an exclusive interview with

JIM LAWSON

PD, WVIC - Lansing
**From The Upcoming Movie SISTER ACT 2: BACK IN THE HABIT**

**HI-FIVE**
"Never Should've Let You Go"

<table>
<thead>
<tr>
<th>Added At</th>
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<tbody>
<tr>
<td>B94</td>
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**Billboard Hot 100 Single Sales Chart: 42-33***

**KEVIN PETERSON, MD, KDWB**
"Getting good adult reaction from 18-34 females, after opening it up to all-day play."

**MICHAEL MORGAN, PD, WFLY**
"One of those songs that just sounds great on the air. Requests from all demos."

**R. KELLY**
"Sex Me (Part I & II)"

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<td>KUBE #19</td>
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<td>WJMH (22-18)</td>
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**JEFF & FRESH PRINCE**
"I'm Looking For The One To Be With Me"

**JAZZY JEFF & FRESH PRINCE**

**SCOTTY SNIPES, PD, KIX106**
"Good requests. A smooth record to play all day."

**Billboard Hot 100 single Sales Chart: 30*-26***

**MICHAEL MARTIN, APD/MD, WILD107**
"Burning up the airwaves. Pulling great phones and sounding great on the air."

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**Top 10 At THE BOX**

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# THE HITMAKERS DISC-OVERY CLUB

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

## 1. PEARL JAM “Daughter” (EPIC)

- **Hottest-selling CD in history...A must-play.**
  - JOHN IVEY, 98PXY

- **Strong night image record...#1 album in this market.**
  - DON LONDON, WNVZ

- **Top 3 phones...Most mass appeal cut off a killer album.**
  - ANDY SHANE, Z100

## 2. STONE TEMPLE PILOTS “Creep” (ATLANTIC)

- **Instant no-brainer.**
  - JOHN TRAPANE, KTUX

- **Get this on and watch the reaction.**
  - TONY MASCARO, PRO-FM

- **Instant reaction...Top 5 requests.**
  - LISA RODMAN, WRQK

## 3. CULTURE BEAT “Mr. Vain” (550 MUSIC/EPIC)

- **As the play increases, so does the reaction.**
  - JERI BANTA, WYKS

- **One of the hippest records out...Definite female appeal.**
  - KELLY STONE, WMGV

- **Top 10 Dance/Pop record that will work for anybody.**
  - NEAL SHARPE, JET-FM

## 4. AEROSMITH “Amazing” (GEFFEN)

- **Destined to be a classic.**
  - BILL MITCHELL, WIFIC

## 5. GIN BLOSSOMS “Found Out About You” (A&M)

- **Great follow-up to Hey Jealousy, a #1 record for us.**
  - DON LONDON, WNVZ

## 6. SCOTT A. DEREK “All For...” (A&M)

- **This one goes all the way with a bullet.**
  - KENNY KNIGHT, WKBQ

## 6b. LINDA RONSTADT “Heartbeats...” (ELEKTRA)

- **Will sell a million records.**
  - GARETT MICHAELS, WLAN

## 7. TONI BRAXTON “Breathe...” (LaFACE/ARISTA)

- **Amazing she can follow a Top 5 record with a #1 record.**
  - NEAL SHARPE, JET-FM

## 8. CELINE DION “The Power...” (550 MUSIC/EPIC)

- **Strong adult female reaction record.**
  - JIM REITZ, WRCK

## 9. CHER/BEAVIS/BUTTHEAD “I Got You...” (GEFFEN)

- **One play and it'll be your #1 phone record.**
  - BRIAN BURNS, WKSE
FOLLOWING UP THE TOP 10 SINGLE “LIVIN’ ON THE EDGE” AND THE TOP 10 GOLD SINGLE “CRYIN’” FROM THE DOUBLE PLATINUM ALBUM GET A GRIP

AMAZING

PRODUCED BY BRUCE FAIRBAIRN • Mixed by Brendan O’Brien • © 1993 Geffen Records, Inc.
Rick Blackburn has been named President of ATLANTIC Nashville, a division of The Atlantic Group.

Charles Goldstuck has been appointed Sr. VP and Chief Financial Officer at CAPITOL Records.

Judy Valsi has been appointed Senior Director, AC/Jazz Promotion, West Coast, at ERG.

Larry Wanasig has been appointed President of MUTE Records in North America.

Rick Blackburn

Charles Goldstuck

Judy Valsi

Larry Wanasig

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Annual subscription rate for US mail only-$295.00 (non-refundable) per year (50 issues).

Marty Maidenberg

Judy Valsi

Larry Wanasig

Boy George

Marty Maidenberg has been named Sr. Director, Marketing, at MERCURY Records.

Fletcher Foster has been named Vice President, Public Relations at MCA Records.

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Byr George has officially signed with SBK/ERG. Pictured at the NY offices (l-r): Tony Gordon, Boy George's manager; Ken Bauman, Sr. VP/Mktg, ERG; Boy George, Daniel Glass, President & CEO/ERG; and Ken Lane, Sr. VP, Promotion/ERG.

Shaquille O'Neal dropped by JIVE Records' New York headquarters recently. Pictured (l-r): Leonard Armato, O'Neal's agent; Jeff Fenster, VP A&R/JIVE Records; Shaquille O'Neal, Barry Weiss, Sr. VP/GM, JIVE Records, and Dennis Tracey, personal assistant to Shaquille O'Neal.
Take A Stand.

stand by your man

The single from LL Cool J that leaves you no choice.

from "14 Shots To The Dome."

"L.L. is delivering a very positive message. Stand By Your Man will be as big as Around The Way Girl. This is, without a doubt, the best cut on the album."

MICHAEL MARTIN - WILD107

"This is the one track that stands out on the CD. Stand By Your Man sounds like the type of positive song that will cut through right now. The hook SLAMS!"

ERICK ANDERSON - WJMN

Don't miss LL on tour in November.
Programmers' Picks

Based solely on a consensus of all radio programmers participating in this week’s conference calls (listed in alphabetical order)

Mainstream

ADAMS/STING/STEWART “All For Love” (A&M/Hollywood)
AEROSMITH “Amazing” (Geffen)
LISSETTE MELENDEZ “Goody Goody” (Fever/RAL/Chaos)
PRINCE & THE N.P.G. “Peach” (Paisley Park/WB)
US3 "Cantaloop" (Capitol)

Street/Mix Show

WHITNEY HOUSTON “Queen Of The Night” (Remixes) (Arista)
MINT CONDITION “You Send Me Swangin’” (Perspective/A&M)
ROZALLA “I Love Music” (Epic)
ULTRA NATE’ “Show Me” (Warner Bros.)

Alternative

OCEAN BLUE “Don’t Believe Everything You Hear” (Reprise)
BUFFALO TOM “Treehouse” (EW/AG)
SOUL ASYLUM “Sexual Healing” (Arista)
HITMAKERS would like to thank you for your support in making our 1993 Regional Seminars our biggest and best ever.

* * *

1994:

San Diego
New York

Dates To Be Announced.
### Most Disc-overflowed for this issue

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

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<td>STONE TEMPLE PILOTS</td>
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<td>A&amp;M</td>
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<td>B. ADAMS/STING/R.STEWART</td>
<td>All For Love</td>
<td>A&amp;M/HWOOD</td>
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<td>7</td>
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<td>11</td>
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<td>Never Keeping Secrets</td>
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<td>12</td>
<td>DARYL HALL</td>
<td>Stop Loving Me/Stop Loving You</td>
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<td>DEPECHE MODE</td>
<td>One Caress</td>
<td>SIRE/REPRISE</td>
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<td>14</td>
<td>D.R.S. Gangsta Capolet</td>
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<td>CAPITOL</td>
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### CRUSADES

HOT TIP: Warner Bros. ULTRA NATE Show Me will cross over big! Check out the four mixes on the CD single - Sounds smooth, jazzy, and Mainstream to me. Next week: PRINCE Peach...Nothing says holiday lovin' like an ADAM Sandler double play - Thanksgiving Song and Lunchlady. Latest pulling instant phones wherever they're played. T.J. CAMPELL new at KRBE, and showing sales, phones and research success.

Congrats to the ERG promo staff for hanging in and proving that JOSH KADISON is the real deal! Great week. Check out adds at Q1060, Q102, B97, WGTZ, JET-FM, a bunch more...Wait until you see who comes in next week...PET SHOP BOYS Go West is selling, and definitely adds a ton o' tempo to your airwaves.

COLUMBIA recording artist XSCAPE performed an amazing acapella set during our Atlanta Seminar last week. A gold plaque was presented to the ladies by our own Barry Fiedel after their set. TONY BENNETT is hipper than anyone on the planet! His new video, Steppin Out, actually made MTV's Buzz Bin this week! This project is a definite labor of love for us...As we saw first-hand in New York, Tony's appeal knows no generational boundaries.

PLG Seminar Highlights: Sold-out BEE GEES show at Ruperts, featuring opening act GABRIELLE...Great crowd reaction. Congrats to Joe Riccelli, Vicki Leben, Danny Ostrow, STAR94's Tony Novia and Lee Chesnut for orchestrating a tremendous evening...MELISSA ETHERIDGE's 'electrifying' acoustic set at the Friday PLG lunch absolutely floored everybody...

・ My personal Pick-To-Click is the new PM DAWN You Got Me Floating' from STONE FREE, the JIMI HENDRIX tribute album on REPRISE...PLG is releasing the single in only two weeks.

GEFFEN pulled a bunch of Disc-oversies on a record that isn't even officially out yet. CHER, along with the incomparable BEAVIS & BUTTHEAD, with a warm and tender version of I Got You Babe...If that doesn't say 'love,' I don't know what does. AEROSMITH pulls Top 5 mentions in Disc-overy Club this week...Sounds 'Amazing.'

EPIC just keeps getting hotter: PEARL JAM just sold another 50,000 albums while I was typing this sentence...BABYFACE and DARYL HALL have that smooth R&B crossover sound...I'm a huge fan of ROZALLA's Kip Turk production of I Love Music, produced by JELLYBEAN. Yes, it's the 1975 OJAY's classic, and Rozalla is going to grab some mega-visibility as the song appears on the soundtrack of the new Al Pacino movie, "Carlito's Way." Coming soon: MICHAEL JACKSON's Gone Too Soon.

A&M picking up serious momentum, as the GIN BLOSSOMS check in as one of the Most Added and Disc-overed...Their first single paved the way for this mass appeal follow-up...What a voice on AARON NEVILLE! As if that weren't enough excitement, for one week, I'm smelling mega-adds next week on All For Love, the unprecedented superstar combination featuring BRYAN ADAMS, STING and ROD STEWART, from the forthcoming Disney blockbuster, "The Three Musketeers." HOLLYWOOD has the soundtrack.

A BIG Thank-You to ZOO ENTERTAINMENT for a fabulous live performance by COMING OF AGE during the Saturday lunch in Atlanta. These talented gentlemen impressed everyone in attendance with their incredible harmonies and confident stage presence...It's scary to think how good they'll be a year from now...

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Kerin Carter

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HITMAKERS

April 9, 1993

November 12, 1993

HITMAKERS

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Kerin Carter
AEROSMITH Amazing (GEFFEN) - It's Amazing. A girl power pop hit.
SOUL ASYLUM Sexual Healing (ARISTA) - Oh my God, it's the grunge sound of Marvin Gaye.
ASHBY COLEMAN, OM, K92, Roanoke
TONI BRAXTON Breathe Again (LaFACE/ARISTA) - A double right on.
SHAILLIQUE ONEAL I Know I Got Skillz (JIVE) - Should be a slam dunk!
the cranberries Linger (ISLAND/PLG) - This one isn't a turkey!
CHRIS TAYLOR, PD, K92, Roanoke
PEARL JAM Daughter (EPIC) - I just discovered this band. They are great and might sell a few records.
DURAN DURAN Fatike Fatike (CAPITOL) - I can't get it out of my head. I've been singing it, and it's pretty.
AEROSMITH Amazing (GEFFEN) - My thoughts exactly.
MIKE MCPWGAN, MD, KCI01, New Haven
SNOOP DOGGY DOGG What's My Name (INTERSCOPE/ATL. GRP.) - When they're as obvious as this one, you gotta play it.
GIN BLOSSOMS Found Out About You (A&M) - Even more Mainstream than the first single.
CLAYTON ALLEN, PD, KCXH, Midwest-Odessa
STONE TEMPLE PILOTS Creep (ATLANTIC) - This has a great sound.
LISSETTE MELENDEZ Goody Goody (CHAOS) - A core artist for this market.
KENNY G. Sentimental (ARISTA) - Good adult record.
MCKADIN, PD, K92, Roanoke
SHAQUILLE O'NEAL / Know I Got Skillz (JIVE) - A name-dropping jam!
PRINCE Peach (WARNER BROS.) - I think it will be big.
ZHANE Hey, Mr. DJ (FLAVOR UNIT/EPIC) - Hey, Mr. DJ, I think you should play this song.
D.R.S. Gangsta Lean (CAPITOL) - Good night record with female appeal.
LINDA RONSTADT Heartbeats Accelerating (ELEKTRA) - Sounds pretty good to me.
JAZZY JEFF & FRESH PRINCE I'm Looking For Someone To Love (A&M/HOLLYWOOD) - Will be the fastest #1 hit ever.
REALITY Yolanda (STRICTLY RHYTHM) - Getting phones after a few spins.
BRIAN McKnight The Way Love Goes (MERCURY) - Don't overlook him.
THE WAY LOVE GOES
GIN BLOSSOMS Found Out About You (A&M) - It's a hit record.
BRIAN McKnight The Way Love Goes (MERCURY) - Two for two.
ROBERT ELFMAN, APD/MD, KIXY, San Angelo
D.R.S. Gangsta Lean (CAPITOL) - Good night record that could spread into the daytime.
CINDY WRIGHT - The Way Love Goes (MERCURY) - Overlooked him.
MICHAEL STEELE, PD, KIXY, San Angelo
 Municipality
ULTRA NATE Show Me (WARNER BROS.) - This is gonna be a big one...The song is just one big never-ending hook.
BREEDERS Cannonball (ELEKTRA) - Has a little bit of everything in it...For anyone who can play this type of music, don't hesitate.
COLOR ME BADD Time And Chance (GIANT/REPRISE) - Its melodic aura has turned into big phones.
JENI YOUNG, PD, KITU, Dubuque
LINDA RONSTADT Heartbeats Accelerating (ELEKTRA) - Almost sounds Alternative. I think it will be a hit.
TONJA DANTZLER In And Out Of My Life ('TIQUE/STREETMIXER) - This one has got an infectious hook.
TO BE CONTINUED One On One (EASTWEST/ATL. GRP.) - It's just the perfect uptempo record we need with all the ballads out there.
SCOTT THOMAS, MD, KITU, Dubuque
DA-RAUGHNESS 1 & 1 (SCOTTI BROS.) - A night record with female appeal to be huged.
REALITY Youlanda (STRICTLY RHYTHM) - Getting phones after a few spins.
LINDA RONSTADT Heartbeats Accelerating (ELEKTRA) - Almost sounds Alternative. I think it will be a hit.
KATE BUSH's new single Rubberband Girl is ready to roll! The album, Red Shoes, exploded at retail, debuting at #28 on the SoundScan Album Chart. We sold over 35,000 the first week out! Talk about a one-listen record, Kate has genuinely risen to new heights with the release of Rubberband Girl, and her new album Red Shoes. Kate's very loyal following, appropriately named Lovehounds, are everywhere! Beware, your listeners will soon become Lovehounds too!

