

HITMAKERS[®]



ISSUE 931 \$5.00
March 29, 1996

an exclusive interview with

MIKE McVAY

President, McVAY MEDIA

pictured with daughters Jessica (sitting) and Nicole

VEGAS SEMINAR CONFIRMATIONS!

(And Many More To Come)

FROM MAINSTREAM TOP40...

J.R. AMMONS STAR94
DALE BAIRD KQXY
KEN BENSON KKRZ
DAN BOWEN WNCI
JOHN DIMICK WNCI
BRETT DUMLER WABB
DAVE EUBANKS WZJM
TOM GJERDRUM WZPL
HAWK HARRISON WFBC
CALVIN HICKS WSSX
JIMI JAMM KQKQ
LOUIS KAPLAN WGTZ
KID KELLY WBHT
DAN KIELEY KDWB
DON LONDON WNVZ
TOM MARTENS KWTX
ROB MORRIS KDWB
KEVIN PETERSON STAR94
SCOTT SEIPEL WWCK
NEAL SHARPE WJET-FM
MICHAEL STEELE KQKQ
MICHAEL ST. JOHN WKBQ
SCOTT THOMAS WDJB
BILL THORMAN KHOM
MARK TODD KRQ
JORDAN WALSH WLAN

FROM ALTERNATIVE...

HOLLIE ANDERSON WAVF
DWIGHT ARNOLD KCXX
RIC "ROCCO" BENNETT WENZ
JOHN GRIFFIN KEDG
LIZ JANIK & Assoc.
KOZMAN KDJK
JAY MICHAELS KDGE
TED TAYLOR WDRE

FROM STREET/RHYTHM TOP40...

MARK ADAMS B95
HAROLD AUSTIN KKBT
JOHN CANDELARIA KPRR
TODD CAVANAH B96
KID CURRY POWER96
JEFF DAVIS KWNZ
JOE DAWSON WWKX
JERRY DEAN KLUC
BRIAN DOUGLAS WJMH
MARK FEATHER JAM'N92.1
PIO FERRO KLVE
GERONIMO KZHT
BOB LEWIS KGGI
PACO LOPEZ WJBT
BRUCE ST. JAMES POWER106
ROY JAYNES KKSS
GLENN KALINA WIOQ
MICHAEL MARTIN WILD107
MIKE MARINO KJMZ
MICHAEL NEWMAN KDON
DON PARKER KKFR
ROOSTER RHODES KCAQ
MICHELLE SANTOSUOSSO KMEL
ROB SCORPIO KBXX
ANDY SHANE WKTU
KID STEVENS KJMZ
CAT THOMAS KLUC
RICK THOMAS FM102
CLIFF TREDWAY KTFM
MIKE TIERNEY KUBE
STEVE WALL KWIN

SPECIAL GUESTS...

MARK BOLKE
JERRY CLIFTON
BOB PERRY
BILL RICHARDS
DAVE ROBBINS
BILL TANNER
BOB WEST

HITMAKERS[®]

-presents-

First Annual UNIVERSAL/KLUC Invitational Softball Tournament

Thursday, April 18th-4:00 pm
Las Vegas (Location TBA)

EAST COAST GOTHAM CITY BULLIES

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SOUTHERN BOOTLEGGERS

(Captain: **DON LONDON-WNVZ/Norfolk**)

MID-WEST COW TIPPERS

(Captain: **TOM GJERDRUM-WZPL/Indianapolis**)

WEST COAST GAMBLERS

(Captain: **CAT THOMAS-KLUC/Las Vegas**)

ALL SEMINAR REGISTRANTS ARE INVITED - JOIN NOW!

For more information call 212-373-0717



"CELEBRATING OUR 75TH DAY IN BUSINESS"

VEGAS SEMINAR PROGRAM

FRIDAY SESSION (April 19th) • 11am - 4pm

GENERAL MANAGERS (Moderated By Dave Robbins)

Ask top GM's what they look for in a programmer.

STREET/RHYTHM RADIO

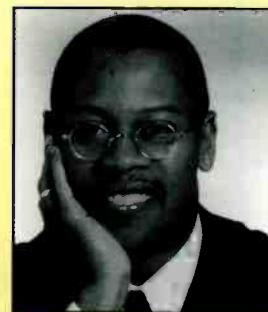
Top programmers discuss today's format demands.

LATIN RADIO

The growing influence of the Latino marketplace.

MIX SHOWS

Top mix show DJ's talk about their ability to break records.



KEYNOTE ADDRESS: Andre Harrell

(President/CEO Motown Records)

Working Lunch Sponsored By ISLAND RECORDS

6-8pm • Cocktail Party

Sponsored By MOTOWN RECORDS

SATURDAY SESSION (April 20th) • 11am - 4pm

ALTERNATIVE RADIO / ALTERNATIVE TOP40

Top programmers take an indepth look at this great format.

MAINSTREAM TOP40 RADIO (Moderated By Bill Richards)

Today's leading programmers discuss the next step forward.

Working Lunch Sponsored By UNIVERSAL RECORDS

Moderating For HITMAKERS:

Barry Fiedel/Chris Ruh (Mainstream)

Mark Jackson (Alternative)

Barry Richards (Street/Rhythm)

Oscar Merino (Mix Shows/Clubs)

HITMAKERS

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Name: _____ Station/Company: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____

Send your completed registration form and a check or money order for \$199.00 (Early Registration Fee) to:
HITMAKERS Magazine, 22222 Sherman Way, Suite #205, Canoga Park, CA 91303
Registration At The Door: \$250 (CASH ONLY)

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THE HOTTEST CLUB CHARTS
IN AMERICA...

THE HITMAKERS ePRO CLUB CHARTS!

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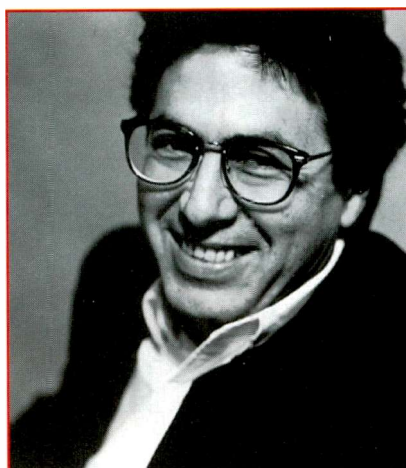
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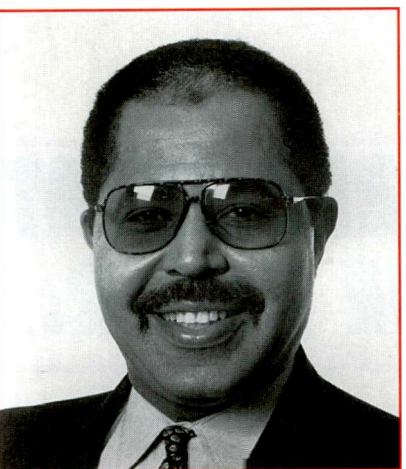
DAVID LEACH named GM/Mercury Records

Danny Goldberg, President CEO/Mercury Records, announced the promotion noting that David will oversee the daily operations of the company. Goldberg said, "In the few months David and I have worked together, I've realized that he's one of the most dynamic and effective executives I've ever met."



ROGER AMES named Prez/Polygram

Alain Levy, Polygram President/CEO, has appointed Roger to President/Polygram Music Group with worldwide responsibility for all of Polygram's recorded music and publishing operations. Mr. Levy said, "Roger Ames is one of the finest record executives in the world today and I can think of no better candidate for this newly created position."



RAY HARRIS Senior VP/Black Music Epic Records

Ron Sweeney, Executive VP/Black Music/Epic Records announced the appointment of this industry legend by saying, "Ray is an extremely talented 'first class' individual who possesses a tremendous passion for music and people...I feel honored that he has become part of our team."



JOAN FALLON Senior Director/Promotion Arista Records

Richard Palmese, Senior VP/Promotion, promoted Joan, who started at the company in 1980 as a Promotion assistant. In her new job, Joan will be responsible for the everyday operations of the Promotion Department including administrative and financial duties.

shai



The
single:



"I DON'T WANNA BE ALONE"

#1 MOST ADDED CROSSOVER!
20 Stations In The First Week
Including:

KMEL Z90 KIX106 WJBT

WILD107 FM102 WHHH KZHT



from the album

B L A C K F A C E

LA **BOUCHE**

◀ **sweet dreams** ▶

STATIONS PLAYING:

WBBM	25x	WKTU	15x
KHIS-FM	NEW	WPXY	28x
KKFR	39x	WPOW	15x
XHTZ	16x	WFLY	25x
KCAQ	16x	KZFM	35x
KGGI	NEW	KBFM	25x
KBOS	24x	KTFM	38x
KKRZ	17x	WFHN	15x
KUBE	10x	WTWR	21x
KPRR	51x	WHYI	15x
KKMG	10x	WXXL	16x
KZHT	11x	WFLZ	16x
KKRD	NEW	WGTZ	15x
WZJM	10x	WJIS	25x
WHHH	NEW	KLRZ	25x
WWCK	16x	WKSE	24x

NEW ADDS:

WXKS
KLUC
PRO-FM
KHFI
WRVQ
WKBQ
WMGI
KISX
KHOM
WXYK
WDJB
KFFM
KGOT
KDUK
"AND MORE"....

FROM THEIR DEBUT GOLD ALBUM SWEET DREAMS

THE FOLLOW-UP TO THE GOLD SINGLE: "Be My Lover"



The definitive Pop duo of 1996 continues its global assault by conquering America.

SWEET DREAMS

- The follow-up single to the Top 10 smash "BE MY LOVER"

*- Available on the RCA Records album debut **sweet dreams***



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HITMAKERS

QUICK SHOTS!

BASS IS BASE I Cry (ISLAND)

- Over 650 Rotations as WNNK and WSTO add. A very talented group!

CHANTAY SAVAGE I Will Survive (RCA)

- LOUIS KAPLAN @ WGTZ sez "add," along with WRVQ, WVKS, KQKQ, WWST, and many others! A big week!

COLOR ME BADD The Earth, The Sun, The Rain (GIANT)

- This week's **MOST DISC-OVERED** and the most added! C.M.B is back, with out-of-the-box adds @ Y100, WFLZ, WXKS WPXY, WNVZ, KKRZ, WZJM, WDJX, WZPL, WAPE (their only add), WGTZ, KHOM and many more!! Add this to a great week at Rhythm, and all we can say is, "WOW!!!"

COOLIO 1,2,3,4 (Sumpin' New) (TOMMY BOY)

- Over 500 Rotations as KHTQ and Z104 add! With sales, requests, and a monster video, COOLIO's got "sumpin'" goin' on!!

D'ANGELO Lady (EMI)

- Rotations now over 350 with new adds @ KKRD, KSMB and WYCR!!

FOO FIGHTERS Big Me (CAPITOL)

- Last week's **MOST DISC-OVERED** is one of this week's **MOST DISC-OVERED** and added! New Rotations this week @ Y100, WPLJ, XL106.7, PRO-FM, WXKS, KDWB, WA1A, 93Q, G105, K92 and lots more! GOING ALL THE WAY!!!

FUGEES Killing Me Softly (COLUMBIA/CRG)

- This week's only new add @ KIIS-FM! Rhythm programmers have been raving for months about this track, and now Mainstream PD's are finding out why!!! Other new Rotations include KHOM, WFHN, WVKS and KWTX!!

GARBAGE Only Happy When It Rains (ALMO SOUNDS/GEFFEN)

- Very early Rotations near 250+ as KUTQ, KHOM, KSMB, WABB, JET-FM and many more add!!

GLORIA ESTEFAN Reach (EPIC)

- It was an Olympian week for GLORIA, with lots of **DISC-OVERIES** and adds! Out-of-the-box action @ STAR94, Y100, WXKS, KDWB, XL106.7, KMXV, WFLZ, WGTZ, WKSS, Q106, WZJM and so many more!

KOOL & THE GANG Salute To The Ladies (CURB)

- STEW SCHANTZ @ WSPK adds, as does WABB! Over 200 early Rotations!!

LA BOUCHE Sweet Dreams (LOGIC/RCA)

- Last week's HOT TIP explodes at Mainstream (thanks for taking our advice) with big **DISC-OVERIES** and adds @: WKBQ, WXKS, PRO-FM, KHKS, KHOM, WRVQ and lots more!! Rotations nearing 400 already!!!

LENNY KRAVITZ Can't Get You Off My Mind (VIRGIN)

- As Rotations approach 500, WFLZ, WDJX, WPRR and others add!

LINA SANTIAGO Feels So Good (Show Me Your Love) (UNIVERSAL/GROOVE NATION)

- Rotations bust over 1100 as WTCF adds! This is more than a great Dance track...it's a Mainstream hit!!!

MADONNA Love Don't Live Here Anymore (MAVERICK/WARNER BROS.)

- One of this week's **MOST DISC-OVERED!** With new mixes of her original version of this classic gem, Lady MADONNA goes out-of-the-box and into Rotation @ WKSE, Q106, WKSS, KHOM, WSNX, WNNK and many more!!

NO DOUBT Just A Girl (TRAUMA/INTERSCOPE)

- Rotations increase to over 1200, with new adds @ WKSE, WFBC, WDBR and KWTX! We have "no doubt"...it's a hit!!

RED HOT CHILI PEPPERS Aeroplane (WARNER BROS.)

- A host of new adds this week and Rotations increase to over 650+!!

SPACEHOG In The Meantime (SIRE/EEG)

- Rotations bust over 1100 as WSTW and KWTX add!

SWV You're The One (RCA)

- RCA is on fire, and SWV is fanning the flames! KDWB adds, as does WVKS, KTFM and WDDJ! This is smoking!!

TRACY CHAPMAN Give Me One Reason (ELEKTRA)

- The new KZZP adds, along with PRO-FM, Y100, WZPL, TIC-FM, KKRD, 93Q and many others!! Undeniably huge!

VOICE OF THE BEEHIVE Scary Kisses (DISCOVERY)

- WFLZ, PRO-FM and WGTZ are but a few of the great stations adding to Rotation this week! Early Rotations over 300!!

WHITNEY HOUSTON & CECE WINANS Count On Me (ARISTA)

- STAR94 and KHKS push this over the top! Rotations now over 800 and growing fast!!

ROB MORRIS, APD/MD, KDWB, Minneapolis - "I like the Soul Power mix a lot!"

BILL THORMAN, PD/MD, KHOM, New Orleans - "It sure is a great song! The Rose Royce version was good, as was her first version. And I like the new mix too!"

RAY KALUSA, MD, Q106, San Diego - "This is definitely something. Females will latch onto these lyrics!"

NEW FOR '96—THE SOULPOWER REMIX

J.T. BOSCH, PD, WRHT, Greenville, NC - "Very cool! Cut #3 is the one we like. Anyone who remembers the '70s will remember the original. Anyone who remembers early Madonna will remember her rendition on LIKE A VIRGIN. A very cool sound and I love her vocal work!"

LOUIS KAPLAN, PD, WGTZ, Dayton - "A good remake of her original remake!"

madonna LOVE DON'T LIVE HERE ANYMORE

more,

more,

more

from the

triple platinum lp,

Something To Remember

**ONE OF THE MOST DISC-OVERED!
ONE OF THE MOST ADDED TOP40!**

Now Playing:

**WKTU
Q106
KZHT
WKSE
KHOM
WKSS
KLRZ**

**WHTS
KKMG
KUMQ
WSSX
KHTO
WSNX
KJ103**

and many more!



**World
Premiering
April 2**



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zProduced by Nile Rodgers for Nile Rodgers Productions, Inc. Remix and Additional Production by Soulforce a team of... Freddy DeMann/DeMann Entertainment

"A monster record! It's awesome, just incredible!"
-BILL THORMAN, PD/MD, KHOM/New Orleans

MORE THAN 3000 TOTAL BDS DETECTIONS!
MORE THAN 21 MILLION LISTENERS!
TOP 10 ALTERNATIVE & ROCK! • 45+ SOUNDSCAN ALBUMS!
DOUBLE PLATINUM! • SELLING OVER 20,000 PIECES A WEEK!

NEW ADDS THIS WEEK:
KBZR, FLY92, WSPK, WKFR,
WKPK, WSSX, WERZ, WQGN,
WYCR, KQIZ, WMME, AND MORE!



RED HOT CHILI PEPPERS

"AEROPLANE"

One Hot Minute

PRODUCED BY RICK RUBIN
 MANAGEMENT: LINDY GOETZ FOR LGM

<http://www.wbr.com./radio>



**#3 MOST PLAYED
 THIS WEEK!**

HEAVY!



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NOW ON TOUR

4/1 DENVER
4/3 PHOENIX
4/4 LOS ANGELES
4/6 SAN FRANCISCO
4/8 SACRAMENTO
4/10 PORTLAND
4/12 SEATTLE
4/16 SAN DIEGO

AIRPLAY INCLUDES:			
KLRZ	42x	PRO-FM	14x
Z100	25x	WMMS	34x
KROQ	16x	WPST	27x
WHYT	32x	WKBQ	26x
Q99	48x	G105	19x
KISF	45x	STAR94	16x
		AND MORE!	

M TV #15

1 VH
MUSIC FIRST™ **CUSTOM
ROTATION**

lenny
kravitz
can't get
you
off my
mind

MAJOR ADDS: WFLZ, WENZ, KPNT, WDJX

**OTHER MAJOR STATIONS ALREADY ON THIS:
WKBO, Z100, WPLJ, KROQ, WPLY, WPST, WKDD,
KLRZ, KHOM, Q99, KHMV, WZNY, WBCN, WZJM, XHRM,
WNEW, KXPK, 89X, WDRE, WXLK**

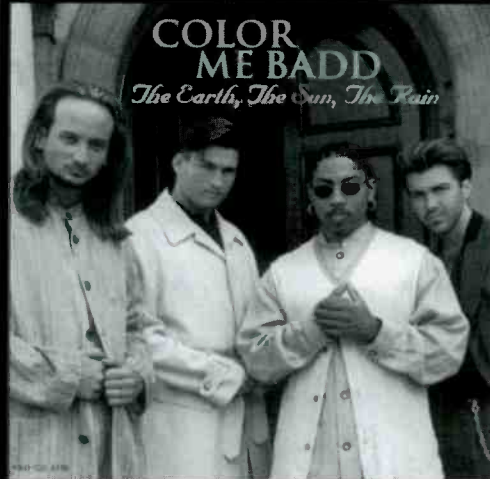
**OTHER MAJOR MARKET STORIES.....
KYSR 24x! WMMS Top 5 Call-Out, Top 5 Requested!
WZJM Top 15 Phones-40x!**

from the new album *Circus*.
Produced by Lenny Kravitz.
Representation: Craig Fruin
and Howard Kaufman/HK Management
©1996 Virgin Records America, Inc.

Virgin

SEE LENNY THIS SUMMER ON THE H.O.R.D.E. TOUR!

The Hottest New Records In America This Week! According To The Nation's Most Influential Top40 Programmers



1. **COLOR ME BADD** "The Earth, The Sun, The Rain" (GIANT)

"This has a good hook and a good sound. It has all the elements!"
- KEVIN PETERSON
PD, STAR94/Atlanta

"A good song. A ballad that fits our sound."
- DON LONDON
PD, WNVZ/Norfolk

"A real good song. This is a very solid effort from them!"
- ROB MORRIS
APD/MD, KDWB/
Minneapolis

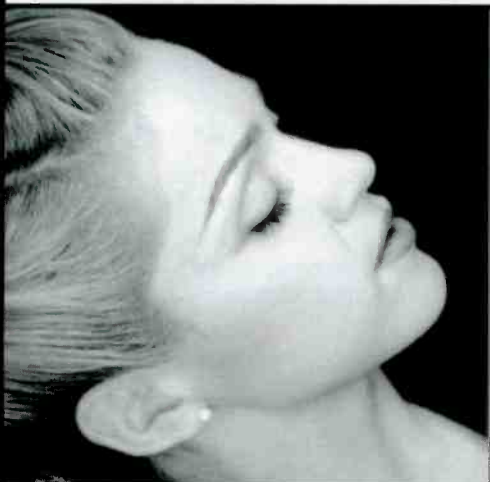


2. **FOO FIGHTERS** "Big Me" (CAPITOL)

"This is a pretty easy record to play!"
- TOM GJERDRUM
PD, WZPL/Indianapolis

"This one is blowing up huge!"
- J.J. RICE
APD/MD, 98PXY/
Rochester

"We're going on it this week. It's going to be huge! I would not be surprised if this thing goes top 10 in a heartbeat!"
- TOM GARRETT
PD, WZOK/Rockford



3. **MADONNA** "Love Don't Live Here Anymore" (MAVERICK/WARNER BROS.)

"This has always been a good song. Her vocal performance is great!"
- DAN BOWEN
APD/MD, WNCI/
Columbus

"This is definitely something. Females will latch onto these lyrics!"
- RAY KALUSA
MD, Q106/San Diego

"I played this for some of the ladies here at the station, and they knew instantly what this was!"
- RICH E. CUNNINGHAM
PD, K92/Roanoke

4. **LA BOUCHE** "Sweet Dreams" (LOGIC/RCA)

"It's a great follow-up for them!"
- VALERIE KNIGHT, MD, KRQ/Tucson

5. **VOICE OF THE BEEHIVE** "Scary Kisses" (DISCOVERY)

"Just a cool record!"
- TONY MASCARO, MD, PRO-FM/Providence

6. **GLORIA ESTEFAN** "Reach" (EPIC)

"Probably her most powerful work in years. Certainly Olympic exposure won't hurt!"
- JON ZELLNER, PD, KMXV/Kansas City

7. **GARBAGE** "Only Happy..." (ALMO SOUNDS/GEFFEN)

"I like the new mix of this. It gives it a much fuller sound and really brightens it up for Top40!...It's more full-bodied!!"
- NEAL SHARPE, PD, JET-FM/Erie

8. **CELINE DION** "Because You Loved Me" (550 MUSIC)

"This is a record I'm blessed to have. This came out at exactly the time we needed it! They have marketed this real well too!"
- BILL THORMAN, PD/MD, KHOM/New Orleans

9. **TRACY CHAPMAN** "Give Me One Reason" (ELEKTRA)

"This record is performing very well for us. This is a hit!"
- TOM PEACE, MD, WRVW/Nashville

10. **SWV** "You're The One" (RCA)

"A real great record - but I've always liked their sound! I'm glad to hear new music from them!"
- MICHAEL JACK KIRBY, PD/MD, KFFM/Yakima

JIMMY OLSEN, MD, 93Q, Syracuse

FOO FIGHTERS *Big Me* (CAPITOL) - Really good song from a cool band!

SON VOLT *Drown* (WARNER BROS.) - Excellent!

