

# HITMAKERS<sup>®</sup>

ISSUE 867 \$5.00

November 25, 1994



**COLUMBIA RECORDS** Presents:  
Nominees For The **HITMAKERS** Programmer Of The Quarter  
an exclusive interview with

# CARMY FERRERI

Program Director, KGGL/Riverside

ALL NEW SONGS FROM THE MOTION PICTURE

# STREET FIGHTER



**"STRAIGHT TO MY FEET"**

**DEION SANDERS & HAMMER**



**ALSO NEW TRACKS FROM**



**ICE CUBE • AHMAD/RAS KASS/SAAFIR •**

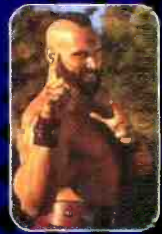
**NAS • THE PHARCYDE • PARIS • RALLY**



**RAL • THE B.U.M.S • LL COOL J • CRAIG**

**MACK • HAMMER/DEION SANDERS •**

**PUBLIC ENEMY (CHUCK D) INTRODUCING**



**THE WRECK LEAGUE • ANOTHA LEVEL •**

**CHAGE & ASKA**



**PRIORITY**<sup>®</sup>  
R E C O R D S

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# The INSIDE PAGE

## LABEL OF THE WEEK

### ISLAND RECORDS

Congrats to **JOE RICCITELLI**, **VICKI LEBEN**, **LINDA MURDOCK**, **IRIS DILLON**, **MARTHE REYNOLDS**, and the entire ISLAND staff for a very successful year, standing behind major projects, believing in them and bringing them home! Thanks to their efforts, **MELISSA ETHERIDGE** is now a Top40 core artist. • Hate to say we told you so, but...**4P.M.** Sukiyaki is a Home Run - Big sales and huge callout across the board. • If you're not already playing cranberries Zombie, you should be... • **WARREN G.** Do You See is big at Crossover: POWER106, KMEL, KBXX, 92Q, KIX106 pounding it. • **SLICK RICK** Behind Bars is seeing big single sales - the album is out now. • New songs: **JULES SHEAR** The Sun Ain't Gonna Shine, **ROYAL JELLY** Ceiling, and **CHAKA DEMUS** She Don't Let Nobody.

## MAINSTREAM TOP40

**FORMAT HOT TIP: MADONNA** Take A Bow (MAVERICK/SIRE/WB)

**TONI BRAXTON** I Belong To You (Arista) Her winning track record continues... • **MARIAH CAREY** All I Want For Christmas (Columbia) Sounds like Phil Spector '94...Only thing missing is that mono sound. • **ROLLING STONES** You Got Me Rocking (Virgin) #2 in Disc-overy Club...Radio loves the Perfecto Mix Edit. • **LUTHER VANDROSS** Always And Forever (Epic) Make out 'til you pass out. • **TOM PETTY** You Don't Know How It Feels (WB) Growing stronger every week, tons of major market action. • **URGE OVERKILL** Girl, You'll Be A Woman Soon (MCA) Hipness factor of 10. Tons of new believers. • **MURMURS** warming up in the bullpen with You Suck (MCA) • **ANDRU DONALDS** Mishale (Capitol) Reggae is hot right now, and Andru delivers the goods. Conference Calls telling us the edit on the last HITMAKERS CD is the one to play. • **BARRY WHITE** Practice What You Preach (Perspective/A&M) Wait until you hear Jeff McCartney's Mainstream Edit, available next week on the HITMAKERS CD! • **FLAMING LIPS** She Don't Use Jelly (WB) One of the hottest records at Alternative is crossing over now! Don't be left out.

## STREET/CROSSOVER

**FORMAT HOT TIPS: MADONNA** Take A Bow (MAVERICK/SIRE/WB) • **NUTTIN' NYCE** Down 4 Whateva (Hollywood/Jive)

**ALL-4-ONE** She's Got Skillz (Blitzz/Atlantic) An uptempo hit that everyone is craving. • **TLC** CRAZY SEXY COOL (LaFace/Arista) This album is gonna explode. Red Light Special and Diggin On You already getting major reaction. • **TEVIN CAMPBELL** Don't Say Goodbye Girl (Qwest/Warner Bros.) The most added this week at Crossover radio. Album already double platinum. • **BONE** Foe Tha Love Of \$ (Ruthless/Relativity) The follow-up to Thuggish, Ruggish Bone... This one should be even bigger than the last. • **MARY J. BLIGE** Be Happy (Uptown/MCA) New mixes available featuring **KEITH MURRAY**. • If you're looking for uptempo product, check these out: **CORONA** Rhythm Of The Night (Champion/EastWest), **LIVIN' JOY** Dreamer (MCA), **2 BAD MICE** Bomb Scare (Smile)

## ALTERNATIVE WORLD

**FORMAT HOT TIP: LETTERS TO CLEO** Here And Now (GIANT) Off the Melrose Place Soundtrack

**BUSH** Everything Zen (TRAUMA) There's already a buzz building on this one, with stations like KBBT, THE END, Q-95, and KNNC adding it to the playlist this week, it promises to be one to watch. • **NINE INCH NAILS** Piggy (NOTHING/INTERSCOPE/TVT/T.A.G.) It was the second most added this week, and keeps growing in popularity. • **MURMURS** You Suck (MCA) Creating quite a buzz in the Alternative world, and will crossover to Top40 in a very short period of time. With stations like LIVE105 and many others adding it into regular rotation, it won't be long. • **GREEN DAY** When I Come Around (REPRISE) Great follow-up track for these guys. KROQ, KBBT, KOME, WMAD, CHANNEL Z and WMMS on it this week. • **DISHWALLA** It's Gonna Take Some Time (A&M) This band is hot and getting hotter by the minute. Put it on the air and see what happens for you!

## **BREAKING NEWS**

- **POLLY ANTHONY PRES. OF SONY 550 MUSIC/SR. VP EPIC RECORDS GROUP.**
- **DON BENSON CORPORATE VP/PROG. FOR JEFF-PILOT & STAR94.**
- **MARK FEATHER NAMED PD OF KS104/DENVER.**
- **JEFF BALLENTINE RETURNS TO DAYTON, PD OF WMMX.**
- **DON PARKER ROCKETS FROM FRESNO TO SHAMROCK'S KRQT/HOUSTON.**

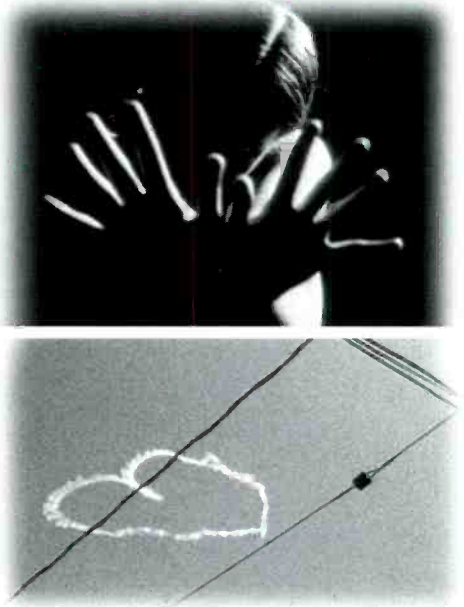
Over 80,000 Units Sold

Added To  Alternative Nation



Opened for the  
**Crash Test Dummies**  
9/8-10/18

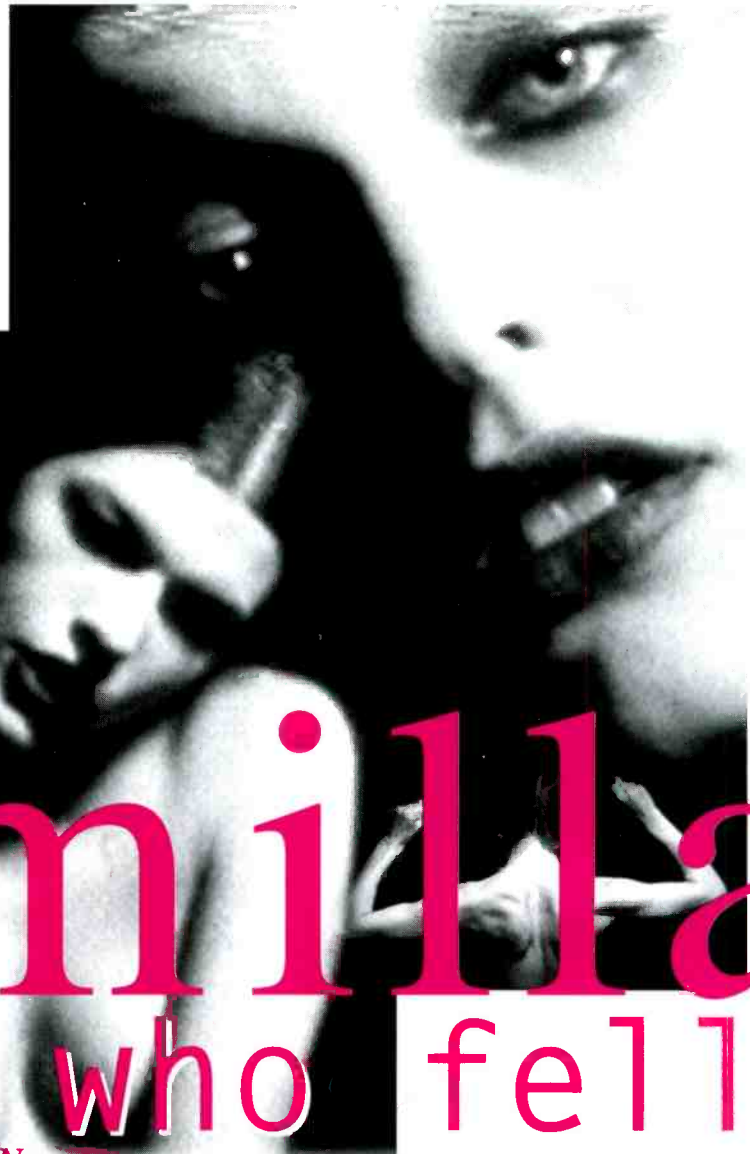
Next: Opening  
for **Toad The  
Wet Sprocket**  
11/26-12/17



★★★1/2 Rolling Stone

“The Divine Comedy is getting praised for Milla’s  
stunning vocals and her dark, intelligent lyrics.” L.A. Times

Over 80,000 units sold  
#2 National in-store play



# milla

## gentleman who fell

and now: the brilliant new single and video

New At:

WKBQ-St. Louis KHTT WJMX  
KDUK KCHX

Already On:

WHHY K106 WIFC WLAN WHTO  
KLYV KISR WKFR WZOK WBBO

EMI Records



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# JON SECADA "MENTAL PICTURE"

Over 1,000 Top40 BDS Detections  
On Over 100 Top40 Stations

New At:

**JET-FM    WNNK**  
**WHOT    WYIC**  
**KZMG    KNIN**

## SEE JON ON THESE UPCOMING TV APPEARANCES:

- December 2      Good Morning America
- December 6      CBS This Morning
- December 7      Billboard Music Awards
- December 11     NBC Weekend Today
- December 14     Late Night With David Letterman
- December 14     Christmas At The White House
- December 31     Dick Clark's New Year's Eve Special

### Great Rotation At:

STAR94-31x    Y100-20x    KHFI-24x    WVKS-30x  
 WYCR-29x    PRO-FM-12x    WIOQ-47x    KKFR-46x  
 KKRZ-28x    WZJM-18x    WTIC-FM-17x  
 WNCI-11x    and many more

The new single and video from the album, "HEART, SOUL & A VOICE"  
Produced by JON SECADA & EMILIO ESTEFAN, Jr. Management: Emilio Estefan, Jr. for Estefan Enterprises



# Weekly Radio Programmer Conference Calls

## This Week's **Picks**

ALL PICKS ARE LISTED IN ALPHABETICAL ORDER

### MAINSTREAM

4 P.M. - "Sukiyaki" (NEXT PLATEAU/ISLAND)  
MARIAH CAREY - "All I Want For Christmas..." (COLUMBIA)  
CHANGING FACES - "Foolin' Around" (BIG BEAT)  
CORONA - "The Rhythm Of The Night" (EASTWEST)  
DAN HARTMAN - "The Love In Your Eyes" (CHAOS)  
MADONNA - "Take A Bow" (MAVERICK/SIRE/WB)  
TOM PETTY - "You Don't Know How It Feels" (WB)  
ROLLING STONES - "You Got Me Rocking" (Virgin)  
20 FINGERS - "Short Short Man" (ID/ZOO)  
URGE OVERKILL - "Girl, You'll Be A Woman Soon" (MCA)  
BARRY WHITE - "Practice What You Preach" (PERSPECTIVE/A&M)

### ALTERNATIVE WORLD

BIG AUDIO - "Looking For A Song" (COLUMBIA)  
BUSH - "Everything Zen" (TRAUMA)  
COUNTING CROWS - "Rain King" (DGC)  
DRUGSTORE - "Star Crossed" (GO! DISC UK)  
FLAMING LIPS - "She Don't Use Jelly" (WARNER BROS.)  
LUCIOUS JACKSON - "City Song" (GRAND ROYAL/CAPITOL)  
MURMURS - "You Suck" (MCA)  
PEARL JAM - "Better Man" (EPIC)  
RANCID - "Roots Radical" (EPITAPH)  
R.E.M. - "Bang & Blame" (WARNER BROS.)  
SMASHING PUMPKINS - "Landslide" (VIRGIN)

### STREET SHEET

4 P.M. - "Sukiyaki" (NEXT PLATEAU/ISLAND)  
ALL-4-ONE - "She's Got Skillz" (BLITZZ/ATLANTIC)  
MARY J. BLIGE - "Be Happy" (UPTOWN/MCA)  
CHANGING FACES - "Foolin' Around" (BIG BEAT/ATL)  
CORONA - "The Rhythm Of The Night" (EASTWEST)  
K-CI - "If You Think You're Lonely Now" (MERCURY)  
LIVIN' JOY - "Dreamer" (MCA)  
MADONNA - "Take A Bow" (MAVERICK/SIRE/WB)  
NUTTIN' NYCE - "Down 4 Whateva" (HOLLYWOOD/JIVE)  
TLC - "Red Light Special" (LaFACE/ARISTA)

### MIX SHOWS

3RD NATION - "I Believe" (CHAMPION/EASTWEST)  
CARLEEN ANDERSON - "Mama Said" (VIRGIN)  
BRAND NEW HEAVIES - "Spend Some Time" (ffrr)  
FASCINATION - "Still Miss You" (CUTTING)  
CRAIG MACK - "Get Down" (BAD BOY ENT./ARISTA)  
MAX A MILLION - "Fat Boy" (S.O.S.)  
KEITH MURRAY - "The Most Beautifullest Thing..." (JIVE)  
OUTKAST - "Git Up, Git Out" (LaFACE/ARISTA)  
RED HOT & COOL - "Stolen Moments LP" (GRP/MCA)  
TLC - "Creep" (LaFACE/ARISTA)

## Catch Vanessa On These Upcoming TV Appearances!

- December 2 - Late Night With David Letterman
- December 6 - Today Show
- December 8 - Connie Chung

**New At:** WNVZ WEDJ KKRZ WHJX

# Vanessa Williams

## The Sweetest Days

### Major Market Rotation At:

WIOQ-29x	STAR94-27x	Y107-20x	KKFR-24x	WHHH-10x	POWER96-17x
Z90-48x	B97-20x	WXKS-11x	92Q-12x	WAHC-12x	Y100-23x
WGTZ-48x	KISF-18x	KMXV-15x	KZHT-19x	KMEL-20x	KUBE-22x

The first single from the album  
The Sweetest Days.

Over 1600 Hot 100 BDS Spins  
6,151 Units Sold This Week.  
Monitor Mainstream Chart #38\*  
R&R Pop Chart 35-30\*

SoundScan Single Chart 75-64\*  
Monitor Rhythm Crossover Chart #28\*  
R&R Top40 Chart 30-27\*  
R&R Rhythm Chart 31-28\*

Contributing Producers: Gerry E. Brown and Vanessa Williams, Babyface and Keith Thomas • Executive Producer: Ed Eckstine • Management: Herwe & Company





**Soundscan Album Chart #10\***  
**76,973 - 80,683 Pieces Sold This Week**  
**More Than 3000 Total BDS Detections**  
**More Than 24 Million Listeners**

*Tom Petty*



**ROTATING AT:**

WEDJ 33x	KISF 14x
WAPE 14x	WZJM 17x
WAHC 24x	KRBE 14x
KLRZ 14x	B97 22x
Q99 12x	WZYP 14x
WHNY 26x	WDDJ 18x
WYSR 23x	WNTQ 35x
WYKS 23x	KJ103 14x
WFHF 15x	WYCR 35x
WKRZ 28x	K92 26x
WFLY 29x	



**“You Don’t Know How It Feels”**

His Warner Bros. debut, from **Wildflowers**.

Produced by Rick Rubin with Tom Petty & Mike Campbell  
 Management: Tony Dimitriades for East End Management



**EXTRA LARGE  
 ROTATION**

**ONE OF THE MOST ADDED AGAIN INCLUDING:**

B94	Z104	KGOT
STAR94	WKSS	KDUK
WNYZ	KOKO	U93
KRBE	KOKZ	WWCK
98PXY	KLYV	KZII
Y107	KKMQ	WGRD
G105	WNNK	WAIA



# HITMAKERS Faces & Places



**Polly Anthony**

## POLLY ANTHONY APPOINTED PRESIDENT OF SONY 550 MUSIC AND SR. VP, EPIC RECORDS GROUP

Polly Anthony has been named President, Sony 550 Music, and Senior Vice President, Epic Records Group, it was announced by David Glew, Chairman, Epic Records Group. In her new roles, Ms. Anthony will continue to report to both Mr. Glew and Epic Records President, Richard Griffiths.

"Polly's contribution to the growth of Epic Records Group and Sony Music has been consistent and substantial," commented Sony Music Entertainment President and Chief Operating Officer Thomas D. Mottola. "While each phase of her career has revealed new facets of Polly's talents, they all share the same constant: creative growth. She has proven time and again her ability to take artists, and now labels, to the next level. I applaud this appointment."

Ms. Anthony played a key role in the formation of Sony 550 Music and has served as its General Manager since the label's inception in October, 1993. She was responsible for the label's sales, marketing, and promotion activities, and will now be responsible for all matters pertaining to the label.

In her new role as Senior Vice President for Epic Records Group, Ms. Anthony will assist the chairman and Epic Records president on a strategic level and will interface with Epic staff on key projects as directed by Messrs. Glew and Griffiths.

"Polly's great success with Sony 550 Music," remarked Mr. Griffiths, "has been multiplatinum and multicultural. She and her staff have taken Celine Dion to superstar status while establishing a collection of synthesized pygmy chants - the Deep Forest project - as a worldwide phenomenon. They have established Des'ree as one of the most exciting 'must see' new acts this year, and set the stage for Eve's Plum and Germany's Culture Beat to break through to new audiences in 1995. And this from a label barely a year old. Polly is one of Epic's great assets."

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Don Jenner, President, and David Kahne, Sr. VP, A&R, of Columbia announced the return of Nick Terzo to the label as VP of A&R. He will be based in New York.



Alan McGlade has been appointed President and Chief Executive Officer, Video Jukebox Network, Inc. effective January 1995, it was announced by H.F. (Gerry) Lenfest, Chairman of the VJN Board of Directors.



Les Bider, Warner/Chappell Music Inc. Chairman/CEO was honored with the 1994 Children's Choice Award when the Neil Bogart Memorial Fund presented "Bogart On Broadway" at L.A.'s Barker Hanger. Pictured (l-r): Mel Posner, Exec./Event Adbook Chair, Geffen; Paul Schaeffer, Exec. VP/Fund Board Chair, Sony Pictures Entertainment; Sandra Rapke, Dinner Chair; Lynn Bider, wife of honoree; Les Bider, Chairman/CEO and Bogart honoree, Warner/Chappell Music Inc.; Cheryl and Haim Saban, Saban Entertainment (founder of "Power Rangers" empire who underwrote the dinner costs); and Joyce Bogart Trabulus, Neil Bogart Memorial Fund founder.



Capitol Records celebrated the November 15 release of FRANK SINATRA DUETS II with a cocktail/listening party held at Matteo's in W. Los Angeles where more than 100 guests were invited to preview the musical extravaganza of the best international Rock, Jazz, Pop, and Country artists singing with Frank Sinatra. Pictured (l-r): Patrick Williams, conductor and arranger for both DUETS and DUETS II; Frank Sinatra, Jr.; Gary Gersh, President and CEO, Capitol Records; and recording artists Eydie Gorme and Steve Lawrence.

# COLUMBIA RECORDS

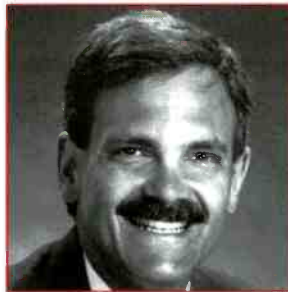
*Presents*

## The **HITMAKERS** PROGRAMMER OF THE QUARTER NOMINEES!



**CADILLAC JACK, PD,  
WJMN/Boston**

"Create a team atmosphere within your station. Show all the players the respect they deserve, and welcome new ideas from all members of your staff."



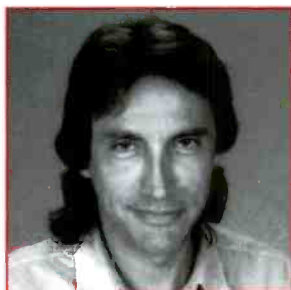
**PETER FALCONI, OM/PD,  
WERZ/Exeter**

"Despite all the new technology, radio will continue to be all important medium in everyday life. We as programmers, have to keep it fresh, creative and entertaining to keep it the medium of choice."



**BUDDY SCOTT, PD,  
B94/Pittsburgh**

"Stupid is as stupid does"... "I'm a loser baby, so why don't you kill me"... "Go ahead, make my day"... "I'll be back"... "Radio is like a box of chocolates"... Oh forget it!



**SCOTT WHEELER, PD,  
WHHH/INDIANAPOLIS**

"You'll see it when you believe it."



**KEN BENSON, PD,  
KKRZ/Portland**

"Choose a target, develop a strategy and stick with it. Most of all, be patient. Great radio stations aren't built overnight."



**CASEY KEATING, PD,  
Y100/Miami**

"Why didn't I buy Clear Channel stock two years ago?"



**TRACY AUSTIN, MD,  
KIIS-FM/Los Angeles**

"Working at KIIS-FM is like being the first officer on the Enterprise."



**JAMIE HYATT, PD,  
KTFM/San Antonio**

"Find a way or make one, take a chance, put your job on the line every day, and don't let anybody or anything become an excuse for losing, there is no excuse."