Are you always pounding the streets and doing callout research to find out what is happening out there? No doubt you are. Let us put your finger on the pulse of what's happening, and turn you on to one of the hippest things out there... TONY BENNETT. Tony has recorded an amazing new record, entitled Steppin' Out, and the title track is creating a major stir! Originally penned by Fred Astaire, Tony recreates a magic only known to the walls of the Rainbow Room in New York City. Check this out! MTV - Buzz Bin... Tony Bennett!!! Check it out... Step on out!

In the groove of Around The Way Girl, turn on Stand By Your Man!!! With a groove a mile long and a funk to match! L.L. COOL J!

CAREER HIGHLIGHTS:
Just moved WJHX up 4.7-7.8-10.6 12+, first PD to beat The APE/WAPE! Former air talent and MD of Y100, 195, Power96/Miami. PD of WCKZ/Charlotte, Morning News and MD at 13Q/Pittsburgh.

FAMILY:
Have been "going steady" with Jerry Clifton's National Music Coordinator, Colleen Cassidy, since 1976!

HOBBIES:
Backpacking, Communications, and Shortwave Monitoring

QUOTE:
"Delegate to the extreme... hand the station over to your staff."

NOMINEES FOR ISSUE 816
VOTE FOR YOUR CHOICE
1. BOB CASE (PD, KUBE - Seattle)
2. TOM POLEMAN (PD, KRBE - Houston)
3. MIKE RING (PD, KAYI - Tulsa)

Call Your HITMAKERS Account Executive (818) 887-3440
EARLY MAJOR ACTIVITY!!!

17 Adds Including:

- Z90 (#27)
- PWR96
- PWR PIG (#24)
- HOT97.7 (#28)
- WKSE
- WWKX (#25)
- WGTZ
- B95 (#24)
- CK105 (#39)
- KTFM

Exploding on Debut #6 Requests

"Already tremendous research at night."

HAWK HARRISON, MD, PWR PIG
CHER/BEAVIS & BUTT-HEAD / Got You Babe calls. This went in last week and generating huge adult record sales and active interest. Great hook, plays well in all dayparts.

GIN BLOSSOMS Found Out About You (A&M) - This could be the biggest record in the history of the planet. An uptempo hit.

STONE TEMPLE PILOTS Creep (ATLANTIC) - A strong second release. A Pearl Jam song to play all day.

DAVE COLLINS, MD, KTRS, Casper

DARYL HALL Stop Loving Me...Stop Loving You (MERCURY) - An obvious follow-up smash.

DEF LEPPARD Miss You (EMI/ERG) - Excellent record. Sounds good!

BRYAN ADAMS/STING/ROD STEWART All For Love (A&M/HOLLWOOD) - This record doesn't suck, heh, heh, heh.

RAY KALUSA, PD, KWNZ, Reno

RICHARD MARX Now And Forever (CAPITOL) - I know you have too many ballads, but you must make room for this...Could be a #1.

PAUL WALKER, PD, OK95, Tri-Cities

PET SHOP BOYS Go West (EMI/ERG) - Excellent phone reaction after just a few plays.

PEARL JAM Daughter (EPIC) - These guys can't be stopped.

CULTURE BEAT Mr. Vain (550 MUSIC/EPIC) - Really stands out on the radio.

TONY MASCARO, MD, PRO-FM, Providence

BOY GEORGE Make It With You (SBK/ERG) - Remake of the old Bread song with an upbeat Reggae kick.

STONE TEMPLE PILOTS Creep (ATLANTIC) - Power ballad follow-up to Plush. Get this one on and watch the reaction.

JACKSON BROWNE I'm Alive (ELEKTRA) - Nice comeback record with some tempo. Adult females will love this record.

JIMMY STEAL, PD, Q102, Cincinnati

VINCE GILL I Can't Tell You Why (GIANT) - Immediately familiar from an award-winning artist who transcends the Country format.

BRYAN ADAMS/STING/ROD STEWART All For Love (A&M/HOLLWOOD) - Give these three up-and-comers a shot.

TRACY JOHNSON, PD, Q106, San Diego

BRYAN ADAMS/STING/ROD STEWART All For Love (A&M/HOLLWOOD) - These guys can't be stopped.

LEE CHESNUT, PD, STAR94, Atlanta

ELTON JOHN & KIKI DEE True Love (MCA) - Playing in middays and generating some early phone activity.

ELTON JOHN/k.d. lang Teardrops (MCA) - The answer to your uptempo prayers. Not a one-listen record...This is a half-a-listen record!

DEF LEPPARD Miss You In A Heartbeat (MERCURY) - An obvious follow-up smash.

DARYL HALL Stop Loving Me...Stop Loving You (EPIC) - Just because the last single didn't go #1, don't overlook this standout track...I really like the Retro sound, and Daryl's voice has never sounded finer.

TERRI MCCORMICK, PD, TOWER98, Toledo

ZHANE Hey, Mr. Q (FLAVOR UNITEPIC) - Nice uptempo record with a Pop feel to play around the clock.

D.R.S., Gangsta Lean (CAPITOL) - A good strong message in the lyrics...Instant phones.

BRYAN ADAMS Please Forgive Me (A&M) - Perfect song for all dayparts...Just a huge artist for us.

DAN DEATON, PD, WAI9, Melbourne

GIN BLOSSOMS Found Out About You (A&M) - It's a hit, hit, hit. Jam this into power rotation and you can't lose.

DEPECHE MODE One Caress (SIRE/REPRISE) - Hauntingly beautiful.
Hot Action At:

Z100 (#23)  WKBQ (Add #29)
STAR94 (17-14)  KIIS-FM (11-10)
KRBE (#11)  KKFR (22-21)
KTFM (27-23)  Q99 (#29)
PWR PIG (25-21)  Q106 (#16)
Q102 (Add)  HOT97.7 (Add)
WJMO-FM (#24)  & many more!

LOUIS KAPLAN, PD, WGTZ – "Great follow-up to Can't Help Falling In Love...Good reaction from all demos."

KEVIN PETERSON, MD, KDWB – "UB40 has become a core artist for KDWB. Every single song that we have researched has come out positive for all demos. Kids think they're cool, and adults like them too!"

The follow-up to the #1 smash

"Can't Help Falling In Love"

from the platinum album

Promises and Lies.

Produced by UB40
David Harper Management, Ltd.
MIKE LOWE, MD, WAIK, Melbourne
BELINDA CARLISLE It's Too Real (Big Scary Animal) (VIRGIN) - Remember Life Is A Highway by Tom Cochrane? Listen to this record and feel the infectious melody.

DEPHEE MODE One Carress (SIRE/REPRISE) - If your station leans Alternative, lean toward Depheee Mode.

DUSTY HAYES, PD/MO WABB, Mobile
BELINDA CARLISLE It's Too Real (Big Scary Animal) (VIRGIN) - Pure pop hit to me.

PEARL JAM Daughter (EPIC) - Could be a mass-appeal hit.

INNER CIRCLE Rock With You (BIG BEAT/ATL. GRP.) - Continuing their string of hits.

DAMON COX, AND, WAPE, Jacksonville
LINDA RONSTADT Heartbeats Accelerating (ELEKTRA) - Perfect for women 25+.

TONI BRAXTON Breathe Again (LaFACE/ARISTA) - A great song perfect for 18+ females with a familiar feel.

C.J. RYAN, APD, WAZY, Lafayette
CULTURE BEAT Mr. Vain (550 MUSIC/EPIC) - A great dance song with a great feel...Reminds me of the '70s.

GABRIELLE Dreams (GO! DISCS/LONDON/PLG) - Sounds so great on the air...Getting good phones.

AARON NEVILLE Don't Fall Apart On Me Tonight (A&M) - Big at AC...Should perform well with adults.

LINDA RONSTADT Heartbeats Accelerating (ELEKTRA) - Nice to hear her voice again.

JILL MEYER, MD, WDJX, Louisville
PEARL JAM Daughter (EPIC) - I felt when I hear it.

BABYFACE Never Keeping Secrets (EPIC) - Smooth-sounding record, should sound good on the air.

MICHAEL MORGAN, PD, WFLY, Albany
GIN BLOSSOMS Found Out About You (A&M) - This song has a great hook and it's getting a lot of adult female calls.

SHAUN HOLLYWOOD SCOTT, MD, WYR, Albany
GIN BLOSSOMS Found Out About You (A&M) - Good follow-up. Should work well in Mainstream.

KAREN RITE, MD, WHFY-FM, Montgomery
CULTURE BEAT Mr. Vain (550 MUSIC/EPIC) - Good fun dance record that's getting great phones.

AEROSMITH Amazing (GEFFEN) - They always work well for us. See title for definition.

BOYZ II MEN Silent Night (MOTOWN) - A good make-you-feel-good holiday tune.

BRYAN ADAMS/STING/ROD STEWART All For Love (A&M/HOLLYWOOD) - A complete no-brainer...This one goes all the way with a bullet. Best song I've heard in years.

TONI BRAXTON Breathe Again (LaFACE/ARISTA) - This artist is red hot and Breathe Again is her strongest release to date.

NEIL SULLIVAN, PD, WKDO, Akron
BRYAN ADAMS/STING/ROD STEWART All For Love (A&M/HOLLYWOOD) - I know these guys ain't exactly blood brothers, but, damn, this is a good record.

KENNY KNIGHT, MD, WKQX, St. Louis
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LINDA RONSTADT Heartbeats Accelerating (ELEKTRA) - Has a very unique sound. Will stand out on the radio.

BRIAN BURNS, PD, WIKS, Buffalo
Rozalla I Love Music (EPIC) - Remake of the O'Jays 1975 classic from the Carrito's Way soundtrack. Immediate curiosity calls...Expect this to do well.

HADDWAY Life (ARISTA) - Will do even better than What Is Love.

REALITY Jolanda (STRICKLY RHYTHM) - Playing at night...Breaking out of the clubs and pulling phones.

KELLY STONE, MD, WISO, Ashville
GARETT MICHAELS, PD, WLAN, Lancaster
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NEIL SULLIVAN, PD, WKDO, Akron
BRYAN ADAMS/STING/ROD STEWART All For Love (A&M/HOLLYWOOD) - I know these guys ain't exactly blood brothers, but, damn, this is a good record.
SPEND AN AFTERNOON WITH KENNY IN A REDWOOD GROVE.

In everyone's life there comes a moment when one decision can change everything...

