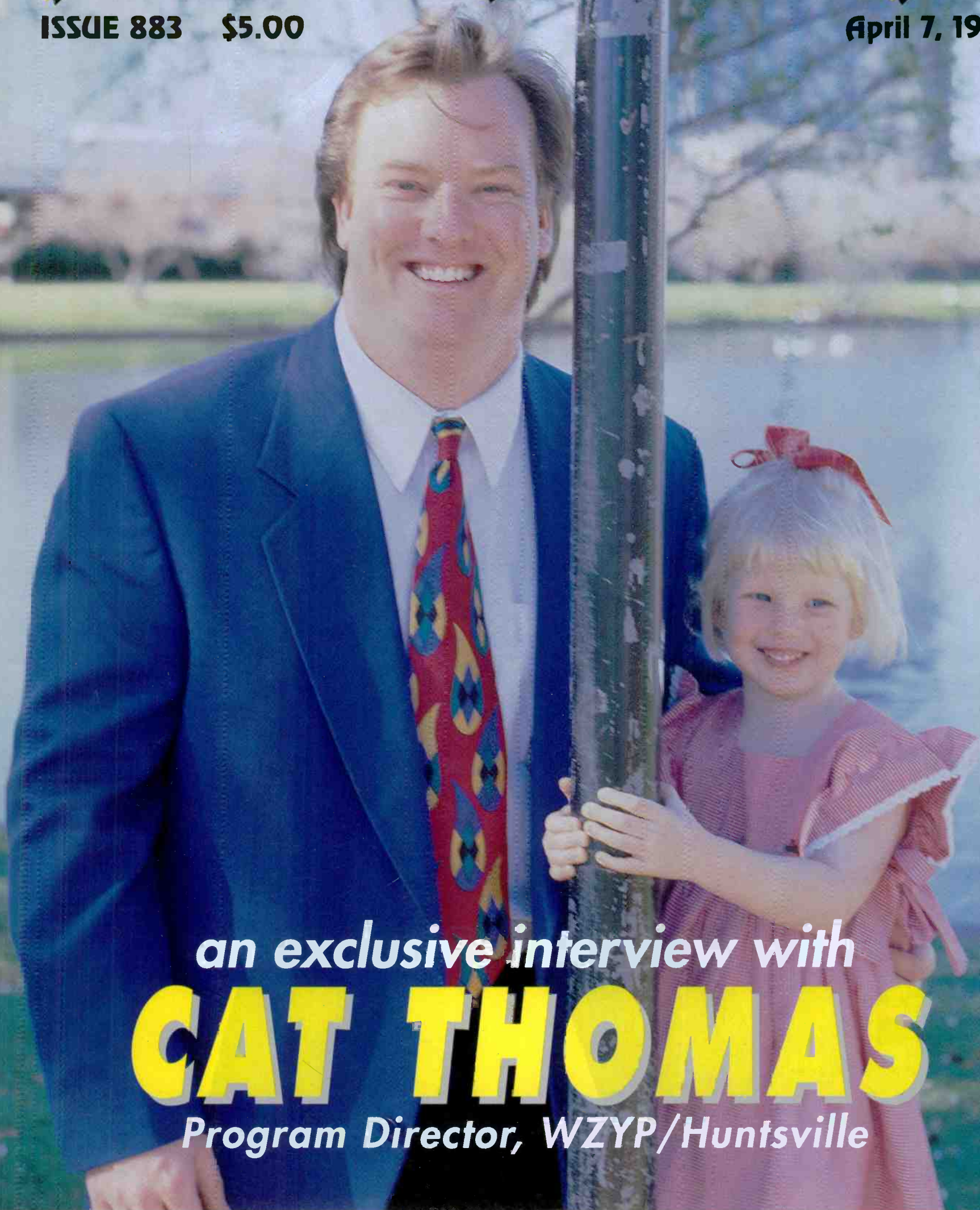


# HITMAKERS<sup>®</sup>

ISSUE 883 \$5.00

April 7, 1995



*an exclusive interview with*

# CAT THOMAS

*Program Director, WZYP/Huntsville*



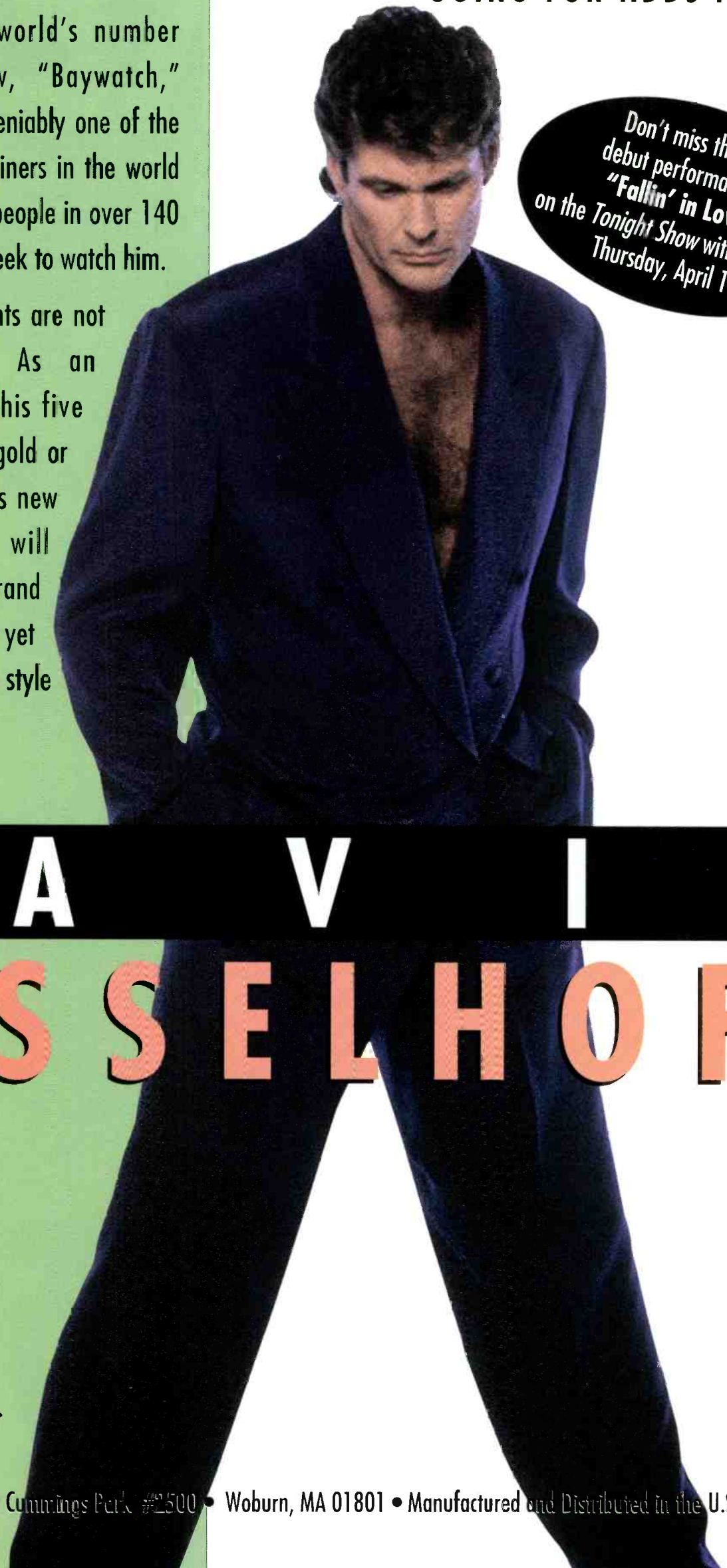
# DEBUT ALBUM IN STORES APRIL 11

GOING FOR ADDS APRIL 18

As the star of the world's number one television show, "Baywatch," David Hasselhoff is undeniably one of the most recognized entertainers in the world today. Over one billion people in over 140 countries tune in each week to watch him.

David Hasselhoff's talents are not limited to acting. As an accomplished singer, his five albums have all gone gold or platinum in Europe! His new album for America will introduce David to a brand new audience which has yet to experience his unique style and vocal abilities.

Don't miss the live debut performance of "Fallin' in Love" on the Tonight Show with Jay Leno Thursday, April 13



# DAVID

# HASSELHOFF

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# TOP 40 Radio Multi-Format Picks

Based on this week's EXCLUSIVE HITMAKERS CONFERENCE CALLS and ONE-ON-ONE calls. ALL PICKS ARE LISTED IN ALPHABETICAL ORDER.

## MAINSTREAM

4 P.M. "Lay Down Your Love" (ISLAND)  
ADAM ANT "Wonderful" (CAPITOL)  
ADINA HOWARD "Freak Like Me" (EASTWEST/EEG)  
ANNIE LENNOX "No More I Love You's" (ARISTA)  
BLACKSTREET "Joy" (INTERSCOPE)  
DAVE MATTHEWS BAND "What Would..." (RCA)  
DAVE STEWART "Jealousy" (EASTWEST/EEG)  
DES'REE "Feel So High" (550 MUSIC/EPIC)  
DIANA KING "Shy Guy" (WORK GROUP)

GENERAL PUBLIC "Rainy Days" (EPIC)  
MADONNA "Bedtime Story" (MAVERICK/SIRE/WB)  
MONTELL JORDAN "This Is How..." (PMP/RAL/ISLAND)  
NIKKI FRENCH "Total Eclipse Of The..." (CRITIQUE)  
R.E.M. "Strange Currencies" (WARNER BROS.)  
TECHNOTRONIC "Move It To The Rhythm" (EMI)  
TLC "Red Light Special" (ARISTA)  
TOM PETTY "It's Good To Be King" (WB)

## STREET SHEET

IV XAMPLE "I'd Rather Be Alone" (MCA)  
BLACKSTREET "Joy" (INTERSCOPE)  
BLESSID UNION OF SOULS "I Believe" (EMI RECORDS)  
BLOOD HOUND GANG "Mama Say" (COL)  
CHANTE' MOORE "This Time" (SILAS/MCA)  
DA BRAT "Give It 2 U" (WORK GROUP)  
DANA DANE "Rollin' Wit Dane" (MAVERICK)  
DIONNE FARRIS "I Know" (UNDER DOG/COLUMBIA)  
E-40 "One Love/Stick Wid It" (JIVE)  
GENERAL PUBLIC "Rainy Days" (EPIC)  
JON B. AND BABYFACE "Someone To Love" (WORK)  
MADONNA "Bedtime Story" (MAVERICK/SIRE/WB)  
METHOD MAN "All I Need" (DEF JAM/ISLAND)  
NINE "Any Emcee" (PROFILE)  
SPANISH FLY "Daddy's Home" (WB)  
TOTAL "Can't You See" (TOMMY BOY)  
VANESSA WILLIAMS "The Way That..." (MERCURY)  
VYBE "Take It To The Front" (ISLAND)

## MIX SHOWS

2PAC "Dear Mama" (INTERSCOPE)  
? ASYLUM "Look Away" (RCA)  
BIG L "Put It On" (COLUMBIA)  
BODY TO BODY "Shades Of Love" (VICIOUS MUZICK)  
BUCKETHEADS "These Sounds..." (HENRY STREET)  
C+C MUSIC FACTORY "I Found Love" (COLUMBIA)  
CORONA "Baby Baby" (EASTWEST/EEG)  
DIGABLE PLANETS "Dial 7" (PENDULLUM/EMI)  
DR ALBAN "Let The Beat Go On" (LOGIC)  
DR DRE "Keep Their Heads Ringing" (PRIORITY)  
FRANKIE CUTLASS "Boriquas On Da Set" (RELATIVITY)  
JUDY ALBANESE "That Ain't Right" (MAXI)  
JUDY CHEEKS "Respect" (EMI)  
MASTA ACE "The I.N.C. Ride" (DELICIOUS VINYL/CAPITOL)  
METHOD MAN "All I Need" (DEF JAM/ISLAND)  
M-PEOPLE "Open Up Your Heart" (EPIC)  
RUFFNEXX SOUND SYSTEM "Luv Bump" (QWEST/WB)  
SKEELO "I Wish" (SUNSHINE/SCOTTI BROS.)  
STAXX OF JOY "You" (COLUMBIA)  
VIBE SESSIONS 3 "Mami" (VIBE)  
JIMMY SOMMERVILLE "Heartbeat" (LONDON)

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The **BUZZ** Is On...

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*Is The Place!*

**May 4 • 5 • 6**

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**PLEASE REGISTER ME FOR CHICAGO!**

Name: \_\_\_\_\_ Station/Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Send your completed registration form and check or  
money order for \$150.00 (Early Registration Fee) -  
Registration Goes Up To \$200 After April 15th - to:

**HITMAKERS Magazine**

**22222 Sherman Way, Suite #205, Canoga Park, CA 91303**



# CHICAGO

# 1995



**DATE:**

May 4 • 5 • 6

**THE PLACE:**

Westin Hotel (312) 943-7200

**ROOM RATE: \$110**

**PRE-REGISTRATION: \$150**

**PLEASE NOTE: REGISTRATION IS**

**\$200 (cash only at the door)**

**AFTER APRIL 15, 1995!**

**REGIONAL  
SEMINARS**

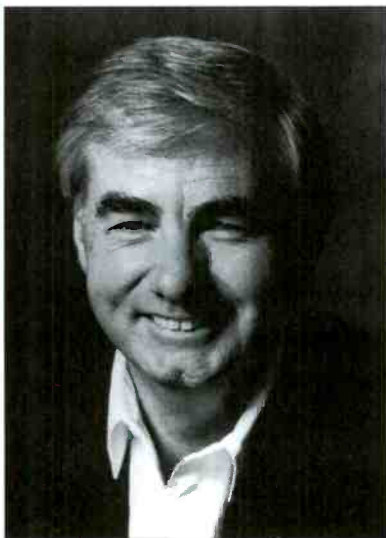


**RADIO  
'95**



# HITMAKERS Faces & Places

## COLIN HODGSON NAMED WB EXEC. VP/CHIEF FINANCIAL OFFICER



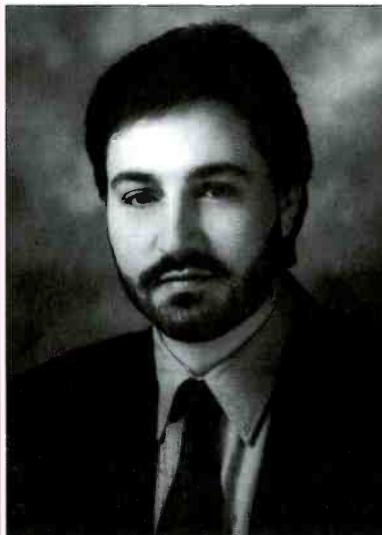
Colin Hodgson has been named Warner Bros. Records Executive Vice President and Chief Financial Officer. The announcement was made by Danny Goldberg, Chairman and CEO of the company.

Hodgson came to Warner Bros. Records in 1991 as Exec. VP. Prior to his appointment, he worked at Capitol/EMI Music since 1987, also as Exec. VP. His music industry career additionally includes 14 years in various senior financial positions for EMI Group overseas.

Commenting on the appointment, Goldberg remarked, "It's no accident that Colin's years here at Warner Bros. Records have been among the most profitable in the company's history. It takes a talented and experienced individual to balance the bottom line with the unique demands of the music business and Colin has shown an exemplary skill in harmonizing these often disparate concerns. It's with great pleasure

that I join with the rest of the company in congratulating him on this well-deserved promotion."

## SHAPIRO NAMED ATLANTIC SENIOR VP/GENERAL MANAGER



Ron Shapiro has been named Sr. VP/GM of Atlantic Records, it was announced by Atlantic Group President Val Azzoli. Mr. Shapiro, who joined Atlantic in 1993, has relocated to the label's New York headquarters from Los Angeles, where he was most recently Senior Vice President/West Coast General Manager. The Atlantic Group is a division of Warner Music-U.S., a unit of Warner Music Group, a division of Time Warner Inc.

In making the announcement, Val Azzoli commented: "Since joining the Atlantic family, Ron has quickly developed into a key player in the label's ongoing expansion and evolution. Equally at home in artistic and corporate cultures, he brings to his new post a rare combination of executive ability, creativity, and organizational savvy. Ron's

overriding good nature will serve him well in overseeing our day-to-day operations, and I welcome him to his pivotal new role at the company."

## HOLLYWOOD RECORDS NAMES JOHN FAGOT SR. VP, PROMOTION



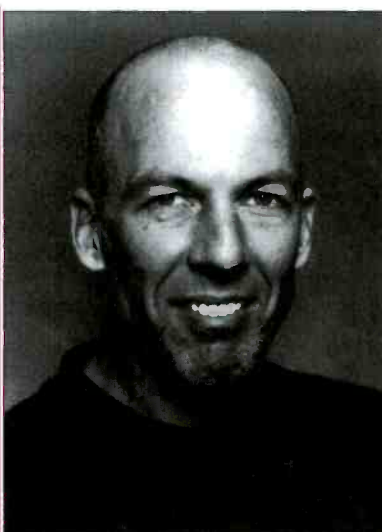
Bob Pfeifer, President of Hollywood Records, announced the appointment of promotion veteran John Fagot to the position of Sr. VP, Promotion for the label, effective immediately. Fagot will be based at Hollywood's Burbank headquarters.

Fagot comes to Hollywood from Capitol Records, where he had served as Sr. VP of Promotion since 1987. Prior to his stint at Capitol, Fagot spent 12 years at Columbia Records, initially as a local promotion representative in Atlanta and rising to become the label's Sr. VP of Promotion. He began his music business career in Atlanta as a retail clerk.

In his new position, Fagot will be responsible for all facets of Hollywood's promotional efforts.

Commented Pfeifer: "I couldn't be more excited about having John join us. His talents are incredibly diverse: he's a brilliant strategist, a skilled leader and a phenomenal people-person who loves his music. He's the best."

## CAPITOL RECORDS NAMES PHIL COSTELLO SR. VP, PROMOTION



Gary Gersh, Capitol Records President & CEO, has announced that Phil Costello has been named Sr. VP, Promotion for the label. Costello, who is promoted from the position of VP of Promotion, is based at Capitol's Hollywood Tower.

In his new position, Costello will direct all facets of Capitol's Pop, Rock, Adult and Alternative promotion efforts, as well as overview select Blue Note projects. He will strategize all label priorities, budgets, and releases; be responsible for tip sheet and trade advertising; direct the national staff; and liaise with all other company departments to help position and impact artists and releases in the marketplace.

"Phil is one of the great, young promotion people in our business," commented Gary Gersh. "He thinks about artists and their careers in all aspects of his radio work. There isn't anyone I would rather have leading Capitol and Blue Note into the future."

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Bill Berger has been appointed Senior Vice President, International, for ELEKTRA Entertainment Group.



Ann Pryor has been promoted to Manager, Publicity for VIRGIN Records.



Karen Mason has been appointed Senior Director of Marketing for ELEKTRA Entertainment Group.



# diana king



The new single  
**SHY GUY**  
from Diana King's  
debut album,  
"Tougher than Love"

**OVER  
1400 SPINS!**

KPWR	92Q
Z90	WZJM
WHHH	FM102
B96	KKSS
WPGC	WAPE
WXKS	KQKQ
KMEL	WGTZ
WJMN	KKRZ
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*"A total smash! It went from my office to the studio. Once you hear it on the air, you will be a believer." - JANITOR, KTFM*

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A DON SIMPSON AND JERRY BRUCKHEIMER PRODUCTION

## **BAD BOYS**

MUSIC FROM THE MOTION PICTURE

The Will Smith/Martin

Lawrence blockbuster busts  
out Friday, April 7 on 2,000  
screens across America.

You can also catch Shy Guy  
on the Bad Boys Soundtrack

which includes:

**Warren G**

**69 Boyz** featuring **K-Nock**  
**2 Pac**

**Jon B** featuring **Babyface**  
**Keith Martin**

**Da Brat** featuring  
**The Notorious B.I.G.**

**Xscape**

**Ini Kamoze**

**MN8**

Produced by Andy Marvel  
Management: David Sonenberg for DAS Communications LTD.

# Dave Stewart

jealousy

The premiere single and video from *greetings from the gutter*  
the solo debut from **The Eurythmics'** musical mastermind.  
Produced by Dave Stewart

## New adds include:

**KKLQ WZJM WKXJ**

**KDUK WJET WWSK KCLD KISR KCPI WGRG WINQ  
WJNR WKDY WXPB WXXJ KKXL KLBQ WMBI WNKI  
WOSC KOTM KSKG WXLC WXXX KZFN WZST**

## Big plays:

**KIMN 30x KZII 30x WCIL 35x WWXM 24x WYCR 28x  
K106 20x KHTY 20x 93Q 15x WRFY 21x**

*"A terrific song."*

Cat Thomas/WZYP

*"Great midday mid-tempo record."*

Dave Eubanks/WZJM





# Programmer's Think Tank

by TOM SHO VAN



## HAIL THE SPRING BOOK

All over America, in cities large and small, billboards are going up, radio station mailers and gimmicks are being delivered, and Billy Joel's *River Of Dreams* goes into "A" rotation. Is it election time? Is the circus coming to town? Ahhh, it's the Spring Book!

The Spring Arbitron book is the flag universally saluted by all radio broadcasters. To begin with, even in tiny markets with one book a year or just books as ordered, the Spring ratings are taken. Years back, to try and curb or at least flag this ratings hysteria, the ratings council threatened to put stations below the line, send punitive letters and so forth, to stations practicing unusually heavy promotion activity during the measuring period. This has dwindled down to little more than "tickle me."

Now, it's true that radio has to live for up to a year off the victory or defeat – yielded from Spring combat. On the other hand, there's a very real question whether all this explosion of promotion is the only way to go. The whole thing is very much like staying up all night studying for a urine test.

During WABC's heyday as a Top40 station, PD

Rick Sklar resisted doing big prize/big money contests and promotions. It was his keen observation that once stations got into such an arena, contests would become an ever-increasingly expensive bidding war between stations – a pissing contest upwind in which all you win is a wet leg. When, under subsequent PD's, WABC got into the big money giveaways, Sklar's forecast came true and everyone in the market suffered.

