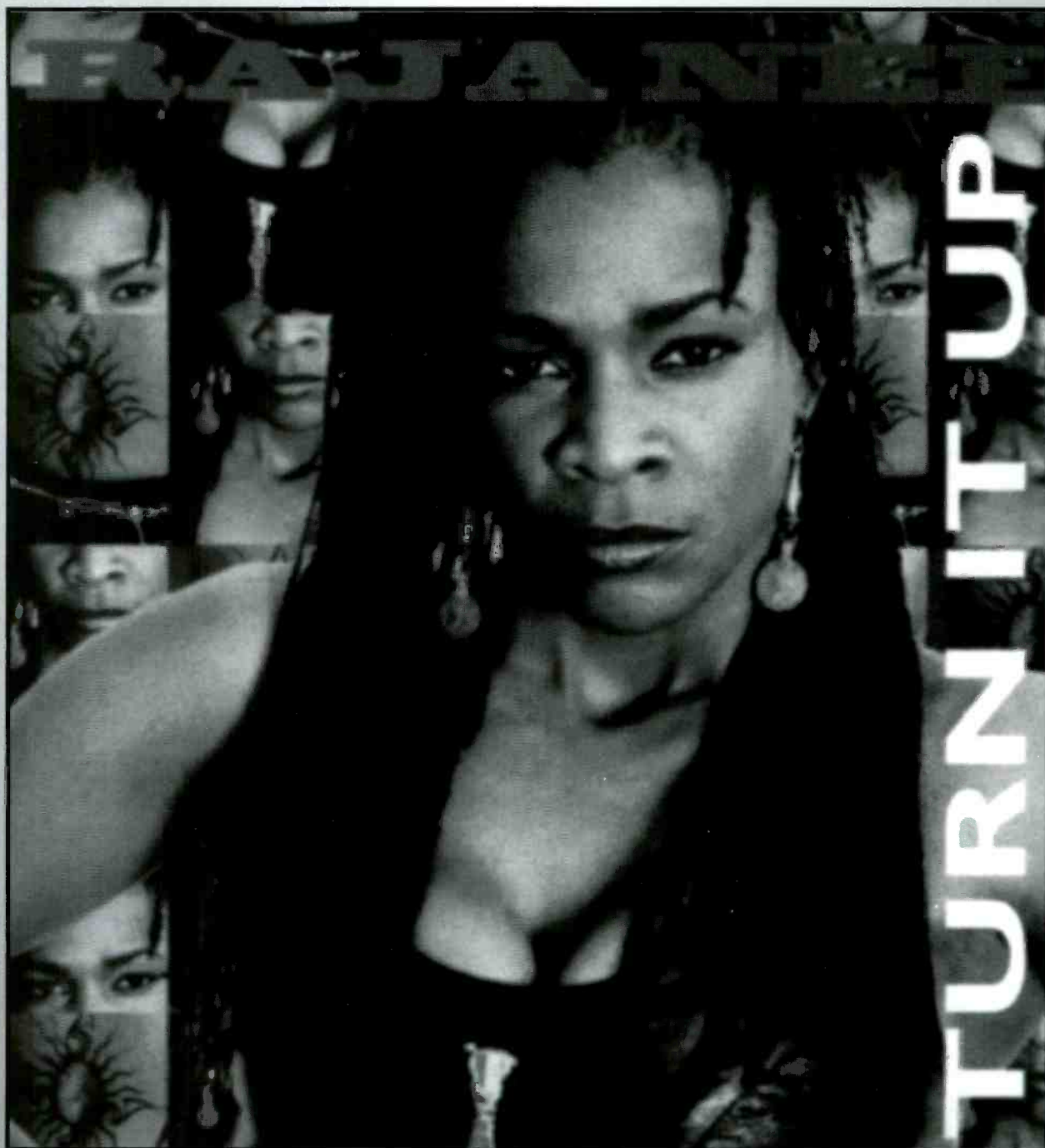
**KBXX - Houston**

**KIX106 - Providence**

**WPGC - Washington D.C.**

**KMXZ - Salinas/Monterey**

**Z90 - San Diego**







# Club Chart

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

## BREAKOUTS

GLORIA ESTEFAN "Turn The Beat Around" (Epic)  
 INI KAMOZE "Here Comes The Hotstepper" (Columbia)  
 SOUNDS OF BLACKNESS "Everything's Going ..." (Perspective/A&M)  
 E.V.E. "Groove Of Love" (Gasoline Alley/MCA)  
 LIVIN' JOY "Dreamer" (MCA)