**This Is It**

The first single and video from his new live album "OUTSIDE: FROM THE REDWOODS"

COLUMBIA

Produced by Kenny Loggins and Terry Nelson.
Management: Next Step/Darcy Paukett
DON LONDON, PD, WNWZ, Norfolk
BOBBY BROWN & WHITNEY HOUSTON 
Something In Common (MCA) - Has something in common with a Top-5 record.
PEARL JAM Daughter (EPIC) - A strong nighttime image record. #1 album in this market.
GIN BLOSSOMS Found Out About You (A&M) - Great follow-up to Hey Jealousy, a #1 record for us.
LARRY DAVIS, MD, WNWZ, Norfolk
the cranberries Lingere (ISLAND/PLG) - This song is poised and ready to explode.
PEARL JAM Daughter (EPIC) - Seeing phones off of limited airplay.
GIN BLOSSOMS Found Out About You (A&M) - If you had any success with Hey Jealousy, which went #1 for us, take a serious look at this one.
BOBBY BROWN & WHITNEY HOUSTON 
Something In Common (MCA) - Listen to it once and you'll know it's #1.
M.J. KELL, PD, WOWV, West Palm Beach
CHER/BEAVIS & BUTT-HEAD I Got You Babe (Geffen) - This record doesn't suck...We're playing it nine times a day...Heh Huh Heh Huh!
CHUCK TSA, APD/MD, WPYI, Philadelphia
BRYAN ADAMS/Sting/Rod Stewart All For Love (A&M/HOLLYWOOD) - A great combination of the three...Could be the song of the year.
CHER/BEAVIS & BUTT-HEAD I Got You Babe (Geffen) - Just listen to it, it's hysterical.
AEROSMITH Amazing (Geffen) - More accessible for us than the first. This one will really grow on you.
TERRY SIMMONS, PD, WPXK, Davenport
EARTH, WIND & FIRE Spend The Night (REPRISE) - A Great follow-up, and besides, I love these guys.
BABYFACE Never Keeping Secrets (Epic) - The dude is smooth.
D.R.S. Gangsta Lean (Capitol) - Sure to burn up the phones.
RUFUS HURT, PD, WQUT, Johnson City
KENNY G, Sentimental (ARISTA) - Great sales, great adult record. This could carry right through Christmas.
STONE TEMPLE PILOTS Creed (Atlantic) - Great night younger demo record.
STEVE MANN, MD, WQUT, Johnson City
KENNY G, Sentimental (ARISTA) - Good enough to buy, good enough to play.
LINDA RONSTADT Heartbeats Accelerating (Elektra) - Linda Ronstadt is good, so is the band.
STONE TEMPLE PILOTS Creed (Atlantic) - It's the racer's edge.
JIM REITZ, PD, WRCK, Utica
INNER CIRCLE Rock With You (Big Beat/Atlantic) - Good follow-up to their other two songs.
PET SHOP BOYS Go West (EMI/Erge) - A positive response.
CELLEN DION The Power Of Love (550 Music/Epic) - Strong adult female reaction record.
SCOTT BURTON, MD, WRCK, Utica
INNER CIRCLE Rock With You (Big Beat/Atlantic) - Another strong follow-up from an amazing band. See them live.
LISA KEITH I'm In Love (A&M) - Ask your A&M rep for this single early.
PEARL JAM Daughter (EPIC) - Great spce to the playlist. Incredible sales.
GINA GRAY, MD, WNRH, Morhead City
D.R.S. Gangsta Lean (Capitol) - Should really reach out and grab the audience by the heart. If you've lost somebody, you can definitely relate to it.
LEMONHEADS Into Your Arms (Atlantic) - This should be the one to break them into the mainstream.
K7 Come Baby, Come (Tommy Boy) - Instant reaction...One spin is all it takes.
LISA RODMAN, OM, WRQK, Canton
STONE TEMPLE PILOTS Creed (Atlantic) - Instant reaction...Top-5 requests.
SOUL ASYLUM Sexual Healing (Arista) - Safe sex for the '90s.
JIM RICHARDS, PD, WSXN, Grand Rapids
STONE TEMPLE PILOTS Creed (Atlantic) - A very hip Rock record.
R.M. DAWN You Got Me Floating (Gee St/Island/PLG) - Performed very well on our 'Voice Your Choice.' These guys keep reinventing themselves with every release.
DEF LEPPARD Miss You In A Heartbeat (Mercury) - Can't wait to get this on the air.
JIM LAWSON, PD, WVIC, Lansing
US3 Cantaloop (Capitol) - Has the unique sound that will make it stand out at the radio.
AEROSMITH Amazing (Geffen) - A core artist for us...Expecting another big hit from them.
TIM RICHARDS, MD, WVIC, Lansing
CHER/BEAVIS & BUTT-HEAD I Got You Babe (Geffen) - It's completely hilarious...Will explode off of morning airplay.
BRYAN ADAMS/Sting/Rod Stewart All For Love (A&M/Hollywood) - The artists speak for themselves.
AEROSMITH Amazing (Geffen) - A core artist for us and this is definitely a great track off the album.
CURT KRUSE, MD, WYKS, Toledo
BABYFACE Never Keeping Secrets (Epic) - This is going to do well.
TONI BRAXTON Breath Again (LaFace/Arista) - Full fledged, out-and-out, smash record.
Pearl Jam Daughter (EPIC) - Give it a shot...This band is on fire. Top 40, don't ignore this.
BZEK ALLEN, APD/MD, WVSU, Charleston
CHER/BEAVIS & BUTT-HEAD I Got You Babe (Geffen) - Uh Uh Uh Uh!
TIA CARRERE I Never Even Told You (Reprise) - Schwing!
GABRIELLE Dream (Goi/DisCS/London/PLG) - Buy an eyelash, then you will understand.
LEE ST. MICHAELS, PD, WWCK, Flint
LISSETTE MENELDEN Goody Goody (Chaos) - You'll know the name of the song the first time you hear it.
JOHN BIONDOLILLO, MD, WXTO, Athens
Pearl Jam Daughter (EPIC) - A college town, 950,000 copies sold, the easiest decision we've had ever.
TONI BRAXTON Breathe Again (LaFace/Arista) - Reacting well with female adults.
CULTURE BEAT Mr. Vain (550 Music/Epic) - Incredible sales.
JERI BANTA, PD/MD, WYKS, Gainesville
CULTURE BEAT Mr. Vain (550 Music/Epic) - As the play increases, so does the reaction.
STONE TEMPLE PILOTS Creed (Atlantic) - Great response from some nighttime battles.
DAVE ALLEN, PD, WZAT, Savannah
LINDA RONSTADT Heartbeats Accelerating (Elektra) - Only Linda Ronstadt could pull off a song like this.
FREDDIE MERCURY Living On My Own (Hollywood) - A fantastic song to play round the clock.
ROBIN ZANDER/MARIA McKEE Show Me Heaven (Interscope/ATL. GRP) - Sounds fantastic...Will capture your women.
BRIAN RHODES, MD, WXXX, Biloxi
CULTURE BEAT Mr. Vain (550 Music/Epic) - Good night record for all Mainstream stations.
LINDA RONSTADT Heartbeats Accelerating (Elektra) - Linda's back and sounding better than ever.
AARON NEVILLE Don't Fall Apart On Me Tonight (A&M) - Very distinct female pleaser.
TOM GALLAGHER, PD, WZOQ, Lima
DePeche Mode One Caress (Sire/Reprise) - This song could make them a household name.
DARYL HALL Stop Loving Me, Stop Loving You (Epic) - Sounds a lot like a Hall & Oates song and it's Uptempo!
TOM PETTY Mary Jane's Last Dance (MCA) - Petty has never sounded better.
ADAM COOK, PD, X106.7, Orlando
PET SHOP BOYS Go West (EMI/Ere) - An instant phone reaction record from 19-34 adults.
10,000 MANIACS Because The Night (ELEKTRA) - No denying the sales on this song or the super appeal on this group.
MIKE BROWNE, MD, Y102, Reading
JACKSON BROWNE I'm Alive (ELEKTRA) - Top-10 phones in one week!
DePeche Mode One Caress (Sire/Reprise) - For us it fits a much-needed tempo slot.
BIG HEAD TOTT & THE MONSTERS BitterSweet (Giant) - Third track from the album that we've played...Rock-leaning stations, listen closely.
AEROSMITH Amazing (Geffen) - Amazing. Killer record!
ANDY SHANE, AMD, WZIO, New York
US3 Cantaloop (Capitol) - Pulling some good early phones...Has a unique sound that jumps out on the radio.
Pearl Jam Daughter (EPIC) - Top-3 phones; probably the most mass-appeal cut off of a killer album...Sales are thru the roof. Also, check out PeelAways Minis.
MR. ED LAMBERT, PD, Z104, Madison
BRYAN ADAMS/Sting/Rod Stewart All For Love (A&M/Hollywood) - Superstar group - Superstar song.
DEF LEPPARD Miss You In A Heartbeat (Mercury) - After three weeks, sounds great on the radio.
CLAY GISH, PD/MD, Z93, Knoxville
DEF LEPPARD Miss You In A Heartbeat (Mercury) - After three weeks, sounds great on the radio.
ROBIN ZANDER/MARIA McKEE Show Me Heaven (Interscope/ATL. GRP) - Sounds fantastic...Will capture your women.
**US 3**

"Cantaloop"

**GOING FOR ADDS THIS WEEK!**

**Action On:**
- Z100 (25-21)
- KZHT (25-23)
- KRBE (#30)

**Early Adds At:**
- KISF
- KBXX
- WHHH
- KZFM
- KFFM
- WRHT
- KISR

**100 BDS Spins**

**Active Rotation**

**Big Phones At**

**Alternative Radio In:**
- BOSTON,
- NEW ORLEANS,
- DALLAS, DC,
- ATLANTA, FT. COLLINS,
- DENVER

**MARK FEATHER, PD, KISF**

"Very hip...On the slant of Digable Planets."

**NATHAN CRUISE, MD, KKMGM:**

"This song is so cool. It is slammin'!"

---

**D.R.S.**

"Gangsta Lean"

**Over 35,000 Pieces Sold In Its First Week; Over 250,000 Shipped**

**112,000 SoundScan Single Sales This Week**

**BDS Over 1,500 Spins**

**Audience Impressing Over 30 Million**

**Urbans BDS 2,000 Spins**

**#2 Nationally**

**#1 Urban Core Stores**

**#1 In 35 Markets, Including San Francisco**

**15 New Adds Including:**
- WJMO-FM
- KBFM
- KIKI
- KPSI
- WFHN
- WCIL

**And Others**

**MARK SHANDS, PD, WHJX:** "#1 Requests, #2 Sales In Jacksonville."

**DAKOTA, MD, HOT102:** "Total Complete Utter Smmaash!!"

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**Capitol**
Hey, I think we've turned the corner, and Top40 is coming back. If you take a long, hard look at the summer book, you'll see numbers are up for a great many Top40 stations – especially in markets which were early to take a nose-dive a couple years ago. At the same time, "M Street Journal" statistics are showing an increase (however slight) in the number of stations airing the Top40 format. Until this month, every format analysis over the past couple years showed the number of Top40's dropping off. Less than two years ago there were 1,200 Top40 stations. This summer there were only about 425 left.

Where is our revival coming from? First, I think the music has charged to embrace a more mass-appeal crowd. The Rap songs which used to project primarily anger and street-level rage are now focusing on other issues that are less negative such as sexual innuendos and pro-pot. The dance music beds are leaning more toward Euro-music and Techno and have a more dominant melody. There are warm and fun songs out there too – like the new Bryan Adams and the Pet Shop Boys.

Secondly, we've got some believers who'll go with the format and stick with it. Super-programmers like Steve Rivers of KISS108/Boston not only proved the viability of Top40 in Beantown, but, as a consultant, has spread his touch to client stations. Steve tells me he's really enthusiastic about the state of the format, as does other Top40 star consultant, Joe Dawson. With KLYV, Dubuque strongly in place, Joe has the credibility to recommend brand new radio stations like his Albert Lea, Minnesota client to sign on in the format. When was the last time we saw a brand new radio station debut Top40? The confidence is coming back, spurred by people who understand and believe in the cyclical nature of the format and the need to hang in there with consistent programming.

As I mentioned before, a lot of the anger is out of the music these days. When you look at the stations that are winning, you'll note the stations are curbing the anger, too. The late 1980's into the '90s were marked by the sound of sarcastic, sneering liners barked by big-voiced announcers. The stations that are winning today have changed their image voice to a warmer, more gentle sound. WPLJ in New York has gone so far as to use Mason Adams ("with a name like Smuckers it's gotta be good") on their drops. Stations have eased up on the pot-shots, and even deliberately rude stations like "The POWER PIG" in Tampa have softened their snouts and eased up on the attitude.

"The confidence is coming back, spurred by people who understand and believe in the cyclical nature of the format."

What I think we all need to do now is close ranks. We need a kinder, gentler Top40 with an accent on creativity and show-biz. We need more positive, upbeat music. We need to communicate – let the jocks talk instead of just playing liners. On vacation a couple of weeks ago, I heard a major station sweep four songs in a row with just a recorded liner in between each song. Any questions why that Top40 is in trouble? And what few liners we do should reflect this new upbeat, positive image.

Top40 is fun radio – it's cutting-edge and it's supposed to be entertaining. It's coming back – it's working, so there's nothing to be pissed off about. Try a little tenderness!

Tom Shovan welcomes your questions and comments. Call him at (212) 856-4435.
Now On Over 110 Stations!

Just Added At
Q106 #30
Q102
B97
WGTZ
JET-FM
WKRZ
WPXR
WHOT
95XIL
WLRW
KGGG
KGOT

TOM GJERDRUM, Q106
"Instant audience reaction after just one play... Jessie really stands out on the radio."

LOUIS KAPLAN, WGTZ
"A great record for middays with strong adult appeal, without alienating younger demos."

NEAL SHARPE, JET-FM
"I expect to see great female callout on Jessie... Joshua Kadison is a new artist with a bright future."

Airplay At:
WXKS
WPLJ
KISF
KDWB
WKBQ
KPLZ
WFLY
98PXY
WAPE
Y107
KJ103
and more

---

JOSHUA KADISON

"Jessie"

We Mean It.
Dear Andy,

Thanks for inviting me to be a part of the Hitmakers Regional Seminar over the weekend in Atlanta.

I was proud to represent KEDJ/The Edge at the 'Fusion Of The Format' discussion. This was a great opportunity to get face-to-face with PD's, MD's, and other representatives of Modern Rock and Top40 stations, record company reps, and even a few artists. I felt that the informal "round table" set-up was especially conducive to open discussion, and facilitated the sharing of ideas. (Bet you guys didn't think I knew words like that!)

Thanks again. See you next year at the Hotel Del Coronado in San Diego!

Best Regards,

John Clay
Program Director, KEDJ, Phoenix

* * * * * * * * * * * * * * * * * * *

Dear Barry,

It is all quite enlightening how the industry has moved in so many unexpected directions over the past couple of years, and how our latest batch of recruits have been there to meet these tests head-on, and with some rather innovative solutions.

The three areas of solution that I could follow were: Evolution, Revolution, and a new one for this generation: Re-invention.

The Hitmakers organization, I have found, is more than a 'tip sheet,' but has in itself evolved from just another trade publication to a "brain trust," a "think tank" of passionate, highly focused, caring professionals who want nothing more than the best for the music and broadcast communities, and ultimately, the best for the listening audience.