We as a business have very little respect for the audience we target. If we really believe that there's nothing unusual or uncomfortable about a radio station marching around in parade dress for three months out of the year, you're nuts. It's like being waited on by someone who's supervisor, having just chewed their ass, watches the transaction. The service may be impeccable but the air is one of tension.

Certainly many will argue that since Arbitron doesn't measure what people listen to, but rather what they recall, then we need to pull all our props out during the book; visual awareness for cume and recall, lots of contesting for time spent listening. On the other hand, I maintain that there's even more reward in being the listeners' favorite station, capturing diary entries through loyalty and long-term top of mind awareness.

We all know of many instances when a station changes call letters and yet gets diary entries for years with the old call letters. In New York, for instance, there are still entries for WNSR showing up on diaries years after the station became WMXV.

As we embark on another Spring Book, I think we should caution ourselves against being too rigid and nervous. I don't think that it's only during the Spring Book that we need to wash the station van every day. I think we need to nurture loyalty from our listeners so they will be with us all year long. I'll spare you all the moral crap about really delivering, the rest of the year, the audience you promise your advertisers based upon the Spring Book results. Instead, realize the value of a dedicated listener. A gala fireworks display certainly gets people to look up in the sky and watch – but few people are stupid enough to go out and stare in the sky every night thereafter waiting for more fireworks. An ocean or river, with its flow and consistency, remains a consistent attraction around which entire communities are built. I don't know about you, but that's the kind of audience I want.

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

## MY VIEW

### OVERNIGHT SENSATIONS

In the past few weeks, as I've gotten settled into this job, I've had the pleasure of speaking with a lot of very talented programmers about a wide variety of topics...ranging from the baseball strike and the Great California Floods (a nice welcome home to me from Mother Nature), to a multitude of contemporary programming issues. These dialogues have been stimulating in their own right, and given me some scintillating food for thought. One conversation, about a certain PD's recent difficulties with his over-night person, got my synapses working over-time.

The PD in this case is someone I speak with regularly and he's usually a lucid conversationalist. This particular day though, he sounded extremely fatigued. "Sorry if I'm not my usual self," he said, "it's just that my overnight guy partied too much on Sunday, and at the 11th hour, called me to say he wasn't able to work. None of my part-time people were available, so I came in and pulled an all-nighter."

He proceeded to tell me how this wasn't a one-time occurrence. "Frankly," he said, "I just don't need this." He said he was seriously considering installing a hard-drive automation system that would eliminate his need for an over-night jock. "The thing is reliable, and I'll save some payroll dollars...which will make my GM happy," he told me.

I offered my empathy, and was frankly, a little relieved. This scenario had happened to me when I programmed, and in some strange way, it was reassuring to know that it didn't necessarily represent a failure on my part. But what, if anything than, did this represent? Was the unreliability of my colleague's over-night guy merely an inevitable, if inconvenient, manifestation

of human flaws: namely, some peoples inability to regulate and prioritize behaviors and responsibilities? Or was it something more? And what about the idea of automated overnights? Yep, the old gray matter was really working!

For many PD's, their exists a love/hate relationship with the over-night shift, and the person who fills it. It's often viewed as a necessary evil, a simple means to an end...keeping the station on the air during the wee hours. At the same time, overnights is sometimes the carrot a PD can use to motivate a promising part-timer. In the same sentence, it can be thought of as both a disposable air shift, and a valuable proving ground for talent development. Of these assessments, in my view, the short-vision pragmatism of the former is more than outweighed by the long-vision prudence of the latter.

My first full-time radio job was doing over-nights at KRQK in Lompoc California. Two very successful PD's, Chris Cue at WXKB/Ft. Myers and Michael Newman at KDON, were just beginning their careers there too. Michael was MD and did nights, and he and I lived together. Because of this, Michael witnessed, and I experienced, first hand, the unique stresses associated with doing overnights. Besides playing havoc with your body clock, the hours all but eliminate any social life. You may go through long periods when you never see daylight. And noisy neighbors, combined with the ill-timed ingestion of caffeine, can bring on fits of pseudo-psychotic angst. (Ask Michael how a pool cue became a weapon of mass destruction to our living room dry wall).

Despite all of this, and the other down-sides to nocturnal broadcast employment, I cherished the opportunity...because it was precisely that. And because I had the chance to be on the air as a full-timer, I grew more as an air talent in 6-weeks,

than I had in 6-months as a part-timer. Eventually, my dedication was rewarded with a promotion to a "prime time" shift.

As a programmer, I tried to give my overnight people the same opportunity. I knew from experience, the vital link that overnights can play in transforming a part-time jock into a prime-time star. Merely because the shift is inconsequential from a ratings perspective, it was not inconsequential on my list of priorities. Beyond just talent development, an over-nighter can be the ideal person to handle a lot of nagging but necessary chores. Also, in the event one of your prime-time players is ill, your over-nighter can be your "go to" guy...the radio equivalent of basketball's "6th man," ready to contribute quality minutes off the bench.

Automation can do none of these things, but it is reliable. And that's the other side to this. Beyond skill, talent or desire, reliability may be the single most important quality in a radio professional. It's important in all facets of programming and operations, and uniquely so when it comes to overnights. Reliable over-nighters can build loyal followings of night owls, ingratiate themselves to their PD, and are some of the most stably employed people in the business.

I hope my friend decides not to automate his overnights. To me, a better solution is to find someone he knows he can count on; someone with heart, determination, and an eye on her/his career, willing to sacrifice the inconvenience of the present for the possibilities of the future.

If I'm ever in your neck of the woods, and you're faced with a last-minute overnight staffing problem, give me a call. All I ask is some strong black coffee and a nice hotel room. On second thought, you better make it decaf and a cheap motel room. I'm kind of tough on dry wall.

By CHRIS RUH



# HITMAKERS

## MAINSTREAM TOP 40<sup>®</sup> DISCOVERY CLUB

1. **BRYAN ADAMS "Have You..." (A&M)**
2. **TOM PETTY "It's Good To Be King" (WARNER BROS.)**
3. **ADAM ANT "Wonderful" (CAPITOL)**
4. **DAVE STEWART "Jealousy" (EASTWEST/EEG)**
5. **GENERAL PUBLIC "Rainy Days" (EPIC)**
6. **ELASTICA "Connection" (Geffen)**
7. **4 P.M. "Lay Down Your Love" (ISLAND)**
8. **BRUCE SPRINGSTEEN "Secret Garden" (COLUMBIA)**
9. **COLLECTIVE SOUL "December" (ATLANTIC)**
10. **NIKKI FRENCH "Total Eclipse Of The Heart" (CRITIQUE)**
11. **TECHNOTRONIC "Move It To The Rhythm" (EMI RECORDS)**
12. **WATERLILLIES "Never Get Enough" (SIRE)**
13. **ADINA HOWARD "Freak Like Me" (EASTWEST/EEG)**
14. **BETTER THAN EZRA "Good" (ELEKTRA)**
15. **DAVE MATTHEWS BAND "What Would You Say" (RCA)**
16. **R.E.M. "Strange Currencies" (WARNER BROS.)**
17. **BOXING GHANDIS "If You Love Me Why Am I..." (ATLANTIC)**
18. **DIANA KING "Shy Guy" (WORK GROUP)**
19. **HOOTIE & THE BLOWFISH "Hey Hey What Can..." (ATLANTIC)**
20. **HOOTIE & THE BLOWFISH "Let Her Cry" (ATLANTIC)**
21. **JAYHAWKS "Blue" (AMERICAN)**
22. **JON B. AND BABYFACE "Someone To Love" (YAB/YUM/550)**
23. **LETTERS TO CLEO "Here & Now" (GIANT)**
24. **MONTELL JORDAN "This Is How We Do It" (PMP/RAL/ISLAND)**
25. **2 PAC "Dear Mama" (INTERSCOPE)**



# COLUMBIA RECORDS

Presents the **HITMAKERS**

## Programmer of the week!

### Columbia Crusades

#### **BRUCE SPRINGSTEEN**

##### "Secret Garden"

**KENNY KNIGHT, MD, WKEQ, St. Louis**

"Best cut off the new CD. Right up our alley."

**JOHN O'DEA, PD, WNNK, Harrisburg**

"A wonderful record - should be Top 10 or better!"

**CURT KRUIZE, MD, WYKS, Toledo**

"Great new song from Bruce."

**SHAWN CAREY, PD, WHTO, Williamsport**

"Just as smooth as Streets Of Philadelphia."

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

"A great song. Will be there."

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

"Has that same haunting feeling as Streets Of Philadelphia."

#### **JEFF BUCKLEY**

##### "Last Goodbye"



**SCOTT WRIGHT, PD, B97, New Orleans**

"Jeff Buckley breaks new ground with his creative vision. This is a very emotional and unique song that will get you."

**PHIL MANNING, PD, WENZ, Cleveland**

"This song has the greatest bass line in Modern Rock radio. Your passive audience will be very appreciative because they will come out of the woodwork for this one."

**MARCO COLLINS, MD, KNDD/Seattle**

"Once in a while an artist shines through radio just as much as the song. Jeff Buckley and "Last Goodbye" are the perfect combo. Awesome record."

**DAVE EUBANKS, MD, WZJM, Cleveland**

"Don't wait for this. Go and get it."

#### Nominees for Issue 884.

Vote for your choice.

1. BOB HAMILTON (PD, WILD107/San Francisco)
2. RUSS ALLEN (PD, WERQ/Baltimore)
3. SCOTT WHEELER (PD, WHHH/Indianapolis)

Call your HITMAKERS Account Executive (818) 887-3440  
Programmer of the week wins a Sony Walkman™!

### Jay Beau Jones



PD, JAY BEAU JONES, WKSS/Hartford

### CONGRATULATIONS

From Your Friends at  
**COLUMBIA  
RECORDS  
and  
HITMAKERS  
Magazine!**



# Top40 Disc-covery Club

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

ELASTICA Connection (Geffen) - I think this thing has a great grungy, hooky style that's really infectious.

BETTER THAN EZRA Good (ELEKTRA) - It is good! Check it out!!

DAVE STEWART Jealousy (EASTWEST/EEG) - It's so poppy and cool on the air. He's not 'jealous' of Annie Lennox on this one.

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

ADAM ANT Wonderful (CAPITOL) - Definite female appeal.

DAVE STEWART Jealousy (EASTWEST/EEG) - Real nice groove.

ELASTICA Connection (Geffen) - Two minutes long. Short and sweet. Hits hard.

## **MARK RADWAY, MD, KDUK, Eugene**

BRYAN ADAMS Have You Ever Really Loved A Woman (A&M) - A really tasteful piece of music. I love the flavor.

ASWAD You're No Good (ATLANTIC) - A really cool cover of the old Linda Ronstadt smash!

## **MARK MURPHY, PD/MD, KGOT, Anchorage**

R.E.M. Strange Currencies (WARNER BROS.) - Has the same feel as Everybody Hurts. A good record.

DAVE MATTHEWS BAND What Would You Say (RCA) - This one's growing on me a lot.

## **ROXY LENNOX, APD, KGOT, Anchorage**

STEVIE B. Funky Melody (EMPORIA/THUMP) - It is smooth!

GENERAL PUBLIC Rainy Days (EPIC) - I like it. It's the happiest 'rainy day' song I've ever heard. It's got a very sunny feel!

## **SCOTT KRAMER, MD, KISR, Ft. Smith**

ELASTICA Connection (Geffen) - Really cool record. I like this one a lot.

DAVE MATTHEWS BAND What Would You Say (RCA) - Good record. Should be there soon.

## **MICK FULGEM, MD, KISX, Tyler**

PRETENDERS Every Day Like Sunday (ARISTA) - Good. Very strong remake of the Smiths tune.

JAYHAWKS Blue (AMERICAN) - I really like this a lot.

DAVE MATTHEWS BAND What Would You Say (RCA) - Good song. Fits us well. Should go.

ADAM ANT Wonderful (CAPITOL) - Cool record, perfect for Pop radio.

## **COLT WEST, PD, KNIN, Wichita Falls**

R.E.M. Strange Currencies (WARNER BROS.) - The new R.E.M. Very strong.

GENERAL PUBLIC Rainy Days (EPIC) - Cool song from this band.

COLLECTIVE SOUL December (ATLANTIC) - This is a good record. Will do very well.

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

4 P.M. Lay Down Your Love (ISLAND) - Going to be a monster. 94% positive.

HOOTIE & THE BLOWFISH Let Her Cry (ATLANTIC) - Strong retail, phones, no airplay. A natural.

DAVE STEWART Jealousy (EASTWEST/EEG) - Can't put my finger on it. Could be a sleeper.

## **JIMI JAMM, MD, KQKQ, Omaha**

ADINA HOWARD Freak Like Me (EASTWEST/EEG) - Already pulling strong phones at night and may not be a night record for long.

LETTERS TO CLEO Here & Now (GIANT) - Good Pop, grunge sound.

BOYZ II MEN Water Runs Dry (MOTOWN) - Duh!

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

COLLECTIVE SOUL December (ATLANTIC) - This is a lot more radio-friendly than Gel.

GREAT WHITE If Ever I Saw A Good Thing (ZOO) - It's a great Rock ballad!

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

RAPPIN' 4-TAY I'll Be Around (CHRYSALIS/EMI RECORDS) - Cool record. My favorite right now.

DIGABLE PLANETS Dial 7 (EMI RECORDS) - Very hip. Should do well.

2 PAC Dear Mama (INTERSCOPE) - I like it. I like it.

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

TECHNOTRONIC Move It To The Rhythm (EMI RECORDS) - Uptempo female smash!

TEARS FOR FEARS God's Mistake (MERCURY) - The hook will reel you in. Bonafide smash!

BRYAN ADAMS Have You Ever Really Loved A Woman (A&M) - Different texture than you're used to. Will be embraced by the listener.

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

GENERAL PUBLIC Rainy Days (EPIC) - Perfect for us. Great spring record.

BRYAN ADAMS Have You Ever Really Loved A Woman (A&M) - Great with the females.

PETE DROGE Northern Bound Train (AMERICAN) - Love it. Will they go for this, Top40?

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

ADAM ANT Wonderful (CAPITOL) - It could be a sleeper. Took me a few listens, but it's real good.

WATERLILLIES Never Get Enough (SIRE) - One of the hookiest records I've heard in months.

TOM PETTY It's Good To Be King (WARNER BROS.) - I like it - a good record!

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

ADAM ANT Wonderful (CAPITOL) - This surprised me...I wasn't expecting a record that sensitive from him.

JON B. AND BABYFACE Someone To Love (YAB/YUM/550) - Off the Bad Boys soundtrack. In a sea of ballads, this will float to the top.

## **GARY MICHAELS, PD, Q99, Salt Lake City**

JAYHAWKS Blue (AMERICAN) - Gonna be a great Mainstream song.

BETTER THAN EZRA Good (ELEKTRA) - Phones off just a few plays.

P.J. HARVEY Down By The Water (ISLAND) - Starting to really come through for us.

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

TOM PETTY It's Good To Be King (WARNER BROS.) - No question, Tom Petty is king here in the Midwest. An automatic for us.

BRYAN ADAMS Have You Ever Really Loved A Woman (A&M) - Should do well with our heavy Hispanic population in South Bend. Other than that, it's a great band.

BRUCE SPRINGSTEEN Secret Garden (COLUMBIA) - A great song. Will be there.

DAVE STEWART Jealousy (EASTWEST/EEG) - Groovy!

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

MONTELL JORDAN This Is How We Do It (PMP/RAL/ISLAND) - Great record. This is what crossover is about.

FUN FACTORY Close To You (CURB/ATLANTIC) - If Corona works for you, this will too.

DIANA KING Shy Guy (WORK GROUP) - The movie will help. It's a good record.



# MONTELL GOLD SINGLE JORDAN



JAM  
of the  
WEEK

## "This Is How We Do It"



HEAVY  
REQUESTS

**BILLBOARD HOT 100 #6\* - #1\***  
**BDS TOP 40 RHYTHM CROSSOVER - #3\***  
**R&R RHYTHMIC CHART - #3\* - #2\***  
**BILLBOARD TOP SINGLES - #1\* - #1\***

Spinning at:

KUBE	53X	KZHT	52X	KBXX	66X	WWKX	81X
WILD107	61X	B95	25X	B96	9X	WFHN	28X
KMEL	34X	FM102	34X	KLUC	44X	WJMH	68X
HOT97.7	82X	WHHH	54X	KKFR	11X	92Q	39X
KDON	76X	HOT97	26X	KGGI	34X	WNVZ	23X
KCAQ	47X	Z90	49X	KJYK	28X	WJJS	44X
KKSS	57X	PWR106	34X	KLRZ	42X	WFGC	53X
KQKS	10X	KZFM	15X	WJMN	45X	WHJX	58X
				PWR96	9X	WOVV	24X

New adds:

WQGN WRHT WZJM WZPL KZII KQKS KKFR KQMQ

#1 in 33 SoundScan markets



# 4pm "Lay Down Your Love"

NEW ADDS:

WZYP KOKZ KFFM KCLD K106

Spinning at:

KUBE	7X	92Q	8X
KKFR	21X	WVSR	26X
Z90	11X	WJJS	41X
Y107	7X	KZFM	21X
WTWR	9X	KBFM	16X
WHJX	18X	KLRZ	11X
WXXL	22X	WFLY	18X
KKRD	6X	WKRZ	14X
WIOQ	6X	KCAQ	17X

## "Lay Down Your Love"

The follow-up to the gold top 5 Smash "Sukiyaki"

From Their Smash Debut Album

## "NOW'S THE TIME"





# Top40 Disc-covery Club

## **JOE FRIDAY, PD, WAEB, Allentown**

**ADAM ANT** *Wonderful* (CAPITOL) - First The Human League now Adam Ant. What a great year for comebacks! Besides my PD, Brian Check has a picture of Adam on his desk and I'm not la la la la la lying!

**LETTERS TO CLEO** *Here & Now* (GIANT) - Every in-demo female in the world watches *Melrose*. What more could you want?

**ADINA HOWARD** *Freak Like Me* (EASTWEST/EEG) - I've loved this record since December! Huge crossover appeal.

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

**BLESSID UNION OF SOULS** *I Believe* (EMI RECORDS) - Believe! This record is progressing nicely. Good phones.

**WATERLILLIES** *Never Get Enough* (SIRE) - Can't get the hook out of my head. Need something hot. Use the Jr. mix.

**STEVIE B.** *Dream About You* (EMPORIA/THUMP) - Instant reaction, huge 12-34 female response.

## **JOHN HARRISON, PD, WAZY, Lafayette**

**DAVE STEWART** *Jealousy* (EASTWEST/EEG) - Cool, funky record. Love this.

**JAN ARDEN** *Could I Be Your Girl* (A&M) - Nice song. Could do well.

**SHAW BLADES** *I'll Always Be With You* (WARNER BROS.) - I like this. Good song.

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

**TOM PETTY** *It's Good To Be King* (WARNER BROS.) - I like this a lot. Good tune.

**DAVE STEWART** *Jealousy* (EASTWEST/EEG) - Hot, good record. Will do well.

**R.E.M.** *Strange Currencies* (WARNER BROS.) - Good job R.E.M.

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

**TOM PETTY** *It's Good To Be King* (WARNER BROS.) - Testing and callout very strong.

**BRYAN ADAMS** *Have You Ever Really Loved A Woman* (A&M) - Quirky, mellow song and females love it.

## **SCOTT LAUGHLIN, MD, WBNQ, Bloomington**

**THE CAUFIELDS** *Devil's Diary* (A&M) - I like this. Interesting record.

**TOM PETTY** *It's Good To Be King* (WARNER BROS.) - A natural for us.

**BETTER THAN EZRA** *Good* (ELEKTRA) - Good tune. I like this a lot.

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

**FREEDIE JOHNSTON** *Evie's Tears* (ELEKTRA) - Give this a listen. A really excellent record!

**DAVE STEWART** *Jealousy* (EASTWEST/EEG) - One of the best records of the year! The production is great!

**BRYAN ADAMS** *Have You Ever Really Loved A Woman* (A&M) - An absolute smash! A #1 record!!

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

**WATERLILLIES** *Never Get Enough* (SIRE) - Nice Pop Top40 record.

**BRYAN ADAMS** *Have You Ever Really Loved A Woman* (A&M) - Kick back and grab a Corona.

## **MICHAEL GAMBY, MD, WDBR, Springfield**

**HOOTIE & THE BLOWFISH** *Hey Hey What Can I Do* (ATLANTIC) - Will fit Mainstream Top40. Zeppelin without the edge.

**4 NON BLONDES** *Misty Mountain Hop* (ATLANTIC) - Robert Plant reincarnated. I love it.

**4 P.M.** *Lay Down Your Love* (ISLAND) - Good little record.

**NIKKI FRENCH** *Total Eclipse Of The Heart* (CRITIQUE) - Everybody used to complain about this being too slow (bzzz). Thanks for playing.

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

**NIKKI FRENCH** *Total Eclipse Of The Heart* (CRITIQUE) - Great reaction in clubs. The early phones are very positive, too.

**BRYAN ADAMS** *Have You Ever Really Loved A Woman* (A&M) - A good Bryan Adams record. Look what happened the last time he did a song for a movie!

## **LIZ JORDAN, MD, WERZ, Exeter**

**BRYAN ADAMS** *Have You Ever Really Loved A Woman* (A&M) - Familiar sound, but it's not the same old power ballad. Definitely hitbound.

**ADAM ANT** *Wonderful* (CAPITOL) - Sounds great on the radio.

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

**MONTELL JORDAN** *This Is How We Do It* (PMP/RAL/ISLAND) - Good crossover Pop hit. Don't miss the boat.

**ADAM ANT** *Wonderful* (CAPITOL) - This is a strong uptempo record.

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

**BRYAN ADAMS** *Have You Ever Really Loved A Woman* (A&M) - A refreshing kind of Spanish acoustic sound. Very different than anything he's done before, yet definitely a Bryan Adams song.

