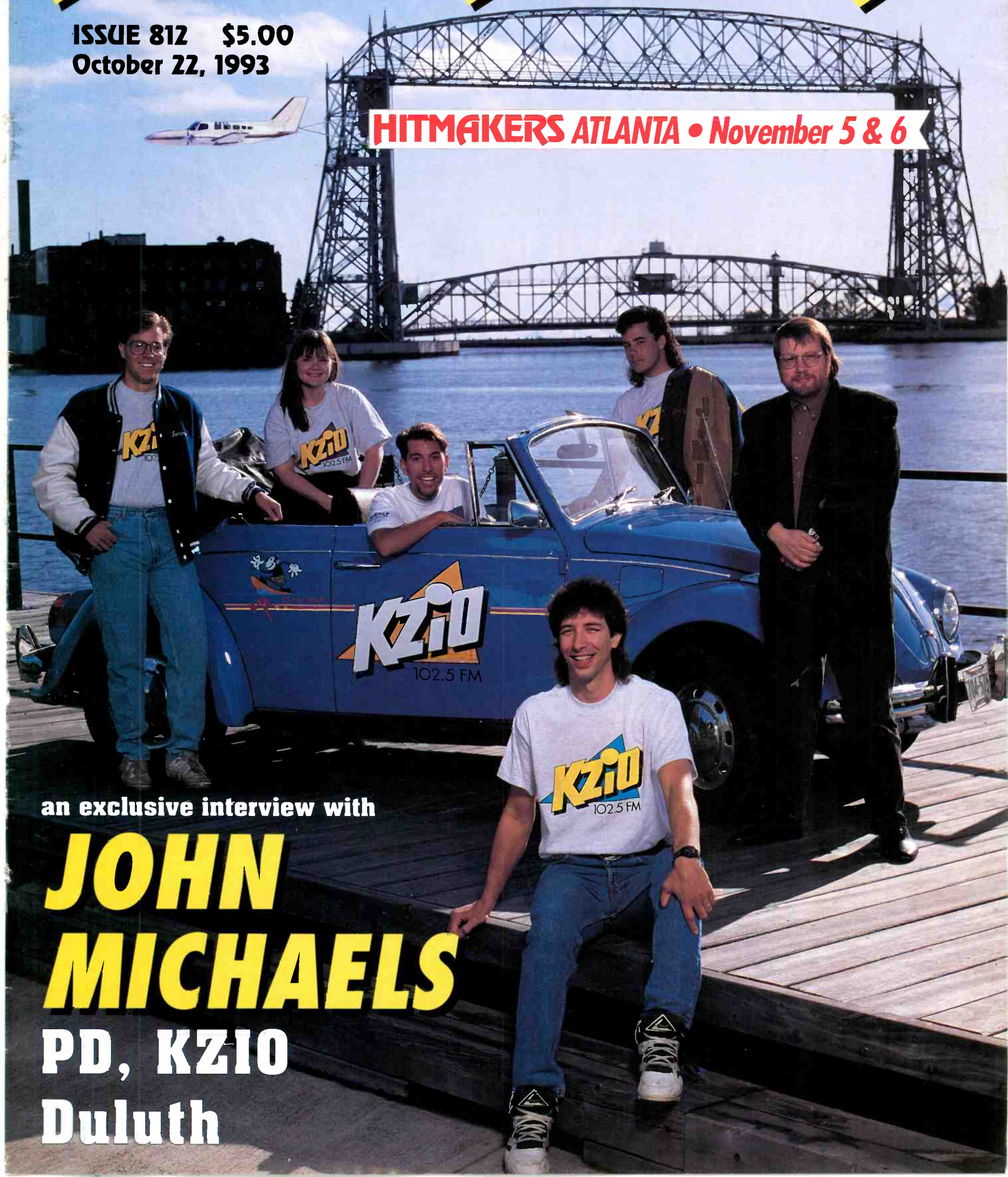


HITMAKERS[®]

ISSUE 812 \$5.00
October 22, 1993

HITMAKERS ATLANTA • November 5 & 6



an exclusive interview with

**JOHN
MICHAELS**

**PD, KZIO
Duluth**

START SPREADING THE NEWS.

Frank Sinatra

Duets

CHARLES AZNAVOUR

you make me feel so young

ANITA BAKER

witchcraft

TONY BENNETT

new york, new york

BONO

i've got you under my skin

NATALIE COLE

they can't take that away from me

GLORIA ESTEFAN

come rain or come shine

ARETHA FRANKLIN

what now my love

KENNY G

*all the way/one for my baby
(and one more for the road)*

JULIO IGLESIAS

summer wind

LIZA MINNELLI

i've got the world on a string

CARLY SIMON

*guess i'll hang my tears out to dry/
in the wee small hours of the morning*

BARBRA STREISAND

i've got a crush on you

LUTHER VANDROSS

the lady is a tramp

Frank Sinatra returns to the recording studio for the first time in nine years. And he's come home to the label and studio that are synonymous with the most prolific years of his extraordinary career.

Capitol Records proudly announces the release of **DUETS**. Thirteen new recordings of timeless Sinatra classics featuring the master of popular song in vocal harmony with some of the world's greatest artists.

Once again, Sinatra makes musical history, and unites the generation gap, with a year's-end collection of songs that make the perfect holiday gift for any music fan.

the recording event of the decade coming november 2

On Capitol Compact Discs and Cassettes.

Produced by Phil Ramone Co Produced by Hank Cattaneo Executive Producers: Charles Koppelman, Don Rubin, and Eliot Weisman

Frank Sinatra Management: Premier Artists Services, Inc.



© 1993 Capitol Records, Inc.

THE HITMAKERS DISC-OVERY CLUB®

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

1. PHIL COLLINS "Both Sides..." (ATLANTIC)

"Always a Top-5 callout artist for us."

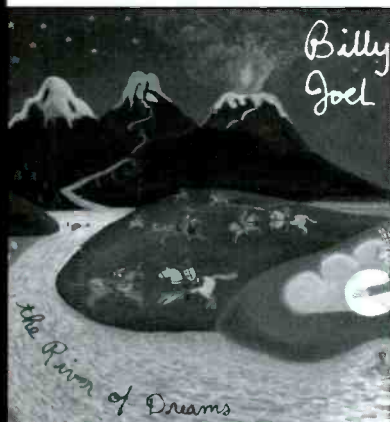
- JOHN IVEY, 98PXY

"Great sound, great image. Sounds like a winner."

- DON LONDON, WZPL

"A Phil Collins song with an edge."

- MIKE PRESTON, WPLJ



2. BILLY JOEL "All About Soul" (COLUMBIA)

"Could be even stronger than River Of Dreams, which was #1 for us."

- NEAL SHARPE, JET-FM

"The classic Billy Joel sound that fits today's Top40 format."

- JOE LIMARDI, WFHN

"Got a lot of soul."

- KEVIN PETERSON, KDWB

3. 10,000 MANIACS "Because..." (ELEKTRA)

"Should work well at any Top40 format."

- TONY MASCARO, PRO-FM

"Loved it the first time around...Even better with Natalie at the helm."

- CRUZE, WKBQ

"Stone-Cold Smash!"

- JERI BANTA, WYKS



4. the cranberries "Linger" (ISLAND/PLG)

"Great response with females...Hit." - ADAM COOK, XL106.7

5. COLOR ME BADD "Time..." (GIANT/REPRISE)

"Has a hook that really pulls you in." - CAREY EDWARDS, KHFI

6. CULTURE BEAT "Mr. Vain" (550 MUSIC/EPIC)

"#1 club record in town...Top-five phones." - BRIAN BURNS, WKSE

7. JIMMY CLIFF "I Can See Clearly..." (CHAOS)

"Clearly a hit. Immediate phone record." - SCOTT WHEELER, KZ93

8. MARIAH CAREY "Hero" (COLUMBIA)

"Great follow-up to...one of our biggest testers." - FRITZ MOSER, WZPL

9. TONI BRAXTON "Breathe..." (LaFACE/ARISTA)

"Big phone response from all demos." - CADILLAC JACK, WYKS

10. TIA CARRERE "I Never Even Told You" (REPRISE)

"Absolute smash!" - LEE ST. MICHAELS, WWCK

Don't Miss Jimmy Cliff on
Late Show With David
Letterman, Wednesday,
November 3!