**VOTE FOR YOUR CHOICE! Call: (818) 887-3440 FAX: (818) 883-1097**  
**The HITMAKERS Programmer of the Quarter**  
**will receive a SONY 27-inch Color TV!**

# COLUMBIA RECORDS

Presents the **HITMAKERS**

## Programmer of the week



### Columbia Crusades

#### STEVE PERRY, The Tour Set List.

ONLY THE YOUNG  
GIRL CAN'T HELP IT  
OH SHERRIE  
LIGHTS  
FOOLISH HEART  
YOU BETTER WAIT  
LISTEN TO YOUR HEART  
**MISSING YOU (The New Single)**  
SOMEWHERE THERE'S HOPE  
WHEEL IN THE SKY  
DLXIE HIGHWAY  
LOVIN', TOUCHIN' SQUEEZIN'  
ANY WAY YOU WANT IT  
SEPARATE WAYS  
DON'T STOP BELIEVIN'  
FAITHFULLY

#### The Tour Continues. November-December.

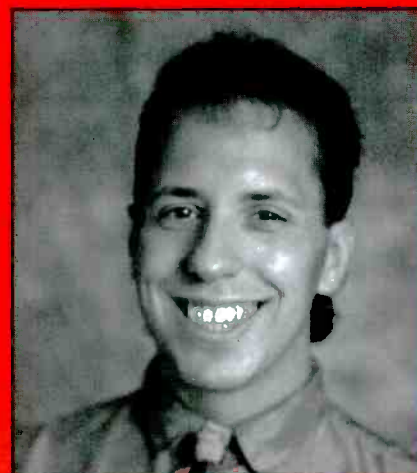
25 Orlando	30 Memphis
26 Miami	02 Dallas
27 Tampa	06 Phoenix
29 New Orleans	07 Las Vegas

#### TURKEY TASTINGS.

MARIAH CAREY "All I Want For Christmas Is You"  
BIG AUDIO "Looking For A Song"  
DIONNE FARRIS "I Know"  
LONDON SUEDE "The Wild Ones"

**NEXT WEEK:  
PROGRAMMER OF THE QUARTER WINNER!  
& THE NOMINEES FOR  
PROGRAMMER OF THE YEAR!**

### Jamie Hyatt



PD, KTFM/San Antonio

#### Career Highlights:

Programming KDON/Salinas-Monterey and HOT 194/Honolulu to the highest ratings in each station's history. Escaping Y95/Phoenix with my sanity. Having the last ratings success with the former HOT102/Milwaukee and turning KTFM/San Antonio around!

#### Family:

Fiancee Wendy Kimiko Jones (No, I don't know when the big date is yet), Our dog "Haole Boy" (White Boy in Hawaiian), Our cat "D'ter" (from Mark Adams/B95/Fresno) and my family of employed and unemployed friends scattered across this great country of ours!

#### Hobbies:

Cooking, video games, listening to music, skiing, swimming, and going out and getting the vibe of the market I'm currently living in.

#### Quote:

"Find a way or make one, take chances, put your job on the line every day, and don't let anybody or anything become an excuse for losing - there is no excuse."

# BRIEFS FROM THE WAR ROOM



The Genesis of the '90s reaches its halfway point in a month and there are so many driving forces that have been part of the development occurring the "first half" that is truly a classic representation of the paradigm that's sweeping its way through industry and technology that in no way is exclusive to radio or really any one business. It seems that just about everything is under 'round the clock reconstruction.

The emotion, zip and delight is the "pilot light" for me and lots of people, I'm grateful to know. The other side of the coin, there is an overwhelming wind that seems to be blowing harder than ever. This wind is the wind of change. Hold on tight...cause this "wind" is only a breeze compared to what's to come. I've mentioned before that it's a good idea to watch successful people. Finding role models and studying the clues they leave behind can often save you lots of time and frustration. (I use myself as an example of one who did a lot of that. In some areas however, I didn't do near enough...there were times when I got so caught up in one area, that I missed many lessons that would have saved a lot of time. I'd go out and make an utter fool of myself. Through that experience, however, it was enough to make me realize that there was much to learn and lots of growing to do.)

A romantic for this crazy radio business drives me with a passion that just won't shut off. Being a romantic brings along one of the reasons I enjoy plotting future relationships. Looking back at powerful life experiences can help get us set up for a supercharged goal-setting system to bring about a more compelling and successful future. Looking back doesn't mean focusing on the past. That's like staring at the sun - you lose your ability to see. Referencing, checking in with the flow chart, so to speak, of the progress you've made and possibly some areas that need to be freshened up in your core belief system.

The holidays are coming...and a little down time until the calendar says 1995. I hope that you set aside some time for yourself and rest up, take a deep breath and be prepared for another year of invention, inspiration, etc., as the race to 2000 is on...a very fast track.

There are lots of great books out there. Sometimes I think too many. (I like the idea of having a "chip" implanted in the brain so that we could just download the information for instant access). Just go to the bookstore, present your data card for hook-up, have chair, get wired up and a few minutes later walk out with all the extra information neatly planted in your brain for when you need it. The "organic

computer" we carry around between our ears and the "hardware" as we know it today...I'll bet ya it's just around the corner. One book really worth reading is **Tom Peters-Seminar**. It's a great new book by a guy who has a grip on what's happening. The sub-title of the book is Crazy Times For Crazy Organizations. I like a remark he makes that sums up where we are and what approach we should be taking in today's marketplace. "Welcome to a world where imagination is the source value in the economy. **IT'S AN INSANE WORLD, AND IN AN INSANE WORLD, SANE ORGANIZATIONS MAKE NO SENSE.**" The rules are changing fast...every day, every minute and every second.

Let's look at **approaches** next. There seems to be a lot of confusion out there. You have the passion, now let's answer the wake-up call, focus amidst mayhem, and go for it with more personal and professional success as our reward.

**Planet Creations/Mark Driscoll Productions**  
new studios will be finished soon (in the Warner Hollywood Studios). Feedback?  
Contact **HITMAKERS** (818) 887-3440, or  
**PLANET CREATIONS** at (310) 281-2222,  
Fax: (213) 938-4200

Save the date  
MONDAY • FEBRUARY

27 1995



**MusiCares®**

*The Heart of the Music Community*

INVITES YOU TO CELEBRATE 1995 GRAMMY® WEEK

*Person of the Year Tribute*  
*honoring*

**TONY BENNETT**

MONDAY, FEBRUARY 27, 1995 • UNIVERSAL HILTON • SIERRA BALLROOM • LOS ANGELES



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*Proceeds from this event will directly benefit MusiCares, which focuses the resources of the music industry on the health and welfare of music professionals.*

# BARRY WHITE

***“Practice What You Preach”***

**SPINNING AT:**

92Q	WHJX	KMEL
WJJS	KBXX	WXKS
WPGC	WHHH	And More
KMXZ	KKSS	
WJMH	Q105	

**NEW AT:**

KIX106	Providence
WAPE	Jacksonville
KWNZ	Reno
KFFM	Yakima
WWXM	Myrtle Beach
KOKZ	Waterloo

## #1 BILLBOARD R&B CHART

SoundScan Single Sales #9\*

SoundScan Album Sales #27\*

#1 PLAYED  
VIDEO AT:

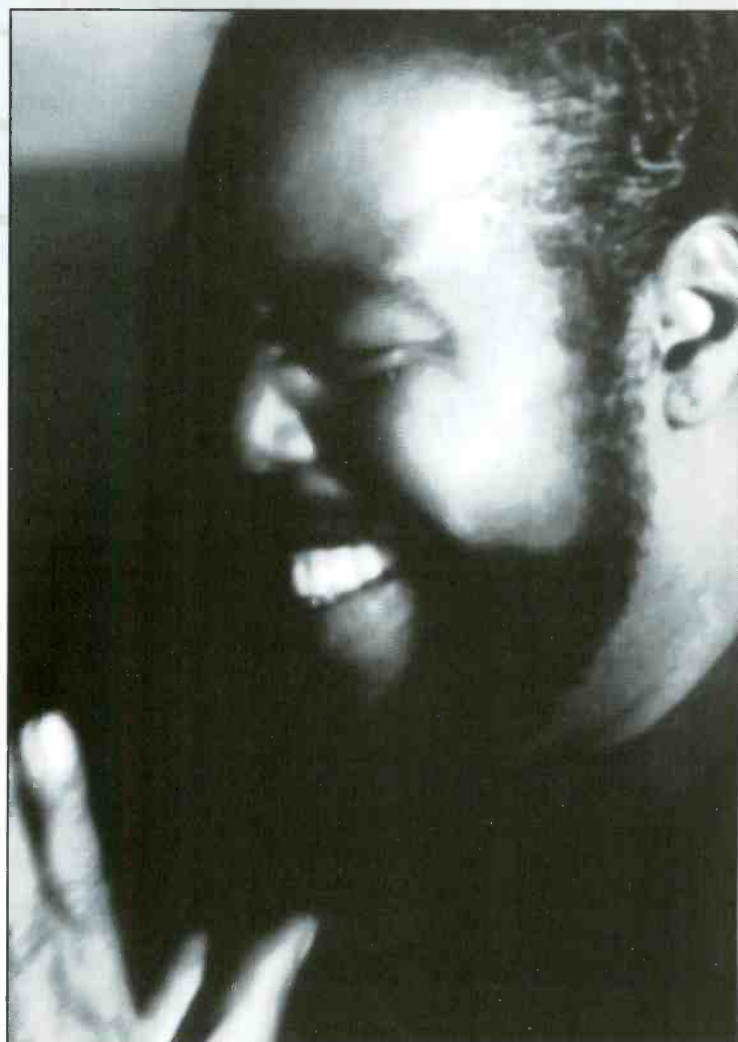


SOLD OVER 34,481 SINGLES THIS WEEK

SOLD OVER 54,823 ALBUMS THIS WEEK

MARKET RANKING PIECES SOLD

MARKET	RANKING	PIECES SOLD
NEW YORK	19-14	2927
LOS ANGELES	19-14	1455
CHICAGO	7-4	1988
PHILADELPHIA	8-7	1099
SAN FRANCISCO	26-25	493
BOSTON	34-32	274
DALLAS	6	530
DETROIT	1-1	1364
WASHINGTON D.C.	8	993
HOUSTON	2-2	1012
CLEVELAND	9	554
ATLANTA	5-4	833
TAMPA	5-5	402
NEW ORLEANS	3-1	1322
MEMPHIS	1-1	526
MIAMI	12	352
ST. LOUIS	18-4	332



# HITMAKERS

## MAINSTREAM TOP40 DISCOVERY CLUB

1. **MARIAH CAREY "All I..." (COLUMBIA)**
2. **ROLLING STONES "You Got Me Rocking" (VIRGIN)**
3. **FREEDY JOHNSTON "Bad Reputation" (ELEKTRA)**
4. **DISHWALLA "It's Gonna Take Some Time" (A&M)**
5. **TONI BRAXTON "I Belong To You" (LaFACE/ARISTA)**
6. **CORONA "The Rhythm Of The Night" (EASTWEST)**
7. **DAN HARTMAN "The Love In Your Eyes" (CHAOS)**
8. **TOM PETTY "You Don't Know..." (WARNER BROS.)**
9. **20 FINGERS "Short Short Man" (ID/ZOO)**
10. **ALL-4-ONE "She's Got Skillz" (BLITZZ/ATLANTIC)**
11. **BARRY WHITE "Practice..." (PERSPECTIVE/A&M)**
12. **cranberries "Zombie" (ISLAND)**
13. **URGE OVERKILL "Girl, You'll Be A Woman..." (MCA)**
14. **VERUCA SALT "Seether" (DGC/MINTY FRESH)**
15. **4 P.M. "Sukiyaki" (NEXT PLATEAU/ISLAND)**
16. **LUTHER VANDROSS "Always And Forever" (EPIC)**
17. **VANESSA WILLIAMS "The Sweetest..." (WING/MERCURY)**

**KROQ ADD 16X**



**IT'S A PERFECT FIT!**

**Added At:**

KROQ	Los Angeles	16x
WDRE	New York	
LIVE105	San Francisco	13x
CIMX	Detroit	13x
WFNX	Boston	
KOME	San Jose	
KPNT	St. Louis	
WYCR	York	31x
WAAL	Binghamton	

**Spinning At:**

KLRZ	40x	Z102	11x
WLUM	35x	WBNQ	10x
Q101	32x	Y102	12x
WHYT	27x	WBRU	7x
KEGE	24x	91X	7x
KWOD	15x	WBBO	6x
KTCL	13x	KJ103	5x
Z100	5x		

**Spiking At:**

WPGC	KMXZ
WZPL	B95
WKSE	KZZU
KRQ	WRVQ
WTWR	

# the flaming Lips

**"SHE DON'T USE JELLY"**

Produced by The Flaming Lips

And Keith Cleversley

From the album,

Transmissions From The Satellite Heart

**MORE THAN 500 BDS DETECTIONS • 6 MILLION LISTENERS**

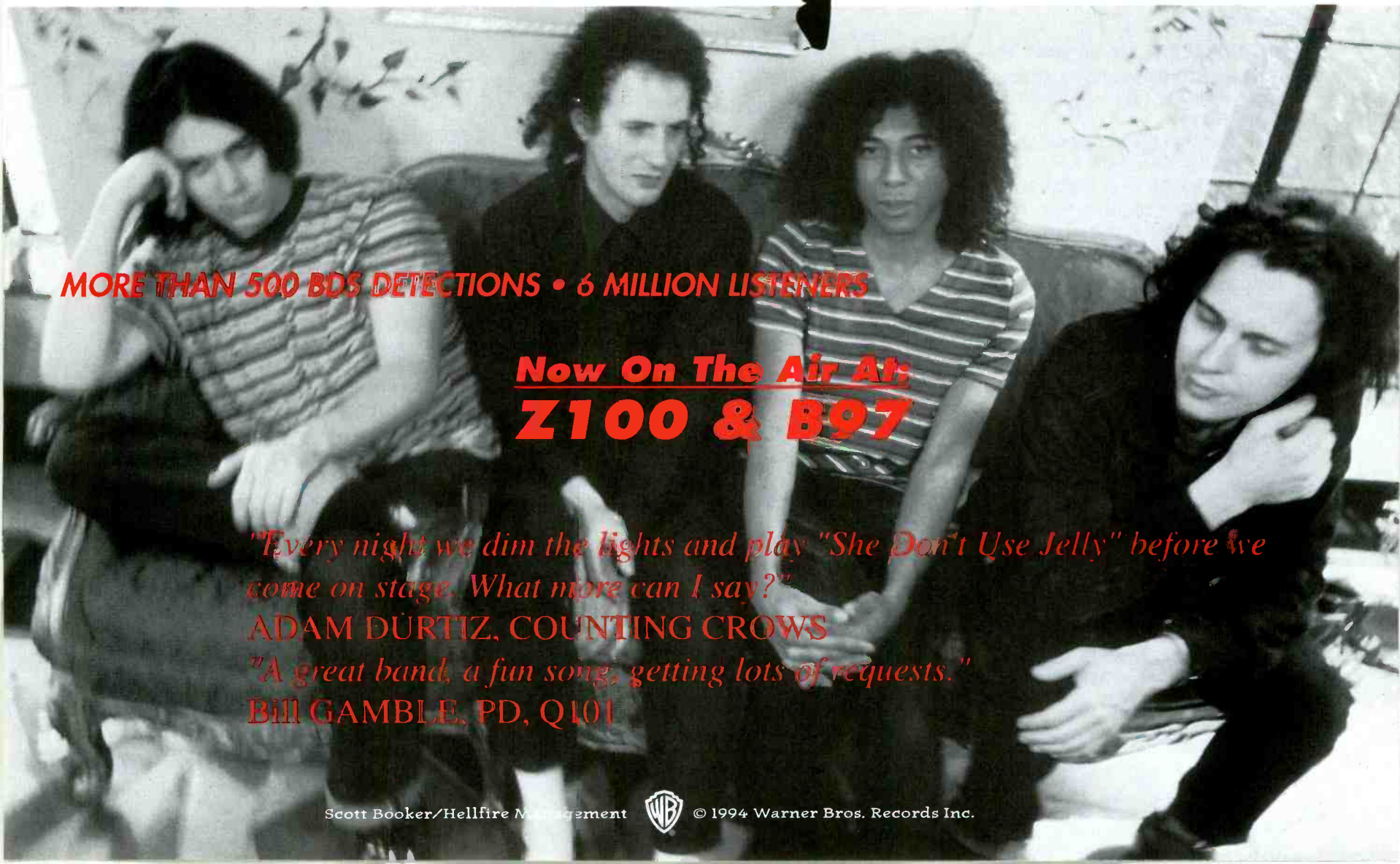
**Now On The Air At:**  
**Z100 & B97**

*"Every night we dim the lights and play "She Don't Use Jelly" before we come on stage. What more can I say?"*

**ADAM DÜRTIZ, COUNTING CROWS**

*"A great band, a fun song, getting lots of requests."*

**Bill GAMBLE, PD, Q101**



# Top40 Disc-covery Club

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

**CORONA** *The Rhythm Of The Night* (EASTWEST) - A power for me at night with Top 5 requests overall including adults.

**VERUCA SALT** *Seether* (DGC/MINTY FRESH) - This record has severe attitude...Smoking!

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

**BARENAKED LADIES** *Jane* (REPRISE) - Hooky as all hell...Spiking it and sounding great on JET-FM.

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - Sounds like it could go all the way.

**cranberries** *Zombie* (ISLAND) - The perfect artist for Thanksgiving.

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

**STEVIE B.** *Dream About You* (EMPORIA/THUMP) - Find this, test it, could be huge.

**CORONA** *The Rhythm Of The Night* (EASTWEST) - Great dance record. If you're looking for tempo, here it is.

**DISHWALLA** *It's Gonna Take Some Time* (A&M) - Coolest cut on the Carpenters CD.

**MIKE DANGER, MD, KCLD, St. Cloud**

**WEEZER** *Buddy Holly* (DGC) - More Pop-friendly than *The Sweater Song*. Should work.

**N II U** *I Miss You* (ARISTA) - Very emotional song. Should be released during Mother's Day.

**LIVE** *I Alone* (MCA) - The acoustic version is better. It adds more life to this already great song.

**GREG ADAMS, PD, KDUK, Eugene**

**DISHWALLA** *It's Gonna Take Some Time* (A&M) - Best cover of the year. A good-sounding uptempo record.

**SOUNDGARDEN** *Fell On Black Days* (A&M) - Another Seattle smash.

**NUTTIN' NYCE** *Down 4 Whatever* (JIVE) - Big reaction record.

**ROB MORRIS, APD/MD, KDWB, Minneapolis**

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - Looks like it may have more Top40 potential than *Out Of Tears*.

**DAN HARTMAN** *The Love In Your Eyes* (CHAOS) - Has a lot of good qualities to it.

**4 P.M.** *Sukiyaki* (NEXT PLATEAU/ISLAND) - Has as much potential as *I Swear* by All-4-One, which is still huge in callout and requests.

**FERNANDO VENTURA, MD, KHFI, Austin**

**REAL McCoy** *Run Away* (ARISTA) - An import that you must get your hands on...Better than *Another Night*.

**THE PRIMITIVES** *Crash* (RCA) - Off of the *Dumb And Dumber* soundtrack...Sounds incredible and will fit in at KHFI perfectly.

**BOOKER MADISON, MD, KISF, Kansas City**

**GREEN DAY** *When I Come Around* (REPRISE) - Biggest cut on the album. Will be twice as big as *Longview* and *Basket Case*.

**LIVE** *I Alone* (MCA) - I love the new acoustic version. It's daytime-friendly.

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - You have to play the album cut...Could be huge.

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - Great record with a new Rock feel.

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

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - What hit is this for her? Must be the fourth or fifth off the album!

**4 P.M.** *Sukiyaki* (NEXT PLATEAU/ISLAND) - Still a huge record for us.

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

**JON SECADA** *Mental Picture* (EMI RECORDS) - This should breathe new life into the project.

**ELIZABETH WOLFGRAMM w/The Jets** *Faithful* (SHADOW MOUNTAIN) - This is from a various artists CD from Northern Voices. This song is absolutely ideal for the holidays. A killer ballad.

**STEVIE B.** *Will You Still Love Me* (EMPORIA/THUMP) - We will be able to hit this if *Dream About You* ever dies.

**JOE DAWSON, PD, KLYV, Dubuque**

**FLAMING LIPS** *She Don't Use Jelly* (WARNER BROS.) - A novelty record with a good hook that sounds dirty, but it isn't.

**LUTHER VANDROSS** *Always & Forever* (EPIC) - Was a hit the first time around. And he does a true to the original version of this classic.

**NUTTIN' NYCE** *Down 4 Whatever* (JIVE) - A good dance number with a hit movie and a good hook.

**SCOTT THOMAS, MD, KLYV, Dubuque**

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - It's that time of the year.

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - Tested 80% positive on 'Make It Or Break It.'

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - Breaks up the monotony with all the ballads out there.

**20 FINGERS** *Short Short Man* (ID/ZOO) - Will not die. #1 requests, #1 sales.

**GO-GO'S** *The Whole World Lost Its Head* (I.R.S.) - Short and sweet.

**MIKE CHASE, PD, KMCK, Fayetteville**

**SOUNDGARDEN** *Fell On Black Days* (A&M) - I like it.

**DAN OLSEN, PD, KOKZ, Waterloo**

**TOM PETTY** *You Don't Know How It Feels* (WARNER BROS.) - Sounds great on the air. Initial sales are very strong.

**BARRY WHITE** *Practice What You Preach* (PERSPECTIVE/A&M) - Strong single sales with zero airplay. This could be a sleeper.

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - One of the biggest names in music for the biggest holiday of the year...Duh.

**RICK SWAN, PD, KQCR, Cedar Rapids**

**LIZ PHAIR** *Supernova* (MATADOR/ATLANTIC) - Starting to get a big buzz around here.

**TOM PETTY** *You Don't Know How It Feels* (WARNER BROS.) - Can't go wrong here.

**20 FINGERS** *Short Short Man* (ID/ZOO) - Huge phones already.

**JIM ALLEN, APD/MD, KQCR, Cedar Rapids**

**CANDLEBOX** *Cover Me* (MAVERICK/SIRE/WARNER BROS.) - A great follow-up to a great song. Will continue the band's success and bring them to the next level.

**CORONA** *The Rhythm Of The Night* (EASTWEST) - Hooky uptempo, non-offensive dance record.

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

**LIZ PHAIR** *Supernova* (MATADOR/ATLANTIC) - We've been aware of this one for some time...Circling the KRBE airport and expect a runway to open soon...Caution: Some overhead luggage may have shifted during the flight...

**LIVIN JOY** *Dreamer* (MCA) - On the seventh day, the Lord said, 'Hey, we need a dance record...' Our prayers have been answered.

**PEARL JAM** *Better Man* (EPIC) - One of the many great tracks off *VITOLGY*...Find the track that works the best for your station...

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

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - Duh!

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - They've got me rockin'! Hottest song on the radio.

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

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - Might be a good nighttime record.

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - Love the Perfecto mix.

**JON ZELLNER, PD, KTHT, Fresno**

**SASS JORDAN** *The Suns...* (MCA) - A lot of local interest because of the Steve Perry show.

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE) - Give this record another listen. Big requests and top research with adult women.

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

**AIMEE MANN** *That's Just What You Are* (IMAGO/GIANT) - Very distinctive voice...Glad to have her back, sounds great on the air.

**DISHWALLA** *It's Gonna Take Some Time* (A&M) - Great Alternative record that will work well on Top40. Check out cut #2.

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

**TODD SNIDER** *Talkin' Seattle Grunge Rock Blues* (MCA) - Sums up where music is today...Could replace 20 Fingers as the next night buzz record.

**BARRY WHITE** *Practice What You Preach* (PERSPECTIVE/A&M) - Barry's the bomb! He could sing The Osmond's *One Bad Apple* and it would still sound great.

**VERUCA SALT** *Seether* (DGC/MINTY FRESH) - Combines the best '80s Go-Go's/Missing Persons sound with a '90s slant.

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

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - This is an absolute smash.

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - Great uptempo record, not what you would expect to hear from them.

**LUTHER VANDROSS** *Always & Forever* (EPIC) - Better than the original.

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

**LURE** *A World Without You* (GIRL THING) - I just love this record. A bright, bouncy song to sound great on the radio.

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - We're playing the dance mix and it sounds great. The Rolling Stones as you all know, test well with females.

**PRINCE** *Space* (WARNER BROS.) - The phones are nuts for this song.

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

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - The best seasonal song I've heard so far.