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

**HOOTIE & THE BLOWFISH** *Let Her Cry* (ATLANTIC) - Looks like a good follow-up to *Hold My Hand*.

**NIKKI FRENCH** *Total Eclipse Of The Heart* (CRITIQUE) - Getting requests both young and old.

## **SHAWN CAREY, PD, WHTO, Williamsport**

**BRYAN ADAMS** *Have You Ever Really Loved A Woman* (A&M) - As smooth as a margarita on a summer day.

**TOM PETTY** *It's Good To Be King* (WARNER BROS.) - Cool follow-up!

**BRUCE SPRINGSTEEN** *Secret Garden* (COLUMBIA) - Just as smooth as *Streets Of Philadelphia*.

## **MARK JACKSON, MD, WHYT, Detroit**

**SUBLIME** *Date Rape* (SKUNK) - The jam, it really is.

**FUNK JUNKIE** *I Love It Loud* (INTERSCOPE) - Top 10 phones on this, from *Tommy Boy*, the movie.

**BJORK** *Army Of Me* (ELEKTRA) - Perfect fit for us. From the *Tank Girl* movie.

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

**GENERAL PUBLIC** *Rainy Days* (EPIC) - A nice upbeat, Reggaish tune!

**TOM PETTY** *It's Good To Be King* (WARNER BROS.) - I like it!

## **DEE DEE McGUIRE, MD, WIOQ, Philadelphia**

**TECHNOTRONIC** *Move It To The Rhythm* (EMI RECORDS) - I love this. Will do very well.

**LIVE** *Lightning Crashes* (RADIOACTIVE/MCA) - Kool song, building well nationally. Should do well for us.

## **DENA DESNICK, MD, WJMX, Florence**

**BOXING GHANDIS** *If You Love Me Why Am I Dying* (ATLANTIC) - Laid-back Rock edge.

**COLLECTIVE SOUL** *December* (ATLANTIC) - Another smooth, sexy sound from Collective Soul.

**BEN TAYLOR** *I Will* (GIANT) - Sounds just like his dad, James Taylor.

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

**NELSON** *(You Got Me) All Shook Up* (Geffen) - Good to hear these guys again. Thanks to Bobbi at Geffen for the advance, which is what I'll do to this song...advance it to the studio...

**LINDA RONSTADT** *The Blue Train* (ELEKTRA) - Finally a song from her that doesn't make you feel all 'blue.'

**ADAM ANT** *Wonderful* (CAPITOL) - I love this record and you should too...Play it! Adults will love it!



# RAPPIN' 4-TAY

# I'll Be Around

## FEATURING THE SPINNERS

**SINGLE SALES  
DOUBLE IN THE  
LAST 3 WEEKS**

<b>SAN FRANCISCO</b>	6-3
<b>L.A.</b>	15-13
<b>SEATTLE</b>	11-11
<b>DENVER</b>	25-15
<b>SACRAMENTO</b>	29-14
<b>INDIANAPOLIS</b>	25-16
<b>SAN DIEGO</b>	24-19
<b>SALT LAKE CITY</b>	38-19
<b>LAS VEGAS</b>	21-14
<b>PHOENIX</b>	29-14
<b>CLEVELAND</b>	82-35
<b>JACKSONVILLE</b>	33-25
<b>FRESNO</b>	30-20
<b>TUCSON</b>	25-17

**SPINNING AT:**  
**KUBE** 42x  
**KZHT** 38x  
**WJMH** 25x  
**WHHH** 30x  
**WWKX** 45x  
**KJYK** 41x

**KCAQ** 12x  
**WJJS** 17x  
**KPRR** 39x  
**WILD107** 43x  
**HOT97.7** 76x  
**KDON** 14x  
**KMEL** 16x

**KLUC** 15x  
**KCAQ** 10x  
**KS104** 16x  
**KZZU** 19x  
**WHJX** 30x  
**WOVV** 15x  
**WFLY** 18x  
**KZFM** 18x

**NEW ADDS:**

**KKSS** **WZJM**  
**WJMH** **WZOQ**  
**KKFR**

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No. 315

FROM THE ALBUM DON'T FIGHT THE FEELIN'

MANAGEMENT: FRANKY J. HUDSON / RAG TOP ENTERTAINMENT

EMI Records  
 Chrysalis.  
 SERVING THE MUSIC





**Most Added, Including:**  
B97, WEDJ, Y107,  
PRO-FM, KISF,  
KJYO, WGTZ,  
WPXY, WHHY,  
WNOK



**Early Airplay:**

B97 22x    Q99 40x  
KISF 5x    WYCR 14x  
WTWR 7x    WDDJ 17x  
WRQK 18x    WCIL 14x



# Tom Petty "It's Good To Be King"

Produced by Rick Rubin with Tom Petty & Mike Campbell. From the album Wildflowers. Management: Tony Dimitriades for East End Management. ©1995 Warner Bros. Records Inc. 



**Now On Tour**

**Album Nearly  
Triple Platinum**

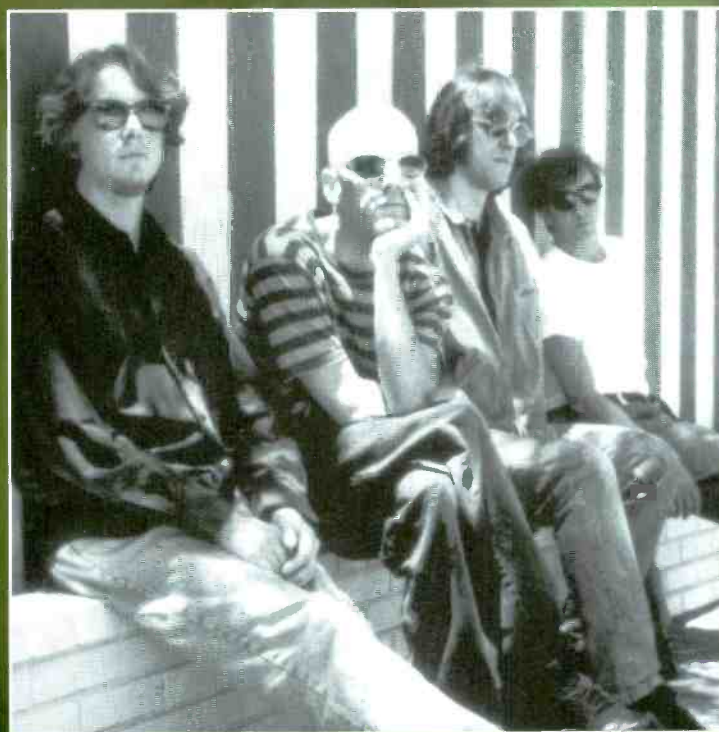


# ONE OF THE MOST ADDED

## Early airplay includes:

WSTR 24x	Q99 42x	WPLY 16x	WKBQ 17x
WZJM 24x	WKSE 15x	B97 18x	WGRD 12x
WPST 18x	G105 15x	KQKQ 10x	WHHY 29x

## R.E.M. "STRANGE CURRENCIES"



FROM THE ALBUM MONSTER  
PRODUCED BY SCOTT LITT AND R.E.M.



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# HITMAKERS Faces & Places



In one of the largest joint venture deals in music history, LaFace Records Co-Presidents and Grammy Award winners **Antonio "L.A." Reid** (right) and **Kenneth "Babyface" Edmonds** (left) have renewed their agreement with **Clive Davis** (center) and Arista Records at an estimated value of \$100 million.



Peter Morton, Chairman of Las Vegas' hottest new hotel the Hard Rock Hotel & Casino hosted a grand opening weekend with lots of gambling and plenty of Rock & Roll. Pictured (l-r): **Glen Frey**; **Joe Walsh**, **Peter Morton**; **Don Henley**; **Timothy B. Schmidt**; and **Don Felder**.



Columbia Records' artists Corrosion Of Conformity are currently on a U.S. tour with Megadeth in support of their Columbia debut album, *DELIVERANCE*. Pictured back row (l-r): **Reed Mullin**, C.O.C. drummer and **Jon Cohen**, Dir., Nat'l. Alt. Promo. & Mktg., Columbia. Second row from back: **Dan Fitzgerald**, Mgr., Metal/Hard Rock Retail, Columbia; **John Ingrassia**, Sr. VP, Columbia Records Group; **Woody Weatherman**, C.O.C. guitarist; **Don Jenner**, Pres., Columbia Records; **Pepper Keenan**, C.O.C. lead vocalist/guitarist; **Gerard Babitts**, Product Mgr., Columbia; **Jon Leshay**, Sr. VP, Special Projects, Columbia; and **Jerry Blair**, Sr. VP, Promotion, Columbia. Front row: **Chris Woltman**, Dir., Nat'l. Album Promo.; **E.J. Johantgen**, Assoc. Dir., Metal/Hard Rock, Columbia; **Mike Dean**, C.O.C. bassist; **Bridget Roy**, Assoc. Dir., Product Mktg., Columbia; **Jim del Balzo**, Sr. VP, Rock Promotion; and **Rich Kudolla**, Sr. VP., Sales, Columbia.



The staff of Sony 550 Music gathered in Glen Cove, New York for an intensive series of creative planning meetings under the direction of Sony 550 President Polly Anthony. Pictured seated (l-r): **Jeff Appleton**, **Brian Stevenson**, **Dan Caldwell**, **Randy Irwin**; and **Hilary Shaev**. First row, standing: **Kim Jakwerth**, **Ellyn Solis**, **Vivian Scott**; **Neda Tobin**, **Cherise Gambino**, **Jo Hodge**, **Kim Stolz**, **Happy Cloutier**, **Mike Ring**; and **Dave Kimmel**. Second row standing (l-r): **Doug McVehil**, **Michele Levan**, **Regina Robertson**, **Desiree Schuon**, and **Randy Franklin**. Top row (l-r): **Brian Corona**, **Chuck Field**, **Mike Mog**, **Amy Levin**, **John Doelp**; **Polly Anthony**, **Vince Bannon**; **Michael Caplan**; and **Chris Siciliano**. Missing from photo: **Dave Gottlieb**.



The architect of Rock 'N' Roll, Little Richard went interactive and designed the stage with his blueprints of music at the Sunset Strip - House Of Blues. Pictured (l-r): **Marc Schiller**; **Little Richard**; **C. Taylor Kew**; and **Mark Princi**.



Getting together at the Columbia Records launch party for the company's first CD-Rom title, *Bob Dylan: Highway 61 Interactive* are from left: **Fred Ehrlich**, Sr. VP/GM of New Technology and Business Development, Sony Music Ent.; **Angela Aber**, Exec. VP, Graphix Zone; **Al Kooper**, musician; **Chuck Cortright**, President, Graphix Zone; and **Roger McGuinn**, musician.



# VAN HALEN

## "Can't Stop Loving You"

Monitor Mainstream Chart 25\*-18\*

More Than 1600 Top40 BDS Detections • More Than 13 Million Top40 Listeners



Album Double Platinum • SoundScan Album Sales #16  
Still Selling Nearly 75,000 pieces a week

**LATE CLOSEOUT ADDS INCLUDE: WEDJ, KRQQ, KC101**  
**SPINS: WZJM 48x, B94 29x, Z100 29x, WZPL 31x,**  
**PRO-FM 38x, B97 25x, WKBQ 28x, Q99 53x,**  
**WNCI 15x, WXKS 10x**

# Spanish Fly '95

## "Daddy's Home"



Top40 Rhythm Crossover Monitor 28\*

More Than 550 Top40 BDS Detections This Week

Top 10 Callout & Top 5 Requests

**HOT97.7-60x, KYLD-20x, B95-38x, KLRZ-44x, KKXX-36x,**  
**KTFM-48x, KGGI-15x, KUBE-37x, KLUC-32x, WHHH-12x,**  
**KPRR-29x, FM102-10x, Z90-14x**

Watch For Their Hot New Video Coming Soon!  
Single In-Store April 11th

# DANA DANE "Rollin Wit Dane"

Monitor Rap Singles Chart 22\*-13\* • New Adds: WHHH, KZFM

Early Airplay At: KZHT 31x, 92Q 13x, HOT97.7 10x, Z90 14x,  
WHHH 14x, WJJS 20x, B95 13x, KDON 12x, KKSS 10x,  
KCAQ 10x, KLUC 24x, KPRR 8x



610

ADD



# CAT THOMAS

PD, WZYP, Huntsville

Photo Credit: Ginger Holpp

**NOW THAT YOU'RE PROGRAMMING IN THE SOUTH AND DOING VERY WELL, WHY DON'T YOU SORT OF BACK US UP A LITTLE BIT AND GIVE US A BRIEF OVERVIEW OF HOW YOU GOT STARTED AND WHERE YOU'VE BEEN AND HOW YOU ENDED UP IN HUNTSVILLE.**

My first radio station was at WCOG in Greensboro, NC, which was the first radio station that Rick Dees worked at actually and I went from doing nights there to doing nights at WDCG (Q105) in Raleigh, NC. I moved then to do evenings at WXLK (K92), a great radio station in Roanoke, VA and eventually became the APD and MD. From there I moved to evenings as MD and eventually PD at WPHR (POWER108) in Cleveland, which in its time was a fantastic radio station. I had a terrific time programming that radio station. From there I spent a brief time in Virginia Beach, VA and then programming here at WZYP in Huntsville.

**SINCE YOU ARE FROM THE SOUTH AND HAVE PROGRAMMED IN OTHER AREAS, WHAT WOULD YOU SAY ARE SOME OF THE MAIN DIFFERENCES IN THE LISTENING HABITS AND THE WAY YOU HAVE TO PROGRAM TO AN AUDIENCE IN THE SOUTH VERSUS MAYBE SOME OTHER PARTS OF THE WORLD?**

The one thing that I have found is the same is, if you put a good personality radio station on the air with a good street vibe and the best music you could possibly play, it could be a big hit, whether you're in Huntsville, AL, New York City or Los Angeles, CA. The problem is finding the right person to be able to put all those things together and the right kind of team. Where they might be a little bit different is musically. In the Midwest, it really leans a little more to the Rock edge. There were stations in Cleveland that tried to be either Dance or Churban type radio stations and they never really came through with the numbers. It's more of a Rock-oriented area in the Midwest. Down South, you might be able to get away in some areas with a more rhythmic or Urban type approach, depending of course where you are in the region.

**TELL US A LITTLE ABOUT HUNTSVILLE IN TERMS OF THE COMPOSITION OF THE MARKET AND THE TYPE OF PROGRAMMING THINGS YOU HAVE TO DO TO PROGRAM TO THE MARKET.**

Due to the Space and Rocket Center, Marshall Space Flight Center is here, there is a very high income. As a matter of fact, Huntsville has the highest income of any city in the Southeast including Atlanta now.

**DOES THAT INCLUDE YOUR SALARY?**

(laughter) No, we're not even going to talk about that. We have what you may imagine in your mind, what rural Alabama would be like, all the way up to some very high-paid rocket scientists. So we're programming to Bubba and a rocket scientist, and sometimes it can be a difficult gap to put a bridge through. But what we try to do is research what our target is, find out what they want, no matter if they are living in a rural area or living in the city, and try to find something that is to the taste of both of them.

**WHEN WE'RE TALKING ABOUT YOU AND YOUR RADIO STATION, ONE OF THE WORDS I HEAR YOU USE A LOT IS "WE." YOU OBVIOUSLY HAVE SOME SORT OF CONCEPT OF A TEAM APPROACH AND NOT JUST YOU BEING THE LORD AND MASTER OVER THE PROGRAMMING OF THE RADIO STATION.**

It's a team and it starts at the top

**"I don't look at conflict as conflict per se. I look at it as conflict resolution. I don't look at conflict as a bad thing."**

with the General Manager, Bill Dunnivant, and then all the way to me; to the air staff, and to the promotions department. You have to have team involvement in order for a hyper promotion-oriented radio station, such as we are, to be able to work. You've got to have everybody pitching in. It can't just be me. It has to be we.

**NOW YOU TALKED ABOUT BEING A HYPER PROMOTIONAL-ORIENTED RADIO STATION. A LOT OF TOP40 RADIO STATIONS TEND TO HAVE SORT OF A MANIC PERSONALITY. THERE'S SO MUCH GOING ON, IT'S SO KINETIC, IT'S SO FRENZIED ALL THE TIME, AND IN TALKING TO YOU, YOU'VE ALWAYS SEEMED TO BE PRETTY CALM, COL-**

**LECTED, ALMOST TYPICAL OF THE SOUTHERN STEREOTYPE OF A GUY WHO'S KIND OF GOT IT TOGETHER AND ISN'T GETTING TOO FRAZZLED. ARE THERE DAYS WHEN YOU'RE RUNNING AROUND BEING A MANIAC, A SIDE OF CAT THOMAS THAT MOST PEOPLE DON'T SEE?**

Oh yeah. There are days where hey, I can be a hothead just like anybody. I do think the most effective way to deal with crisis situations, or when you're in a situation where things might be getting frantic, is to be calm and to be relaxed. Nobody wants to look at you, as their leader, as someone who's going to freak out when the chips are down or when the going gets tough. Again, there are days that I'm just like anybody, where I'll blow my top. I want to be the kind of leader that people look at in a crisis situation and they say, "you know, he has himself under control so we don't have anything to worry about."

**SO WHAT DO YOU DO TO BLOW OFF STEAM AFTER THOSE CRISIS SITUATIONS? IT'S REAL EASY TO BUILD UP A LOT OF NEGATIVE ENERGY SOMETIMES. WHAT DO YOU DO TO GET RID OF THAT, SO THAT THE NEXT DAY WHEN YOU'RE IN FRONT OF YOUR**

**STAFF YOU'RE CALM, COOL AND COLLECTED AGAIN?**

I try to deal with crisis immediately and get it out in the open as soon as I feel it, because if you internalize things and keep them in there and don't express how you feel, it's only going to hurt you in the long run. I try to make sure that if there's something that bothers me, I get it out in the open immediately. I don't look at conflict as conflict per se, I look at it as conflict resolution. I don't look at conflict as a bad thing.

**SO YOU DON'T THINK IN TERMS OF THE PROBLEM, BUT AT THE SOLUTION TO WHATEVER THE SITUATION IS?**

Exactly. That's what you want to try to find. Instead of creating problems,



blaming other people, I would rather directly confront a problem instead of either skirting around it, ignoring it, blowing it off somewhere else. I like to be...I wouldn't necessarily call myself again a confrontational person, but I do like to meet challenges head on and get them taken care of as soon as I can.

**WITH THAT IN MIND, AND WITH YOU ALREADY EXPRESSING YOUR RELATIONSHIP WITH BILL DUNNAVANT, YOUR GENERAL MANAGER, WHEN THERE'S A PROBLEM IS HIS DOOR OPEN? CAN YOU GO IN AND TALK TO HIM AND BLOW OFF SOME STEAM AND WORK THE PROBLEMS OUT?**

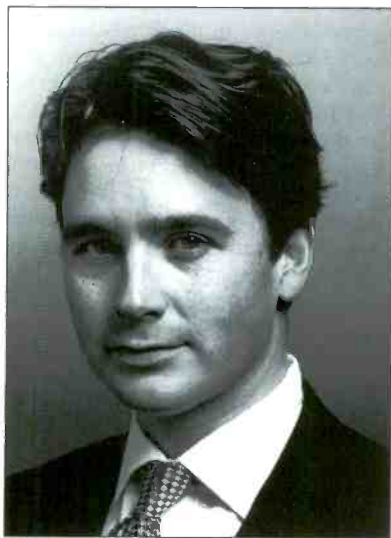
Of course. He and I have a terrific relationship. He and I have yelled at each other, we've gotten mad at each other. But we've also had a million more fantastic conversations than we've ever had bad ones. Bill has a very volatile personality just like I do. He's very passionate about the business just like me, so sometimes we will have a difference of opinion on how to get things done. But he knows that I have the best interests of the radio station at heart, and I know that he's a broadcaster and I respect that.

**ONE OF THE CHALLENGES THAT YOU HAVE AS A PROGRAMMER IS ALSO THE FACT THAT YOU DO MORNINGS. HOW DO YOU MANAGE TO HANDLE ALL THE PROBLEMS THAT A CONTEMPORARY PROGRAMMER HAS TO HANDLE AND ALSO DO A GOOD MORNING SHOW?**

One word: delegation. I have terrific people who are backing me up. First of all, you have to have a good morning show producer if you're going to do mornings and be the program director, and John Patrick is mine. He does a good job of lining up things for us on the air. I don't have



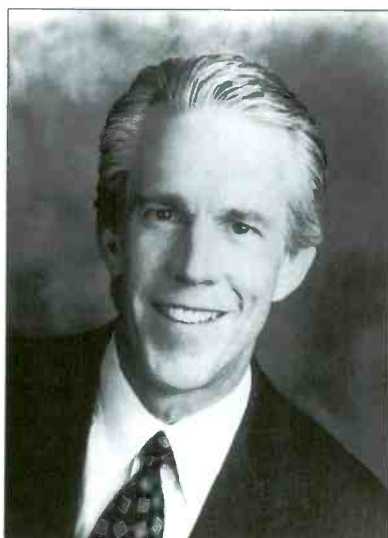
# HITMAKERS Faces & Places



**Andre 'A.J.' Correale** has been appointed Associate Director, Business Affairs for SONY Music International.



**Joanne Gritti** has been appointed Manager, Communications for SONY Music Entertainment.



**Jim Ed Norman** has renewed his contract as President of WARNER/REPRISE Nashville.



**Karen Lee** has been named Vice President of Media Relations for Black Music at WARNER BROS. Records.



**Lionel Ridenour** has been named Senior National Director, Black Music Promotion for ARISTA Records.



**Letia Bramble** has been named Associate Director, Product Management for ARISTA Records.



Sarah McLachlan recently played to a sold-out crowd at New York City's Radio City Music Hall. Pictured (l-r): **Richard Sanders**, VP, Artist Dev., Arista; **Rick Bisceglia**, Sr. VP, Arista; **Terry McBride**, Manager and Pres., Nettwerk Records; **Roy Lott**, Exec. VP/GM, Arista; **Tom Ennis**, VP, Product Dev., Arista; **Sarah McLachlan**; **Len Epand**, VP, Video Production, Arista; **Clive Davis**, President, Arista; **Richard Sweret**, VP, A&R, Arista; **Jim Urie**, Sr. VP, Sales, Arista; and **Dick Wingate**, Sr. VP, Mktg., Arista.