Over 80 stations in 3 weeks!

Added At:	WBBQ
KKRZ	WHYY
WAPE	WAPI
XL106.7	WDJX
WVKS	and many more!

After all the pumpin', bumpin' and jumpin', I can see clearly now.



Jimmy Cliff

I CAN SEE CLEARLY NOW

THE FIRST SINGLE AND VIDEO FROM THE TOP 3 DEBUTING MOVIE.

BDS Airplay, Top40 and
AC: 800 Spins
BDS Audience, Top40
and AC: 5 Million

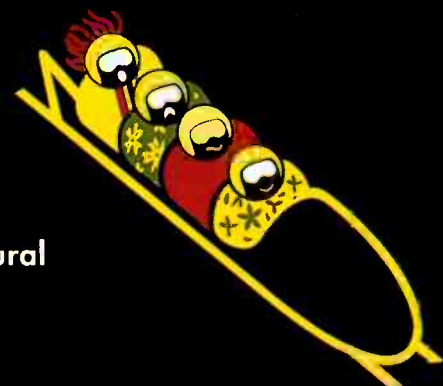
KEN BENSON, PD, KKRZ – "See the movie
and you will want to play the song."

AIRPLAY HIGHLIGHTS

Station	Plays
KRQ	35
Q106	31
B100	31
WKTJ	31
KYKY	29
95QQ	28
KQTQ	26
WKBQ	25
KISN	22
KPLZ	22



CASEY KEATING, PD, KPLZ
"One of the most natural
songs to put on the air."



JEFF McCARTNEY, PD, WAPE
"Top 20 requests this week with
solid 18-24 calls."



COOL RUNNINGS

THE #1 FAMILY MOVIE IN AMERICA.



CHAOS

"CHAOS" and Chaos design are trademarks of Sony Music Entertainment Inc.

Produced by Paul Henton

In 1976, radio fell in love with the No.1 hit
"Don't Go Breaking My Heart."

Seventeen years later,
the romance continues...



ELTON JOHN & KIKI DEE

“*True love*”

The Cole Porter Classic And First Single From Elton John's New Album *Duets*
Produced by Narada Michael Walden for Perfection Light Productions
Management for Elton John: John Reid

MCA

© 1993 MCA Records, Inc.

HITMAKERS

Regional Seminar

SCHEDULE

Registration - Friday: 9am - 5pm; Saturday: 9am - 1pm
(No one will be admitted to any event without a **HITMAKERS** Seminar badge.)

FRIDAY, November 5th

11am to 12:30pm



PLG LUNCH

- A Working Lunch sponsored by PLG and featuring a live performance by **MELISSA ETHERIDGE**



12:30pm to 2:30pm

TOP40 CAREER WORKSHOP

- including DAVE ALLEN, RICH BAILEY, JERI BANTA, BILL CAHILL, J.J. COOK, CLAY GISH, DUSTY HAYES, KRIS EARL PHILIPS, BILL SHAHAN, STU SMOKE, MICHAEL STEELE, NEIL SULLIVAN, CHRIS TAYLOR, CAT THOMAS, and more TBA.

2:30pm to 4pm

BOB WILSON - Q & A

- The Publisher and Founder of Radio & Records will answer your questions about his publication and their new technology.



4pm to 6pm

JEFF McCLUSKY & ASSOCIATES

- Presents a Special Guest Speaker (TBA)



10pm



SPECIAL EVENT:

PLG RECORDS Presents
The Bee Gees In Concert!

- In conjunction with STAR94 and HITMAKERS



ATLANTA

November 5 & 6

J.W. MARRIOTT

At Lenox (404) 262-3344

SATURDAY, November 6th

10am to 2pm

FUSION OF THE FORMAT

- An in-depth discussion of the growing influence and viability of Alternative music into the Mainstream. This session includes a working lunch.
- Featuring: JOHN CLAY/The EDGE - Phoenix, LESLIE FRAM/99X-Atlanta, RICK MICHAELS/The END - Cleveland, DON PARKER/The EDGE - Fresno, JAY TAYLOR/The EDGE - Las Vegas
- Other participants to be announced!

2pm to 4pm

The **HITMAKERS** FACE TO FACE

- Featuring: TOM CASEY-100.3JAMZ, LEE CHESNUT-STAR94, CRUZE-WKBQ, JEFF McCARTNEY-WAPE, TONY NOVIA-STAR94, BRIAN PHILIPS-99X, RICK STACY-KKFR, STEVE WYROSTOK-KRBE
- Other participants to be announced!

PLEASE REGISTER ME FOR ATLANTA!

Name: _____ Station/Company: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____

Send your completed registration form and a check or money order for \$99.00 (\$150.00 cash at the door) to:

HITMAKERS Magazine

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



Billy Joel

All About Soul

STEVE KINGSTON, PD, Z100, NY

"Z100 and All About Soul are a perfect fit...Every time I hear it, I think about Billy Joel and the six sold-out Madison Square Garden shows that I attended...almost."

DAVID ISREAL, MD, WMXV

"It's tempo, it's hooks, it's great, it's Billy Joel, it's a hit, it's All About Soul."

MIKE PRESTON, APD/MD, WPLJ

"We have been playing All About Soul since the release of the album, and the reaction mirrors that of River Of Dreams!"

MIKE LARKIN, APD, WBLI

"All About Soul is all about Rock and Roll in the '90s...Billy's straight-ahead approach and driving melody make you feel part of the song..He is not singing at you...You are singing with him!"

See Billy on Saturday Night Live, October 23rd.

Produced by Danny Kortchmar.
Management: Schock Entertainment.

COLUMBIA

Columbia Reg U.S. Pat. & Tm. Off. Marca Registrada /© 1993 Sony Music Entertainment Inc

HITMAKERS Faces & Places



Ralph Simon has been appointed Executive Vice President at CAPITOL Records.



Hilary Shaev has been appointed Vice President, Pop & Video Promotion at Sony 550 Music.



Jeff Appleton has been appointed Vice President, Rock Promotion at Sony 550 Music.



Karen Colamussi has been named Vice President of Marketing at ATLANTIC Records.

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Vicky Germaise has been named Vice President of Product Development at ATLANTIC Records



MCA Records' Best Kissers In The World recently played as the opening act on X's "A-rea Code Tour." Pictured (standing, l-r): Ron Oberman, Sr. VP/A&R, MCA; Randy Milder, Sr. VP/Mktg., MCA; Glen Lajeski, VP/Artist Dev., MCA; Jeff Stone, guitarist, Best Kissers In The World; David Fleischman, VP/Album Promo., MCA; Gina Iorillo, VP/Rock Promo., MCA; Tim Arnold, drummer, Best Kissers In The World; Gary Spvack, Nat'l. Dir./Alternative and Rock Promo., MCA; Sherri Trahan, Nat'l. Dir./Alternative Promo., MCA; Robbie Snow, Dir. of Mktg., MCA; (kneeling, l-r): Richard Palmese, Pres./MCA; Gerald Collier, vocalist/guitarist, Best Kissers In The World; Jennifer Jay, A&R Rep., MCA; and Dave Swafford, bassist, Best Kissers In The World.

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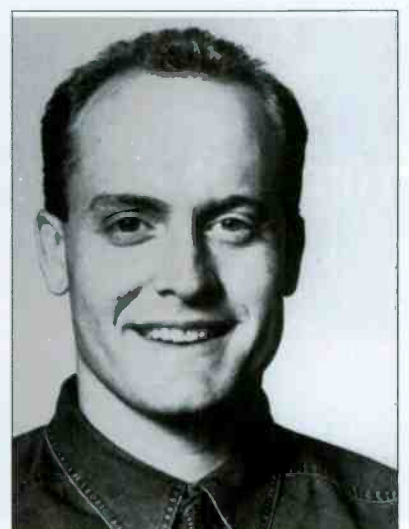
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Dwayne Welch has been named Vice President, International, at RCA Records.