**EAGLES** *Love Will Keep Us Alive* (Geffen) - It's far and away a smash here. Already huge requests.



# READY II MAKE THEIR MOVE EVERYWHERE



**NIIU**

## *I Miss You*

**PLAY IT TEN TIMES AND YOU GET PHONES THROUGH THE ROOF.  
THE NEW ARTIST BREAKTHROUGH THAT IS REACTING AS  
A #1 RECORD ALL OVER THE COUNTRY.**

**“Stirring, soulful, heartfelt. This is the kind of single that demands active airplay at all possible formats. This single has the juice to send NIIU’s career soaring.” -Billboard**

***“Top 5 phones instantly. Great reaction record. Lyrics that bring tears to your eyes on the first listen.”  
Cadillac Jack/WJMN/Boston***

***“Instantaneous emotional reaction from callers, ranging from goose bumps to tears. Callers want to know who is that and where can I buy it?”  
Trevor Carey/HOT97.7/San Jose***

***“Top 10 phones after the first week - early callout shows excellent potential. N II U’s “I Miss You” puts passion back into the air.”  
Michael Martin/WILD107/San Francisco***

***“Instant reaction...phones exploded through one main switchboard. I cannot imagine this reaction not happening for everyone.”  
Pete Jones/HOT105/Modesto***

***“After one week, callout is through the roof. The single in Houston has already moved 99\*-40\*.”  
Greg Head/KBXX/Houston***

Produced by Vincent Herbert for 3 Boyz from Newark Productions • Co-Produced by Chuckie Howard  
Executive Producers: Clive Davis and Vincent Herbert • Management: Angelway Artists Inc.

**ARISTA**

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# Top40 Disc-overery Club

**JUSTIN CASE, MD, KZIO, Duluth**

OASIS *Supersonic* (EPIC) - Very cool.

MARIAH CAREY *All I Want For Christmas* (COLUMBIA) - All I want for X-Mas is her.

ROLLING STONES *You Got Me Rocking* (VIRGIN) - It's got me rockin'.

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

DAN HARTMAN *The Love In Your Eyes* (CHAOS) - Nice uptempo Pop record.

TONI BRAXTON *I Belong To You* (LaFACE/ARISTA) - Good uptempo song from a great artist.

VERUCA SALT *Seether* (DGC/MINTY FRESH) - Good Top40 record. Very hip record.

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

SOUNDGARDEN *Fell On Black Days* (A&M) - Accessible for Top40, these Seattle guys are on a roll.

VERUCA SALT *Seether* (DGC/MINTY FRESH) - Could be the sleeper hit of '94. This song reacts.

**TONY MASCARO, MD, PRO-FM, Providence**

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - What a great novelty record. Throw this on and watch the phones explode.

ZHANE *Shame* (HOLLYWOOD/JIVE) - Put this in early callout and came back positive. Put in on the air to balance out your playlist.

PATTY SMYTH *Look What Love Has Done* (MCA) - A smash!

**RAY KALUSA, MD, Q106, San Diego**

MARIAH CAREY *All I Want For Christmas* (COLUMBIA) - This lady can burp in a microphone and it could go Top 10.

CHANGING FACES *Fooling Around* (BIG BEAT/ATLANTIC) - Good follow-up to *Stroke You Up*.

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

ROLLING STONES *You Got Me Rocking* (VIRGIN) - Can't go wrong with this uptempo number from VOODOO LOUNGE. Keith Richards is a God.

MARIAH CAREY *All I Want For Christmas* (COLUMBIA) - Just in time for the holidays. Mariah Carey under the X-Mas tree - Helloooo!

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

20 FINGERS *Short Short Man* (ID/ZOO) - Blowing the phones out. A great nighttime record.

CORONA *The Rhythm Of The Night* (EASTWEST) - If you think this is a remake because of the title, listen again. SoundScan sales are huge in the market.

BARRY WHITE *Practice What You Preach* (PERSPECTIVE/A&M) - Practice what you play.

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

BARRY WHITE *Practice What You Preach* (PERSPECTIVE/A&M) - This is a real record.

WEEZER *Buddy Holly* (DGC) - One look at the video and you're hooked. Their most mass appeal song yet.

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

WHIRLING DERVISHES *You're A Mean One Mr. Grinch* (CONTINUUM) - Sure to be one of the most-requested songs this holiday season at this radio station.

K'S CHOICE *I Smoke A Lot* (550 MUSIC/EPIC) - Nuff said.

ROLLING STONES *You Got Me Rocking* (VIRGIN) - This song smokes, the Stones are everywhere. Your listeners are sure to love this one.

KERMIT, ANIMAL & FLOYD *Wild Thing* (JIM HENSON RECORDS) - Played it once on my morning show...Instant phones.

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

cranberries *Zombie* (ISLAND) - Five night winner on our nightly battle...

ROLLING STONES *You Got Me Rocking* (VIRGIN) - We like the Perfecto mix.

**MICHAEL STUART, MD, WABB, Mobile**

CORONA *The Rhythm Of The Night* (EASTWEST) - A great dance record that will sound good on Top40 radio.

cranberries *Zombie* (ISLAND) - I didn't like it at first, but now it just won't go away.

STEVE PERRY *Missing You* (COLUMBIA) - Classic Steve Perry sound.

**BURKE ALLEN, OM, WAEV, Savannah**

MARIAH CAREY *All I Want For Christmas* (COLUMBIA) - The biggest X-Mas record of the season.

KENNY G. *Have Yourself A Merry Little Christmas* (ARISTA) - Perfect for adult-leaning stations in the holiday mode.

ADAM SANDLER *Thanksgiving Song* (WARNER BROS.) - We get mega requests for this one.

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

MURMURS *You Suck* (MCA) - This will be a big novelty record with big phones.

R.E.M. *Bang And Blame* (WARNER BROS.) - Just another cut from a CD that has more to come.

GREEN DAY *When I Come Around* (REPRISE/A&M) - The most radio-friendly release yet.

DISHWALLA *It's Gonna Take Some Time* (A&M) - Familiarity will help this with upper demos.

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

BARRY WHITE *Practice What You Preach* (PERSPECTIVE/A&M) - The mavan of love delivers. This record will have the women...Well, you know.

MADONNA *Take A Bow* (MAVERICK/SIRE/WARNER BROS.) - Smash! Babyface and Madonna. How can you go wrong?

**JAY TOWERS, MD, WAYV, Atlantic City**

MARIAH CAREY *All I Want For Christmas* (COLUMBIA) - I played this on my all-request lunch to test it out, and the phones went crazy! This is like a Phil Spector song - HUGE HIT!

MILLA *Gentleman Who Fell* (SBK/EMI RECORDS) - It's Frente! meets the music of Fleetwood Mac! This is a really cool tune. Give it another listen!

JAMIE WALTERS *Hold On* (ATLANTIC) - *How Do You Talk To An Angel*, Part III! The female demos seem to really like it so far!

**JOHN FLINT, PD, WAZY, Lafayette**

MARTIN PAGE *In The House...* (MERCURY) - A stone-cold smash...Getting lots of positive calls and curiosity calls.

COUNTING CROWS *Rain King* (DGC) - Can you say Midwest hit?...Good Pop Rock feel that's just what we need.

VANESSA WILLIAMS *The Sweetest Days* (WING/MERCURY) - *Save The Best For Last*, Part II...Simply beautiful and mass appeal.

**BILL McCOWN, PD, WBBO, Greenville**

HOLE *Doll Parts* (DGC) - Early airplay = early response.

PETE DROGE *If You Don't...* (AMERICAN/REPRISE) - One of the big tracks from the movie soundtrack.

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

FREEDY JOHNSTON *Bad Reputation* (ELEKTRA) - I know I have a bad reputation, but I love this record.

INI KAMOZE *Here Comes The Hotstepper* (COLUMBIA) - Kid Kelly picked this one out of his nose.

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

URGE OVERKILL *Girl, You'll Be A Woman Soon* (MCA) - What a strong, likeable song.

TONI BRAXTON *I Belong To You* (LaFACE/ARISTA) - Another strong Braxton track.

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

URGE OVERKILL *Girl, You'll Be A Woman Soon* (MCA) - The hit potential of the song lives in the remake familiarity and the name.

EAGLES *Love Will Keep Us Alive* (GEFFEN) - If success isn't in your station plan, don't play it.

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

DISHWALLA *It's Gonna Take Some Time* (A&M) - Good remake, crossing over nicely from Alternative.

SMASHING PUMPKINS *Landslide* (VIRGIN) - Album is hot here, and it's a song that everyone likes.

**JOHN RILEY, PD, WCIL, Carbondale**

VERUCA SALT *Seether* (DGC/MINTY FRESH) - Grungy Go-Go's.

BABYFACE & LISA STANSFIELD *Dream Away* (ARISTA) - Big movie, big ballad.

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

MARIAH CAREY *All I Want For Christmas* (COLUMBIA) - Christmas warning - Don't eat the yellow snow, and play Mariah Carey's Christmas song.

LUCAS *Lucas With The Lid Off* (BIG BEAT) - Don't overlook this. Give it a shot. It'll blow your lid off.

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

CORONA *The Rhythm Of The Night* (EASTWEST) - Perfect Top40 record.

SOUNDGARDEN *Fell On Black Days* (A&M) - Could do as well as *Black Hole Sun*.

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

URGE OVERKILL *Girl, You'll Be A Woman Soon* (MCA) - A very cool song that would sound good on the air.

TOM PETTY *You Don't Know How It Feels* (WARNER BROS.) - Since he can't come and sing to me in person, we might as well put it on the air.

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

TONI BRAXTON *I Belong To You* (LaFACE/ARISTA) - It's real good - tempo, soul and a nice hook.

ROLLING STONES *You Got Me Rocking* (VIRGIN) - This should work well at Top40.

**MICHAEL MORGAN, PD, WFLY, Albany**

MARIAH CAREY *All I Want For Christmas* (COLUMBIA) - Sounds like a Phil Spector Christmas record of the '90s.

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

ALL-4-ONE *She's Got Skillz* (BLITZZ/ATLANTIC) - We've been getting requests for this record for weeks and now is the time.

LIL SUZY *Promise Me* (METROPOLITAN) - We're getting great phones and sounds fantastic in the mix.

CAPPELLA *Move On Baby* (ffrr/LONDON) - A screaming dance record that will stand out.

( ʎɹɔɔɔɹ )



## Harry Connick Jr.

Whisper Your Name

If Steve Rivers says  
“We are now playing  
3-4 times a day &  
there is no question  
that Whisper Your Name  
is a hit record from a  
mass appeal superstar”  
& Q-102’s Jimmy Steal,  
G105’s Brian Bridgman  
& KRQ’s Mark Todd  
agree, may we ask:  
“What are you doing?”

## Mariah Carey

All I Want For  
Christmas Is You

This week, Santa  
delivers to your  
listeners Mariah’s new  
single, All I Want For  
Christmas Is You.  
Stuff your listeners’  
stockings with the CD,  
& play the season’s  
most sensational song  
that will bring  
everyone together  
under one tree. Amen.

## Steve Perry

Missing You

So he plays to sold-  
out crowds in every  
city, your listeners  
are in the audience  
singing every word  
from the past &  
present. His new  
single Missing You is  
massive in Miami at  
Y100, according to  
their research. What  
does this mean to you?  
Absolutely nothing if  
you’re not paying  
attention.

**COLUMBIA**

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# Top40 Disc-covery Club

**EDDIE MUNSTER, MD, WFMF, Baton Rouge**

**VANESSA WILLIAMS** *The Sweetest Days* (WING/MERCURY) - Early signs are showing definite hit potential.

**EAGLES** *Love Will Keep Us Alive* (Geffen) - Guaranteed #1 record.

**JACKIE JOHNSON, MD, WIFC, Wausau**

**MILLA** *Gentleman Who Fell* (SBK/EMI RECORDS) - A cross between Enya and Sinead O'Connor.

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - It's so new, but it's already generating calls.

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - A song for everyone!

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

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - Great Pop X-Mas record.

**BUBBA BOUDREAUX, PD, WNSL, Hattiesburg**

**AIMEE MANN** *That's Just What You Are* (IMAGO/GIANT) - With the holidays and a lack of good music, here's a great song.

**DAN HARTMAN** *The Love In Your Eyes* (CHAOS) - Great song. Has that Jon Secada formula.

**RAGMAN, MD, WNTQ, Syracuse**

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - When you put this song on the air it pops to the forefront.

**VANESSA WILLIAMS** *The Sweetest Days* (WING/MERCURY) - Hottest new requesting record.

**JEFF CUSHMAN, MD, WOSC, Ocean City**

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - An uptempo, happy song and Mariah gives it a personal touch.

**4 P.M.** *Sukiyaki* (NEXT PLATEAU/ISLAND) - They're cool because they're from my hometown of Baltimore.

**GARETT MICHAELS, PD, WPLY, Philadelphia**

**PEARL JAM** *Better Man* (EPIC) - In our estimation, clearly the most Mainstream-accessible cut on the new album. You don't have to be one of those tattooed, multiple body-pierced album rockers to appreciate the subtle nuances of this track.

**OASIS** *Supersonic* (EPIC) - Don't get nervous - It's not a cover of the J.J. Fad classic...Any song that manages to rhyme 'Supersonic' with 'Gin And Tonic' is a winner with me.

**TERRY SIMMONS, PD, WPXR, Davenport**

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - Smokin'!

**KATHY TROCCOLI** *If I'm Not In Love* (RCA) - Look at this one. It stands out above the rest.

**OASIS** *Supersonic* (EPIC) - I just plain like it.

**LUTHER VANDROSS** *Always & Forever* (EPIC) - Perfect for your female demos, and you know we need them.

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

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - Another hit from Grammy award-winning Toni.

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - Sounds different from *I Swear*. It's got a funky beat...Check it out.

**FLAMING LIPS** *She Don't Use Jelly* (WARNER BROS.) - The first time we played it we received instant phones.

**GINA GRAY, APD, WRHT, Morehead City**

**DIONNE FERRIS** *I Know* (COLUMBIA) - A fresh, new hot sound you're gonna dig. Three seconds of it and you will never get it out of your head.

**WEEZER** *Buddy Holly* (DGC) - Check it out. Alternative is Mainstream.

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - It really has me rocking...I am really into this one. Accessible to all formats.

**cranberries** *Zombie* (ISLAND) - Blowing out the phones!

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

**SMASHING PUMPKINS** *Landslide* (VIRGIN) - Vocals are captivating...Familiar for adults. Hip factor for younger demos.

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - Strong Midwest Rock hit.

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - It's Toni. Gotta play it!

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

**MURMURS** *You Suck* (MCA) - You suck if you don't play this. It's cool.

**TODD SNIDER** *Talkin' Seattle Grunge Rock Blues* (MCA) - Could be a monster. Already getting phones.

**SMASHING ORANGE** *The Way That I Love You* (MCA) - First time I heard it, I tried to steal it from Mark Diller's car, but him being Mr. MCA, threatened me with physical violence if I obsconded with his cassette.

**ANDRU DONALDS** *Mishale* (CAPITOL) - For those of you that still have Maxi Priest spinning around, and I still love the song, this song could be as big or bigger than that.

**STEW SCHANTZ, PD, WSPK, Poughkeepsie**

**INI KAMOZE** *Here Comes The Hotstepper* (COLUMBIA) - #1 sales, #1 phones.

**LUTHER VANDROSS** *Always & Forever* (EPIC) - Classy cover of a classic song.

**20 FINGERS** *Short Short Man* (ID/ZOO) - They either love it or hate it.

**CINDY MERCER, MD, WSTO, Evansville**

**DAN HARTMAN** *The Love In Your Eyes* (CHAOS) - Great Pop sound, reminiscent of the '80s dance scene. Great Top40 hit.

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

**LIZ PHAIR** *Supernova* (MATADOR/ATLANTIC) - Great guitar hook.

**DISHWALLA** *It's Gonna Take Some Time* (A&M) - I think it has definite hit potential.

**JON SECADA** *Mental Picture* (EMI RECORDS) - Could possibly be his biggest off the album.

**URGE OVERKILL** *Girl, You'll Be A Woman Soon* (MCA) - All the ingredients are there.

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

**DISHWALLA** *It's Gonna Take Some Time* (A&M) - The best thing on the Carpenters tribute album.

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

**TLC** *Creep* (LaFACE/ARISTA) - Really smooth!

**TOM PETTY** *You Don't Know How It Feels* (WARNER BROS.) - Good Rock sound that just might work.

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

**DAN HARTMAN** *The Love In Your Eyes* (CHAOS) - This song has a great radio feel and a '70s sound that if played will give your station a nice retro feel...Now play it!

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

**20 FINGERS** *Short Short Man* (ID/ZOO) - Big, big phones.

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

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - Great to see this song starting to happen. Good Midwest mid-tempo song.

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - Has Christmas written all over it.

**URGE OVERKILL** *Girl, You'll Be A Woman Soon* (MCA) - With *Pulp Fiction* out of the movie theaters, Urge Overkill will still be on the air.

**DAN HARTMAN** *The Love In Your Eyes* (CHAOS) - This is an incredible song.

**JIM CERONE, PD, WZPL, Indianapolis**

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - Another solid one from her.

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - Pop, uptempo song that everyone could use right now.

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

**CORONA** *The Rhythm Of The Night* (EASTWEST) - A good Pop dance song.

**VANESSA WILLIAMS** *The Sweetest Days* (WING/MERCURY) - Early callout shows that this will be a big hit.

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

**TOM PETTY** *You Don't Know How It Feels* (WARNER BROS.) - Starting to get calls. A great record for the South.

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - It just rocks!

**CASEY KEATING, PD, Y100, Miami**

**4 P.M.** *Sukiyaki* (NEXT PLATEAU/ISLAND) - Test rotation already yielding positive calls.

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

**PATTY SMYTH** *Look What Love Has Done* (MCA) - How beautiful a song this is. Should do well for everyone across-the-board.

**ROLLING STONES** *You Got Me Rocking* (VIRGIN) - You betcha.

**DISHWALLA** *It's Gonna Take Some Time* (A&M) - Great reaction after two weeks of airplay.

**JOHN IVEY, PD, Y107, Nashville**

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - A natural for Top40 to play a core artist and good Christmas tune.

**FREEDY JOHNSTON** *Bad Reputation* (ELEKTRA) - The more I listen the better I like it.

**TOM PETTY** *You Don't Know How It Feels* (WARNER BROS.) - Is growing on me. Will grow on your audience.

**ANDY SHANE, MD, Z100, New York**

**PEARL JAM** (EPIC) - From the Pearl Jam CD, these are the cuts I like in this order: *Better Man*, *Immortality*, *Corduroy*, *Whipping*, *Nothingman*, *Not For You*, *Satan's Bed* and *Tremor Christ*.

**JOE LARSON, PD, Z104, Madison**

**cranberries** *Zombie* (ISLAND) - They have done well for us in the past, and this is a good follow-up.

**JADE** *Every Day Of The Week* (GIANT) - The more you hear it, the more it grows on you.

# 4 P.M. "Sukiyaki"

BDS Top40 Mainstream Chart #20-17\* Airpower • BDS Rhythm Crossover Chart #20\*  
 Over 2300 Top40 BDS Detections • Audience Reach Over 23 Million  
 #53-48\* Soundscan Single Sales • #17\* R&R Pop Chart

## NEW AT:

WZJM  
 B94  
 WNOK  
 WIXX  
 WKMX  
 WWST

## MAJOR ROTATION AT:

KIIS FM 79x	KHKS 78x	KMXV 68x	KISF 37x
WZPL 28x	WEDJ 40x	KLRZ 40x	KS104 55x
WFLY 40x	Y107 34x	KZFM 56x	KZHT 28x
KKFR 36x	G105 34x	KBFM 29x	WILD107 40x
KGGI 48x	KHFI 42x	WABB 27x	WKRZ 47x
Q106 40x	KPRR 27x	WTIC-FM 25x	KKRZ 39x
KRQ 45x	KTFM 40x	WKSS 40x	KUBE 40x
WVSR 37x	K92 31x	WAPE 59x	KDON 48x

& many more!



"Sukiyaki by 4 P.M. is probably one of the most valuable records out there right now; It's as big as any Boyz II Men record I've ever played. An absolute research killer.

Top 10 callout with 18-34 females. **Jeff McCartney, PD, WAPE**

# cranberries "Zombie"

Soundscan Album Chart #18\* • BDS Top40 Mainstream Chart D#36\*  
 Over 1000 Top40 BDS Detections • D #38 R&R Pop Chart

## MAJOR ROTATION AT:

WZJM 59x	WGRD 43x	WNVZ 46x
WAHC 58x	WBBO 51x	B97 26x
HOT97 22x	Q99 52x	KLRZ 32x
KKFR 19x	WPST 31x	KC101 25x
WHHY 22x	WIOQ 25x	WWCK 22x
WKSE 33x	KRBE 54x	WDDS 22x

## NEW AT:

XL106.7 25x	WZPL	KFRX
KISF 44x	JET FM	KZMG
WPLY 31x	WABB	KFFM
and many more!	WNTQ	Y97
	WXKB	WHOT
	WKFR	



# CHAKA DEMUS & PLIERS "She Don't Let Nobody"

## NEW AT: Z90

"It's a perfect song for that dancehall crossover vibe !"

-Jeff Nelson, MD, Z90

**ON YOUR DESK NOW!**





# ALTERNATIVE WORLD™



## MOST DISCOVERED COMMERCIAL ALTERNATIVE

- 1. FLAMING LIPS**  
"She Don't Use Jelly" (WARNER BROTHERS)
- 2. MAGNAPOP**  
"Lay It Down" (PRIORITY)
- 3. LETTERS TO CLEO**  
"Here And Now" (GIANT)
- 4. BIG AUDIO**  
"Looking For A Song" (COLUMBIA)
- 5. BLACK 47**  
"Losin' It" (SBK/EMI RECORDS)
- 6. DINK**  
"Green Mind" (CAPITCL)
- 7. MURMURS**  
"You Suck" (MCA)
- 8. PEARL JAM**  
"Tremor Christ" (EPIC)
- 9. PORTISHEAD**  
"Sour Times" (LONDON)
- 10. SPELL**  
"Superstar" (ISLAND)

## MOST DISCOVERED SPECIALTY SHOWS

- 1. TODD SNIDER**  
"Talkin' Seattle Grunge Rock Blues" (MCA)
- 2. GUIDED BY VOICES**  
"I Am A Scientist" (SCAT)
- 3. ELECTRAFIXION**  
"Zephyr" (WEA IMPORT)
- 4. ECHOBELLY**  
"I Can't Imagine The World Without Me" (RHYTHM KING)
- 5. BLUR**  
"End Of A Century" (FOOD)
- 6. THE BLACK WATCH**  
"Whirl" (ZERO HOUR)
- 7. DRUGSTORE**  
"Star Crossed" (GO D.S.C UK)
- 8. EGGSTONE**  
"The Dog" (CRITIQUE)
- 9. SPELL**  
"Superstar" (ISLAND)
- 10. SUGAR**  
"Believe What You're Saying" (RYKODISC)

## THE BUZZ...

HELLO EVERYONE!

Q101 announced the winners of their first ever "Q101 Spelling Contest." The first place prize of \$10,000 went to Leyden High School, CONGRATULATIONS! Also, LIVE105 announced their 4th annual "Green Christmas Concert" to benefit our environment. Good Luck!!

### WHO'S PLAYING WHAT ON RADIO?

**PEARL JAM** Better Man (EPIC)  
No big surprise here, this week KBBT, WMAD, WRLG, WEQX, KWOD, Channel Z, Q-95 and KROQ added this.