SPIN DOCTORS *She Used To Be Mine* (EPIC) - Great song!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Just as strong as *Be My Lover!*

J.J. RICE, APD/MD, 98PXY, Rochester

SWV *You're The One* (RCA) - A good, catchy record that should do well!

M.T.S. *I'll Be Alright* (SUMMIT) - I'll go with this for the millionth time! It's near the top in my call-out!

FOO FIGHTERS *Big Me* (CAPITOL) - This one is blowing up huge!

WEIRD AL YANKOVIC *Amish Paradise* (SCOTTI BROS.) - #1 phones by far! Just huge!

KIP TAYLOR, MD, G105, Raleigh-Durham

DEEP BLUE SOMETHING *Halo* (INTERSCOPE) - One of my favorite new records. Actually, I've liked this for a while and I'm glad it's going to be the next single! Their last one was huge here and I think this will be too.

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - This is just very cool. I like it a lot.

FUZZY *Girl Don't Tell Me* (TAG) - A nice little Pop record. It sounds like Springtime and we're giving it a few spins already!

NEAL SHARPE, PD, JET-FM, Erie

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - I'm pleasantly surprised to see this do well early. We heard it and thought right away that it was a hit! To me, this is a hit and everybody I know agrees!

GARBAGE *Only Happy When It Rains* (ALMO SOUNDS/GEFFEN) - I like the new mix of this. It gives it a much fuller sound and really brightens it up for Top40! *Queer* did well for us, and I think this is a better record. It's more full-bodied!!

LENNY KRAVITZ *Can't Get You Off My Mind* (VIRGIN) - We're getting a very positive response from females. The vibe on this record here is very good!

RICH E. CUNNINGHAM, PD, K92, Roanoke

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - I played this for some of the ladies here at the station, and they knew instantly what this was!

ADAM SANDLER *Dip Doodle* (WARNER BROS.) - I like it because he mentions the name Cunningham in it!

MARK SNOW *X-Files Theme* (WARNER BROS.) - I like this. And the P.M. Dawn mix, with the show drops in it, is pretty cool! Pretty freaky.

WEIRD AL YANKOVIC *Amish Paradise* (SCOTTI BROS.) - Pulling #1 phones! In two nights, we got over 250 calls for this! "Me and my brother are gonna get medieval on your hiney!"

BARRY McGUIRE, PD, KDUK, Eugene

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - They harmonize really well on this song. These guys can really sing!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - I almost passed this over. But then I grabbed it out of the pile, put it on, and went, "Wow!" This is very good!

FOO FIGHTERS *Big Me* (CAPITOL) - This will be a very popular song, and the video is very funny!

TRACY CHAPMAN *Give Me One Reason* (ELEKTRA) - We only gave this 12 spins last week, but response has been huge! This is a total reaction record. As soon as you play it, people call up and ask, "Who is this? It's great!"

ROB MORRIS, APD/MD, KDWB, Minneapolis

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - A real good song. This is a very solid effort from them!

GLORIA ESTEFAN *Reach* (EPIC) - We're into this. It should be big!

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - I like the Soul Power mix a lot!

MICHAEL JACK KIRBY, PD/MD, KFFM, Yakima

SWV *You're The One* (RCA) - A really great record - but I've always liked their sound! I'm glad to hear new music from them!

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - I like this a lot. It's very good!

MARK SNOW *X-Files Theme* (WARNER BROS.) - Just because this is so f**%#ing weird!

BASS IS BASE *I Cry* (ISLAND) - It's on here. We're spinning it and so far it's doing well. I like it!

SONNY VALENTINE, PD, KFRX, Lincoln

GARBAGE *Only Happy When It Rains* (ALMO SOUNDS/GEFFEN) - Hooky! Infectious!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Wedding song potential there!

BILL THORMAN, PD/MD, KHOM, New Orleans

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - It sure is a great song! The Rose Royce version was good, as was her first version. And I like the new mix too!

CELINE DION *Because You Loved Me* (550 MUSIC) - This is a record I'm blessed to have. This came out at exactly the time we needed it! They have marketed this real well too!

RED HOT CHILI PEPPERS *Aeroplane* (WARNER BROS.) - A monster record! It's awesome, just incredible!

TIA *Slip n' Slide* (ICHIBAN) - Too many people are missing this record! Stores here can't keep this in stock - people are fighting to get their hands on a copy. This is an incredible song. Drop it once or twice at night, and you'll get enough requests to prove that this is a hit!

DAVE ALEXANDER, PD, KHTO, Springfield

BILLY MANN *Turn Down The World* (A&M) - Nice relief record!

BASS IS BASE *I Cry* (ISLAND) - Cool! They have the right sound at the right time!

k.d. lang *Sexuality* (WARNER BROS.) - Instant response to new remix!

SCOTT SHANNON, PD, KHTQ, Spokane

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - A scary record, and a great comeback. I didn't think there was such a thing as '90s Glam Pop, but this is it. Good stuff!

JILL SOBULE *Houdini's Box* (ATLANTIC) - I'm testing this and it's garnering some good, early phone response! A hauntingly deep ballad that relates well to women. A groovy, slow, chick song!!

THE NEWSBOYS *Take Me To Your Leader* (STAR SONG/VIRGIN) - This bridges the gap between Alternative and Pop! A hot song.

SCOTT KRAMER, MD, KISR, Ft. Smith

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - I'm really into this!

MICK FULGHAM, MD, KISX, Tyler

SON VOLT *Drown* (WARNER BROS.) - Cool record, cool radio song!

BRUCE SPRINGSTEEN *Dead Man Walking* (COLUMBIA/CRG) - Since I saw the movie, I've been into this!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - Cool record! I dig it!

JEFF ANDREWS, PD/MD, KLYV, Dubuque

RED HOT CHILI PEPPERS *Aeroplane* (WARNER BROS.) - Selling lots of records! A must for nighttime!

JANN ARDEN *Insensitive* (A&M) - Listeners recognize it from the movie. They should have put it on the *Bed Of Roses* soundtrack! Lots of curiosity calls from women! I'm impressed!

SCARLET *Independent Love Song* (MILAN) - This one is getting lost in the shuffle nationally, but I'm seeing good results locally.

STONE TEMPLE PILOTS *Big Bang Baby* (ATLANTIC) - My Atlantic rep, Bernadette Powers, said, "Spin it a few times and it'll grow on you." She was right.

JON ZELLNER, PD, KMXV, Kansas City

GLORIA ESTEFAN *Reach* (EPIC) - Probably her most powerful work in years. Certainly Olympic exposure won't hurt!

CELINE DION *Because You Loved Me* (550 MUSIC) - #2 call-out, #1 requests and #1 sales in Kansas City!

FOO FIGHTERS *Big Me* (CAPITOL) - I like it a lot. This sounds like an old Steve Miller record in a way!

DALE BAIRD, PD, KQXY, Beaumont

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Smokin'!

STONE TEMPLE PILOTS *Big Bang Baby* (ATLANTIC) - Pretty good for nighttime.

RADIOHEAD *High & Dry* (CAPITOL) - I'm digging it.

JAMMER, MD, KQXY, Beaumont

TRACY CHAPMAN *Give Me One Reason* (ELEKTRA) - Big time! Big time! Big time!

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (UNIVERSAL/GROOVE NATION) - Smokin' Dance record!

TINA ARENA *Chains* (EPIC) - Good-sounding, smooth record!

SPACE HOG

"IN THE MEANTIME"

"The call-outs are good, phones are top 10." -**Cubby Bryant, KRBE**

"This is doing well for us. Has #13 phones overall." -**Rick McCauslin, WYCR**

"I love this song, top 10 requests." -**J.J. Fox, JET102**

"It's in a power Rotation in my office and my car." -**Bruce St. James, POWER106**

"It's still rockin' for us. Strong sales and good research. #1 Most Played!" -**Geronimo, KUTQ**

#1 AT ROCK RADIO
TOP 5 AT MODERN ROCK
R&R MAINSTREAM 38*-35*
MAINSTREAM MONITOR 64*-60*

NEW ON: WSTW & KWTX

IN THE MEANTIME:

KUTQ	40x	KHTY	23x	Z100	37x
WPST	36x	WBHT	24x	WFLZ	20x
WWCK	25x	WSNX	15x	KRBE	25x

It always has been

It always will be

ALL ABOUT THE HOG!!!

If it's too hard, you are too old!



VALERIE KNIGHT, MD, KRQ, Tucson

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Sounds like a bonafide hit!

COOLIO *1,2,3,4 (Sumpin' New)* (TOMMY BOY) - Top 5 phones! Sounds great at night!

CHANTAY SAVAGE *I Will Survive* (RCA) - Sounds real nice.

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - It's a great follow-up for them!

ADAM BURNES, MD, KSLY, San Luis Obispo

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - It reminds me of *Revenge Of The Nerds* (violin-playing nerd). It's got that techno-retro feel.

DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - Still a very rad-sounding song!

TRACY CHAPMAN *Give Me One Reason* (ELEKTRA) - Getting requests through the roof!

LEE CAGLE, MD, KWMX, Denver

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - A good record. I like the regular edit. That's the one!

MYSTERIES OF LIFE *Going Through The Motions* (RCA) - This one really stood up at me! I've been listening to it all day. This group includes former members of the Blake Babies, and I love this song. RCA is going to start working this at Alternative and I think it will become a Pop hit!

DAVE MATTHEWS BAND *Too Much* (RCA) - A very good, solid, Pop record. It's perfect!

TOM MARTENS, PD, KWTX, Waco

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Big wedding song!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - Kind of a Go-Go's feel to it!

TONY MASCARO, MD, PRO-FM, Providence

DAVE MATTHEWS BAND *Too Much* (RCA) - People here love the band. They have proven themselves and this will be their next big one!

TRACY CHAPMAN *Give Me One Reason* (ELEKTRA) - This was Chris' pick this week. It's a definite chick record!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - This is another one that Chris is into. He's big on these type of records!

FOO FIGHTERS *Big Me* (CAPITOL) - We're doing this. It ought to work nicely for us!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - Just a cool record!

RAY KALUSA, MD, Q106, San Diego

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - This is definitely something. Females will latch onto these lyrics!

GLORIA ESTEFAN *Reach* (EPIC) - If you want to look on this as an Olympic theme, you can. If you want to look at it in more of a day-to-day way, the lyrics lend themselves to that too! This is just a good song!

KEVIN PETERSON, PD, STAR94, Atlanta

GLORIA ESTEFAN *Reach* (EPIC) - At first, the Olympic angle was something we thought would make this song. But after hearing this song a couple of times, the hook just hits you over the head! And if, like a lot of women, you're into lyrics, this is a very positive song!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - This has a good hook and a good sound. It has all the elements!

CELINE DION *Because You Loved Me* (550 MUSIC) - This is big with adults, and it's our most requested record with teens!

CHUCK MCGEE, MD, WAEB, Allentown

BILLY MANN *Turn Down The World* (A&M) - If this is not a song the females will fall in love with, well...hey, my fiance sings this to me every time it comes on!

FOO FIGHTERS *Big Me* (CAPITOL) - We like it. This is a real good-sounding song!

BURKE ALLEN, OM, WAEV, Savannah

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - Very hooky, and she's always in the news, so this is something for us!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - A pretty good record!

DOG'S EYE VIEW *Everything Falls Apart* (COLUMBIA/CRG) - I like the sound of this. I can definitely hear it on the radio station!

BILLY MANN *Turn Down The World* (A&M) - A quality singer/songwriter - and this is proof!

TONY MANN, MD, WAPE, Jacksonville

CULTURE BEAT *Inside Out* (SONY) - I think this is a happening tune! It's very cool, very Dance, very hip!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - It was our only add this week. This is going to be huge!

PAUL KELLY, MD, WAYV, Atlantic City

SWV *You're The One* (RCA) - Definitely as strong as their songs from a couple of years ago. I love the album version, but it's too Urbany for our station. Bring on the remixes!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - I think this will do as well as *Be My Lover*.

GARBAGE *Only Happy When It Rains* (ALMO SOUNDS/GEFFEN) - I never thought I'd want to have "garbage" on the air.

JANN ARDEN *Insensitive* (A&M) - We were on this early, but it is really blowing up the phones now!

BILL KLAPROTH, PD, WDBR, Springfield

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - It's gonna be huge!

FOO FIGHTERS *Big Me* (CAPITOL) - Big record!

DEEP BLUE SOMETHING *Halo* (INTERSCOPE) - Kind of retro-sounding! Could be a good follow-up!

ROD PHILLIPS, PD, WDDJ, Paducah

KISS *Every Time I Look At You* (MERCURY) - Our audience still loves this group. Believe it or not, we still get a lot of requests for their stuff. With that kind of identity in the market, we had to give this a shot!

SWV *You're The One* (RCA) - A very good song on a label that is very hot right now!

CHANTAY SAVAGE *I Will Survive* (RCA) - Not usually the kind of song we'd do early, but this is so good!

SCOTT THOMAS, PD/MD, WDJB, Fort Wayne

HECTOR *Joo Oughta Know Mang* (THUMP) - Great morning show record. Instant phones!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - Great night record! Lots of tempo!

CAST *Alright* (POLYDOR) - Watch for this one to cross over!

LOUIS KAPLAN, PD, WGTZ, Dayton

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Kind of a neat record. I like it!

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - A good remake of her original remake!

WEIRD AL YANKOVIC *Amish Paradise* (SCOTTI BROS.) - #1 requests! This is hilarious!

TOM PAPPAS, PD, WHOT, Youngstown

GARBAGE *Only Happy When It Rains* (ALMO SOUNDS/GEFFEN) - This will cross over!

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - What can I say, it's Madonna!?!?

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Listen to it a couple times; it will kick in!

PHIL THOMAS, PD, WKMX, Dothan

GLORIA ESTEFAN *Reach* (EPIC) - Gonna be huge!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Great tune! Not too much like Boyz II Men. Very acceptable and accessible.

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Great follow-up! Good night record!

FOO FIGHTERS *Big Me* (CAPITOL) - Gonna be a big, big record!

DAVE VAYDA, MD, WKSS, Hartford

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - I like this one! It's a little early for us, but we're keeping a close eye on Madonna. Could be a surprise.

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Very cool! Spiking this in the afternoons and it's doing great! Gonna be the next big hit!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - Great Pop sound and very catchy hook! I'll be keepin' my eye on this one.

CELINE DION *Because You Loved Me* (550 MUSIC) - Becoming very big! This is going to be bigger than Whitney's *Exhale*.

TINA ARENA *Chains* (EPIC) - Starting to catch on!

KEVIN ROSS, MD, WKZW, Peoria

FOO FIGHTERS *Big Me* (CAPITOL) - This should be a big record!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Great follow-up!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - Pretty cool! Every time I listen, I need to put my hair in a beehive!

EXPLOSIVE SALES!!!

- **SINGLE #10**
- **OVER 52,000 SINGLES SOLD THIS WEEK**
- **OVER 35,000 LPS SOLD THIS WEEK**

13* RHYTHM CROSSOVER MONITOR!
8* R&R!
AUDIENCE OVER 18 MILLION!

THE FOLLOWING CROSSOVER STATIONS HAVE COMMITTED TO "LADY!"

HOT97	New York
WPGC	Washington, D.C.
92Q	Baltimore
WJMN	Boston
WHHH	Indianapolis
WWKX	Providence
WJJS	Roanoke
WJMH	Greensboro
KLUC	Las Vegas
KJMZ	Las Vegas
KUBE	Seattle
KKFR	Phoenix
KMEL	San Francisco
KYLD	San Francisco
KTFM	San Antonio
Z90	San Diego
KKSS	Albuquerque
KBXX	Houston
WJBT	Jacksonville
KPRR	El Paso
KCAQ	Oxnard
WOCQ	Ocean City
HOT105	Modesto
B95	Fresno
KZFM	Corpus Christi
KWIN	Stockton
KDON	Salinas/Monterey
KWNZ	Reno

D'Angelo Lady

EARLY SUCCESS AT TOP40 RADIO:

KHOM	WSSX	WMRV	KISR	WYKS	WYCR
WFHN	CK105	KQXY	WQGN	KJYO	KSMB
KBFM	WSPK	WXYK	KQID	KKRD	<i>and more</i>
WFLY	KHTQ	WRHT	KWTX	WWSR	

From the album **Brown Sugar**

MTV
STRESS
Rotation

EMI Records
EMI

BET

THE BOX
MUSIC TELEVISION
YOU CONTROL

#3
Requests

Management: Kedar Massenburg for Kedar Entertainment

JORDAN WALSH, PD, WLAN, Lancaster

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - I'm not playing a lot of the big star ballads out right now. But this is one I like. This is one I can play all day, which is good!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - A good tune - this might be something!

WEIRD AL YANKOVIC *Amish Paradise* (SCOTTI BROS.) - Are you kidding me? I'm in Amish country here, and I'm all over this! It's out of control. Phones are ringing off the hook! We got 2,000 requests for this in one week. Last Friday night, my night guy did a stunt and played this for five hours. We got all kinds of press coverage and it was the talk of the town! The Amish are a part of our community, and thankfully, this song is not disrespectful to their way of life. It's NOT a slam on them at all! It's just very funny!

BEAU RICHARDS, PD, WMGI, Terre Haute

BASS IS BASE *Cry* (ISLAND) - We had them here for what was essentially their first U.S. show, and they were just awesome! This record was played here 87 times last week. It's my most-played record here and the buzz on it is hot!

BIG SISTER *Round We Go* (S.O.S.) - This is blowing up here! It's your typical Dance, party record. This is scorching the phones here. Maybe it's the story behind this: she's a physicist by day and a singer at night. Maybe what makes this so hot is the doctor-turns-singer angle!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - I like this. Everything else of theirs has been big for us!

VOICE OF THE BEEHIVE *Scary Kisses* (DISCOVERY) - This is good. It sounds excellent!

DEM JONES, MD, WMRV, Binghamton

OASIS *Champagne Supernova* (EPIC) - This record has a really cool feel to it! Don't get freaked out by the lyrics.

TRACY CHAPMAN *Give Me One Reason* (ELEKTRA) - I picked this one a while ago, but had to again! I've never had so many adult requests at night ever! Any song that can make adults so responsive and active is definitely a winner!

SPACEHOG *In The Meantime* (SIRE/EEG) - This is another I picked earlier. Don't be afraid of this record. Full of hooks! Lots of requests! Play it!

DAN BOWEN, APD/MD, WNCI, Columbus

DEBORAH COX *Who Do U Love (Remix)* (ARISTA) - This is something we've been looking at for some time, because it sure sounds like a hit!

GLORIA ESTEFAN *Reach* (EPIC) - She's a core artist for us, and this is a very strong record!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - This ballad does stand out. And it's the kind of song we could play all day!

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - This has always been a good song. Her vocal performance is great!

BILL MITCHELL, PD, WNDU, South Bend

FOO FIGHTERS *Big Me* (CAPITOL) - This is doing incredible! After testing this for a few weeks, I finally put this in full-time last week, and I'm glad I did. In fact, I should have put it in earlier! It's just a great song!

DAVE MATTHEWS BAND *Too Much* (RCA) - This is the first single from their brand new CD. It is going to be an automatic. Uptempo and hooky as hell!

EVERCLEAR *Santa Monica* (CAPITOL) - Put this one on and watch your phones explode!

BOB QUICK, PD, WNKI, Elmira

TINA ARENA *Chains* (EPIC) - The early results are that all my DJ's are in love with her! This is definitely going to be a big record and I'm kicking my butt for not being on this the first week!

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - I like it and hey, it's Madonna - what else do you need to know!

ENYA *Anywhere Is...* (REPRISE) - This is starting to get big! The adult phones on this are great. I was a late bloomer on this, but I'm glad I'm on it now!

DON LONDON, PD, WNVZ, Norfolk

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - A good song. A ballad that fits our sound!

LINA SANTIAGO *Feels So Good (Show Me Your Love)* (UNIVERSAL/GROOVE NATION) - Research is coming back strong on this!

ROB HAYES, MD, WQGN, New London

FOO FIGHTERS *Big Me* (CAPITOL) - Love the video and love the song!

GARBAGE *Only Happy When It Rains* (ALMO SOUNDS/GEFFEN) - It caught my ear and it tested very well!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - My favorite new Dance song! I've been playing it on my CD player for a month now.

J.T. BOSCH, PD, WRHT, Greenville, NC

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - We're hot on this! This is just an outright, totally female-friendly, great hook, Pop record! A great song!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - A very good-sounding record. We'll play it here!

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - Very cool! Cut #3 is the one we like. Anyone who remembers the '70s will remember the original. Anyone who remembers early Madonna will remember her rendition on LIKE A VIRGIN. A very cool sound and I love her vocal work!

TOM PEACE, MD, WRVW, Nashville

MADONNA *Love Don't Live Here Anymore* (MAVERICK/WARNER BROS.) - I love it! Heck, I remember playing this as an album cut back in 1985!

CELINE DION *Because You Loved Me* (550 MUSIC) - This has got to be our best performing record right now! It's doing great!!

TRACY CHAPMAN *Give Me One Reason* (ELEKTRA) - This record is performing very well for us. This is a hit!

BECKY MYERS, PD, WSKS, Utica-Rome

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Typical Urban slow jams Color Me Badd. Definitely gonna be a hit!

FOO FIGHTERS *Big Me* (CAPITOL) - Big Summer hit!

STEW SCHANTZ, PD, WSPK, Poughkeepsie

GLORIA ESTEFAN *Reach* (EPIC) - Inspirational midday music!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Beautiful ballad for all dayparts!

GARBAGE *Only Happy When It Rains* (ALMO SOUNDS/GEFFEN) - The most Pop-accessible song on the album!

CALVIN HICKS, PD, WSSX, Charleston

SPACEHOG *In The Meantime* (SIRE/EEG) - Top 15 phones at night here!

JOAN OSBORNE *Right Hand Man* (BLUE GORILLA/MERCURY) - The more I hear this, the more I like it. Her last one established her, although it took awhile to happen. This won't take that long!

FUGEES *Killing Me Softly* (COLUMBIA/CRG) - Awesome record! This is going to be huge. A killer ballad that really kicks in with a mid-tempo, Hip Hop feel! This is gonna be a bonafide hit!

RON GERONIMO, PD, WWST, Knoxville

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - I like this. It will be a very reactive female record. Color Me Badd is back!

GLORIA ESTEFAN *Reach* (EPIC) - A real good record!

DAVY CROCKETT, PD/MD, WYCR, York

GLORIA ESTEFAN *Reach* (EPIC) - Good record! I hear it and it just makes me want to exercise!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Nice full-time record!

TOM GARRETT, PD, WZOK, Rockford

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Of all the ballads that are out this week, this is the best!