Yours Truly,

Steve Taylor
Steve Taylor & Associates

* * * * * * * * * * * * * * * * * * *

Dear Andy:

I'd like to be the first to drop you a letter of thanks and congratulations regarding the Atlanta Seminar.

The discussion on the New Rock/Alternative format definitely proved that radio as a business is moving upward, and it is all because people such as yourself are committed to quality programming. (That was the best way I could phrase my thought without using the word "passion.")

I am greatly anticipating the next seminar, and hope I can be a part of it. Once again, congratulations on an excellent event.

Sincerely,

Michael "Ross" Rutkowski
Alternative Music Director, KLVV
BEE GEES "Paying The Price Of Love"

OVER 600 BDS DETECTIONS!

95QQ Add!
WPLJ (#8*)
KTFM (19-16*)
PRO-FM (#19*)
Q99 (#21*)
B97 (#24*)
B94 (#27*)

Y100 (9-7*)
Q102 (18-16*)
WKSS (22-18*)
WXKS (22-20*)
KKRZ (#23*)
WKBQ (#26*)
PWR96 (34-29*)

EDDIE MUNSTER, MD, 95QQ
"A hooky song from a mass-appeal adult artist."

the cranberries "Linger"

SoundScan Singles Sales: 61-50*
Soundscan Album Sales: 25-18*

KTFM Add!
FLY92 Add!
WPLJ Add!
WRQX Add!
KRBE (3-2*)
B97 (10-4)
G105 (10-7*)
WAPE (14-10*)
Z100 (#12)

KIIS-FM (17-13*)
Q99 (#16*)
WKBQ (29-20*)
PRO-FM (22-20*)
STAR94 (24-20*)
KPLZ (D#24*)
95QQ (#25*)
WXKS (28-26*)
WNVZ (30-28*)

Michael Morgan, PD, WFLY
"The band recently played here in the market, and with virtually no airplay retail was impressive, so we gave it a shot. We expect good things with Linger due to the early response."

LP OVER 700,000 SOLD!
1. INNER CIRCLE

Rock With You (BIG BEAT/ATL. GRP.)

INNER CIRCLE has a Reggae sound that is refreshing to the ear. Their musical history is as rich as Jamaica itself! Their long list of hit singles leads us to the present with the release of BAD BOYS. This mix of swingin' Reggae is topped off by the romantic single Rock With You! They've exploded all over Europe. Now INNER CIRCLE is ready to become a household name in the U.S.A.!

2. THE POGUES

Tuesday Morning (CHAMELEON)

We have all been WAITING FOR HER, the newest release from THE POGUES. Their long-awaited eighth album is sure to be a smash! Tuesday Morning is a tune that truly shows the depth of the band. They have come a long way from the squats of North London...So let Spider, Jim, Darryl, Andrew, Terry, Philip, and James entertain you!

3. TONJA DANTZLER

In And Out Of My Life (‘TIQUE/CRITIQUE)

TONJA DANTZLER is a fresh new voice in the Pop music world. The mix of pounding beats and powerful vocals on In And Out Of My Life make her debut single one to remember. The combination of TONJA's R&B-influenced vocals with a contemporary dance feel creates a distinctive sound, ideal for any station. This record has already enjoyed significant club play, and is poised to cross to Mainstream Top40 radio!

4. EARTH, WIND & FIRE

Spend The Night (REPRISE)

After 20 years, an unbroken string of hits, multi-platinum albums and sold-out stadiums around the world, EARTH WIND & FIRE have returned. Their electrifying reunion album, MILLENIUM, has launched a whole new era of soulful, danceable tunes that are unmistakably pure EWF. Spend The Night is a track that your audience has been waiting for; help EARTH, WIND & FIRE bring home to a whole new generation all the magic of a lifetime of music!

5. BOY GEORGE

Everything I Own (SBK/ERG)

Celebrating the release of his latest collection of hits AT WORST, THE BEST OF BOY GEORGE AND CULTURE CLUB: old and new, BOY GEORGE, uses his singular form of wit, wisdom and other wordliness to remind us why we fell in love with him the first time. As one of the pioneers of androgyny and multi-culturalism, BOY GEORGE has always imported his own special brand of music and fun to the States. Everything I Own is a tune that is sure to take this artist back to the top!

6. RAW BREAED

Open Season (CONTINUUM)

RAW BREAED is a slammin' crew of ready-to-go hard rappers! These boyz write the tunes that the street has ears for! Each track on their debut album, LUNE TUNZ, was written to be released as an OF TONJA's R&B-influenced vocals with a contemporary dance feel creates a distinctive sound, ideal for any station. This record has already enjoyed significant club play, and is poised to cross to Mainstream Top40 radio!

7. P.M. DAWN

You Got Me Floatin' (GEE ST./ISLAND/REC)

P.M. DAWN writes and performs spirituals for the post-computer age songs of ecstasy, passion and pain that guide the listener through the pathways where spiritual and the interpersonal converge. THE BLISS ALBUM...? sends us on a trip through terrains that are unimaginable to some, perpetrated by the masses, but really no big thang to the many who live the life. Get ready for a serious trip!!!

8. LISAETTE MELDENZ

Goody Goody (CHAOS)

100% real is the only way to describe LISAETTE MELDENZ/Goody Goody, the first release off of TRUE TO LIFE, serves as a radio-friendly, uptempo fun-track with a smooth-edged street sound, displaying her departure from the quintessential dance track. This lady is an all-around performer. To hear her art form is to enjoy it; so take the time to play this cut...It's what your listeners are looking for!!!

9. D:REAM

Things Can Only Get Better (FXL/SIRE/GIANT)

If talent, erergy and attitude are what equals success, then D:REAM have put themselves on the verge of something very special! Things Can Only Get Better has already hit #1 on the U.K. Dance Charts, and is poised to blow away the States! Their debut album, D:REAM ON VOL. 1, is an ultra modern sound that takes the listener on a journey through various states of mind. Each segment is a slice of life with a lyric that talks to you...If you listen. So grab onto the vibe!

10. CHANTAY SAVAGE

Betcha'll Never Find (ID RECORDS/REC)

CHANTAY SAVAGE is an artist with the drive and talent to go all the way! HERE WE GO! is an album that exudes the power, range, and confidence of her dream. Her single, Betcha'll Never Find, is a hearty New-Jack/Funk throwdown with da vibe you've been lookin' for! What more is there to say except cue this cut up and let it speak for itself!

11. D.R.S.

Gangsta Lean (CAPITOL)

FOR YOUR LISTENING PLEASURE...phat beats for da jeep, dope lyrics for the real niggaz, and smooth harmonies for da ladies. It's a slice of the average day in the hood, and an insight into the mind of the endangered young black male. All of this courtesy of D.R.S.'! Their single album GANGSTA LEAN, takes you on a trip through terrains that are unimaginable to some, perpetrated by the masses, but really no big thang to the many who live the life. Get ready for a serious trip!!!

12. DAVID MORALES

The Program (MERCURY)

DAVID MORALES has been on the cutting edge of the music industry for years; only now has he made the transition from DJ and mixer/producer, to artist extraordinaire. DAVID brings the guts and upempo feel of his production work to his own hand-crafted sound. The Program is a jam that will give you the true sounds and vibe of the street! Don't just take our word for it; you can feel this tune for yourself. Enjoy!

13. ROBERT BARTKO

Brown Eyed Girl (DM)

ROBERT is a young vocalist from South Florida who has worked as a studio singer for many multi-platinum artists such as Stevie B. and Linear just to name a few. The track was produced by Crazy Ivan of Mozart's Revenge fame. This remake of the classic Van Morrison song will pump! Give it a spin!

14. MEATLOAF

I'd Do Anything For Love (But I Won't Do That) (MCA)

This is from the live Broadway performance, which he is now continuing on a sold-out tour throughout the country. It's the #1 single from the #1 album and a platinum single from the double-platinum album. From the depths of the earth, a vast rumbling erupts. With the unmistakable reviving of massed Harleys, the tortured screaming of thrashing guitars, and the sounds of wailing souls...MEATLOAF has returned! BAT OUT OF HELL II BACK INTO HELL is sure to follow the trend of its namesake. I'd Do Anything For Love (But I Won't Do That) is a track that is destined for fame and fortune. This one will speak for itself...Turn it up way!

15. JOINT VENTURES

Itz Da Joint (PROFILE)

Hip-Hop has always been an extremely progressive art form...Now it's time to get back to basics: So back to da old school with JOINT VENTURES. Their first single, Itz Da Joint, is best described as Hip-Hop-meets-Big Band! This fousome's sound is one that is sure to revitalize the Hip-Hop movement while taking it to the next level! Let these four artists from Beantown school your ears...dig!

16. BEAUTIFUL PEOPLE

/Jimi Hendrix Rily Groovy (CONTINUUM)

Jimi's back with his first posthumous release! The legend has teamed up with BEAUTIFUL PEOPLE to blend seamless guitar samples, spoken dialogue, and a stunning variety of his own backing tracks with a sonic hybrid that frees the true sounds and vibe of the street! Don't just take our word for it; you can feel this tune for yourself. Enjoy!

17. DEBBIE COLE

Could You Be Loved (NEXT PLATEAU)

You've heard her voice behind artists such as Robin S., Sybil, Salt-N-Pepa, and Vanessa Williams; now it's time for DEBBIE COLE to take the lead with her own debut album! Her smooth cool vocal style brings a fresh new flavor to Bob Marley's Reggae classic, Could You Be Loved. All of DEBBIE's past experiences have been wonderful on-the-job training for what she is doing right now! There's no need to ask the question, Could You Be Loved? none of us have any choice in this matter!!!

18. THE CONNELLS

Slackjawed (TVT)

THE CONNELLS second album, RING, is a ride down a country back road with the windows rolled down and the stereo cranked up! The album's 13 tracks shine with wry, intelligent lyrics and sharply chiseled melodies, while their gritty guitar sound is enhanced by rhythms that have a knock-out punch! Slackjawed is a tune that is all that and more! THE CONNELLS' sound has a relaxed vibe that shines through all their work! Don't be left behind on this one!

19. FREDDIE JAMES

I Can't Get Enough (Of Your Love) (MONOGRAM)

COME INTO THE JUNGLE, the latest creation by MONOGRAM recording artist FREDDIE JAMES, is booming with powerful dance tracks, energetic Urban Hip-Hop grooves with bursts of Rap, as well as captivating ballads. I Can't Get Enough (Of Your Love) is a cut with a wildly pulsating beat and a hook that is only upstaged by the seductive vocal performance of FREDDIE JAMES himself! Sit back and let the music speak for itself!!!
GABRIELLE "Dreams"

OVER 1000 BDS PLAYS
A #1 Billboard Club Record!
Top 10 Billboard Club Sales!

KDWB Add!
WZPL Add!
WKSE (6-4*)
PWR96 (#5*)
KS104 (#10*)
KPLZ (#14*)
92Q (23-21*)
WILD107 (#23*)

KISF (6-3*)
WHYT (6-5*)
KTFM (#6*)
XL106.7 (19-13*)
HOT97.7 (17-15*)
HOT97 (25-21*)
Q99 (#27)

KEVIN PETERSON, MD, KDWB
"A great balance record that you can play anywhere, anytime."

SALT-N-PEPA "Shoop"

6-4* SoundScan Singles Chart
#37 SoundScan LP Chart
Top 10 Rhythm Crossover Chart
OVER 2000 BDS DETECTIONS!

WNVZ Add!
WHHH #3
KGGI (9-6*)
KMEL (#11*)
WPGC (13-9*)
WWHT (19-12*)
B94 (18-15*)
KIIS-FM (25-18*)
WCKZ (25-26*)

KPLZ Add!
WJMN (7-3*)
KBXX (9-7*)
PWR106 (25-9*)
WILD107 (#11)
HOT97.7 (16-14*)
PWR96 (26-18*)

KLUC Add!
WJMO-FM (4-3*)
KTFM (9-7*)
HOT97 (11-9*)
B96 (#12*)
KS104 (16-14*)
Q102 (18-10)
KSFM (D#10*)

WHYT (2-1*)
92Q (7-5*)
KUBE (14-7*)
WXKS (12-9*)
HOT102 (D#12)
KZHT (17-14*)
WZPL (26-16*)
KISF (28-21*)

NATHAN CRUISE, MD, KKMG
"#2 requests. This one's a smash!"
IN OTHER WORDS...

If you haven't already heard, the 'Fusion Of The Format' session was the first in a series of ground-breaking and ear-opening seminars to integrate Alternative and Top40 programmers. It seems that Alternative programmers learned the growing pains of Top40, and Top40 programmers became aware of the need to have 'roots' (thanks Mike H.) in order to grow. Stations like KROQ and 91X have been playing this type of music for over fifteen years and now the public is turning onto this format en-mass. Mainstream programmers are now finding ways to incorporate a Pearl Jam record on the same station that plays a Mariah Carey record. What was once labeled 'Alternative' is now not so Alternative, but what is happening in your market. The bottom line from this session showed there was a lot more common ground than first expected. The problems that face one format are not exclusive to that format. I mean it's not brain surgery...it's all just radio!

Now for the Thank-You's: I would like to first thank the radio community for having the foresight to acknowledge the need for this type of seminar. Mike Halloran, Ken Anthony and D-Day, John Clay, Mary Shuminas, Rick Michaels and Sean Robertson, Steve Wyrostok, Don Parker and Sat Bisla, Dick Hobbs, Keith Clark and Sean Phillips (for his Passion). A very special thanks to Brain Philips, Sean Denney, and especially Leslie Fram who helped co-moderate the session. You were brilliant as usual. People are still talking about you. Are your ears burning?