Paul W. Brown has been appointed Vice President, Rock Promotion at ELEKTRA Entertainment.



Erik Olesen has been named Director of National Promotion at ELEKTRA Entertainment.

JAZZY JEFF & FRESH PRINCE



I'm looking
for the one
(to be with me)

Produced by Teddy Riley and Markell Riley

The follow up
single to the gold,
certified top 10 US,
#1 UK smash

"BOOM! (SHAKE THE ROOM)"

From their new album

CODE RED



Jive's
reborn
that

42182-1/2
© 1993 Zomba Recording Corporation

BOB BURKE, APD/MD, BOSS97 - Atlantic City
"Should explode. By far the best Jazzy Jeff/Fresh Prince
song to date. My personal fave."

MICHAEL NEWMAN, PD, KDON - Salinas
"Smooth groove, real melodic."

Watch for the premiere of the new video on NBC following *The Fresh Prince Of Bel Air* on Monday, November 1st!

The Exclusive

HITMAKERS

WEEKLY CONFERENCE CALLS

Programmers' Picks

*BASED SOLELY ON A CONSENSUS OF ALL RADIO PROGRAMMERS PARTICIPATING
IN THIS WEEK'S CONFERENCE CALLS (LISTED IN ALPHABETICAL ORDER)*

MAINSTREAM

MICHAEL BOLTON "I Said I Loved You...But I Lied" (Columbia)

TONI BRAXTON "Breathe Again" (LaFace/Arista)

ELTON JOHN & KIKI DEE "True Love" (MCA)

SALT-N-PEPA "Shoop" (London/PLG)

STREET/MIX SHOW

2 PAC "Keep Ya Head Up" (Interscope/Atl. Grp)

REALITY "Yolanda" (Strictly Rhythm)

SNOOP DOGGY DOG "What's My Name" (Interscope/Atl. Grp)

TRIBE CALLED QUEST "Award Tour" (Jive)

ZAPP & ROGER "Slow & Easy" (Reprise)

ALTERNATIVE

COUNTING CROWS "Mr. Jones" (DGC)

FLOP "Regrets" (550 Music/Epic)

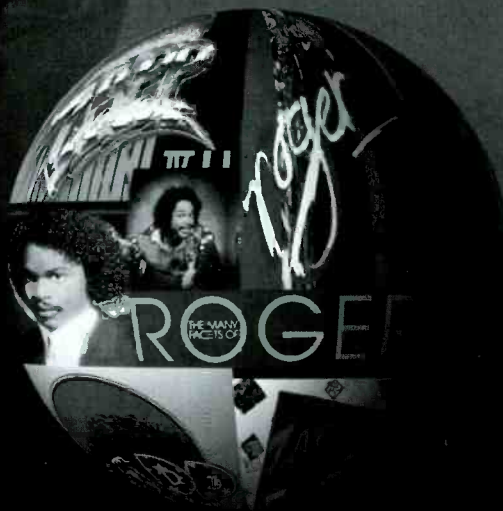
ONE DOVE "White Love" (London)

IT'S MEGA!

“SLOW
AND
Zapp & Roger
EASY”

Added At:

HOT97 (#28) WIOQ
WWKX (#24) WPGC (#29)
WCKZ (#22) KBXX (#17)
WHYT WHHH HOT102
POWER106 (#24) KKFR
KGGI (#9) KZHT
Z90 (#19) KMEL (#25)
WILD107 (#24) KUBE
& more!



The follow-up
to the smash
hit "Mega
Medley"
from All The
Greatest Hits!



MAINSTREAM TOP40

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

- 66 PHIL COLLINS Both Sides Of The Story (ATLANTIC)
 - 55 BILLY JOEL All About Soul (COLUMBIA)
 - 47 10,000 MANIACS Because The Night (ELEKTRA)
 - 37 the cranberries Linger (ISLAND/PLG)
 - 36 COLOR ME BADD Time And Chance (GIANT/REPRISE)
 - 26 CULTURE BEAT Mr. Vain (550 MUSIC/EPIC)
 - 18 JIMMY CLIFF I Can See Clearly Now (CHAOS)
 - 15 MARIAH CAREY Hero (COLUMBIA)
 - 11 TONI BRAXTON Breathe Again (LaFACE/ARISTA)
 - 10 TIA CARRERE I Never Even Told You (REPRISE)
 - 9 XSCAPE Just Kickin' It (SO SO DEF/COLUMBIA)
 - 8 PET SHOP BOYS Go West (EMI/ERG)
 - 6 BRIAN MCKNIGHT The Way Love Goes (MERCURY)
 - 6 JOSHUA KADISON Jessie (SBK/ERG)
 - 6 ZHANE Hey, Mr. DJ (FLAVOR UNIT/EPIC)
 - 5 BEE GEES Paying The Price Of Love (PLG)
 - 5 MICHAEL BOLTON I Said I Loved You...(COLUMBIA)
- also
- 4 APACHE INDIAN Boom Shak-A-Lak (MANGO/ISLAND/PLG)
 - 4 BELINDA CARLISLE It's Too Real...(VIRGIN)
 - 4 BRYAN ADAMS Please Forgive Me (A&M)
 - 4 TEARS FOR FEARS Goodnight Song (MERCURY)
 - 4 ZAPP & ROGER Slow & Easy (REPRISE)
 - 3 ELTON JOHN & KIKI DEE True Love (MCA)
 - 3 JODY WATLEY Your Love Keeps Working On Me (MCA)
 - 3 K7 Come Baby Come (TOMMY BOY)
 - 3 LONNIE GORDON Happenin' All Over Again (RX) (SBK/ERG)
 - 3 RED RED GROOVY Another Kind Of Find (CONTINUUM)
 - 3 UB40 Higher Ground (VIRGIN)
 - 2 7669 So High (MOTOWN)
 - 2 ACAM SANDLER Thanksgiving Song (WARNER BROS.)
 - 2 BABYFACE Never Keeping Secrets (EPIC)

CRUSADES

Congrats to ATLANTIC for PHIL COLLINS being the Most Added & Most Disc-overed record first week out. Custom video presentation in New York certainly didn't hurt...RIVERS, WYATT, JOHNSON, KEATING, and a zillion more jump on this emotionally-charged uptempo record this week...Keep an ear out for LEMONHEADS - Evan Dando & Company have the goods, pulling in Z100 and others this week...

Talk about your Breakthrough Weeks: EMI/ERG's JOSHUA KADISON broke wide open this week with a big add at WPLJ-New York, among others...Check the sales picture - Your listeners are buying this very personal album from this talented singer/songwriter. Over 10% increase in BDS spins...Early Disc Club buzz on PET SHOP BOYS' Go West, Speaking of LONNIE GORDON - Too bad she's so damn shy...She's new WKSS, PWR PIG, WFLY, and more checking in this week. This lady is multi-talented.

COLUMBIA getting even larger, as BILLY JOEL checks in as the #2 Most Added & Most Disc-overed this week. MARIAH CAREY's Hero also gaining intensity every week and sales thru the roof! XSCAPE once again demonstrating its Mainstream appeal, as sales are kicking in everywhere in a big way - WIOQ, B94, PRO-FM, KJ103, and more climb on board this week. Already #1 at 92Q, WPGC, KMEL, WHY?, and WILD107...As if that weren't enough excitement for one label for one week, hold on to something, because BOLTON is back! I Said I Loved You...But I Lied showing up next week on every playlist near you.

GIANT is on a roll with COLOR ME BADD showing up as Top Five Most Added & Disc-overed this week. New at WXKS, 92Q, KTFM, KBXX, B96, PWR PIG, B94, and more cool call letters...