TINA ARENA *Chains* (EPIC) - When I'm on the air, I keep my headphones on as loud as possible, because the production on this record is just so damn perfect.

CELINE DION *Because You Loved Me* (550 MUSIC) - The fastest reacting record of the year so far! This week, we're putting this in power, which is unheard of here for a record that's only been on the air three weeks.

FOO FIGHTERS *Big Me* (CAPITOL) - We're going on it this week. It's going to be huge! I would not be surprised if this thing goes top 10 in a heartbeat!

TOM GJERDRUM, PD, WZPL, Indianapolis

FOO FIGHTERS *Big Me* (CAPITOL) - This is a pretty easy record to play!

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - This will have a great first week. I like it a lot!

MARC SUMMERS, PD, WZYP, Huntsville

2PAC *California Love* (DEATH ROW/INTERSCOPE) - It's tha bomb! It's all that and a bag of chips!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Great female Dance song! Nice balance record!

LENNY KRAVITZ *Can't Get You Off My Mind* (VIRGIN) - Outstanding for all dayparts! Covers all the demos. It's a hit!

KRAMER, MD, WZYP, Huntsville

COOLIO *1,2,3,4 (Sumpin' New)* (TOMMY BOY) - Classic Coolio - having a good time!

TIA *As I Watch U Dance* (ICHIBAN) - We love this. It's cool!

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Finally, a non-rap, good rhythmic Urban record!

REAL McCoy *Sleeping With An Angel* (ARISTA) - Upbeat!

BODEANS *Closer To Free* (REPRISE) - We just upped Rotations on this! Doing great.

GARBAGE *Only Happy When It Rains* (ALMO SOUNDS/GEFFEN) - I love it!

JOAN OSBORNE *Right Hand Man* (BLUE GORILLA/MERCURY) - It's the coolest!

GOO GOO DOLLS

"N a k e d"

From The Platinum Album A BOY NAMED GOO • Selling More Than 16,000 Pieces Per Week

More Than 2400 Total BDS Detections! • More Than 18 Million Listeners!

LOOK FOR THEM ON TOUR WITH BUSH!

MAJOR ROTATIONS INCLUDE:

Z100	21x	99X	15x	WKSE	31x	WXKS	7x
WPLY	30x	WKSS	Add!	WMMS	25x	KHOM	7x
KRBE	28x	Q99	46x	WGTZ	9x	Plus More!	
WHYT	17x	KLRZ	37x	WKBQ	8x		



SEE THE GOO GOO DOLLS ON "90210" FOX-TV SEASON FINALE!

H-TOWN

With ROGER featuring SHIRLEY MURDOCK

"A Thin Line Between Love & Hate"

"A Thin Line Between Love & Hate" - The Movie
Opens 4/5 Easter Weekend

SPINNING AT:

POWER106	KBXX	Z90	WHHH
WPGC	(#7 call-out this week)	92Q	WJBT
		WWKX	KCAQ

SoundScan Single Sales 34*-28*! • 19,000 Singles Sold This Week!

SoundScan Albums 57*-47*! • 20,000 LPs Sold This Week!

R&B Monitor 12*-8*! • Total BDS Detections 1900 Spins!

More Than 10 Million Listeners! • Now Crossing To Top40!



QUINCY JONES

"Slow Jams" From The Album Q's Jook Joint

featuring BABYFACE and TAMIA with PORTRAIT and BARRY WHITE

AIRPLAY INCLUDES:

WPGC	WWKX	KTFM	WSSX
WJMN	WHHH	KLRZ	WFHN
KHKS	KZHT	KHOM	KUBE
KGGI	92Q	KJYO	AND MANY
WJJS	Z90	KKSS	MORE!

"It's Q and Babyface! It's large!" - Victor Starr, MD, KPRR/El Paso

More Than 1400 Total BDS Detections!

More Than 15 Million Listeners!

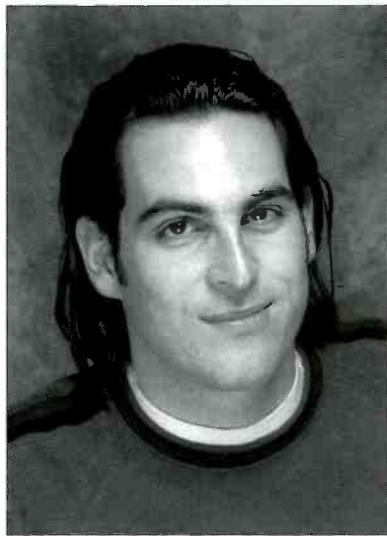
R&B Monitor 33*-31* • Adult-Urban Monitor 18*-14*



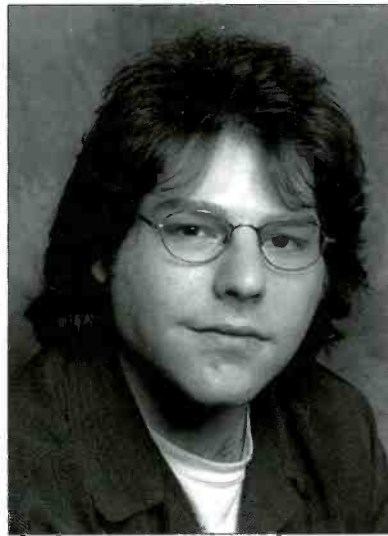
FACES & PLACES



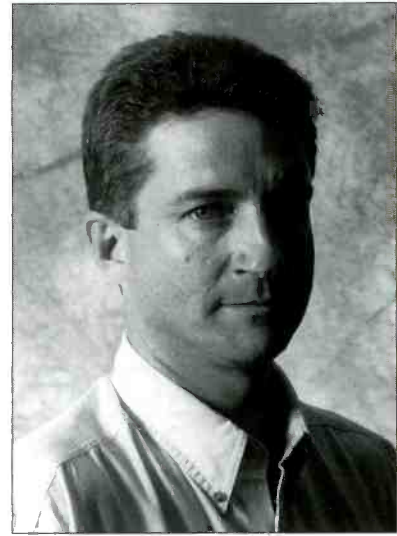
Jeff Dodes has been appointed Senior Director of Marketing and A&R for ZOO Entertainment.



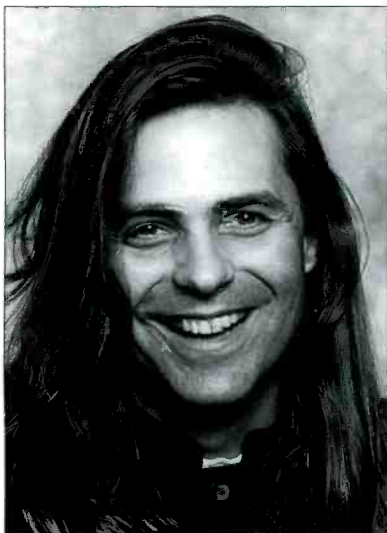
H.M. Wollman has been appointed Manager of Marketing and Artist Development for ZOO Entertainment.



Michael Rich has been appointed Marketing and A&R Representative for ZOO Entertainment.



Ray Gmeiner has been promoted to Vice President of Promotion for ZOO Entertainment.



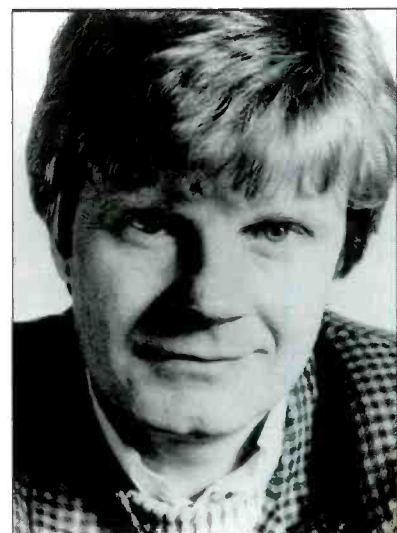
Doug Ingold has been appointed Senior Director of Alternative Promotion for ZOO Entertainment.



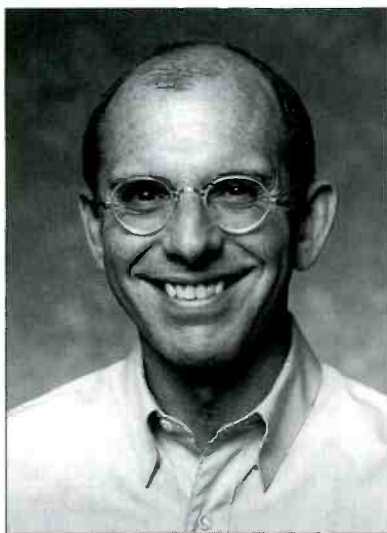
Stephanie Pensyl has been appointed Midwest Regional Promotion/Marketing Manager for ZOO Entertainment.



Marnie Nieves has been appointed as Staff Attorney for ZOO Entertainment.



John Kennedy has been appointed Chairman of POLYGRAM UK.



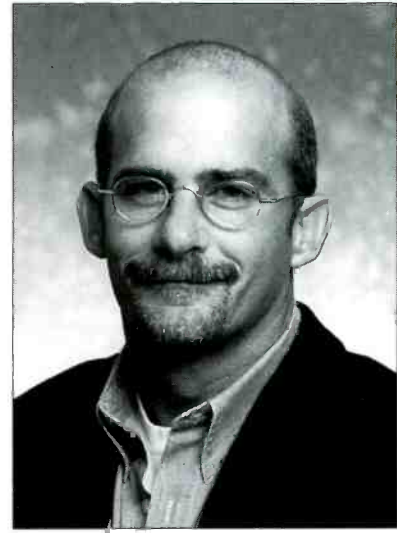
Phil Midiri has been appointed Associate Director, A&R Administration, West Coast for SONY Music.



Jeff Davis has been promoted to National Promo Director for POLYDOR USA.



Bruce McDonald has been promoted to National Promo Director for POLYDOR USA.



Jason Whittington has been named Director of Sales for GEFLEN Records.

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MIKE'S CORNER

by Mike Abrams

"RESEARCH AND COMMON SENSE"

Research is a very important tool in the radio business. Where years ago, we only had our gut to rely on, we now can conduct focus groups, look at weekly call-out, and hold auditorium or perceptual tests to find out what our audience wants. Let's take each type of research individually for a moment and look at using the results along with common sense.

The most common type of research that just about any station can afford is music call-out testing. This gives you weekly information on how the music you are playing is performing. The first debate which you will find is whether to do it in-house or use an outside firm. There are pros and cons to both. If it is farmed out, you don't have to worry about it. You just send your weekly test list and get results. Usually, you get a nicely presented package each week that gives you more information than you'll ever know what to do with. Seems like the way to go. Now, let's look at in-house research. With this method, you need to hire the people, set up the system, buy equipment, and (the highest maintenance task), supervise the operation. But with this happening right under your nose, you also have control of who is doing the work. True, they may make a few dollars an hour or even be volunteers. However, you can find people who are just as concerned with the performance of the station as you are, and treat them as part of the staff. You also have the option of changing any songs or questions you may want without any hassle, or get a report or update whenever you want. If you farm the work out, you really have no idea what is happening or who is doing the work, and if it is accurate. True, there are some very reliable companies out there that do it, and many stations in our chain utilize outside methods, but if you can assemble a research staff that has the same drive and desire you have, you can be assured of accuracy.

After you make the decision of whether to do research in or out of house, you may want to consider the cost. Having an outside company usually costs tens of thousands of dollars, depending on market size. At Hot97, we are using an amazing new innovative research system called Conquest. This system gives us the flexibility we need and 100% accurate results due to a semi-automated computerized system. It is affordable enough so that even with the smallest research budget, it can be purchased. Feel free to call me if you want any information on this system from a very satisfied customer.

After you have your system running, whichever it may be, you need to determine how you will look at the results. Research should always be used as a tool, and with any type of research, you should always remember, your sample size will NEVER be nearly as much as you should be looking at. Even in a market with 50,000 people, if you are testing 100 a week, that's less

than half of one percent of the market. That is why you should use this information as a TOOL. You can argue that Arbitron also measures just a limited sample of the available audience, however, Arbitron uses that information as an exact amount that it reports to you in the form of ratings. When you speak with a limited segment of the market, you are using that information to program for more than 100 times more people, and you have to be concerned how all of them feel, not just the people you are testing.

Many of the ideas that apply for music call-out also pertain to auditorium testing and perceptual testing as well. It is easy to get caught up in just doing what the results say to, but there are always other things to consider. Music you test may seem to test GREAT, but does it FIT with the overall sound of what listeners expect to hear from your station? As most research is done, where the respondent doesn't know who is actually testing them, they may tell you they like certain music, but would not express that they don't expect to hear it on your station. Always consider how the song would sound between your top two songs.

Another form of research, of course, is requests. However, you need to scrutinize any type of information you get from any source that can be manipulated. It is a good tool, but the best information is still when YOU are obtaining the data, not having the data come to you. There is also sales. Soundscan is an accurate tool to measure and see what is going on with the top chains, and those are the ones that sell over 90% of all music in any market. However, you may want to poke around at the independent stores just to see what NEW music may be developing.

One thing to keep away from is OVER-researching. Over-analyzing in ANY area will just lead to second guessing and nothing ever getting done. While there are several different reports we look at each week to determine what we may do musically, there are some basic things to look at that really will help you. It goes back to the old adage in where you can find SOMEWHERE you did well in Arbitron if you tear the book apart... the same goes for research and music.

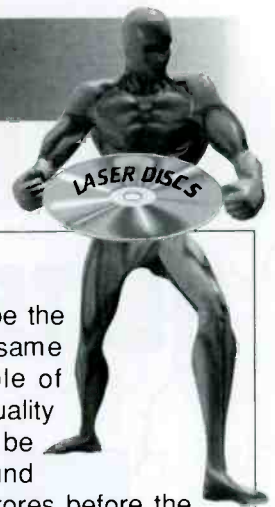
Like many people, including my boss, research is the first job I ever had in this business over 10 years ago. At first, I actually thought it was silly. Why ask listeners for information about music... isn't that why you have an MD?? As time went on, I found out that the MD and music programming people are very important, but there are other ways to extract information from listeners. And if you don't take advantage of them, someone else will.

Mike Abrams is Programming Coordinator at
HOT97/WQHT in New York. You can e-mail him at
MikeRadio@aol.com.

EVOLUTION

Audio & Video Forum

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Our last column dealt out some "expert" advice on surround sound decoders. Now that you are all well-informed, let's turn to the sources that deliver the best surround information to dazzle your auditory nerve endings.

THE AVERAGE VIDEO DISCIPLE ALREADY OWNS A VCR.

If your VCR is sitting on the TV set with the audio patched directly into the television, and you are perfectly content with the results you see and hear, skip this article. Just try and grasp the concept of "hi-fidelity" audio while listening to your movies or concert videos through a 3-inch paper speaker. It simply can't be done. Unless, of course you haven't cleaned the ear wax out for the past twenty years.

To reap the benefits of what surround is all about (and to play it back), you at least have to start with a Hi-Fi VCR and some type of stereo system. In addition, you must be hooked into a receiver that can give you at least four channels of audio playback. Left speaker, right speaker, and two rear channel speakers. To further appreciate Dolby Pro-logic surround, you should also include a center channel speaker (for localized dialogue) into the above mix.

When you can playback your Hi-Fi VCR through a Dolby Pro-logic receiver/decoder, you now have a taste of what a good surround encoded movie can do. However, you have not truly experienced surround sound (at any level) until you have the playback capabilities of a video laserdisc.

HERE'S THE REASONS...

Tape has a limited dynamic range. Dynamic range is the frequency response from the highest highs, to the lowest lows. A tape can only handle a certain amount of "audio information" before it becomes over-saturated... strike 1. The 2nd strike happens when you rent a tape from your local MegaMonster video store. Chances are that it has been viewed by at least a zillion customers before you. This rental tape now has passed through all types of VCR's; Units with clean heads, dirty heads, bad heads, etc. Which in turn means that it's been sucked into an assortment of dirty, grimy, disgusting VCR's before ever seeing the guts of your own meticulously clean tape deck. So, by the time you acquire the tape, it's most likely not in great shape. In the end, the encoded surround track will not REPRODUCE PROPERLY during playback. Strike 3, you're out!

WHAT CAN YOU DO?

First off, if you're serious about obtaining the best surround possible, off the tapes! When it comes to great surround, tape SUCKS! After all, tape is a four-letter word. If you are really serious about your home theater set-up, you MUST have a video laserdisc player. Without one, home theater does not exist...period.

A laserdisc is basically the same animal as a compact disc, except larger. Like a compact disc, the audio is digitally encoded. Unlike the compact disc, the laserdisc stores video. The laserdisc is read by a beam of light, so nothing ever comes in direct contact with its surface. No contact, no wear or tear. The surround encoding now has the possibility of being reproduced through a good audio system to near perfection.

Keep in mind that as of this writing, the laserdisc is the only format available to delivery Dolby Lab's new digital surround AC-3 system. This is the next step in the evolution of surround sound, a completely digital discreet five-channel system with a separate subwoofer channel.

With the right playback equipment, the AC-3 system sounds awesome. Later, the new DSS (digital satellite system) systems should be broadcasting in AC-3. Also, if you've been reading any of the audio

mags, you're probably aware of DVD.

DVD is the new Digital Video Disc promised to be the next "Pet Rock" of home entertainment. The same size as the current compact disc, but capable of holding a entire movie on one side, with picture quality as good as or better than laserdisc. It will also be encoded with Dolby Pro-logic and AC-3 surround channels. All this and more should be in the stores before the end of this year.

If this new format is coming, why should you jump on the old laserdisc "sawhorse?"

Because laserdisc is here now. Because laserdisc has close to 10,000 titles available right now, with more every week. Just check out the new release list! Laserdisc is not going to vanish overnight. DVD will not conquer home entertainment overnight. Both laserdisc and DVD will probably be sold side by side for many years.

From all indications, DVD does not look as good as laserdisc... yet. Plus, one tiny factor: Not one company has actually pressed a DVD. So far, DVD's are "vaporware." Also, the latest DVD news has stated that there is the possibility of a "delay" and DVD won't be introduced to the market until sometime next year.

Today, laserdisc players are a bargain. You can own one for under \$300. Not only do they play movies, they also spin your CD's. Now, that's entertainment. Add one into your system, and start enjoying the very best that home video technology has to offer. Your picture will astonish you and the surround sound will blow you away! Yes, DVD will eventually take over. By that time we could all be in wheelchairs, drooling, mumbling, partially deaf and blind. So enjoy what's out there now! One thing is for sure: Once you've experienced laserdiscs, you'll never go back to watching movies on videotape!

LASER-DISCS NEW RELEASES

TITLE	RETAIL	EVOLUTION MEMBER PRICE
ACE VENTURA: WHEN NATURE CALLS (WS)	34.99	26.24
BABE (WS)	34.99	26.24
BEYOND RANGOON (WS)	34.99	26.24
BRAVEHEART (THX, WS, AC-3)	49.99	37.49
DESPERADO (WS)	39.99	29.99
MURIEL'S WEDDING (WS)	39.99	29.99
PLAYBOY: STRIP	34.99	26.24
PROPHECY (WS)	39.99	29.99
SEVEN (THX, AC-3, WS)	49.99	37.49
USUAL SUSPECTS (WS)	39.99	29.99

LASER-DISCS TOP 10 HITS

TITLE	RETAIL	EVOLUTION MEMBER PRICE
ABYSS COLLECTOR'S EDITION (THX, WS)	99.99	74.99
AMADEUS SPECIAL EDITION (THX, AC-3)	159.99	119.99
APOLLO 13 (THX, WS)	44.99	33.74
DIE HARD (THX, WS, AC-3)	49.99	37.49
EAGLES: HELL FREEZES OVER TOUR	39.99	29.99
FORREST GUMP (THX, WS, AC-3)	49.99	37.49
JURASSIC PARK (THX, WS)	44.99	33.74
RAIDERS OF THE LOST ARK (WS)	34.99	26.24
STAR WARS (THX, WS)	59.99	44.99
TOP GUN (THX, WS, AC-3)	39.99	29.99

* WS=WIDE SCREEN * RM=REMASTERED * SE=SPECIAL EDITION * AC-3=NEW DOLBY SURROUND DIGITAL*

* ACDC=ALTERNATING SURROUND FOR SYSTEMS WITHOUT AUDIO* * THX=LUCASFILM'S GOOD HOUSEKEEPING SEAL OF APPROVAL*

For More information contact JAY FRANK at EVOLUTION

EPIC RECORDS GROUP

MEETS TO PLAN NEW MUSIC FOR A NEW YEAR



SELENA SCHOLARSHIP PROGRAM ANNOUNCED BY EMI

*S*elena



EMI Music has established a new scholarship program honoring the memory of the late recording artist Selena, it was announced by Jose Behar, President of EMI Latin.

The EMI/Selena Scholarship Program will assist Hispanic students who plan to continue their post-secondary education at four-year institutions. The program, which was created by the EMI Music Foundation, was formally unveiled during the 16th annual Tejano Music Awards on March 23 in San Antonio, Texas.

Selena, who recorded on the EMI Latin label, was the first superstar in the field of Tejano music. She won a Grammy Award for Best Mexican/American Performance for her 1993 album, "Selena Live." In 1995, Selena's "Dreaming Of You" became the first album by a Latin artist ever to enter Billboard magazine's pop album chart at No. 1. Tragically, Selena was murdered in March 1995.