## CLUB MOVERS

| LW    | TW | Artist              | Song                          | Label               |
|-------|----|---------------------|-------------------------------|---------------------|
| 6-1   |    | CE CE PENISTON      | "Hit By Love"                 | (A&M)               |
| 2-2   |    | M PEOPLE            | "One Night In Heaven"         | (Epic)              |
| 3-3   |    | REAL McCOY          | "Another Night"               | (Arista)            |
| 1-4   |    | C&C MUSIC FACTORY   | "Do You Wanna Get Funky"      | (Columbia)          |
| 5-5   |    | JAKI GRAHAM         | "Ain't Nobody"                | (Critique)          |
| 4-6   |    | NOMAR               | "Zoomin'"                     | (Scotti Bros.)      |
| 7-7   |    | DOOP                | "Doop"                        | (MCA)               |
| 11-8  |    | BLUR                | "Boys and Girls"              | (SBK/EMI)           |
| 9-9   |    | KRISTINE W.         | "Feel What You Want"          | (Champion/EastWest) |
| 19-10 |    | R. KELLY            | "Summer Bunnies"              | (Jive)              |
| 21-11 |    | MAGIC AFFAIR        | "Omen III"                    | (SBK/EMI)           |
| 15-12 |    | HEAVY D. & THE BOYS | "Nuttin But Love"             | (Uptown/MCA)        |
| 28-13 |    | BROTHERS IN RHYTHM  | "Forever And A Day"           | (Epic)              |
| 7-14  |    | LOVELAND            | "Let The Music (Lift You Up)" | (Big Beat/AG)       |
| 22-15 |    | DEEP FOREST         | "Deep Forest"                 | (Epic)              |
| 20-16 |    | PATRA               | "Romantic Call"               | (Epic)              |
| 29-17 |    | MICHELLE SWEENEY    | "This Time"                   | (Big Beat)          |
| 18-18 |    | ENIGMA              | "Age Of Loneliness"           | (Charisma)          |
| 44-19 |    | BASIA               | "Drunk On Love"               | (Epic)              |
| 25-20 |    | ERASURE             | "Run To The Sun"              | (Elektra)           |
| 30-21 |    | CRAIG MACK          | "Flava In Ya Ear"             | (Bad Boy/Arista)    |
| 27-22 |    | 69 BOYZ             | "Tootsee Roll"                | (Rip It)            |
| 16-23 |    | WILD PLANET         | "Love So Strong"              | (Imago)             |
| 13-24 |    | LADY OF RAGE        | "Afro Puffs"                  | (Interscope)        |
| 23-25 |    | SHARA NELSON        | "Down The Road"               | (Chrysalis/EMI)     |
| 14-26 |    | AB LOGIC            | "Real World"                  | (RCA)               |
| N-27  |    | KARYN WHITE         | "Hungahah"                    | (Warner Bros.)      |
| 31-28 |    | GABRIELLE           | "Going Nowhere"               | (frrr/London)       |
| 26-29 |    | ICE CUBE            | "Bop Gun"                     | (Priority)          |
| 34-30 |    | PRINCE              | "Lefitgo"                     | (Warner Bros.)      |
| 24-31 |    | LAFAYETTE           | "Better Late Than Never"      | (Champion/EastWest) |
| 49-32 |    | BLAST               | "Crazy Man"                   | (MCA)               |
| 46-33 |    | THE NOTORIOUS B.I.G | "Juicy"                       | (Bad Boy/Arista)    |
| 47-34 |    | RED RED GROOVY      | "Come To Me Ecstasy"          | (Continuum)         |
| N-35  |    | AALIYAH             | "At Your Best"                | (Jive)              |
| 36-36 |    | ALICIA BRIDGES      | "I Love The Night Life"       | (Island)            |
| 39-37 |    | MICHAEL WATFORD     | "Love To The World"           | (EastWest)          |
| 32-38 |    | SEAL                | "Prayer For The Dying"        | (Sire/Warner Bros.) |
| N-39  |    | SOUND FACTORY       | "Come Take Control"           | (Logic/RCA)         |
| 40-40 |    | ADELE BERTEI        | "Zami Girl"                   | (Imago)             |
| N-41  |    | PET SHOP BOYS       | "Absolutely Fabulous"         | (EMI)               |
| 42-42 |    | REEL 2 REAL         | "Go On Move '94"              | (Strictly Rhythm)   |
| 43-43 |    | ZHANE               | "Vibe"                        | (Motown)            |
| N-44  |    | ABIGAIL             | "Smells Like Teen Spirit"     | (ZYX)               |
| 45-45 |    | MOBY                | "Hymn"                        | (Elektra)           |
| N-46  |    | CASSERINE           | "Why Not Take All Of Me"      | (Warner Bros.)      |
| N-47  |    | SIR MIX-A-LOT       | "Ride"                        | (American)          |
| N-48  |    | MELANIE WILLIAMS    | "Everyday Thang"              | (Epic)              |
| N-49  |    | NICOLE              | "Runnin Away"                 | (Avenue)            |
| 50-50 |    | SOPHIE B. HAWKINS   | "Right Beside You"            | (Columbia)          |