PLG enjoying an exceptional week: the cranberries (They're not just for Thanksgiving anymore...) blowing out this week on the Conference Calls and in Disc-covery Club. New at STAR94, WKBQ, WPST, KHFI, WAPE, and more...Seeing very encouraging early success with the BEE GEES. JIMMY & BRIAN at Q102, showed their support this week, as well as 98PXY, WWZZ, and more (Catch them live in Atlanta during the Seminar!)...SALT-N-PEPA's Shoop also had a major-league week on the Calls, and voted a Programmers Pick by some of the best and the brightest...Big adds this week, including WXKS, WIOQ, WPGC, KZHT, and more...Early Tip - Good early buzz on the next U2 single, Stay.

Did you get your FRANK SINATRA duets album on CAPITOL this week? The High Hipness Factor track is FRANK & BONO (Together again for the first time) with I've Got You Under My Skin. Lots of PD's on the Calls spiking this cut already...The album is loaded with great cruisin' music. Make sure you get your RED & BLUE package soon.

CHAOS hitched their wagon to a couple of winners: JIMMY CLIFF and COOL RUNNINGS. The movie keeps getting stronger in the face of some pretty stiff competition, and the song is perfectly placed in the film for maximum emotional impact. It's requesting and calling out in markets where given the spins. New this week: KKRZ, WERZ, WAPE, WDJX, XL106.7, and more...Party song of the season has to be WAILING SOULS Wild Wild Life off the same soundtrack. This TALKING HEADS remake is new this week. Expect Souls and Cliff to EXPLODE.

Launching a new label late in the year isn't easy, but POLLY ANTHONY, HILARY SHAEV and the 550 crew have managed to make quite an impression... CULTURE BEAT had a major buzz even before release, and had a great first week: KDWB, KTFM, TIC-FM, WKSE, WKSS, XL106.7, and a ton more...CLIVE GRIFFIN getting more juice, as WZPL reports this week. Huge moves: PRO-FM (28-17), and KPLZ (24-17)...Keep your eyes out for CELINE DION Power Of Love in the next two weeks...

Z100's ANDY SHANE described ARISTA best in Disc-covery Club this week. "ARISTA is on fire...They could pull off three #1's with ACE OF BASE, HADDAWAY, and now TONI BRAXTON's second smash single Breathe Again." That about says it all, don't you think?

MCA's JODY WATLEY pulls in WIOQ, WGTZ, PRO-FM, KS104, and more...Looking for uptempo Pop music - Give JOEY LAWRENCE a shot. Performing well where it's being played...Programmers' Pick: ELTON JOHN & KIKI DEE True Love. Worth the 17-year wait.

REPRISE had a strong week with ZAPP & ROGER, response being anything but Slow & Easy with 27 new believers...Pay close attention to TIA CARRERE, I know that's not too tough for you anyway, but the song showing surprisingly vocal support from the right people. This lady can sing!

Is it just me, or does the import version of TINA TURNER's Disco Inferno knock you on your ass too?

Less than two weeks until the Atlanta Seminar - November 5 & 6.
Rooms are going fast - Call (404) 262-3344 today!

Kevin Carter

HITMAKERS Top40 Discovery Club®

JACK DA WACK, PD, 95.9KHI, Ocean City

PET SHOP BOYS *Go West* (EMI/ERG) - The debut of the video at the **HITMAKERS** New York Seminar helped me decide what a great song it was.

STING *Demolition Man* (A&M) - The movie will make it a hit. Phones with no airplay.

SQUEEZE *Everything In The World* (A&M) - Should cross over.

the cranberries *Linger* (ISLAND/PLG) - Should be a must for Alternative Rock-leaning Top40 stations.

DANNY OCEAN, MD, 95.9KHI, Ocean City

BRYAN ADAMS *Please Forgive Me* (A&M) - Undeniable female appeal.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Probably one of the most recognizable voices in music today, he just keeps on coming.

DRS *Gangsta Lean* (CAPITOL) - Great story, great record.

JODY WATLEY *Your Love Keeps Working On Me* (MCA) - Nice to hear her again...Great tempo.

LARRY HUGHES, PD, 95XII, Parkersburg

BILLY JOEL *All About Soul* (COLUMBIA) - A nice uptempo record with a rocky edge to it for all demos.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Uptempo Phil Collins...You can't go wrong.

JOHN IVEY, PD, 98PXY, Rochester

BILLY JOEL *All About Soul* (COLUMBIA) - The last record was huge, this is something we need to do.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Always a Top five callout artist for us.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Nice to hear from them again.

JEFF TYSON, APD, B94, Pittsburgh

JOHNNY GILL *Long Way From Home* (MOTOWN) - Nice smooth, sexy jam for the women.

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - Top five record.

BILLY JOEL *All About Soul* (COLUMBIA) - Another good record from a great album.

BILL CAHILL, PD, G105, Raleigh-Durham

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - Looks like two in a row for Toni.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Another smash!

10,000 MANIACS *Because The Night* (ELEKTRA) - A great-sounding remake.

SEAN SELLERS, MD, G105, Raleigh-Durham

10,000 MANIACS *Because The Night* (ELEKTRA) - A cool remake to play all day.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Sounds like old Genesis.

BELINDA CARLISLE *It's Too Real (Big Scary Animal)* (VIRGIN) - Sounds like the Go Gos.

RIC AUSTIN, MD, HOT101.5, Tallahassee

BRIAN McKNIGHT *The Way Love Goes* (MERCURY) - This is a solid follow-up.

10,000 MANIACS *Because The Night* (ELEKTRA) - Another MTV Unplugged song that will work in most formats.

TEARS FOR FEARS *Good Night* (MERCURY) - A good, strong second release with more to follow.

NEAL SHARPE, PD/MD, JET-FM, Erie

BILLY JOEL *All About Soul* (COLUMBIA) - Could be even stronger than *River Of Dreams*, which was #1 for us.

PET SHOP BOYS *Go West* (EMI/ERG) - Very hooky and powerful.

JODY WATLEY *Your Love Keeps Working On Me* (MCA) - Seems to have that hit formula.

ASHBY COLEMAN, OM, K92, Roanoke

MICHAEL BOLTON *I Said I Loved You...But I Lied* (COLUMBIA) - My wife loves it.

MARIAH CAREY *Hero* (COLUMBIA) - Right on!

BILLY JOEL *All About Soul* (COLUMBIA) - Should

be as big as the last.

CHRIS TAYLOR, PD, K92, Roanoke

ELTON JOHN & KIKI DEE *True Love* (MCA) - They did it in '76; now they're back together. Mom...Dad.

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - She's from a D.C. suburb and so am I. It's just got to be good.

the cranberries *Linger* (ISLAND/PLG) - This song has like a message...It's cool.

GREG ADAMS, PD, KDUK, Eugene

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Has a real good cultural beat...Snappy.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Thank God, it's uptempo!

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Put your ears to this one.

TEARS FOR FEARS *Goodnight Song* (MERCURY) - Roland strikes again.

MARK BOLKE, PD, KDWB, Minneapolis

MINT CONDITION *Nobody Does It Better* (PERSPECTIVE/A&M) - Sounds great on the radio...Initial reaction at night looks good.

TIA CARRERE *I Never Even Told You* (REPRISE) - Reminds me of the best of Vanessa Williams...I was pleasantly surprised.

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - Sounds like a natural.

KEVIN PETERSON, MD, KDWB, Minneapolis

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - We put it on the air and got phones. What more can I tell you?

BILLY JOEL *All About Soul* (COLUMBIA) - Got a lot of soul.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - As soon as we got it in, it went on the air. We got immediate calls about how great the lyrics are. Major impact record.

ALLAN FEE, OM, KFQB, Cheyenne

10,000 MANIACS *Because The Night* (ELEKTRA) - An intelligent artist with something to say.