"Selena was a unique star who understood the responsibility that came with fame," said Mr. Behar. "She frequently encouraged young people to pursue an education to enable them to

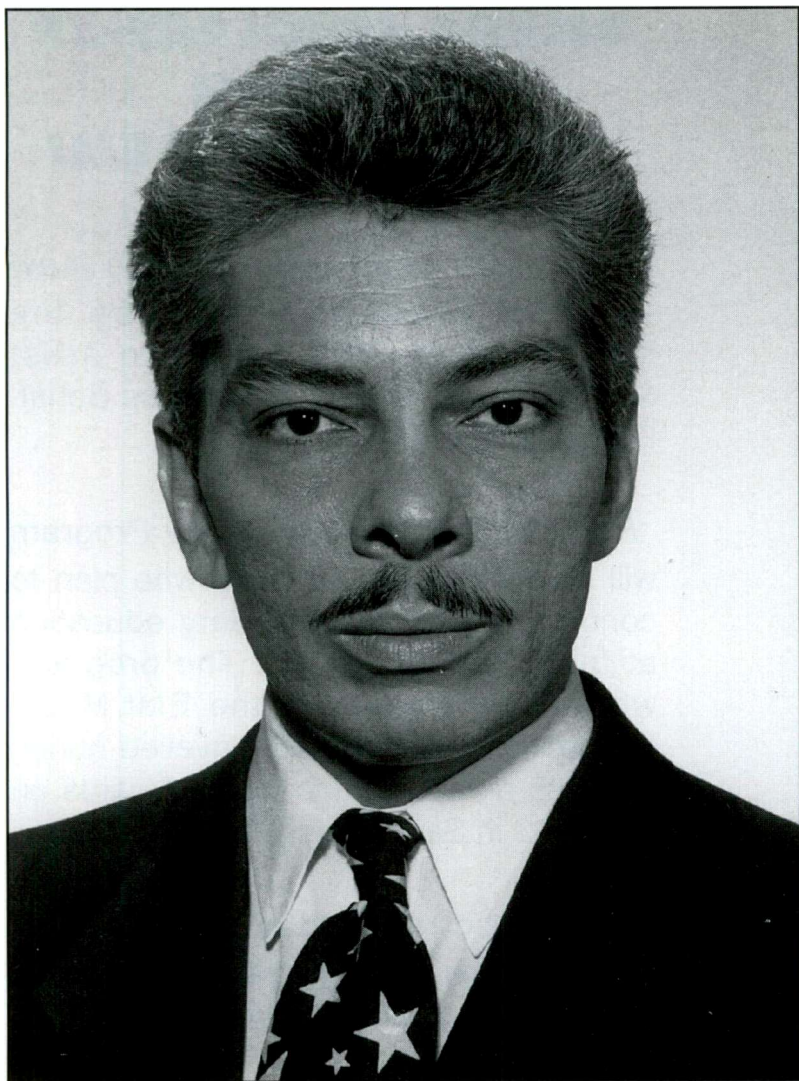
become professionals and serve as role models for others. We believe that the educational opportunities this scholarship program will provide to the winners is a fitting way to remember what Selena exemplified."

"The Selena Scholarship is an outstanding example of our commitment to offering aspiring youth a chance to attain their dreams," said Charles Koppelman, Chairman and CEO of EMI-Capitol Music Group North America. "This is one of many such programs sponsored by the EMI Music Foundation which are designed to reach out and help gifted youngsters from all backgrounds realize their fullest potential."

The EMI Music Foundation recently inaugurated the EMI/Nat King Cole Scholarship, to benefit talented African American students.

Under the terms of the EMI/Selena Scholarship program, up to ten \$2,500 scholarships will be awarded each year. Five awards will be granted to students majoring in the arts or music, and five will be granted to students with other majors.

Since 1980, The Tejano Music Awards, and various other special events produced by Texas Talent Musicians Association, have provided a forum to create greater awareness and appreciation for Tejano musicians, composers, performers and recording artists.



AN EXCLUSIVE INTERVIEW WITH

MIKE McVAY

Introduction & interview by Chris Ruh

Anyone who spent his/her formative years in Southern California in the late 1970's will undoubtedly remember that at the time, radio there was, well...happening! While KMET, KLOS and KWST (which was to later become POWER106) were fighting the Rock wars, KIIS-FM, KRTH, KIQQ, and a host of AM stations, were duking it out for Top40 supremacy. (Hey, Rick Dees was on KHJ-AM!) One of those AM stations was KTNQ, which broadcast to true believers as "10Q." I was one of those believers. My first car (used 1974 Opel Manta) only had an AM radio, and 1020 on the AM dial was the place for me! 10Q played an aggressive, raucous mix of late-'70s power Pop and Rock that could be found nowhere else on the dial; it seems as though I heard Boston's essential Foreplay/Longtime almost every hour! Little did I know at the time, that almost two decades later, my path would cross with that of the man who masterminded that innovative station, Mike McVay.

Mike was just 24 years old when he programmed 10Q. His success there propelled him on to a radio career in which he has, literally, done it all: talent, PD, OM, GM and station owner. He has been honored with listings in "Who's Who in America," and "Who's Who in Finance & Industry." And as president of his eponymously named consultancy, Mike advises many leading radio stations, both in this country and abroad. With the tips of his fingers ever on the pulse of our industry, Mike offers us his views on the resurgence of Top40, and a blueprint for the programmers of tomorrow.

OVER THE PAST FEW RATINGS BOOKS, TOP40 APPEARS TO BE ENJOYING A RENAISSANCE AND A NEW VITALITY. ARE YOU SEEING THIS? DEPENDING ON YOUR ANSWER, WHY OR WHY NOT?

I do think that Top40 is doing very well. I think that part of the vitality is that many stations that are doing Top40 well have leaned Adult-Top40. We're finally seeing, I believe, clear lines between the formats. You've got, either an Adult-Top40 that may have been a Hot AC at one time, and they finally said, "O.K., we can't be a little bit pregnant. Let's move over here." The other thing I think we're finding is that if it's an Urban or Dance-based Top40, they're declaring. They're not trying to mix Pop Alternative with that music now; so that's more clearly defined. And then Pop Alternative is a brand of Top40 almost unto itself. And I don't mean necessarily the clear true Alternative format. These stations are playing the big Pop hits – the Hooties and the Blues Travelers and those things as a Top40, and a heavy dose of those without Coolio (or other Rap product) on the same radio station. So because there's more clear lines now, these formats are working. The other thing is that Top40's always been a popular format. The amazing thing to me about radio, since I first programmed it back in the early '70s, is that if there's one big Top40 in the market, it does really well. If you have four of them in the market, none of them do well. But instead of people adding up the shares, they make statements that the format doesn't work

and then people go screaming lemming-like off the cliff into the water. I think now that Top40 has more clearly defined lines, people have grasped that you don't have to be a teen-based radio station to be a Top40.

YOU BROUGHT UP THE ISSUE OF TEENS. IS THERE SOME VALUE TO TEEN NUMBERS IN YOUR MIND? WE SEE A LOT OF TELEVISION ADVERTISING AND MARKETING AIMED AT THE

YOUTH SEGMENT OF THE MARKET, ON NETWORKS SUCH AS FOX AND MTV. IN YOUR MIND, IS THERE A REASON THAT THESE SAME ADVERTISERS DON'T WANT THAT AUDIENCE DERIVED FROM A RADIO MEDIUM?

Let me be clear when I say "not a teen-based format." You might still have a 30-share of teens, which percentage-wise will be larger than any other demo on your radio station, but the stations that are successful are mass-appeal enough that they're not focusing solely on 12-24. They're focusing larger than

that. And so yes, you do want those younger listeners in there. When I run into a program director who says, "I've chased away the teens and we're moving in the right direction," that guy is a fool. Because if you've chased away the teens, you've probably also eliminated the hipness and newness of your radio station that's going to bring you in the leading edge of 25-34 year-old listeners. You've eliminated one of the attributes that people are going to look for in your radio station. So when I say "not teen-

using the radio and it's all youth-based.

SO YOU'RE REALLY NOT SO MUCH TALKING ABOUT THE DIFFERENCE IN YOUR MIND VERSUS THE FORMAT YOU JUST DESCRIBED. IT'S NOT THAT YOU BLOW OFF THE KIDS, IT'S JUST THAT YOU DON'T ACTIVELY COURT THEM?

Absolutely. If you're a good Top40 station, you get kids by default. I can tell you the best example of how the music has really blended between generations. I'm 42 years-old. I have a 17 year-old daughter. Being the good dad that I am, on Sunday evenings I like to take her car out and get the oil checked and gas it up and then maybe get it washed for her. She has a five-CD changer in her car. I enjoy popping in to her CD's just to see what she's listening to. She may have Rusted Root on it. She may have Alanis Morissette or she could have The Beatles' "Sergeant Pepper" CD. I'm sure that her musical tastes are probably a little broader than the average child, because she's grown up under my influences, but I can't recall ever liking the music my parents liked. Yet, if we're in the car together, and she wants me to put on her favorite radio station, seldom do I have a problem with the songs they're playing.

FROM WHAT YOU'VE SAID IN THE PAST FEW MINUTES, IS IT SAFE TO SAY THAT YOU CONSIDER YOURSELF A MUSIC PERSON??

"People have grasped that you don't have to be a teen-based radio station to be a Top40."

based," my opinion is this: You daypart your radio station and you become a big, mass-appeal family radio station, like I grew up with. I grew up listening to 13Q in Pittsburgh and WLS in Chicago, WABC in New York City – those radio stations were really mass-appeal in the morning and they played youthful songs in the morning show as well as mass appeal tunes, because they knew they had kids getting ready for school as well as adults getting ready for work. Midday music was much more adult. About 3 o'clock, they'd start to become more contemporary. Seven o'clock at night it kicked in even more, and after 9 o'clock, forget it...there's no adults out there

I consider myself a radio person. And as a radio programmer, music is first and foremost; then it's information, then it's personality, then it's promotion. And in that order. Now, why do I say music is most important? Because that's why people use your radio station. So the music has to be right. You have to be playing the right music; you have to know when to get on a song, get off a song and what songs fit the essence of your station. Next is information. The reason I put that above personality is it's more than just the news that you run in the morning. It's what the jocks talk about too. The information that they're going to disseminate. Then it's personality, and I'm still a big believer in personality. I'm not the kind of consultant who says, "Shut up and read the liner cards." I would challenge anyone I've consulted or programmed anywhere to say that that's been my line to them. Because I've grown up influenced by big morning talent, I've always tried to have big morning personalities where I've programmed. At the stations I consult, we build big morning shows, because I know that it's what makes the station memorable and it brings people in the door in the morning. The final thing is promotion and marketing. Once the product is right, then you promote it and market it. Anybody who tries to take a music station and build it in a different order than that, isn't going to be successful.

LET'S TALK A LITTLE BIT ABOUT WHAT'S HAPPENING NOW IN BROADCASTING AT THE MOMENT. DEREGULATION IS CAUSING SWEEPING CHANGES TO THE BROADCAST LANDSCAPE. ENTIRE GROUPS ARE BEING BOUGHT AND SOLD, ALMOST OVERNIGHT. BIG COMPANIES ARE EITHER GETTING OUT OF THE BUSINESS, WITH A VERY NICE PROFIT, OR ARE GETTING BIGGER FAST. SOME NOW OWN SIX, SEVEN, AND EIGHT OR MORE STATIONS IN A SINGLE MARKET. WITH THIS IN MIND, WHAT DO YOU FORESEE AS SOME OF THE NEW CHALLENGES THAT ARE GOING TO BE FACING PROGRAMMING PROFESSIONALS, NOT ONLY AS THEY PROGRAM THEIR RADIO STATIONS, BUT ALSO AS THEY TRY TO CULTIVATE THEIR CAREERS?

First off, program directors are going to have to be global in their thinking. If you have four radio stations under one roof, you must figure out how to maximize the total shares available in the market. Somebody who owns four FM radio stations in a market, what it's all about is getting market share. "How do I get all the shares I can get?" And so I think programmers are going to have to be global. And I don't mean that to say that the Top40 PD under the roof should be worried that he doesn't want to hurt the (sister) AC station's audience, but rather there are some songs that you would have played that are crossovers between the two. For instance, in

Rochester, I consult WVOR, and as they purchased WPXY, I began to work with Clarke Ingram. Now I'm not the hands-on consultant there, but they've actually paid me extra money to be sure that the two radio stations don't cannibalize each other, and yet still compete.

THEY OBVIOUSLY HAVE TO SHARE AN APPROPRIATE AMOUNT OF CUME ON ONE LEVEL, AND YET AT THE SAME TIME, THEY'VE GOT TO BE CAREFUL TO HAVE A BALANCE SO THAT THEY'RE MAXIMIZING THE EXCLUSIVE AUDIENCE ON EACH ONE. IS THAT FAIR TO SAY?

Yes, that's absolutely correct. But to be specific, a case in point would be where I sit down and say to WVOR, "I don't think you should be playing this song. Blues Traveler is a WPXY song, let's leave *Hook* alone." I may say to WPXY, "I'm really uncomfortable with you playing Selena's new song. I think you should let WVOR establish that song. Wait until it's huge in your market before you go on it."

SO, WHEREAS BEFORE, A PROGRAMMER WOULD OFTEN BE CONCERNED SOLELY ABOUT HIS OR HER RADIO STATION, THEY'RE NOW GOING TO HAVE TO LOOK AT HOW ANY ONE SONG MAY EFFECT EACH STATION IN THEIR MARKET GROUP, AND HOW VARIOUS

COMPETITIVE STRATEGIES FOR ONE STATION WILL EFFECT THE OTHERS IN THE GROUP?

Absolutely. Another example would be KMXV in Kansas City and KUDL in Kansas City. Tom Land, KUDL OM, is making sure that KUDL is clearly focused and well-positioned as an AC station. KMXV has become more of a white bread, Pop/Alternative/Top40 station, less dancy than most Top40s. That transition was based on research, but that transition was also required so that we could draw a line somewhere in the sand; this is so that KMXV doesn't cannibalize KUDL and vice versa. I don't believe programmers should sit down and say, "Well here's a hit, but I'm never going to be able to play it. It might hurt my sister station." I'm not saying anyone should avoid hits. I'm just saying that a Top40 may be slower to cross over an AC hit and an AC may be slower to cross over a Top40 hit. This is because you're allowing your sister station to own a position. And back to the original question: this is something

program directors are going to have to be conscious of. The other thing is sitting down and looking at marketing. For instance, in Providence, WPRO-FM (PRO-FM) and WWLI (LITE 105) are under the same roof. PRO-FM, a couple of years ago, did a direct mail piece to offices. A Top40 did a direct mail piece to an office which should be AC's arena. PRO-FM had a great book, hit number one 25-54, but it was at the expense of LITE105, their soft AC sister station. So we've since taken the attitude marketing-wise that LITE105 should be the at-work station and 92PRO-FM should be the at-home station. Harv Blain (who consults 92PRO-FM) and I have conversations with each other, and we make sure that we don't cannibalize those two radio stations. So here's a situation where there's a whole other consultant doing Top40. I'm doing the AC, but because we're all under the same roof, and it's a friendly alliance, we make sure that we don't do a promotion that's going to hurt each other.

SO YOU'VE GOT TO MAKE SURE THAT YOU WORK TOGETHER, TO INSURE THAT A PARTICULAR PROMOTION IS, IN SOME WAY, HEALTHY FOR BOTH STATIONS?

Right. Healthy for both by not attacking each other.

AS A CONSULTANT, YOU SPEAK REGULARLY WITH MANY GENERAL MANAGERS. I'M

they're general sales managers. I'll have general managers say to me, "Well, this guy didn't make a good appearance. I don't know that his people skills are very good." And my response is generally, "I don't care what he looks like. Hey, he may be an ax murderer, and that could be right in this particular situation. If I have a station that really needs discipline, then I want an ax murderer. We'll worry about pumping these people up later." A radio station that we're involved in right now has a program director who has moved probably every two years, and in talking with the GM he said, "This guy's done well. He's got good ratings everywhere, but he moves every two years." And I said to him, "Look, you're in trouble from a ratings standpoint. If he fixes your station, it gives you two great years. It's going to be better when he leaves. But I believe that this program director enjoys being romanced. Why don't you walk down out of your office every week and walk into his office and say, 'Hey, I love what you're doing. Here's two tickets to a concert. Hey, here's two tickets to dinner. Take your wife.' If you stroke this guy every week, I think he'll stay with you a lot longer than two years because he has the need for romance."

SO PART OF WHAT YOU'RE SAYING, IF I CAN INTERPRET TO A DEGREE, IS THAT PROGRAM DIRECTORS HAVE TO BE LOOKED AT DIFFERENTLY THAN SOME OF THE OTHER MANAGEMENT PROFESSIONALS IN RADIO BECAUSE OF THE VERY UNIQUE NATURE OF WHAT IT IS THAT THEY DO AND THE VERY EMOTIONAL CONNECTION OFTEN BETWEEN THEIR PASSION FOR RADIO AND MUSIC AND ULTIMATELY WHAT HAPPENS TO THE END-USER OF THE RADIO STATION, THE LISTENER.

Absolutely. I look at Regent Communications. It's a group run by Terry Jacobs. He's the guy who founded Jacor and you can't argue with the success Jacor's had or with the success Regent Communications is having. And what Terry Jacobs and his CEO, Bill Stakelin, do, if you walk into any of his stations...his companies seem to hire really talented program directors, and those guys come complete with a whole bag of eccentricities. He also hires really talented general managers who know how to manage the station. It wouldn't be unusual to be sitting in a meeting and have the GM say, "Ok, well that's programming. We're going to let him worry about that." And the GM might walk into a separate meeting with the PD and focus on that situation. But those Regent general managers seem to understand how to direct program directors.

ON THE OTHER SIDE OF THE COIN: AS A PROGRAMMING PROFESSIONAL, LET'S SAY I'M INTERVIEWING FOR A JOB, NOT

...Continued On Page 42

PHONES

LIVE 105 - TOP 51

91X

WNFZ

KCXX

WHTG



MUSIC TELEVISION®

120 MINUTES

ALTERNATIVE NATION!!

FAMOUS QUOTES

"What's not to like?"

It's catchy, hook-driven Pop.

Bands like CAST make sense."

- Richard Sands, LIVE105

"The new kings of Brit Pop!"

- Mike Halloran, ex-91X

"...a religious experience."

- Noel Gallagher, OASIS

#6 In Format Disc-covery Club

R&R 3RD WEEK MOST ADDED!

#3 NEW & ACTIVE!!

ALRIGHT

from the album All Change

CAST

U.S. TOUR BEGINS APRIL 30TH

Produced by John Leckie

Management: Rob Swerdlow/Peter Rudge

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Mark Jackson's

format

FORMAT STUFF

MOST DISC-OVERED this week comes from EPIC's RAGE AGAINST THE MACHINE with "BULLS ON PARADE." Two weeks ago, we said that the FOO's remake of "DOWN IN THE PARK" off the X-FILES SOUNDTRACK was THE record. Now that same feeling is echoed by the likes of TED TAYLOR & DAVID SADOF. FORMAT loves what REV 105 MINNEAPOLIS' SHAWN STEWART says about SUPER DELUXE's "SHE CAME ON" (REVOLUTION). We also love that GOD LIVES UNDERWATER's main guy GARY RICHARDS is at the REVOLUTION helm. Detroit City's CHARM FARM start their attack on radio with solid action in the mid-west. The MERCURY/PRA staff's are going overtime with the phones to break their first single "SICK." Lame excuses of too many girl records won't stop UNIVERSAL's STEVE LEEDS from racking up more numbers on FLEMING & JOHN's "I'M NOT AFRAID." Speaking of STEVE need we say anymore about GOLDFINGER's "HERE IN YOUR BEDROOM?" The world is coming in on this one. In L.A. last week caught up close live was NO NAME RECORDING's DASHBOARD PROPHETS, keep an ear out. LUSH "LADYKILLER" (4AD/REPRISE) still all over the world and growing. Not your typical MIKE JACOBS kind of record, THE WHY STORE's "LACK OF WATER" (WAY COOL MUSIC) holds water for several ears out there. The boys from across the pond, CAST, are without question "ALRIGHT" (POLYDOR). A final wakeup call has begun. New stuff by big artists (DAVE/CRANBERRIES, etc.) is no excuse not to listen for the next big thing. VIVA LAS VEGAS.

MARK JACKSON

FORMAT GROUND ZERO

This week FORMAT Zeroes in on Sean Boy Walton and his unique Salt Lake City blend of specialty show programming. Here is some prime cuts from last week's very special specialty programming as heard on Utah's hippest place on the dial KXRX's "Now Hear This."

MYSTERY MACHINE Brand New Song
JARS OF CLAY Liquid
JEREMY TOBACK The Word Behind The Words
FRANK BLACK You Ain't Me
GIRLS AGAINST BOYS Super-fire
GREN Tripping The Life
PLASTIQUE Touch Someone
KILLING JOKE Democracy
BEN FOLDS FIVE Uncle Walter
BLINK 182 M&M's
TRIPLE FAST ACTION Revved Up
STONE TEMPLE PILOTS Art School Girl
BOUNCING SOULS The Ballad Of Johnny X

MOST DISC-OVERED

1. RAGE AGAINST THE MACHINE Bulls On Parade (EPIC)
2. GOLDFINGER Here In Your Bedroom (MOJO/UNIVERSAL)
3. TRACY BONHAM Mother, Mother (ISLAND)
4. EVERCLEAR Heartspark Dollarsign (CAPITOL)
5. HOWLIN' MAGGIE Alcohol (COLUMBIA/CRG)
6. CAST Alright (POLYDOR)
7. FOO FIGHTERS Down In The Park (WARNER BROS.)
8. PATTI ROTHBERG Inside (EMI)
9. AMMON!A Drugs (EPIC)

FORMAT LIVE

TRIPLEFASTACTION THE ALLIGATOR LOUNGE MARCH

I had the distinct pleasure of catching the 2nd coming of Alt/distortion-fused hook-laden melodic riff Rock. Not since Cobain (there I said it), have we seen such an unassuming songwriting genius as Wes Kidd. Kidd posed in black jeans and a tight Knack T-shirt, led his band through an all too short set of his specially crafted, punkier-than-Seattle brand of grunge. Kidd's power hungry incredibly hooky guitar rock is rock the way it is meant to be played.

After opening up for Everclear at the sold-out Roxy, TFA opened their headlining set at a Capitol showcase with the fierce Rock of "Cherry". The song showed that Wes and the boys know how to keep it tight. Yet once the set got rolling, TFA demonstrated that they also know how to go off. An incredible version of "Sally Tree" and a great version of "Aerosmith" reminded me of why I have loved this band for so many years.

The brilliant Brad Wood styled single "Revved Up" suffered only in that it did not include the cool-as-hell (Verucaesque) back-up vocals displayed on the also cool-as-hell triple vinyl edition of "broadcaster".

Kidd also led the band through a surprisingly true version of labelmates Sparklehorse's "Someday I Will Treat You Good." The band ripped like only Chicago rockers can. Ronnie Schneider can and did head his ax up at the drop of a hat. Brian pounded away and kept the sonic structure of the songs accurate and right in step with the melodic pounding of Kevin's bass. And Wes, did I mention he was wearing a Knack T-shirt, kept the whole thing rockin' and let us join into the world that only he knows.

MATT MUNRO



THE HUNGER
VANISHING CREAM
FROM THE NEW ALBUM **DEVIL THUMBS A RIDE**

Celebrating our 89th day in business.

© 1996 Universal Records

SEAN DEMERY, MD, 99X, Atlanta

BEL CANTO *Rumour* (LAVA/ATLANTIC) - It makes me giddy like a little school girl.

SHOVELJERK *Unwind* (CAPRICORN) - My audience loves it. Screw you.

REFRESHMENTS *Banditos* (MERCURY) - Light, bubbly, totally refreshing. But if David Lowery is listening, he'll be pissed off.

JANE PURCELL, PD, CD101, Columbus

CAST *Alright* (POLYDOR) - Really diggin' it!