**BUSH** Everything Zen (TRAUMA)  
Many stations are spinning this one including KBBT, THE END, Q-95 and KNNC.

**THE FLAMING LIPS** She Don't Use Jelly (WARNER BROTHERS)  
This song gains popularity each week. This week it was added at KMAD, CIMX, WFNX, and KROQ. It's getting top 5 phones at KOME. After only 8 spins it started to request at WMMS.

**NINE INCH NAILS** Piggy (NOTHING/INTERSCOPE/TVT/T.A.G.)  
This one should be big! X107, LIVE 105, WRLG, WMAD, WBRU, WEQX, 99X, THE END and WLUM added it this week.

**OFFSPRING** Gotta Get Away (EPITAPH)  
Added to the playlist this week at WRLG, WMAD, WZRH and Channel Z to name just a few.

**DISHWALLA** It's Gonna Take Some Time (A&M)  
On the air and sounding great at WMAD, Channel Z and WLUM. Brynn Capella at XHRM says "it's the best cut off the Carpenters tribute album."

**MURMURS** You Suck (MCA)  
These girls are creating quite the buzz among PD's, MD's, and Specialty Show people alike. It gets reaction from your listeners, and gives you a good laugh while you listen. LIVE105 added it this week.

**GREEN DAY** When I Come Around (REPRISE)  
KROQ, KBBT, WMAD, KOME, CHANNEL Z and WMMS are already on it!

That's all for now. Talk to you next week!

*Lisa McCarthy*



Promotion & Marketing

**Break Thru/Tower Records  
Top Five Alternative Picks  
for week ending: November 16, 1994  
(for more information call 415-626-7611)**

- 1. VARIOUS ARTISTS - If I Were A Carpenter (A&M)**
- 2. THE MIGHTY MIGHTY BOSSTONES - Question The Answers (MERCURY)**
- 3. PORTISHEAD - Dummy (LONDON)**
- 4. BOBBY WOMACK - Resurrection (CONTINUUM)**
- 5. JACKOPIERCE - Bringing On The Weather (A&M)**  
(advertisement)

**On At:**  
WFNX WHTG



- Produced By Jim Rodinelli and Sloan
- Recorded and Mixed by Jim Rodinelli
- Management Chip Sutherland
- ©1994 Geffen Records, Inc.

# SLOAN

The New Track From The Album

Twice Removed

## "I Hate My Generation"



# ALTERNATIVE DISCOVERY CLUB®

**MICHAEL HALLORAN, PD, 9IX, San Diego**

BUSH *Everything Zen* (TRAUMA) - Everybody loves Bush!

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

VELVET CRUSH *This Life Is Killing Me* (550 MUSIC/EPIC) - Another injection of guitar Pop energy. This is a great band. They belong on the radio, period!

SUGAR *Believe What You're Saying* (RYKODISC) - It's single #2 from F.U.E.L. is on the gentler side, but effective and engaging just the same. Make yourself feel all warm inside. Program this song!

**JAY MICHAELS, MD, KDGE, Dallas**

SHERYL CROW *Strong Enough* (A&M) - This took a couple of listens, but should be a great follow-up to *All I Wanna Do*.

HOOTIE & THE BLOWFISH *Hannah Jane* (ATLANTIC) - One of the best Pop songs I've heard all year.

**CHRIS RUH, OM, KEDG, Las Vegas**

PEARL JAM *Nowhere Man* (EPIC) - Obvious multi-format song! Another great major no brainer. Just put it on the air.

BIG AUDIO *Looking For A Song* (COLUMBIA) - Just a great record! Sticks to your ribs like a great meal.

EX-IDOLS *Go Away* (RELATIVITY) - It scrunches when it crunches. A great record!

**HEATHER LUKE, PD/MD, KJEE, Santa Barbara**

LETTERS TO CLEO *Here And Now* (GIANT) - It's from the *Melrose Place* soundtrack. Poppy, yet it's strong enough to keep up with the more intense bands on your playlist. It adds balance and sounds great any time of the day. Attracts large audiences of all ages. Different from all other typical female bands.

**ROGER FORMANEK, PD, KLZR, Lawrence**

SPELL *Superstar* (ISLAND) - We just added this last week. This is a hit!

DINK *Green Mind* (CAPITOL) - This will do really well for us.

KILL CREEK *Cosmetic Surgery* (MATADOR/ATLANTIC) - Local boys make good! We're playing their entire effort and it's great.

VERUCA SALT *Seether* (DGC/MINTY FRESH) - Still doing very well for us.

**LYNN BARSTOW, PD, KNNC, Austin**

BUTT TRUMPET *I'm Ugly & I Don't Know Why* (CHRYSALIS/EMI RECORDS) - Getting incredible phones and not all from teens!

BLACK 47 *Losin' It* (SBK/EMI RECORDS) - This sounds like the format's heritage. It makes you feel good and it's a good balance record.

PEARL JAM *Tremor Christ* (EPIC) - This will be the single for us.

SUNNY DAY REAL ESTATE *Seven* (SUB POP) - Is really starting to grow on me.

**JAY TAYLOR, APD/MD, KOME, San Jose**

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - #5 requests.

GREEN DAY *When I Come Around* (REPRISE/A&M) - #6 requests.

WEEZER *Buddy Holly* (DGC) - #1 request two weeks in a row.

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

SUGAR *Believe What You're Saying* (RYKODISC) - I love it!

MAGNAPOP *Lay It Down* (PRIORITY) - I love it!

SMITHS *Meat Is Murder* (SIRE) - Great song for Thanksgiving Day.

**CHRIS 'Rip' EWING, MD, KRZQ, Reno**

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - If you played *Shaggy*, you should play this.

PIZZACATO FIVE *Twiggy Twiggy* (MATADOR) - I like it! It's a song in Japanese. How could you go wrong?

LIVE *Alone* (MCA) - The acoustic version. Look for it. The kids like it!

**JOHN HAYES, PD, KTCL, Ft. Collins**

RANCID *Roots Radical* (EPITAPH) - Blowing out the phones every time we play it!

**MATHEW HARRIS, PD, WAQZ, Cincinnati**

DINK *Green Mind* (CAPITOL) - I hate to dance, but this gets my toe tappin'.

LOVE SPIT LOVE *Change In The Weather* (IMAGO) - This has a nice edge to it.

BLACK 47 *Losin' It* (SBK/EMI RECORDS) - This song is a sleeper! They're great live. A good band to drink many pints of Guinness to.

MAZZY STAR *Halal* (CAPITOL) - A really nice song.

PEARL JAM *Tremor Christ* (EPIC) - Getting really good response.

**JULIE HOYT, MD, WCHZ, Augusta**

SHERYL CROW *Strong Enough* (A&M) - I know that Sheryl has more than proven herself by now, and that she can't really be considered a disc-over, but this cut speaks to me in a way that her other stuff hasn't. It's very strong, and its simplicity says a lot.

NIRVANA *About A Girl* (SUB POP) - I'm talking about the version off of *BLEACH*. This was our lucious program director's decision (Rob Nicholson), and I personally feel that it's a stroke of genius. Not many people are familiar with the original version, and it's nice to take a listen to the band before they were the phenomenal part of history they have become.

WHIRLING DERVISHES *You're A Mean One Mr. Grinch* (CONTINUUM) - This is an absolute blast! What a perfect Christmas Party tune. It's one of those that makes you want to snap your fingers and do leg kicks like a Rockette...Or something campy like that.

LIVE *Lightning Crashes* (RADIOACTIVE) - What a powerful song. Pulls you in immediately.

**RUSS MOTTLA, PD, WDRE, Philadelphia/Long Island**

KILLING JOKE *Pandemonium* (ZOO) - This is good!

K'S CHOICE *I Smoke A Lot* (550 MUSIC/EPIC) - We started playing this because of 'The Great American Smoke Out' and we're getting a good reaction.

VARIOUS ARTISTS *TRIBUTE TO TOM PETTY* (BACKYARD/SCOTTI BROS.) - This is very cool. They do it their way!

**DOUG KUBINSKI, APD/MD, WMMS, Cleveland**

MURMURS *You Suck* (MCA) - Instant reaction! The #6 most-requested song on the station, mostly with younger demos.

NINE INCH NAILS *Burn* (INTERSCOPE) - Consistently Top 5 requests and a great tune.

L7 *Stuck Here Again* (SLASH/REPRISE) - Won five nights on our "Buzzard Battle." Starting to request.

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - This won three out of four nights on our "Buzzard Battle" and starting to request after only eight plays.

SMALL FACTORY *The Last Time That We Talked* (VERNON YARD/VIRGIN) - Pretty cool! Sounds kind of like The Replacements. We're waiting for an edit.

MAGNAPOP *Lay It Down* (PRIORITY) - I love this!

**MICHAEL YOUNG, MD, WRZX, Indianapolis**

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - My gut tells me this is 'the shit' or else I got a bad batch of chicken wings.

WEEN *Voodoo Lady* (ELEKTRA) - It rules!

SPONGE *Plowed* (CHAOS/COLUMBIA) - This is a great record.

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

LETTERS TO CLEO *Here And Now* (GIANT) - Continues to be undefeated in the "Zephyr New Music Challenge."

PORTISHEAD *Sour Times* (LONDON) - We're spiking it and getting good initial response.

SPELL *Superstar* (ISLAND) - This is really growing on me; I'm trying to find room for it.

CRASH TEST DUMMIES *Ballad Of Peter Pumpkinhead* (RCA) - From the *Dumb And Dumber* soundtrack. This is my favorite record right now! Of all the covers, this is the best one!

**HITMAN MCKAY, PD, X107, Ocean City**

SOUP DRAGONS *Do You Care* (MERCURY) - Possible Top 25.

MAGNAPOP *Lay It Down* (PRIORITY) - Top 10!

BIG AUDIO *Looking For A Song* (COLUMBIA) - Found it! See ya!

**SHERMAN COHEN, PD, XHRM, San Diego**

PEARL JAM *Better Man* (EPIC) - This could be their most mass-appeal song yet. Another great is *Immortality*.

NIRVANA (Unplugged) *Man Who Sold The World* (DGC) - Probably the best song off the album.

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

MURMURS *You Suck* (MCA) - Total female song! It will get a lot of reaction.

LETTERS TO CLEO *Here And Now* (GIANT) - Off the *Melrose Place* soundtrack, it's a great song. Fun and upbeat! Play it any time of the day.

DISHWALLA *It's Gonna Take Some Time* (A&M) - The best track off the whole Carpenters tribute album.

PORTISHEAD *Sour Times* (LONDON) - Sounds like something that should be on the *Pulp Fiction* soundtrack.



# ALTERNATIVE SPECIALTY SHOWS®

**JEFF CLARK, Air Personality, 99X, Atlanta**  
**THE STEAM KINGS** *Scrooge* (EARTHLING) - Psychedelic syrup Pop that's torn around the edges. It's strange and heady and warm all over.  
**BRUCE HAMPTON** *Strange Voices* (LANDSLIDE) - It's a compilation of early works from the visionary wacko former leader of Aquarium Rescue Unit. The songs on this collection are from a much more experimental and bent frame of mind than you might be familiar with from the A.R.U. with less Southern boogie.  
**GRANT LEE BUFFALO** *Mighty Joe Moon* (SLASH/WARNER BROS.) - Sexy, mesmerizing and beautiful. One of the best albums and bands of our time.

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

**AIR MIAMI** *Airplane Rider* (TEEN BEAT) - The latest band from Mark Robinson and Bridget Cross (both ex-Unrest). Shockingly, it sounds a lot like Unrest with a little slower tempo and some Stereolab damage. Kev gives it three stars. Josh says hello 'Make Out Club'. three stars.

**ELECTRAFIXION** *Zephyr* (WEA IMPORT) - The new project from Ian McCulloch and Will Sargeant of Echo And The Bunnymen. Not as good as Echo And The Bunnymen, not as bad as Guided By Voices. Josh says three stars. Kev says it's no *Killing Moon*, but worth playing. Two and a half stars.

**GUIDED BY VOICES** *I Am A Scientist* (SCAT) - The best band in the world (except R.E.M.) goes into a studio to re-record one of their recent songs. *Essential!* Kev gives 'em four stars. Josh can't believe he likes this (is it me, or does he say that every week?), giving it two and a half stars.

**SUEDE** *Asda Town* (NUDE U.K.) - New guitarist Richard Oakes doesn't falter. Nothing can stop Suede now. Josh gives it infinite stars. (Warning: Josh would play this band's snoring if they released it). Look, Josh, how many times do I have to tell you...it's *The London Suede*. Kev gives it one star.

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

**KEVIN SALEM** *Amnesia* (ROADRUNNER) - It's been awhile since a release has captivated my attention. I'm in awe! This is a powerful guitar man with some solid compositions. The first single has hooks up the yin-yang...The rest of the LP deserves some attentive ears as well.

**THE WEDDING PRESENT** *Catwoman* (ISLAND) - Upeat and hypnotic and sarcastic...Just splendidly delightful. *Catwoman* moves thru the full gamut of tempos, *It's A Gas* rocks and a big 'Yeah' for *Yeah Yeah Yeah Yeah Yeah*.

**PETE DROGE** *Fourth Of July* (AMERICAN) - Don't let the picture of the nerdy used-car salesman on the cover fool you, the LP goes down smooth and easy...Why, it may even make you smack your lips. These musicians don't rock in an in-your-face sort of way, it's a subtle 'feel' kind of rock. Instant phones!

**MASSIVE ATTACK** *Sly* (VIRGIN) - A floating, sensuous groove. Glad they're back!

**EGGSTONE** *The Dog* (CRITIQUE) - Kinda cute, very snappy. Why, it's power-Pop! *Luck* also sounds good on the air.

**DAVID SADOF, The Guy Who Does "Exposure" KLOL, Houston**

**PEARL JAM** *Not For You* (EPIC) - I liked this song when I first heard it on *Saturday Night Live* and I'm glad to see it's on the album. An early favorite!

**ELECTRAFIXION** *Zephyr* (WEA IMPORT) - It's great to see former Echo And The Bunnymen members Jon McCulloch and Will Sargeant back together again. Looking forward to the rest of the album.

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

**GARY YOUNG** *Birds In Traffic* (BIG CAT) - A bit goofy, but very original stuff with great drumming from Pavement's first drummer.

**RED RED MEAT** *Make You Gone* (DRAG CITY) - Great acoustic guitar over a quiet layer of distorted

beauty. This song is found on the cool *HEY DRAG CITY* compilation.

**KEVIN SALEM** *Lighthouse Keeper* (ROADRUNNER) - He's worked with Freedy Johnston and now he has a new solo release. Very cool mid-tempo guitar-based folk-rockers.

**JACK LOGAN** *Shrunken Head* (TWIN TONE) - Just listen to the quality and original songwriting.

**POLO IDAHO, Air Personality, KQEX, Fortuna**  
**VARIOUS** *Dark Entries* (CLEOPATRA) - From the album *GOTHIC ROCK*. I like it...I liked it before and I like it now...Admittedly I'd rather be listening to Biohazard or Deconstruction, Pale Saints, P.J. Harvey and the like, but you're not interested in that...Curse you!...There's nothing grey and dreary about either of these collections...They hum and burble with life, as does goth itself I should say...A lot of these songs are now virtually impossible to find elsewhere and there's some exclusives...An attractive movement, and attractive ideas and two beautiful, simpering records. Also check out *Say It Isn't So*, from the *IN GOTH DAZE* album.

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

**CRASH TEST DUMMIES** *Dumb And Dumber* (RCA) - This has been the year of the great movie soundtracks. This is one to wind up the year. What better way to start off than with Crash Test Dummies featuring Ellen Reid, plus Dead Eye Dick doing *New Age Girl*. I can't believe that two of my favorite bands are on it. Echo Belly *Insomniac*. The Primatives *Crash* with a different mix. More guitar sound and even ending with a car sound. Also Gigolo Aunts *Where I Find My Love* and Butt Hole Surfers doing *Hurdy Gurdy Man*.

**EGGSTONE** *Split* (CRITIQUE) - The best cuts are *Luck*, *Corfiake Crow* and *Split*. They're from Sweden.

**THE CATCHERS** *Cotton Dress* (SETATA IMPORT) - A four-piece band with a girl singing. A different sound. Also check *Jesus Space Man* and *Song For Autumn*. The album is called *MUTE*.

**BLUR** *End Of A Century* (FOOD) - Also check out for unusual listening *Red Nechs* and for something really weird, *Alex's Song*.

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

**BAD RELIGION** *21st Century (Digital Boy)* (ATLANTIC) - Another strong dose of reality from a band that gets better with each release. Consistently strong lyrics and great music.

**LLOYD COLE** *Morning Is Broken* (RYKODISC) - A tune which grows on you more with each listen. Cole still has a strong fan base and this song is perfect for stations whose playlists are a little too grungy.

**GINA RIGGI, Specialty Show Personality/Producer, KWNZ, Reno**

**SKY CRIES MARY** *Shipwrecked* (WORLD DOMINATION) - I love this band! I've also played *Every Iceberg Is A Fire* and *Deep Sunless Sea*. The phones just get crazy!

**BOUNCING SOULS** *Candy* (BYO) - This is a punk cover of a great '80s tune. Someone called me singing it while it was playing. I think he liked it and so do I.

**TODD SNIDER** *Talkin' Seattle Grunge Rock Blues* (MCA) - I love it! I love it! I love it! I love it!

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

**BLUR** *End Of A Century* (FOOD) - Six years early, but I'm glad they didn't wait until the year 2000. They haven't missed yet this year (knock on wood).

**STEREOLAB** *Wow And Flutter* (ELEKTRA) - Their new album is now out on ELEKTRA here in the U.S. A must for those who like Portishead and St. Etienne. An incredible blend of ethereal landscapes and catchy Pop songs.

**LOOP GURU** *Shrine Of The Mountain* (NATION) - Here is this week's pick for those with a sense of adventure. A brilliant piece of music. Listen and absorb. You can also

find remixes of the song done by Drum Club and Zion Train. Something for everyone.

**STEVE PICARD, Alt. Show Producer, WFNX, Boston**  
**DRUGSTORE** *Star Crossed* (GO DISC U.K.) - I like it! It sounds nice. It sounds like a rip off of another song. Go ahead listen to it anyway because you'll like it.

**SMASH** *Self Abused* (VERNON YARD) - It's ugly, but I like it. Not for the timid.

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

**EDEL** *Detroit Falling* (GRASS) - One of the most underestimated bands around, but one of the most talented. This is their third CD and it shows the band in a more mature songwriting state. Great Pop melodies deserving of heavy radio airplay.

**GUIDED BY VOICES** *I Am A Scientist* (SCAT) - Although I like the original much better, from a radio standpoint re-recording this song was a smart move. Instantly likeable.

**THE BLACK WATCH** *Whirl* (ZERO HOUR) - Really cool atmospheric guitar Pop!

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

**GREEN DAY** *When I Come Around* (REPRISE/A&M) - For Green Day this is a ballad.

**ECHO BELLY** *I Can't Imagine The World Without Me* (RHYTHM KING) - They do Morrissey better than Morrissey.

**HOOTIE & THE BLOWFISH** *Hannah Jane* (ATLANTIC) - Not very 'Alternative,' but the best song on the album.

**SUGAR** *Believe What You're Saying* (RYKODISC) - No song sounds better on the radio.

**COMPULSION** *Delivery* (INTERSCOPE) - So energetic. An unceasing power guitar onslaught.

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

**ECHO BELLY** *I Can't Imagine The World Without Me* (RHYTHM KING) - I can't imagine that Morrissey and I would both love the same band. Must be the end of the world is coming.

**SPELL** *Superstar* (ISLAND) - The female vocal hook is still in my head, five days after first playing it. Who would have thought that an 'aye-yeaye-ye-aye' could be so darn catchy?

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

**MAGNAPOP** *Lay It Down* (PRIORITY) - This song really cooks! It reminds me of making bacon on the beach. We love that!

**POP WILL EAT ITSELF** *Ich Bin Ein Auslander* (INTERSCOPE) - Remember that Simpsons episode with Mayor Quimby? 'Ich Bin Ein Springfield-ian.' Ha! Ha!

**BASH & POP** *Making Me Sick* (COLUMBIA) - I just can't say enough about Tommy. It's a great song, and I hope you live in a place where the grass grows the greenest.

**PEARL JAM** *Spin The Black Circle* (EPIC) - Great! Now what do I do with my 8-tracks?

**AIMEE MANN** *That's Just What You Are* (IMAGO/GIANT) - Ok folks, I really like this song. You should see my shoes.

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

**PEARL JAM** *Tremor Christ* (EPIC) - Yet another great song from Pearl Jam. This has been my second most-requested for two weeks.

**TODD SNIDER** *Talkin' Seattle Grunge Rock Blues* (MCA) - This is a great song. That sums of the Seattle scene! Check this one out!

**VERUCA SALT** *Seether* (DGC/MINTY FRESH) - Yet another hit out of Chicago. This place is like the new hot bed for Alternative music. This is my #1-requested song. Very hot phones!



## **DAVE FERGUSON, PD** **KSFM/Sacramento**

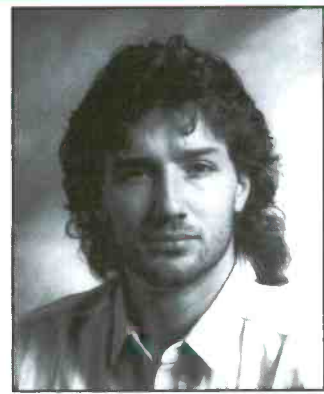
### **IDENTITY**

Music and air talent are a major part of a radio station's identity, but not ALL of it's identity. Much of what you'll be conveying over the air will be in the form of produced liners, sweepers, promo's and the like. Who should voice those elements? Some one in-house? Or one of those national voiceover artists like Driscoll, Craig, or even myself for that matter?

As a Program Director who voices his own promos and liners, I've never quite had to deal with that question. It's always sort of been taken for granted that I would be responsible for the station (voice) identity. Does that mean I'm against a radio station using an outside voice? Of course not!!! That kind of thinking didn't get me where I am today in the voiceover industry. Infact, having served as station voice for lots of very differently-programmed stations, (and the different programmers behind them), I can offer some insight into why an outside voice is good, and why it is sometimes bad.

First, it depends on the talent within your own radio station. Most Program Directors either lack the talent, or simply lack the time to effectively image their own stations on their own. Obviously, the most ideal situation is one where you can afford to have you own in-house creative person whose sole job is to take the ideas you want to convey, voice and produce them in as artistic fashion as possible. In most cases this should be someone other than your regular Production Director. The time constraints and deadlines of the commercial production room make it tough to stop down for creative sessions, especially when you're in a very competitive situation and need things FAST!

Professional voiceover artists for radio are most effective as an alternative to having your own in-house creative director. I would imagine that one of the main reasons is the almighty dollar. It costs much less to keep a voiceover person on retainer then it does to have his/her equivalent on full-time salary. I stress "alternative to" more than "equivalent". Using an outside service offers many of the benefits of an in-house person, but has to be handled somewhat differently. Longer turnaround time being one reason. It forces the Program Director to plan ahead by one, two, sometimes up to three days. Something most PD's never manage to do, but always should, regardless of whether the



station promo's are done in-house, or by an outside service.

Whatever you do, DON'T THINK YOU CAN DO BOTH!!! Some stations suffer from schizophrenia with two or three different "station" voices, diluting each one with another, and making it very hard for any listener to hear ONE VOICE and identify it with ONE STATION.

*Dave Ferguson is currently the voice of more than 10 major market radio stations, including; WPGC, THE BOX, WILD107, 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** **BROADCASTING TO THE ISLANDS**

Every morning Music Director/Air Talent Rex DeShannon wakes up at his Ft. Lauderdale apartment, hops into his car for a short commute, and arrives at his radio station. Rex steps into the studio, cracks the mic and says hello to...the Bahamas. Nassau to be specific. It's the capitol of the Bahamas, on the northern coast of New Providence Island. Out there with Cuba and the Virgin Islands. About 175,000 people. A city settled in the mid-1600s, tourism is the major source of revenue.