BILLY JOEL *All About Soul* (COLUMBIA) - Great demo record with female appeal.

the cranberries *Linger* (ISLAND/PLG) - A great all-daypart record.

CLIVE GRIFFIN *Commitment Of The Heart* (550 MUSIC/EPIC) - A great uptempo ballad.

MICHAEL JACK KIRBY, PD, KFFM, Yakima

ZAPP & ROGER *Slow & Easy* (REPRISE) - It's a smooth groove.

DAVE KOZ *You Make Me Smile* (CAPITOL) - Middays have a better feel, thanks to this song.

the cranberries *Linger* (ISLAND/PLG) - Musically, this is the real thing.

BRAD KING, PD, KFRX, Lincoln

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - Has a cool, sultry feel to it.

GIN BLOSSOMS *Found Out About You* (A&M) - A good Pop/Rock song.

XSCAPE *Just Kickin' It* (SO SO DEF/COLUMBIA) - It's a hooky, feel-good record.

KEVIN KOLLINS, PD, KG95, Sioux City

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Superstar artist, superstar song!

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Color Me Badd in all their smoothness.

UB40 *Higher Ground* (VIRGIN) - If you're looking for adult numbers, this is the one.

CRAIG QUINN, MD, KG95, Sioux City

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - A real good Mainstream hit.

BILLY JOEL *All About Soul* (COLUMBIA) - Great hit!

DAVE MICHAELS, APD/MD, KGGG, Rapid City

BRYAN ADAMS *Please Forgive Me* (A&M) - Will be

a big phone record.

10,000 MANIACS *Because The Night* (ELEKTRA) - Best song I've heard all week.

CAREY EDWARDS, MD, KHFI, Austin

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Busting right out of the Austin and San Antonio club scene...It's in there.

ARIZONA *Slide On The Rhythm* (VIRGIN) - A great energy record for nights.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Has a hook that really pulls you in.

HI-FIVE *Never Shoulda Let You Go* (JIVE) - Great sing-a-long record with super-smooth harmonies.

MIKE RING, PD/MD, KHITS, Tulsa

LEMONHEADS *Into Your Arms* (ATLANTIC) - This one is going to be a sleeper.

10,000 MANIACS *Because The Night* (ELEKTRA) - Bruce wrote it, but the 10,000 Maniacs deliver it.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - It's about time, and it's a good thing they didn't change.

JIM MORALES, MD, KISN, Salt Lake City

BILLY JOEL *All About Soul* (COLUMBIA) - Another strong follow-up.

ROBIN ZANDER/MARIA MCKEE *Show Me Heaven* (INTERSCOPE/ATL. GRP.) - Powerful ballad.

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Pulling strong adult phones here.

MICHAEL STEELE, PD, KIXY, San Angelo

7669 *So High* (MOTOWN) - A great Dance record for Dance-leaning Top40 stations.

BRYAN ADAMS *Please Forgive Me* (A&M) - He's back.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Instant phones.

ROBERT ELFMAN, APD/MD, KIXY, San Angelo

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Keeps going, and going, and going.

BILLY JOEL *All About Soul* (COLUMBIA) - Even better than the first one. Easily a Top10 record.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - If you can play Haddaway or Captain Hollywood, this should be an automatic.

JACK OLIVER, PD, KKRZ, Wichita

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - A good song for Top40 radio.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Nice to hear them again with their same mass-appeal sound.

GIN BLOSSOMS *Found Out About You* (A&M) - It's even better than the first.

STEPHANIE STEELE, MD, KKRZ, Portland

TONY TONI TONE *Anniversary* (MERCURY) - Will be huge...Smooth hit.

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Very positive lyrics...Sounds like the original, which was a smash.

KEVIN "CRASH" DAVIS, PD, KLBQ, El Dorado

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - It's great to have another Phil record!

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - This blew me away the first time I heard this. Toni is on her way to being a core artist.

BILLY JOEL *All About Soul* (COLUMBIA) - A no-brainer.

JOE DAWSON, PD, KLYV, Dubuque

SWV *Downtown* (RCA) - Got big phones from the first play.

K7 *Come Baby Come* (TOMMY BOY) - Monster reaction record.

APACHE INDIAN *Boom Shak-A-Lak* (MANGO/ISLAND/PLG) - A reaction record with adult appeal...A '60s party record.

COLUMBIA RECORDS

Presents The

HITMAKERS PROGRAMMER OF THE WEEK!

COLUMBIA CRUSADES

MARIAH CAREY... "Hero" is on fire! It is the "Power Pick Airplay" on the Billboard Hot 100 chart this week. Up over 1,000 BDS rotations this week...not to mention "Dreamlover's" eight weeks at #1 on the Hot 100!!!

JAMIROQUAI (Jam/ear/oh/kwai) This new band derives its name from the native American Indian tribe 'Iroquois' (many aspects of their philosophy are relevant, especially their reverence of the earth) on to which they've added JAM; when you see them doing it live on stage you'll know why - they jam hard. JAMIROQUAI is officially touring the United States and creating quite a stir. Their Los Angeles shows blew people away - just call around - the consensus is in! Their first single is entitled "**When You Gonna Learn**" and has a great upbeat freshness with a mix of funky undertones. Make sure you check it out.

KATE BUSH's "Rubberband Girl" is coming out soon. The release of her album Red Shoes is forthcoming, but with the release of a special CD 5, we have established a great Alternative radio base. We are poised for immediate success with the release at Top40 radio. In conjunction with the release of "Rubberband Girl" and the album...The Red Shoes movie will be coming out too. Kate is directing - as well as acting singing and dancing in - a one-hour film based on the album. Appearing in the film are Miranda Richardson (The Crying Game, Damage) and Lindsay Kemp, a mime artist and teacher, whose students have included Kate and David Bowie.

PROGRAMMER OF THE WEEK WINS A SONY WALKMAN™!

GARETT



MICHAELS

PD, WLAN - Lancaster

CAREER HIGHLIGHTS:

Helping Don London build WZPL/ Indianapolis into one of the highest rated CHR stations in America.

Having the opportunity to work with Scott Shannon to rebuild FM97 WLAN/Lancaster into a radio institution.

FAMILY:

My wife Anne. Still the coolest wife on the planet.

HOBBIES:

Music, Gardening, Fishing, Cooking

QUOTE:

"Never forget who your real friends are. Stand up for what you believe in."

NOMINEES FOR ISSUE 813

VOTE FOR YOUR CHOICE

1. STEVE WYROSTOK (PD, KRBE - Houston)
2. BILL SHAHAN (PD, WVSR - Charleston)
3. MICHAEL MORGAN (PD, WFLY - Albany)

Call Your **HITMAKERS** Account Executive
(818) 887-3440

A SMASH IN THE MAKING!

TAYLOR DAYNE

Send Me A Lover

Her new classic ballad...
Heading straight for the top

NATIONAL SOUNDSCAN 95-74!

<u>MARKET</u>	<u>STATION</u> (Plays Per Week)	SoundScan Single Jump This Week
CHARLESTON, WV	WVSR (15) V100 (19)	23-16
PORTLAND, ME	WZPK (25)	30-16
TOLEDO, OH	WVKS (17) WTWR (17)	64-26
ALBANY, NY	WFLY (17) WWCP (13)	48-30
FLINT, MI	WWCK (12)	62-30
KINGSPORT, TN	WTFM (27) WQUT (6)	35-30
BURLINGTON, VT	WEZF (28) 95XXX (12)	45-32
MIAMI, FL	POWER 96 (13)	44-39
PROVIDENCE, RI	PRO-FM (7) WFHN (31)	61-41
SYRACUSE, NY	93Q (14)	87-41
SALT LAKE CITY, UT	KISN (45) Q99 (20)	96-42
RICHMOND, VA	WMXB (20) WRVQ (4)	83-43
ROCHESTER, NY	98PXY (10)	59-43
GRAND RAPIDS, MI	WLHT (16) WGRD (3)	59-43
BOSTON, MA	WBMX (19) WXKS (10)	60-44
HARTFORD, CT	WKSS (14) KC101 (6)	62-50
ORLANDO, FL	XL106.7 (15)	69-52
INDIANAPOLIS, IN	WHHH (10)	77-52



From her stunning album
SOUL DANCING

"A killer album. Every song a likely radio hit."