THE ODDS *Truth Told* (ELEKTRA) - Nothing odd about it makes perfect sense to me.

HOWLIN' MAGGIE *Alcohol* (COLUMBIA/CRG) - Everyone in the universe should be playing it.

JAY MICHAELS, MD, KDGE, Dallas

PHUNK JUNKEEZ *Me'n Yer Girl* (TRAUMA) - This will be a huge night record!

POE *Angry Johnny* (MODERN/ATLANTIC) - Top 5 in one week! Huge sales increase, gonna be huge if people play it.

AMMON!A *Drugs* (EPIC) - Very addictive.

CARLA GONZALES, MD, KFRR, Fresno

THE IMPERIAL DRAGS *Boy Or Girl* (WORK) - A f#ckin' great record!

BABYLON ZOO *Spaceman* (EMI) - Where the f#ck is everyone?

TRACY BONHAM *Mother, Mother* (ISLAND) - F#ckin' fabulous!

THE HUNGER *Vanishing Cream* (UNIVERSAL) - F#ckin' incredible!

HOWLIN' MAGGIE *Alcohol* (COLUMBIA/CRG) - A f#ckin' smash!

JASON JUSTICE, MD, KISF, Kansas City

SEMISONIC *Down In Flames* (MCA) - Terrific harmony, cool song!

SELF *So Low* (ZOO) - Catchy as hell.

EVERCLEAR *Heartspark Dollarsign* (CAPITOL) - As good as Santa Monica or better.

DEANNE SAFREN, MD, KJEE, Santa Barbara

TRACY BONHAM *Mother, Mother* (ISLAND) - Good song, kinda like Alanis. Sounds good on the air.

SUPER 8 *King Of The World* (HOLLYWOOD) - Kinda Lenny. I think it'll work, sounds good.

GOLDFINGER *Here In Your Bedroom* (MOJO/UNIVERSAL) - Sounds really good on our station.

JUSTIN/IAN MCCAIN, APD, KKNB, Lincoln

SPAIN *Untitled #1* (RESTLESS) - Don't be a puppet. Play this Damn record.

ROCKET FROM THE CRYPT *Young Livers* (INTERSCOPE) - See this band live and become a believer.

PEARL JAM *Smells Like Teen Spirit* (EPIC/GEFFEN) - I'm really diggin' the new guitar stuff. I think something is going on in Seattle.

ROGER THE DODGER, PD, KLZR, Kansas City

NOFX *Philthy Phil Philanthropist* (EPITAPH) - Big, Big, Big, phones!

THE VERVE PIPE *Photograph* (RCA) - Sounds good on the air!

LUSH *Ladykillers* (4AD/REPRISE) - Sounds good on the air.

MIKE PEER, PD, KNNC, Austin

SOUTHERN CULTURE ON THE SKIDS *Camel Walk* (GEFFEN) - I'm adding it next week. Great song! Biggest novelty record since Deadeye Dick.

RAGE AGAINST THE MACHINE *Bulls On Parade* (EPIC) - Gonna be huge. It's got KNNC written all over it!

CIBO MATTO *Know Your Chicken* (WARNER BROS.) - Quirky and catchy enough to be the one.

JAY TAYLOR, PD/MD, KOME, San Jose

OASIS *Don't Look Back In Anger* (EPIC) - I like this one.

LUSH *Ladykillers* (4AD/REPRISE) - Right there.

RAGE AGAINST THE MACHINE *Bulls On Parade* (EPIC)

GOLDFINGER *Here In Your Bedroom* (UNIVERSAL) - Top ten phones after 4 weeks of play!

TIM VIRGIN, MD, KPNT, St. Louis

RAGE AGAINST THE MACHINE *Bulls On Parade* (EPIC)

DAREDEVILS *Hate You* (EPITAPH)

TRACY BONHAM *Mother, Mother* (ISLAND)

GIRLS AGAINST BOYS *Super-fire* (TOUCH N GO)

LUNGS *Pull It Off* (ZOO/PAVEMENT)

GOLDFINGER *Here In Your Bedroom* (MOJO/UNIVERSAL)

NIKKI BASQUE, MD, KPOI, Honolulu

RAGE AGAINST THE MACHINE *Bulls On Parade* (EPIC) - It Roooooocks your lame ass (I'm stealin from Hagfish.)

DANDY WARHOLS *Nothing To Do* (WARNER BROS.) - Very Dandy Warholish and we love 'em!

DAREDEVILS *Hate You* (EPITAPH) - Punk Rock is back!

SHAWN STEWART, MD, KREV, Minneapolis

SUPER DELUXE *She Came On* (TIM KERR/REVOLUTION) - It sounds more beautiful than anything else on the radio.

BOB MOULD *Ego Overload* (RYCODISC) - A powerful song.

OASIS *Don't Look Back In Anger* (EPIC) - My guilty pleasure, it's so great.

CHRIS 'Rip' EWING, MD, KRZQ, Reno

RAGE AGAINST THE MACHINE *Bulls On Parade* (EPIC) - Simply awesome!

FOO FIGHTERS *Down In The Park* (WARNER BROS.) - Cool cover of Gary Newman.

DAVID SADOFF, MD, KTBZ, Houston

FOO FIGHTERS *Down In The Park* (WARNER BROS.)

BOSS HOG *I Dig You* (GEFFEN)

SELF *So Low* (ZOO)

DRILL *Go To Hell* (A&M)

ANI DEFRANCO *Shy* (RIGHTOUS BABE)

AARON AXELSON, AMD, LIVE 105, San Francisco

LOCAL H *High Fivin MF* (ISLAND) Killer record!

SHED SEVEN *Going For Gold* (POLYDOR/UK)

CRACKER *Nothing To Believe In* (VIRGIN) -

YUM-YUM *Dan Loves Patti* (TAG)

LIFTER *402* (INTERSCOPE)

SPOON *All The Negatives Have Been Destroyed* (MATADOR)

ROLAND WEST, MD, LIVE 105, San Francisco

LOCAL H *High Fivin MF* (ISLAND) Great record, the whole album is great.

TRACY BONHAM *Mother, Mother* (ISLAND) The letter home that we all should have written.

SELF *So Low* (ZOO)

MATT JONES, PD, KTOZ, Springfield

CRACKER *I Hate My Generation* (VIRGIN) - It's a good thing his generation doesn't hate them.

CAST *Alright* (POLYDOR) - Good to hear the sound again. Cast is good, better than alright.

LUSH *Ladykillers* (4AD/REPRISE) - Don't cheat yourself out of this record. Hope the record company works it right.

P.J. FINN, MD, WABN, Abingdon

MEICES *Wow* (LONDON) - Cool! Awesome! and other exclamations. What a great song.

REFRESHMENTS *Banditos* (MERCURY) - You know you can write a great Pop song when you can figure out how to work in a Jean-Luc-Picard rhyme.

SOUTHERN CULTURE ON THE SKIDS *Camel Walk* (GEFFEN) - Don't overlook this band! The Bubba-look might appear to be schtick, but don't let it distract you from the fact that this is a solid, groovin' and accomplished band.

CARTER ALLEN, MD, WBCN, Boston

THE CRANBERRIES *Salvation* (ISLAND) - It's great it moves. A good movin', rockin' song.

AMMON!A *Drugs* (EPIC) - Huge reaction record. People calling up and asking for the "Drug" song.

EVERCLEAR *Heartspark Dollarsign* (CAPITOL) - The song from the album that I've always wanted to play.

GRAVITY KILLS *Guilty* (TVT) - Run-away hit.

JOE GUISTO, AMD, WBER, Penfield

VELOCITY GIRL *Nothing* (SUBPOP) - Good clean Pop fun!

TOMMY KEENE *Turned On Blue* (MATADOR) - Best record of the year so far!

RAGE AGAINST THE MACHINE *Bulls On Parade* (EPIC) - Enough said.

BRENT PETERSON, PD/MD, WDGE, Providence

LOUD LUCY *Down Baby* (Geffen) - Every band from Chicago should be on the radio.

TRIPLE FAST ACTION *Revved Up* (Capitol) - Anyone who has guts to put out triple vinyl after George Harrison's experience is cool.

BLIND MELON *3 Is The Magic Number* (Atlantic) - This song wins the award for the most ironic song title.

TED TAYLOR, PD, WDRE, Long Island

FOO FIGHTERS *Down In The Park* (Warner Bros.) - Great song. Love it, Love it!

FRAMES D.C. - Keep your eye on this brilliant band from Ireland. You're gonna hear from them soon, very soon.

STONE TEMPLE PILOTS *Lady Picture Show* (Atlantic) - Best f#ckin Beatle's song I've ever heard.

SEAN ROBERTSON, MD, WENZ, Cleveland

REFRESHMENTS *Banditos* (Mercury) - Really like it and it sounds great on the radio. I love saying, "Banditos".

MEICES *Wow* (London) - A fun record that mixes it up. Not just straight ahead guitar.

JAWBREAKER *Accident Prone* (Geffen) - Great sounding record. Might be the record we're looking for from them.

MARC "DARK" ALGHINI, MD, WEQX, Albany

PATTI ROTHBERG *Inside* (EMI) - Mass appeal smash!

RUN ON *Baap* (Matador) - Look for it.

ALLAN FEE, PD, WGRD, Grand Rapids

COLLECTIVE SOUL *River Flows* (Atlantic) - Sounds real good on the air!

CAST *Alright* (Polydor) - It's gonna be huge!

THE WHY STORE *Lack Of Water* (Way Cool/MCA) - This one is great.

ERIC ANDERSON, PD/MD, WNVE, Rochester

AMMON!A *Drugs* (Epic) - Love

AMMON!A *Drugs* (Epic) - That

AMMON!A *Drugs* (Epic) - Record!

DORSIE FYFFE, MD, WOXY, Cincinnati

BRAINIAC *Pussy Footing* (Touchngo) - Rock N Roll the way it should be: inventive!

GUIDED BY VOICES *The Official Iron Man Rally Song* (Matador) - It's a hit record whether the radio likes it or not.

SPAIN *Untitled #1* (Restless) - A very cool sound and I can't believe KROQ missed the boat.

KIM HASKELL, MD, WPGU, Champaign

TRACY BONHAM *Mother, Mother* (Island) - Really a great song, doing really well for us. Great reaction record!

FLEMING & JOHN *I'm Not Afraid* (Universal) - I like that one.

THE VERVE PIPE *Photograph* (RCA) - I really like the beginning, cool and different.

JULIE FORMAN, PD/MD, WRLG, Nashville

EVERCLEAR *Heartspark Dollarsign* (Capitol) - Another great one from Everclear.

HOWLIN' MAGGIE *Alcohol* (Columbia/CRG) - Awesome Rock N Roll band. Go see them live.

RAGE AGAINST THE MACHINE *Bulls On Parade* (Epic) - Get in your face. I love the Rage!

AL MITCHELL, MD, WROX, Norfolk

RAGE AGAINST THE MACHINE *Bulls On Parade* (Epic) - It's great.

DRILL *Go To Hell* (A&M) - I just like it.

MARILYN MASON *Sweet Dreams Are Made Of This* (Interscope) - Their most accessible track to date.

CHAZ KELLY, MD, WXSJ, Tallahassee

BOSS HOG *I Dig You* (Geffen) - It's just funky and cool. Good flavor.

MIKE JOHNSON *One Way You* (Atlantic) - Really cool slow and deep.

NICK CAVE AND THE BAD SEEDS *Where The Wild Roses Grow* (Reprise) - I like it. Really good phones. It stands out completely, an Alternative Meatloaf.

DARREN GAUTHIER, MD, WZRH, New Orleans

TRACY BONHAM *Mother, Mother* (Island) - No thought required.

EVERCLEAR *Heartspark Dollarsign* (Capitol) - Bright, different from last single but familiar enough to the audience that it should still work.

BLACK GRAPE *Kelly's Heroes* (Radioactive/MCA) - Another great groovy record with enough Stonsey hooks.

LAZLOW JONES, WDRE, Long Island

CIBO MATTO *Sugar Water* (Warner Bros.) - Kooky.

LOVE AND ROCKETTS *Sweet FA* (American) - This album is a bit of esoteric strangeness I can't put my finger on. I anticipate a tune to head one direction and it goes the other. Favorite track: *Judgement Day*. The beginning reminds me of when I listened to Floyd in my house with all the lights off clutching a bottle of vodka.

SCHEER *Shea* (Warner Bros.) - Nice edge, would like to see it enter the mix on some stations.

ROLLERSKATE SKINNY *Swingboat Yawning* (Warner Bros.) - Didn't like it at first but it really grew on me.

HATE DEPT. *New Power (Omnipresent Mix)* (Neurotic) - NIN meets Front 242 meets Rage Against The Machine. Probably a little too techno for lots of stations.

JAMIROQUAI *The Kids* (Work) - This album has been out for a while, but track 6 sounds more Alternative (Whatever that buzz word means, put it up there with cyberspace and xerox.)

DWIGHT ARNOLD, OM, KCXX, Riverside

GOLDFINGER *Here In Your Bedroom* (Mojo/Universal) - Definite hot new band.

TRACY BONHAM *Mother, Mother* (Island) - I've been wanting to get her in for a while. Smash night record.

REFRESHMENTS *Banditos* (Mercury) - Big fave of Chuck's. After seeing them in Austin, I think they're the goods.

JOHN STEWART, MD, KGDE, Omaha

DAVE MATTHEWS BAND *Too Much* (RCA) - It's killer!

COWBOY JUNKIES *A Common Disaster* (Geffen) - Oh my god! That song is better than college hoops right now.

GOLDFINGER *Here In Your Bedroom* (Mojo/Universal) - Great phones. And the band's live show equals its excellence.

HOLLIE ANDERSON, OM, WAVF, Charleston

FRANK BLACK *You Ain't Me* (American) - Frank Black is the coolest!

JOLENE *Birdland* (Ardent) - If you do well with Son Volt, Jayhawks, and Wilco, you'll do well with these guys.

NANCY BOY *Deep Sleep Motel* (Sire) - God, I love that song.

GREG GNYP, CIMX, Detroit

ELYSIAN FIELDS *Star* (Radioactive) - The lead singer is erotic. Very cool. A four-song sampler is out now.

FOO FIGHTERS *Down In The Park* (Warner Bros.) - It came on and I said, "Hello."

ECHOBELLY *Great Thing* (550 Music) - Could push them as the next big thing. A lot like Elastica. I've always loved Echobelly. This song is great.

CIBO MATTO *Know Your Chicken* (Warner Bros.) - I get a cat-like grin on my face when I hear it. It makes me happy!

JEFF PETERSON, AMD, KLZR, Kansas City

GUIDED BY VOICES *The Official Song Of The Ironman Rally* (Matador) - Cool low-fi pop hits big studio for a full rich sound.

GIRLS AGAINST BOYS *Super-fire* (Touchngo) - Listen, take a chance. This has the necessary hip groove.

SEMISONIC *Down In Flames* (MCA) - Former members of Trip Shakespeare bring back the same melodic ingredients to a new band.

BEN FOLDS FIVE *Uncle Walter* (Warner Bros.) - Great song for the upcoming Presidential campaign.

TERRY HAVEL, MD, WBST, Milwaukee

THE POISES *Please Return It* (Geffen) - Very strong power pop music from a great Seattle band.

GOLDFINGER *Here In Your Bedroom* (Mojo/Universal) - Good track from an LA ska band that knows how to put out great music.

TRACY BONHAM *Mother, Mother* (Island) Infectious, awesome. You start hummin and singing immediatly.

SHADOWCAST

THE ABYSS



DROPPIN' NOW

AT RADIO



celebrating our 89th day in business



Props to TOM CASEY, former Reg'l Promo Rep for Jive Records on his appointment to PD at 92Q (WERQ)/Baltimore. TOM will be working with KATHY HUGHES, owner/president of Radio One. In-depth interview with KATHY HUGHES here next week.

A couple of hot going-away throwdowns in La La Land this week. Saturday, March 23rd, BRUCE REINER threw a fantastic party for TOM MAFFEI, who left Capitol for Elektra, at Unions in L.A. Over 750 heavies attended, including such radio and record dignitaries as BRUCE ST. JAMES, MIKE MARINO, TOM CASEY, BOB LEWIS and MICHAEL STEELE. Thursday, March 28th, BRUCE REINER, SEAN LYNCH AND JACQUIE "LUCKY" SHABEL threw a party for TOM CASEY at Bo Kaos in L.A. It was slammin'!

Denver will now have two Rhythm/Top 40's with JAM'N92/KJMN under PD/MARK FEATHER at 5660 Greenwood Plaza Blvd., Suite 400, Englewood, CO. 80111, (303)721-9210. Across town, it's KS104 (KQKS) under Western Cities Broadcasting with GM MARK STEVENS and VP PALMER PYLE who are staffing up & rebuilding their studios. They're staying Rhythm/Top 40. Until they complete the facilities, CINDY ROSE will be acting PD/MD out of Ohio. You can reach her for music at (614)764-0956. They are looking for a PD and air personalities. T&R to MARK STEVENS, KQKS, 9191 Sheraton Blvd., Suite 202, Westminster, CO. 80030.

MARK SHIMMEL's act TONY RICH blew out the L.A. House of Blues this past Tuesday, 3/26, with guest 2PAC, ANGELA BASSETT and DAN ACKROYD.

Whatz up with Jacor and Z90 in San Diego?

RUSS PARR joins WKYS/D.C. as Morning Man from KJMZ/Dallas.

Whatz up with ALBEE D. and United Stations?

Props to SAMMY HERNANDEZ who goes from Quality Records to Out Of Control Records which is a BMG-funded label built around the Tuff Guy Productions team which produced DJ D-MAN & BILLY BOY's "Dooky Boody" and B-CODE's "Feel Good." "Dooky Boody" is a bonifide hit. Put this on your radio and watch the phones light up!!!! (RUSS REAGAN of Quality/Warlock Records in L.A. needs a Nat'l Crossover and street-wise promo person. Call him at (818) 905-9250.)

Props to DAVE PRESHER on being named General GSM of POWER106/L.A. He was formerly GM of KGGI/Riverside. My homeboy, way to go!

Props to MARK MEDINA, former MD/KWIN/Stockton, who will now do mornings for KHTN.

Whatz up with MARK BENESCH and Interscope Records?

The Black Moses is joining WRKS/New York.

Is Evergreen about to get "wild" in San Francisco?

FM102 (KSFM)/Sacramento PD RICK THOMAS sez, "The Poon Jahbee Tribe is gonna be in the house at the Las Vegas MGM Grand Hotel at the official HITMAKERS 1996 Las Vegas Seminar Program Show...Here comes the Poon Jahbee Tribe!"

GEORGE MICHAEL's new album on Dreamworks/Geffen, "Older," will be in stores April 16th. The new single "Fast Love" samples "Forget-Me-Nots" by PATRICE RUSHIN.

Rappin 4-Tay is now in San Quentin for parole violation.

The HITMAKERS CONVENTION is in Las Vegas April 18th, 19th & 20th at the MGM GRAND. ANDRE HARRELL, CEO of Motown, is the keynote speaker. Motown is sponsoring the cocktail party on Friday nite with the Motown revue in full effect. One of the Rhythm-orientated sessions on Friday, April 19th is "Latin Radio, The First Generation" with Bill Tanner, VP Programming/Heftell Media, Bob West/New West Communications, Bob Perry/VP

Programming/EI Dorado Broadcasting & Pio Ferro/PD/KLVE/L.A. The second session, "2nd & 3rd Generation Hispanic Radio," will feature RICK THOMAS/PD/KSFM/Sacramento, CLIFF TREDWAY PD/KTFM/San Antonio, JOHN CANDELARIA/PD/KPRR/EI Paso, MICHELLE SANTOSUOSSO/PD/KMEL/San Francisco and BRUCE ST. JAMES/PD/KPWR/L.A. and KID CURRY PD/WPOW/Miami. The third session, "The Town Meeting" with JERRY CLIFTON/New World Communications and THE REAZAR. This will be the biggest of all bigtime conventions. Check pages 3-5 for complete listings of the who's and where's and times.

THE MOST COMPLETE JOB LISTINGS IN RHYTHM TOP 40

MORNING SHOW OPENINGS:

KQKS/Denver. T&R to MARK STEVENS.
KWIN/Stockton. T&R to STEVE WALL.
WKTU/New York. T&R to FRANKIE BLUE.
KMEL/San Francisco. High caliber, major market morning show producer. T&R to MICHELLE SANTOSUOSSO.

MIDDAYS:

JAM'N92.1. T&R to MARK FEATHER.

AFTERNOON DRIVE:

KQKS/Denver. T&R to MARK STEVENS.
WOCQ/Salisbury. T&R to WOOKIE.

NIGHT PERSONALITIES:

KQKS/Denver. T&R to MARK STEVENS.
KWIN/Stockton. MD also. T&R to STEVE WALL.
WKTU/New York. T&R to FRANKIE BLUE.
KPWR/Los Angeles. T&R to MICHELLE MERCER.
KGGI/Riverside. And MD. T&R to BOB LEWIS.
WOCQ/Salisbury. T&R to WOOKIE.

OVERNIGHTS:

KWIN/Stockton. T&R to STEVE WALL.
KGGI/Riverside. T&R to BOB LEWIS.

WEEKENDS:

KGGI/Riverside. T&R to BOB LEWIS.
WJBT/Jacksonville, FL. T&R to PACO LOPEZ.
JAM'N92.1/Denver. Production Director. T&R to MARK FEATHER.

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

MARK KARGOL and MEL DELATTE of Motown Records continue to jook with HORACE BROWN's "One For The Money" which sounds like MONTELL JORDAN. Added this week at KWNZ & KCAQ. On at HOT97, WJMH, 92Q, KKSS, WWKX, WJJS, KZHT, KHTN, KWIN, WOCQ, KPRR, Z90 & WHHH. Spiking at WPGC and WJBT. Look out for the big Motown Revue at the Motown Cocktail party Friday, April 19th at the HITMAKERS Convention. ANDRE HARRELL, LAMONT BOWLS, MARK KARGOL and MEL DELATTE are taking Motown to the next level!

JOE HECHT, KEVIN CARROLL and PHIL MATARAGAS of Relativity blow the new BONE, THUGS N' HARMONY single "Tha Crossroads" out of the box with 13 phat adds on POWER106, KYLD, KMEL, KBXX, WPGC, WHHH, 92Q, KTFM, WWKX, WJMH, Z90, KHTN and KKBT who also added EASY E "Sippin' On A 40." MICHAEL MARTIN/KYLD says "BONE, THUGS & HARMONY's 'Tha Crossroads' is my number #11 most-requested record, period." Keep an eye on FAT JOE "Envy" which is hot and in Rotation at HOT97, WWKX and added at KKSS.