Al Cafaro, President and CEO of A&M, has announced that Amy Grant's current release, *HOUSE OF LOVE*, is RIAA-certified double platinum. Pictured (l-r): **Charley Londono**, Local Promotion Mgr., New York; **Cafaro**; **Celia Hirschman**, Exec. Dir., Mktg.; **Chuck Bliziotis**, VP, East Coast Operations; **Grant**; **Craig Burton**, East Coast Regional Mktg. Dir.; **Emily Wittman**, VP, Video Promotion; and **Richie Gallo**, Sr. VP, Sales and Distribution.



Elektra/EEG recording artist **Freedy Johnston** (right) recently guest hosted Z100's Love Phones and visited with hosts **Dr. Judy** (center) and **Chris Jagger** (left).



him do everything because I am the main focus of the morning show. So it has to be my personality out there and not just a bunch of things that people are handing me. I do a good amount of writing, but when it comes to the back-up work and the leg work behind the scenes, he does a lot of that. And my assistant, as far as the programming department is concerned, is Nikki Nite. She takes care of a lot of the behind the scenes and leg work in the programming department too. So I oversee the programming department and the morning show, and I also let them handle a lot of what goes on so that it does free up time for me to even just think.

**WE'VE TALKED ABOUT YOUR MORNING SHOW AND THE CHALLENGES YOU FACE AS PROGRAM DIRECTOR. LET'S TALK ABOUT THE OTHER PEOPLE AROUND YOU AND HOW YOUR STAFF COMES TOGETHER.**

On the morning show with me is a guy named Biscuit. His real name is Patrick Kane and he's gone by John Patrick on the air. He got the name Biscuit (he's actually a skinny guy, but he got his name Biscuit) when he was working in radio in Chattanooga. He's young, aggressive, hardworking and really helps keep things moving in the morning for me. Also on the air in the morning with me is our news person, Dave Stone. He's knowledgeable, a good writer, a quick-witted guy. He could be a big market talk radio star if he wanted to.

**DO YOU LET HIM OPEN UP AT ALL?**

Oh yes, we do. Definitely. I enjoy being able to banter back and forth with him. It just adds another dimension to the morning show.

**SO YOU'VE GOT A LOT OF DIFFERENT ELEMENTS WORKING FOR YOU ON THE MORNING SHOW. THEN YOU TRANSITION TO MIDDAYS.**

Middays is Nikki Nite, who is just a very talented on-air personality. She's popular, and behind the scenes she's the Music Director and Assistant Program Director, and a very detail-oriented person, a music lover and very dedicated. I'm really lucky to have her with me.

**AND THEN OF COURSE WE GO TO THAT EVER-IMPORTANT AFTERNOON SHIFT.**

Steve Wayne. He's fun and friendly and a very smart guy. Definitely major market afternoon drive material.

**HOW LONG HAS HE BEEN WITH THE STATION?**

He's been here just over a year now.

**SO JUST A SHORT TIME AFTER YOU GOT THERE YOU BROUGHT HIM ON BOARD?**

Yes.

**WHAT ABOUT YOUR NIGHT SHOW?**

Wally B. was a friend of mine from Cleveland. He worked parttime at my radio station in Cleveland and he gets listeners involved in the show. He's unafraid to break the usual nighttime radio mold, and he's the kind of disc jockey who is rare, because he really cares about listeners and he works the clubs and knows the music. A very well-rounded air personality. Our overnight guy is Robert "Rock & Roll" Johnson. He's a market veteran, with a good sense of humor and great to be around. He's a friend of the listeners that listen to the radio station overnights.

**THAT'S AN INTERESTING PERSPECTIVE ON OVERNIGHTS TOO BECAUSE MAYBE MORE THAN ANY OTHER SHIFT, THAT PERSON REALLY HAS A CHANCE TO MAKE PEOPLE FRIENDS OF THE RADIO STATION.**

Overnights to me is a lot like middays, because you do have a captive working audience overnight which a lot of people may not realize. There are a lot of people out there listening overnight and I think overnights is a good training ground

with Jim Richards with Vallie Consulting and we haven't lost a step. In fact, we gained in some areas and Jim Richards is obviously a very seasoned professional, who has brought some different insights to our radio station and has helped us make a few adjustments. I can't tell you enough about how pleased I am to be working with those people.

**WHAT'S THE DYNAMIC THERE? DO YOU TALK TO THEM EVERY DAY, ONCE A WEEK? DO YOU SEND THEM PLAY-LISTS AND STATION COMPOS-ITES OR DO THEY SPEND A LOT OF TIME IN THE MARKET? HOW DO THEY GET A FEEL FOR WHAT'S HAPPENING IN HUNTSVILLE AND HOW TO OBJECTIVELY HELP YOU KEEP THE STATION MOVING IN THE RIGHT DIRECTION?**

We have a set time to speak at least once a week, but we talk anytime we ever need to. If we have a competitive situation they're on the phone immediately with me. I've never had any problem any time I ever need to speak with them. They've always been right there for me.

**SHIFTING GEARS A LITTLE BIT TO YOUR PERSONAL LIFE. YOUR COVER PHOTO SHOWS YOU AND YOUR DAUGHTER AUDREY. JUST TALK A LITTLE BIT ABOUT YOUR RELATIONSHIP BEING A SINGLE PERSON**

that, I just feel a closeness with her. I grew up in a family of nothing but sons and all my brothers and sisters have had sons, so she is the first granddaughter in the family, and I'm very proud of that fact. My mom, and dad, who passed on actually before he got to meet her, always wanted a granddaughter. And I was just very proud that I was able to be a part of giving that to them. She's just a very special little girl, very smart and fun and funny. And every time I go out in public, I take her out with me to put her on the air, and she's right there with me. She may be a major market air personality some day.

**PROUD PAPA AND HIS LITTLE DAUGHTER, HUH?**

That's right.

**HOW DO YOU MANAGE, IN THE HECTIC WORLD OF RADIO, WHERE IT'S 24-7 ALL THE TIME, TO FIND WAYS TO SPEND TIME?**

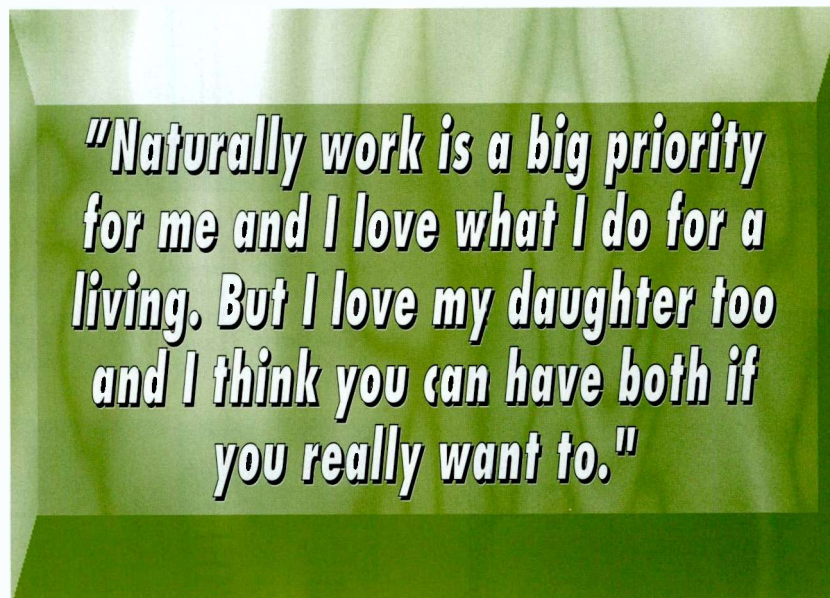
It's not really forcing myself to. I realize that I need to be able to spend time with her. I wasn't that way at first. I was falling into the same pattern that most people do working too much and not spending enough time at home. One time she and I took a trip around the summertime to see my mom in North Carolina. It was a seven-hour drive and we got to know each other, had a terrific time. From that point on, I decided that I didn't want to ever spend any time away from her. And it's not a matter of me having to balance it out, it's a priority. Naturally, work is a big priority for me and I love what I do for a living. But I love my daughter too, and I think you can have both if you really want to. And I do, and that's what I strive for.

**NOW THAT WE'RE GETTING READY TO WRAP THIS UP, WHERE DO YOU WANT TO BE AND WHAT ARE YOUR GOALS FOR YOUR CAREER? YOU'VE OBVIOUSLY DONE WELL WHERE YOU'VE BEEN. YOU'VE BEEN IN HUNTSVILLE OVER TWO YEARS NOW. WHAT'S THE NEXT STEP FOR YOU?**

I want to stay here and keep making this as good a radio station as it can possibly be, and who knows what doors will be opening up in the future. I have goals to maybe progress as a program director and possibly oversee some other radio stations at some point in my career. But right now, just as far as the present is concerned, I'm happy where I'm at, I'm enjoying working with the people that I work with and it would have to be a really terrific offer for me to leave here.

**SEE YOU IN CHICAGO CAT.**

See you there!



for your next midday personality.

**LET'S TALK A LITTLE BIT ABOUT YOUR STATION'S PROGRAMMING AND THE RELATIONSHIP YOU HAVE WITH YOUR CONSULTANT.**

We're consulted by Vallie Consulting and as far as I'm concerned they're one of the major factors in the success of our radio station. When Randy Lane, who is now in Los Angeles programming again, was working with us, he was a great big help in our programming and promotion and marketing of the radio station. Now we're working

**WHO'S ALSO A FATHER. WE HEAR A LOT IN THE NEWS ABOUT SO-CALLED DEAD-BEAT DADS NOT TAKING CARE OF THEIR RESPONSIBILITIES WITH THEIR KIDS. YOU'RE VERY CLOSE TO YOUR DAUGHTER, AREN'T YOU?**

I love Audrey dearly. I don't want to make the mistake that a lot of people make of letting life go by without being able to enjoy the time they have to spend with their son or daughter. And in my case, it's a daughter. She's just the most special person in my life and I feel a great responsibility toward her. Not only

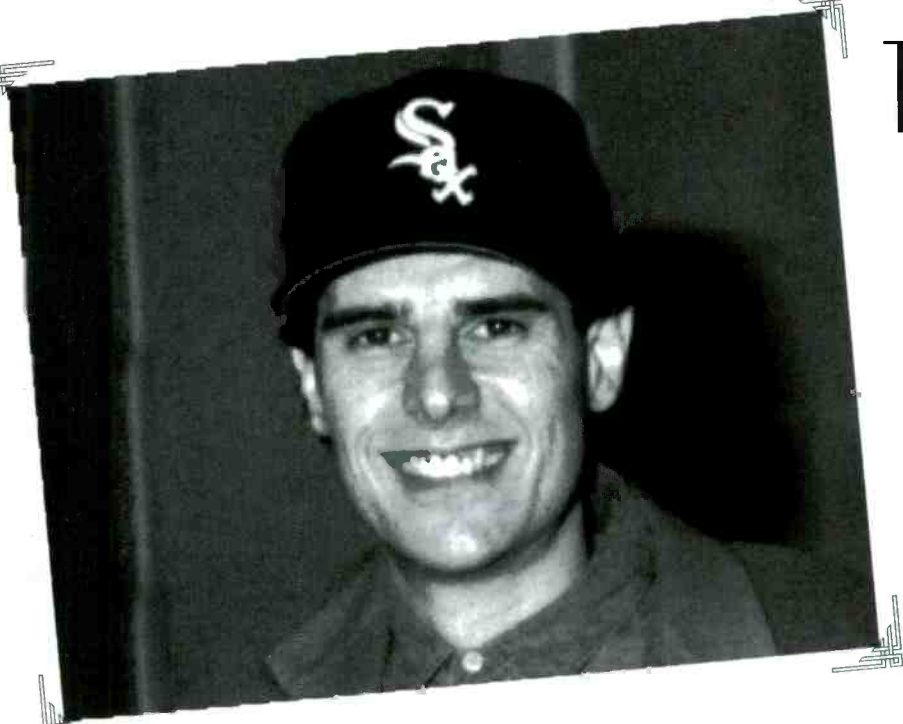


**T.J. Martell Foundation**  
For Leukemia, Cancer, and AIDS Research

**Dinner To Honor**

**JEFF MCCLUSKY**

President - Jeff McClusky And Associates



**The**  
**Ritz Carlton**  
**Grand Ballroom**

**Thursday**  
**May 4th**

**6:30 PM Coctails / 8:00 PM Dinner**

**\$3000 Per Table**

**(Table of 10)**

**\$300 Per Ticket**

**Presented in conjunction with the**

**HITMAKERS Regional Seminar**

**Friday, May 5th, and Saturday, May 6th,**  
**at the Chicago Westin Hotel**

## DAVE FERGUSON

### WHERE IS YOUR "CREATIVE SPECIALIST"?

Creativity isn't something that can be taught. Nor can it be rushed. Ask any song writer, musician, painter, or other artist. An idea could come at any time. In the middle of the night, at a traffic light, during sex, in church... And the idea is only the beginning of the creative process. It could take hours, days, even weeks, to see a single idea come to fruition.

In radio creativity is a crucial part of the on-air product. We can't use pictures to add definition, so we have to be even more innovative- using words and sounds that "paint an image" in the listener's mind. The days when radio stations could sound like juke-boxes are over. As more and more alternatives to radio enter the mix, it becomes even more crucial that we find creative ways to give our individual stations their own distinct personalities. Problem is, (and probably always has been), that there aren't enough hours in a day, nor available staff, to consistently come up with, and bring to life, new, exciting, uniquely original ideas.

This cold hard truth doesn't just apply to those of us involved in production. It applies to everyone who has a part in the creative process, from programming, to promotions, to sales. Each of those departments plays an important role in the conception, and execution, of the new ideas we so desperately need to keep the radio station

sounding like it's alive. It seems that even when the ideas do finally flow, there's just no realistic way of making it happen. Most stations have enough trouble simply "going through the motions": getting the commercials on in time, sending the van out to client-driven promotions, meeting with record reps, doing piles of mandated paperwork, (be it EEO, FCC, or just inner-office bureaucratic stuff). The basic school of thought at most stations seems to be that if it's not demanded for legal reasons, or doesn't bring in revenue, it isn't important. What GM wants his production director to spend 8-hours producing some great series of promo's to image the station, when that production director's time could have been spent doing commercials? The Program Director could have written those "great" image promo's, but going on a client-call with a sales person was more important, right? Again and again, creativity takes a backseat, (if it gets a seat at all).

If you're sitting there saying "well, I can handle both", you're probably lying to yourself. Or, your definition of "handling it" is different than mine. There are some exceptions, but not many. The majority of radio stations have little, if any, commitment to creativity. Usually because they haven't budgeted for the manpower, or the facilities needed to make it happen. Unless you consider that "commitment" to mean hiring a consultant. That's not what I mean. The consultant only advises. He/she can't "make things happen".

One idea I have is to hire a "creative specialist". Someone who is in constant communication with the Program Director, Promotions Director, and



the Production Director, brainstorming programming-driven ideas, and being responsible for making them happen, but on an "outside contractor" level. This person could attend needed meetings inside the station, but work from the outside, so as not to take up the ever-decreasing time and space devoted to creativity within the walls of the radio station. It would cost about as much as a fulltime jock, but would make a much greater impact on the overall sound-and success-of the radio station.

Food for thought, from The Artist Formerly Known As Doctor Dave. RX

*Dave Ferguson is a freelance voice-over artist based at WPGC in Washington DC. His clients include; WPGC, THE BOX, 102JAMZ and KSFM. He works closely with New World Communications President Jerry Clifton on imaging for Clifton consulted stations. If you would like a demo, or would like to offer comments or suggestions regarding this column, call(301) 870-0090*

## MARK SHANDS

### SECRET RADIO!

Many of us who get into broadcasting got there because we were interested in basic radio, the act of transmitting voice and data via the airwaves. With a short-wave radio or maybe a scanner radio, you can hear many interesting things.

And even though there are laws that say you shouldn't, there are actually people who use radio to listen in to cellular phones, radio and TV remotes, and cordless phone conversations. For some radio programmers, it's a secret tool to get a closer look at their market, their competition and their audience.

In every market there are those newshounds who scan the broadcast remote bands for news reporters, traffic reporters and DJs as they speak from remote locations. Some broadcasters listen to their competition do remotes, knowing that most leave the mike open for the entire two to four hours! Word is they hear DJs take phone calls from their PD, talk to listeners who walk up, and the conversations between the remote jock and the DJ back at the station. It can be a rich source of market information, or sometimes just funny stuff. Most broadcast remotes take place on these frequencies 161.640-161.760, 166.250-170.150, 450.000-451.000, 455.000-456.000.

Many radio fanatics also monitor cordless and cellular phones to hear their audience talking about

major concerts, big promotions, plans for the weekend, opinions of music, movies, radio stations.

Some programmers report being able to find listeners talking on the phone while they watch MTV. As they watch together they'll comment on each video, each artist. They discuss very candidly their opinions of each video that goes by. Yes, it's a focus group test that's much more accurate than the ones put on by expensive bogus guys in suits.

Same goes for radio listeners. Those programmers who monitor cellular phones, which is illegal, find that they'll hear their listeners listening to their station as they talk on the cellular. Sometimes the listener will comment about the programming, the DJ, the promotion. Sometimes the listener will discuss the various promotions going on in their market. Often the people who produce the promotion can also be heard evaluating the audience. There are even scanner listeners who make a hobby of finding celebrities on cellular when they visit their town. Many of these frequencies fall between 869.000 and 894.000 MHz.

Cordless phones are another way some programmers and the police hear their audience be themselves. Cordless monitoring is not illegal in most states. Some programmers monitor on weekend mornings and hear the local people talk about the hot things to do in their town that particular weekend. You can also listen around the cordless frequencies during the evening and quickly hear which TV show most people are watching by listening to the background noise on their calls. Discussions of radio programming are common among teen callers too. There are ten cordless frequencies which most any



scanner will receive, 46.61, 46.63, 46.67, 46.71, 46.73, 46.77, 46.83, 46.87, 46.93, 46.97.

Secret radio? It's just another way to hear what your audience is up to. All it takes is a scanner, like you'd find at your local Radio Shack. To receive cellular, you need a scanner built before those frequencies were outlawed or a converter which allows scanners built in the last few years to pick up cellular. The people who get into legal trouble seem to be the ones who record conversations. You can also get more information on the hobby by reading Popular Communications, a magazine sold at most newsstands.

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



# BLACKSTREET

## "JOY"

**SOUNDCAN**  
**TOP POP SINGLES SALES 55-37\***  
**TOP R&B SINGLES SALES 22\***  
**ALBUM OVER PLATINUM!**

**BILLBOARD HOT 100 SINGLES 48\***  
**TOP40 RHYTHM CROSSOVER AIRPLAY 27\***



ROTATIONS AT:

KPWR	KDON	WPGC
WJMH	KGGI	WJMN
WERQ	KS104	WPOW
KBXX	KYLD	WWKX
KMEL	WHJX	WFLZ
KTFM	WHHH	KZHT
Z90	WQHT	KLRZ

	<b>2</b>	<b>LAST</b>	<b>THIS</b>
	<b>WEEKS</b>	<b>WEEK</b>	<b>WEEK</b>
<b>TOP POP ALBUMS</b>	<b>#1</b>	<b>#1</b>	<b>#1</b>
<b>TOP R&amp;B ALBUMS</b>	<b>#1</b>	<b>#1</b>	<b>#1</b>

**TOP POP SINGLES -7\***  
**TOP R&B SINGLES -3\***

**ALBUM SALES OVER 1.2 MILLION!**  
**185,000 10 DAY!**  
**60,000 ONE DAY!**  
**SINGLE OVER 500,000!**

**MUSICLAND -#1**  
**WHEREHOUSE -#1**  
**CAMELOT -#1**  
**NAT'L RECORD MART -#1**  
**BLOCKBUSTER -#1**

GETTING AIRPLAY AT:

# 2PAC

## "Dear Mama"

KBXX	66 SPINS	WJMH	66 SPINS
WHJX	49 SPINS	WWKX	43 SPINS
WHHH	40 SPINS	KMEL	39 SPINS
WPGC	29 SPINS	KHQT	28 SPINS
WERQ	28 SPINS	KJYK	26 SPINS
WQHT	24 SPINS	KPWR	27 SPINS
Z90	23 SPINS	WJMN	23 SPINS
KGGI	16 SPINS	WBBM	10 SPINS



#2  
 SELECTION #402

# BUSH

## "Everything Zen"

PLAYING AT:

WHTZ	WNTQ	WXXL
KUTQ	KBFM	WYCR
KIMN	WABB	WHHY
KJYO	KQKQ	WFMF
WKSE	WTWR	WGTZ
KISF	KHTY	WZNY
WXXX	WBZZ	WBHT
WGRD	KRBE	WIXX
WEZB	WPLY	WSNX

**SALES:**  
**115,000 TEN DAY!**  
**ALBUM OVER 615,000!**

**ON TOUR NOW!**



"BUSH presents a Head-On collision of muscle and hooks on it's debut  
 "Sixteen Stone."

USA TODAY





# ATTENTION RADIO!!!

“#1 Phones 2 Weeks Running.”

-Bruce St. James, MD, POWER 106 L.A.