To the record community: This seminar would not have happened if not for your support. Bob Buziak and Howie Gabriel (Tri-Star), Jack Isquith (A&M), Tod Elmore (Atlantic), Howie Miura (Island), Lynn McDonnell (Interscope), Thomas Westfall (RCA), John Knapp (550 Music), Jay Faires (Mammoth), Mike Sylvia (Rykodisc), Curtis Urbina (Continuum) and Jack Springer. Very special stroke to Mike Jacobs for all his help. What was once labeled 'Alternative' is now not so 'Alternative', but what is happening in your market. The bottom line from this seminar showed there was a lot more common ground than first expected. The problems that face one format are not exclusive to that format. I mean it's not brain surgery...it's all just radio!

To the artists: Melissa Etheridge, what a performance, in a word - captivating! Mae Moore, WOW, not enough adjectives to fill the page. Lori from Red Red Groovy-Humongroovulous!!! Can't forget about the Primus show! Cool tour bus, Les was more, and Lynn...Oh My!

Conference Call Hot Tips: Ocean Blue Don't Believe Everything You Hear (Reprise), Buffalo Tom Treehouse (EastWest/AG), Psykosonik Welcome To My Mind (TVT) and Soul Asylum Sexual Healing (Arista).

Not Enough Room So Look Closely:
Teenage Fanclub Hang On (DGC) - Another five adds this week including WKOC, WWCD, KPNT, WWDX and WAXP. Already heavy WDRE, WHFS, KLZR and KRRQ. Some great stations are on this record Q101, WDRE, WFNX, KLZZ, WBRU, and LIVE105.
Mae Moore bohemia (Tri-Star) - Here I go again, but it's well deserved. WFNX, KNAC, WRAS hit it this week and join the party with some impressive call letters. The End-Cleveland, WRLT, WBRU, KEDJ...C'mon what are you waiting for?

Final thoughts- Good luck to Don and Sat, we'll talk soon. Hey, Steve Wyrostok, you better bring me something from the family of aborigines you'll be staying with in the outback, ok mate!

Next week, more records...
HI-TEK ALTERNATIVE DISCO-VERY CLUB®

MIKE HALLORAN, PD, 91X, San Diego
PELE Firewords (IMPORT) - I can't believe nobody's picked this up yet.
US3 Hand On The Torch (Blue Note/Capitol) - The whole album is unbeatable.
BARRY ADAMSON The Negro Inside Me (Mute) - Ex-bassist from Magazine, this music should be in movies (and sometimes is).
DAN WARD, AMD, 93Q, Syracuse
SOUL ASYLUM Sexual Healing (ARISTA) - It's not Alternative. It's the upbringing. Up in my shape. I like this song, hope it crosses over.
REVOLTING COCKS Mr. Lucky (Sire/Reprise) - New Rock, this CD is like a load in your socks! Fun while it lasts, but not for all demos/dayparts. Spin it at night.
OCEAN BLUE Don't Believe Everything You Hear (Reprise) - Many more options here. 18-34's will love it, but only if they hear it. Get it?
JAY TAYLOR, PD, KDEG, Las Vegas
NICK HEWWARD Kit (EPIC) - This is a smash.
DEAD CAN DANCE The Ubiquitous Mr. Lovegrove (KadWagner Bros.) - Big calls.
SOUL ASYLUM Sexual Healing (ARISTA) - Awesome album. They do a great job with this classic. No ego again.
NIRVANA Verse Chorus Verse (Geffen) - Whatever you can say? Best song out there. 
THE OTHER 2 Selfish (Import) - From New Order - No doubt - Crossing over to Mainstream. The whole album is unbelievable. Can't lose.
SAT BISLA, MD, KDJZ, Fresno
LEVELLERS This Garden (Import) - Be on the Alternative edge and to cross over shortly into Mainstream.
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CROWDED HOUSE Together Alone (Capitol) - Just a few weeks away. It's hard to believe they could do better, but this is a superproject.
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Real G's Don't "Front" And Neither Do They!

EAZY E
"Real Compton City G's"

 Added and in Rotation At:

<table>
<thead>
<tr>
<th>Station</th>
<th>Plays</th>
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<tbody>
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JAY STEVENS, PD, WPGC
"Getting phones...It's in there!"

MARY K., MD, WHJX
"Eazy E Is Phat. It's the best slam-jam in a long while."

CHRISTOPHER LANCE, PD, KMXZ
"This jam is doin' time on the streets right now."

Test Rotation At:

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Hot Urban Action At:

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Debuts On THE BOX At #3
### SoundScan Single Sales

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### SoundScan Album Sales

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## DISC-OVERY CLUB

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

### 1. DOMINO “Ghetto Jam” (OUTBURST/DEF JAM/CHAOS)

<table>
<thead>
<tr>
<th>“Very hot now!”</th>
<th>“#3 in Hi-5 countdown after two days of airplay.”</th>
<th>“It’s a smash! Strong requests, and it’s testing great.”</th>
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<tbody>
<tr>
<td>SCOTT WHELLER, PD, WHHH</td>
<td>ALBIE DEE, MD, WPGC</td>
<td>TOM CASEY, PD, 100.3JAMZ</td>
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</table>

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<tr>
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### 2. MINT CONDITION “You Send Me Swangin’” (PERSPECTIVE/A&M)

<table>
<thead>
<tr>
<th>“Sounds great on the air!”</th>
<th>“It’s unbelievable!”</th>
<th>“Swangin’ it’s way to the top of the ballad glut.”</th>
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<tbody>
<tr>
<td>RUSS ALLEN, PD, 92Q</td>
<td>CHUCK FIELD, OM, KSFM</td>
<td>BRUCE ST. JAMES, PD, KJYK</td>
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### 3. QUEEN LATIFAH “Unity” (MOTOWN)

<table>
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<th>“It’s such a cool name, we just had to play it.”</th>
<th>“Great message.”</th>
<th>“A strong message that should develop strong female response.”</th>
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<tr>
<td>MARK SHANDS, PD, WHJX</td>
<td>LUCY BARRAGAN, MD, Q105</td>
<td>HAROLD AUSTIN, MD, THE BEAT</td>
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<thead>
<tr>
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<td>HAROLD AUSTIN, MD, THE BEAT</td>
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### 4. UNCANNY ALLIANCE “I’m Beautiful Dammitt” (A&M)

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<th>“I may not be Beautiful, but the song is a hit Dammitt!”</th>
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<td>DANA LUNDON, MD, WTIC-FM</td>
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<td>DANA LUNDON, MD, WTIC-FM</td>
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### 5. XSCAPE “Understanding” (SO SO DEF/COLUMBIA)

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<th>“The women love it.”</th>
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<tr>
<td>TOMMY WILDE, MC, HOT102</td>
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<th>“The women love it.”</th>
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<td>TOMMY WILDE, MC, HOT102</td>
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### MIX SHOW DISC-OVERY CLUB

1. **WHITNEY HOUSTON “Queen Of The Night (RX)” (ARISTA)**
   - Drag your PD, MD in to listen to it! - MATT BRADLEY, POWER PIG

2. **DOMINO “Ghetto Jam” (OUTBURST/DEF JAM/CHAOS)**
   - This is the catchiest jam out right now. - LUCIOUS ICE, THE BOX

3. **ROZALLA “I Love Music” (EPIC)**
   - It’s an excellent remake! - PHIL JONES, POWER 96
November 12, 1993

**Most Disc-overed for this issue**

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

<table>
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<td>MINT CONDITION</td>
<td>You Send Me Swangin' (PERSPECTIVE/A&amp;M)</td>
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<td>10</td>
<td>QUEEN LATIFAH</td>
<td>Unity (MOTOWN)</td>
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<td>UNCANNY ALLIANCE</td>
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<td>XScape</td>
<td>Understanding (SO SO DEF/COLUMBIA)</td>
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<td>8</td>
<td>BABYFACE</td>
<td>Never Keeping Secrets (EPIC)</td>
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<td>COLLABE</td>
<td>I'll Be Lovin' You (METROPOLITAN)</td>
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<td>Goody Goody (CHAOS)</td>
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<td>D.R.S.</td>
<td>Gangsta Lean (CAPITOL)</td>
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<td>EAZY E</td>
<td>Real Compton City G's (RUTHLESS/RELATIVITY)</td>
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<td>THE GOODMEN</td>
<td>Give It Up (fffr)</td>
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<td>Shhh (QWEST/WARNER BROS.)</td>
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<td>Award Tour (JIVE)</td>
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<td>Queen Of The Night (CJ Mackintosh Mixes) (ARISTA)</td>
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<td>Yolanda (STRICTLY RHYTHM)</td>
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<td>Sex Me (JIVE)</td>
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<td>I Love Music (EPIC)</td>
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<td>US3</td>
<td>Cantaloop (CAPITOL)</td>
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**Frank's Place**

- First of all, thanks to everyone who helped make our second annual Hitmakers Atlanta seminar a success. There were incredible performances by Melissa Etheridge and Coming Of Age not to mention a sold out performance by the Bee Gees at Ruperts sponsored by STAR 94. In Big D, KHKS APD Sean Phillips becomes acting PD replacing J.J. McKay T.F.N. and, former 95QG PD Mike Easterlin adds full-time producer duties for market vet Dave "Kid" Kraddick. Also with KEGL PD Brian Krysz exiting could there be a move to a contemporary direction considering 97.1's frequency has been Top40 for nearly 20 years?

**Street Sheet**

![Street Sheet](image-url)
METHOD
MAN

#1 PHONES, TOP 3 SALES...DEFINITELY THE BIGGEST RECORD IN NEW YORK CITY.

-STEVE SMITH
P.D. HOT 97 NYC.
TOM CASEY, PD, 100.3JAMZ, Dallas
DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAO5) - Is a smash! Strong requests and it's testing great.
XScape Understanding (SO SO DEF/COLUMBIA) - Will be even bigger than Just Kickin' It. This group could be the next TLC.
TEVIN CAMPBELL Album (OWEST/WARNER BROS) - Check out the entire album. It's full of hits. We just started playin' Shhh, which is a no-brainer.
EARTH, WIND & FIRE Spend The Night (REPRISE) - Is one of my personal faves. This could be the single that brings them back to the forefront.
RUSS ALLEN, PD, 92Q, Baltimore
UNCANNY ALLIANCE I'm Beautiful Dammitt (A&M) - Early phone response has been very positive - This song is cool! B-B would like it.
MINT CONDITION You Send Me Swangin' (PERSPECTIVE/A&M) - Great daytime song...Too early to tell how it's gonna work, but it sounds great on the air.
QUEEN LATIFAH Unity (MOTOWN) - This is a great song with a positive message.
KRISTIE WEIMAR, MD, 92Q, Baltimore
ERICK SERMON Safe Sex (CHAOS) - Thank God, another positive-message song that's a lot of fun that jams!
These records are blowing up for us at night: QUEEN LATIFAH Unity (MOTOWN) M.C. BRED Night (ICIBIAN) 3 STEPS OUT OF NOWHERE Red Rock (ISLAND) I am really into these records: FUGEES Root Gat (COLUMBIA) DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAO5)
ERIK BRADLEY, MD, 896, Chicago
COLOR ME BADD Choose (GIANT) - Totally love it! Total smash. You've got to hear it to get it.
CE CE PENISTON In The Mood (PERSPECTIVE/A&M) - Incredible sounding song. Comes out next year. David Morales and Steve 'Silk' Hurley definitely hooked her up.
JOEY MUZZALUPO, MC, KSFM, Sacramento
MOCHA The Thanksgiving Song (WARNER BROS) - Is unbelievable. You'll be singing 'Pretty Brown Eyes' after hearing this smash!
CHRISTOPHER LANCE, PD, KMXX, Selinas/ Monterrey
EASY E Real Compton City G's (RUTHLESS/RELATIVITY) - The feud is not only on the streets, but on the radio. Challenging Snoop Dogg for #1 requests.
UNCANNY ALLIANCE I'm Beautiful Dammitt (A&M) - Not even one week of slammin' it, and it's already Top-5 requests. Huge on the air.
R. KELLY Sex Me (JIVE) - Serious slo-jam that fits all full-service and Crossover stations. R. Kelly at his best. Perfect nighttime dedication jam.
ANDREW Season For Love (CLASSIFIED) - Slo-jam with tremendous female Hispanic flava. If you're looking for a copy, call John Christian at Modern Music, San Francisco.
ROZALLA I Love Music (EPIC) - This song has serious potential. Check out all the mixes.
JOHN CANDALARIA, MD, KPPR, El Paso
MANNU La Plaza (4TH & BROADWAY) - Check out the funky House track. Could be a secret weapon for Hispanic markets.
THE GOODMAN Give It Up (IAm/PLG) - Starting to get a buzz from mix show play. Hope it goes into regular rotation.
US3 Cantaloup (CAPITOL) - This record will separate you from the rest.
ROBIN S What I Do Best (BIG BEAT/ATL. GRP.) - Should take a serious listen to this one.
CHUCK FIELD, OM, KSFN, Sacramento
MINT CONDITION You Send Me Swangin' (PERSPECTIVE/A&M) - Is unbelievable. You'll be singing 'Pretty Brown Eyes' after hearing this smash!
COOLIO County Line (TMIMMY BOY) - A perfect fit for KSFN.
THA MEXAKIN Phankie Melodia (MADHOUSE/WILD WEST/MOTOWN) - If you're in a Hispanic market, don't miss this one.
JOEY MUZZALUPO, MC, KSFN, Sacramento
JOEY Put Down Your Guns (GASOLINE ALLEY/MCA) - Good record with a solid message.
ICE CUBE Really Doe (PRIORITY) - Ice Cube does it again. Yeah, it is Really Doe!
WOOLIGAN Put Ya Hands Up (MITTED/MA <DECK) - This song is bound to be a good mix show/club record.
THA CIBERBOMBZ V Not So Friendly (CAPITOL) - A song that is bound to be a good mix show/club record.
A TRIBE CALLED QUEST Award Tour (JIVE) - The sales on this one has caught our attention, and you can bet we'll be all over this one. Just like all the other JIVE records.
DAVID MORALES & TBVC The Program (The Morales Murder Mix) (MERCURY) - Very cool. I like it. You should definitely have this in your mix show.
DOMINICA Gotta Let You Go (MIC MAC) - I personally like this record. It has a good Dance club appeal. We'll watch it grow in our mix show.
Going For Adds November 16

BAD BOY BILL, B96:
"Good vocals, nice hook, great song!"