JOE RICCITELLI & MARTHE REYNOLDS of Island Records continue to roll with JOE "All The Things (Your Man Won't Do)" on over 26 stations with over 647 BDS spins. Single SoundScan 52,976. In Active Rotation on MTV. LL COOL J's "Doin' It" (Def Jam/Island) on 28 stations; selling 56,000 scanned singles this week. Added this week at POWER96. The soundtrack from the TOM CRUISE Paramount movie "Mission Impossible" is coming April 22nd and is written by LARRY and ADAM of U2. The J.R. VASQUEZ version is for Rhythm radio and is

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ART N' SOUL

"Ever Since You Went Away"

NEW THIS WEEK:

WPGC 16x

SPINNING AT:

WERQ 32x	KIKI 54x
WOCQ 17x	KCAQ 12x
WWKX 8x	KMEL 13x
KBXX 10x	KWIN 31x
WHHH 17x	KHTN 13x
KGGI 15x	

Over 1400 Spins at Urban Including:

KKBT/L.A. 44x	WXYV/Baltimore 23x
WQMG/Greensboro 38x	WEDR/Miami 23x
WEJM/Chicago 46x	KKDA/Dallas 32x

TOP 20 AT  

Album "Touch Of Soul" produced by Timothy Christian Riley of Tony Toni Tone! fame... in stores now!



QUAD CITY DJ'S

"C'MON N' RIDE IT" (THE TRAIN)

Produced by the team that brought you "Tootsie Roll" & "Whoot There It Is"

VIDEO ON YOUR DESK NOW

NEW THIS WEEK:

WXIS

ADDED TO  **JAMS**

BEING HEARD ON:

WWKX 33x	KRRG 35x
WFLY 18x	KHFI 26x
WFHN 14x	KKFR 17x
WJJS 35x	KZHT 10x
WPOW 5x	XHTZ 5x
KHTN 13x	KLUC 25x
KSMB 14x	KQMQ 23x
WXXL 6x	KSFM 5x
KTFM 25x	KDON 13x
KBFM 4x	KHTN 22x
KZFM 15x	KWNZ 17x
KKSS 24x	KFFM 14x

BEING FEATURED IN THE FILM "CELTIC PRIDE" OPENING SOON!



JUNIOR M.A.F.I.A.

"Get Money"

NEW THIS WEEK:

KBXX 27x

TOP 10 REQUEST



ALSO BEING HEARD ON:

WPGC 17x	WPOW 7x
WERQ 6x	WHHH 9x
WWKX 14x	KYLD 40x
WJMH 13x	KMEL 8x
WJBT 60x	KWIN 8x



The "GET MONEY (Gettin' Money)" remix featuring all new verses and the NOTORIOUS B.I.G. singing debut shipping soon! Yes we did say SINGING! "...YOU BETTER MOVE OVER"





CONTINUED FROM PAGE 33

slammin'. At the HITMAKERS Convention, Island Records has a way for you to participate in "Mission Impossible."

MONTELL LIPMAN & DAVID NATHAN of Universal Records are on fire with LINA SANTIAGO "Feels So Good" on over 100 stations with KIKI/Honolulu adding this week. #42 SoundScan selling over 12,000 this week. Check out the new DJ SPEN remixes out now and on your desk. The video is top 75 at THE BOX and on BET "In Your Ear" and MTV "The Grind." Confirmed show dates with KYLD, POWER 96, B96 and LINA will be appearing live at the HITMAKERS Convention. SHADOWCAST "The Abyss" impacts radio April 1st. Early spins and reaction at KLUC and KJMZ. Big club vibe. INTRIGUE's "Dance With Me" on over 40 stations with new adds this week at WHHH and KKSS. Get this on your station today and watch the phones light up!

BARBARA SELTZER & LIZ MONTALBANO of Epic have one of the most added at Rhythm this week with GLORIA ESTEFAN's "Reach," the official theme song for the '96 Olympics. "Reach" will be on her new album 'Destiny' and is featured on the 'Rhythm Of The Games' 1996 Olympic Games Album. Added at POWER96, KTFM, KZFM, WJJS and KKSS. RICK THOMAS PD/KSFM sez, "This is definitely a record for the Poon Jahbee tribe at KSFM!" Check out the uptempo remixes for Rhythm radio by DAVID MORALES, LOVE TO INFINITY & PABLO FLORES. TINA ARENA "Chains" is kicking bootie! Z90 (44X), KCAQ (17X), WJJS (17X), POWER96 (16X), KDON (5X), WWKX (6X) and KKSS (6X). Look for a buzz on GROOVE THEORY's next single "Baby Love."

MICHAEL PLEN & the Virgin promo staff are off and running with these two stations out the box on AFTER 7 "How Do You Tell The One": WJMN/Boston and KHTN/Modesto. It's written & produced by BABYFACE. Check out the new remixes of SHAGGY featuring GRAND PUBA, "Why Do You Treat Me So Bad." Went right on WOCQ, KKSS and WJHM. The new GETO BOYS "The World Is A Geto" blowing up at KBXX/Houston and on your desk now. Check it out! Be on the look out in April for the new TINA TURNER 'Wildest Dreams' album with the REAZAR pick "Whatever You Want." Making guest appearances are STING and ANTONIO BANDERAS. "Missing You" is also a fave of PD's. PLENSKI has the Summertime record to end all Summertime records with MAXI PRIEST and SHAGGY's "That Girl." Get your Virgin rep to get it for you or steal it. Guaranteed to make it a hot summer for you!

PETER NAPOLIELLO, MICHAEL STEELE and the whole EMI promo staff have an explosive first week with RAPPIN' 4-TAY's "Ain't No Playa" with sales over 25,000 scanned! #11 Albuquerque, #10 Tucson, #7 San Francisco, #24 Seattle, #8 Phoenix, #11 Sacramento, #26 Indianapolis, #20 Milwaukee, #14 Louisville, #20 Spokane and #20 San Diego. When this track plays, it sells! D'ANGELO's "Lady" is ready to go top 10 in the Crossover Monitor with over 50,000 more singles and 35,000 lps scanned this week. D'ANGELO's been on LETTERMAN and The Grammys and soon will be on JAY LENO. BAHAMADIA "UKNOWHOWEDO" is blowing up in the East Coast with HOT97, WWKX, 92Q, WJBT, WOCQ and now WJMH. Check out AZ "Doe Or Die" on your desk now!

BUTCH WAUGH, GEARY TANNER, SKIP BISHOP & KIM HUGHES of RCA are on fire with SWV's "You're The One." 34-24 in 1 week! Airpower R&B 1 week. Coming on strong is DELINQUENT HABITS' "Tres Delinquentes" spinning at KPWR (31X) with #3 call-out and #2 requests, KYLD (31X), and added this week at KTFM. A reaction monster that samples HERB ALBERT and T.J. ERASS "Lonely Bull."

GREG LEE & the Warner Bros. crew got a huge buzz happening on H-TOWN featuring ROGER w/SHIRLEY MURDOCK "A Thin Line Between Love & Hate" with 19,000 singles sold this week. The movie opens Easter weekend. The album sold 20,000 this week and moved 57*-47* SoundScan. The video is on BET, MTV & soon on VH1. Spinning now at WPGC, POWER106, WWKX, 92Q, Z90, KBXX (#7 call-out), WHHH & KCAQ. MADONNA "Love Don't Live Here Anymore" getting early X-over play at KZHT, KQMQ.

Remixed by SOULSHOCK & KARLIN. Radio needs to check for the remix, cut 1 on the cd pro. QUINCY JONES' "Slow Jams" on at 92Q, WHHH, KTFM, KGGI, Z90, KZHT, WJBT, WPGC and KKSS.

Columbia's Wack Pack, BLAIR, WALK, REINER and STRAZZA are hot as FUGEE-mania continues across America at both radio and retail! "Fu-Gee-La" and "Killing Me Softly" continue to grow week by week. "Fu-Gee-La" spins over 300 while "Killing Me Softly" dominates the Rhythm/X-over chart with over 1300 spins. The "Fu-Gee-La" video now in Stress Rotation at MTV with the "Killing Me Softly" video on its way soon. Album sales over 160,000 this week and growing! MARIAH CAREY continues to hold the #1 position with "Always Be My Baby." XSCAPE "Do You Want To" continues to have success in Spanish markets with upward spins at WJMN, WPGC, KPRR, KKSS, KQKS, KLUC, KZHT and KDON. KRISS KROSS "Live And Die For Hip Hop" gets early Rotation at WWKX, KBXX, Z90, WERQ and WPGC. KINO WATSON's "Bring It On" has over 500 spins at Urban radio and is developing a nice buzz at Crossover. Look for lots of airplay on this shortly. Take a serious listen to two new artists from Columbia, MAXWELL and KENNY LATTIMORE.

HEIDI JO SPIEGEL, GM of Big Beat Records, has the new instant smash, Dance record of '96 w/QUAD CITY DJ'S "C'mon 'N Ride It (The Train)." On over 30 stations and really kicking in. Added this week to MTV 'Jams.' ART-N-SOUL "Every Since You Went Away," the ballad of '96, new this week at WPGC and on at KWNZ, KHTN, WHHH, WJMH, KMEL, KKB, WERQ, KIKI, KGGI, WOCQ, KHTN & KCAQ. MICHELLE SANTOSUOSSO PD/KMEL testifies, "The TONY TONI TONE flava is always a done-deal up here. It'll end up being a smash and we're committed to it!" JUNIOR M.A.F.I.A. "Get Money" new at KBXX/Houston this week and on at KYLD, WQHT, WPGC, WWKX, WJMH, WJBT, WPOW, WHHH, XHTZ, KMEL & KWIN.

JACK SATTER, KEN LANE & HORSE of Jive Records are on the move with R. KELLY'S "Down Low," #2 for two weeks in a row SoundScan with over 90,000 singles sold. #4 Billboard Hot100 (for 2nd week) and 9*-7* R&R Rhythmic Chart. Added this week at KSMB, KQIZ and KUBE. Video is Stress Rotation on MTV. R. KELLY will be appearing on LETTERMAN April 9th and will be starting his "Top Secret" tour next week!

NANCY LEVIN and LIZ POKORA of Priority Records have the new MACK10/ICE CUBE single off the forthcoming "The Substitute" soundtrack which is already makin' noise at Crossover radio! HOO BANGIN' is spinning at WPGC, KBXX, POWER106, Z90, KYLD and KKB comes in with an early add. From the same Soundtrack, comes the AFRORICAN single, "Oh Puerto Rico," which has already blown up at POWER96/Miami. The cd-pro has an edit which is perfect for any station in any market! Look for it on your desk soon. The movie will be screening across the country in mid-April...Priority Records is hosting the official Cigar Bar of the Vegas HITMAKERS Convention. The "open" bar which will provide the cigars will be the evening of the 18th in an MGM patio suite!

The Elektrafyng team of TOM MAFFEI and PETER ALBERTELLI make great strides with the #7 selling single in the country - BUSTA RHYMES "Woo Hah!! Got You All In Check." New this week...KUBE/Seattle. Testing at KPRR/EI Paso. #1 most played record in NYC on WKTU is BILLIE RAY MARTIN - "Your Loving Arms." New believer this week...KKFR/Phoenix. ANDY SHANE'S (MD/WKTU) "Secret Weapon" Record...Pull it back out...It won't die!!! SILK's "Don't Rush" new this week at KIKI/Honolulu and KWIN/Stockton. SUNSET PARK SOUNDTRACK: MC LYTE featuring XSCAPE's "Keep On Keepin On" #32 selling single, exploding at 92Q, WJMH, KBXX, WHHH, KZHTm KDON, Z90 and KCAQ. Also 69 BOYZ "Hoop In Yo Face" new this week at Z90/San Diego and KZHT/Salt Lake City.

Now go saute!
See Ya,

Reazar

AIN'T NO PLAYA LIKE... RAPPIN' 4-TAY

**EXPLOSIVE
LP SALES!
25,000 FIRST WEEK!**

AIN'T NO PLAYA

The First Single

From the

Forthcoming

Album

"OFF PAROLE"



MAJOR SALES!

SAN FRANCISCO/OAKLAND	#7
DALLAS	#24
SAN DIEGO	#25
ST. LOUIS	#22
PHOENIX	#8
MILWAUKEE	#18
SACRAMENTO/STOCKTON	#11
SALT LAKE CITY	#25
INDIANAPOLIS	#26
DAYTON	#20
LOUISVILLE	#14
LAS VEGAS	#16
TUCSON	#10
ALBUQUERQUE	#11
TOLEDO	#25
LITTLE ROCK	#18
BATON ROUGE	#19
JACKSON, MS	#12
COLORADO SPRINGS	#13

THE BOX *Top 5*
MUSIC TELEVISION YOU CONTROL **REQUESTS**

Management: Franky J. Hudson

EMI Records
Chrysalis.



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JOEY ARBAGEY, MD, KMEL, San Francisco

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - A one listen record!
BUSTA RHYMES *Woo-Hah!! Got You All In Check* (ELEKTRA) - A major street buzz!
TOTAL *Kissin' You* (ARISTA) - Sounds like 3 for 3 for the ladies!
PUFF JOHNSON *Forever More* (WORK/CRG) - A simply beautiful record!

DON PARKER, PD, KKFR, Phoenix

XAVIER *Saturday Song* (INTERSCOPE) - A cool vibe record! It reminds me a lot of Arrested Development!
RHYTHMCENTRIC *You Don't Have To Worry* (METROPOLITAN) - I think it's a cool song! It's got as Latin feel and a Planet Soul vibe to it!
DANCE HALL DIVAS *It's All About Me* (ATLANTIC) - #1 18-34 women in callout. This record is HUGE!

BRIAN DOUGLAS, MD, KKFR, Phoenix

NONCHALANT *5 O' Clock* (MCA) - Doing really well! Good requests and not just limited to males! It seems to be a strong record!
SWV *You're The One* (RCA) - Great requests 3 weeks in a row!
MONIFAH *I Miss You (Remix)* (UNIVERSAL) - The remix has really made a difference. The thing was a stiff in its first incarnation. This remix is getting a lot of request. Top 10 at our station!

JOE DAWSON, PD, KIX106, Providence

REAL McCOY *Ooh Boy* (ARISTA) - I like it! I think it's gonna' generate some phones!
PUFF JOHNSON *Forever More* (WORK/CRG) - Strong record!
AZ *Doe or Die* (RUTHLESS) - A good hook! A street feel, but yet it's mass appeal friendly!
RHYTHMCENTRIC *You Don't Have To Worry* (METROPOLITAN) - A good Dance record! It's got an infectious hook!

PETE JONES, PD, HOT105, Modesto

AFTER 7 *How Do You Tell The One* (VIRGIN) - A pretty song! I like it!
THA DOGG POUND *New York, New York* (DEATH ROW/INTERSCOPE) - It's gonna' be huge for us nights!
HORACE BROWN *One For The Money* (MOTOWN) - It sounds like a hit and may turn out to be one!
SHAI *I Don't Wanna Be Alone* (GASOLINE ALLEY) - Flat out gorgeous! This is gonna' be big for HOT105!

ERIK BRADLEY, MD, B96, Chicago

GLORIA ESTEFAN *Reach* (EPIC) - Another Diane Warren gem sung by one of the most recognizable voices in our industry today! It may take a minute to blow up, but you know it's gonna' be in our face with the Olympics coverage.
COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - Without a doubt, my favorite song right now!
BONE THUGS & HARMONY *Crossroads (Remix)* (RUTHLESS/RELATIVITY) - This is gonna' be MAJOR in about 5 seconds! Quite possibly their biggest song ever!

JOHN DICKINSON, MD, JAM'N92.1, Denver

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - A great song!
ANGELINA *Release Me* (UPSTAIRS) - It's da' bomb!
LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - We've been getting a good reaction from the mix show!
RHYTHMCENTRIC *You Don't Have To Worry* (METROPOLITAN) - This is gonna' be LARGE!

MIKEY FREEMAN, APD/MD, KBOS, Fresno

LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Check out the Stylin' Free Spike Mix! I cannot play this shit enough! By far the best mix of this song!
SWV *You're The One* (RCA) - This is THE ONE! Don't you hate it when people use the song title in a quote?!?
FUGEES *Killing Me Softly* (COLUMBIA/CRG) - This is well done! Very eerie...but this song is Fat with an "F"!

KID STEVENZ, MD, KJZ, Las Vegas

KINO WATSON *Bring It On* (COLUMBIA/CRG) - It samples *Float On* by the Floater!
FUGEES *Killing Me Softly* (COLUMBIA/CRG) - #2 requests after 1 week! Would someone at Columbia/CRG please send me an edit!
J'SON *I'll Never Stop Loving You* (HOLLYWOOD) - Cut #3 on the album, this is a smash!

MARIAMA SNIDER, MD, KKBT, Los Angeles

ERIC BENET *Let's Stay Together* (WARNER BROS.) - Our audience will love this and I can't wait to share it with them! You can find it on A Thin Line Between Love And Hate soundtrack!
BONE THUGS & HARMONY *Crossroads (Remix)* (RUTHLESS/RELATIVITY) - This record has maintained Top 5 phones since we world premiered it 3 months ago, and now we can officially play it!
KRIS KROSS *Live And Die For Hip Hop* (RUFFHOUSE/COLUMBIA/CRG) - Bomb follow up!
ALYAH *Are You Ready* (ELEKTRA) - After the second time hearing this record I knew it would be a hit for us!

JACKIE JAMES, MD, KKSS-FM, Albuquerque

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - It's gonna' be a Top 10 record! This will resurrect Color Me Badd!
FAT JOE *Envy* (RELATIVITY) - It's a smash!
BONE THUGS & HARMONY *Crossroads (Remix)* (RUTHLESS/RELATIVITY) - A GIGANTIC hit!

RICK THOMAS, PD, KSFM, Sacramento

GLORIA ESTEFAN *Reach* (EPIC) - This is definitely a record for the Poon Jahbeé tribe!
COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - This is definitely a record for the Poon Jahbeé tribe!
SHAI *I Don't Wanna Be Alone* (GASOLINE ALLEY) - This is definitely a record for the Poon Jahbeé tribe!

JOHN CANDELARIA, PD, KPRR, El Paso

EL GENERAL *El Funkete* (BMG/RCA) - This is a hit!
STATE OF GRACE *Hello* (RCA) - This song is phat!
COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - It looks like they've found the right track to come back strong with!
BUSTA RHYMES *Woo-Hah!! Got You All In Check* (ELEKTRA) - Big night time record! Men love it!

JEFF DAVIS, PD, KWNZ, Las Vegas

SHAI *I Don't Wanna Be Alone* (GASOLINE ALLEY) - Tested well on the radio! It's going to be a huge adult record!
COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - It's gonna' be a great Summer smash! A great wedding record!
HORACE BROWN *One For The Money* (MOTOWN) - Another song that tested extremely well! I think it's gonna' be a mass appeal record!

KID CURRY, PD, WPOW, Miami

ORIGINALS *I Luv U Baby* (ORE) - A good Dance song!
PUFF JOHNSON *Forever More* (WORK/CRG) - It's got potential!
ALANIS MORISSETTE *Ironic* (MAVERICK) - We've been getting requests for it!
KE *Strange World* (RCA) - This is gonna' be a success!

MIKE TIERNEY, PD, KUBE, Seattle

FUGEES *Killing Me Softly* (COLUMBIA/CRG) - A favorite record with white kids who like Alternative. Totally crossed over! Young! Old! Black! White! Male! Female! It's #1 record in every demo in every category!

TONY MANES, MD, KKXX, Bakersfield

CELINE DION *Because You Loved Me* (550 MUSIC) - It looks to be another smash hit from her!
COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - A Springtime smash!
MIISA *Set You Free* (ICHIBAN) - Great tempo song!
LA BOUCHE *Sweet Dreams* (LOGIC/RCA) - Great follow up to *Be My Lover!*

VICTOR STARR, MD, KPRR, El Paso

BUSTA RHYMES *Woo-Hah!! Got You All In Check* (ELEKTRA) - Very large at nights! Woo-Hah Got You All In Check was originally from the Sugar Hill Gang with their song *The Eighth Wonder*.

QUINCY JONES f/Babyface & Tamia w/Portrait & Barry White *Slow Jams* (QWEST/WARNER BROS.) - It's Q and Babyface! It's LARGE!
EL GENERAL *El Funkete* (BMG/RCA) - It's got the Latin flava' your lookin' for!

BOBBY SATO, MD, KPSI, Palm Springs

ANGELINA *Release Me* (UPSTAIRS) - A great song!
LAURA MARTINEZ *Ritmo Latino* (THUMP) - Researching great for 18-34 females!
DJ BOOM *To The Top* (STRICTLY RHYTHM) - A cool song!

TONY MANERO, MD, KZFM, Corpus Christi

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - A great come back! It sounds great on the air!
DJ D-MAN & BILLY BOY *Dookie Booty* (OUTTA CONTROL) - It's either really annoying or really funny! It makes me laugh!
M.T.S. *I'll Be Alright* (SUMMIT) - Good sounding Dance record, it's very Ace Of Base-ish!
GLORIA ESTEFAN *Reach* (EPIC) - Cut #4, the Higher Radio mix is great! She's Hispanic! She's adult! She's perfect!

LUCY BARRAGAN, MD, Q105, Oxnard

KENNY LATTIMORE *Never Too Busy* (COLUMBIA/CRG)
SHAI *I Don't Wanna Be Alone* (GASOLINE ALLEY)
TONI BRAXTON *Let It Flow* (ARISTA) - Three cool new songs that will do well!

KONAN, APD, WERQ, Baltimore

PUFF JOHNSON *Forever More* (WORK/CRG) - I think it's a record that will work once it gets some exposer. Programmers need to sit down and listen to the record because it could be a record that'll cross over!
JUNIOR MAFIA *Get Money* (BIG BEAT) - The remix is a good record!
XSCAPE *Can't Hang* (COLUMBIA/CRG) - This record will work especially for Top40!
AFTER 7 *How Do You Tell The One* (VIRGIN) - This is gonna' catch on once more people get on it!
FUGEES *Ready Or Not* (COLUMBIA) - This record is going to be a smash! The entire album is an album that must be purchased by all customers! Hip Hop lovers, this album is going to blow up the charts and the next single *Ready Or Not* will definitely get some phones!

DEE DEE MCGUIRE, MD, WIOQ, Philadelphia

COLOR ME BADD *The Earth, The Sun, The Rain* (GIANT) - It moves me! Sounds like a hit!
TINA ARENA *Chains* (EPIC) - She's got a great voice!
GEORGE MICHAEL *Fast Love* (DREAMWORKS/GEFFEN) - He should have come out with this one first!
CELINE DION *Because You Loved Me* (550 MUSIC) - Big female record! Top 10!
BUFFY *Give Me* (VELOCITY) - It's a smash! I just wanna' smash it up against the wall!