"Nobody knows me here in Ft. Lauderdale", says Rex, "But in Nassau, the people hear me every day, I'm reaching 70 to 80 percent of the Bahamian listening audience!"

100JAMZ is the station. Owned by The Tribune newspaper. Historic because it's the first privately owned radio station to go up in the Bahamas and because it is so successful. The identical studios are split, one is in Ft. Lauderdale, Florida and the other in Nassau. They're linked by satellite. Not just a studio audio link, but their computers are linked too, via satellite, so they can easily communicate.

Rex's PD and Operation Manager is former Miami DJ Erik D who also does morning drive, from the Nassau studio. Erik is joined by Ed Field, and charter Yvonne Battlelist. Mid-days originate in Ft. Lauderdale with talent Brendalee Francis followed by Rex on PM drive. The rest of the broadcast day originates in Nassau

with DJ Terrible T on 6PM-10PM, Captain Keith (a real ship's captain) does 10PM-2AM, and Randy C jams overnights. The 100Jamz GM is 24 year old Robert Carron.

It's interesting to see this station at work. Production orders arrive from Nassau on the fax. Rex and Brendalee do the voicing and production then send the complete spots, promos or music back to Nassau over one of their two daily satellite audio feeds. It's more than just spots going back and forth. The audio is left up between the two studios. Crack the production room mic in Ft. Lauderdale and you're talking to the crew in Nassau.

DeShannon has appearances in Nassau, usually about two a month. Rex says "When I do go there, and do a remote or whatever. I do the best job I can on soaking up stuff. The local stuff, names of places, things like that. So I can use it on the air during my show. So I can really be a part of Nassau." The jocks back in Nassau also keep the Lauderdale jocks in touch over the satellite link by telling them about things that are happening, like concerts.

Music programming is also very interesting. 100JAMZ is consulted by famed Miami programmer Bill Tanner. Tanner, now based mostly in Los Angeles, works with MD Rex DeShannon via phone and satellite linked computer bulletin board. Music logs travel back and forth between Nassau, Ft. Lauderdale, and Tanner's Los Angeles office. The format is a broad mix of Churban tunes like, Boyz II Men, Aaliyah, Luther Vandross, Changing Faces, Ini Kamoze, and Mariah Carey, mixed with local Bahamian music and Reggae. Rex says this Nassau audience accepts a much



broader selection of music than the fragmented radio audiences in the states.

"That's why we're asking for help from the records companies." Says Rex, "We don't really fit the formatic breakdowns of the most American stations. But this audience of 175,000 to 255,000 people really loves American recording acts. The huge response to our station has proven that. Since the music programming originates in Ft. Lauderdale we need service from the US record companies." Rex is the Music Director. The station address is 100JAMZ, 3650 Hacienda Blvd., Bay-1, Ft Lauderdale, FL 33314.

*Shands is a 26-year radio vet. He has worked as Program Director at KISS102/Charlotte and WHJX / Jacksonville. He also served as Music Director and Air Talent at Y100/Miami, I-95/Miami and 13Q/Pittsburgh. Mark is currently writer/producer for Jerry Clifton's new United Stations countdown show, "Top 20 Double-Play." If you have any comments or topic suggestions call Mark at (503) 233-7848.*

# CARMY FERRERI

## PD, KGGI/Riverside

by KEVIN CARTER & BARRY RICHARDS

Cover Photo: Paul Rees/Tony Stone Images • 213.928.1700

### TELL US HOW YOU GOT STARTED IN RADIO.

Actually, I was in college studying computer science. Believe it or not, I wanted to be a systems analyst for NASA. The turning point of my career plans, true story: I was sitting on a grassy knoll on campus on a beautiful spring day. Lot's of pretty girls were wearing shorts, and the guys I was hanging out with were saying, "Hey, let's go debug this program..." I decided at that point that these probably were not the people I wanted to hang out with for the rest of my life. I had seen a broadcasting ad on TV and thought I could do that. I'd always been a radio junkie, and I'd listened to all kinds of music as a kid. When all my friends were either listening to Rock or Top40, I was listening to Jazz, Urban, and even Talk Radio to an extent. I just couldn't get enough of the different types of music and entertainment on the radio.

### WHAT DID YOU DO TO GET YOUR PLAN INTO MOTION?

I begged...Actually I got started at the KIIS Radio Workshop in L.A. in 1980. I spent about a year there and the big highlight of the program was when we finished we got to actually record some carted tracks that played between 3 and 4 am Sunday mornings on KIIS-AM 1150, which I think played Christian music back then.

### WOULDN'T LET YOU NEAR THE FM, HUH?

No way...After that I went to San Luis Obispo and worked there for about two and a half years. I actually did some sales and then I did middays, which at that station was noon-6pm. We had three fulltime people: 6am to noon; Noon - 6pm; 6 pm to midnight, and then we signed off from midnight to 6am. I worked with some pretty good talent there, far better than I was. In 1982, I got the overnight gig at KPOP in Sacramento. My buddy Mark Cruze got afternoons. Mark had been our night guy in San Luis Obispo. He later worked at KYNO-FM and with Kevin Carter at KMGX in Fresno. Cruze was a maniac.

KPOP was an Urban station when I first got there, and about eight months into my employment, they decided to change direction and brought in Rick Carroll as a consultant. We changed format to Carroll's 'Rock of the '80s,' and at that point, because I was the only person on staff who knew anything about that music, they made me the music director and moved me up to 7 to midnight. That lasted about eight months, and new owners came in from the East Coast, very conservative, had no idea what the format was about. They were a little baffled by the whole thing. Actually,

the station was doing very well. It was a little before its time and probably a little too aggressive for the time period. Looking back now, we probably could have been a little more Top40-leaning. So we flipped Top40 and I became APD/MD and moved to middays. That format also eventually got blown out by the GM because we were a new station and all we were getting were teens. Of course, he wanted adults like yesterday, so it all fell apart. I left the station, and six months later to the day they called me and offered me the PD job. I had originally pitched the PD job when the Top40 thing first fell apart, but at the time they told me they had to have a "name." They did find a guy whose name I won't mention, but in only six months managed to destroy a radio station. It was the worst thing I had ever seen. So they brought me back after six months, made me PD and I changed the station to 93ROCK in 1985.

### SUDDENLY YOU'RE PROGRAMMING AN AOR STATION.

Yeah. The reason I came back was not because of any AOR expertise, but because I knew the station and I knew the market. They apparently had also done some sort of market research, and my name recognition had scored very well in the market.

### WHAT AIR NAME WERE YOU USING AT THE TIME?

**"I know I get bored if I'm not being constantly challenged."**

My own name, Carmy Ferreri.

### SOMETHING EASY TO REMEMBER...

Yes. At first people say, "What the hell kind of name is that?" But once they know it, they say, "I'll never forget that weirdo."

### WHEN DID YOU MAKE THE TRANSITION TO TOP40 RADIO?

I had always been a Top40 radio listener. I had done Top40 briefly at KPOP, and after my stint at 93ROCK I went to Charleston, South Carolina and did a Top40 start-up.

### WHAT STATION WAS THAT?

The call letters were WCCG, but it was 1986-87, right in that mid-'80s money grab. This guy had gotten a CP, put this station on the air then turned around and sold it. But before he sold it he got rid of me and the

sales manager. 95SX was the hot shit station in that market when we got there, and we managed to stir up some noise and do some crazy things, but before I was ever able to see any rewards from it the guy let me go. He said, "No hard feelings, I'm just making the bottom line look better." He sold the station, made a bunch of money and retired to Key West.

### YOU THEN RETURNED TO THE WEST COAST?

It was 1987 and I decided to go back and take a little time off from radio, which didn't last long...My old company, Fuller-Jeffrey, made me a real good offer to move to KRLT-FM and KOWL-AM in Lake Tahoe. I went up there and said, "Hell yeah, I could live here and play radio." I was having fun playing radio in a small market and skiing like a mad dog.

### WHAT WAS THE FORMAT IN TAHOE?

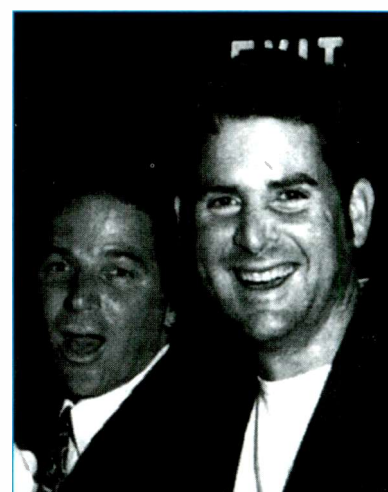
It was a Hot A/C. I went up there just to do afternoons. I later became MD, then PD, then Operations Manager, and ultimately Station Manager. When I got there the station had an eight share, and three years later when I left we had a 26 share with 22 signals coming in to that market. Most of the Reno stations and a couple of Sacramento stations penetrated the market, but we did it by being local. We were the local station, period.

### WHAT WAS YOUR NEXT MOVE?

I started my own business. I made a bunch of money in Tahoe and didn't know what to do with myself, so I opened up a teen night club. Hey man, I've got to tell you I almost got rich real fast. The place just took off.

### WHAT CITY WAS THIS IN?

This was in Victorville, out here in the California desert. Unfortunately we had some gang problems, and that ultimately hurt business. An element of about 20 people ruined it for 600-700 kids at night, so I shut the doors on that and went to work at KXTZ in Las Vegas, (which is now a Clifton station) doing marketing and sales, figuring that that was my weak point. The GM position there was looking pretty appetizing after my little stint in Tahoe running two stations, so I figured if I get a little sales background, a little marketing



Carmy Ferreri and GM Dave Presher.

background...

I had been in Vegas about eight months cutting my teeth on marketing and sales, and personally grooming myself for an upper management position when this deal here at 99.1 came along. I met with Jerry Clifton and Bob West and thought the world of them from the minute I met them. Actually, I had known Bob because he had programmed KROY in Sacramento when I was there. I had run into him several times over the years, but that was the first time I met Jerry, and he's just the shit. This sounded like something that I could definitely get into. Plus I'm from here originally, I went to Pomona High School, so this was an opportunity for me to do radio in my home town.

### HOW LONG HAVE YOU BEEN AT KGGI?

This is my 13th month. I got here in October of last year.

### AND YOU'VE TAKEN THE STATION TO THE HIGHEST RATINGS THEY'VE EVER HAD. DIDN'T YOU EVEN BEAT BOB WEST'S PREVIOUS RATINGS?

No, not in share. Bob had a bigger share than we've gotten into, but for the first time in about two and a half years, we beat the Country station, KFRG, 12+.

### IN YOUR OPINION, WHAT HAVE YOU DONE DURING YOUR FIRST YEAR THAT HAS IMPROVED KGGI FROM WHEN YOU FIRST ARRIVED?

We got back to basics, with the help of my GM Dave Presher, who has a great programming mind and who doesn't interfere with what we do, through Bob West and his personal expertise with this station and this market especially, and through Jerry Clifton's 'guru-dom,' we decided to do good radio. We found that some of the basic things weren't being done that well. The music library was huge, so we shaved down the number of titles.

The music wasn't focused on our core audience. We tried to make the promotions more mass appeal and we focused the music on our core, which is 25-34 Hispanic females. We got back out in the streets and started shaking hands and kissing babies, just like a politician. Basically that's what we're doing - we're asking for votes through Arbitron.

#### WHAT ARE SOME OF THE UNIQUE CHARACTERISTICS OF PROGRAMMING IN A HISPANIC-DOMINATED MARKET LIKE RIVERSIDE/SAN BERNARDINO?

Hispanic markets, unlike a lot of other markets, and in Riverside especially, are sometimes slow to react to music, but once they do react, they hang on to records forever. Boyz II Men's *End Of The Road* was in power rotation for a year and never burned. Mariah Carey's *Hero*, nine months in power rotation, never burned.

#### I'M SURE THAT *TOGETHER BY TIERRA* IS STILL IN POWER ROTATION...

Oh, big time. We still play the hell out of those types of records. That's the most obvious trait in a Hispanic market. The other thing is their willingness to accept a much broader-based radio station than an Urban audience.

#### WHAT DO YOU MEAN BY THAT?

For example, we'll play Lisa Loeb, Snoop Dogg and Tierra all on the same radio station. Some people might think we're all over the road, but in this market that's what they want. I believe they actively seek a variety of sound.

#### HOW DO YOU DETERMINE WHAT GOES ON THE RADIO?

Obviously we watch the retail, and we watch what gets video exposure. We don't have THE BOX here so we don't have that advantage, but we do have MTV and VH1. We watch them because they have a big influence with our younger audience. Our mixer D.J. Lynnwood is also the Entertainment Director and the head DJ at the biggest club in the Inland Empire, so he's got a real good vibe for new stuff that's breaking out from the streets. We go out into the record stores, and we see what the 'Mom and Pop' shops in the hoods are selling. We also have our in-house research.

#### YOU'VE NOT ONLY HAVE LOCAL COMPETITION FROM V103, BUT ALL THE L.A. STATIONS (KIIS, POWER106, THE BEAT) POUND INTO YOUR MARKET.

V103 is about to go away, but we've got KIIS-FM, KPWR, KKBT, and KROQ to an extent. We actually share some audience with KROQ. Once again, with Hispanics in this

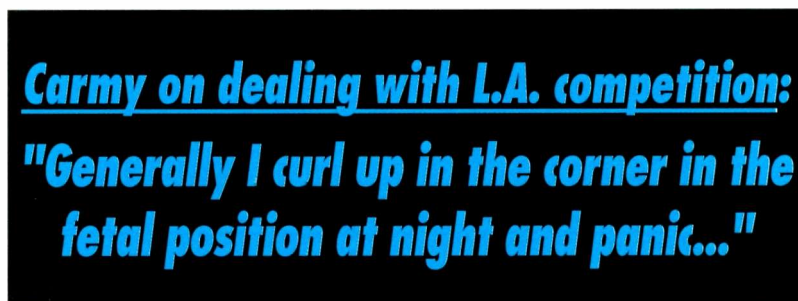
market, their musical tastes vary dramatically. You can meet a 23 year-old Hispanic female in this market who listens to KROQ, KGGI, an Oldies station, and she'll also sample a Hispanic station, so you find a pretty broad musical taste in our core audience.

#### YOU HAVE MAJOR MARKET STATIONS WITH MAJOR MARKET BUDGETS POUNDING INTO YOUR TURF...HOW DO YOU COMBAT THAT?

Generally I curl up in the corner in the fetal position at night and panic. POWER106, KIIS-FM, and THE BEAT are all great radio stations, but it's virtually impossible for them to come out here and press the flesh in the Inland Empire. They have to service all of the L.A. metropolitan area, so we beat them in the streets. We're in people's faces; we're the local station. We are the radio station for the Inland Empire. When anything happens here, people automatically turn to 99.1 and we're on top of it, whether it's a school walkout for Prop. 187 or how to donate water, food or clothing for earthquake relief.

#### LET'S RUN THROUGH THE AIR STAFF.

First, from 5:30 to 10am we have Hollywood Hamilton and the 99.1 Morning Posse, which consists of Hollywood, Samantha Santiago (who doubles as news and producer), and



Dr. George, who used to work with Rick Dees at KIIS. We've also got a guy named 'Bubba The Schizo' who does about 100 different characters and dialects. We also have 'The Bronx,' who is the morning show producer.

Anton Sousa does 10am-3pm and comes to us after five years in Palm Springs. Anton is a local guy. He was born here. He reflects the Inland Empire tremendously.

#### YOU USED TO BE ON 1-3 PM...

I'm now off-air, and my staff thanks me for that. Sometimes the best coaches were the worst players, and in my case, that is the truth.

#### WHO'S ON AFTERNOONS?

Jesse Duran, who is also my Production Director. Jesse worked at XL93 in Grand Forks, worked at POWER106 in promotions, did some parttime at Q105 in Oxnard and Y97 in Santa Barbara. Jesse is one of the hardest-working people we have on the staff.

#### YOU RECENTLY HIRED CRAZY KID STEVENZ FROM HOT102 FOR NIGHTS.

That's right. Tony Dee brought him to Milwaukee from B95 in Fresno. With the recent format change at HOT102 we were lucky enough to pick him up. He's one of the hottest night talents in the country.

Overnights is Jeff Garcia, who started as an intern and has an incredible natural ability for radio. He's a great guy in the streets, great in front of people. He does four overnights and does the two mix shows on Friday and Saturday nights from 10pm to 1am.

#### DO YOU THINK MIX SHOWS ARE AS IMPORTANT AS THEY USED TO BE?

Absolutely. Our mix shows work incredibly well. In fact, our numbers nearly double on Friday and Saturday nights when we go into the mix.

#### CAN A MIX SHOW HELP BREAK RECORDS?

I think it's a great place to expose new product. I don't think it gets enough exposure just two nights a week to actually break records, but you can certainly get a feel for how it sounds on your radio station. However, if it's going to be a hit, it'll react quickly. You'll see the sales and phone reaction relatively quickly.

#### WHERE DO YOU SEE YOUR CAREER GOING FROM HERE?

Ultimately I aspire to be a general manager. That to me is a huge challenge. Knowing my own nature, I know I can get bored if I'm not being constantly challenged. Not that programming isn't challenging, but I want to push my limits and see exactly how far I can go. I think a GM position is about as tough a position in broadcasting as there is. I don't think running an entire radio broadcasting corporation could be any more difficult than running an active radio station in a competitive market.

#### YOU RECENTLY PROMOTED SONIA JIMENEZ TO APD... WHO ELSE IS INVOLVED IN THE PROGRAMMING DEPT.?

Right now officially it's just Sonia and I, but we always include our interns, air staff, and the support personnel. If we're trying to get a vibe on a certain record, we'll bring in two or three staff members and ask their opinion. D.J. Lynnwood also helps

with the music, but as far as day-to-day programming and operations, it's Sonia and I. By the way, Sonia has become a tremendous asset. She is really shining and on her way to superstardom. Just between you and I, there's a girl to keep your eye on. She's going to go places.

#### YOUR AM JUST WENT OLDIES. ARE YOU INVOLVED IN THAT?

Yes. Harley Davidson took the opportunity to program KMEN and has done a tremendous job. I just oversee the operation and make sure we're all on the same page, because what we're doing with that station no one else in the country is doing - It's an Oldies station, targeted to 35-49 Hispanic females. You don't hear a lot of the British Invasion stuff you'll hear on other typical Oldies stations. It's more on the Hispanic tip: Peaches and Herb, Marvin Gaye, Brenton Wood, etc., what you might call the Urban product of the '60s, '70s and '80s.

#### YOU ALSO CROSS FORMAT BOUNDARIES BY SIMULCASTING ART LABOE AND HOLLYWOOD HAMILTON ON BOTH STATIONS?

That's right. We simulcast Art Laboe on Sunday nights and we simulcast the Hollywood Hamilton Show Monday-Friday.

#### SO HE PLAYS KGGI'S MUSIC ON KMEN EVERY MORNING?

Yes. The theory is, if you've got a great morning show, why not have them on both stations. We believe in thinking outside of the box. A great morning show is a great morning show., regardless of format.

#### BEFORE WE RUN, COULD YOU TAKE A MINUTE AND SHARE YOUR PROGRAMMING PHILOSOPHY WITH US?

I don't have any...Fly by the seat of your pants, baby. Radio is changing at the speed of light. There are some fundamentals in radio that are true and have always been true. Number one, and I hate to sound like a broken record, but you must reflect the market you serve. Number two: Not all records work in every market. Number three: You have to have fun. People turn on the radio to lose themselves, even for just a brief moment from what can sometimes be a dreary, drab world. I can't imagine clocking in at a factory at 8:00 every morning, clocking out at 4:30 p.m. and taking my lunch pail home. I tip my hat to those people who manage to do it day in and day out. We have the unique opportunity to add some fun to those people's lives, and that's what we try and do. Put a smile on their faces. That is what is important. Number four: Talk about what's important to your listeners. And most importantly, always strive to give something positive back to your community.

**KEITH MURRAY**



**THE MOST  
BEAUTIFULLEST  
THING IN THIS  
WORLD**

***In Rotation At These Major Market Stations:***

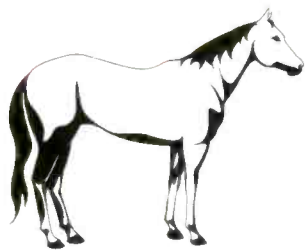
**WJMN  
KMEL  
KIX106**

**KBXX  
WHJX  
HOT97.7**

**HOT97  
WPGC  
PWR106**

**KJYK  
WJMH  
Z90**

**KSFM  
92Q  
KKSS**



*"It's solid gold, dynamite and Superfly!  
The hottest thing since Charlie's Angel's."*

**PACO LOPEZ, APD, HOT97**

*"That Motha is bad!"*

**CAMILLE CASHWELL, MD, 92Q**

*"I know your tired of hearing this but...It's the bomb!"*

**MICKEY JOHNSON, PD, WHJX**

*"Initial street buzz is strong!"*

**JOEY ARBAGEY, MD, KMEL**

*"Sounds great on the mix show.*

*Definite club buzz. Starting to see sales."*

**ROBERT SCORPIO, PD, KBXX**

*"If you're looking for that street vibe,  
this is something you definitely need to be playing!"*

**TOM "Jammer" NAYLOR, APD, KIX106**

***Over 300,000 Albums Sold***

***OVER 5 MILLION  
LISTENERS***



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

1. **ALL-4-ONE** She's Got Skillz (BLITZZ/ATLANTIC)
2. **TLC** Red Light Special (LaFACE/ARISTA)
3. **TONI BRAXTON** I Belong To You (LaFACE/ARISTA)
4. **K-CI** If You Think You're Lonely Now (MERCURY)
5. **69 BOYZ** Kitty Kitty (RIP IT)
6. **BROWNSTONE** If You Love Me (MJJ/EPIC)
7. **DRU DOWN** Mack Of The Year (RELATIVITY)
8. **LIVIN' JOY** Dreamer (MCA)
9. **MADONNA** Take A Bow (MAVERICK/SIRE/WB)
10. **NUTTIN' NYCE** Down 4 Whateva (HOLLYWOOD/JIVE)
12. **ROCHELLE** Praying For An Angel (S.O.S.)
13. **SWEET TEA** Breathe Again (RELATIVITY)
14. **TEVIN CAMPBELL** Don't Say Goodbye Girl (QWEST/WB)
15. **TLC** Diggin' On You (LaFACE/ARISTA)
16. **VANESSA WILLIAMS** The Sweetest Days (WING/MERCURY)
17. **WARREN G.** Do You See (DEF JAM)
18. **2 BAD MICE** Bomb Scare (SMILE)
19. **3RD NATION** I Believe (CHAMPION/EASTWEST)
20. **ANITA BAKER** I Apologize (ELEKTRA)

## Salwa's Space

- Hope everyone had a great Turkey Day.
- WHJX is looking for afternoon talent send T&R to 10592 E. Balmoral Circle; Suite 1; Jacksonville, FL 32218; Att: Mickey Johnson.
- Birthday wishes go out to Bari G. Strictly Rhythm and Christopher Lance HOT97.7.
- Thanks to KUBE's Chet Buchanan for those great answering machine messages.
- Johnny C from Chaos checks in to let us know that he still has a few copies of **COUNT BASS D's** one sided 12" collector's item hidden away. If you still need your copy or just want another one, give him a call. The record officially drops January '95. **DA BRAT's** *B-Side* with Notorious B.I.G. won the rap attack at POWER106 Los Angeles. Stay tuned for more info as it pours in. Also watch for the 12" remixes of **DAN HARTMAN's** *The Love In Your Eyes*.
- Terry Anzaldo Maverick has *Record Jock*, the new **DANA DANE** record, out. Already spinning at Z90, WHJX, WZAK. You can track Terry down at (213) 852-1177.
- **TLC's** new album, *CRAZY SEXY COOL*, has some hot tracks check out *Red Light Special* and *Diggin On You* on LaFace/Arista.
- **ALL-4-ONE** has a new smash single out *She's Got Skillz*. #1 Most Disc-overed this week. Check it out.
- The **LOW DOWN DIRTY SHAME** soundtrack is coming on strong with a multitude of hits. For your copy call either your Hollywood or Jive representative today.
- Many Christmas records to choose from this season, make sure to check out the entire **MARIAH CAREY** album. This one has a huge buzz.
- **TEVIN CAMPBELL** was added to the **BOYZ II MEN** and **BABYFACE** tour. His album just went double platinum. It was most added this week at Crossover radio. **KARYN WHITE** is already on Z90, 92Q and a ton of others, if you're not on it, check it out. **PRINCE's** *BLACK* album is in stores now. **MADONNA's** *Take a Bow* is expected to blow up this week. Mike Tierney and Michael Martin were the first two to add this weeks ago. What was Michael Martin doing in Grand Junction, Colorado? Greg Lee's joke of the week: What did the hot dog say as he crossed the finish line? I'm the weener.
- Records to watch: **TONI BRAXTON** I Belong To You (LaFACE/ARISTA), **K-CI** If You Think You're Lonely Now (MERCURY), **69 BOYZ** Kitty Kitty (RIP IT), **BROWNSTONE** If You Love Me (MJJ/EPIC), **DRU DOWN** Mack Of The Year (RELATIVITY), **LIVIN' JOY** Dreamer (MCA), **NUTTIN' NYCE** Down 4 Whateva (HOLLYWOOD/JIVE), **ROCHELLE** Praying For An Angel (S.O.S.), **SWEET TEA** Breathe Again (RELATIVITY), **VANESSA WILLIAMS** The Sweetest Days (WING/MERCURY), **WARREN G.** Do You See (DEF JAM), **2 BAD MICE** Bomb Scare (SMILE), **3RD NATION** I Believe (CHAMPION/EASTWEST), **ANITA BAKER** I Apologize (ELEKTRA)

See Ya,

Salwa Scarpone



On a recent trip to Seattle: Pictured L to R Shellie Hart, KUBE; Salwa Scarpone, Hitmakers; Chet Buchanan, KUBE; Bobbi Hatch, Hitmakers; Jack Cyphers, Priority.