MICHAEL ERICKSON, KMEL:
"The smoothed-out rough mix be jammin'."

PETE DYLAN, WWHT:
"Slammin' mixes...It's in there this week..."

ROOSTER RHODES, Q105:
"Good jam. Old-time Funk feel to it."
THE JANITOR, APD, KTFM, San Antonio
COLLAGE 'Til I Be Lovin' You (METROPOLITAN) - Has a Linear feel that is destined for greatness.
JON SECADA Do You Really Want Me (EMI/ERG) - An import that you have to check out.
ERICK SERMON Safe Sex (CHAOSS) - Will be bigger than his last.
CHET BUCHANAN, APD, KUBE, Seattle
DADDY-O Brooklyn Bounce (ISLAND/PLG) - Rap's a little thin right now, and this seems to be one of the best out.
UNCANNY ALLIANCE I'm Beautiful Dammit (A&M) - The Chuck Field theme song looks like it could be a hit. But Chuck will still won't be able to hear it. Chuck, maybe I'll explain it to you in Hawaii because I know you still won't get it by then.
THE ELITE The Truth Hurts (UNSIGNED) - The next big record to bust out of Seattle.

TINA SIMONET, APD, KZFM, Corpus Christi
KY Come Baby Come (TOMMY BOY) - Top-5 record all around.
BABYFACE Never Keeping Secrets (EPIC) - Whip Appeal it?
US3 Cantaloupe (CAPITOL) - Very smooth groove.
CULTURE BEAT Mr. Vain (550 MUSIC/EPIC) - Blowin' the doors out all day.

HAWK HARRISON, MD, POWER PIG, Tampa
PHIL COLLINS Both Sides Of The Story (ATLANTIC) - How could you go wrong with Phil?
ROBIN S. What I Do Best (BIG BEAT/ATL. GRP) - If you've ever been with Robin S., try this smash ballad.
BABYFACE Never Keeping Secrets (EPIC) - Proving to be one of our top songs.

LISETTE MELENDEZ Goody Goody (CHAOSS) - Already tremendous research at night.

ROOSTER RHODES, PD, Q105, Oxnard
MAC BROWN Put Your Butt Down (FIRST QUAKE) - Good nighttime song. Good uptempo. Give it a listen.
MK F/Ailana Love Changes (CHARISMA/IRGIN) - Good Urban jam. Old time Funk feel to it.

LUCY BARRAGAN, MD, Q105, Oxnard
SNOOP DOGGY DOGG What's My Name (INTERSCOPE/ATL. GRP) - This was a hit even before it was released.
DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAOS) - Listen to it more than once. The more you hear it, the more you'll like it.
QUEEN LATIFAH Unity (MOTOWN) - Great message. Check out the video.
FUNKY POETS How Can You Leave Me Now (550 MUSIC/EPIC) - These guys were obviously born to sing. Check out this song and the entire album.

HAROLD AUSTIN, MD, THE BEAT, Los Angeles
CHRIS WALKER Love Tonight (ERG) - Let me kick it off on the slow jam tip with Chris Walker. This record has very powerful lyrics, and the female appeal is very strong. Make sure to spend some time with it...Don't let it go by.

MINT CONDITION You Send Me Swangin' (PERSPECTIVE/A&M) - Officially the second single brings back that reminiscent sound of Breaking My Heart...Perfect for every daypart. Expect some phones and sales.
SOULS OF MISCHIEF 52 Ti Infinity (JIVE) - One of my favorite Hip-Hop tracks right now. These homieboys from Berkeley are definitely turning it out with 52 Ti Infinity.
QUEEN LATIFAH Unity (MOTOWN) - A very positive song with uplifting Motown lyrics. Unity delivers a message that should develop strong female response.
RALPH TRESVANT Who's The Mac (MCA) - A very male-oriented record. The production reminds me of the Marvin Gaye sound.
M'SHELL Dreadlock (MAVERICK/REPRISE) - The ultimate in coolness. This entire project is like a breath of fresh air, and I absolutely love it.
GREG HEAD, MD, THE BOX, Houston
TONY TONI TONE Lay Your Head Down (MERCURY) - Good early response.
TEVIN CAMPBELL Bubb (QWEST/WARNER BROS) - Good early response.
SHO Friend In The Family (WISE UP/CHIBAN) - Great weekend phones.

SCOTT WHEELEER, PD, WHHH, Indianapolis
DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAOS) - Sounds similar to Snoop Dogg, which is very hot right now. Good tempo. Looks like it's going to work.
SHAQUILLE O'NEAL I Know I Got Skillz (JIVE) - Huge retail even before airplay. Seems to be in demand.
ULTRA NATE Show Me (WARNER BROS) - Good uptempo sound. Reminds me of Ce Ce Peniston. This is a song that will work for us.

MARK SHANDS, PD, WHJX, Jacksonville
WHITNEY HOUSTON Queen Of The Night CJ Macintosh Mixes (ARISTA) - Great artist with an uptempo record.
FATHER I Bpped You (UPTOWN/MCA) - The leak of the week. A real hot tune.
QUEEN LATIFAH Unity (MOTOWN) - It's so cool a name, we just had to play it.
D.R.S. Soundcra (CAPITOL) - We hear four or five great songs off of this album.

MICHAEL MARTIN, APD/MD, WILD107, San Francisco
- Well, songs that come to mind this week for me are: Back And Forth by CAMEO, Mind Blowing Decisions and Right Back Where We Started From by MAXINE NIGHTINGALE and Leave Me Alone by MAXINE NIGHTINGALE and MAXINE NIGHTINGALE. Another tune that comes to mind is Back 2 You (BIG BEAT) by JOMANDA. Pull this out and get ready to be very surprised! Great lyrics, great hook, smooth groove. This could be a record.

I got a chance to peep the new BEEVIS & BUTT-HEAD collection of tunes soon to come. My fave so far is Come To Raves. A very Churban-friendly, just bad enough to blow-your-phones-off kinda record. These guys are too huge not to showcase in some way.

COLLAGE 'Til I Be Lovin' You (METROPOLITAN) - #1 in Hi-5 countdown after two days of airplay.

KEITH CLARKE, PD, WJMO-FM, Cleveland
ULTRA NATE Show Me (WARNER BROS) - It's a nice uptempo record that's not totally clubbed out. It's a balance between R&B and House.

BEE GEES (PLG) - Jive Talkin' a smash. I predict triple platinum.

DAS EFX Freakit (IDDLEWEST/ATL. GRP) - Freakit is getting big phone reaction.

KANDY KUTCH, MD, WKSS, Hartford
ROZALLA I Love Music (EPIC) - My favorite song of the week.

U.N.V. Straight From My Heart (MAVERICK/WARNER BROS) - Listen to it again. Don't let this hit fail on you.

CELINE DION The Power Of Love (550 MUSIC/EPIC) - A #1 record.

TEVIN CAMPBELL Can We Talk (QWEST/WARNER BROS) - We broke this in the market. It's starting to pull phones with great sales in the market. It's a perfect record for KISS95.7.

ALBIE DEE, MD, WPGC, Washington, DC
DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAOS) - #3 in Hi-5 countdown after two days of airplay.

ALNTEDDD Boom This In Your Vehicle (MERCURY) - I like the way this sounds.

MICHAEL WALL Love Story (SALMON) - Live instruments, raps with a female hook that'll knock your dick in the dirt.

DANA LUNDON, MD, WITC-FM, Hartford
UNCANNY ALLIANCE Im Beautiful Dammit (A&M) - I may not be Beautiful, but the song is a hit, Dammit!

H-TOWN Its Your Think (ATLAS/PLG) - Funky-ass reprise. Thanx Ricky Leigh.

ROZALLA I Love Music (EPIC) - A movie that's gonna be huge with a song that could be larger.

M.C. BOOGIE D, APD, KJYK, Tucson
DEL THE FUNKYHOMOSAPIEN Catch A Bad One (ELEKTRA) - The Chello hook is just too nasty and the bassline, oh is to die for! The leader of the hieroglyphics is back with a Chello bang!

THA MEXAKINZ Phonkie Melodia (MAD SOUNDS) - These tracks is just Slamming! Slamming! Slamming! Give a test, I'm sure it will come back positive! Or I'll do a overnight for free at your station in my underwear!
ULTRA NATÉ
"Show Me"

100-PLUS BDS SPINS

New This Week:
PWR PIG @ #25, WHHH
KKXX 12-10, KDON 34-32, 92Q #20

Mix Show Chart: #8
Club Chart: 45-41

ERIC MURPHY, APD, KKRZ
"This is ganna be a big one...one big, never-ending hook!"

GARY CANNAVO, JAM'N94.5 MIX SHOW
"This record is so smooth and DJ-friendly that I cannot help but play it!
It's gonna be huge in our region!"

HAWK HARRISON, MD, POWER PIG
"With limited airplay, we're already getting a ton of calls inquiring "WHO IS
THIS??" Ultra Naté is the perfect uptempo record for your station.
We added it this week at #25,"

RICHARD "HUMPTY" VISSION, POWER106 MIX SHOW
"A fierce, slammin' track with superior vocals!"

MICHAEL NEWMAN, PD, KDON:
"Total Pop smash!"

MOHAMED MORETTA, POWER96 MIX SHOW
"Great remixes and excellent vocals make this track easily programmable. It's
time to give the 90's a new Diva. Ultra Naté is the one."

KEITH CLARK, PD, WJMO-FM
"Nice uptempo record that's not totally dubbed out."

SCOTT WHEELER, PD, WHHH
"This is a song that will work for us."
Most Disc-ovQrQd for this issue
Based on One-On-One Calls and Conference Call Mentions

1. 18  WHITNEY HOUSTON "Queen Of The Night" (CJ Mackintosh Mixes) (ARISTA)
2. 10  DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAOS)
3. 10  ROZALLA I Love Music (EPIC)
4. 9  REEL 2 REAL F/Mad Stuntman I Like To Move It (STRICKLY RHYTHM)
5. 9  SNOOP DOGGY DOGG What's My Name (INTERSCOPE/ATL. GRP.)
6. 8  DAS EFX Freakit (EASTWEST/ATL. GRP.)
7. 8  THE GOODMAN Give It Up (ffrr)
8. 8  WHITE KNIGHTS, FAST EDDIE & JUANIE Girls Get Dumb (DJ INTERNATIONAL)
9. 7  A TRIBE CALLED QUEST Award Tour (JIVE)
10. 7  GURU No Time To Play (EMI/ERG)
11. 6  EAZY E Real Compton City G's (RUTHLESS/RELATIVITY)
12. 6  QUEEN LATIFAH Unity (MOTOWN)
13. 5  THA MEXAKINZ Phonkie Melodia (MADHOUSE/VIILD WEST/MOTOWN)
14. 5  LOTS OF THE UNDERGROUND Here Come The Lords (PENDULUM/ERG)
15. 4  ICE CUBE Really Doe (PRIORITY)
16. 4  UNCAKNY ALLIANCE I'm Beautiful Dammitt (A&M)
17. 4  QUEEN LATIFAH Unity (MOTOWN)
18. 3  A TRIBE CALLED QUEST Award Tour (JIVE)
19. 3  ICE CUBE Really Doe (PRIORITY)
20. 3  LORDS OF THE UNDERGROUND Here Come The Lords (PENDULUM/ERG)
21. 3  THA MEXAKINZ Phonkie Melodia (MADHOUSE/VIILD WEST/MOTOWN)
22. 3  ICE CUBE Really Doe (PRIORITY)

Most ODDED

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MOST ADDED

WHITNEY HOUSTON "Queen Of The Night" (ARISTA)
CAPTAIN HOLLYWOOD PROJECT "All I Want" (Image)
DAS EFX "Freakit" (EastWest)
JOMANDA "Back To You" (Big Beat/Atlantic)
ROZALLA "I Love Music" (EPIC)

MIX SHOW MOVES

1. 13  "Yo-Yoda" (Sloty Rhythm) - Whitney Houston
2. 12  "Mr. Vain" (C50 Music/Epic) - Various Artists
3. 11  "Hey, Mr. D.J." (Flavor Unit/Epic) - Various Artists
4. 10  "All That She Wants" (Arista) - Various Artists
5. 9  "Happened All Over Again" (SBK/ERG) - Various Artists
6. 8  "Shwaps" (Next Plateau/London/PLG) - Various Artists
7. 7  "Give It Up" (ffrr) - Various Artists
8. 6  "Show Me" (FFR) - Various Artists
9. 5  "Come Baby Come" (Tommy Boy) - Various Artists
10. 4  "What's My Name" (Tommy Boy) - Various Artists
11. 3  "I Love Changes" (Charisma/ Virgin) - Various Artists
12. 2  "Award Tour" (Virgin) - Various Artists
13. 1  "Make Room" (ARISTA) - Various Artists

MIX SHOW MOVES

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#1 Billboard Club Record.

Top 5 in the U.K.

MIX SHOW #7

Playing it, loving it - Nicholas Pichokis

Doing very well for us - Paul James/LAND

FR# 957

On the air at:
Hot 97  Power 96  KRBE  WOWI  B-96

November 12, 1993

HITMAKERS

35
JEFF REDD - Show You (EMI) - Real phat ass shit for their heads bobbing to this joint.

JOE - The One For Me (MERCURY) - This shit is will score a phat payday with this.