THE BREAKDOWN KSHO

COMPILED FROM KEY MIX SHOW DJ'S, BREAKING RECORDS FROM COAST TO COAST

Vinyl Spins by Oscar Merino

YOU AND YOU AND YOU:

This new cut by FRANKIE CUTLASS is starting to blow up at the mix shows with strong support out the box from KTFM's Steve "Please call me a cab because I can't be out this late even though I'm at the Winter Music Conference in Miami" Chavez, HOT97's Glenn "Killing Me Softly at 128 BPM's" Friscia, POWER106's DJ "Can you teach me to do the Electric Slide" Enrie, and Z90's DJ "Something is wrong with my turntable because I have to pick up the needle manually every time" Grooves. This record got hooked up with slammin' Hip Hop and House mixes. If you don't have a copy, call up Phillip "Me and Me and Me" Mataragas at Relativity.

Lava's Val Delong and Bobbii Hach are continuing to spread the *Rumour* by BEL CANTO, already on at 99X, WWKX, WLAN, with mix strong mix show play at KCAQ, LIVE105, KDGE, HOT97, Z90, KPRR, and HOTMIX SYNDICATED NETWORK.

WHAT COMES AROUND GOES AROUND: the latest production from DJ JUANITO, which he played for me and Steve Chavez in Miami is another slammin' cut that's going to feature a new artist he is developing. This will be out in a few months, but you know where to read about it first.

Raul Recinos IN EFFECT! The Salvadoran brother formerly known as DJ EFX rocked the turntables at Club Temptations where Power96's Mohammed Moretta and Aqua Boogie threw a dope party. Also, throwing down that night on the 12's were DJ Grooves, AJ Mora, Richard "Humpty" Vission, and Mijangos. Raul played me some new music he's been working on, and ya'll better get ready for some LATINO FUNK!

SHOUT OUTS: Jellybean, Curtis Urbina, Brian Tollin, Butter, Soul Solution, Phillip Damien, Cevin Fisher, Birago, Benji Candelario, Kim Benjamin, EmJay, Claudia, Markus Wyatt, DJ Shorty, Ted Zamora, Miguel Placencia, Mohamed Morretta and China, Ted Esposito, Guy Orndel, CJ Macintosh, Davidson Ospina, Javier Lugo, Marcos Vasquez, Bad Boy Bill, Rory McAlister, Joey Carvello, David Nathan, Daniel Glass, Hector Romero, Gusto, Michael Watford, Andrea, Pierre ZonZon, Jason Gaetan, Sulai Wong, Ellen Hanken, Bari G., Eddie Arroyo, Johnny Vicious, Meridith Chin, David Jurman, Joel Wyrick, Lori Ingram, Tony Aco, Eddie Rodriguez, Fut, Davey Dee, Carlos Menendez, David Padilla, Ignacio Vasquez, Jahckey B., Victor Vega, Fred Ramos, Geoffrey C, Jim Tremaine, Grover Knight, Stan Priest, Jammin' Johnny, Danny B., DJ Dove, Brian Hendrix.

COLUMBIA / CRG

presents the

HITMAKERS MIXER OF THE WEEK!



**MARIAMA
KKBT
Los Angeles**

CAREER HIGHLIGHTS:

Getting hired by Keith Naftaly in January 1993 at KMEL to be a Music Assistant/On-Air Personality after interning for a year and a half. Moving to L.A. to work with Keith again as Harold Austin's assistant later that year, and expanding THE BOMB from 15 minutes to a half hour and then soon to an hour. I program THE BOMB, it is not a mix show, but it features the hottest Rap Records as well as Old School. In January of this year I was promoted to Music Director. I feel blessed!

PROPS:

To Keith Naftaly for always believing in me, Harold Austin and Maurice De Voe for sharing their extensive programming knowledge with me, and to Eazy E for schooling me on West Coast Rap.

NOMINEES FOR ISSUE 933

VOTE FOR YOUR CHOICE

1. DJ DIVINE (KCAQ, Oxnard)
2. GREG LOPEZ (KCHX, Midland/Odessa)
3. DJ CELO (WPGC, Washington, D.C.)

CALL DAVID OR OSCAR @ (818) 887-3440

MIXER OF THE WEEK WINS SONY HEADPHONES!

COLUMBIA CUTS

KRIS KROSS "Live And Die For Hip Hop"
f/Da Brat & Mr. Black

• White Label Remixes At Your Door Now •

FUGEES "Fu-Gee-La/Killin' Me Softly"
• Blowin' Up Nationally! THE SCORE, #3 Selling Album in America! Sold Another 150,000 Albums Last Week! Already Platinum •

KINO "Bring It On"

• Already Reacting at Z90, WERQ, KJMZ...Don't Sleep! •

DISC-OVERY CLUB

Mix Show Disc-overy Club Highlights

CHECK OUT OUR WEB SITE FOR THE COMPLETE MIX SHOW DISC-OVERY CLUB @ <http://www.hitmakers.com>

BRIAN MIDDLETON, 896, Chicago

RICK GARCIA *Come On People* (UC)
DANCEWORKS 3 *Aquarius* (UC)
RITUAL ETHIC *High Beat* (KING STREET)
POWER MUSIC *Needin' U* (TEST)

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

BOMB THE BASS *One To One Religion* (ISLAND) - First single from the 'Clear LP'. The master of Trip-Hop is back and it was worth the wait. Deep trippy-hop stuff here with very pretty vocals.
VISSION/LORIMER/XLR8 *Take Me Higher* (STRICTLY RHYTHM) - Pumpin', slammin', hard hitting House. Gonna be a big one!
SMASHING PUMPKINS *1979* (VIRGIN) - A very cool song with extremely diverse mixes. Some House, Breakbeat, Trip-Hop and a more ambient mix by Moby.
HARMONIX *Landslide* (DECONSTRUCTION) - Awesome mixes of this Progressive hard bag House tune by none other than the teams known as Way Out West and Jules & Skin.

DJ QWEST, KBBF, Santa Rosa

ACE OF BASE *Lucky Love* (ARISTA) - Vission/Lorimer is all that! They definitely came through on this one.
SARAH McLAUGHLIN *Possession (Remix)* (NETTWERK/ARISTA UK) - I really, really like this one!
BROADWAY *Must Stay Paid* (NERVOUS) - Phat beats, dope style!
MAD SKILLZ *Move Ya Body* (BIG BEAT) - Great follow-up, definite head nod material.

J. SCRATCH, KCAQ, Oxnard

EL CANTOR *Toma* (DIGITAL DUNGEON) - Blows up in the clubs and getting heat on the show.
ILL MENTALITY *Luvin' U 4 Dayz* (PHAT WAX) - I luv this track...beats are phat!
FUN CITY *Padentro* (CUTTING) - Works well on the show, got a nice response at clubs.
THAT KID CHRIS *Feel The Vibe* (DIGITAL DUNGEON) - The horns on this cut are nice. It's been working well for me at the clubs & radio.
HOSTYLE *Should Have Been Down/Everybody's Rappin'* (DEF JAM) - Both side are nice with a good West Coast vibe.

LARRY V., KCAQ, Oxnard

RUDY-RUDE-DOG *Gotta Give* (GROOVE NATION)
FUGEES *Killing Me Softly* (COLUMBIA/CRG)
FRANKIE CUTLASS f/Sadat X & Redman *You And You And You* (RELATIVITY)
MACHEL *Come Dig It (Remix)* (DELICIOUS VINYL)

P.J. AUGUSTYN, KDWB, Minneapolis

ALCATRAZ *Gimme Luv* (YOSHITOSHI) - I like it housey. Dubby delite!
BIG SISTER *Round We Go* (S.O.S.) - 20 Fingers produced Hi-NRG remake!
INDIVIDUAL *Sky High* (WHITE) - Very Robin S sounding...smooth!

RUBEN PANTOJA, KHDC, Salinas

ARTIE THE 1 MAN PARTY *Esa Nine Linda* (SCOTTI BROS.) - The hottest jam in the area.
TWO SHORT BROS. *I'm In Love, Acido!* (AQUA BOOGIE) - The response is great in the mix shows.
SUGAR *The Feeling (Remix)* (AQUA BOOGIE) - Packing the dance floors, check out this dope remix.

MANNY 'SIR ELEGANCE' LOPEZ, KHDC, Salinas

SIMPLY RED *Remembering The First Time* (EASTWEST) - Excellent rotation song, House fans will dig this one!
ALEXIA PHILIPS *I Never Needed* (INTERHIT) - First time I heard this track I needed to put it in the mix! Several great mixes. Tight Euro-House feel!!
ACE OF BASE *Lucky Love* (ARISTA) - The bomb! Good remix by Vission/Lorimer. But Armand's mix makes you say h'mmm! If you don't have it make sure you get it!!

DJ JAM, KKB, Los Angeles

HORACE BROWN *One For The Money* (MOTOWN) - One for the money, two for my show, you all better be ready 'cause this one's gonna go.
THE CLICK *Scandalous* (JIVE) - Another Bay area hit.
GROOVE THEORY *Keep Tryin'* (EPIC) - Scarface will love this track or if you liked 'I Never Seen A Man Cry', you gotta get this remix.

MARIAMA, KKB, Los Angeles

AKINYELE f/Sadat X & Yvette Michelle *Loud Hangover (Remix)* (LOUD) - Very radio friendly.

EMZ, KKB, Los Angeles

REDMAN *Funkorama (Remix)* (INTERSCOPE) - With the added Eric Semon flavor, this takes it to the top.
PAULA PERRY *Paula's* (THE INC. ENT.) - It's hot! Good looking to Masta Ace for lacin' me.

SWAY & TECH & ICE, KKB/KMEL/WEJM, Los Angeles/San Francisco/Chicago

NON PHIXION *Legacy* (SERCHLITE) - Phat underground cut from New York.
FAB 5 *L'effleur Part II* (PRIORITY) - Remix should extend the life of the Hip Hop anthem.
HORACE BROWN *One For The Money* (MOTOWN) - Smooth R&B, chalk up another one for Andre and camp.
ILL MENTALITY *Luvin' U 4 Dayz* (PHAT WAX) - Check out both sides of this vinyl.

PAUL YATES, KWIN/KMVR, Stockton/Las Cruces

EL GENERAL *El Funkete* (BMG/RCA) - Latin House at its best. Programmers look out for this one.
MCM-13 *You Gotta Work* (JASPER STONE) - You need to work this one!!
FRANKIE CUTLASS f/Sadat X & Redman *You And You And You* (RELATIVITY) - Thank you Phillip, this is the bomb.

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

EL CANTOR *Toma* (DIGITAL DUNGEON) - Just when you thought it was over, here comes a new set of mixes taking it to the next level. The Bomb!
DJ JERO *Esa Nena* (PSUEDO RECORDS) - Not to be mistaken with the Artie version. This Latin House cut has a Miami vibe to it. Thanks Jorge Suarez.
REFLEXION *Never Stop* (SUBURBAN) - This has got to be one of the best vocal House records that I've heard, with some awesome production. (213) 343-2660

NELSON 'D STREET' SIMS, KSJL, San Antonio

MACK 10 *Hoo Bangin'* (PRIORITY) - This is the bomb. The most requested song this week and blowing up dance floors in San Antonio. For sure, this one will be bangin' fo' life.
DJ KOOL *Let Me Clear My Throat* (CLR) - It may be old on the East, but its blowing up my telephone line with request for it. Sets any party off right too.
WC AND THE MAAD CIRCLE *The One* (PAYDAY) - Definitely the one for radio play. Smooth enough for older demos and rugged enough to appeal to the younger end.

STEVE 'SMOKIN' CHAVEZ, KTFM, San Antonio

DELINQUENT HABITS *Los Tres Delinquentes* (LOUD) - Dope Hip Hop on a Latin tip, if you like Cypress...you gotta check this out.
EL PRESIDENTE *Cafe Con Leche* (TUFF GUYS) - Dope Latin House track with El Presidente throwing on the mic.
FRANKIE CUTLASS f/Sadat X & Redman *You And You And You* (RELATIVITY) - Whether you play House or Hip Hop, this cut is for you.

NORMAN POON, KWIN, Stockton/Modesto

EURHYTHMICS *Sweet* (BOOTLEG) - It's the bomb!
BUFFY *Give Me* (VELOCITY) - It's an old jam but great response now, play it and watch the phones.
KE' *Strange World* (RCA) - New song with a modern sound, check it out.

SHAWN PHILLIPS, KZHT, Salt Lake City

MIX VIBES #4 *The Final Chapter* (MUSIC PLANT) - Yes, the double pack is well worth the wait!
EL CANTOR *Toma '96* (DIGITAL DUNGEON) - It took me 3 hours to get off the floor after feeling the impact of these new remixes.
VISSION/LORIMER/XLR8 *Take Me Higher* (STRICTLY RHYTHM) - 'That sound' plus 'that Sugar' plus 'Vission/Lorimer' equals a must have, powerful mix show record.
FUGEES *Ooh La La La* (BOOTLEG) - Slammin' bootlegged version of the Fugees. These better than perfect mixes will do the job right...great job!!!

JAM-MASTER-D, KZRB, New Boston

SUGA T. *If I Took Your Boyfriend* (JIVE) - Check it out.
TOO SHORT *Gettin' It* (JIVE) - Check it, check it out.

GEOFFREY C., WERQ, Baltimore

SPENITCH *I'm Blessed* (DOLO) - It's the bomb, it's all of that...period!

STAN PRIEST, WFLZ, Tampa

STEPDISK *Furvent* (BOTTOM HEAVY) - Awesome tweakin'. This is the sound of now. Get it and play it.
EURHYTHMICS *Sweet* (BOOTLEG) - Re-make of Eurhythms classic. This will rock any House club or party. Very rare...get it while you can.
LAURA MARTINEZ *Ritmo Latino* (THUMP) - This is awesome, works great with the 'Planet Soul's' & 'Lina Santiago's.'

WILD COLOUR *Dreams* (PERFECTO) - 1996 update of the Fleetwood Mac classic. Very sweet House sounds. The 'BT Mix' is the standout.

PRINCE *When Doves Cry '96* (WHITE) - Killer House treatment for the Prince classic, but good luck finding it.

BRIAN HENDRICKS, WMUC, College Park

KRIMP *House Of Pain* (STRICTLY RHYTHM) - Anthem of the Winter Music Conference.
RUFFNECK f/Yavahn *Move Your Body* (MAW/STRICTLY RHYTHM) - M.A.W. does it again at the conference.
007 *Do You Believe* (BASEMENT BOYS) - My boy DJ Spen, Teddy, & Scratch do it again!
KERRI CHANDLER *Hallelujah* (KING STREET) - Kerri is the man!

DJ DOVE, WPSC, New Jersey

MONE' *Movin'* (STRICTLY RHYTHM) - All mixes are fierce, especially Frankie Feliciano's mixes.
FEDERAL HILL *There's Got To Be A Way* (SUBURBAN) - Another hot one from the Suburban crew.
SERENA *Crazy* (LOVE TO BE) - 'DJ Disciple's Dub' is the bomb. Slammin' import to get.
MOTHER OF PEARL *Your Heaven (I Can Feel It)* (SOUL EURIC) - Very uplifting song. Buy it.
WALTERINO 4 L.W.S. *Jam Experience Pt.1* (UMM) - Buy this record, it's dope.

DJ GROOVE, Z90, San Diego

CONNIE HARVEY & JUNIOR VASQUEZ *Lift Me Up* (EIGHTBALL) - Check out the 'X Beat Vocal Mix'! If you're into Gospel then this is the record to get!!
FRANKIE KNUCKLES f/Adeva *Love Can Change It* (VIRGIN) - This record is gonna be my number one record. The cut to check out is the 'Downtown Club Mix'.
ROZ WHITE *Bad For Me* (BULLET) - Major props to Ed 'Gusto' Green for Sounds Of The Last Days for his production and Roz White for the vocals! If you need a copy then call Chris Pagli @ (201) 662-8541!
CANDY GIRLS *Wham Bam* (VIRGIN) - This is so fat that it will make you move just like the Energizer! Both cuts give you Progressiveness with a touch of a hard thumping rhythm that you can't resist!
SUNSCREAM *When* (COLUMBIA) - If you like the hard stuff, this is it! This record will take you where you wanna go so make sure you check out all mixes!

ISLAND INDEPENDENTS WEEKLY FOCUS

Support your local B-Ball Team

N.B. HEY

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Don't be left at "Da" foul line.
(In your court now!)

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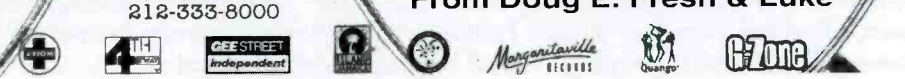
BOMB THE BASS
"One To One Religion"

It's not BASS Music
but this joint can flow!

SOMETIMES YOU JUST GOTTA
"Freak It Out"

From Doug E. Fresh & Luke

ISLAND INDEPENDENT LABELS



THE BREAKDOWN COOLBOYS

CHARTS COMPILED BY ePRO FROM KEY RECORD POOLS ACROSS THE U.S.A. (Reprinted with permission from ePRO © 1996)

U R B A N

TC	LC	SONGTITLE	ARTIST	LABEL
1	1	WOO-HAH! GOT YOU ALL IN CHECK	BUSTA RHYMES	ELEKTRA
2	3	KEEP ON, KEEPIN' ON	MC LYTE F. XSCAPE	EASTWEST
3	2	CALIFORNIA LOVE	2 PAC	DEATH ROW
4	4	5 O'CLOCK	NONCHALANT	MCA-UNI
5	6	1,2,3,4 (SUMPIN' NEW)	COOLIO	TOMMY BOY
6	8	NEW YORK, NEW YORK	THA DOGG POUND	DEATH ROW
7	9	SCENT OF ATTRACTION	PATRA	EPIC
8	5	SITTIN' UP IN MY ROOM	BRANDY	ARISTA
9	13	NO ONE ELSE	TOTAL	BAD BOY
10	12	CAN'T BE WASTING MY TIME	MONA LISA	ISLAND
11	21	RENEE	LOST BOYZ	ISLAND
12	15	NOT GON' CRY	MARY J. BLIGE	ARISTA
13	11	SOUL FOOD (LP)	GOODIE MOB	LA FACE
14	7	GAMERS	THE CONSCIOUS DAUGHT	PRIORITY
15	16	ILLUSIONS	CYPRESS HILL	RUFF HOUSE
16	10	MS. WINEY, WINEY	MAJETTE	NEXT PLATEAU
17	18	I WILL SURVIVE	CHANTAY SAVAGE	RCA
18	14	FUNKORAMA	REDMAN	INTERSCOPE
19	23	GET ON UP	JODECI	MCA
20	25	MALIK GOES ON	MR. MALIK	ROWDY
21	26	STAIRWAY TO HEAVEN	PURE SOUL	INTERSCOPE
22	30	HOOP IN YOUR FACE	69 BOYS	EAST WEST
23	27	DOWN LOW	R. KELLY	JIVE
24	24	I MISS YOU	MONIFA	MCA
25	31	ENVY	FAT JOE	RELATIVITY
26	29	FOR REAL	JACKAL "THE BEAR"	UNION
27	19	DOIN IT	LL COOL J	DEF JAM
28	32	DON'T BE A MENACE SOUNDTRACK	VARIOUS	ISLAND
29	33	KEEP TRYIN'	GROOVE THEORY	EPIC
30	35	FU-GEE-LA	FUGEES	RUFF HOUSE
31	34	WINTER WARZ	WU TANG	ISLAND
32	20	AIN'T NO PLAYA	RAPPIN' 4 TAY	CHRYSALIS
33	55	SCANDALOUS	THE CLICK	JIVE
34	84	SCARRED	LUKE	LUTHER CAMPBEL
35	36	LET'S PLAY HOUSE	THA DOGG POUND	DEATH ROW
36	42	MOTHERLESS CHILD	GHOSTFACE KILLER	FLAVOR UNIT
37	71	THUGGIN' IT UP	MC EHT/CMW	EPIC
38	62	A THIN LINE BETWEEN LOVE AND HA	H TOWN	WB
39	41	ALL I NEED	JESSE POWELL	SILAS
40	40	FREAKY FLOW	SPECIAL ED	PROFILE
41	22	PHYSICAL FUNK	DOMINO	OUTBURST
42	47	YOU WANT THIS PARTY STARTED	SOMETHIN' FOR THE PE	WB
43	43	DARK SUN RIDERS	DARK SUN RIDERS	ISLAND
44	79	ALWAYS BE MY BABY	MARIAH CAREY	COLUMBIA
45		ONE FOR THE MONEY	HORACE BROWN	MOTOWN
46	17	WELCOME	ERICK SERMON	DEF JAM
47	45	DANGER	BLAHZAY BLAHZAY	FADER
48	46	IZIT EVERYWHERE	THE WHOLE AFFAIR	UNITY
49	48	AIN'T NO LOVE & HAPPINESS	KAWZ	BUST IT
50	28	WHY YOU TREAT ME SO BAD	SHAGGY	VIRGIN

D A N C E

TC	LC	SONGTITLE	ARTIST	LABEL
1	1	WHO DO YOU LOVE	DEBORAH COX	ARISTA
2	2	LUCKY LOVE	ACE OF BASE	ARISTA
3	3	AIN'T NOBODY	DIANA KING	WORK
4	4	IMITATION OF LIFE	BILLIE RAY MARTIN	SIRE
5	6	LIGHT YEARS	JAMIROQUAI	WORK
6	11	OOH BOY/SLEEPING WITH AN ANGEL	REAL MCCOY	ARISTA
7	5	MOVIN' UP	DREAMWORLD	RCA
8	7	SET ME FREE	MIISA	ICHIBAN
9	12	ENERGY	DEVONE	AQUA BOOGIE
10	10	DO WHAT'S GOOD FOR ME	2 UNLIMITED	RADIKAL
11	14	A BOY LIKE THAT	SELENA	RCA
12	13	HYPER-BALLAD	BJORK	ELEKTRA
13	9	THE NEW ANTHEM	N-JOI	LOGIC
14	8	TWENTY FOREPLAY	JANET JACKSON	A & M
15	16	LOVE HAS NO NAME	BABBLE	REPRISE
16	18	INSIDE OUT	CULTURE BEAT	550
17	21	TELL IT TO MY HEART	TAYLOR DAYNE	ARISTA
18	19	TRES DESEOS	GLORIA ESTEFAN	EPIC
19	15	LET THERE BE LIGHT	MIKE OLDFIELD	REPRISE
20	17	STAYIN' ALIVE	N-TRANCE	RADIKAL
21	24	THE WINDING SONG	DOUBLEPLUSGOOD	SIRE
22	23	WHEN	SUNSCREAM	COLUMBIA
23	20	GIVE ME THE NIGHT	RANDY CRAWFORD	BLUE MOON
24	22	BE MY LOVER	LA BOUCHE	RCA
25	27	SITTIN' UP IN MY ROOM	BRANDY	ARISTA
26	28	I NEVER NEEDED	ALEXIA PHILLIPS	INTERHIT
27	25	MR. KIRK	4 HERO	SM:JE
28	30	DO FRIES GO WITH THAT SHAKE	GILLETTE	SOS
29	26	SHOOT ME WITH YOUR LOVE	D:REAM	WB
30	29	MISSING	EVERYTHING BUT THE	ATLANTIC
31	41	ZOMBIE	A.D.A.M.	RADIKAL
32	40	1,2,3,4 (SUMPIN' NEW)	COOLIO	TOMMY BOY
33	31	CALIFORNIA LOVE	2 PAC	DEATH ROW
34	37	SUNDAY AFTERNOONS	VANESSA DAOU	MCA
35	43	FEELS SO GOOD (SHOW ME...)	LINA SANTIAGO	GROOVE NATION
36	39	DON'T YOU WANNA BE MINE	THE REAL DEAL	ZYX
37	72	STRANGE WORLD	KE'	RCA
38	33	SHUT UP	SIN WITH SEBASTIAN	LOGIC
39	44	WE GOT IT	IMMATURE	MCA
40	42	I WILL SURVIVE	CHANTAY SAVAGE	RCA
41	32	GOT MYSELF TOGETHER	THE BUCKETHEADS	BIG BEAT
42	35	BEAUTIFUL LIFE	ACE OF BASE	ARISTA
43	38	BORN 2 LOVE U	COBRA	ZYX
44	34	I SPECIALIZE IN LOVE	EXPOSE	ARISTA
45	45	NO ONE ELSE	TOTAL	BAD BOY
46	61	THINK TWICE	ALANA DANTE	NEXT PLATEAU
47	36	THIS TIME AROUND	MICHAEL JACKSON	EPIC
48	49	C'MON AND RIDE THE TRAIN	QUAD CITY DJ'S	ATLANTIC
49	51	RUMOR	BEL CANTO	LAVA
50	77	SEXUALITY	K.D. LANG	SIRE

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BUSTA RHYMES

WOO-HAH!!

WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. **Got You All In Check.**

The first single and video from his highly-anticipated solo debut.
Album coming this March.

NEW THIS WEEK! **KUBE!**
WOO-HAH!

Produced by Rashad Smith of Tumblin Dice Productions Inc.

Management: Duquan Brown for Flipmode Entertainment and Chris Lighty for Violator Management.

SOUNDCAN SINGLE *8-7 WOO-HAH

It's a hit... We're seeing top 10 phones, major sales, and it's now in all dayparts. Expect 25x this week.

MICHAEL MARTIN/KYLD

It's doing well for us, with all daypart plays. Look for 4x a day this week, and it's selling well in this market.

JACKIE JAMES/KKSS

KICKIN' IT ON:

WWKX 34x	WQHT 45x	WERQ 15x
WPGC 29x	WJMH 25x	KUBE 20x
KMEL 19x	KYLD 26x	KPWR 27x

MAJOR MARKET SALES!

New York 2	San Francisco 15-9	Tampa 16-11
Los Angeles 11-9	Boston 7-7	Miami 5-4
Philadelphia 2-2	Washington D.C 5-2	Pittsburgh 16-8
Denver 29-18	Phoenix 11-9	Sacramento 35-13
Hartford 4-2	San Diego 13-3	Columbus 9-9

WOO-HAH!

R&R RHYTHM CROSSOVER D 39*
MONITOR RHYTHM CROSSOVER D 32*

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...Continued From Page 27

ONLY WITH YOU BUT WITH A GM. YOU TALKED ABOUT COMFORT: WHAT ARE THE THINGS THAT I CAN BRING, EITHER WITH MY PACKAGE OR WHEN I'M SITTING DOWN WITH YOU ONE-ON-ONE (OR EVEN VIA PHONE INTERVIEW)...WHAT ARE THE THINGS THAT A PROGRAMMER CAN DO TO INSTILL A SENSE OF COMFORT IN A GENERAL MANAGER OR A CONSULTANT?

When I'm looking to interview a program director...and as you know I've been a general manager and a station owner, so even with those hats on or my consultant hat, I think these things transcend, I like intelligent people. I've never met a winning program director who wasn't intelligent; I don't mean just about radio, but an intelligent individual. Now it doesn't necessarily mean they're a member of Mensa, but they're intelligent. They're more than one-dimensional.

THERE'S THAT GLOBALISM YOU'RE TALKING ABOUT AGAIN.

Exactly. I like program directors who are radio pigs. The guys who know all the call letters, who can sit and rattle off jingle packages, who understand not only how to read an Arbitron but how the Arbitron game is played; the guys who understand what it takes to motivate their air staff. The program director who can sit down and look me in the eye and say, "You know, I remember that Bill Drake did this in the '60s. Or I read something that Kent Burkhardt did years ago that I think could work today." I like people who are students of radio. And they don't have to be older guys. If I sit down with somebody who's 26 years old and he starts talking to me about how he heard a jingle or an aircheck of B100 in San Diego when it went on the air, that person moves up the ladder in my brain immediately because they're a radio pig.

What I detest are the people who walk in the door and insult my intelligence by putting other people's theories into their presentations or who quote books without giving proper credit. Years ago, I was ready to strangle anybody who walked in and told me how to reach the post-war baby boomer. Today, some guy walks in and starts to tell me how to reach Generation X. Don't waste my time. Instead, walk in the door and tell me why you believe radio stations win, and more specifically, in my situation, how I can win. A programmer needs to be more a listener than spewing back what they think I want to hear. For instance, if I was interviewing for a PD job today, what would I do? I would do as much research as I could on the market before I got there. I would read the "Places Rated Almanac." I would get Arbitron information. Then I would put together everything I could from an SRDS that told me who the people are in the market. I might even call some of the

different radio stations in town and, in disguise, tell them that I'm looking for a job or I'm doing a project as a college student; that I'm an intern and I'd like to know about their station. Then I'd walk into the interview with the general manager. And after he had asked all his questions, I would say, "Could I ask you some questions." And then I would

TO THE END OF THIS. AS A CONSULTANT, AS A RESULT OF GROUPS AND THE NEW CHANGING FACE OF RADIO OWNERSHIP, HOW IS YOUR BUSINESS CHANGING?

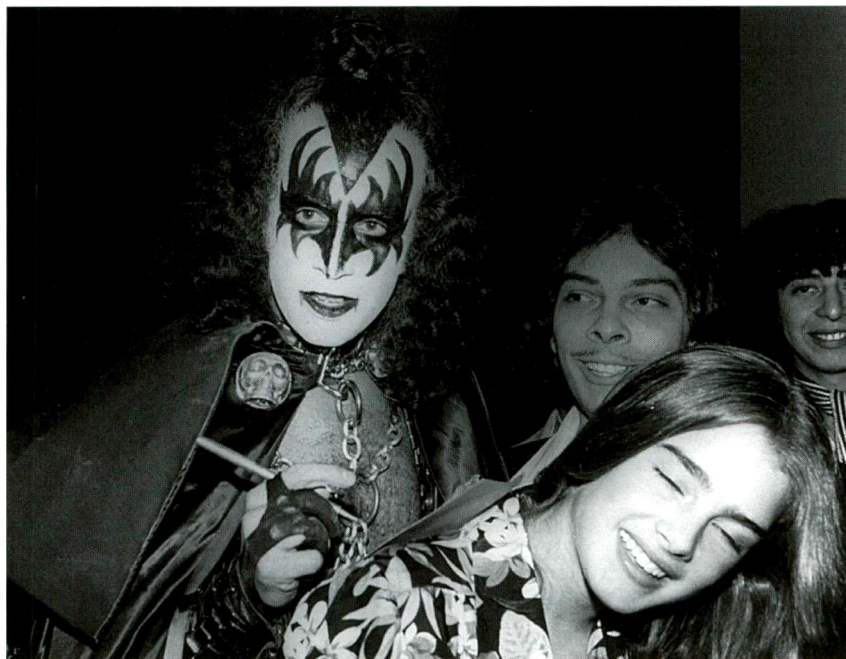
McVay Media is doing very well with duopolies, and now with the new laws I

"I like program directors who are radio pigs."

proceed to grill the GM on the history of the radio station: How it got from where it was to where it is. What do you want to accomplish? What would you consider to be successful rating-wise? What type of numbers do you need to have or what rank position do you need to have in your market to hit the revenue that you're responsible for? And what do you want in a program director? If that guy didn't hire me, the guy would be a fool, because I'd be walking in to his door doing 50 percent more than anyone else had done.

SO PART OF WHAT YOU'RE

believe we'll do even better. I've never sat down and said I'm a one-format company. We view radio as a whole and we're radio specialists. Inside our organization we have consultants who consult Adult Contemporary, Top40, Oldies - both '60s and '70s Oldies, Country and News Talk. And so with the different guys inside my group, we're able to help an entire duopoly situation. Now we're also in an advisors alliance with Burkhardt/Douglas and Associates. They consult Album Rock, Top40, Alternative Rock, Classic Rock...all the different variations of Rock; and as such, if you have an AOR and an AC or



McVAY IN L.A. BACK IN THE DAY! Here's a twenty-something MIKE McVAY (circa the late 1970's) taking a break from programming KTNQ, to enjoy a birthday bash/autograph session for thirty-something (we think) KISS legend GENE SIMMONS, who's joined by a teen-something BROOKE SHIELDS.

SAYING IS THAT, AGAIN, KNOWLEDGE IS POWER - KNOW YOUR STUFF BEFORE YOU WALK IN AND DON'T JUST PARROT BACK STOCK ANSWERS THAT YOU READ ABOUT IN THOSE JOB SEARCH MANUALS.

Absolutely.

LET ME SHIFT GEARS TO ANOTHER QUESTION AS WE KIND OF GET PREPARED TO GET

whatever other combination you might have, we're able to work with you. Example: WLHT in Grand Rapids, MI. Dave Popovich from our company consults WLHT. They bought WGRD, which is Alternative Rock. Val Garris from Burkhardt/Douglas is doing that radio station for us as part of our advisors alliance. In Topeka, Jerry King consults AC on KMAJ. They bought KDVV and took it into a Classic Rock vein. Dwight Douglas consults that radio station for them. So in our case, because we have all these different formats under

one roof, our business has just about doubled. So for McVay Media, and for Burkhardt/Douglas, we're in great shape. I have heard from other consultants who are one-format guys - like maybe you're an Oldies-only guy working on your own; you can probably do a dozen radio stations. But if you're the owner of a radio station and McVay Media is already working with you, and you buy other formats, and I'm able to help you, then why wouldn't you hire me? For instance, at McVay Media, for years we sat at about 70 clients and we've grown to 114 stations with megaopolies. Where will we go with the quadropoly or megaopoly or whatever they call it? I think we're just going to continue to grow.

A FINAL QUESTION: AN UP-AND-COMING, PERHAPS YOUNGER PROGRAMMER, OR ASPIRING PROGRAMMER, IS READING THIS AND THINKS, "THAT MIKE McVAY SOUNDS LIKE HE'S A PRETTY INTELLIGENT GUY. I'D LIKE TO BEGIN TO NETWORK." CAN THEY CALL YOU, CAN THEY TALK TO YOU? OBVIOUSLY AS A CONSULTANT AND THE HEAD OF A BUSINESS AND AN ENTREPRENEUR, YOU'RE A BUSY MAN. BUT CAN SOMEONE CALL YOU AND SAY, "MR. McVAY, I'D LIKE TO HAVE YOU HELP EDUCATE ME ABOUT RADIO?"

Getting a hold of me via phone is tough. I'll be honest with you. I travel Monday-Friday, five days a week. But I definitely want to hear from these people. The smartest thing to do is send me tape/resume, or fax me at (216) 892-8817. I will respond. Everyone who sends a tape or resume to our company hears back from us. You may not hear from me immediately, but you will. We keep people in the loop. Jon Zellner, who just went to KMXV in Kansas City for us, was a competitor of ours in Oklahoma City. Jon's a guy who I watched from across the street. I made sure that when he was available, we jumped and got him. We're looking for a PD in a smaller medium-size market right now. It's between market 75 and 100, and the individual that I'm going after is someone who just dropped me a tape out of the blue. I've never met the person. I've had conversations with him and we'll hopefully hire this person. So my advice to them would be: yes, contact me. Here's what I don't like: yesterday someone called me and told me that they were from a station in Milwaukee and wanted to talk to me about possibly consulting the station. I pick up the telephone and call this guy and it's somebody looking for a job. That's not somebody I'm going to hire.

MIKE, THANK YOU FOR SHARING YOUR INSIGHTS AND WISDOM WITH US.

It's been my pleasure. Thank you.

England's #1 Hitmakers

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**KLRZ Q99 WYKS WXXX KHTQ
WBNQ WXIS and more!**



COMMON PEOPLE
PULP



DON'T MISS PULP ON THE LATE SHOW WITH DAVID LETTERMAN APRIL 5TH

"COMMON PEOPLE" the first track from the album **DIFFERENT CLASS**

Ear To The Ground



FEARSOME FOURSOME?! Staring somewhat eerily into the lens for this shot are No Name Records owner STEVE RICHARDS, Jive Sr. VP/Promo JACK SATTER, newly appointed 92Q/Baltimore PD TOM CASEY, & (of course) our own BARRY RICHARDS. We think STEVE, JACK and the REAZAR were helping TOM move, but we're not sure.



GOO GOO GOLD! "A Boy Named Goo," the breakthrough album by Warner Bros recording group the GOO GOO DOLLS, has been certified platinum! Celebrating are, (top row) GOO GOO DOLLS manager PAT MAGNARELLA, Warner Bros. Exec. VP/GM JEFF GOLD, label President STEVEN BAKER, and Warner Bros. Sr. VP/Promotion STU COHEN. In front are GOO GOO DOLLS MIKE MALININ, ROBBY TAKAC and JOHNNY RZEZNICK

HATS OFF TO "Q" OSCAR NEVER LOOKED BETTER!

Quincy Jones proved, once again, that he is one of the greatest showmen in the history of Hollywood. He shared his spirit with the world last Monday night and made The Academy Awards come alive with humanity. He breathed life into the legendary event and moved us to tears while Whoopi made us laugh time and time again!

CANADA SENTENCED

In a follow-up to a story we brought you exclusively last June (issue 895), former WWKZ/Tupelo, MS PD/afternoon star JOE BOB CANADA was sentenced to six-and-a-half years in prison and fined \$7500 for his involvement in child pornography, sending explicit pictures of children across statelines, and using his computer to solicit sex with minors.

The case stemmed from an FBI investigation that sprang from a New Orleans TV station "sting" operation aimed at the alarming use of on-line/Internet services by pedophiles. After being caught in the act last Spring, CANADA ultimately pled guilty to three of the allegations. Since then, he has been in federal custody in New Orleans. In addition to his federal sentence, CANADA still faces charges in Tupelo of aggravated sexual battery involving a child.

IS IT RETAILERS VS. MUSIC CLUBS?

Twenty of the nation's biggest music retailers met in Washington, D.C. last week to discuss possible antitrust litigation against record labels for selling albums to so-called "record clubs" for considerably less than the wholesale price paid by record stores. According to an item in last Friday's (3/22) Hollywood Reporter, the gathering took place at the Nat'l Assoc. of Record Merchandisers convention, ostensibly to explore their legal options. The report claimed "a class-action or federal trade suit" was possible on the grounds of unfair business practices. We'll keep you posted!!

THE LATEST

This past Monday (3/25), U.S. District Judge CONSUELO B. MARSHALL dismissed the payola case against indie record promoter JOE ISGRO. The

case was tossed out once before, in 1990, and this time, Judge MARSHALL ruled that the federal government violated the speedy-trial act in the 7-year-old case...Mere weeks after resigning his L.A. promo post with Jive Records, TOM CASEY has landed the coveted PD position at Baltimore Rhythm/Pop outlet, 92Q (WERQ). See this week's REAZAR's RECORDS (page 33) for the skinny on this one...As we went to press, we learned that WDRE/Long Island GM DAN VAKO had been let go. It appears that PD TED TAYLOR is cool there for the moment...Former MTV VJ (and recent infomercial/lotto TV hunk) MARK GOODMAN has landed the morning gig @ STAR98.7 (KYSR)/L.A....Promo vet MIA KLEIN joins the staff of NEIL YOUNG's Vapor Records...Ex-WWST/Knoxville PD TODD SHANNON is named PD @ 91X (XTRA)/San Diego.



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TOTAL AUDIENCE: 20.4 MILLION
BDS RHYTHM CROSSOVER: 11
R&R RHYTHM CROSSOVER: 10
SOUNDCAN TW: 12,242

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NEW DJ SPEN REMIXES
ON YOUR DESK NOW!

NEW AIRPLAY AT:
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ON  'S THE GRIND

“FEELS SO GOOD” (Show Me Your Love)

The first single and video from the debut LINA SANTIAGO album.

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More information...Monte Lipman (212) 373-0717

OR

David Nathan (212) 373-0792

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Ear To The Ground



B.R. JOINS M.W.C. CAST? Our own BARRY RICHARDS will be joining the cast of Fox's "Married With Children" as AL BUNDY's illegitimate son! Apparently, the idea came to the show's producers after they became impressed with the constant barrage of B.R. photos in this publication! NO FOOLIN'!!!



WB HITCHES HENLEY! Following the signing of a new, exclusive solo recording contract with Warner Bros. Records, superstar DON HENLEY celebrated with label executives! Pictured (l-r) are: Warner Bros. Records President STEVEN BAKER, HENLEY's manager IRVING AZOFF, HENLEY, Warner Bros. Records, Inc. Chairman/CEO RUSS THYRET, HENLEY's attorney LEE PHILLIPS and Warner Bros. Records, Inc. Vice-Chairman/General Counsel DAVID ALTSCHUL.

SCUTTLEBUTT

Is Interscope promo captain MARC BENESCH poised for a move? What's it mean for BRENDA ROMANO?...With the departure of GM DAN VAKO, is WDRE/Long Island about to make some serious adjustments? Yep. Look for some adjusting, possibly toward the Triple A spectrum...Does the sale of its Macon, GA properties provide any clue as to what Gannett has planned for its radio division? Rumors about possible suitors, including Infinity, keep swirling about...With PD KELLIE CLUQUE making her exit, is a format flip (adjustment) in the offing at THE FLASH (XHRM)/San Diego?

MORE OF THE LATEST

Giant Records has changed its name. The IRVING AZOFF label will now be known as Revolution Records. The newly named imprint signs GARY RICHARDS as head of Alternative Marketing/Promotion/A&R...PD KEVIN ROSS exits WKZW/Peoria while DALE VAN HORN returns to the OM chair there. JEFF WILLIAMS is now the MD there...Henry Broadcasting, which just last week announced the sale of its Honolulu properties to Patterson Broadcasting, announced this week the sale of most of its remaining properties (in Denver, Fresno, Sacramento, Omaha and Portland) to American Radio Systems. Ear has learned that the deal was essentially cash-less; Henry President CHARLTON BUCKLEY got stock/equity in A.R.S. and a seat on its board. Absent from the transaction were Henry's Salinas-Monterey, CA properties, KDON and KRQC...It's a merger in Madison, as MidContinent and Press Communications unite.

However, even though this is being spun as a merger, it's really a sale, with Press, which owns WIBI-A/F and WMAD-A/F, acquiring Z104 (WZEE), WSTO-AM and WMLT from MidContinent. Look for WMAD GM LEE LEICINGER to run the show there...In Anchorage, newly upped KGOT OM MARK MURPHY takes himself off air, moving night guy PHIL KIRIN to afternoons, and promoting p/t guy ROLANDO J. to nights. MURPH told Ear he has also named highly regarded MD ROXY LENNOX to the post of interim PD, while the search for a permanent programmer continues.

THIS WEEK'S ACTUAL DAMN JOBS

In Erie, PA, JET102 (WJET) PD NEAL SHARPE is searching for a creative production director with multi-track and digital experience. You must be able to write and work with programming and sales. Not only is this a good gig paying good bucks, but JET102 and sister-station WFGO, just moved into a brand new, state-of-the-art facility, which also houses Jet Broadcasting's TV station! Get your stuff to NEAL pronto, at: 8455 Peach St., Erie, PA 16509.

KHTQ/Spokane-Coeur d'Alene is looking for a morning star! Send your very best stuff to PD SCOTT SHANNON, c/o: KHTQ, 101 Lakeside Ave., Coeur d'Alene, ID 83814.

KWTX/Waco OM/PD TOM MARTENS is trolling for a night jock! If you've got at least a year of experience and can give good phone, get that T&R to TOM @: KWTX, Box 2636, Waco, TX 76702!

NAMZ IN THA NEWZ

- Marc Benesch**
- Brenda Romano**
- Albie D.**
- Ray Carlton**
- Tom Casey**
- Isaac Hayes**
- Mike Halloran**



Island Records Miami local promo rep. Arthur Promoff passed away last week after a long illness. Prior to his position with Island, Arthur worked for PLG and Geffen Records. In lieu of flowers, donations can be made to the Health Crisis Network, Inc., 5050 Biscayne Blvd., Miami, FL 33137. You can also contact Jose Rivera at (305) 751-7775.

Stabbing Westward



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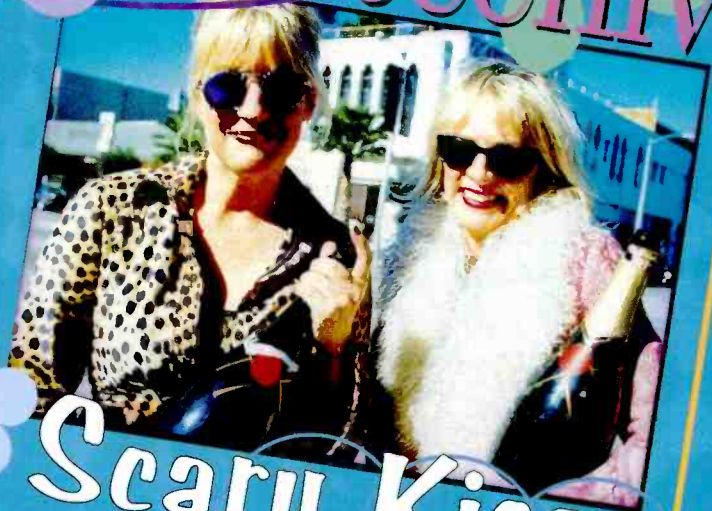


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