ENTERTAINMENT WEEKLY

"Her diva-style soulfulness has never been put to finer use."

LOS ANGELES TIMES

Single Produced, engineered and mixed by Humberto Gatica for Hum Inc. Productions
Executive Producer, Clive Davis

Management: Frank DiLeo for DiLeo Entertainment

ARISTA

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HITMAKERS Top40 Disc-covery Club®

SCOTT THOMAS, MD, KLYV, Dubuque

POSITIVE K *Carhoppers* (ISLAND/PLG) - Should be familiar with the night demos.

TALES FROM THE CRYPT *The Crypt Jam* (GIANT) - It's Halloween, and it's perfect.

APACHE INDIAN *Boom Shak-A-Lak* (MANGO/ISLAND/PLG) - Requesting like a Banshee!

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

BILLY JOEL *All About Soul* (COLUMBIA) - Great song.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Gotta do it!

the cranberries *Linger* (ISLAND/PLG) - This could go all the way!

DAN OLSEN, PD, KOKZ, Waterloo

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Monster smash record from Phil.

BILLY JOEL *All About Soul* (COLUMBIA) - They couldn't have picked a better follow-up.

JOSHUA KADISON *Jessie* (SBK/ERG) - Females will love this one.

CASEY KEATING, PD, KPLZ, Seattle

the cranberries *Linger* (ISLAND/PLG) - Sure sounds great...

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Good quality phone calls on this one, and a hit movie to back it up.

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - Nice to get a breath of fresh air from Toni Braxton.

SCOTTY SNIPES, PD, KQCR, Cedar Rapids

DA-RUFFNESS *1 & 1* (DANZALOT/STREET LIFE/SCOTTI BROS.) - Big reaction record...Play it.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Will be real strong.

SALT-N-PEPA w/En Vogue *Whatta Man* (LONDON/PLG) - It's just gonna be HUGE! This gives En Vogue a nice street sound.

JAY MURPHY, PD, KQHT, Grand Forks

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Duh!

10,000 MANIACS *Because The Night* (ELEKTRA) - I feel old. I am the only guy in the building who knew it was a remake.

LENNY KRAVITZ *Are You Gonna Go My Way* (VIRGIN) - Kickin' in with huge phones.

the cranberries *Linger* (ISLAND/PLG) - We really believe in this record.

STU SMOKE, PD/MD, KQIZ, Amarillo

BILLY JOEL *All About Soul* (COLUMBIA) - Great follow-up.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Good hook.

10,000 MANIACS *Because The Night* (ELEKTRA) - Great remake, this is good.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - HUGE! Already getting phones.

MICHAEL STEELE, MD, KQKQ, Omaha

PET SHOP BOYS *Go West* (EMI/ERG) - The classic Pet Shop Boys sound is back. Everybody loves it, even gerbils.

FRANK SINATRA & BONO *I Got You Under My Skin* (CAPITOL) - Had this song on the air since last Monday...The hippest record out right now.

BABYFACE *Never Keeping Secrets* (EPIC) - Don't keep this a secret from your audience...When it comes to Mainstream R&B, Babyface does it the best.

BRENT ACKERMAN, PD, KROC, Rochester

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Will be the biggest record of the fourth quarter.

BILLY JOEL *All About Soul* (COLUMBIA) - A one-listen record from a Top40 core artist.

the cranberries *Linger* (ISLAND/PLG) - Great melody and excellent vocals.

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

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - They are back with perfect harmonies for Top40 radio.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - From the first note forward you just know it's Phil Collins...Big, Big, Big, Big, Big!

DAVE COLLINS, MD, KTRS, Casper

BILLY JOEL *All About Soul* (COLUMBIA) - This is waiting to explode and it won't have to wait long.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - No-brainer. An instant hit.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - No sophomore jinx here. The band is still for real with a solid effort here.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - I can't get this out of my head. You can't help but move to it.

JOHN TRAPANE, PD, KTUX, Shreveport

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Gotta do Phil. Like it, love it, live it.

REN & STIMPY *Don't Wiz On The Electric Fence* (EPIC) - Instantaneous phone-olympics when played just once. Look for the interview disc.

10,000 MANIACS *Because The Night* (ELEKTRA) - Right now nothing is stopping Natalie Merchant. Can she divorce any more people?

RAY KALUSA, PD, KWNZ, Reno

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - It's nice to see Phil not have a wimpy ballad. Something Top40 can sink its teeth into.

ZAPP & ROGER *Slow & Easy* (REPRISE) - Oh yeah, Top40 can play this.

MICHAEL GAMBY, MD, KWNZ, Reno

APACHE INDIAN *Boom Shak-A-Lak* (MANGO/ISLAND/PLG) - A definite pelvis shaker.

ZAPP & ROGER *Slow & Easy* (REPRISE) - Smooth record, incredible hook.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Reminds me of my PD, a red flare wanna be... Whooooooh!

JON ZELLNER, PD, KYIS, Oklahoma City

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - An uptempo Phil Collins. There is a God...No-brainer.

DON HENLEY *Sit Down You're Rockin' The Boat* (MCA) - You need to be playing this. #1 phones from adult women.

CHARLIE FOX, PD, KYIA, Billings

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - An absolute killer.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Don't take too much time to give this a chance...Great success story here in Billings.

10,000 MANIACS *Because The Night* (ELEKTRA) - Familiar record with a new twist by a band that is ready to happen.

JON NORTON, MD, KYYY, Bismarck

RED RED GROOVY *Another Kind Of Find* (CONTINUUM) - Far out, cool and definitely hip.

DEF LEPPARD *Action* (MERCURY) - Takes *Two Steps Behind* to the next level.

ROBIN S. *What I Do Best* (BIG BEAT/ATL. GRP.) - A very pretty ballad.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Definitely a way cool tune.

JOHN HIATT *Perfectly Good Guitar* (A&M) - A really infectious song I can't get out of my head.

SCOTT WHEELER, PD, KZ93, Peoria

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Clearly a hit! Immediate phone record.

the cranberries *Linger* (ISLAND/PLG) - Curiosity calls coming in from a few spike plays.

JOHN MICHAELS, PD, KZIO, Duluth

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Summer is over, but the summer feel lives on in this song.

ADAM SANDLER *Thanksgiving Song* (WARNER BROS.) - It's always the right time for turkey, and this song is a turkey.

MIKE KASPER, PD, KZMG, Boise

10,000 MANIACS *Because The Night* (ELEKTRA) - Good remake, familiar with all demos.

BILLY JOEL *All About Soul* (COLUMBIA) - Great follow-up, great album.

the cranberries *Linger* (ISLAND/PLG) - This will cross over nicely.

DAVE ARTHUR, MD, KZMG, Boise

10,000 MANIACS *Because The Night* (ELEKTRA) - Great remake. Good all-day song.

BILLY JOEL *All About Soul* (COLUMBIA) - Can you say smash?

PAUL WALKER, PD, OK95, Tri-Cities

the cranberries *Linger* (ISLAND/PLG) - Thanksgiving is coming and the cranberries will dress up your musical meal.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Sounds better every time I hear it.

NIRVANA *Heart Shaped Box* (Geffen) - Top-10 nighttime phones.

TONY MASCARO, MD, PRO-FM, Providence

ROBIN ZANDER/MARIA MCKEE *Show Me Heaven* (INTERSCOPE/ATL. GRP.) - Beautiful duet with Maria McKee...Should work with adults as well as teens.

10,000 MANIACS *Because The Night* (ELEKTRA) - Should work well at any Top40 format.

BABYFACE *Never Keep Secrets* (EPIC) - A beautiful ballad with some tempo.