## REPORTING POOLS

**INFINITY RECORD POOL • Staten Island**  
 Charlie Alessi (718) 967-4793  
 • GLORIA ESTEFAN, INI KAMOZE, LIVIN' JOY, REEL 2 REAL, SEX CLUB  
**SURE RECORD POOL • Bronx**  
 Bobby Davis (718) 904-0500  
 • INDUSTRY, QUEEN ANDERSON, SEX CLUB, SMOOTH SYLK, SOUNDS OF BLACKNESS  
**V.I.P. • Bronx**  
 Al Pizarro, Dir. (212) 733-5072  
 • THE BLACKOUT ALLSTARS, CHAKA KHAN, GLORIA ESTEFAN, SANDRA BERNARD, SOURFACE  
**AMERICAN TRAX • Beverly Hills**  
 Shawn Willms (310) 659-7852  
 • COOLIO, ILL AL SKRATCH, SANDRA BERNARD, SLO MOSHUN, WATERLILLIES  
**IMPACT • Los Angeles**  
 Fut (213) 292-6611  
 • AHMAD, CLEVER JEFF, FUGEES, PROVEN INNOCENT  
**PACIFIC COAST DJ ASSOC. • Long Beach**  
 Steve Tsepelis (310) 433-6569  
 • BASIA, FSOL, LUCAS, MELANIE WILLIAMS, SOUNDS OF BLACKNESS  
**LET'S DANCE • Chicago**  
 Mike Macharello (312) 525-7553  
 • CHAKA KHAN, FRONT LINE ASSEMBLY, KYLIE MINOGUE, LUCAS, PATTI AUSTIN  
**BADDA • San Francisco**  
 N. Lygizos/David X (415) 882-9700  
 • GLAMOUR HOUSE f/Jasmine Jobity, MYSTERME, NICOLE, SEX CLUB, TRIBECA SOUND  
**PHILADELPHIA METRO POOL • Philadelphia**  
 Martin Keown (215) 732-7949  
 • E.V.E., INI KAMOZE, LOW KEY?, PHAT TRACKS, ROB BASE & DJ E-Z ROCK  
**PHILADELPHIA SPINNERS ASSOC. • Cherry Hill**  
 Bob Pantano/Tony Harris (609) 662-7222  
 • 5TH DIMENSION, BROWNSTONE, CASSERINE f/Cato, RAJA-NEE, WATERLILLIES  
**ADVANCED MUSIC PROMOTION • Detroit**  
 Lee Eckinger (313) 543-1764  
 • CRYSTAL WATERS, GLORIA ESTEFAN, INI KAMOZE, KORELL, SOUNDS OF BLACKNESS  
**DANCE DETROIT • Detroit**  
 Steve Nader (810) 541-4323  
 • CRYSTAL WATERS, DEEE-LITE, GLORIA ESTEFAN, PATTI AUSTIN, SEX CLUB  
**MID-WESTERN DANCE ASSOC. • Detroit**  
 Enola-Gaye Porter (313) 546-8448  
 • THE BLACKOUT ALLSTARS, E.V.E., GLORIA ESTEFAN, NICOLE, SOUNDS OF BLACKNESS  
**OUR MID-ATLANTIC POOL • Washington, DC**  
 B. Keart/A. Chasen (202) 483-8880  
 • CHAKA KHAN, E.V.E., GLORIA ESTEFAN, LIVIN' JOY, PETE ROCK/C.L. SMOOTH  
**TABLES OF DISTINCTION • Washington, DC**  
 Eardrum (301) 270-2604  
 • AALIYAH, INI KAMOZE, KARYN WHITE, RAJA-NEE, SOUNDS OF BLACKNESS  
**BOSTON RECORD POOL • Allston, MA**  
 Maurice Wilkey & James Hughes (617) 731-1500  
 • CAMILLE, E.V.E., INI KAMOZE, LIVIN' JOY, TONI BRAXTON  
**MASSPOOL • East Boston**  
 Gary Cannavo (617) 567-2900  
 • CAUSE N EFFECT, CHAKA KHAN, E.V.E., INI KAMOZE, LIGHTER SHADE OF BROWN  
**MUSIC INFORMATION X-CHANGE • Houston**  
 Sam Meyer (713) 529-6MIX  
 • CHAKA KHAN, KYLIE MINOGUE, PATTI AUSTIN, RAJA-NEE, SLO MOSHUN  
**FORT LAUDERDALE/MIAMI REC. POOL • Fort Lauderdale**  
 Louis Possenti (305) 563-6889  
 • CRYSTAL WATERS, E.V.E., GLORIA ESTEFAN, INI KAMOZE, LIVIN' JOY  
**FLAMINGO RECORD PROMOTIONS • Miami**  
 Richard McVay (305) 895-1246  
 • CRYSTAL WATERS, GLORIA ESTEFAN, KARYN WHITE, LIVIN' JOY, SOUNDS OF BLACKNESS