MICHAEL ERICKSON, KMEL, San Francisco - the 'Soul Assasin' mixes by D.J. Muggs! Fits perfect slept because of the house mixes, but don't sleep on DAVID MORALES & TBYC - The Program (The Morales Murder Mix) (MERCURY) - People have slept because of the house mixes, but don't sleep on.

MATT - 'The Bratt' - Bradley, POWER PIG, Tampa - Perfect phat hiphop track that'll crossover. Have it in the mix, and in rotation. Bow wow wow, you goo Doggy!

WHITNEY HOUSTON - Queen Of The Night (CJ Bee Gees sample loops!) - It's a rippen techno track that utilizes some wild fave mix is the 'Hon It's Flawless Mix.' Wonderful remixes of an already killer classic. My scary vocals (scary in a GOOD way). All mixes are BOMB!

ICE CUBE - Ghetto Bird (PRIORITY) - ITZ THA hip hop iz all about! tha shit! Crazee rhymez with fatt beetz...true to what I think itz anutha hit for them.

WHITNEY HOUSTON - Queen Of The Night (CJ Mackintosh Mixes) (ARISTA) - Whitney proves that she never lost her club base!

RACHAY - Heat It Up (MCA) - Itz tha shit! No credibility... PEACE!

DAS EFX - Freaky (EAST/WEST/ATL. GRP.) - Speaking of hip hop, it try in your mix of programming. You might get a surprise of phones... Give a listen.

DOMINO - Ghetto Jam (OUTBURST/DEF JAM/CHAOS) - This is the catchiest jam out right now. My man has that serious phlava the West Coast is famous for.

WU-TANG CLAN - Method Man (RCA) - This is tha one! Mix show and radio friendly.

E-40 / Practice Looking Hard (SICKWIDIT) - From Vallejo Cali, iz unique with a flow all his own. Let me be the be to tell America that he's gonna blow up in the 9-4.

CARLOS FUSARO, KTFM, San Antonio - I wanna say...
JACKSON TAYLOR, WCXZ, Gainesville

US3 Cantaloop (CAPITOL) - The label alone should give you a clue...Cool jazz groove! Add an incredibly upbeat rap and you have a killer track ready to explode.

THE BROTHERHOOD Love Will Make It Right (IMAGOC) - This was out last year on Esquire Records. The songs got new mixes and sounds just as good now! Don't miss out two times in a row. Get it!

FUNNY GREEN DOGS FROM OUTER SPACE Reach For Me (MURK/TRIBAL) - Another song that's been around! These new mixes are wonderful. If you are not familiar with the song or the labels, now is the time to get with what's up!

CLIFF HORVICK, WHIT, Scranton

SNOOP DOGGY DOGG What's My Name (INTERSCOPE/ATL, GRP) - Finally...I got the vinyl! Well worth the wait!!

ROZALLA I Love Music (EPIC) - Let's make this classic anthem all over again.

WHITNEY HOUSTON Queen Of The Night (CJ Mackintosh Mixes) (ARISTA) - CJ's mixes are exceptional. A very 'sexy' sounding record.

RONNIE 'Captain Kirk' MATTHEWS, WCXZ, Charlotte

VARIOUS ARTISTS Hey Mr. DJ! The 4th Compilation (EPIC) - This is some of the hottest club-house music to hit my turntables this year. Frank Cerano, Mr. Dance & Crew at Epic has picked out some red hot club music to heat up the airwaves and dancefloors for the winter of '93. I especially liked Rozalla's Don't Play With Me, a Robin S. flavored cut by Denetria Chappell called I've Had Enough, a real jam! The '93 remix of 'Dr. Beat' by Gloria Estefan is the mugha f--k! But everything on this LP is bolting hot!

LORDS OF THE UNDERGROUND Here Come The Lords (PENDULUM/ERG) - Phat, pfunky and perfect for the next hot release from the Lords latest LP. Also, thanks for the DJ friendly mixes. Someone is actually listening to the DJ's.

DJ LAZ Journey Into Bass (PANDISC) - Great Miami bass. Instant phones and requests at retail. Hot right out of the box!

DAVID MORALES & TBYC The Program (THE Money Killer Mix) (MERCURY) - This whole LP is the shit. If you haven't heard any of this project yet, what the hell have you been doing. Consulting? This is not only a hot club jam, but there are some really hot radio mixes available, too. Try it, you'll like it and so will your listeners!

95 SOUTH Jump Mix II (ICHIBAN) - I liked this cut first time out and the guys at Ultimix remix service have done their magic to hype this cut to next level of party! The guys at Icbhan have found a great combination with Ultimix. Maybe some of the other labels out here in 12' land should take notes! Beam us up, Ricky Leigh the main man in charge, Thank you.

JOHN HUNTER, MD, WOW, KEY WEST

NU COLOURS Power (POLYDOR) - It's not even Christmas yet and... this doesn't... NU COLOURS Power (POLYDOR) - ...So who go #1... NU COLOURS Power (POLYDOR) - Somebody's not working! Check the 'Anthem Mixes.'

MOTHER MARY U.N.I.T.Y. (KNOCKOUT) - Slammin' 'Deep Dub Mix.'

THE BEE GEES Decadence (PLG) - Very strong street reaction check the 'Ben Liebrand Mix.'

WHITNEY HOUSTON Queen Of The Night (CJ Mackintosh Mixes) (ARISTA) - Lots of phones. Once again another smash.

WHITE KNIGHTS Last EDDIE & JUANIE Girls Get Queered (DJ INTERNATIONAL) - Great female reaction. This one is blowing up.

ROZALLA I Love Music (EPIC) - Great remake of a classic. Nice remix Jellybean.

TWIGGY T, WHJX, Jacksonville


WHITNEY HOUSTON Queen Of The Night (CJ Mackintosh Mixes) (ARISTA) - Very strong vocals. Get it now! Phones off the hook...sherez hot rite now!

MIX FACTORY Take Me Away (MOONSHINE) - This has been around for a while but itz still pumpin'. Make sure you check out the 'XTC Come Hard Mix,' that it iz like you great dance music.

HECTOR THE EJECTOR, WILD07, San Francisco

US3 Cantaloop (CAPITOL) - Has anyone seen the video for this? Check it out! This one is one of those that grows on you as you listen to it more.

RAHEEM THE DREAM MIC Shy D Short Shorts (LIFE/BELLMARK) - Need more bass over yo face! This shall do the job. It's nice to hear MC Shy O back on wax. I wish he would have rapped a little more on this.

TEVIN CAMPBELL Can We Talk (QWEST/WARNER BROS.) - What! Paul Revere beats over the vocal! A very 'sexy' sounding record. Check it out. It's about time! How could you not play this in the winter of '93. I especially liked Rozalla's Don't Play With Me, a Robin S. flavored cut by Denetria Chappell called I've Had Enough, a real jam!

SOUL II SOUL Back To Life (IMPORT) (M.A.W.) - It is at it again, the SBFM mix is slammin, it has today's flava ya know. The vocal DUB is also great but I heard Lil Louie play the VOCAL of this in N.Y. What happened to it? Where is it? That's the mix they should release here in the U.S. It will bring this record back to life!

GARY CANNAVO/NEIL PETRICONE, WJMJ, Boston

TOM MORAN Dream Of Makin Love (VISION) - Tony comes back with a strong freestyle record for a great comeback with strong vocals. Check it out!

DEBBIE COLE Could You Be Loved (NEXT PLATEAU) - Can we say but we simply love this record. House mixes are awesome and full of life.

STEAM SYSTEM Burna Baby (ZYX) - This track has got that world music sound. Strong vocals with a smooth track underneath it. We love the 'Destruction' version.

HOUSE OF SWING EP (STRICKLY RHYTHM) - New commers Jason Testa and Chris Mattlock slammed this house track. Strongest track we feel is the "Runway" but still check out the whole EP (five stars).

ROSS WILSON, WOW, Norfolk

WHITNEY HOUSTON Queen Of The Night (CJ Mackintosh Mixes) (ARISTA) - If you want to play a hit then here it is. My dance floor just can't get enough of it. We're talking smash here folks. Stop what you are doing and find this record...you won't be disappointed. The "C.J. Mackintosh" mixes are slammin.

HUGH K. Shine On (ZYX) - WOW! If you played Robin S. then this is a must. A great pop/dance record. It should do well in mix shows and radio if given a shot.

STING Demolition Man (A&M) - And I thought I would never play a song by Sting. Well this record blows that theory all to Hell.

DON'T YOU Part Time Lover (ZYX/DWA) - Just mix Haddaway, Snap, Culture Beat and Captain Hollywood together and you have the new Double You. This is an awesome track, call Harry!

K7 I'll Make You Feel Good (TOMMY BOY) - With the move there out there about freestyle's return, don't overlook this gem on the B-side of Come Baby Come. It's hard core in the same vein as Maria.

MG WHIZ, WPGC, Washington, DC

FUGEES Boot Leg (COLUMBIA) - Hype as shit! Check out the 'Re Fugee Doodle Remix' and the instrumentals...they're fab!

AKINYELE The Bomb (INTERSCOPE) - Check out the 'C.J. Mackintosh Mixes' - all for you radio mix jocks...save the LP version for the clubz!

DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAO) - Definitely a Domino effect on the streetz of D.C! 'Line 'em up...all the Jeeps are playin' it!

LORDS OF THE UNDERGROUND Here Come The Lords (PENDULUM/ERG) - It may be anutha Funky ChA!

GEORGEY C., WPGC, Washington, DC

DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAO) - Iz gonna work, iz gonna work...NUFF SAID!

NXRU Computer Love (RCA) - This song is right in that pocket; therefore without any further consideration and/or pontification, I'm gonna put it right in the huhfukin' mix!

K-LONDON Who's Gonna Love Me (K4RB) - These house beats are so good that it got me all ugly in the face. So ugly that a plastic surgeon couldn't fix it! LLUUUUVVV THIS REKKORD!

RON 'The Sugar Bear' WILLIAMS, WCXZ, Uncle

WHITNEY HOUSTON Queen Of The Night (CJ Mackintosh Mixes) (ARISTA) - The 'Import Mixes' are excellent. Nice, solid house sound. If you can get it, play it... A must for your mix show.

DOMINO Ghetto Jam (OUTBURST/DEF JAM/CHAO) - Itz gonna work, itz gonna work...NUFF SAID!

PIRATES OF THE CARIBBEAN Hurts A Little - Reggae/hip hop flavored breakbeats strictly for da mix show... Mad heads will bot to this one.

QUEEN LATIFAH Unity (MOTOWN) - Great message without being 'preachy.'

PETE DYLAN, PD, WWH, Columbus

MK I/Alana Love Changes (CHARISMA/VIRGIN) - I've jumped on this a long time ago. Slammin' mixes... It's there in this week... Yo Nick S. and Kevin Young...Shaggy's there, T.L.C

WHITNEY HOUSTON Queen Of The Night (CJ Mackintosh Mixes) (ARISTA) - It's about time! How about some R&B mixes, too... Not to say that the house mixes aren't slammin... This is hot!

BOBBY BROWN & WHITNEY HOUSTON Something In Common (MCA) - Very 'Radio Friendly.' Will fit it well.

HUGH K. Shine On (ZYX) - Slides right in there between Robin S. and Snap, or Haddaway. This song will do well in the show.

November 12, 1993
Uncanny Alliance

I'm Beautiful Dammitt!

The follow-up to the uncanny smash hit
“"I Got My Education”"
From their forthcoming album

Produced by Orville Brinsley Evans
Remixed by DJ EFX and DJ DIGIT

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HOW DID YOU GET YOUR EARLY INTEREST IN THE BUSINESS?

I started at a high school radio station in a suburb of Chicago. I worked there all the way through high school, then I went to a suburban college around there, a private school called North Central College, where they had a station. What was good about that place was that it was not just a playground for students; it was actually a training ground, and put people into jobs. A lot of people that I went to school with are in broadcast jobs, because the station was run as a real radio station. We even had a sales staff and sold public service time.

WHAT WAS YOUR FIRST COMMERCIAL RADIO JOB?

It was at a small AM radio station in Elmhurst, IL, called WKDC. I worked there for a little while. I was actually still finishing up high school, and it was into college. Also, besides the college station, I worked at WKKD in Aurora. It was an AC station in a nearby town.

BEING FROM THE MIDWEST, VIRTUALLY EVERYONE I'VE HAD A 16 SHARE IN THE MORNING.

I did have those big influences in my life, early. It was WLS, and at the time, WMET, which everybody talks about. I used to listen to John Landecker all the time. He was a big influence on me, and so was a guy named 'Captain Whummo'. When I was in grade school I knew that's what I was going to do for the rest of my life.

DID YOUR PARENTS EVER WORRY ABOUT YOU BEING ALONE IN YOUR ROOM, BROADCASTING INTO A TAPE RECORDER?

I did that.

OF COURSE YOU DID...I DID THE SAME THING!

My parents were very supportive and encouraged me to go after the things I wanted. As you know, this business can be tough at times, and I certainly went through those myself, but no one ever gave up on supporting me.

TAKE US UP TO DATE NOW.

After that I worked in Dekalb, and at the same time started working at WGN in Chicago as an operations engineer, behind the board. So I got some great training on a lot of different formats. I worked at DEK, doing Top40, working in talk radio at WGN, I worked for some of the greats like Wally Phillips and Bob Collins. Actually, my talk radio experience has now become a lot in structuring morning shows.

HAVE YOU FOUND THAT WORKING OTHER FORMATS HAS GIVEN YOU MORE OF A WELL-ROLLED BACKGROUND?

Definitely. I've worked them all... I've worked Classic Rock, A/C, Talk — not Country yet. You never know, it could happen.