After a secret moosehead bondage session, Mark Adams KBOS apparently wets his pants after a death squeeze from Bruce St. James, POWER106; Art Gonzales, Mgr. Potna Duece, Cary Vance, Profile; Salwa Scarpone, and Lara Woodward, Hitmakers.

**CAMILLE CASHWELL, MD, 92Q, Baltimore**

Check these out:

**BROWNSTONE** *If You Love Me* (MJJ/EPIC)  
**CRAIG MACK** *Get Down* (BAD BOY/ARISTA)  
**TLC** *Red Light Special* (LaFACE/ARISTA)  
**SOUL IV REAL** *Candy Rain* (UPTOWN/MCA)

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

Ones to watch...

**MARIAH CAREY** (COLUMBIA) - The entire album.  
**REAL McCOY** *Automatic Lover* (ARISTA)  
**MADONNA** *Take A Bow* (MAVERICK/SIRE/WARNER BROS.)  
**PHARAO** *Show You Secrets* (COLUMBIA)

**JEFF ANDREWS, MC, B96, Chicago**

Check these out:

**REAL McCOY** *Run Away* and *Automatic Lover* (ARISTA)  
**WARREN G.** *Do You See* (DEF JAM)  
**MADONNA** *Don't Stop* (MAVERICK/SIRE/WARNER BROS.)  
**FUN FACTORY** *Close To You* (CURB EDEL)

**MICHAEL LINN, PD, BOSS97, Atlantic City**

**MARIAH CAREY** *All I Want For Christmas* (COLUMBIA) - I wish all she wanted for Christmas was me.

**LIVIN JOY** *Dreamer* (MCA) - It's a jam. Slammin dance song.

**PRINCE** *When 2 Are In Love* (WARNER BROS.) - From the *BLACK* album. Off the classic Prince ballad.

**PETE JONES, PD, HOT105, Modesto**

**HORACE BROWN** *Taste Your Love* (UPTOWN/MCA) - If you need a good lick-me-up song, this is the one. It's a tasty one.

**TEVIN CAMPBELL** *Don't Say Goodbye Girl* (QWEST/WARNER BROS.) - Another great Tevin love song.

**K-CI** *If You Think You're Lonely Now* (MERCURY) - I love this record. It has a very distinctive sound.

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - Established star with tempo. Could be a hit!

**MARK ADAMS, MD, KBOS, Fresno**

These songs are real swell:

**ANGEL MOORE** *Ecstasy* (ATLANTIC)  
**CHANGING FACES** *Fooling Around* (BIG BEAT)  
**TLC** *Diggin' On You* (LaFACE/ARISTA)  
**TLC** *Red Light Special* (LaFACE/ARISTA)

**GREG HEAD, MD, KBXX, Houston**

Check these out:

**TLC** *Red Light Special* (LaFACE/ARISTA)  
**BRANDY** *Baby* (ATLANTIC)  
**DRU DOWN** *Mack Of The Year* (RELATIVITY)  
**BLACKSTREET** *Before I Let You Go* (INTERSCOPE)

**MICHAEL JACK KIRBY, PD/MD, KFFM, Yakima**  
**NUTTIN' NYCE** *Down 4 Whateva* (HOLLYWOOD/JIVE) - Exxxcellent! A real jam.

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - Good song. Reminds me of an oldie, but I can't quite remember which one.

**K'S CHOICE** *I Smoke A Lot* (550 MUSIC/EPIC) - The message is clear, don't smoke, but crank up this song!

**JAMMER, APD/MD, KIX106, Providence**

Check these out:

**69 BOYZ** *Kitty Kitty* (RIP IT)  
**SWEET TEA** *Breathe Again* (RELATIVITY)  
**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA)  
**SNOOP DOGGY DOGG** *Murder Was The Case* (INTERSCOPE)  
**LOUCHINE LOV** *Rich Girl* (VICIOUS)

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

**DANA DANE** *Record Jock* (MAVERICK/SIRE/WARNER BROS.) - Great record!

**KOZMAN, APD/MD, KKXX, Bakersfield**

**LIVIN JOY** *Dreamer* (MCA) - Been around forever. Props to Bobby Shaw for sticking with it. Great jam, it's gonna blow up.

**COMPILATION** *A Very Bass Christmas* (PANDISC) - This one is the Manheim Steam Roller Christmas album for lowriders, and it thumps.

**SPANISH FLY** *Treasure In My Heart* (UPSTAIRS) - Very cool Latin jam.

**JON SECADA** *Mental Picture* (EMI RECORDS) - A cross between *Angel* and *Do You Believe In Us*. Classic Jon Secada.

**CAT THOMAS, MD, KLUC, Las Vegas**

**VANESSA WILLIAMS** *The Sweetest Days* (WING/MERCURY) - Nothing needs to be said. Vanessa is a hit!

**WARREN G.** *Do You See* (DEF JAM) - Video starting to make this happen. Another nighttime smash.

**JOEY ARBAGEY, MD, KMEL, San Francisco**

**BONE** *Foe Tha Love Of \$* (RUTHLESS/RELATIVITY) - Absolute smash. Should be bigger than *Thuggish Ruggish Bone*.

**DRU DOWN** *Mack Of The Year* (RELATIVITY) - Amazing response. Still my favorite record on the air. Looks like RELATIVITY is on a roll.

**ANITA BAKER** *I Apologize* (ELEKTRA) - Love it...Love her...A KMEL core artist.

**MISS JONES** *Where I Wanna Be* (STEPSUN) - Sounds like a hit...A good mid-tempo groove for all day parts.

**FELICIA ADAMS** *Thinking About You* (MOTOWN) - On the Eddie F. compilation. Check out Felicia Adams *Thinking Of You*. 100% positive on the 'Pick To Click.'

**M PEOPLE** *Sight For Sore Eyes* (IMPORT) - On the underground club tip, be sure to pick up the import copy of **M PEOPLE's** *Sight For Sore Eyes*. It will work you.

**RANDY FOX, PD, KMVR, Las Cruces**

**TEVIN CAMPBELL** *Don't Say Goodbye Girl* (QWEST/WARNER BROS.) - A must-play. Gonna be an absolute smash!

**ROCHELLE** *Praying For An Angel* (S.O.S.) - Good freestyle record that makes people get up and dance.

**VANESSA WILLIAMS** *The Sweetest Days* (WING/MERCURY) - Beautiful...A classic Vanessa. All female demos are lovin' this one.

**STEVE WALL, PD, KMXV, Kansas City**

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - It's the jam!

**BRANDY** *I Wanna Be Down* (ATLANTIC) - Good song.

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - Check this out.

**DEAD EYE DICK** *New Age Girl* (ICHIBAN) - Should pick up because of the movie.

**CORONA** *The Rhythm Of The Night* (EASTWEST) - Most requested song on the mix show.

**DAN WATSON, PD/MD, KSIQ, Imperial Valley**

**MADONNA** *Take A Bow* (MAVERICK/SIRE/WARNER BROS.) - We think that this will be bigger than *Crazy For You*!

**KARYN WHITE** *Can I Stay With You* (WARNER BROS.) - As strong as *Superwoman*. This song will last long past the holiday season.

**K-CI** *If You Think You're Lonely Now* (MERCURY) - Strongest song off the soundtrack. Will generate a huge response across-the-board.

**CHET BUCHANAN, APD, KUBE, Seattle**

**NUTTIN' NYCE** *Down 4 Whateva* (HOLLYWOOD/JIVE) - Should gather steam in the fourth quarter and be huge in January '95.

**CHARLIE MAXX, APD/MD, KZFM, Corpus Christi**

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - Catchy hook!

**WILLI ONE BLOOD** *Whiney, Whiney* (RCA) - Off the Dumb And Dumber soundtrack. If you're looking for something fun, check this one out.

**IMMATURE** *Constantly* (MCA) - These kids are two for two.

**69 BOYZ** *Kitty Kitty* (RIP IT) - If *Tootsee Roll* reacted for you, check this one for a similar response.

**LUCY BARRAGAN, MD, Q105, Oxnard**

**TONI BRAXTON** *I Belong To You* (LaFACE/ARISTA) - Great uptempo by Toni.

**TLC** *Red Light Special* (LaFACE/ARISTA) - One of my favorites off the album.

**JEWELL** *Women To Women* (INTERSCOPE) - Off the *MURDER WAS THE CASE* album. Check this one out! Do you remember the original?

**JOHN HUNTER, APD, WEOV, Key West**

**LUTHER VANDROSS** *Always & Forever* (EPIC) - Wedding DJ's, here's your love song for '95.

**ROCHELLE** *Praying For An Angel* (S.O.S.) - S.O.S. is hot!

**SMASHING PUMPKINS** *Landslide* (VIRGIN) - Crosses over easily.

**3RD NATION** *I Believe* (CHAMPION/EASTWEST) - Our Tribe mix is an add here.

**SCOTT WHEELER, PD, WHHH, Indianapolis**

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - Sounds like a hit...Has tempo...Very hooky...Good groove.

**K-CI** *If You Think You're Lonely Now* (MERCURY) - A Bobby Womack remake...Getting early reaction.

**GREG BRADEY, MD, WHJX, Jacksonville**

**STEVIE B.** *Funky Melody* (EMPORIA/THUMP) - Has a nice beat and I can dance to it. I give it a 10!

**ANDRU DONALDS** *Mishale* (CAPITOL) - It's awesome! Sounds like a cross of Maxi Priest and Bob Marley...It gave me goosebumps then I thought of Reiner and they went away.

Check these out:

**CAPPELLA** *Move On Baby* (frrr/LONDON)

**2 BAD MICE** *Bomb Scare* (SMILE)

**BUSHMAN, MD, WJMH, Greensboro**

**H-TOWN** *Back Seat* (LUKE) - Funky track with that H-Town flava.

**SLICK RICK & WARREN G.** *Behind Bars* (DEF JAM) - Starting to generate phones and sales.

**MADD HATTA** *Hangin* (GROOVE MAKERS) - Funky beat that you bop your head to. Sounds like a hit.

**CAT COLLINS, MD, WJMN, Boston**

**N II U** *I Miss You* (ARISTA) - Already #1 phones after less than one week.

Check out *Diggin' On You* from the new TLC album (LaFACE/ARISTA).

**SCARFACE** *I Never Seen A Man Cry* (RAP-A-LOT/NOO TRYBE) - Check this one out.

**ALBIE DEE, MD, WPGC, Washington, DC**

Check these out:

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

**MARY J. BLIGE** (UPTOWN/MCA) - The entire LP.

**SWEET TEA** *Breathe Again* (RELATIVITY)

**VICIOUS** *Nika* (EPIC)

**JEFF NELSON, MD, Z90, San Diego**

**CHAKA DEMUS & PLIERS** *Shouldn't Let Nobody* - It's a perfect song for that dancehall crossover vibe!

**C&C MUSIC FACTORY** *Take It Slow* (COLUMBIA) - Just blowin' up!

**RAJA-NEE** *Turn It Up* (PERSPECTIVE/A&M) - Turn it up my baby!

**JOCELYN ENRIQUEZ** *You Are The One* (CLASSIFIED) - Just try it.

# KARYN WHITE

## "Can I Stay With You"

New At:  
**Z90**  
**WTWR**



Spinning At:  
WHJX 20x  
KMXZ 20x  
KKSS 12x  
92Q 5x  
Q105 16x

**MICKY JOHNSON, PD, WHJX**

"In the tradition of L.A. Reid & Babyface.  
They've got another smash!"



**PETE JONES, PD, HOT105**

"Superwoman's back. Good phones."

# TEVIN CAMPBELL

## "DON'T SAY GOODBYE"

PETE JONES, PD, HOT105

"Signature Tevin sound...Great hook!"

ALAN ODA, PD, KIKI

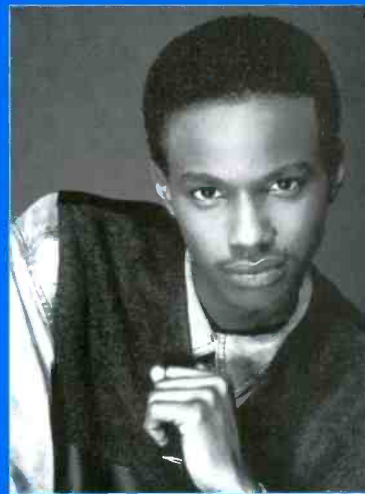
"Tevin has always worked well for us  
at KIKI."

MARK ADAMS, MD, KBOS

"This should be huge...Same magnitude  
as Always In My Heart."

SONIA JIMENEZ, APD/MD, KGGI

"Going to be another follow-up  
smash for us."



Most Added

Crossover Record

This Week Including:

Z90  
KZHT  
B95  
HOT105  
KZFM  
WOVV  
WJJS  
KMXZ  
Q105  
KIKI

Early Action At:

POWER PIG 18x

KDON 19x

POWER106 KGGI KLUC



# DIRTY TRICKS AND GUERRILLA WARFARE: A 90'S GUIDE TO RADIO ANARCHISM

By Paige Nienaber

For the sake of space and brevity, I won't even deal with the "should we?" or "shouldn't we?" aspects of this issue. Basically, the people who are against dirty tricks and other radio hijinks won't be swayed by anything I could write, and the same goes for the supporters of guerrilla warfare and "radio in the trenches." It's a mind-set that if you're not into it, you're not into it. Simple enough.

I do believe that there's a time and place for messing severely with the competition, and anyone who's ever worked with me, or against me, can tell you that I've done more than my share of Gordon Liddy-style promotion. But only if the situation warrants it.

If you're beating the competition and are comfortably in the lead, there's absolutely no reason to take your eye off the ball to waste time screwing with the guys across the street. On the other hand, if your station is being beaten, is in last place, or is the new kid on the dial, what's the worst that could happen? You'd lose. Well guess what, you already are, so have some fun. Plus, these kind of tactics are especially effective when employed against the big station that has never been beaten. It completely unfocuses them and they don't concentrate on their strengths and the things that have made them successful. They're too busy worrying about you and reacting to you. And if you can get the station that's beating you to start reacting to you and concentrating on you, then you've won.

I've compiled some of the great dirty tricks from some of the great dirty tricksters, and have even included some of the totally juvenile things that I've pulled on the competition back when I was young and immature. (But that I'm still very proud of nonetheless.) Virtually everyone asked for anonymity either because of statutes-of-limitation or the fact that they're now working for the very stations that they terrorized.

•One of the most vulnerable places to take down a competitor is from within. If you can chip away at their morale, that's a big victory on the field of battle. Many stations do that by getting moles into the competitor to feed them info that they can use to \$#@% with them. Show up at everything that the competition does before they get there and banner it and stick shirts on everyone. One source told me about discovering a new campaign that was to start at 3pm on Monday, during a Friday night dumpster dive. With that info he kicked off a duplicate promotion

the next morning and pounced it all weekend. The competition ended up scrapping the campaign, which involved billboards, print, contesting and TV.

•Fax machines are great. Using "borrowed" letterhead from the competitor's corporate office, I "fired" their morning show via fax. I also canceled the bar service at their company Christmas party, once again using this marvel of modern technology.

•One station sent an intern in a competition's t-shirt into a chain of convenience stores to remove all their stickers. He told the managers that there was a printing error and that new stickers would be delivered the next week.

•An intern at another station was a closet electronics geek who once bragged that he could disable the competitor's Marti using a paper clip. When nobody believed his boasts, he proved his point by taking the other station off the air at a major festival.

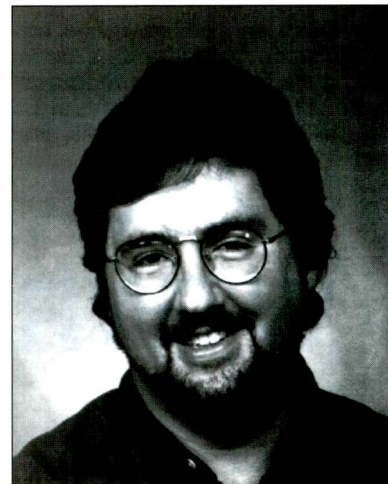
•When the competition started promoting that they were going to "take over" another station, one PD assumed correctly that it was the old Free Gas bit, determined what gas station it was by calling the other radio station's gas station clients, and showed up at the

competition's air staff is indeed a dangerous item to have. One PD scanned the back of an adult magazine, and signed up all of the other station's jocks for porno films and other services. Some of these announcers took years to finally remove their names from these mailing lists.

•I once discovered that my t-shirt manufacturer also printed the shirts for the station down the dial. I found this out when 200 of their shirts ended up in one of my orders. I saved a few for future use and then distributed the rest to the homeless people living in the parks downtown. The GM at this station used to call my campaign of terror "Death By A Thousand Cuts".

•Stink bombs can be bought at just about any novelty store and more than one station has used these to make their competition's remotes and events very unpleasant places to be.

•In one famous incident, a station took a Radio Shack FM wireless mike, put it in a coffee can and hid it outside the studio window of the competitor. The signal was just strong enough to over-power the in-studio FM tuner that the jock's headphones got their feed from. Thus, when the wireless was turned on during his break, he



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

part-timer did, and took his station off the air.

•Immobilizing the competition's vans has become a hobby for many stations. More than one person told me that a tooth pick in the tire's air valve works great. A Promotion Director in the Northeast once froze the other station's vans in place, using a couple of buckets of water on a cold December night before one of their busy Christmas season promotional days. To insure that they weren't going anywhere, he injected some water into the locks.

I talked to PDs and Promotion Directors from stations in all formats including All Sports and News Talk to compile these stories, which, while not pretty, are very representative of what's been done in the past, when a station has used dirty tricks in their promotional arsenal.

Do they work? It's arguable, but once again, if you can take the competition's attention off their game plan, then you've been effective in one aspect. I've also seen guerrilla warfare bring a staff together and get them working as a team. It can be instrumental in building morale and injecting some excitement back into the staff. Just don't get caught up in it and find that you're spending all of your time plotting and scheming. Dirty tricks, if you use them, should be supplemental, not the whole focus of what your station does.

**I do believe that there's a time and place for messing severely with the competition.**

location two hours before the actual event to banner the hell out of it. Five minutes after the free gas giveaway began, a motorcade of station vehicles (seven in all) pulled in to fill up, courtesy of the competitor.

•Those giant latex balloons that get tossed around inside concerts are always great visibility. One Promotion Director used them to own musical events...until the competition started bringing pins to pop them. He fixed that by partially filling the inflated balloons with spit, beer and questionable fluids, thus drenching anyone unfortunate enough to pop it.

•An addressed list of the

suddenly heard nothing, and assuming the station had gone off the air, let loose with a string of profanities...that went over the air.

•An old colleague of mine freaked out the competitor's GM by dummied up a fake direct mail piece that promoted the fact that the station was going to send out 25,000 t-shirts to people who responded to the piece. The GM, the PD and all of their neighbors got these.

•Another station hot lines a weekend part-timer posing as their engineer at the transmitter site, and asked him to flip off the transmitter while he was working or he might get hurt. Of course the



# HITMAKERS Faces & Places



EASTWEST recording artist Anita Baker was the recipient of a star on the Hollywood Walk of Fame. Pictured (l-r): Nancy Wilson; Anita Baker; and Walter Bridgeforth (Anita's husband)



Terri Rossi has been named VP, Marketing, for BMG Distribution.



Jim Phelan has been named Vice President of A&R for A&M Records.



Liz Heller has been named Sr. VP, New Media for CAPITOL Records.



Boston-based singer/songwriter Tracy Bonham inked a multi-album deal with Island Records. Pictured (l-r): Michael Guido, Bonham's attorney; Rose Noone, Sr. A&R Dir., Island; James Dowdall, VP of A&R, Island; Tracy Bonham; John Barbis, President, Island; Alain Levy, President and Chief Executive Officer, Polygram; Chris Blackwell, Chairman, Island; Scott McGhee of McGhee Entertainment (Tracy's Manager); and Hooman Majd, Sr. VP, Island.



Pictured at The House of Blues presenting Aerosmith with plaques commemorating their album GET A GRIP are (l-r, back row): Bryn Bridenthal, Geffen Media & Artist Relations; Robert Smith, Geffen Marketing; Tim Collins, Collins Mgmt., Band Manager; Brad Whitford and Joe Perry, Aerosmith; John Kalodner, Geffen A&R; Steven Tyler and Tom Hamilton, Aerosmith; and Keith Garde, Collins Mgmt., Band Co-Manager. Front row (l-r): Alan Oremán, Geffen AOR Promotion; Robin Sloane, Geffen Creative Services; Bill Bennett, Geffen GM; Steve Leavitt, Geffen Top40 Promo.; Jayne Simon, Geffen Sales; Mel Posner, Geffen International; and Peter Baron, Geffen Video Promotion.



Capitol Records' brass surround BeBe and CeCe Winans backstage at the Greek Theater in L.A. where they had just finished headlining the "Together As One Tour" with Sounds Of Blackness. Pictured (l-r): CeCe Winans, Stevie Wonder; BeBe Winans; and Capitol Records' executives Gary Gersh, President and CEO; Bruce Kirkland, Sr. VP/GM; Ruth Carson, VP/Marketing; and Tom Corson, VP/Marketing.