**HITZ • Miami Beach**  
 M. Moretta/Bugie/Greg Dahary (305) 532-4487  
 • 2 BAD MICE, THE BLACKOUT ALLSTARS, DRIFTWOOD EP, INI KAMOZE, SOUND FACTORY  
**DIXIE DANCE KINGS • Alpharetta**  
 Dan Miller (404) 740-0356  
 • 2 BAD MICE, THE BLACKOUT ALLSTARS, SOUNDS OF BLACKNESS, PET SHOP BOYS, SLO MOSHUN  
**NORTHWEST DANCE MUSIC • Seattle**  
 John England (206) 329-5381  
 • 5TH DIMENSION, CREO-D, LUCAS, SOUNDS OF BLACKNESS, THIRD WORLD  
**DIRECT HIT • Long Island**  
 Scott Allan (516) 845-1938  
 • DEADEYE DICK, GLORIA ESTEFAN, INI KAMOZE, LIVIN' JOY  
**LONG ISLAND RECORD POOL • Long Island**  
 Jackie McCloy (516) 796-6596  
 • 5TH DIMENSION, THE BLACKOUT ALLSTARS, GLORIA ESTEFAN, KARYN WHITE, SOUNDS OF BLACKNESS  
**INTERNATIONAL RECORD SOURCE • San Diego**  
 Javier Lugo (619) 476-1288  
 • ANOTHER LEVEL, GLORIA ESTEFAN, INI KAMOZE, LIGHTER SHADE OF BROWN, TERRY GANZIE  
**SOLID PRODUCTIONS MUSIC POOL • San Diego**  
 M. Greer/S. Martin (619) 470-3111  
 • ABIGAIL, BAD RELIGION, DA BRAT, GLORIA ESTEFAN, JAKI GRAHAM  
**MIDWEST DISC JOCKEY ASSOC. • St. Louis**  
 Ted Thornton (314) 533-8833  
 • BIG MELLO, JADE, SABELLE  
**PITTSBURGH DJ ASSOC. • Pittsburgh**  
 Jim Kolich (412) 885-1472  
 • CRYSTAL WATERS, E.V.E., GLORIA ESTEFAN, INI KAMOZE, LIVIN' JOY  
**DESERT WEST RECORD POOL • Phoenix**  
 Terry Gilson (602) 249-9214  
 • DA YOUNGSTA'S, GLORIA ESTEFAN, JOHNNY O, LUCAS, SABELLE  
**FLORIDA SUNCOAST RECORD POOL • Tampa Bay**  
 Howard Tripp & Rafael Roman (813) 544-7609  
 • 5TH DIMENSION, CAPELLA, GLORIA ESTEFAN, INI KAMOZE, LUCAS  
**DANCING DISC'S OF DENVER • Denver**  
 Lawana Sims (303) 333-6901  
 • MANIAC, RAJA-NEE, SIR MIX-A-LOT, SMOOTH SYLK  
**5 STAR • Covington**  
 Mark Burney (606) 261-6972  
 • BLACK SHEEP, CRYSTAL WATERS, DROWN, INI KAMOZE, SEX CLUB  
**CENTRAL OHIO RECORD CORP • Columbus**  
 Joe Dillon (614) 221-5907  
 • GOLDEN PALOMINOS, LOW KEY?, U KNOW WHO  
**STARFLEET MUSIC POOL • Charlotte**  
 Ronnie Matthews (704) 532-8496  
 • BASIA, ERASURE, MYSTERME, RAJA-NEE, SOUND FACTORY  
**BACKSTAGE RECORD POOL • Centerville**  
 Scott H. Covert (513) 436-2558  
 • ANYTHING BOX, KARYN WHITE, KORELL, MARGI COLEMAN, M.C.A.D.E.  
**LAS VEGAS RECORD SYSTEMS • Las Vegas**  
 Rory McAlister (702) 256-1567  
 • THE BLACKOUT ALLSTARS, CHAKA KHAN, CHANNEL LIVE, MARGI COLEMAN, SOUNDS OF BLACKNESS  
**HAWAII DISC JOCKEY ASSOC. • Honolulu**  
 Kevin Okada (808) 926-3591  
 • LISA STANSFIELD, LIGHTER SHADE OF BROWN, PATTI AUSTIN, SOUNDS OF BLACKNESS  
**KEYSTONE SPINNERS RECORD POOL • Wilkes Barre**  
 Carl Gross (717) 823-5233  
 • HMH, INI KAMOZE, JADE, SEX CLUB  
**CONNECTICUT'S MUSIC POOL • Orange**  
 Stephen M. Richardson (203) 789-0038  
 • LO-KEY, NYASIA & GEORGE ANTHONY, RANDY KENDALL, REEL 2 REAL, TAINTED GLASS EP  
**RICKETTS RECORDS • Morristown, NJ**  
 Bill Rickett (201) 478-5764  
 • ATILLA, CRAIG MACK, LARRY DERMER, NICOLE, WEST TRIBE