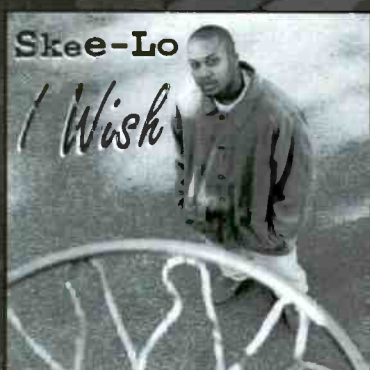
NOW THAT YOU'VE HEARD THE BUZZ,  
*THE FOLLOWING IS OUR :*

# SKEE-LO

## *"I Wish"*

LIST

- 1 . You received your CD copy  
in this weeks **HITMAKERS**
- 2 . You *Listen* to it right away!
- 3 . You start playing it immediately  
& watch the phones light up!
- 4 . You make it an official add!



**We thank You In Advance!**

From The Forthcoming LP • Video Coming Soon





## Reazar's Records

- Let's welcome **Rick Stacey** as he brings KKFR known as POWER92 in Phoenix back to the rhythm world. We also welcome another new rhythm reporter, **Don Duckman PD**, **Wookie Man APD** and **Mari Lou MD** of WOCQ of Ocean City, MD.
- **Quincy McCoy PD** WBLS/NY is out as station seques into Oldies/Urban AC.
- To **Ken "Night Train" Lane**, you've come a long way from being my intern at WAIL in New Orleans. Congratulations on your new position as VP of Promotion at Jive Records!!!!!!!
- Congratulations to **Rubin Rodreguez** on his hiring of **Wendy Cermack** as National Director of Crossover for Pendulum Records.
- **Tommy Nappi** now National Promo for Maverick out of New York.
- Congratulations to new papa, **Allen Chase APD/MD** HOT105 and his wife Susan as they announce the birth of their son, Andru Alan born Friday March 31 in Merced, California.
- The Rhythm Day for the Hitmaker's Convention is scheduled for May 5. What a line-up. Details coming next week! Make sure you reserve your rooms now as the Westin is filling up fast!
- **BROWNSTONE** to open for **BOYZ II MEN** on second leg of U.S. tour.

### OK DOGS, HERE'S THE SCOOP ON THE JAMS!!!!

- **METHOD MAN** with **Mary J. Blige** "All I Need" Def Jam/Island continues to be the shit. It's a 95 rendition of the old **Marvin Gaye** and **Tammy Terrelle** tune "I'll Be There For You". New to testify this week are **Roy Jaynes/KKSS**, **Don Duckman**, **Wookie Man & Mari Lou/WOCQ** and **Joe Dawson/WWKX**. Already in the pocket are **HOT97**, **KMEL**, **WPGC**, **WJMH**, **92Q**, **WHJX**. The add date is 4/11. The pro CD should be on your desk now. Put this one on the box and watch the smoke come out of the speakers! Props to **Tracey Cloherty MD/HOT97** for turning us on to this!!!
- The phatest LP to come out in many a moons is the **Bad Boys soundtrack** on The Work Group with all of these slammers: **JON B AND BABYFACE** "Someone To Love" (the most added this week on rhythm radio), also **DIANA KING** "Shy Guy", **69 BOYZ** "Five O, Five O", & **DA BRAT** "Give It 2 U".
- Props go out to **Burt Baumgartner**, **Justine Fontaine** and **John Coppola** on having the biggest sound track LP since **Saturday Night Fever**. The movie just opened and is already #1 at the box office. Two other dynamite soundtracks you need to check out are 'Friday' featuring **DR. DRE** "Keep Their Heads Ringin'" on Priority as well as **New Jersey Drive**, a Spike Lee Film, with the hit "Total" featuring **Notorious B.I.G.** "Can't You See" on Tommy Boy.
- Under the tutelage of **Richard Palmese**, President of MCA, these MCA jams are exploding: **MARY J. BLIGE** "I'm Going Down" UPTOWN/MCA **BOYZ OF PARADISE** "Shining Star" MCA **SOUL FOR REAL** "Every Little Thing" Uptown/MCA **LOST BOYZ** "Lifestyles Of The Rich And Shameless" Uptown/MCA **IV XAMPLE** "I'd Rather Be Alone" MCA **MONTECO/IMMATURE** "Is It Me" MCA and just released this weekend **CHANTE MOORE** "This Time" Uptown/MCA.
- Continuing to cross from Pop to Rhythm is **DIONNE FARRIS** "I Know" Columbia on at **KUBE**, **WERQ**, **KS104**, **KFFM**, **W0VV**, **KLUC**, **WPOW**, **WHHH**, **WILD 107**, **KMEL** and new this week are **Chris Squires** and **The Kozman/KKXX**, **Mark Adams** and **Mikey Freeman/KBOS**.
- Two old school groups come back big time on Raging Bull Records. The original **GAP BAND** with **Charlie Wilson**, an LP that's guaranteed to get you a woodie, with '95 version of "Drop The Bomb On Me". The first single is titled "First Lover". They go back to being the original funkateers on this one!! Owwww **Larry Blackman** and **CAMEO** "You Are My Love" promises to be a follow-up to "Word". Look for these CD's on your desk soon!
- **Phil Costello** and **Bruce Reiner** of Capitol are about to go all the way live with the new **Spearhead** "Hole In The Bucket", **Masta Ace Incorporated** "I.N.C. Ride", **Milkbone** "Keep It Real", **SPRAGGA BENZ** "A-1 Lover" and the old **BEE GEES** Classic "How Deep Is Your Love" by Portrait.
- **Barbara Seltzer** of Epic is about to create a hot, hot, hot summer with the releasing of **Michael Jackson's** promised album on June 13. Titled, "History-Book One: Past, Present and Future" the album will contain 15 new cuts and 16 greatest hits as well as a 52 page booklet. The first single to look for will be a duet with **Janet Jackson**, called "Scream".
- Also BIG congratulations to **Barbara Seltzer/Epic** for getting over 35 stations on **GENERAL PUBLIC** "Rainy Days". Here are some of them: **WWKX**, **KZHT**, **Q105**.
- Two secret weapons on Epic to get your competition crazy with are **DIS N' DAT** "Freak me Baby" and **BROWNSTONE'S** new single "Grapevine".

- **MADONNA** out does herself again as "Take A Bow" remains #1 for the seventh week in a row beating "Virgin" which was #1 for 6 weeks in a row in 1984-85. 28 weeks cumulative as #1 on the charts **MADONNA** ties with **MARIAH CAREY**.
- Maverick Records **DANA DANE** "Rollin' Wit The Dane" on at **WHJX**, **WJJS**, **KDON**, **Z90**, **KKSS**, **KPRR**, **WPGC-AM**, **KZHT**, **KBOS**, **92Q** and new this week are **Scott Wheeler** and **Carl Frye/WHHH**, **Michael J. Steel** and **Charlie Maxx/KZFM** and in test rotation with **Kahuna at KLRZ**. Premiering in June the animated musical "Pocahontas" features not only **Vanessa Williams**, who cut the first pop single "The Colors Of The Wind" from the movie, but also **Jon Secada** and **Shanice** who have recorded a duet for the second single titled "If I Never Knew You". The pair have also cut a Spanish-language version of the Duet. The soundtrack album "Pocahontas" on Hollywood Records should be in your hands the beginning of June. A dynamic premier will be held in Central Park for 100,000 people on the IMAX screens which are 7 stories tall with a live show before featuring Vanessa Williams and others. A great promotion to wire into. Call **John Fagot Senior VP at Hollywood Records at: 818-560-5521**.
- **2 PAC** "Dear Mama" Interscope. The #1 album and the #1 single in sales in America added this week by **Kahuna/KLRZ**.
- **BLACKSTREET'S** "Joy" Interscope on at **WILD 107**, **KHQT**, **WJJS**, **KBXX**, **KZFM**, **KPRR**, **WJMH**, **WWKX**, **KIKI**, **KDON**, **KPRR**, **KJYK** and new this week are **Cliff Tredway** and **Charles Chavez/KTFM**, **Carmy Ferreri** and **Sonia Jimenex/KGGI** and **Brian and Gary/KZHT**.
- **SKEE-LO** "I Wish" Sunshine/Scotti Brothers. Believers on it are **M.C. Boogie D/KJYK**, **Michelle Mercer** and **Bruce St. James/Power 106**, **John Candelaria** and **Victor Starr/KPRR**, **Bob Lewis** and **Mark Medina/KWIN** and new this week are **Bob Hamilton** and **Michael Martin/WILD 107** and being tested at **KGGI**, **KMEL** and in the mix at **KBXX**. **KS 104's Mark Feather** is really into it.
- **KID SENSATION** "Seatown Funk" Ichiban became an official add this week at **KUBE** with **Bob Case**, **Mike Tierney** and **Shellie Hart**.
- **NAUGHTY BY NATURE** "Craziest" Tommy Boy. On it are **WQHT**, **WERQ**, **KBXX**, **KMEL**, **WJMH**, **WHJX**.
- The **VYBE** "Take It To The Front" Island keeps on vybing at **NEW HOT97**, **WHJX**, **WJJS**, **Q105**.
- Other new jamz to check out are **DJ SMURF** and **P.M.H.I.** "Ooh Lawd" **ICHIBAN**, **B.U.M.S.** "Elevation" Priority, **KUT KLOSE** "I Like" Elektra, **SOUL FOR REAL** "Every Little Thing" Uptown/MCA, **PHARAO** "I Show You Secrets" Columbia, **VARIOUS ARTISTS** "Freedom (Theme from "Panther") Mercury, **NINE** "Any Emcee" Profile and **LE CLICK** "Tonight Is The Night" Logic/BMG.

See Ya,

Barry "Reazar" Richards

## Most Disc-overed for this issue

1. **JON B. AND BABYFACE** Someone To Love (YAB/YUM/550)
2. **DANA DANE** Rollin' Wit Dane (MAVERICK)
3. **METHOD MAN w/Mary J. Blige** All I Need (DEF JAM/ISLAND)
4. **DA BRAT** Give It 2 U (WORK GROUP)
5. **DIANA KING** Shy Guy (WORK GROUP)
6. **SOUL FOR REAL** Every Little Thing I Do (UPTOWN/MCA)
7. **BLACKSTREET** Joy (INTERSCOPE)
8. **NIKKI FRENCH** Total Eclipse Of The Heart (CRITIQUE)
9. **ADINA HOWARD** You Got Me Humpin' (EASTWEST/EEG)
10. **BLESSID UNION OF SOULS** I Believe (EMI RECORDS)
11. **BLACK WOMEN UNITE/VARIOUS ARTISTS** Freedom (MERCURY)
12. **CHANTE MOORE** This Time (MCA)
13. **MONICA** Don't Take It Personal (ARISTA)
14. **RAPPIN' 4-TAY** I'll Be Around (CHRYSALIS/EMI RECORDS)
15. **REAL McCOY** If You Should Ever Be So Lonely (ARISTA)
16. **TOTAL f/Notorious B.I.G.** Can't You See (TOMMY BOY)
17. **VYBE** Take It To The Front (ISLAND)
18. **DJ SMURF** Party People (ICHIBAN)
19. **MONTELL JORDAN** Close The Door (PMP/RAL/ISLAND)
20. **PORTRAIT** How Deep Is Your Love (CAPITOL)
21. **SKEE-LO** I Wish (SUNSHINE)
22. **SPEARHEAD** Hole In The Bucket (CAPITOL)



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

METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND) - My favorite record on the station.

REAL McCOY *Come And Get Your Love* (ARISTA) - Album is loaded with hits, but my picks are Come And Get Your Love and Ooh Boy.

MARY J. BLIGE *My Life* (UPTOWN/MCA) - 100% smash!

FRANKIE KNUCKLES f/Adiva *Too Many Fish* (VIRGIN) - The Satoshie dub is ovah!

JON B. AND BABYFACE *Someone To Love* (YAB/YUM/550) - Sounds like a number one record!

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

TOTAL f/Notorious B.I.G. *Can't You See* (TOMMY BOY) - Baltimore sales 93-19 in one week.

SOUL FOR REAL *Every Little Thing I Do* (UPTOWN/MCA) - Check it out.

BLACK WOMEN UNITE/VARIOUS ARTISTS *Freedom* (MERCURY) - Good cause, great song and follow-up to Black Men United.

PURE SOUL *We Must Be In Love* (STEPSUN) - Great female song. Perfect timing for spring weddings.

**DAVID LEE MICHAELS, PD, WJJS, Roanoke**

METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND) - It's definitely a hit.

VYBE *Take It To The Front* (ISLAND) - It's in the pocket.

DAVE STEWART *Jealousy* (EASTWEST/EEG) - Bootsie Collins is on bass from the Bob Rosa mix.

**MIKEY FREEMAN, APD/MD, KBOS, Fresno**

METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND)

IV XAMPLE *I'd Rather Be Alone* (MCA)

**ROB SCORPIO, PD, KBXX, Houston**

MONTELL JORDAN *Close The Door* (PMP/RAL/ISLAND)

DA BRAT *Give It 2 U* (WORK GROUP)

2 PAC *Can You Get Away* (INTERSCOPE)

ESG *Swangin' And Bangin'* (TERRION) - Local group on fire!

**CARMY FERRERI, PD, KGGI, Riverside**

JON B. AND BABYFACE *Someone To Love* (YAB/YUM/550) - Phat! Phat! Phat!

RAPHAEL SAADIQ *Ask Of You* (550 MUSIC/EPIC)

DIANA KING *Shy Guy* (WORK GROUP)

SKEE-LO *I Wish* (SUNSHINE)

BLACKSTREET *Joy* (INTERSCOPE)

**JOE DAWSON, PD, KIX106, Providence**

DA BRAT *Give It 2 U* (WORK GROUP) - Classic Da Brat.

DJ SMURF *Party People* (ICHIBAN) - It's the Tag Team for '95.

WAY 2 REAL *The Butterfly* (SO-LO JAM) - Killer phones in two weeks. Blowin' up in women 18-24. There's a dance called The Butterfly that they do to this.

METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND) - Killer tune.

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

TLC *Waterfalls* (ARISTA)

JON B. AND BABYFACE *Someone To Love* (YAB/YUM/550)

SUBWAY *This Little Game We Play* (MOTOWN)

**ROY JAYNES, PD, KKSS-FM, Albuquerque**

SPEARHEAD *Hole In The Bucket* (CAPITOL)

METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND)

DIANA KING *Shy Guy* (WORK GROUP)

RAPPIN' 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS)

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

BLOOD HOUND GANG *Mama Say* (UNDERDOG/COLUMBIA) - Michael Jackson meets Duran Duran. Sample and lyrics are gonna be so big!

NIKKI FRENCH *Total Eclipse Of The Heart* (CRITIQUE) - #1 most requested after three spins.

PORTRAIT *How Deep Is Your Love* (CAPITOL) - Monster!

**KAHUNA, PD, KLRZ, New Orleans**

CHANTAY SAVAGE *I Will Survive* (ID/RCA) - It's on 24/7.

CHANTE MOORE *This Time* (MCA) - Perfect for middays.

DANA DANE *Rollin' Wit Dane* (MAVERICK) - Testing well at night.

**JERRY DEAN, PD, KLUC, Las Vegas**

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Best ballad out here. Great hook.

RAPPIN' 4-TAY *I'll Be Around* (CHRYSALIS/EMI RECORDS) - Good night song.

DANA DANE *Rollin' Wit Dane* (MAVERICK) - Personal favorite.

DIANA KING *Shy Guy* (WORK GROUP) - Good springtime song.

**MARK FEATHER, PD, KS104, Denver**

REAL McCOY *If You Should Ever Be So Lonely* (ARISTA) - Very poppy and very summertimish.

TECHNOTRONIC *Move It To The Rhythm* (EMI RECORDS) - Really working and very good female callout.

STEVIE B. *Dream About You* (EMPORIA/THUMP) - One week on the air and #2 phones already.

**RICK THOMAS, PD, KSFM, Sacramento**

JON B. AND BABYFACE *Someone To Love* (YAB/YUM/550)



## Jimmy Somerville HEARTBEAT

**#1 Billboard Club Record**

CD Single in your hands NOW

Includes 2 radio mixes by Stephen Hague and E-Smoove

*"The time for top 40 and crossover radio is Now!!"*

*Album edit (Stephen Hague's Mix) is a perfect soundtrack to a sunny afternoon."*

Larry Flick, BILLBOARD Magazine

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# KID SENSATION

NEW ALBUM AND SINGLE

## SEATOWN FUNK

### KUBE-ADD!

*"Honest truth...30 Seconds into this record, I picked up the phone to call Kid Sensation to tell him how Un-Fu%#ing believable this song is! Sounds AWESOME on the air!*

*Shellie Hart, MD, KUBE*

*"For those people looking for the obvious hit, here it is! You can't go wrong with KID SENSATION's Seatown Funk!"*

*Alex Cabrales, Hot Mix Radio Network*

**Airplay Impact Date April 11th**

**RIDE THE WAVE  
CATCH THE FUNK**

**UCHIBAN**  
INTERNATIONAL

*Cema*  
DISTRIBUTION



RAPHAEL SAADIQ *Ask Of You* (550 MUSIC/EPIC)  
SOUL FOR REAL *Every Little Thing I Do* (UPTOWN/MCA)  
TOTAL f/Notorious B.I.G. *Can't You See* (TOMMY BOY)  
FUN FACTORY *Close To You* (CURB/ATLANTIC)

**CLIFF TREDWAY, PD, KTFM, San Antonio**

BLACKSTREET *Joy* (INTERSCOPE)  
NIKKI FRENCH *Total Eclipse Of The Heart* (CRITIQUE)

**BOB CASE, OM, KUBE, Seattle**

NIKKI FRENCH *Total Eclipse Of The Heart* (CRITIQUE) - Totally familiar. Very quick reaction.

REAL McCOY *Come And Get Your Love* (ARISTA) - Great album track.

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

GEORGE LAMOND *Someone Like You* (TOMMY BOY) - more pop sounding than I expected.

MONICA *Just One Of Dem Days* (ARISTA) - Crossover smash!

METHOD MAN f/Mary J. Blige *All I Need* (DEF JAM/ISLAND)

LE CLICK *Tonight Is The Night* (LOGIC) - Euro-pop at its best.

MADONNA *Bedtime Stories* (MAVERICK/SIRE/WB)

**MARK MEDINA, MD, KWIN, Stockton**

SOUL FOR REAL *Every Little Thing I Do* (UPTOWN/MCA) - These guys remind me of New Edition...This is a perfect record for KWIN. It should be the next single.

VANESSA WILLIAMS *The Way That You Love* (MERCURY) - Happy to hear an uptempo Vanessa track.

RODNEY-O & JOE COOLEY *Funk In Yo Face* (REACT) - It's the JAM!! If you're allergic to hooks, don't listen to this record.

IV XAMPLE *I'd Rather Be Alone* (MCA) - Absolute SMASH!! Played it since day one off DAT, it worked then...it's working now...and it will work for a long time. Huge phones.

CASSERINE *We Gotta Run* (WARNER BROTHERS) - Beautiful record, may be something to check into.

**LARRY MARTINO, PD, KXTZ, Las Vegas**

BLACKSTREET *Joy* (INTERSCOPE)

THE HUMAN LEAGUE *Tell Me When* (EASTWEST/EEG)

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS)

TLC *Waterfalls* (ARISTA)

**TONY MANERO, MC, KXTZ, Las Vegas**

LE CLICK *Tonight Is The Night* (LOGIC) - Sounds phenomenol on the air. Great dance record.

JON B. AND BABYFACE *Pretty Girl* (YAB/YUM/550) - This is probably going to be one of the biggest songs for us.

DANA DANE *Rollin' Wit Dane* (MAVERICK) - Wish I could play it. It sounds great.

Got Adina Howard in it. Damn shame we don't play any rap.

CORONA *Baby Baby* (EASTWEST/EEG) - With or without lime, this is a great follow-up.

**MICHAEL STEEL, PD, KZFM, Corpus Christi**

DANA DANE *Rollin' Wit Dane* (MAVERICK) - 'Dane Dane.' Instant reaction.

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

JON B. AND BABYFACE *Someone To Love* (YAB/YUM/550) - No brainer!

DANA DANE *Rollin' Wit Dane* (MAVERICK) - Killer song. Love Adina Howard's voice.

MADONNA *Bedtime Story* (MAVERICK/SIRE/WARNER BROS.) - Getting phones.

**ROOSTER RHODES, PD, Q105, Oxnard**

CAMEO *You Are My Love* (RAGING BULL) - Good funk groove.

MONICA *Don't Take It Personal* (ARISTA) - Good mid-tempo jam!

DANA DANE *Rollin' Wit Dane* (MAVERICK) - It's good to have Dana back.

BANDIT *All Men Are Dogs* (LONDON) - It's a fun, hip hop jam.

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

MONICA *Don't Take It Personal* (ARISTA) - A cross between Brandy and Alliyah.

JON B. AND BABYFACE *Someone To Love* (YAB/YUM/550) - Sounds like a hit.

ADINA HOWARD *You Don't Have To Cry* (EASTWEST/EEG)

ADINA HOWARD *You Got Me Humpin'* (EASTWEST/EEG)

**MICKEY JOHNSON, PD, WHJX, Jacksonville**

BROWNSTONE *Grapevine* (MJJ/EPIC) - It's a great follow-up.

DA BRAT *Give It 2 U* (WORK GROUP) - Give it to your listeners!

CHANTE MOORE *This Time* (MCA) - Smooth ballad.

BLACK WOMEN UNITE/VARIOUS ARTISTS *Freedom* (MERCURY) - From the movie Panther, by various female artists.

**GREG BRADY, MD, WHJX, Jacksonville**

NINE *Any Emcee* (PROFILE) - Better then *Whutcha Want!*

JON B. AND BABYFACE *Someone To Love* (YAB/YUM/550) - It's a strong ballad.

DIONNE FARRIS *I Know* (COLUMBIA) - It's just a great song!

VYBE *Take It To The Front* (ISLAND)

**WOOKIE, APD, WOCQ, Ocean City**

METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND) - It's all that and a bag of chips. A coke to go with lots of ice and a straw.

DA BRAT *Give It 2 U* (WORK GROUP) - It's gonna blow up.