TRACY JOHNSON, PD, Q106, San Diego

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - This guy has the potential to be a core artist for years to come.

TOM GJERDRUM, MD, Q106, San Diego

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - He's done it again!

ELTON JOHN & KIKI DEE *True Love* (MCA) - They've done it again! Could be a monster.

BILLY JOEL *All About Soul* (COLUMBIA) - He's also done it again.

MIKE LOWE, MD, WA1A, Melbourne

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Add a little Culture to your station. Breaks through the ballads.

TEARS FOR FEARS *Goodnight Song* (MERCURY) - Good night song, excellent follow-up for Mainstream radio.

MINT CONDITION *You Send Me Swangin'* (PERSPECTIVE/A&M) - Beat the Urbans to the punch with this.

MIKE ORZEL, APD/MD, WAAL, Binghamton

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Obviously another smash from a Top40 core artist.

TOM PETTY *Mary Jane's Last Dance* (MCA) - Great adult Rock record.

the cranberries *Linger* (ISLAND/PLG) - We put it on a week and a half ago and got instant phones.

the cranberries "Linger"

CRUZE, WKBQ
 "I heard this one in a big way...This band will be the next big thing."

SoundScan Single Sales:

New York	685	Houston	43
Los Angeles	601	Atlanta	67
Chicago	100	Sacramento	31
Philadelphia	103	Baltimore	47
San Francisco	80	San Diego	95
Dallas	62	Las Vegas	52
Washington D.C.	56	Fresno	39

BDS	TP	KRBE	36
KIIS-FM	11	B97	22
STAR94	11	PRO-FM	15
WAPI	27	KWTO	10
G105	24	WKBQ	12
WTWR	19	WSTW	12
Z100	24	WPST	17
WNTQ	15	KPLZ	11



BEE GEES "Paying The Price Of Love"

Added At:

Q102 #31
 98PXY
 WWZZ
 KWTX
 106KHQ
 WBIZ
 KGGG

Action At:

WXKS (D#28)
 PRO-FM (32-22)
 KTFM (24-21)
 WKBQ (30-27)
 KS104 (27-24)
 KKRZ (D#27)
 WFLY (33-25)
 WAEB (D#21)

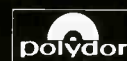
WERZ (30-25)

WKSS (28-25)
 WKEE (D#29)
 WQGN (D#31)
 WSPK (D#37)
 WBBQ (D#340)
 WNOK (D#35)
 WZYP (D#30)
 WQUT (38-35)

WA1A (D#39)

WABB (D#30)
 K92 (D#24)
 WOVV (33-30)
 WKDD (D#21)
 CK105 (29-26)
 KAYI (36-29)
 WIFC (34-30)
 Q101 (23-17) H

TONY MASCARO, PRO-FM
 "A great comeback record from one of radio's biggest artists ever...Good requests from upper-demo females."



SALT-N-PEPA "Shoop"

SoundScan Single Sales

New York	1967
Los Angeles	1142
Chicago	1064
Philadelphia	652
San Francisco	956
Boston	1344
Detroit	1185
Washington D.C.	1034

Cleveland

Indianapolis	1614
Atlanta	639
Pittsburgh	402
Baltimore	331
Hartford	424
Charlotte	349
Greenville	558
Norfolk	514
	261

Providence

Louisville	321
Albuquerque	485
Wilkes-Barre	436
Richmond	359
Roanoke	348
Columbia	751
Jackson	339
	218

SUE O'NEIL, WKSE

"After 4 weeks on the air, phones are starting to kick in with MTV support."



A Programmers Pick

GABRIELLE "Dreams"

SoundScan Single Sales

New York	846
Los Angeles	147
Philadelphia	136
San Francisco	131
Detroit	438
Washington D.C.	147

Atlanta

Seattle	125
Miami	82
Orlando	335
Kansas City	60
W. Palm Beach	125
	172

BDS

STAR94	125
HOT97.7	82
WPST	335
92Q	60
WVSR	125
WJMO-FM	172

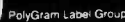
TP

WFLY	46
Z100	30
WNTQ	17
WTIC-FM	20
WKSS	14
WFHN	32
WKSE	23

WHYT

XL106.7	46
WOVV	32
KHFI	36
KS104	31
KKMG	35
	19

GO! DISCS



CASEY KEATING, KPLZ
 "Good phones from 18-24 females...A great sound for KPLZ."



10/13/93

Dear Barry,

The New York Hitmakers seminar was the best ever!
The performances, discussions, and Scott Shannon were tremendous. It
was also a great opportunity to socialize with old and new friends.

Hitmakers has truly become the industry leader in successful seminars.

Congratulations on the record turn-out in New York!

Sincerely,

A handwritten signature in cursive script that reads "Neil Sullivan".

Neil Sullivan
PD- WKDD

INTERSCOPE RECORDS



October 11, 1993

Bob Greenberg/Barry Fiedel
Hitmakers Magazine
22222 Sherman Way #205
Canoga Park, Ca. 91303

Dear Bob and Barry,

Thank you for the excellent meetings in New York. I've attended Hitmakers seminars in Chicago, Seattle and Phoenix, but last weekend you really outdid yourself!

The format was very user friendly, allowing a greater degree of access to the leaders of our industry. I particularly enjoyed the dialogue which I found both meaningful and topical.

By the way, did anyone notice that instead of griping about service or complaining about returning phone calls, most of the discussion centered around making things better for our stations, our music, and our communities.

Keep up the great work...and sign me up for Atlanta!

Sincerely,

A handwritten signature in black ink that reads "Sean". The signature is fluid and cursive.

Sean Lynch

SL:jj:barbob



HITMAKERS Top40 Discovery Club®

DUSTY HAYES, PD/MD, WABB, Mobile

SAIGON KICK *I Love You* (THIRD STONE/ATLANTIC) - Sounds great on the radio. Look past the artists and look for the great songs.

BILLY JOEL *All About Soul* (COLUMBIA) - Looks like Billy will have a lot of hits off this album.

UB40 *Higher Ground* (VIRGIN) - Great follow-up. You have to hear it on the radio, to really hear it.

PEARL JAM *Go* (EPIC) - This is hot.

MIKE MURPHY, PD, WBBO, Greenville

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Good tempo record for the upcoming winter months.

JODY WATLEY *Your Love Keeps Working On Me* (MCA) - Nice to have her back.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - The boys of pop grow up.

DARREN LEE, PD, WBIZ, Eau Claire

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - This guy is so good he could be the lead singer of Genesis.

TEARS FOR FEARS *Good Night* (MERCURY) - Instantly familiar and full of hooks.

SCOTT ROBBINS, PD, WBNQ, Bloomington

10,000 MANIACS *Because The Night* (ELEKTRA) - Very few artists could pull off a Springsteen cover...The Maniacs do it justice. Somewhere Bruce is smiling.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Uptempo Phil Collins, just what radio needs.

TONY WAITEKUS, PD, WCIL, Carbondale

VINCE NEIL *Can't Change Me* (WARNER BROS.) - Sounds absolutely wonderful.

PET SHOP BOYS *Go West* (EMI/ERG) - The Village People are back!

BILLY JOEL *All About Soul* (COLUMBIA) - Is every bit the superstar he always was.

JOE HOVANSKI, MD, WCIR, Beckley

BILLY JOEL *All About Soul* (COLUMBIA) - My favorite artist. I can't dislike anything he does. And don't let Garth Brooks get a hold of it.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - The key to the whole song is the title - Time, spend some time with it. It's all you need.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Equals hit record and big sales.

CAT SUMNER, MD, WCIR, Beckley

BILLY JOEL *All About Soul* (COLUMBIA) - A very, very, very strong follow-up.

DON HENLEY *Sit Down You're Rockin' The Boat* (MCA) - Every time we play it, people call up to ask where they can buy it.

TIA CARRERE *I Never Even Told You* (REPRISE) - She's a babe and she sounds good.