# HITMAKERS Faces & Places



**Teddi Gilderman** has been promoted to Manager, National Secondaries Promotion for ZOO



**Cathy Watson** has been appointed Director, Publicity & Media Relations for CAPITOL Records.



**Penelope Ann Miller**, star of 'The Shadow' and Carlito's Way' is pictured here on a recent visit to Arista Record's West Coast Office to show her love for the New York-based tribal rock sextuplet, The Bogmen. The group was recently signed by Arista's VP of A&R West Coast, **Lonny Friend** (right). Bogmen music is due next year.



Joan Jett's recent appearance at the Roxy in Los Angeles featured material from her debut Warner Bros. Records release, "PURE AND SIMPLE" including her latest single, "As I Am." Pictured (l-r): **Alan Shapiro**, Vice President of Music Sales for WEA; **Joan Jett** and **Fran Aliberte**, Senior vice President of Sales for WEA.



**Bobby Womack** joins Rolling Stones **Charlie Watts**, **Ron Wood** and **Keith Richards** backstage at Chicago's Soldier Field. Watts and Wood are on the Continuum Record label, which distributes **RESURRECTION**, Womack's new album. All four artists appear on **RESURRECTION**.



Veteran music maker **Barry White** is joined at the mike by super-producer/Perspective co-chair **Jimmy Jam** for a quick consultation while recording at Record One Studios in Ventura. Together with partner Terry Lewis, Jam has been working on tracks with The Maestro Of Love for his forthcoming A&M/Perspective Records release, *The Icon Is Love*.



In a showcase performance at New York hot spot Chez Wilson, MJJ/Epic recording artists Brownstone performed their new single, *Pass The Lovin'*, and other songs from their forthcoming debut album, *FROM THE BOTTOM UP*. Pictured (l-r): **Lamont Boles**, head of Epic's Black Music department; **Waneé**, of Boyz II Men; **Mimi**, Brownstone; actor **Wesley Snipes**; and **Nicci** and **Maxeé**, Brownstone.





If Spearhead was  
a politician,  
you'd vote for it.  
If it was a religion,  
you'd kneel to it.  
If it was a book,  
you'd read it.



A baby, you'd feed it.  
A brick, you'd lay it.  
A painting, you'd display it.

And if it's Spearhead,  
you'll groove to it.



**“PEOPLE IN THA MIDDLE”**

The first single from the debut album HOME

Produced by Michael Franti and Joe "The Butcha" Nicolo

Mixed by Michael Franti and Craig Silvey

Sincere Management: Peter Jenner - U.K./Ty Braswell - U.S.





**NAMZ IN THE NEWZ:**

DAVE SHAKES • K101 • TOM JONES  
MARK DRISCOLL • MICHAEL PLEN  
KEN LANE • ANDY SHANE • JADE  
TONY NOVIA • CHARLIE MINOR  
JOEL DENVER • BRUCE TENEN-  
BAUM!

**IMPORTANT INDUSTRY STUFF BELOW:**

Is EDDIE O'LOUGHLIN (Next Plateau) being courted by Disney???

MTV announces its new programming department line-up this week: ANDY SCHUON has been named Sr. VP of Music & Programming, JOHN CANNELLI is now Sr. VP of Music Program Development, and VAN TOFFLER has been named Sr. VP of Program Enterprises & Business Development.

Congrats to MARC BENESCH, who has been named General Manager of INTERSCOPE Records.

(P.S. Two words: TOM JONES.)

The 98PXY/Rochester PD search intensifies...We've heard everyone's name except yours...

KIIS-FM/L.A. engineers have unveiled a new concept in billboards. The boards will have neon lights which will flash to the beat of the music playing on KIIS-FM, enticing those fickle in-car listeners to either sample the station or rear-end the car in front of them during rush hour...