Day One at Brennan's Pub of the national meetings being held by A&M Records. Opening night featured performances by Ashley Macisaac and Blues Traveler, with special guest vocals by A&M President & CEO Al Cafaro on a wailing version of Low Rider. Pictured (l-r): Chan Kinchla, guitar, Blues Traveler; Al Cafaro, President/CEO, A&M; Bruce Lerner, drums, A&M Dir. of Budgeting, Promotion; John Popper, vocals/harmonica, Blues Traveler; Al Marks, Exec. Dir. of Artist Dev., A&M; and Randy Spendlove, VP/Promotion, Perspective.



# MIX SHOW

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

## NEW IN THE MIX

3RD NATION "I Believe" (Champion/EastWest)  
CHOSSEN FEW "Funky Jumpy Music" (Maxi)  
DONNA SUMMER "Melody Of Love" (Casablanca/Mercury)  
FUN FACTORY "Close To You" (Curb Edel)  
C & C MUSIC FACTORY "Take A Toke" (Columbia)

## COLUMBIA

RECORDS *Presenting The*

## HITMAKERS MIXER OF THE WEEK!

## MIX SHOW MOVERS

W-TW	Artist	Song	Label
1-1	INI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
2-2	MADONNA	"Secret"	Maverick/Sire/WB
5-3	MIRANDA	"Round & Round"	(Sunshine)
3-4	ACE OF BASE	"Living In Danger"	(Arista)
10-5	CORONA	"Rhythm Of The Night"	(EastWest)
6-6	M PEOPLE	"Excited"	(Epic)
13-7	FJ-SCHNICKENS	"Breakdown"	(Jive)
4-8	REAL 2 REAL	"Can You Feel It"	(Strictly Rhythm)
9-9	REAL M-COY	"Another Night"	(Arista)
23-10	ANET JACKSON	"You Want This"	(Virgin)
7-11	GLORIA ESTEFAN	"Turn The Beat Around"	(Epic)
12-12	THE HED BOYS	"Boys And Girls"	(Logic)
11-13	2 BAD MICE	"Bombers 94"	(Smile)
14-14	CRYSTA WATERS	"What Need"	(Mercury)
15-15	LIL SUZY	"Promise Me"	(Metropolitan)
21-16	SABELLE	"Where Did The Love Go"	(Tommy Boy)
8-17	REALITY	"Wanna Get Busy"	(Strictly Rhythm)
16-18	20 FINGERS	"Snap Short Man"	(J/D/Zoo)
19-19	ROCHELLE	"Praying For An Angel"	(S.O.S.)
17-20	LIVIN' ON JOY	"Dreamer"	(MCA)
24-21	DA BRAT	"Fa All Y'all"	(Chaos)
22-22	K7	"Love I Like This"	(Tommy Boy)
29-23	BRANDY	"I Wanna Be Down"	(Atlantic)
30-24	KEITH MURRAY	"The Most Beautifullest Thing..."	(Jive)
20-25	SOUL FACTORY	"Come Take Control"	(Logic/RCA)
26-26	CRAIG MACK	"Love In Your Ear"	(Bad Boy/Arista)
32-27	ZHANE	"Shame"	(Hollywood/Jive)
28-28	TINMAN	"Eighteen Strings"	(Hrr/London)
31-29	DR. ALBAN	"Away From Home"	(Logic)
25-30	CE CE PENISTON	"Hit By Love"	(A&M)
18-31	NICOLE	"Runnin' Away"	(Avenue)
40-32	GREED	"Pump Up The Volume '94"	(JBS)
33-33	TWENTY 4 SEVEN	"Slave To The Music"	(ZYX)
34-34	C & C MUSIC FACTORY	"Take A Toke"	(Columbia)
38-35	CAPPELLA	"Move On Baby"	(Hrr)
36-36	SCAFFACE	"I Never Seen A Man Cry"	(Rap-A-Lot/Noo-Trybe)
37-37	PARIS	"Ganja Funk"	(Priority)
N-38	BRAND NEW HEAVIES	"Spend Some Time"	(Hrr)
27-39	KORELL	"Foraise"	(Emporia/Thump)
N-40	OUTKAST	"Get Up Get Out"	(LaFace/Arista)
44-41	SALT N PEPA	"None Of Your Business"	(Is and)
42-42	THE CHOSSEN FEW	"Funky Jumpy Music"	(Maxi)
45-43	SPANISH FLY	"Treasure In My Heart"	(Upstairs)
50-44	NINE	"Whatcha Want"	(Profile)
46-45	DONNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)
N-46	RAPPIN' 4-TAY	"Playaz Club"	(EMI Records)
35-47	JAKI GRAHAM	"Ain't Nobody"	(AveX/Critique/BMG)
41-48	LUCAS	"Lucas With The Lid Off"	(Big Beat)
49-49	DAFNE	"Change"	(Maxi)
N-50	LORDS OF THE UNDERGROUND	"Tic Toe"	(Pendulum/EMI)



**MARC**  
**"DJ STEW"**  
**PIRRONE**  
**KIX 106**  
**PROVIDENCE**

### CAREER HIGHLIGHTS:

Getting a Mix Show at KIX 106. Becoming a Billboard Reporter. Producing & Remixing for Neil Petricone and X-Mix Productions.

### CAREER LOWS

Taking charge of Gary Cannavo's weight loss program when Neil Petricone's didn't work!

### HOBBIES:

Buying wax, Sega, calling Davey Dee 20 times a day, because he has a 1-800#.

### PROPS:

Debo, Tony, Perry and everyone affiliated with the ASS FACTORY! Mad shouts to all Horses in the Stable: of course... "The Horse" (John McVann), Mel Petricone, The Fog Bank (Armand), The Mistle (Gary Cannavo), Scotty Snipes & Jammer at KIX 106, Davey Dee, Bari G, Liz at EpE, John Straza, Tom Zeno, Franco Lemello, Ricardo B. Shaw, Rick at Virgin, Sergio, Victor Lee, Leny, Peter at EastWest, Boston Beat, Vinyl Connection, Hess, my parents and everyone else I couldn't fit on this page!

A MESSAGE TO ALL MY LABELS: "SEND ME ACCA!"

## COLUMBIA CUTZ

### MARIAH CAREY

"Joy To The World" (David Morales Remix)

### C & C MUSIC FACTORY

"Take A Toke/Boriqua Anthem"

### FUGEES

"Vocab"

### SUPERCAT

"South Central/Scalp Dem"

### PHARAO

"I Show You Secrets"

### NAS

"One Love"

## NOMINEES FOR ISSUE 868

VGTE FOR YOUR CHOICE

1. PRINCE ICE (KMEL), San Francisco
2. MIDI MACK (KMVR), Las Cruces
3. B SWIFT (KBXX), Houston

Call Your STREET SHEET Account Executive (818) 887-3440

MIXER OF THE WEEK WINS SONY HEADPHONES!





# AS THE VINYL SPINS

By Michael Futagaki  
(415) 282-4466

• By the time you read this Thanksgiving will have already passed and we'll be heading into the Holiday season. I've got a lot to be thankful for and I'd like to send much appreciation to everyone who has been there with me. Someone recently said to me "You're just large now!". While I'm O.K. with the compliments that ain't me. I'm not large, I'm just a man, and a fortunate one at that.

• Big news coming from Atlantic, the **BRANDY**, *I Wanna Be Down* remixes are something to wait on. According to Darryl Lindsey and Rich Christina there will be guest appearances on the record by **MC LYTE**, **QUEEN LATIFAH** and **YC YO**. **DA BRAT** was suppose to come to the party, but couldn't make it. Thanks to Rich for letting me hear the new **COOL O** track which will be on the **JERKY BOYS** soundtrack. It's called *Dial A Jam (Call Me)*. Check for this one, it slips on November 23rd. **COOLIO'S** still with Tommy Boy and *Mama I'm In Love* ain't no joke!

• Happy Birthday to Bari G. of Strictly Rhythm. Your good people baby, stay real! Speaking of Bari G. Strictly's got a lot of good records out there, but the **REEL 2 REAL AND REALITY** are my favorites! Tyler Stone formerly of 3rd Floor Productions has left to fire up Ms. T Productions. The lady is still down with DJ EFX and DJ Digit, so there's nothing for the rumor mill. Tyler did remixes for **CRYSTAL WATERS**, **TWENTY 4 SEVEN** and **DANNY JAMES** while with 3rd Floor and will be knocking out some future work for Avenue Records and Kristal Records in Miami. Her number is 415-771-4600 or fax her at 415-771-6410. Speaking of dance records, you may want to peep that **LOS INDIOS** *Raindance* on Vestry Records. Call 212-343-1659.

• Marcus Morton called in to make sure I had enough copies of the Meja/Meyer remixes of **RAPPIN 4-TAY** *Playaz Club*. Good lookin out Marcus. Those remixes are the shot! Long time L.A. DJ Rob One joins the EMI family as he will be handling mix show jocks and working with Marcus. Rob's got good street credibility so check for him. Also on the EMI tip, Anthony Sanfilippo wants everyone to have the double pack on the **FET SHOP BOYS** *Yesterday When I Was Mad* with mixes by Jr. Vasquez, Jam Arc Spoon, R.A.F. and Coconut. The record also features a non-L.P. cut called *Euroboy*. Big up to Peter Napoliello for listening to what the street has to say.

• Columbia's Oscar Merino came with the good news on **BUCKSHOT LEFCOQUE**. The new, *No Pair, No Gain* joint comes with some phat mixes by Saam. If you're coming up short, call Oscar at 310-449-2444.

• Relativity's Phillip Metzragus has another big one coming from **BONE THUGS AND HARMONY** in *Foe The Love Of \$*. He's also got some house house and down tempo mixes by Danny Taniglia on **DR. DRE & ED LOVER**'s *Back Up Off Me*. Also peep **DEUCE DEUCE** *Twistin' Dank* on Delicious Vinyl/Relativity. Don't sleep on **COMMON SENSE** *Use To Love Her* and the **DRU DOWN** *Mack Of The Year* remixes by my boys, David Meyer and Jerry O of KMEL. Phil breaks it down this way "Watch us in 95. Put yer fukken seatbelt on! Thanks to the mixers who make it work!"

• Welcome back to Doug Wilkens of GRP after a vacation to Kenya and Amsterdam (Now THAT'S large!). GRP's **RED HOT & COOL** joint is for by now you should have the **BLACK** Album by **PRINCE**, if you don't you probably lagged on getting with my man Greg Lee. Greg's been kinda silent lately, he must have somethin up his sleeve. real. If your into Jazzy Hip Hop, call him at 212-424-1152. Thanks to Stanley Winslow of Pendulum for sporting my crew out to dinner the other night with the **LORDS OF THE UNDERGROUND**. Happy Birthday to Mr. Fonkee of the Lords. The Lords are dope and they come correct too. Once again another senior record executive who didn't forget the street players when he hooked up a dinner. A so much appreciation to In A Minute Record's Frederick Johnson for the hook up at the RBL Posse party. If your with the West Coast underground, sound call Freddie at 510-653-5811.

• Congratulations to KPRR's Juan Rojas and his bride Lily as they were married just recently. Love's a blessing bro, I'm happy for you! DJ Stew of KIX 106 may not have gotten married but he did become a Billboard reporter. Congratulations Stew and thanks for being down with us! Shout to my man in the know, John Cohen. Get ready

for some addresses. My home DJ **MIDMACK** of **KRVB** is still coming up short on dance product. He covers all formats and returns all calls. His call days are Mondays from 10:00 AM to 1:00 PM PST. His is 510-436-7739 address is 1800 Fruitvale Ave. Oakland, CA 94601. His mix is done on **DAT** and **Rec Ex'ed**. **KKBT**, The Beat's Mike Nardone has moved. His new address is 1833 7th St #2 Santa Monica, CA 90401.

• His digits are 310-281-8325. DJ D Street of **KSL** in San Antonio spins all urban product with an emphasis on Hip Hop. His address is 217 Alamo Plaza Ste. 200, San Antonio, TX 78205. His number is 210-271-9600. **KMXZ** in Salinas has just brought on Manny Lopez as their mixer. Manny's at 1013 South Front St. Soledad, CA 93960. Call him at 408-624-1484.

• I've got to thank EMZ and Mike Nardone for the hospitality when I stopped in at The Beat to visit The Joint! What a tight Hip Hop show. If your in L.A. you need to check these cats cause they ain't playin! Also I'm putting my support down for Sway and Tech whose L.A. Wake Up Show is on hold due to some unnecessary drama coming from outside forces. We support you brothers like the day is long! You're not a one in your stand. Speaking of The Beat, shout to Maria Snider, thought I forgot ya baybee, naw! Yo that's it for me, be strong and I'm out!

• **URBAN RECORDS**: **DRU DOWN**, *Mack Of The Year* (Relativity), **RED HOT AND COOL** *Stolen Moments* (the Whole LP) (GRP/MCA emphasis is on the roots with Roy Ayers joint, but the whole LP is dope!) **NOTORIOUS B.I.G.** *Big Poppa* (Bad Boy Ent./Arista), **SLICK RICK WITH WARREN G** *Behind Bars* (Der Jam/RAL), **FUNK DOOBIE** *Rock On* (Immortal), **METHOD MAN** *Bring The Pain* (De' Jam/Immortal), **DA BRAT**, *La B Side* (Chaos) **MARY J. BLIGE** *Be Happy* (Uptown/CA).

• **DANCE RECORDS**: **REEL 2 REAL** *Can You Feel It* (Strictly Rhythm) **ARMAND VAN HELDEN** *Witch Doktor* (Strictly Rhythm), **JOJIMA SUMMER**, *Melody Of Love* (Wanna Be Loved) (Casablanca Mercury), **CARLENE ANDERSON**, *Mama Said* (Virgin), **BRAND NEW HEAVIES** *Spend Some Time* (EastWest), **3RD NATION** *I Believe* (Champion/EastWest), **FASCINATION** *So I Miss You* (Cutting) **CHOSEN FEW** *Funky Jumpy Music* (Maxi Record) **MACK V 3E** *Mr. Meaner* (Eight Ball).

• **LAWLEY'S LICKS** (As in Greg Lawley that is): **LOVE STATION** *Best Of My Love* (Pandisc), **REALITY** *Wanna Get Busy* (Strictly Rhythm), **REAL MCCOY** *Renaway* (Arista), **TLC** *Red Light Special* (LaFace/Arista), **MADONNA** *Don't Stop* (Warner Bros.), **M PEGPLE** *Excited* (Epic), **DANA DANE** *Record Jock* (Maverick).

## Most Disc-overed for this issue

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

1. **CRAIG MACK** Get Down (BAD BOY/ARISTA)
2. **STEVIE B.** Funky Melody (EVPORIA/THUMP)
3. **DEEE-LITE** Call Me (ELEKTRA)
4. **THA ALKAHOLIKS** Daaam (LOUD/RCA)
5. **BRAND NEW HEAVIES** Spend Some Time (frr)
6. **DANA DANE** Record Jock (MAVERICK/SIRE/WB)
7. **GROOVE COLLECTION** Whatchugot (REPRISE)
8. **RHYTHM & CO.** Stay With Me (STRICTLY RHYTHM)
9. **TLC** Creep (LaFACE/ARISTA)

Request "Record Jock" #390 on **THE BOX** MUSIC TELEVISION YOU CONTROL. **YO RAPS** & on **BET** "Rap City"



# DANA DANE

Back in this piece with "RECORD JOCK"

Produced By Battlecat.

the first joint OUT NOW

from the album: ROLLIN' WITH DANE

Fukre Management On Maverick/Sire/Lifestyles Records



#25 Most Requested #13 Most Requested-Rap

ADDED AT: Z90 WHJX WZAK - 28 Spins

**LAST YEAR IN LOS ANGELES IT WAS...  
FIRES, FLOODS & EARTHQUAKES  
THIS YEAR IT'S...**

**MIRANDA!!**

☆☆ **NEW ADD: KIIS-FM** ☆☆

**“ROUND & ROUND”**

**THIS “SECRET WEAPON” PLAYING ON:**

B96/Chicago	40x	KRBE/Houston	13x
WHJX/Jacksonville	28x	KHFI/Austin	48x
WEOW/Key West	30x	KBFM/Brownsville	32x
KMXZ/Monterey	20x	KZFM/Corpus Christi	29x
HOT105/Modesto	36x	KTFM/San Antonio	34x
KJYK/Tucson	32x	KPRR/El Paso	23x
Q105/Oxnard	18x	WJJS/Roanoke	24x
KGGI/Riverside	18x	KSIQ/Imperial Valley	36x
WOVV/West Palm	30x	<u>NEW ADD:</u> KPSI/Palm Springs	

**MIX SHOWS:**

POWER106, WJMN, POWER96, WIOQ, WOWI, FLY92, WGTZ, WHHH, Y97, WGRD, KISF, HOT97.7, KS104, KDON, BOSS97, POWER PIG, 102JAMZ, KLUC, KDGE, WAEB, KZHT.

**HITMAKERS MIXSHOW CHART #3**

**BILLBOARD MAXI-SINGLE SALES DEBUT #40**



SUNSHINE RECORDS (213) 465-5050 • Fax (213) 466-1629



# 2 BAD MICE

## BOMBSCARE

"I know this may not sound like a hit, but 'TRUST ME, IT IS!' Top 5 teen and adult callout." **ERIK BRADLEY, MD, B96**

### Spinning At:

B96 - 70x  
HOT97.7 - 49x  
WEOW - 30x  
KPRR - 15x  
XL106.7 - 12x

### Big In The Mix:

POWER96  
POWER PIG  
WOVV  
BOSS97  
KHFI  
KRBE  
KTFM  
WHHH  
KISF  
KS104  
KUBE  
KJYK  
KBOS

### Rapidly Growing Sales In:

Chicago #37  
San Francisco #64  
San Jose #64  
Orlando #31  
Miami  
Jacksonville  
Seattle  
Austin

Already a Top10 **Hitmakers** Mix Show Record!  
#38 **Hitmakers** Club Chart!

**sm:)e**  
communications Inc.

# NINE

## "WHUTCHA WANT"

"I'm sucking down Theraflu, blowing my nose to the beat of Nine...I love it!". **JENNIFER WILDE, MD, KDON**

### Spinning At:

HOT97 - 12x  
WOWI - 15x



### Airplay:

KMEL  
HOT97.7  
THE BEAT  
POWER106  
KJYK  
KBXX  
WJPC  
102JAMZ  
WGCI  
WPGC  
92Q  
WBLS  
WRKS  
KIX106

### Rapidly Growing Sales In:

New York #105  
Washington D.C. #73  
Norfolk #62  
Chicago  
Los Angeles  
Houston  
Philadelphia

**Hitmakers** Mix Show Chart: 50-44

# PROFILE®





# LORDS OF THE UNDERGROUND



**Already On:**  
**WJMH**  
**Greensboro**

**WPGC**  
**Washington, DC**  
**8x**

**POWER106**  
**Los Angeles 24x**

**HOT97**  
**New York 28x**

**92Q**  
**Baltimore**

**New At:**  
**KIX106**  
**Providence**

**KKSS**  
**Albuquerque**

## HITS FROM THE UNDERGROUND:

Three #1 Rap Singles "Chief Rocka" • "Funky Child" • "Psycho"

## REPRESENTING THE FUNK:

The New Single and Video

# "TIC TOC"

Available on Cassette Single (4KM-58246) 12 Inch (V-58246) and Maxi Cassette (4V-58247)

From the new album **KEEPERS OF THE FUNK**

The follow up to the GOLD Debut **HERE COME THE LORDS** In-stores: 11/1



Selection #189



**In**  
**Stores**  
**Now!**



Produced by Marley Marl for House of Hitz Executive Producers: Ruben Rodriguez and Marley Marl Management: Hafiz Farid for Foremost Management

EMI Records  
 Serving The Music



# Club Chart

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

## BREAKOUTS

FUN FACTORY "Close To You" (Curb Edel)  
 DEEE-LITE "Call Me" (Elektra)  
 MARIAH CAREY "Joy To The World" (Columbia)  
 GROOVE COLLECTIVE "What U Got" (Reprise)  
 DONNA ALLEN "Love Is The Thing" (Epic)

## CLUB MOVERS

LW TW

2-1	JANET JACKSON	"You Want This"	(Virgin)
15-2	MADONNA	"Secret"	(Maverick/Sire/WB)
8-3	SEX CLUB XXX	"Big Dick Man"	(Fly)
4-4	GLORIA ESTEFAN	"Turn The Beat Around"	(Epic)
3-5	INI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
17-6	ACE OF BASE	"Living In Danger"	(Arista)
14-7	CARLEEN ANDERSON	"Mama Said"	(Virgin)
1-8	CE CE PENISTON	"Hit By Love"	(Perspective/A&M)
9-9	LIVIN JOY	"Dreamer"	(MCA)
6-10	CRYSTAL WATERS	"What I Need"	(Mercury)
7-11	NICOLE	"Runnin Away"	(Avenue)
5-12	KARYN WHITE	"Hungah"	(Warner Bros.)
10-13	PATTI AUSTIN	"Reach"	(MCA)
24-14	SALT N PEPA	"None Of Your Business"	(Next Plateau)
29-15	CORONA	"The Rhythm Of The Night"	(EastWest)
33-16	DONNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)
31-17	BLONDIE	"Rapture"	(Chrysalis/EMI)
18-18	SOUNDS OF BLACKNESS	"Everything's Going To Be Alright"	(Perspective/A&M)
19-19	BLACKOUT ALLSTARS	"I Like It"	(Columbia)
32-20	HEAVY D & THE BOYZ	"Black Coffee"	(Uptown/MCA)
21-21	ABIGAIL	"Smells Like Teen Spirit"	(ZYX)
13-22	C&C MUSIC FACTORY	"Do You Wanna Get Funky"	(Columbia)
23-23	E.V.E.	"Groove Of Love"	(Gasoline Alley/MCA)
22-24	PET SHOP BOYS	"Absolutely Fabulous"	(EMI)
11-25	LUCAS	"Lucas With The L d Off"	(Big Beat)
35-26	M PEOPLE	"Excited"	(Epic)
26-27	SOUND FACTORY	"Come Take Control"	(Logic/RCA)
12-28	JAKI GRAHAM	"Ain't Nobody"	(Critique)
25-29	CRAIG MACK	"Flava In Ya Ear"	(Bad Boy/Arista)
30-30	REEL 2 REAL	"Can You Feel It"	(Strictly Rhythm)
16-31	REAL McCOY	"Another Night"	(Arista)
20-32	BASIA	"Drunk On Love"	(Epic)
28-33	SANDRA BERNHARD	"You Make Me Feel"	(550 Music/Epic)
34-34	TWENTY 4 SEVEN	"Slave To The Music"	(ZYX)
27-35	MICHELLE SWEENEY	"This Time"	(Big Beat)
36-36	KYLIE MINOGUE	"Confide In Me"	(Imago)
46-37	CASSERINE	"Why Not Take All Of Me"	(Warner Bros.)
38-38	2 BAD MICE	"Bombscare"	(Smile)
47-39	TOM JONES	"If I Only Knew"	(Interscope)
37-40	CHAKA KHAN	"Miles Blown"	(Fox)
41-41	BRANDY	"I Wanna Be Down"	(Atlantic)
N-42	MARY J BLIGE	"Be Happy"	(Uptown/MCA)
43-43	INDUSTRY	"Release Me"	(Notorious)
44-44	WATERLILLIES	"Tempted"	(Sire/Warner Bros.)
45-45	MIRANDA	"Round & Round"	(Sunshine)
N-46	FU-SCHNICKENS	"Breakdown"	(Jive)
N-47	DA BRAT	"Fa All Y'all"	(Chaos)
42-48	PARIS	"Guerilla Funk"	(Priority)
N-49	EVERYTHING BUT THE GIRL	"Missing"	(Atlantic)
N-50	3RD NATION	"I Believe"	(EastWest)