TLC *If I Were Your Girl* (ARISTA) - If I Were Your Girl and Waterfalls - the whole album is gonna go.

# E-40 1 - LUV

## RHYTHM CROSSOVER CHARTBOUND!

### AIRPLAY "IN A MAJOR WAY" AT:

WHHH

KKSS

KMEL

KWIN

(sorry & thanks)

POWER106

WILD107

HOT97.7

### MIX SHOW ROTATION AT: WJMN, 92Q, KBXX, Z-90

"Bay Area flavor that's perfect for KWIN!"

-Bob Lewis, PD, KWIN

P.S. NUTTIN' NYCE "Froggy Style"  
is BUZZING!!!





# METHOD MAN

featuring MARY J. BLIGE

*"All I Need"*

Blowin' up mix shows everywhere!!!

Early Believers:

HOT97 KMEL WPGC WJMH  
92Q WHJX

Just added at:

**KIX106/Providence**  
**KKSS/Albuquerque**  
**WOCQ/Ocean City**

**Add date 4/10**  
**This Tuesday!**





# MORNING SHOW PROMOTIONS

By Paige Nienaber

Today's column is the first of a four-part series focusing on promotions, features and contesting for the various day parts: Mornings, Mid-Days, Afternoons and Nights. Each shift has unique qualities and opportunities that the others don't. Mornings are no exception.

As a promotion director, the morning show was sometimes an enormous drain on my staffing and resources. But I was also able to use it to spearhead many of my larger promotions and campaigns. Why? Because it's "acceptable" for the jocks in the a.m. to talk more, and this gives them the advantage in kicking off major contests and promotions. They can devote the airtime necessary to promote these, and can do it in a creative and unique way that perhaps might not fit in the other day parts.

Being the first "on" every day also allows the morning show to be the first to jump on a breaking story or promotional opportunity (which are usually one and the same). As I've written before, if there is one single glaring area that needs massive improvement in radio today, it's this. There are too many people out there waiting to hold meetings before jumping on something.

If you have to schedule a meeting, consult sales, and fill out paperwork, then you probably wasted enough time that you missed the window of opportunity, and it's too late to react to whatever situation has presented itself. This could be anything; your local mayor getting caught with a hooker, or a promising teen athlete paralyzed by a stray bullet during a drive-by.

Both have "morning show" written all over them. It's important to be entertaining, but it's also important to be real. Touching the hearts and emotions of your audience will often get you tremendously more mileage than broadcasting from a vat of chocolate on Valentine's day. I've always empowered my morning shows to take action when they see fit, without consulting me. I'm never going to fire someone for being decisive. (Plus, I hate 5 a.m. phone calls.)

Stunts and other wacky promotions are another big part of morning radio. Besides generating some much-needed press, these events can be great imaging if done properly, and can be phenomenally effective in "breaking" a new morning show. And that's when they're most effective: when your morning show is in its infancy and it hasn't achieved a high top-of-mind in the market.

"It's probably not very popular to say this, but I find that morning shows that rely on doing gimmicks and stunts are usually in trouble," says Keith Carr, who does Mornings at Z-93 in LaCrosse, Wisconsin. He calls these "red flares" and they usually are indicative of serious problems with a morning show. "They're important when you're starting the show, but if you've established it and it's flying, then there's no reason to be doing stunts," concludes Carr.

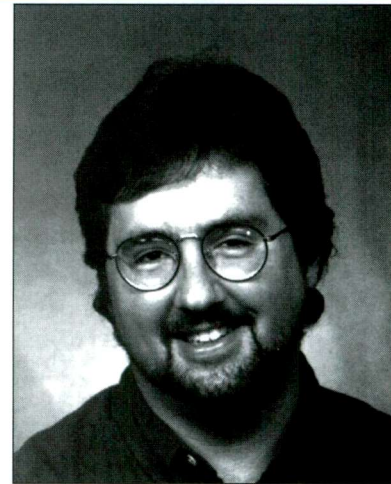
Choosing your groundbreaking stunt is critical. Doing something stupid for the sake of doing something stupid is, well, stupid. It all ties into being quick and

their morning shows. While these are not only entertaining, they also tend to empty the prize closet as quickly as you can stock it.

"We've found that by virtue of what we do, we get lots of giveaways, and most of these are channeled to the Morning Show," says Tom Martens, Program Director at KWTX in Waco. "Instead of reinventing the wheel for every prize that comes to us, we can plug them into what the morning show has happening," says Martens.

KWTX has joined the list of stations that find ways to get their morning shows out in public at every opportunity. In Waco they call it the Friday Morning Roadshow, and it's as simple as sending the morning team out to a different location every Friday to do its show for a couple of hours. Besides being an excuse to get the morning show out and keep them visible, it's a good way for the announcers to meet their audience and be reminded of who is listening to them.

Perhaps the biggest benefit of



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

Morning show trips can not only be great prizes, but they are another great device for creating quality time with the listeners. Any time you can stick your morning team, and 20 pairs of winners, on a bus to go skiing/gambling/white-water rafting/etc., you have the makings of a huge promotion.

With the continuing growth in technology, there are more and more opportunities to interact with the audience. Rick McNeil and Lorraine Love at B-95 in Fresno do a one-sheet fax after their show every day that goes out to all of their regular listeners. It is a synopsis of what happened that morning, previews the next morning's show and reminds people of where Rick and Lorraine will be appearing in coming days. Another morning show recently did its anniversary broadcast and carried it on the Internet for their fans who couldn't show up in person.

Dave Anthony of Talent Masters in Atlanta hosts Morning Show Bootcamp every August. He sums it up best when he says, "The days of Morning Shows relying on merely the internal factor are long past. The external factor has such a residual power that it can never be underestimated. These become benchmarks for the show and become a part of the fabric of its success."

**"I've always empowered my morning shows to take action when they see fit... I'm never going to fire someone for being decisive."**

reactive. The Mancow-On-The-Bridge stunt had a topical tie-in: President Clinton's haircut on the runway at LAX. Stunts can be an appropriate reaction to certain promotional opportunities. The best words of wisdom I can impart upon you are; "Know Thy Market." Don't be stupid in a sophisticated market, and don't be sophisticated in a stupid market. And I think you know who you are.

Because of the acceptability of talk (but only if it's useful) in the mornings, it opens the door for a lot of contesting that you might not be able to pull off in other day parts. Some stations have dozens of rotating features and bits on

these outside-the-station broadcasts is the opportunity to create some "quality time" with the listeners. This builds loyalty, and if you've developed that with your audience, you'll be a tough cookie for any competitor to crack.

I've always pushed the "be like a politician" attitude with all my jocks. You have to. They're running for election four times a year, and they have to be out there stumping for these emotional votes. I've never heard of a politician declining to ride in a parade because it's on a weekend, and he or she doesn't "do" weekends. Sound familiar?



# MIX SHOW

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

## NEW IN 'THA MIX

MASTA ACE "The I.N.C. Ride" (DELICIOUS VINYL)  
C & C MUSIC FACTORY "I Found Love" (COLUMBIA)  
?ASYLUM "Hey Lookaway" (KAPER/RCA)  
KRS ONE "Ah Yeah" (AVATAR)  
COMMON SENSE "Ressurrection" (RELATIVITY)

## COLUMBIA

RECORDS *Presents The*

## HITMAKERS RECORD POOL OF THE THE MONTH!

## MIX SHOW MOVERS

W - TW	Artist	Track	Label
1-1	BILLY RAY MARTIN	"Your Loving Arms"	(Elektra/Sire)
2-2	MONTEL JORDAN	"This Is How We Do It"	(PMP/RAL/Island)
3-3	WATERLILIES	"Never Get Enough"	(Sire)
10-4	REAL MCCOY	"Runaway"	(Elektra)
12-5	JIMMY SOMERVILLE	"Heartbeat"	(London)
13-6	THE BUCKET HEADS	"These Sounds Fall Into My Mind"	(Henry Street)
18-7	NAUGHTY BY NATURE	"Crazies"	(Tommy Boy)
7-8	JOCELYN BARRIQUEZ	"Big Love"	(Classified)
5-9	THE NOTORIOUS B.I.G.	"Big Poppa"	(Bad Boy/Arista)
4-10	DURAN DURAN	"White Lines"	(Capitol)
9-11	CLUBZONE	"Hands Up"	(Logic)
6-12	CRYSTAL WATERS	"What I Need"	(Mercury)
14-13	MADONNA	"Bedtime Stories"	(Maverick/WB)
8-14	SWING 52	"Color Of My Skin"	(Cutting)
39-15	DR. DRE	"Keep Their Heads Ringin'"	(Priority)
11-16	REDNEX	"Cotton Eye Joe"	(Battery)
17-17	FUN FACTORY	"Close To You"	(Curb Edel)
23-18	BIG L	"Put It On"	(Columbia)
15-19	ROULA	"Jick It"	(S.O.S.)
16-20	SARA PARKER	"My Love Is Deep"	(Vestry)
22-21	ANETTE TAYLOR	"Show Me"	(Freeze)
24-22	BLONDIE	"Atomic"	(Chrysalis/EMI)
32-23	RAPPIN 4-TAY	"I'll Be Around"	(EMI)
N-24	METHOD MAN/Mary J. Blige	"All I Need"	(Def Jam/Island)
28-25	SAM SNEED	"You Better Recognize"	(Deathrow)
27-26	REDMAN	"Can't Wait"	(Rat)
30-27	PHARAO	"I Show You Secrets"	(Columbia)
29-28	LO.T.U.G.	"What I'm After"	(Pendulum)
36-29	2 PAC	"Dear Mama"	(Interscope)
20-30	CRAIG MACK	"Get Down"	(Bad Boy/Arista)
21-31	ICE CUBE	"What Can I Do"	(Priority)
41-32	KLEO	"I Got Love"	(Raging Bull)
35-33	REEL 2 REAL	"Conway"	(Strictly Rhythm)
34-34	VYBE	"Take It To The Front"	(Island)
26-35	SAM THE BEAST	"Gucci Dance"	(Relativity)
25-36	MIRANDA	"Round & Round"	(Sunshine)
37-37	THE B.U.M.S.	"Elevation, Free My Mind"	(Priority)
40-38	KYM SIMS	"I Must Be Free"	(Radikal)
42-39	BLAK PAMITA	"Do What You Want"	(Tommy Boy)
N-40	DOUBLE YOU	"Run To Me"	(ZYX)
43-41	JUDY ALBANESE	"That Ain't Right"	(Maxi)
44-42	DIGABLE PLANETS	"Dial 7"	(Pendulum)
46-43	TECHNITRONIC	"Move It To The Rhythm"	(EMI)
45-44	DR. ALBAN	"Lert The Beat Go On"	(Logic)
47-45	JUDY CHEEKS	"Respect"	(EMI)
48-46	SHADES OF LOVE	"Body To Body"	(Vicious)
49-47	MIXX VIEES	"Sessions 3/Mami"	(Vibe)
50-48	KELLEE	"My Love"	(Moonshine)
N-49	TOTAL	"Can't You See"	(Tommy Boy)
N-50	DA BRAH	"Give It To You"	(Work Group)



## SOBAD RECORD POOL San Jose

### HIGHLIGHTS:

Being chosen Record Pool of The Month before they ran out of pools to choose from.

### GOALS:

For me, my ultimate dream/goal would be to own my own radio station so I can start programming some real music over the air waves... Now back to reality. So far, I've met my on going goal of actually earning a living in the music biz without having to get a real job!... For the Pools, The present vision is to see some kind of unification for the record pools. The only way to do this is via an on-line system. Whether it be ePRO, Greater Baltimore's BBS or American Trax it has to be done in order for us to remain a force in the industry. Don't be afraid of change; cuz if you don't embrace technology today you will be ass out tomorrow. I guarantee it!

### SHOUT OUTS:

To the SOBAD staff: Lloyd, Jesse & Hei-Lwan and our 50 members, Rico (The Pros) & Xick (BADDA) my mentor Pool Directors, but I would never admit it to their faces. To Hitmakers for recognizing the influences pools can make to dance oriented radio. To my fiance' Judy, for allowing me to work 12 to 16 hour days on the business I love. (she's never made me sleep on the couch yet, for that I have to Marry her!) And to all the record labels that believe that belief do make a difference. I promise to maintain that belief a reality.

## COLUMBIA CUTZ

**BIG L**  
"Put It On"  
**BuckShot LeFonque**  
"No Pain No Gain"  
**Pharao**  
"I Show You Secrets"  
**Yo! Co Ross**  
"Miss Me"

## NOMINEES FOR ISSUE 884

VOTE FOR YOUR CHOICE

1. DJ GLEN AURE (KMEL, San Francisco)
2. DJ LAW (WOWI, Northfolk)
3. DJ PHANTOM (KJYK, Tuscon)

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

MIXER OF THE WEEK WINS SONY HEADPHONES!



# AS THE VINYL SPINS

By Oscar Merino

First things first. My apologies to last week's mixer of the week Tony Morris, for the typo, he was listed as being out of Allarta. The correct listing is Tony Morris Boss 97-Atlantic City. Tony also wanted to make sure all the record labels are up on his change of address-14 Finley RD., Bridgeton, New Jersey-08302. His # is 609-453-9079. Now, first one to call in this week with the info was Tania at Strictly Hype/Underground Construction. DJ Tragic's Show Me Your Face continues to perform well at the mixshows and clubs, as well as the Ralphie Rosario featuring Donna Blakely Gotta New Love which continues to sell in New York. Liz from Epic reports that her Shabba Ranks Let's Get It On is "On" at WJMH and WWKX, also look out for Dis N Dat a bass record that's been added to WJMH WJJS, K\_RZ and in rotation at POWER 96, KLUC, and in the mix at WHJX, POWER PIG, WOJV, KTFM, KQKS, and Z 90. And what's up with her M People Open Up Your Heart debuting a week early on the Billboard Chart-go on girl! On some smooth OG flavor Hip Hop tip is The Roots Silent Treatment which you should be checking for if you're into breaking real talent. The Ruffnex are checking for it. If you need a copy, call Marvyn Mack at 310-278-4523. Sean Knight at Immortal is coming with a new Funkdobiest called Dedicated. The Lp version will be on vinyl in a week, and Flex and Jazzy Jeff remixes dropping in about four weeks. Debrah and Sergio at WB are working the Ruffnex Sound System which Frank E.D. at KPRR is pumping in El Paso. Also on WB, The Bush Babies is getting love at Z 90 from James D, and continues to grow. On the dance tip the Madonna Bed Time Stories and the Waterlillies are two of the most played mix show records, according to the charts coming in. Look out for some remixes on Bedtimestories coming from Chicago's Teri Bristol and Mark Picchiotti! Columbia's Dave Jurman and John Strazza are dropping some remixes a week from the time this hits your desk on the Pharao I Show You Secrets, done by X-Mix's Lenny Bartolo and Q 102's Robbie Tronco. Also on Columbia look out for Yo! Co Rocss, Buckshot LeFonque aka Brandford Marsalis (who will be performing with his band at the Hitmakers convention in Chicago!), and the one wreckin' turntables from East to West-Big L's Put It

On. Look for Jennifer Norwood's Doole X Money Talks to blow up for Big Beat. ZYX's Double You Run To Me and Abigail Don't You Wanna Know are coming on strong at the mix show and record pools thanks to the hard work of Carol and Harry at ZYX and Elite/Adm crew. For DJ's that like DJ Krush, he's got an EP out on Shadow Records that's funky as funky gets. Put in a call to Janet at 212-206-1017 and if you dig Acid Jazz ask her about the New Voices -Take Two album which is one of my favorite cd's I've received lately, all kinds of tunes for your mind! A big 'thank you' going out to Futagaki and Toby for hooking us up with KJYK mixers DJ Phantom and his brother DJ K-Smooth who will now be reporters. Send product to them at 1510 E. Mabel St.-Tucson, AZ. 85719. They can be reached at 602-793-7580, they're playing Urban and Dance. Also reporting now is Heidi Linn at WNNK-P.O. Box 5675, Harrisburg, PA. 17110 she can be reached at the station-717-238-1041 or her business # 717-234-4211, she's also playing both formats. Keep writing cause I'm also adding Paul Washington as a reporter, he's doing an Urban and Dance show at Yale's WYBC on Saturdays from 8-11. He's at 14 Longview Dr., Bloomfield, CT. 06002. DJ Mein at Wild 107 needs to have Urban and Dance product sent to 96 South Hill Blvd., San Francisco, CA. 94112. He can be reached at Wild 107 at 415-391-1077 ext. 806. Across town make sure you're hooking up DJ Jose Melendez, his address is 1022 Huron Ave., San Francisco, CA. 94112. KIIS FM's Jimmy Kim continues to be the only live from a club mixshow, and is still packing them in at the legendary Palace in Hollywood-this brother works the streets too, props to you Jimmy. Look for more DJ's to be coming on board in the coming weeks. I just got an assistant which alot of you already know, David Folchi. With his help I'm going to be able to reach out to more mixshow DJ's. If you know any DJ's I that are passionate about breaking music and I need to get with them, let me know. Whether they're big names or not-"Big shots are little shots that kept shooting", so I'm not looking to be down with a select few. I'm down with anybody that wants to open up the communication lines and work with me. Like Glenn Friscia of Hot 97 in New York-you'll know what I mean next week. **CHICAGO!**



Hanging out at the Winter Music Conference and breaking records in Baltimore are 92 Q's DJ Spen and Geoffrey Curtis.

## Most Disc-overed for this issue

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

- ? ASYLUM Look Away (RCA)
- BUCKETHEADS These Sounds Fall... (Henry Street)
- C + C MUSIC FACTORY I Found Love (Columbia)
- DANA DANE Rollin Wit Dane (Maverick/Warner Bros.)
- JIMMY SOMERVILLE Heartbeat (London)
- M PEOPLE Open Up Your Heart (Epic)
- MASTA ACE The I.N.C. Ride (Delicious/Capitol)
- METHOD MAN FT. MARY J All I Need (Def Jam/Island)
- MIXX VIBES Sessions 3/Mami (Vibe Music)
- NAUGHTY BY NATURE Craziest (Tommy Boy)
- NINE Any Emcee (Profile)
- REAL McCOY Run Away (Arista)
- SHADES OF LOVE Body To Body (Vicious Muzick)
- SKEELO I Wish (Sunshine/Scotti Bros.)
- TOTAL FT. NOTORIOUS B.I.G. Can't You See (Tommy Boy)

## The Nation's Hottest Dance Party Record!



Week ending April 2

WWKX	WJHM	WDZZ
WHJX	WJBT	WEDR
WPOW	WMYK	WFKE
WOJV	WTMP	KJMS
KTFM	WOLF	WNOO

"Great Party Record...It's the Bomb!"  
Mickey Johnson - PD, WHJX

# DJ SMURFI

## OOH LAWD (PARTY PEOPLE)





**DJ GROOVE, Z90, San Diego**

**DENSAID** *I'm So Grateful* (ZESTLAND) - This record is so dope that I can play this over and over...etc. Check out the Blackwiz Mix. This record is slam'n!

**TAWANA CURRY** *Happy People* (UNAUTHORIZED) - This girl's voice is so soft that it will make you weak! But if you want something hard, check out the Traxx Version! This record is up there!

**ARTISTIC FREEDOM** *So Good (Together)* (RYTHM FACTOR) - Check out the Main Mix! This record is hard! A must have!

**M-PEOPLE** *Open Up Your Heart* (EPIC) - This record is gonna be huge! On the soulful tip, check out the Fire Island Mix and on the hard tip, check out the Armand's Indian Best Down Mix! All cuts are slam'n!

**STAXX OF JOY** *You* (COLUMBIA) - Check this shit out! The rhythm is fierce, the voices are slam'n! What else do you want on a hit record?

**TONY MORRIS, BOSS97, Atlantic City**

**MONTELL JORDAN** *This Is How We Do It* (PMP/RAL/ISLAND)

**KELLEEE** *My Love* (MOONSHINE)

**DOUBLE YOU** *Run To Me* (ZYX)

**DR ALBAN** *Let The Beat Go On* (LOGIC)

**ALEX CABRALES, HOTMIX, Scottsdale**

**NUTTIN NYCE** *Froggy Style* (JIVE) - This is one of the smoothest rhythmic vocal records I have heard in a long time.

**DANA DANE** *Rollin' Wit Dane* (MAVERICK) - This cut has definite top 10 potential.

**B-SWIFT, KBXX, Houston**

**I SMOOTH 7** *Coolin' In Da Ghetto* (MAD SOUNDS) - The pimp shit is back for the Nine-five. This record is the bomb.

**BLACKSTREET** *Joy* (INTERSCOPE) - Mad flava on the uptown remix tip, makes it a lot better for mixshows.

**DA BRAT** *Give It 2 U* (WORK GROUP) - Sounds great on the radio also causing a street buzz here in H-town.

**MASTA ACE** *The I.N.C. Ride* (DELICIOUS VINYL) - He's back like Jordan, only its on a funky ride with the Isleys. Check it out.

? **ASYLUM** *Look Away* (RCA) - Kinda mellow singing in the background with some phat-ass lyrics to back it.

**KID FRESH, KBXX, Houston**

**ROTTEN RASKALS** *Oh Yeah* (ILLTOWN) - Representin' Ill-town to the fullest.

**DANA DANE** *Rollin' Wit Dane* (MAVERICK) - Roll dis one in yo' mix? Props out to Charles 'The Mixologist' widat phat remix kid!

**GROUP HOME** *Supa Star* (PAYDAY) - Some underground shit you need to peep out!

**BLACKSTREET** *Joy* (INTERSCOPE) - Teddy & Da Boyz definitely getz love with dis one!

**TOTAL f/Notorious B.I.G.** *Can't You See* (TOMMY BOY) - Deez ladies sound good and with Biggy back'en them up, you can't go wrong kid!

**NASTY NES, KCMU, Seattle**

**MASTA ACE** *The I.N.C. Ride* (DELICIOUS VINYL) - This is absolutely the dopest shit to

come out from Masta Ace since Born To Roll! The remix is all that with an unforgettable hook!