Be the first on your block to download the new QUEENSRYCHE single on EMI, *I Am I*. Set your watch for 9pm EST October 4. The feed will be



Is there any truth to the rumor that O.J. Simpson defense attorney Robert Shapiro has been spotted cruising several Benihana restaurants in the greater L.A. area auditioning potential jurors??? Here is Mr. Shapiro (center) surrounded by several candidates who didn't make the cut... (L-R) HITMAKERS' own Barry Richards and Lara Woodward; Geronimo from WBLB/New York, and Benihana's Chief Sake-Tester Bruce Reiner.

available on Satcom C5, Transponder 19, 15 kHz, Channels 10 & 11.

(JERRY MAC, GERONIMO, BIG DAVE)  
Keep your eyes and ears on the station...

BUTCH WAUGH and RCA are very HOT with the Juliana Hatfield and the upcoming SMASH from Blackgirl!!!

Best of luck to KBXX/Houston MD GREG HEAD and the lovely DONNA SCHNEIDER, who will tie the knot November 5 at 2:01 pm sharp in Houston. They are registered at Foley's and Robinsons-May for all well-wishers...

Is there another possible LMA in the works in D.C.? Will Albimar sell WKYS and do an LMA with WOL/WMMJ??? Will CATHY HUGHES become the big winner again?

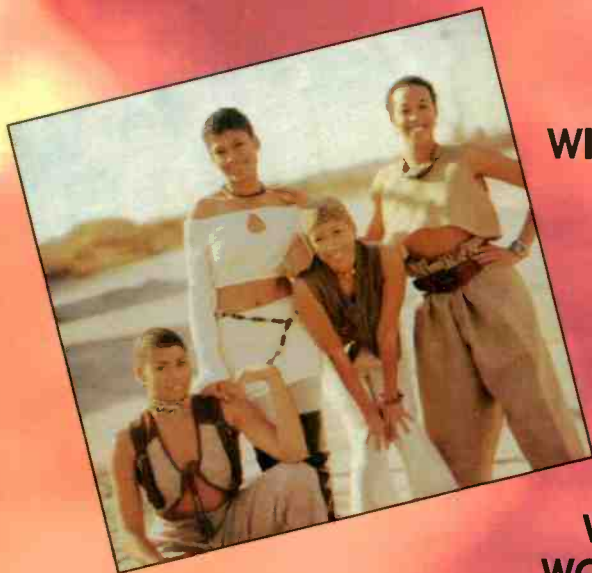
To no one's surprise, APD KANDY KLUTCH picks up her MD stripes at G105/Raleigh...What's up with PD BRIAN BRIDGMAN???

What's the deal with WZJM/Cleveland???

**For Real**  
"You Don't Know Nothin'"

33-28\* BDS Top40 Rhythm Crossover Chart • R & R Rhythm Crossover Chart 31-28\*  
Playrank #21 • 10th Most Increased Airplay

**IN ROTATION:**  
**POWER106**  
**LOS ANGELES**



**BLOWING OUT IN THE WEST:**

KKSS/Albuquerque, KMEL/San Francisco,  
WILD107/San Francisco, HOT97.7/San Jose, Q106/San Diego,  
Z90/San Diego, KKXX/Bakersfield, KIKI/Honolulu,  
KQQQ/Honolulu, KFFM/Yakima, KKRZ/Portland,  
HOT105/Modesto, KDON/Salinas, KMZX/Salinas,  
KWIN/Stockton, KS104/Denver, KZFM/Corpus Christi

**SPREADING ACROSS THE COUNTRY:**

KKRD/Wichita, KQKQ/Omaha, Y100/Miami, KHTT/Tulsa,  
WKSI/Greensboro, WJMX/Florence, WOVV/West Palm Beach,  
WQGN/Groton, WVSR/Charleston, KLYV/Dubuque, 92Q/Baltimore,  
WHHH/Indianapolis, And More...

From The Album:

*It's A Natural Thang*





# WHO'S THAT MAKIN' THAT FUNKY NOISE?

ON THE HEELS OF  
THE PLATINUM "FUNKDAFIED,"  
DA BRAT IS BUSTIN' OUT

## FA ALL Y'ALL.

### MAJOR AIRPLAY:

|        |     |
|--------|-----|
| WJMN   | 40X |
| KBXX   | 40X |
| WJMH   | 30X |
| 92Q    | 25X |
| KMEL   | 21X |
| WHHH   | 20X |
| Z90    | 20X |
| KIX106 | 18X |
| B96    | 15X |
| WIOQ   | 15X |

ALSO BREAKING AT:  
WPGC, POWER PIG, WILD 107, KPRR, KISF, KLUC,  
POWER 96, KGGI, AND MORE!!