## REPORTING POOLS

**INFINITY RECORD POOL • Staten Island**  
 Charlie Alessi (718) 967-4793  
 • CATO, DONNA ALLEN, FUN FACTORY, MARIAH CAREY  
**V.I.P. • Bronx**  
 AL PIZARRO, DIRECTOR (212) 733-5072  
 • CATO, J.J. CARN, JUNGLE MEN, NOMADS, TERROR FABULOUS,  
**AMERICAN TRAX • Beverly Hills**  
 Michael Love (310) 659-7852  
 • 69 BOYZ, BOYZ II MEN, DONNA ALLEN, GROOVE COLLECTIVE, JANET JACKSON  
**PACIFIC COAST DJ ASSOC. • Long Beach**  
 Steve Tsepelis (310) 433-6569  
 • 69 BOYZ, CASSERINE f/Cato, C&C MUSIC FACTORY, FUN FACTORY, M PEOPLE  
**RESOURCE RECORD POOL • Los Angeles**  
 Craig Spy (213) 651-2085  
 • DEEE-LITE, GROOVE COLLECTIVE, MARIAH CAREY, MATERIAL, VERSION TWO  
**LET'S DANCE • Chicago**  
 Mike Macharello (312) 525-7553  
 • CAPPELLA, CULTURE CLASH, ERNEST KOHL, SPANIC, TONI BRAXTON  
**BADDA • San Francisco**  
 N. Lygizos/Sulai Wong/David X (415) 882-9700  
 • FUN FACTORY, JAMIE FOXX, LAGAYLIA, SPIRITS, STEVIE B.  
**PHILADELPHIA METRO POOL • Philadelphia**  
 Martin Keown (215) 732-7949  
 • CAPPELLA, DAN HARTMAN, LISA STANSFIELD, M PEOPLE, MARIAH CAREY  
**PHILADELPHIA SPINNERS ASSOC. • Cherry Hill**  
 Bob Pantano/Tony Harris (609) 662-7222  
 • ASHA, DAN HARTMAN, DEEE-LITE, DONNA ALLEN, EVERYTHING BUT THE GIRL  
**ADVANCED MUSIC PROMOTION • Detroit**  
 Lee Eckinger (810) 543-1764  
 • FUN FACTORY, GROOVE COLLECTIVE, MARIAH CAREY, PHARAO, STING  
**DANCE DETROIT • Detroit**  
 Steve Nader (810) 541-4323  
 • 69 BOYZ, MATERIAL, RHYTHM METHOD f/Camille, STING  
**MID-WESTERN DANCE ASSOC. • Detroit**  
 Enola-Gaye Porter (313) 546-8448  
 • CATO, DONNA ALLEN, GROOVE COLLECTIVE, MARIAH CAREY, PHARAO  
**NORTH TEXAS DANCE ASSOC. • Dallas**  
 Tony Aco (214) 826-6832  
 • 2 BAD MICE, DEEE-LITE, DR. DRE & ED LOVER, GROOVE COLLECTIVE, M PEOPLE  
**OUR MID-ATLANTIC POOL • Washington, DC**  
 B. Keart /A. Chasen (202) 483-8880  
 • CHANTE MOORE, CRAIG MACK, FUN FACTORY, GROOVE COLLECTIVE, MARIAH CAREY  
**TABLES OF DISTINCTION • Washington, DC**  
 Eardrum (301) 270-2604  
 • THA ALKAHOLIKS, ANDRU DONALDS, PMD, PRINCE, TLC  
**BOSTON RECORD POOL • Allston, MA**  
 Maurice Wilkey & James Hughes (617) 731-1500  
 • 69 BOYZ, CRAIG MACK, DMF, E.Y.C., FUN FACTORY, MASSIVE ATTACK, SMOOTH SYLK, STING, TLC, ZHANE  
**MASSPOOL • East Boston**  
 Gary Cannavo (617) 567-2900  
 • CLUB NOUREAU, DONNA ALLEN, DR. DRE & ED LOVER, STEVIE B.  
**MUSIC INFORMATION X-CHANGE • Houston**  
 Sam Meyer (713) 529-6MIX  
 • DA BRAT, FUN FACTORY, KYPER, TLC  
**FORT LAUDERDALE/MIAMI REC. POOL • Fort Lauderdale**  
 Louis Possenti (305) 563-6889  
 • DONNA ALLEN, FUN FACTORY, LAGAYLIA, PHARAO, SPIRITS  
**FLAMINGO RECORD PROMOTIONS • Miami**  
 Richard McVay (305) 895-1246  
 • DEEE-LITE, FUN FACTORY, GROOVE COLLECTIVE, KILLING JOKE, PHARAO

**HITZ • Miami Beach**  
 M. Moretta/Bugie/Greg Dahary (305) 532-4487  
 • CHOSEN FEW, DAPHNE, THE HOUSE f/Angel Williams, PRISCILLA QUEEN OF THE DESERT soundtrack, SLICK RICK w/Warren G  
**DIXIE DANCE KINGS • Alpharetta**  
 Dan Miller (404) 740-0356  
 • ERNEST KOHL, LAGAYLIA, SPIRITS, TLC, TONI BRAXTON  
**DIRECT HIT • Long Island**  
 Scott Allan (516) 845-1938  
 • CHOSEN FEW, DEEE-LITE, MARIAH CAREY, STEVIE B., WARREN G.  
**LONG ISLAND RECORD POOL • Long Island**  
 Jackie McCloy (516) 796-6596  
 • FUN FACTORY, GROOVE COLLECTIVE, MARIAH CAREY, RAJA-NEE, STING  
**INTERNATIONAL RECORD SOURCE • San Diego**  
 Javier Lugo (619) 476-1288  
 • DANA BARROS, DONNA ALLEN, STEVIE B., WARREN G., WASCALS  
**SOLID PRODUCTIONS MUSIC POOL • San Diego**  
 M. Greer/S. Martin (619) 470-3111  
 • EVERYTHING BUT THE GIRL, N2DEEP, PMD, SEAL, TLC  
**MIDWEST DISC JOCKEY ASSOCIATION • St. Louis**  
 Ted Thornton (314) 533-8833  
 • 69 BOYZ, BARRY WHITE, PRINCE, TLC, TONI BRAXTON  
**PITTSBURGH DJ ASSOC. • Pittsburgh**  
 Jim Kolich (412) 885-1472  
 • 69 BOYZ, CATO, DEEE-LITE, FUN FACTORY, WARREN G.  
**DESERT WEST RECORD POOL • Phoenix**  
 Terry Gilson (602) 249-9214  
 • CAPPELLA, CEDRIC CEBALLAS, MACK MACHINE, SIMONE SIMONE, SOUND BARRIER  
**FLORIDA SUNCOAST RECORD POOL • Tampa Bay**  
 Howard Tripp & Rafael Roman (813) 544-7609  
 • CATO, DEEE-LITE, DONNA ALLEN, MARIAH CAREY, STEVIE B.  
**DANCING DISC'S OF DENVER • Denver**  
 Lawana Sims (303) 333-6901  
 • 69 BOYZ, THE CURE, DA BRAT  
**5 STAR • Covington**  
 Mark Burney (606) 261-6972  
 • BAABA MAAL, DEEE-LITE, DINK, DR. DRE & ED LOVER, SWEET TEA  
**SOBAD • San Jose**  
 Joel Wyrick (408) 277-0111  
 • SIMPLE  
**CENTRAL OHIO RECORD CORP • Columbus**  
 Joe Dillon (614) 221-5907  
 • FUN FACTORY, SIP THE JUICE compilation, STING  
**STARFLEET MUSIC POOL • Charlotte**  
 Ronnie Matthews (704) 532-8496  
 • 3RD NATION, DJ BOBO, DONNA SUMMER, QUEEN LATIFAH, VICIOUS  
**BACKSTAGE RECORD POOL • Centerville**  
 Scott H. Covert (513) 436-2558  
 • FUN FACTORY, JANET JACKSON, RHYTHM METHOD f/Camille, STING  
**LAS VEGAS RECORD SYSTEMS • Las Vegas**  
 Rory McAlister (702) 256-1567  
 • DR. DRE & ED LOVER, E.Y.C., FUN FACTORY, TLC, TONI BRAXTON  
**HAWAII DISC JOCKEY ASSOC. • Honolulu**  
 Kevin Okada (808) 926-3591  
 • DEEE-LITE, FUN FACTORY, LAGAYLIA, TLC, WARREN G.  
**KEYSTONE SPINNERS RECORD POOL • Wilkes Barre**  
 Carl Gross (717) 823-5233  
 • DEEE-LITE, MARIAH CAREY  
**CONNECTICUT'S MUSIC POOL • Orange**  
 Stephen M. Richardson (203) 789-0038  
 • DONNA ALLEN, DR. DRE & ED LOVER, LAGAYLIA, PETER PRESTA, ROCHELLE  
**RICKETTS RECORDS • Morristown, NJ**  
 Bill Rickett (201) 478-5764  
 • CATO, DA BRAT, GROOVE COLLECTIVE, LAGAYLIA, MARY J. BLIGE

it was a hit then and it's a hit now!

"if you think  
you're lonely,  
now

New At:  
**WQGN**  
**KZFM**

performed by  
**K-Ci Hailey**

**Jodeci**

Major Market Rotation At:

**HOT97-26x**

**WJMN-69x**

**92Q-41x**

**WJMH-51x**

**WPGC-32x**

**KIX106-47x**

**KBXX-50x**

**KSFM-34x**

**WHJX-33x**

from the original motion picture soundtrack for

JASON'S  
LYRIC

**Jason's Lyric Album #40\* SoundScan With  
41,306 Units Sold This Week.**

- **Over 500 Top40 BDS Detections**
- **Monitor Rhythm Crossover Chart #34-21\***
- **19-17\* R&R Rhythmic Chart**
- **#6 Most Increased Play R&R Rhythmic Chart**

on your desk  
**now!**



# Ear To The Ground



It was Columbia vs. Epic in a benefit game for T.J.'s Friends recently. Columbia edged Epic 32-30 in the last seconds of play. Here are the Columbia Killers: (Standing, L-R) Johnny Coppola; Jean Rousseau; David Nathan; Danny Wright; Chris Woltman; Michael Block; Lee Lalpener; Joe Carroll. (Foreground): Coppola's package; Mike Webb; Ritchie Bonelli; Joey Carvello; Ken Wilson; and Willie down in front.

Y107/Nashville needs a hot afternoon personality now. Rush your coolest stuff to: JOHN IVEY, PD, Y107, 810 Division St., Nashville, TN 37203. EOE.

WPGC/Washington still looking for a creative production pro with 5 or more years of major market experience. Weekend airshifts, vacation relief, and also be the on-air 'voice' of the station. Experienced pro's only! Package to: JAY STEVENS, OM, WPGC 95.5FM, 6301 Ivy Lane, Suite 800, Greenbelt, MD 20770. EOE. No calls please.

The station also needs an Assistant to the VP/GM. Resumes to KAREN BLANKS at the above address. Deadline: December 2.

KJYK/Tucson has nights open. Packages to: MC BOOGIE D & GM ALLAN HAMMER-EL, KJYK, 3438 N. Country Club, Tucson, AZ 85716. EOE.

Z104/Madison seeks a killer Promotion Director. Good street sense and knowledge of programming and sales. Package to: JOE LARSON, PD, Z104, 5721 Tokay Blvd., Madison, WI 53719. EOE.

The New 97.3, KWNZ/Reno is searching for a Production Director/midday commando. Must possess creative production skills and administrative savvy to take KWNZ's production elements to the next level. Previous digital workstation experience preferred. Ability to communicate with adult women. Rush your package to: CHUCK GEIGER, PD, KWNZ, 2395 Tampa St., Reno, NV 89512 EOE. M/F.

WAYV/Atlantic City needs weekend help now. T&R to: JAY TOWERS, 95.1 WAYV, 8025 Black Horse Pike, West A/C, NJ 08232. EOE.

WLAN/Lancaster is looking for full and part-time air talent and producers. T&R: DAVID SKINNER, PD, WLAN Radio, 252 North Queen St., Lancaster, PA 17603. EOE.

P.S. Congrats to LAN GM CHUCK LONTINE and wife SUSAN on the birth of their son, RICHARD BENJAMIN LONTINE, born November 16.

KPRR/EI Paso has two lucrative openings: Mornings and MD. Rush your stuff to: JOHN CANDELARIA, PD, KPRR, 2419 N. Piedras, El Paso, TX 79930. EOE.

## Industry Stuff:

It's your worst holiday nightmare: You're stuck in traffic behind a huge 37-foot motor home as it traverses the countryside. But wait...why does that incredibly tall driver look strangely familiar??? Why, it's none other than QWEST VP/Promo RITCH BLOOM, king of back-to-basics marketing, barnstorming the West Coast in support of GOD'S CHILD. Expect pit stops in Las Vegas, San Diego, L.A. and San Francisco. Can't wait to smell the inside of the bus late next week...

POWER106 MD BRUCE ST. JAMES found more than his share of law enforcement love, wrapped in yards of red tape last week. Seems his car was stolen while Mr. St. James was performing some exhaustive 'nightclub research.' The car was recovered four hours later, complete with broken windows, broken steering column, broken trunk lock, and numerous scratches and dings. The car was also minus a radar detector, two cellular phones, sunglasses, checkbook, as well as Bruce's phone and address books, which could only mean he'll now

be returning even fewer calls than usual...There was, however, a bonus: the thieves were caught while driving the car, and a bag containing tools and an Alpine car stereo was found in Bruce's back seat. Ironically, when his radio was recovered, it was set to 105.9, leading a horrified St. James to wonder, by pressing charges, had he inadvertently caused valuable POWER106 cume to be incarcerated???

In an attempt to clear up confusion caused elsewhere, let us state that JIM RANDALL has been named PD of PAXSON's AAA-formatted WAIA/Jacksonville, which calls itself 'W-A-One-A.' This station is often confused with WAOA/Melbourne, which also calls itself 'W-A-One-A.' PD DAN DEATON in Melbourne would really like it if you would not continue to call him or send him any more tapes...His particular WA1A has no openings, but he'll certainly keep your package in his 'active' file in case something should come up...Thanks.

SEAN CALDWELL Productions has just released 'X-FX,' the next generation production EFX package, containing digital noise, beeps, tuning efx and more. (Sorry, no lasers...) Already



Pictured backstage at a recent B96 mega-concert: EMI VP/Promo Ken Lane; Jon Secada, and B96 PD Todd Cavanah.

on WPLY/Philly, B96/Chicago, 99X/Atlanta, KS104/Denver, and more. Call the demo line: (201) XFX-0854 or Mr. Caldwell at (610) 640-5899.

Hey, wasn't that WNVZ/Norfolk MD LARRY DAVIS on the air last weekend at KRBE/Houston?

THE EAR has learned of an innovative new music retail concept - ALTTUNES is a kiosk-style music store, located in a previously-untapped area full of potential customers - airports. The first of many outlets opened in New York's La Guardia Airport recently and has met with great initial success. The store has the capacity for 12,000 CD's and cassettes all in a 200 square-foot area. Founder AMY NYE expects to gross at least \$500,000 in the first year. Recording artists MICHAEL BOLTON, JODECI, DEE-LITE, CRAIG MACK and others have already stopped by and signed the store's guest book.

EMI MUSIC reports a 12.7% increase in sales for the six-month period ending September 30, 1994 to \$1,342 million, and \$155 million in profits. JIM FIFIELD, President/CEO of EMI Music attributes the company's strong showing on major releases by the ROLLING STONES, BONNIE RAITT, ROXETTE, JON SECADA, PINK FLOYD, BEASTIE BOYS, and others, as well as their incredibly successful cross-promotion with McDonalds, which raised nearly \$10 million for the RONALD McDONALD children's charities.

## Late-Breaking News And Inflammation:

After weeks of speculation, Atlanta-based consultant DON BENSON has accepted the newly-created position of Corporate VP/Operations & Programming for JEFFERSON-PILOT. A large chunk of his responsibilities will include the day-to-day programming of STAR94, replacing TONY NOVIA. CLARKE BROWN, President of the Radio Division, told THE EAR, "I consider Don one of the finest programming minds in our industry, and his track record validates that." He added, "Besides being talented, he's a great person to work with - I've been trying to get him back to Jefferson-Pilot since the day he left." Look for APD/MD KEVIN PETERSON to remain firmly aboard and heavily involved in the programming department.

The contemporary music scene adds another player in Austin, as Oldies KFGI flips to Adult Top40 and has changed call letters to KPTY (PARTY 94).

## Pro's In Motion:

B94/Pittsburgh ups Production Director DAVID EDGAR to APD and awards him the noon-3pm airshift. Meanwhile, CLARKE INGRAM and DOWN TOWN BILLY BROWN will pass in the doorway this week, as Ingram exits to program 98PXY/Rochester, and Brown is inbound from Y107/Nashville for Ingram's former 3-7pm shift.

Veteran programmer BILL PASHA, currently VP/Programming for Paxson Communications in Tampa, has been named PD at American Radio Systems' Oldies-formatted WQSR/Baltimore.

KHFI/Austin Production Director DOUG MILLER is headed south on I-35 to KTFM/San Antonio, where he will handle the midday shift and also become Creative Services Director.

Industry legend (he insisted I use that term) VIC DELGIORNO has landed at KQIZ/Amarillo as APD and co-host of the morning show. He and PD TED KELLY are reportedly now known as long-lost brothers FRED & TED KELLY. Police are investigating...

## Actual Damn Jobs:

WILD107/San Francisco is still in the hunt for a PD with 3-5 years experience. Fax track record to GM BOB VISOTCKY @ (415) 616-5798. KYLD/KYLZ, 55 Green St., Suite 200, San Francisco, CA 94111. EOE. No calls please.



even better  
the second time around

# Changing Faces

**BOB PERRY, PD, HOT97.7**

*"We've been 'foolin' around' with this cut for a while, and after getting good response from the street, we're moving it up in rotation."*

**PACO LOPEZ, APD, HOT97**

*"It's better than the first...So stop fooling around and play it!"*

**GARY MICHAELS, APD, KZHT**

*"Been getting Top 10 phones from females for the last two weeks. A big dedication record for us."*

**JOEY ARBAGEY, MD, KMEL**

*"This is no time to 'fool around' with Changing Faces. Instant phones. Without a doubt, another smash from the duet."*

**BUSHMAN, MD, WJMH**

*"Another strong ballad with definite 18-34 appeal."*

**Over 400 Top40 BDS Detections**

**SPINNING AT:**

**POWER106-28x**

**KPRR-27x**

**92Q-20x**

**WJIS-28x**

**KZFM-19x**

**KKSS-17x**

**KZHT-20x**

**Y107-9x**

**Q105-17x**

**KJYK-22x**

**KMXZ-29x**

**KSFM-29x**

**KMEL-18x**

**WILD107-16x**

**KTFM**

**Z90**

**KWIN**

**WSNX**

follows up their platinum debut single

**"Stroke You Up"**

with

# "foolin' around"

WRITTEN & PRODUCED BY R. KELLY

*from their self-titled **GOLD** debut album*

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

## **NAMZ IN THE NEWZ:**

**RUSS THYRET • DAVID ALTSCHUL • RICK THOMAS • JERRY BLAIR • POLLY ANTHONY • BILLY BRILL • JIMMY IOVINE • TED FIELD • PHIL Q. • MICHAEL PLEN • RANDY SPENDLOVE**

## **IMPORTANT INDUSTRY STUFF BELOW:**

**RUSS THYRET** and **DAVID ALTSCHUL** have been named Vice Chalmen of **WARNER BROS. Records**.

Congrats to our friend **DON PARKER**, PD of **KBOS/Fresno**, who has grabbed the coveted PD post at **SHAMROCK's KRQT (ROCKET 107)** in Houston. Parker told us that **STEVE KINGSTON** will have a long-term involvement with the station and **JACOBS MEDIA** will consult. Parker has a bunch of Modern Rock experience, having programmed both **THE EDGE** in Fresno and **THE EDGE** in Las Vegas. No replacement has been named for Parker, but ya gotta believe **MD MARK ADAMS** is a definite contender, as is Fresno fave **JEFF DAVIS**, currently doing mornings at **HOT105/Modesto**.

Just days after accepting the PD post at **KS104/Denver**, **JEFF BALLENTINE** has changed his mind and is returning to his old stomping grounds of Dayton. He's now the PD of **WONE-AM/WMMX-FM**, the station that **RANDY JAMES** vacated last week to accept the **WRQX/D.C.** post.

**MARK FEATHER**, former PD of **KISF/Kansas City**, has been named PD of **KS104**.

Speaking of K.C., **STEVE WALL** has officially nabbed the PD slot at **KMXV**, where he had been doing afternoons. Wall formerly programmed



Columbia Records is so heavy, they managed to convince Santa and Mrs. Claus to personally deliver the new Mariah Carey Christmas album to the **HITMAKERS** staff last week. Pictured between shots of egg nog and chocolate chip cookies: (L-R) **HITMAKERS'** Barry Richards; Mrs. Claus, a.k.a. Columbia's Dana Keil; **HITMAKERS'** Bob Greenberg; Santa, a.k.a. Columbia's Dave Forman; and **HITMAKERS'** own Kevin Carter.

**KDON/Sallnas-Monterey, KKXX/Bakersfield and Z90/San Diego.**

Meanwhile, crosstown **KISF PD ALEX VALENTINE** is headed to Dallas to become APD/PM Driver for **JOEL FOLGER** at **THE EDGE**.

Just as **CLARKE INGRAM** walks in the door, **PYRAMID** transfers **98PXY/Rochester VP/GM BILL SCHOENING** to sister station **WEDJ/Charlotte** in the same capacity.

Last week you read that **KIX106/Providence APD/MD/PM Driver TOM 'JAMMER' NAYLOR** was being upped to PD, and **PD SCOTTY SNIPES** was being upped to OM. Since that report, sources at the station have informed us that those facts may be a bit premature...We hear that stuff is definitely happening at the station...Stay tuned for further announcements.

The **HITMAKERS** staff would like to wish you and your family a very Happy Thanksgiving!

## **RANDY SPENDLOVE'S 30TH BIRTHDAY HIGHLIGHTS**



# DUMB AND DUMBER

ORIGINAL  
MOTION  
PICTURE  
SOUNDTRACK



66523-2/4

**The New Dumb Comedy Starring  
JIM CARREY & JEFF DANIELS**

**The Dumber Soundtrack Featuring Music From  
CRASH TEST DUMMIES FEATURING ELLEN REID,  
BUTTHOLE SURFERS, GREEN JELLY,  
DEEE-LITE, ECHOBELLY,  
DEADEYE DICK, PETE DROGE, GIGOLO AUNTS,  
THE PRIMITIVES, THE LUPINS and more.**

# IT'S A NO-BRAINER

**Soundtrack Available on The RCA Records Label Cassettes & CD's**



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NEW LINE CINEMA

MADONNA

BO

W



**World Premiere**  
**November 30th**

Produced by Babyface for Ecaf Productions, Inc. and Madonna.

**They Couldn't Wait:**

The next single from the album

<b>WIOQ</b>	<b>54x</b>	<b>KJ103</b>	<b>13x</b>
<b>KUBE</b>	<b>45x</b>	<b>G105</b>	<b>8x</b>
<b>KMXU</b>	<b>32x</b>	<b>WPST</b>	<b>11x</b>
<b>98PXY</b>	<b>13x</b>		
<b>WILD107</b>	<b>7x</b>		

Bedtime Stories