**HEATHER B** *All Glocks Down* (PENDULUM) - Thumbs up to an excellent single produced by the beatmaster, Kenny Parker! This should put Heather B. on the Hip Hop map.

**SIR MIX-A-LOT** *Sleepin Wit My Fonk* (AMERICAN) - This single should put Mix back on the charts! This has that old School Funk ingredient to make it a smashing hit record!

**KRS-ONE** *Ahh Yeah* (AVATAR) - Huge phones out the box! Great single from an awesome soundtrack!

**RODNEY-O & JOE COOLEY** *Funk In Yo Face* (REACT) - This single continues to grow on me! Guaranteed to put some Funk In Yo Face! Peep it out!

**BILL MILLMAN, KISS102, Syracuse**

**LOVE HAPPY** *Message Of Love* (MCA) - The C&C Mix continues their great tradition of interpretation and DJ friendly mixes as well as just plain kick ass dance grooves.

**REAL MCCOY** *Run Away* (ARISTA) - Yes! It's finally here. Once again the Mix Master Armand Van Helden has taken a track to a new level. The AVH mix is kicken fat and a reminder that some things are worth waiting for.

**DR. DRE & ED LOVER** *For The Love Of You* (RELATIVITY) - These guys have some kind of style. Smoothhh. This track is no different once again on a 70's R&B groove with some groovy lyrics.

**DJ BLADE, KJYK, Tucson**

**JOANNE FARRELL** *All I Wanna Do* (BIG BEAT/ATLANTIC) - Blowing up huge in the club. This record was released just at the right time. It sounds pumped and refreshed.

**LE CLICK** *Tonight Is The Night* (LOGIC) - Smoothed out Jungle/Euro sound. Gives this track energy. This club track is extremely radio friendly.

**RUFFNEXX SOUND SYSTEM** *Luv Bump* (QWEST) - Still my number one street record. Instant familiarity and a strong hook make this one strong.

**CORONA** *Baby Baby* (EASTWEST/EEG) - Let's see what this one will do. The Euro sound is present again but the vocal style is different. Definitely worth a spin.

**HOTMIXERS ON WAX** *EP* (RADIKAL/CUTTING) - This is great, the tracks are pumped and ready for mixing. Every DJ should have this one in his crate, especially since it was created by DJ's for DJ's. Props to all the DJ's who worked on the project.

**DJ PHANTOM & DJ K-SMOOTH, KJYK, Tucson**

**SAM SNEED** *You Better Recognize* (INTERSCOPE) - Sam Sneed comes correct with hard lyrics and a phat ass track that features Dr. Dre on the chorus. Our favorite jam at the moment.

**JOHNNY OSBORNE** *Budy Bye* (PRIORITY) - I know you remember the original Budy Bye, but it's '95 and it's time for Kenny Dope to do knowledge to this classic. Kenny lets the original lyrics flow, but freaks the shit out of the beats. Peep how many tracks you can spot from De la Soul to Redman.

**NAUGHTY BY NATURE** *Craziest* (TOMMY BOY) - Thought it was weak at first, but peeped it a few more times and I've been getting great club response. Check out the video. It's definitely butter.

**TEDDY Q ZAMORA, KMAX, Pasadena**

**ELLYN HARRIS** *Gotta Green Light* (UNITY) - (Remix)

**REGGIE HALL** *Privately* (KING STREET)

# TOTAL

featuring **NOTORIOUS B.I.G.**

*"Can't You See"*



**#1 Breakout Hitmakers Mixshow**

**Debut #66 Billboard Hot 100**

**#36 Billboard Hot R & B**

(Greatest Gainer/Sales & Airplay)

WQHT 46x      WPGC 34x      WERQ 10x

KBXX 43x      KMEL 15x

FROM THE ORIGINAL MOTION PICTURE SOUNDTRACK

**New Jersey Drive, Volume 1**





UNITED NATIONS OF HOUSE/BLACK SCIENCE ORCHESTRA *New Jersey Deep* (frr)  
 MORAES *Welcome To The Factory* (HOT & SPICY)  
 MURK *Murk* (UNDERGROUND NETWORK)

**JOSE MELENDEZ, KMEI, San Francisco**  
 METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND)  
 YOUNGLAY MACMAL *All About My Fetti* (TOMMY BOY)  
 TOTAL f/Notorious B.I.G. *Can't You See* (TOMMY BOY)  
 ROULA *Lick It* (S.O.S./ZOO)  
 FUN FACTORY *Close To You* (CURB/ATLANTIC)

**HECTOR THE EJECTOR, KSFM, Sacramento**  
 TOTAL f/Notorious B.I.G. *Can't You See* (TOMMY BOY) - DAAAAAM!  
 SKEETA RANX *I Like* (NERVOUS) - Been playing this cut in my clubs in S.F. for a while and it's starting to pick up...watch out!  
 METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND) - Method on da mic, Mary on da hook...what else do you need?

**DJ D. STREET, KSJL, San Antonio**  
 ICE CUBE *Lil Ass Gee* (PRIORITY) - The Cube's back in effect, with another tell from the hood. Check it out, play it, it's all that.  
 IRREGULAR *Irregular* (YOUNGSTA) - Here some real Southern funk with my homies straight out of Saytown. It's blowing up all over South Texas. Don't snooze or you'll lose.  
 DR DRE *Keep The Heads Ringing* (PRIORITY) - Hey, this is the bomb.

**MARK MEDINA & DJ KAUTION, KWIN, Stockton**  
 MASTA ACE *The I.N.C. Ride* (DELICIOUS VINYL) - Representing West Coast flava to the fullest...check out the phat kat remix.  
 METHOD MAN w/Mary J. Blige *All I Need* (DEF JAM/ISLAND) - This is da shit! This track will no doubt make it into regular rotation for KWIN...Puff's remixes are tight as all Hell.

NUTTIN NYCE *Froggy Style* (JIVE) - Tight ass R&B jam. The P-funk comes through once again on the sample tip.  
 COMMON SENSE *Resurrection (Remix)* (RELATIVITY) - This one could blow up, props to Common Sense comin' through representin Chi-town.  
 FRANKIE CUTLASS *Boriquas On Da Set* (RELATIVITY) - Tight beat, this is the cut if you're lookin for some Hispanic flave.

**JOHN HOHMAN, METROMIX, Pittsburgh**  
 CHANTE MOORE *This Time* (MCA) - A sweet vocal that has a 60's style and a cool laid back track. It feels real smooth.  
 C+C MUSIC FACTORY *I Found Love* (COLUMBIA) - The C&C Club Mix is HOT!  
 CHASE *Love For The Future* (ZYX) - Check out the Zanza remix. It's getting a good response in the clubs.

**ROBBIE TRONCO, Q102, Philadelphia**  
 CYM LaJOY *Car Wash* (ANOTHER VIEW) - Very close to the original but the tribal brings it up to date with today's vibe.  
 UNDERGROUND SOUNDS OF LISBON *So Get Up (remix)* - Killer high power remix...brakes into a trip-hop thing near the end...a must!  
 PHARAO *I Show You Secrets (Reanimator's Edit)* (COLUMBIA) - For mix show DJ's only...this record at 142 BPM is now 132 BPM mixed by Tronco and Dipipi for Smoke Shop Productions.  
 WINKS *Don't Laugh Remixes* (NERVOUS) - This mix is not as good as the

original Josh Wink Mix but it is different, sort of like Looney Tunes.  
 GREEN BATTERY *EP* - A hard hat House Trance Tronco Tribal EP. Wicked shit cummin' out of Philly soon...

**STEVE PEREZ, Q105, Oxnard**  
 DANA DANE *Rollin' Wit Dane* (MAVERICK) - Don't let this one slid by you, because you can't go wrong with this one. The Jack Trade Mix definitely has that old school flavor and already added to the Mix Show.  
 FRANKIE CUTLASS *Boriquas On Da Set* (RELATIVITY) - The arrival from Frankie Cutlas has that West Coast flavor with a catchy hook. You'll love this, it sounds great on the Mix Show and later everyone will be screaming for this one.  
 TECHNOTRONIC *Move It To The Rhythm* (EMI RECORDS) - Well, she's back with another monster hit with a little help from Ya Kid K. She's ready to do some damage so be on the lookout. Check out all the cuts, because this record is slam'n!  
 REEL TO REAL *Conway* (STRICTLY RHYTHM) - This record has a variety of House tracks and the tracks kick. I think Ellen you have a hit on your hands and I hope I can get another copy that I will definitely use on the Mix Show Promo!

**SHAWN PHILLIPS, Q99, Salt Lake City**  
 SUGAR *The Feeling* (AQUABOOGIE) - Hot! Hot! Hot is the only way to describe this record. I had the pleasure of meeting my boyz from Aqua Boogie at the Winter Music Conference and they hooked me up with this fierce record. Thanks Marcos  
 DR ALBAN *Let The Beat Go On* (LOGIC) - Oh yeah, the Dr. Alban I have loved for a couple of years is now back to the great sound that he is known for. This is one 'Hell of a' great club cut.  
 DA BRAT *Give It 2 U* (WORK GROUP) - I can't get this song out of my head! This is one of those songs that keeps your head bopping way after the song is over. Word up, hey!

**MICHAEL MURRAY, SUPERMIX, Hartford**  
 DJ QUIK *Safe & Sound* (PROFILE) - This uptempo track is rough and smooth at the same time. This should do real fine in the dance halls as well as the radio. (edited of course)

**STAN PRIEST, WFLZ, Tampa**  
 STRIKE *You Shure Do* (FRESH)  
 M-PEOPLE *Open Up Your Heart* (EPIC)  
 B.T. (SASHA) *Embracing The Sunshine* (IMPORT) - Phat as Phuk!  
 DJ ICEE *Love...We Do It Like This* (ZONE)  
 MORY KANTE *Yeke Yeke* (IMPORT)  
 LINK *Antacid* (WARP)

**DAVID GOLD, WPST, Trenton**  
 BUCKETHEADS *These Sounds Fall Into My Mind* (HENRY STREET) - Reminiscence of classic disco sounds are joined with quality house beats to form a catchy tune. It is the bomb!  
 TECHNOTRONIC *Move It To The Rhythm* (EMI RECORDS) - This familiar group introduces the first cut from their forthcoming album RECALL. The 12 inch single contains a number of energetic mixes which all do the trick. For those who have the double pack, try the Dangerous Mix.

**JAMES DEE, Z90, San Diego**  
 MASTA ACE *The I.N.C. Ride* (DELICIOUS VINYL)  
 MIC GERONIMO *Master I.C.* (BLUNT) - Check the B-side for even more flava!  
 DA CHEEBA HAWKS *Butter* (AV8)  
 ICE CUBE *Lil Ass Gee* (PRIORITY)

## LOGIC RECORDS HAS RECORDS THAT REACT

### CLUB ZONE "Hands Up"

#1 Mixshow & Top 5 Club Single • on radio's desk now

SPINNING & BDSing @: KJYK, WXKS, WJMN, WPOW, WDGC, WFLZ,



WOVV, KPRR, KTFM, KRBE, KBFM, WBBM, WGRD, WSNX, KQKS

**DR. ALBAN** "Let The Beat Go On" from the LP "Look Who's Talking"

#40 new Billboard Dance Chart.....#45 to #44 Hitmakers Mixshow Chart

SPINS @: WPOW, WXKS, WFLZ, WOVV, KQKS, KRBE • ADDED TO MIX @ KPRR, WEDJ, KJYK, & Z90.

**SPARKS** "When Do I Get To Sing My Way" GERMAN GOLD SINGLE

ships to radio: 4/11/95...#1 German Pop Radio...#12\* Billboard Dance...remixes out to clubs & mixshow DJ's

**LE CLICK** "Tonight Is The Night"

RADIO IS REACTING...WPOW 22 spins & KTFM add



...RETAIL IS REACTING...DEBUT SINGLE #9 J&R MUSIC WORLD...NYC CLUBS ARE REACTING...1ST WEEK #3 Billboard Dance Breakout

...MIXSHOWS ARE REACTING...ADD HOT SYNDICATED NETWORK



## BREAKOUTS

REEL 2 REAL "Conway" (STRICTLY RHYTHM)  
LOVE HAPPY "Message Of Love" (MCA)  
GLADYS KNIGHT "Next Time" (MCA)  
CORONA "Baby Baby" (ELEKTRA)  
BAD BOYS "Soundtrack" (WORK GROUP)

## CLUB MOVERS

LW TW

2-1	MONTELL JORDAN	"This Is How We Do It" (Def Jam)
3-2	WATERLILLIES	"Never Get Enough" (Sire/WB)
9-3	BILLY RAY MARTIN	"Your Loving Arms" (Elektra)
4-4	LONDON BEAT	"Comeback" (Radioactive)
8-5	REAL McCOY	"Runaway" (Arista)
7-6	MADONNA	"Bedtime Stories" (Maverick/Sire/WB)
5-7	PHARAO	"I Show You Secrets" (Columbia)
10-8	DURAN DURAN	"White Lines" (Capitol)
6-9	CRYSTAL WATERS	"What I Need" (Mercury)
1-10	REDNEX	"Cotton Eye Joe" (Battery)
14-11	K. LONDON PRODUCTION CLUB	"Who's Gonna Love Me" (Columbia)
15-12	SWING 52	"Color Of My Skin" (Cutting)
19-13	JOCELYN ENRIQUEZ	"Big Love" (Classified)
16-14	FUN FACTORY	"Close To You" (Curb Edel/Atlantic)
22-15	BLONDIE	"Atomic" (EMI)
11-16	MICHAEL WATFORD	"Happy Man" (Elektra)
23-17	2 IN A ROOM	"Ahora" (Cutting)
29-18	CYNTHIA	"How I Love Him" (Tommy Boy)
12-19	THE NOTORIOUS B.I.G.	"Big Poppa" (Bad Boy/Arista)
21-20	VYBE	"Take It To The Front" (Island)
13-21	GLORIA ESTEFAN	"Everlasting Love" (Epic)
18-22	SAM THE BEAST	"Gucci Dance" (Relativity)
26-23	WHIGFIELD	"Saturday Night" (Curb)
17-24	CRAIG MACK	"Get Down" (Bad Boy/Arista)
20-25	ICE CUBE	"What Can I Do" (Priority)
24-26	REPERCUSSIONS	"Promise Me Nothing" (Reprise)
31-27	TECHNOTRONIC	"Move It To The Rhythm" (EMI)
30-28	SOUL IV REAL	"Candyrain" (Uptown)
34-29	SAM SNEED	"You Better Recognize" (Deathrow)
40-30	KLEO	"I Got Love" (Raging Bull)
44-31	NAUGHTY BY NATURE	"Craziest" (Tommy Boy)
40-32	HUMAN LEAGUE	"Tell Me When" (Elektra)
48-33	JUDI CHEEKS	"Respect" (EMI)
50-34	DR. DRE	"Keep Their Heads Ringin'" (Priority)
37-35	BRAND NEW HEAVIES	"Spend Some Time" (ffrr)
41-36	DANA DANE	"Rollin Wit Dana Dane" (Maverick)
N-37	DOUBLE YOU	"Run To Me" (ZYX)
27-38	TLC	"Creep" (LaFace/Arista)
39-39	BIG L	"Put It On" (COLUMBIA)
N-40	JIMMY SOMERVILLE	"Heartbeat" (London)
36-41	BRANDY	"Baby" (Atlantic)
42-42	2 PAC	"Dear Mama" (Interscope)
43-43	DIANA KING	"Shy Guy" (Columbia)
45-44	FRANKIE CUTLASS	"Boriquas On The Set" (Relativity)
47-45	YO! CO ROSS	"Miss Me" (Columbia)
49-46	PAMELA FERMANDEZ	"Let's Start Over" (Cutting)
N-47	DA BRAT	"Give It To You" (Work Group)
N-48	MOBY	"Everytime You Touch Me" (Elektra)
N-49	B TRIBE	"Nadie Entiende" (Atlantic)
N-50	NINE	"Any Emcee" (Profile)

## REPORTING POOLS

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• CORONA, FRANKIE CUTLASS, GLADYS KNIGHT, LOVE HAPPY, TOWA TEI  
**SURE RECORD POOL • Bronx**  
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• DR. DRE  
**PACIFIC COAST DJ ASSOC. • Long Beach**  
Steve Tsepelis & Mixtress Victoria (310) 433-6569  
• CHASE, FRANKIE CUTLASS, JOANNE FARRELL, KELLEE, ZAHREMA  
**RESOURCE RECORD POOL • Los Angeles**  
Craig Spy (213) 651-2085  
• FRANKIE CUTLASS, GLADYS KNIGHT, JOANNE FARRELL, KELLEE, REEL 2 REAL  
**LET'S DANCE • Chicago**  
Mike Macharello (312) 525-7553  
• ICE M.C., JUDI CHEEKS, NICKI FRENCH, REAL McCOY  
**V.I.P. CHICAGO • Chicago**  
Angel Vargas (312) 733-6445  
• DINK, HIPPIY CULTURE, LOVE HAPPY, RON SIMPSON, SIR MIX-A-LOT  
**BADDA • San Francisco**  
N. Lygizos/Sulai Wong/David X (415) 882-9700  
• DJ SMURF, GLORIA GAYNOR, JEREMY, LOVE PUNANY BAD, REAL McCOY  
**PHILADELPHIA METRO POOL • Philadelphia**  
Martin Keown (215) 336-6950  
• ABIGAIL, B TRIBE, FRANKIE CUTLASS, STEVIE WONDER, YO! CO ROSS  
**PHILADELPHIA SPINNERS ASSOC. • Philadelphia**  
Bob Pantano/Tony Harris (609) 662-7222  
• CHASE, CORONA, GLADYS KNIGHT, GROOVE THERAPY, LOVE HAPPY  
**ADVANCED MUSIC PROMOTION • Detroit**  
Lee Eckinger (810) 543-1764  
• BAD BOYS, KYM SIMS, ORB  
**DANCE DETROIT • Detroit**  
Steve Nader (810) 541-4323  
• ANGEL CORPUS CHRISTY, COMMON SENSE, DINK, MASTA ACE, NUTTIN' NYCE  
**MID-WESTERN DANCE ASSOC. • Detroit**  
Enola-Gaye Porter (313) 546-8448  
• ASWAD, CHANTE MOORE, DINK, KYM SIMS, LOVE HAPPY  
**OUR MID-ATLANTIC POOL • Washington, DC**  
B. Keart /A. Chasen (202) 483-8880  
• BAD BOYS, CORONA, GLADYS KNIGHT, KYM SIMS, LOVE HAPPY  
**TABLES OF DISTINCTION • Washington, DC**  
Eardrum (301) 270-2604  
• HEATHER B, LOVE PUNANY BAD, SOUTHEAST SOUNDS, TOTAL, VERTICAL HOLD  
**BOSTON RECORD POOL • Allston, MA**  
Maurice Wilkey & James Hughes (617) 731-1500  
• B TRIBE, JEMINI THE GIFTED ONE, LOST BOYZ, REEL 2 REAL, SARA PARKER  
**MUSIC INFORMATION X-CHANGE • Houston**  
Sam Meyer (713) 529-6MIX  
• CHASE, GROOVE THERAPY, JOANNE FARRELL, LOVE HAPPY  
**FLAMINGO RECORD PROMOTIONS • Miami**  
Richard McVay (305) 895-1246  
• DJ RAFY MELENDEZ, JOANNE FARRELL, LOVE HAPPY, M 5, ZAHREMA

**DIXIE DANCE KINGS • Alpharetta**  
Dan Miller (404) 740-0356  
• B TRIBE, DJ MAGIC MIKE, JON SECADA  
**NORTHWEST DANCE MUSIC • Seattle**  
John England (206) 223-8758  
• CHASE, GLADYS KNIGHT, JIMMY SOMERVILLE, JOANNE FARRELL, KELLEE  
**DIRECT HIT • Massapequa**  
Scott Allan (516) 541-6312  
• CORONA, DURAN DURAN, JOANNE FARRELL, LOVE HAPPY  
**LONG ISLAND RECORD POOL • Long Island**  
Jackie McCloy (516) 796-6596  
• DINK, JOANNE FARRELL, JUSTER, MN8, REEL 2 REAL  
**PITTSBURGH DJ ASSOC. • Pittsburgh**  
Jim Kolich (412) 885-1472  
• BAD BOYS, GLADYS KNIGHT, LOVE HAPPY, MASTA ACE, NUTTIN' NYCE  
**FLORIDA SUNCOAST RECORD POOL-TAMPA BAY/ORLANDO • Tampa Bay**  
H. Tripp/J. King/R. Roman (813) 544-7609  
• CHASE, GROOVE THERAPY, KMFDM, LOVE HAPPY, REEL 2 REAL  
**DANCING DISC'S OF DENVER • Denver**  
Lawana Sims (303) 333-6901  
• ABOVE THE LAW, N2DEEP, WHIGFIELD  
**5 STAR • Covington**  
Mark Burney (606) 261-6972  
• APHEX TWIN, FRANKIE CUTLASS, LOVE HAPPY, TOWA TEI  
**INLAND EMPIRE RECORD POOL • Perris**  
Bill Proctor (909) 657-3277  
• DJ SMURF, ICE M.C., JUDI CHEEKS, NINE, TECHNO TRONIC  
**CENTRAL OHIO RECORD CORP • Columbus**  
Fred Dowdy (614) 442-3396  
• BOYZ II MEN, N2DEEP, NUTTIN' NYCE, SCARFACE  
**STARFLEET MUSIC POOL • Charlotte**  
Ronnie Matthews (704) 532-8496  
• 1-900, AMAZING MANFRED, DV8, JUDI CHEEKS, SNAP  
**BACKSTAGE MUSIC PROMOTIONS • Cincinnati**  
Scott H. Covert (513) 721-2268  
• CHASE, JOCELYN ENRIQUEZ, MISERY LOVES CO., NEW JERSEY DRIVE, PEACETRAIN  
**LAS VEGAS RECORD SYSTEMS • Las Vegas**  
Rory McAlister (702) 256-1567  
• DR. DRE, JOANNE FARRELL, LE CLICK, NUTTIN' NYCE, REEL 2 REAL  
**HAWAII DISC JOCKEY ASSOC. • Honolulu**  
Kevin Okada (808) 926-3591  
• JIMMY SOMERVILLE, JOANNE FARRELL, NUTTIN' NYCE, STEVIE WONDER, STATIK  
**KEYSTONE SPINNERS RECORD POOL • Wilkes Barre**  
Carl Gross (717) 823-5233  
• GLADYS KNIGHT, LOVE HAPPY, NUTTIN' NYCE, TOWA TEI  
**CONNECTICUT'S MUSIC POOL • Orange**  
Stephen M. Richardson (203) 789-0038  
• EL MAESTRO, REEL 2 REAL, RON LAWRENCE, TOWA TEI, VERTICAL HOLD  
**RICKETTS RECORDS • Morristown, NJ**  
Bill Rickett (201) 478-5764  
• CARLOS VIVES, JEREMY, JUDI CHEEKS, TLC, TOTAL  
**S.U.R.E. • Bronx, NY**  
Bobby E. Davis (718) 904-0500  
• PLANTLIFE, WAYNE ROLLINS, DALE SCOTT, GLADYS KNIGHT, BUTCH QUICK & JAMES HOWARD



# HITMAKERS'

## CHICAGO SEMINAR

May 4 • 5 • 6

**WESTIN HOTEL (312) 943-7200**

Special Seminar Room Rate: \$110

PRE-REGISTRATION: \$150

**REGISTRATION IS \$200 AFTER APRIL 15TH AND AT THE DOOR!**  
(cash only at the door)

**GOLF TOURNAMENT**  
Thursday  
May 4th.  
10:30AM

GOLF  
ENTRY  
FEE:  
\$125 per player



**PRAIRIE LANDING GOLF CLUB In West Chicago**

Contact: RICK COOPER @ 312-280-1212

for entry info and tee sponsorship.