(SINGLE IN STORES NOW)

**BLOWIN' UP ON**



**HER NEW SINGLE. . .BE DOWN.**

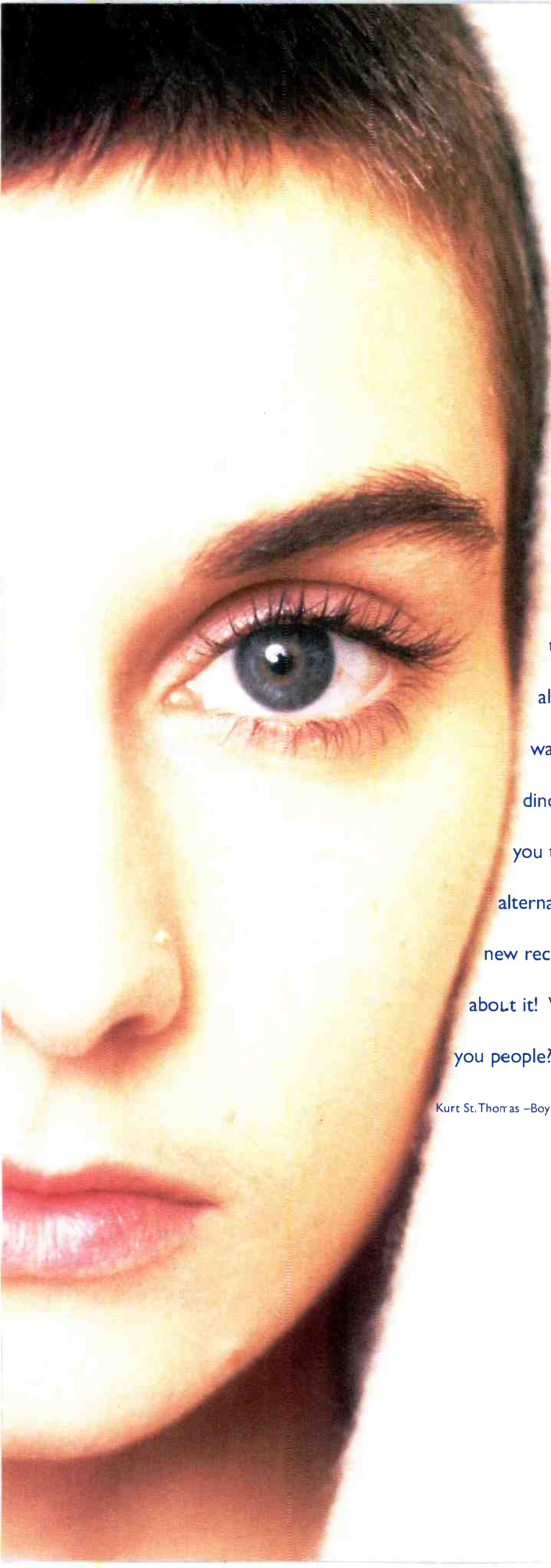
## IT'S LIKE THAT. . .IT'S DA BRAT.



So So Def  
ENTERTAINMENT

EXECUTIVE PRODUCERS: JERMAINE DUPRI AND M 2 DA T 2 DA M  
PRODUCED BY JERMAINE DUPRI.  
CO-PRODUCED BY MANUEL SEAL.





“Is it true that there are actually alternative radio stations in this country that still have to be talked into playing music by a true alternative artist because they’re worried about their image? Is it true that these same stations believe that alternative means ‘to hesitate, to wait for your neighboring AOR dinosaur at TOP-40 wanna-be to beat you to the punch?’ Get back to your alternative roots, NOW! Play Sinead’s new record without even thinking about it! What’s the matter with you people?!???”

Kurt St. Thomas –Boy Troy WFNX-FM/Boston



## IT'S ABOUT THE MUSIC.

### RADIO

"Incredibly recognizable voice, a bench-mark artist of the 90's" -John Hayes - KTCL/Ft. Collins

"One of the biggest reaction records we have ever had!" -Mike Halloran - 9IX/San Diego

"I'm in the music business not politics! It's about the music, not the pope!  
I love "Fire On Babylon", it's a great song!" -J.D. - KXPT/Las Vegas

"This is an unbelievable album. It's a soulful, spiritual quest." -Chris Douridas - KCRW/Los Angeles

### PRESS

"Ms. O'Connor's singing voice has that rare capacity to make the listener want to hear each song twice -  
once to digest the lyrics, and once to float on the range of her singing." -New York Times

"Universal Mother is chillingly beautiful." -Spin Magazine

"Universal Mother is a trove of impassioned musical treasures." -Interview

### RETAIL

Tower-N.Y. D-1\*  
Tower-San Francisco D-2\*  
Tower-Berkeley D-3\*  
Tower-Sunset Blvd. D-4\*  
Tower-Westwood D-4\*  
Tower-Chicago D-5\*  
Tower-Atlanta D-5\*