TELL US ABOUT THE TALK RADIO INFLUENCE YOU MENTIONED ABOUT MORNING SHOWS.

I just learned so much about phones and structuring of a complete talk format. The morning shows that we've had here have been very talk-oriented, although with a lot of music. I learned a lot by working on structuring it, when the bit's over, when the phone call's over, when you should dump out, all that kind of stuff. It just gave me a real good background. What I've done is I've taken that not only to all the jocks that I work with, but also it seemed to give me a better perspective of the morning shows, especially the talk part of that show.

SPEAKING OF MORNING SHOWS, I UNDERSTAND YOURS IS IN TRANSITION RIGHT NOW.

That's right. We just hired George McFly, formerly afternoons at Power106 in L.A. Rich Michaels, a ten-year station vet, just left to go do talk radio, and it was a very amicable parting. He was at a point in his career, his life, where he was hitting the upper echelon of what he did. He'd been here for ten years and was extremely good at it. But in that process, he began drifting away from the station's goal and the station's direction, and we started evolving separately from him. It's almost like a marriage, one that's not really a bad marriage, but just going in two separate directions. We encouraged him to do so and we parted company about a month and a half ago. He's now living in Georgia, and we're doing a consultant, at WGR in Buffalo, doing talk radio and he sounds phenomenal doing it.

MOST OF YOUR BIG MORNING SHOWS INCORPORATE VERY LITTLE MUSIC, AND SO, ESSENTIALLY, ARE DOING A HOT102, so I worked with Dan for a while. With all the PDs I worked for, I tried to pick their brains and learn what they're all about and why they're doing what they're doing.

YOU WORKED WITH SOME GREAT PEOPLE.

That's pretty much where my career really kicked in, the point when I got really serious and thought, 'I'm an OK jock, but now I need to look to the future, and what I really want to do is program.' It was just like going to college. I had Dave Shakes and Dan Kieley, and I learned a lot from John Peake in Tucson just from talking to him on the phone. I had some of the best teachers. I was taking advantage of it, and I don't take it for granted. I respect everything they've done, and I try to teach and every so often give them enough for what they've taught me.

TAKE US UP TO DATE ON 'VIC.

That's pretty much where my career really kicked in, the point when I got really serious and thought, 'I'm an OK jock, but now I need to look to the future, and what I really want to do is program.' It was just like going to college. I had Dave Shakes and Dan Kieley, and I learned a lot from John Peake in Tucson just from talking to him on the phone. I had some of the best teachers. I was taking advantage of it, and I don't take it for granted. I respect everything they've done, and I try to teach and every so often give them enough for what they've taught me.

TALK FORMAT FOR FOUR HOURS IN THE MORNING.

Right. There was a time there, when Rich was on, when we played two to three records an hour, but still had a 16 share in the morning.

IT'S NOT THE MUSIC...

It's the personality. Music is still important to us and it will be in the future, but the basis of our morning show is going to be entertainment, information — since we are the information station in town. It's a whole mix, and we hope to just make it all flow together. The music is important, but it's not the single factor.

IS WVIC YOUR FIRST PROGRAMMING GIG?

Yes, it is. I arrived in February of '92, so I'm coming up on two years. After 'GN' I stopped at DEK and started working at WXRR in Chicago. When they switched to jazz, which is now WNUA, I latched on at B96. Later I evolved out of 'GN, and worked fulltime at B96 doing swing. I was on the air 5 or 6 days a week, but mostly, I was just a sponge; when I wasn't on the air, I was learning from Shakes non-stop, constantly asking him questions. Later I started working mornings at HOT102 in Milwaukee doing part-time for Gregg Cassidy. He later left, and Dan Kieley left B96 to go to...
the first single from

45
the new album
STRAIGHT UP SEWASIDE

SoundScan Single #22
Single sales approaching 200,000.
Over 40,000 sold in 5-days.

These Stations Freakin':
WHYT (Add)
HOT97 (27)
WIOQ (#24)
KIX106 (#17)
WPGC (#23)
WCKZ (#27)
THE BOX
WJMO-FM
KKFR
WWHT
WHHH
WJMH (#22)
Q105 (#28)
KPRR
KWIN
KKMG
HOT97.7

EXECUTIVE PRODUCER: PMD
PRODUCED BY: CHRIS CHARITY AND DEREK LYNCH
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Exactly. It's very tough to do. What happened to us is we got caught up in the Arbitron numbers game. Now our current focus is something totally different. It's a very forward-thinking company for the nineties, and we've actually taken the fad of old-fashioned off ratings, because especially in this market, they bounce like crazy, and we have no control over them.

YOU WANT RESULTS-ORIENTED RADIO.

That's what we're doing. We operate on servicing three elements: we service our listeners; we service our clients; and we service our employees. It's a whole concept called the 'creative lead cell.' We not only service our clients by selling them a spot, we try to get results for them. We try to move product out of that store. We can still put a hundred people an hour through somebody's store whether we have an eight share or a twelve share. There are plenty of examples of a station that has lower ratings. And we've actually seen our numbers grow. Now our Arbitron numbers game. Now our focus is to raise the amount of spots as the rest of the day. We're going to take about a year to understand that the show is probably going to be a factor.

WITH GEORGE YOU CAN PROBABLY BRING IN SOME YOUNGER DEMOS THAT DO NOT SAMPLLED THE STATION BEFORE.

Exactly. We've always done very well in the upper demographics. This station has just had that history where people have grown up with it. It's our job to bring in those new young adults who are now young adults in their twenties into the mix. We're competing for them with a lot of other formats in this town. We have an Edge station; an AOR; a Classic Rock, which we also own, and a couple of AC's. There are 28 signals in the market. Only about ten really compete, but all ten have the money to do so, and use it.

WHO'S DOING MIDDAYS FOR YOU?

Middays is Tim Richards. He's also our Music Director. He came from B96. When we brought him in with a bunch of other people, he just showed them all. He's got the ears and the attitude, especially with a nineties version of our company, just being very customer-friendly, and, as my consultant said, 'This is what you've trained for all of your career.' George and I will be working with our consultant to get him focused on what he needs to do, and he's going to have the freedom to work. We're very big on hiring people and letting them do what they do. George has news and dynamic, and he's got the personality to bring it. We also have a great news sidekick, Mark Maloney, who's a former PD of the station. He does a phenomenal job at handling the news, and is a very intelligent sidekick. He and George gel immediately. We understand that the show is probably going to take about a year to establish, and we're prepared for that.

"We can still put a hundred people an hour through somebody's store whether we have an eight share or a twelve share."

You've got the Dave Shakes School of Broadcasting there. People joke about it, that we're just setting up a mini B96 that we've got George in, but they're buffed out, and they're all qualified, and it's the best air staff in this market.

HOW ABOUT AFTERNOONS AND EVENINGS?

Afternoons, the weakest link, is me. I do 2-6, and it's very music-intensive. I do as much personality, as I can prepare for. I can get away with about a half an hour to an hour a day. I make sure to rewrite the liners, and that I don't sound like I'm saying the same thing over and over again. I try to get out of the office to stay in touch with the market. I also work closely with our Promotions Director, Dawn Steele, to help insure our promotions remain creative and bigger than life. At night it's Ryno. Most recently he worked at KQCR in Cedar Rapids, and he's a pure rocker. He's been worked at PXV and Z104 in Madison. When I was looking around, we had over 300 tapes for our night opening. I happened to talk to Dan Kieley, and I asked him, "Who's the best night jock - undiscovered - in the country?" He told me Ryno. And after listening to his tape and then talking to him, I saw that was true. Ryno does a lot of phones; he's very conversational, has a great quick wit, and he's very tight and very focused. He's gonna really take us to that next level at night. We've had 20-shares in the evening; we have 10-shares in adults in the evening.

ANYBODY ELSE IN THE STAFF WE NEED TO MENTION?

I have a great part-time staff, with Michigan State University here. I've got a couple of people who are going back to school, who used to work in major markets. I have a weekend/swing guy named J.J. Wright, who does nights at KISS 107 in Dallas. I also have Joe Stevens, who did nights at the now-defunct FOX in Detroit. He was very strong, part-time staff. Let's not forget the best sales staff in the market, and our GM, Sue Prister, who is very supportive of all we do, and a great teacher.

WITH THE COLLEGE INFLUENCE THERE, HOW DOES THAT AFFECT THE RADIO STATION?

There starting to get more diaries now. It's becoming more of a new/old music scale, and where listeners perceive us to be. When something comes in that changes the mix, like the Edge station, we know we can get a little more aggressive. I've always been quick on this. And I'm one of the first in to make things familiar for us. We'll use the A/C to make a Lisa Keitch track familiar; we'll use the Edge station to make a Soul station familiar for us; we'll use the AOR to make a John Mellencamp familiar for us. With something new currently, we take credit for it in the listeners' mind.

ANY CLOSING THOUGHTS?

Goodrich is a great company to work for. They really are concerned about their employees. Everybody enjoys working here. It sounds like a cliche, but we have the team concept in progress and it works very well. We all work hard, and we care about each other. The mood in the building is great. We're about to have one of our most exciting years yet, bringing George in, and he's very tight, very focused, very well trained. We all get along so well, we're just having a great time.

PANS FOR THE FUTURE?

I've been around enough places and seen enough things that I'm very happy here. I've finally found a place where I'd like to live. I love the area; it's close to my family. And I love the people I work with, I like the latitude that we have to direct our own destiny, and it wouldn't take a lot to get me to leave here. I've stumbled upon an oasis in radio that doesn't usually occur.
Xploded

1 BDS Rhythm Chart (4th Week!)
undScan Single - #5 Billboard Hot 100
Single GOLD GOLD GOLD GOLD!
34-32* BDS Mainstream Chart
Over 4200 BDS Detections
60 million listeners reached
GAVIN: 16-14* - R&R 10-8*

Just Kickin' It,
the first single from the debut album "Hummin' Comin' At 'Cha"
Produced by Jermaine Dupri for So So Def Productions.
Late-Breaking News And Inflammation:

Congrats to our good friend STEVE PERUN who has signed up to consult GANNETT'S KHKS-Dallas. Perun and Acting PD Sean Phillips worked together back in the glory days of B104-Baltimore. Sean told THE EAR he is very excited to be re-united with the highly successful Perun.

Phillips was named Acting PD just prior to last week's Atlanta Seminar. THE EAR hears current PD J.J. MCKAY is on a 30-day medical leave. Look for a final decision regarding his future, as well as Phillips' within a few weeks. If McKay decides not to return to the station, he certainly won't starve to death...his at-home voiceover business is doing very well. Mr. Phillips previously programmed WSPK-Poughkeepsie, WZOK-Rockford, and WHT-Portland.

Elsewhere in the building, former 95-Q-Charlotte PD MIKE EASTERLIN has been named Morning Show Producer for DAVE "KIDD" KRADDICK.

Meanwhile, across the street, KEGL PD BRIAN KRYZS has left the building, amid rumors of more changes to come. MD DUANE DOHERTY has been named interim PD until a permanent replacement is named. Neither the station, nor expensive morning investment HOWARD STERN has made much of an impact on the market. The EAGLE was sitting at a relatively flat 2.7 in the Summer book.

Nationwide makes some moves this week, as KHMX-Houston PD DAVE VAN STONE segue to the GM slot at WCOL-AM/FM-Columbus. Nationwide completes its purchase by the first of the year. He has been replaced by WOMX-FM-Orlando PD PAT WHEELER will continue to work with Chicago-based consultants, Air Support.

BARRY McGUIRE segues from nights at KEWB-Redding to MD/PM Drive at KFBQ-Cheyenne.

Available Now! Operators Are Standing By:

After numerous staff and management changes at HOT105/HOT107-Columbus, former APD BLAKE THUNDER returns for swing and assistance in the programming department. Thunder will continue his search for a fulltime airshift and/or APD gig. Call him for complete details: (614) 861-4567.

KKRZ-Portland Night personality RICH E. CUNNINGHAM is not renewing his current contract, and will be exiting at the end of the year. Cunningham, the #1-rated night guy in the market, came to Portland a year ago from Z100-New York. Call today for your free sample: (603) 641-7351.

Actual Damn Jobs:

DAVE CHRISTOPHER is back in California and is looking for a few good jocks. You read here a few weeks ago that Christopher was leaving KJWT-Waco and heading West to program KSUY-San Luis Obispo, which was getting ready to return to a live Top40 approach, after spending a few years on the bird. The new owners, Digisphere Broadcasting, takes control of the station around December 15, and Dave needs Morning, Midday, Overnight, and part-time air talent. Rush your stuff to: Dave Christopher, PD, KSLY, 51 Zaca Lane, Suite 110, San Luis Obispo, CA 93401. EOE.
SATURDAY NIGHT LIVE'S

ADAM SANDLER

from the album
THEY'RE ALL GONNA LAUGH AT YOU
featuring "The Thanksgiving Song"
"Lunchlady Land" and
"Food Innuendo Guy"

Already Causing A Commotion At:
KMLEL HOT102 KPLZ WKBQ 98PXY KJ103 WDJX WTIC-FM
WABB WZYP WVKS WVSF WSNZ KQKQ KKMG

KENNY KNIGHT, MD, WKBQ:
"Adam Sandler can write lyrics like no one else and
"Lunchlady Land" is a thorough trip through his
surrealistic world...It's hilarious.
Already getting huge phones."

DUSTY HAYES, PD, WABB:
"The Thanksgiving Song" is a perfect novelty record for
mornings and the audience responds to it by lighting up the
phones... Adam Sandler's nonsequiturs are brilliant."

BURKE ALLEN, APD/MD, WUSR:
"One of the brightest stars of TV is now one of the brightest stars
of our morning show. You can't get much more topical than
Adam Sandler's "The Thanksgiving Song",
it's in our morning show's 'A' rotation."
"PEACH"