All proceeds to the T.J. MARTELL FOUNDATION



# APRIL

WEDNESDAY	THURSDAY	FRIDAY
	8	Dionne Farris on <i>SNL</i>
11		Bruce Springsteen <i>Secret Garden</i> single in store. <i>Top 40 Impact</i>
	18	Keith Martin album in stores
20		Bloodhound Gang single ships
24		Jeff Buckley <i>Last Goodbye</i> <i>Top 40 Impact</i>

# KEITH MARTIN

## NEVER FIND SOMEONE LIKE YOU

When a song gets requests, great call-out, and major sales increases every week in airplay markets...what does that tell you? Keith Martin *Never Find Someone Like You* is a proven hit record! In Boston, WJMK #5 most played (64 plays), Top 5 requests and the SoundScan single jumps from #19 to #75!! In San Francisco, KYLD #3 most played (62 plays) and airplay on KMEL the SoundScan single jumps from #10 to #5!! Hello! Same story in Los Angeles, Philadelphia, Miami, Seattle, Houston, San Jose, Washington, D.C., Hartford, San Diego, and so on... 22\*20\* Monitor Top40, Rhythm Chart

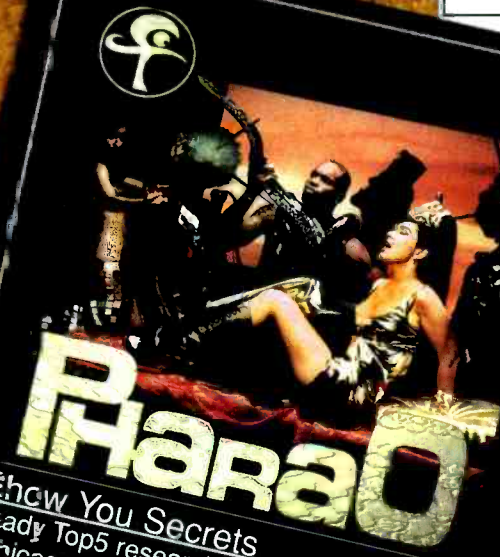
Learn the Cow Fonque!! Buckshot LeFonque is Branford Marsalis and his funky band! *Some Cow Fonque* is the ultimate multi-format secret weapon. Just ask WKTI (already 20 spins this week, Top 20 rotation)...and the story in D.C. is incredible...major airplay from Adult/R&B 2\* WMMJ (4x day), WPGC (new airplay album in D.C. last week! Don't miss Buckshot on the tonight show April 11th, and on tour everywhere. If you think the *Cow Fonque* was big wait 'til you see the *Cow Fonque*!

# SOPHIE B. HAWKINS



*As I Lay Me Down*, the new single from Sophie B. Hawkins is already the "#1 favorite song with females 29-34" according to WKTI's call-out research...Top 15 rotation at WKTI 26 plays and the #38 SoundScan single in the market. Major airplay: WNVZ, WKRZ, WTMX, WGTZ, Y107, WDJX. New airplay commitments include WSTW, WNNK, WKDD, WTRW...

Big L's debut album *"Lifestylez ov da Poer and Dangerous"* debuts this week at #4 on the Billboard New Artist Chart. The single *Put It On* is already spinning at Power106 (5 plays already this week), HOT97, 92Q, WPGC, KMEL, WJMH...and the video is blowing up on 



## I Show You Secrets

Already Top5 research, request and sales hit in Chicago thanks to B96...the story continues! New airplay this week WXP-S-Boston, WKSS-Hartford, POWER96-Miami, Z93-Ferriello. Major spins at WWK-Frovidence, KMXV-Kansas City, KTFM-San Antonio, and KZFM (#1 requests and #2 call-out).

www.sony.com



The **BUZZ** Is On...

**HITMAKERS'**

**CHICAGO**

*Is The Place!*

**May 4 • 5 • 6**

**MAKE YOUR ROOM RESERVATIONS NOW!  
And Take Advantage Of Our  
EARLY Registration fee.**

**PLEASE REGISTER ME FOR CHICAGO!**

Name: \_\_\_\_\_ Station/Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Send your completed registration form and check or money order for \$150.00 (Early Registration Fee) - Registration Goes Up To \$200 After April 15th - to:

**HITMAKERS Magazine**

**22222 Sherman Way, Suite #205, Canoga Park, CA 91303**



# CHICAGO

# 1995



**DATE:**

May 4 • 5 • 6

**THE PLACE:**

Westin Hotel (312) 943-7200

**ROOM RATE: \$110**

**PRE-REGISTRATION: \$150**

**PLEASE NOTE: REGISTRATION IS**

**\$200 (cash only at the door)**

**AFTER APRIL 15, 1995!**

**REGIONAL  
SEMINARS**



**RADIO  
'95**



# Ear To The Ground



**TOP OF THE WORLD MA!** KIIS-FM Sports mouth VIC "THE BRICK" JACOBS shows off his Bruin pride at station pep rally!



**JON SECADA VISITS Q106!** KKLQ APD RAY KALUSA (third from left) and Q-staffers with EMI superstar JON SECADA!

## KIIS VAN (B)RUINED!:

A KIIS-FM promotional van was such a hit at a UCLA basketball victory rally, fans flipped over it...literally! It all happened Monday night following the Bruins victory in the NCAA mens basketball title game. As station afternoon guy NASTYMAN and a promotions assistant were trying to hand out T-shirts and money to a crowd at a victory rally, frenzied fans went out of control and turned over the van! No injuries were reported, but according to KIIS-FM promotions goddess KAREN TOBIN, the van got "streamlined." KAREN told Ear the van is now "ruffled...because it has ridges." Sounds like they shoulda brought the HUMMER!

## Q & A (PART 1):

The question that's on everybody's lips is "will KEITH NAFTALY be joining the executive staff at ARISTA A&R?" That's the rumor, and it makes a lot of sense. This publication believes he is a real music man at heart. Look for the deal to go down any time now.

## DO YOU KNOW THE WAY TO RCA?:

KHQT/HOT 97.7 Music Director PETE MARRIQUEZ is leaving San Jose. But he's not going far away. From S.J. to The Bay...PETE's gonna be doin' local in San Fran for RCA. (Wow, it all rhymed!) HOT 97.7 PD BOB PERRY told EAR that "PETE's unique talent to 'work the streets,' and stay in touch with listeners music tastes...have played a major role in HOT 97.7's success." BOB is now in the hunt for the station's next music director. If you can "make the streets come out of the speakers," get your stuff to Mr. PERRY at: KHQT, 2860 Zanker Rd. Suite 201, San Jose, CA 95134.

**MARCH MADNESS MADE US APRIL FOOLS...**that's the only excuse we could think of (that we thought you might actually buy)...as we extend a brief apology to JO JO KINCAID for mis-printing his phone number a few issues back. JO JO's correct number is (508) 460-5113. Blow him a call, and keep your ears open for what's "cookin'" with Mr. KINCAID.

## CHASE DONE DOIN' DAWNS AT 'DON':

KDON/Salinas-Monterey morning guy MIKE CHASE has left the building. KDON PD MICHAEL "Alfred E" NEWMAN told Ear that the station "will be taking a more music-intensive stance in the mornings." But he is looking for someone "topical,

witty and female friendly" to fill the slot. If this sounds like you, send your package (along with appropriate postage and handling) to Mr. NEWMAN at: KDON, 55 Plaza Ct, Salinas, CA 93901. EOE...and for heaven's sake, NO PHONE CALLS!

## Q&A (PART 2):

Who's the leading contender to fill the PD chair at THE BEAT-KKBT/L.A. if/when KEITH NAFTALY makes a move to ARISTA? The pipeline is filled with speculation and a short list of names. Expect a sig-

TINGTON to the label's all-star team....As expected, JACK SATTER has named KEN LANE to the post of V.P./Promotion for JIVE!

## APRIL FOOLS and FOLLIES:

An April Fools prank back-fired on KKXL/Grand Forks, when cross-town competitor KQHT exposed the farce to North Dakota's before it had played out. Apparently XL93 had been on air promoting a listener meet-and-greet with DON HENLEY, which was plausible since DON and the EAGLES were performing in the area. In actuality though, the DON HENLEY that XL93 was promoting was a local guy who just happened to share the same name as the famous musician. KQHT PD JAY MURPHY got wise to the prank, and ran promos explaining XL's hoax in great detail. JAY said "it was like letting someone get through a very long joke, and then right before they get to the punchline, you say it!" XL93 was apparently undeterred by KQHT's expose' and went ahead with the prank...only to find KQHT staffers at the event site, offering candy suckers to any XL listeners who actually showed up!

## MORE APRIL FOOLISHNESS:

WWST/Knoxville staged the old "fake parade" gag as an Aril Fools stunt, complete with a simulated "live" broadcast from the parade route, float announcements, and commentary. To add to the mayhem, STAR 93.1 announcers continually reported the time an hour off....convincing listeners they had missed turning their clocks ahead for Daylight Savings time!

## JOB OPS:

JAMMIN' 92-WZJM/Cleveland has a full-time air shift available. Experience preferred. Send all your stuff to: J.J. QUEST, 2510 St. Clair Avenue, Cleveland, OH 44114. (If you get interviewed, tell 'em you want season fix to see the Indians in their new yard.) GO TRIBE!

WWTX/Waco PD TOM MARTENS has an immediate opening for a morning show producer. If you've got strong organizational skills, and a willingness to make a fool of yourself in public, this is the job for you! T's and R's to: FLASH PHILLIPS, Box 2636, Waco TX 76702 (EOE).

CHICAGO HOPE...as in "we hope we'll see you there" for the Seminar!

## Namz - In - The - Newz

- JOHN FAGOT •
- PHIL COSTELLO •
- RUSSELL SIMMONS •
- LYOR COHEN •
- RICK STACY •
- VAUGHN HARPER •
- COLUMBIA PROMOTION TEAM •

nificant ripple effect, as a succession of programmers begin lining-up for a succession of opportunities.

## COMINGS and GOINGS:

KANDY KLUTCH exits G105/Durham-Raleigh. STEVE DOUGLAS is the station's new MD...JOHN MULLEN is the interim PD at WBLS/N.Y. as QUINCY McCOY leaves the building...ELVIS "Duran" DURAN segues from PM drive at WHZ/N.Y. to similar duties in Bruin-country at KYSR-STAR 98.7 in L.A....KHTN-HOT 105/Modesto APD/MD ALLEN CHASE called Ear with an "add": the arrival of 7-pound, 7-ounce son ANDRU ALLEN. Mama SUSAN and the junior CHASE are doing fine....ELEKTRA promo kingpin GREG THOMPSON adds DON COT-



Stay  
up  
late.



Heavy  
Top 10  
Countdown



MUSIC FIRST™  
Extra Large

# MADONNA

## BEDTIME STORIES

**One Of The Most Added Again, Including:**

**WXKS WNVZ KDWB PRO-FM KHFI**

**#1 Increased Airplay, Including:**

**WZPL 43x PWR96 30x KKFR 31x  
Z100 15x KIIS-FM 10x Q106 13x  
KHKS 15x KMXV 31x WKBQ 12x  
WNCI 12x**

**Already more than 1100 Top40 BDS Detections.  
More than 9 million Top40 listeners.**

The next single  
from the album  
*Bedtime Stories*

Produced by Nellee Hooper and Madonna

Management: Freddy DelVann/DelVann Entertainment



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# Ear To The Ground

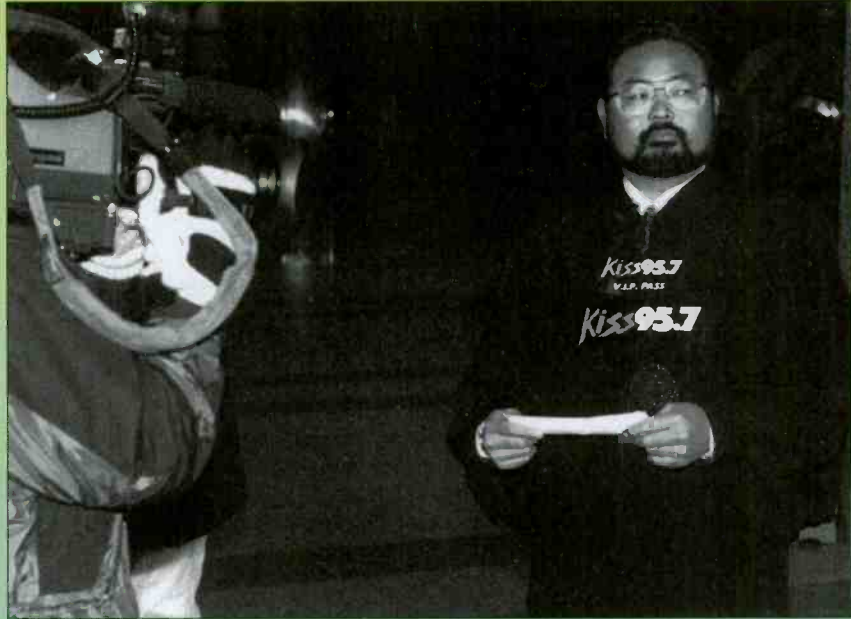
## THE HOT TIP

### TOM PETTY "It's Good To Be King" (WB)

Looks like another smash for TOM PETTY...this is a terrific song, from a familiar artist well liked by adults. Added this week by CHARLIE QUINN at Y107/Nashville, BRIAN BRIDGEMAN at WEDJ/Charlotte, DAVID SIMPSON at PRO-FM/Providence, plus B97, KISF, KJYO, WGTZ, WHHY, WPMY, WNOK and more. 40 spins last week at Q99 and 17 spins at WRQK.



**KATO'S ANGELS!** It's not *that* KATO, this one's got a job! WPLJ morning show producer JOHN "KATO" MACHAY, flanked by station news director NAOMI DICLEMENTE and the "angelic" CHERYL LADD.



**HERE COMES THE JUDGE!** Hartford's WKSS gave its listeners a chance to be "sentenced" by Judge Ito, or in this case, Randall Tamayei, who was banned from the real Judge Ito's courtroom for causing too much commotion!

#### SOUNDTRACK CENTRAL:

If it's Spring, it must be movie time. And if it's movie time, it must be time for movie soundtracks. You already know the movie music from *Boys On The Side* is huuuuge, and that the *Bad Boys* collection is a real monster! Now check your mail for two more really cool soundtracks. *New Jersey Drive* is a fresh piece of celluloid from SPIKE LEE, and the movie music on TOMMY BOY is kickin' with phat trax from COOLIO, QUEEN LATIFAH, KEITH MURRAY, REDMAN, HEAVY D., NAUGHTY BY NATURE and the ever-smooth MAZE featuring (or course) FRANKY BEVERLY, plus many more. In fact, there's so much music, you'll be getting it on two separate CD's!

Also, the CHRIS FARLEY/DAVID SPADE vehicle TOMMY BOY (the title having no connection to the above mentioned label), which opened to some big box office, has a great soundtrack. GOO GOO DOLLS, PAUL WESTERBERG, PRIMAL SCREAM and SOUL COUGHING are just a few of the PoMo-type acts on the WARNER BROS release. Also, check out the loud cover of the KISS classic "I Love It Loud," by PHUNK JUNKEES! On the flashback tip, you'll find DEXY's MIDNIGHT RUNNERS, R.E.M.'s "End Of The World..." and a song you probably forgot, MOCEDADES early 70's smash "Eres Tu," which, as we think about it, would be nifty cover material for GLORIA ESTEFAN.

(Hey, here's an idea, theater owners showing all four of these movies could bill it as "*Bad Tommy Boys On The Side on New Jersey Drive!*")

#### BUZZ BUSTS BIG!:

MURRAY/WALSH Radio Programming announced the signing of 11 stations to the affiliate list for "The Modern Buzz" in its first week. The show features music by today's hottest Alternative acts, along with interviews, contests and more, all presented

by WKSS/Hartford night jock MICHAEL MAZE. To get the show, or find out more, call MICHAEL MURRAY at (800) 729-6499.

#### GRAHAM'S WOLFGANG RETURNS:

WOLFGANG RECORDS, the bay area label started in the late 1970's by the late BILL GRAHAM has been revived. WOLFGANG, which was responsible for EDDIE MONEY's early success, has entered into an exclusive deal with A.E.C Music Distribution, with plans to issue two or three albums annually. The label's debut release will, in fact, be "Love & Money," from none-other than EDDIE MONEY.

SPEAKING OF EDDIE....Look for EDDIE MONEY at center court in Cleveland April 9th, as the Cavaliers host those Bulls from Chicago. No EDDIE won't be banging the boards with the big men...he'll be singing the National Anthem just before the start of the nationally televised game. Roll those VCR's!

#### MAVERICK NABS NAPPI FOR NATIONAL NICHE:

TOMMY NAPPI joins the staff at MAVERICK RECORDS as a member of its National Promotion staff. MAVERICK VP/Promotion TERRY ANZALDO told Ear, "TOMMY and I have been talking about working together for some time now, and I'm glad that it's finally official. His experience in Alternative and Urban-crossover music, makes him a valuable addition to MAVERICK. I look forward to our partnership."

#### QUINN CHECKS IN:

Y107-WYHY/Nashville PD CHARLIE QUINN checks in to say he's appointed MD GATOR HARRISON as the station's PM driver. The shift was recently vacated by long-time Y107 personality MARTY MAYOR. At the same time, CHARLIE is looking for a night jock. Get your stuff to Mr. QUINN at: WYHY-FM, 810 Division Street, Nashville, TN 37203.

#### PEARL JAMMIN':

The long-awaited, much anticipated PEARL JAM concert tour has finally been announced. After looking for several alternatives for selling and distributing tickets, (to circumvent Ticketmaster, with whom the band has been feuding), PEARL JAM opted for Southern California-based ETM Entertainment Network. PEARL JAM ticket-buyers will order tix through ETM's interactive 800 numbers and receive them buy mail...with a service charge substantially lower than Ticketmaster's! The tour kicks-off June 16th in Boise at the BSU Pavilion, with stops in Salt Lake City, Albuquerque, New Orleans, Austin, Denver, San Francisco, Phoenix, San Diego and Milwaukee.

(In what may be a bit of an apology to snubbed fans in Chicago, L.A. and New York, PEARL JAM manager KELLY CURTIS, through a press release, said that the band "has been looking for over a year to find an alternative ticketing system and to secure venues. We appreciate the patience of our fans and supporters during the past year.")

#### AT IT AGAIN:

Dallas listeners were outraged by remarks HOWARD STERN made this past Monday in reference to the murder of Tejano star SELENA. Among the offending material was a segment in which STERN aired one of the artist's songs, with gunshots mixed in the background. Affiliate KEGL has issued an apology, but area activists and SELENA fans are calling for a boycott of station advertisers, and for STERN's removal.

#### B I I M ON MTV:

As if they weren't hot enough already, MOTOWN ultra-stars BOYS II MEN were just profiled in an exclusive MTV Rockumentary, which was capped off with the premiere of the video to the groups smash new single "Water Runs Dry."



## Secret Garden

She'll let you in her house  
If you come knockin' late at night  
She'll let you in her mouth  
If the words you say are right  
If you pay the price  
She'll let you deep inside  
But there's a secret garden she hides

She'll let you in her car  
To go drivin' round  
She'll let you into  
the parts of herself  
That'll bring you down  
She'll let you in her heart  
If you got a hammer and a vise  
But into her secret garden, don't think twice

You've gone a million miles  
How far'd you get  
To that place where you can't remember  
And you can't forget

She'll lead you down a path  
There'll be tenderness in the air  
She'll let you come just far enough  
so you know she's really there  
She'll look at you and smile  
And her eyes will say  
she's got a secret garden  
where everything you want  
will always stay

A million miles away

the FIRST SINGLE from Bruce Springsteen's Greatest Hits!



# the Jayhawks

blue  
we're committed!!



# are you?

 **ACTIVE**

 **CUSTOM**  
MUSIC FIRST™

The debut single from the album *Tomorrow The Green Grass*  
Produced by George Drakoulis. Management: Borman / Moir Entertainment