Orpheum-Seattle D-1\*  
Virgin Megastore-L.A. D-3\*  
Repeat The Beat D-4\*  
Strawberries D-20\*  
Wherehouse D-37\*  
Blockbuster D-47\*

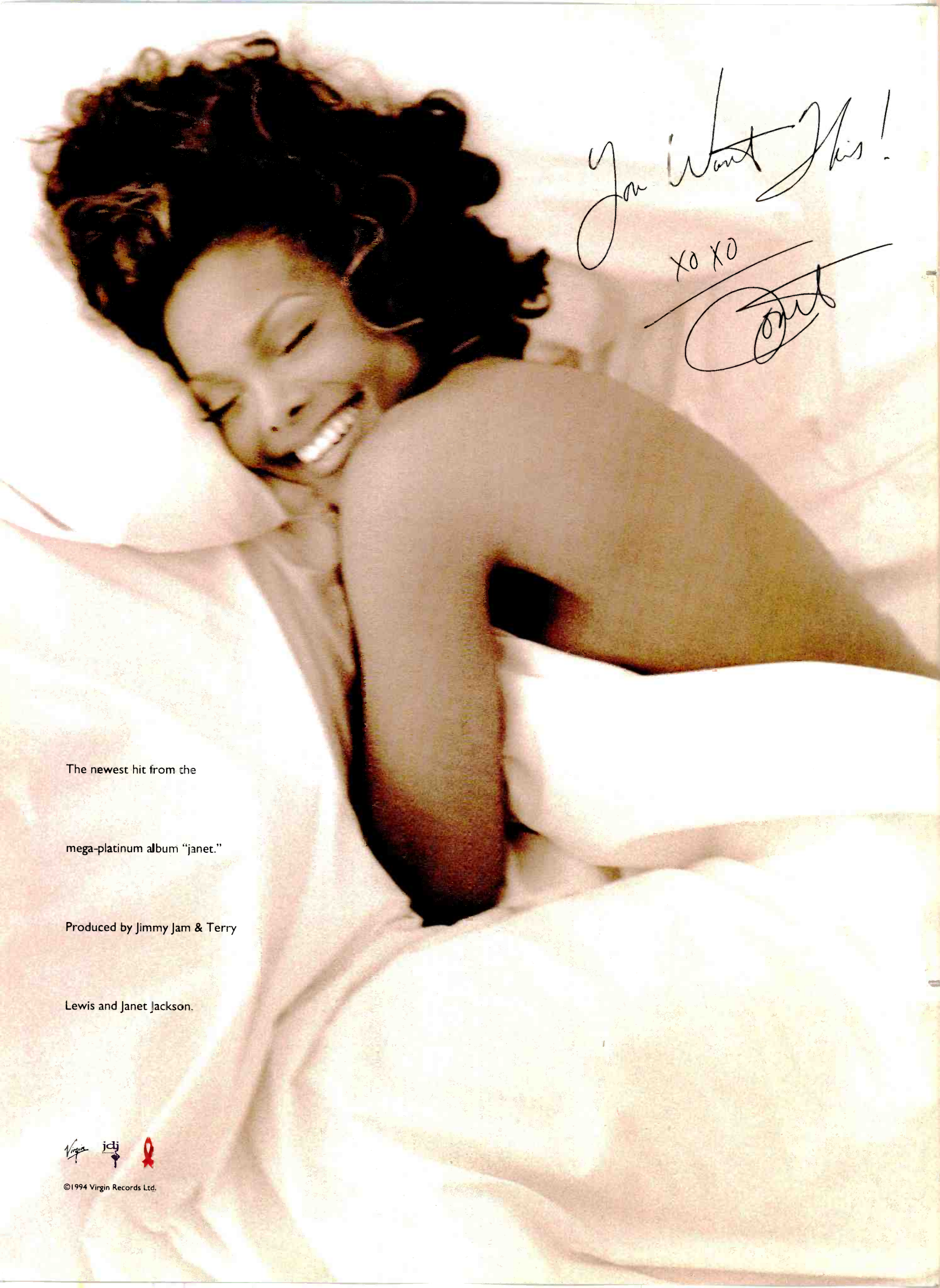
## THEY'VE HEARD THE MUSIC. HAVE YOU?

Sinead   
O'Connor  
Universal mother



SERVING THE MUSIC





You Want This!  
XO XO  
*Janet*

The newest hit from the

mega-platinum album "janet."

Produced by Jimmy Jam & Terry

Lewis and Janet Jackson.



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