LISA CROCKER, MD, WDBR, Springfield

10,000 MANIACS *Because The Night* (ELEKTRA) - Should be very familiar to upper demos.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Format friendly.

BELINDA CARLISLE *It's Too Real (Big Scary Animal)* (VIRGIN) - Uptempo Pop hit.

KEITH BANSEMER, APD/MD, WDEK, DeKalb

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Solid recording. The phones haven't stopped ringing since the first spin.

BILLY JOEL *All About Soul* (COLUMBIA) - Billy's getting better with time and you can hear it on this one.

RED RED GROOVY *Another Kind Of Find* (CONTINUUM) - Find this one and listen. It has a great beat and some catchy lyrics.

PETER FALCONI, PD, WERZ, Exeter

MARIAH CAREY *Hero* (COLUMBIA) - These are all smash songs and all automatics for any Top40 radio station.

BILLY JOEL *All About Soul* (COLUMBIA) - Ditto.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Ditto.

BRYAN ADAMS *Please Forgive Me* (A&M) - Ditto.

JOE LIMARDI, PD, WFHN-FM, New Bedford

BILLY JOEL *All About Soul* (COLUMBIA) - The classic Billy Joel sound that fits today's Top40 format.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Uptempo, straight-ahead Pop Phil...Could go Top-10.

the cranberries *Linger* (ISLAND/PLG) - This song grows on you the more time you spend with it.

MIKE KELLY, MD, WFHN-FM, New Bedford

7669 *So High* (MOTOWN) - If SWV works, try this one out.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Welcome return. Smash hit.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - It's a happening record...Try it out at night.

MICHAEL MORGAN, PD, WFLY, Albany

PET SHOP BOYS *Go West* (EMI/ERG) - Check this out, sounds fantastic on the air.

SHAWN HOLLYWOOD SCOTT, MD, WFRY, Albany

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - An answer to your prayers right now, believe me.

PET SHOP BOYS *Go West* (EMI/ERG) - Great remake, great video, great song. Spin it a couple of times, and you'll see why.

ECHORA *Love Is Blind* (BIG BEAT/ATL. GRP.) - Good smooth, rhythmic song that will work all dayparts.

LONNIE GORDON *Happenin' All Over Again (RX)* (SBK/ERG) - Is she the baby sister of Grace Jones or what? Play it!

BILL MITCHELL, APD/MD, WIFC, Wausau

BILLY JOEL *All About Soul* (COLUMBIA) - Obviously uptempo smash that sounds great on the air.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - The master skin beater is back with a great song...Put it on and enjoy.

ELTON JOHN & KIKI DEE *True Love* (MCA) - These two sound great together.

KEVIN ROSS, MD, WIXX, Green Bay

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Should be a monster!

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Solid artist, solid song.

LONNIE GORDON *Happenin' All Over Again (RX)* (SBK/ERG) - Great uptempo record that we could use right now.

CRUZE, PD, WKBQ, St. Louis

the cranberries *Linger* (ISLAND/PLG) - I hear this one in a big way...This band will be the next big thing.

10,000 MANIACS *Because The Night* (ELEKTRA) - Loved it the first time around, even better with Natalie at the helm.

KENNY KNIGHT, MD, WKBQ, St. Louis

the cranberries *Linger* (ISLAND/PLG) - No doubt in my mind that this record will be huge for us...A female record all the way.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Early street buzz on this one...Could go the distance.

10,000 MANIACS *Because The Night* (ELEKTRA) - Good image record to play all day.

TIA CARRERE *I Never Even Told You* (REPRISE) - This girl can sing! Watch for a surprise from Tia.

NEIL SULLIVAN, PD, WKDD, Akron

10,000 MANIACS *Because The Night* (ELEKTRA) - A great remake of this classic song.

the cranberries *Linger* (ISLAND/PLG) - I like this more each time I hear it.

WENDIE ANTUNES, AMD, WKDD, Akron

MICHAEL BOLTON *I Said I Loved You...But I Lied* (COLUMBIA) - Michael knows how to pull those emotional strings, especially in upper female demos!

WAILING SOULS *Wild Wild Life* (CHAOS) - Never thought anyone could do the Heads justice, but they have. The ultimate party song!

ROBERT PLANT *I Believe* (ESPERANZA/ATLANTIC) - Once you know what this one's about, you just have to love it!

BRIAN BURNS, PD, WKSE, Buffalo

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Here's the update: #1 club record in town... Generating Top-5 phones.

ZHANE *Hey, Mr. DJ* (FLAVOR UNIT/EPIC) - Coming through in callout.

MEATLOAF *I'd Do Anything For Love (But I Won't Do That)* (MCA) - For you last few holdouts: This song is bigger than the format...Shut up and play it.

SUE O'NEIL, MD, WKSE, Buffalo

PET SHOP BOYS *Go West* (EMI/ERG) - Saw the premiere at the **HITMAKERS** New York Seminar...I'm totally in love with this record.

PSYKOSONIK *Welcome To My Mind* (TVT/WAX TRAX) - Check this out for the mix show.

SALT-N-PEPA *Shoop* (LONDON/PLG) - After four weeks on the air, phones starting to kick in with MTV support.

RED RED GROOVY *Another Kind Of Find* (CONTINUUM) - Don't ignore this record, dammit!

BILL CATCHER, APD, WKSF, Asheville

MICHAEL BOLTON *I Said I Loved You...But I Lied* (COLUMBIA) - You can even play it backwards and you can't go wrong.

DAVE KOZ *You Make Me Smile* (CAPITOL) - Koz is a good tune.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - It's B.Y.O.P.B. (Bring your own paint brush).

GARETT MICHAELS, PD, WLAN, Lancaster

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - A tremendous song...Reminds me of *Biko* by Peter Gabriel.

BILLY JOEL *All About Soul* (COLUMBIA) - Great follow-up to a song that's still in powers for us.

DEF LEPPARD *Miss You In A Heartbeat* (MERCURY) - From the new **RETRO-ACTIVE** album...Check out the acoustic mix with just Joe Elliott and a piano...Prepare to be blown away.

ROSS HOLLAND, PD, WMGV, Oshkosh

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Performed extremely well on the 'New Music Showdown.'

10,000 MANIACS *Because The Night* (ELEKTRA) - Smash! Smash! Smash!

KELLY STONE, MD, WMGV, Oshkosh

UB40 *Higher Ground* (VIRGIN) - This band performs consistently, and this song has a fun, upbeat message.

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Showing early signs of success for us.

10,000 MANIACS *Because The Night* (ELEKTRA) - This band has been on the verge of crossing over for some time...This could very well be the one to do it.

JOHN O'DEA, PD, WNNK, Harrisburg

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Phil's back in a big way.

BILLY JOEL *All About Soul* (COLUMBIA) - Great upbeat pop maniacs.

10,000 MANIACS *Because The Night* (ELEKTRA) - Great remake.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Smash!

HITMAKERS Top40 Discovery Club®

DON LONDON, PD, WNVZ, Norfolk
the cranberries *Linger* (ISLAND/PLG) - The next Pop/Alternative smash!

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Great sound, great image. Sounds like a winner.

HADDAWAY *What Is Love* (ARISTA) - Requests are really starting to happen. What a great Pop record.

M.J. KELLI, PD, WOVV, West Palm Beach

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - We've been on this one for over six weeks...Every time we play it we are flooded with curiosity calls. Runaway smash.

K7 *Come Baby Come* (TOMMY BOY) - Pulling reasonable 18-34 adult female phones...Not just a teen reaction record.

MIKE PRESTON, APD/MD, WPLJ, New York

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - More than just a one-listen record...A Phil Collins song with an edge.

MICHAEL BOLTON *I Said I Loved You...But I Lied* (COLUMBIA) - We world-premiered it last Friday on 'PLJ'...During this World Series season, this Bolton tune is a nice change-up...Right over the plate.

RUFUS HURT, PD, WQUT, Johnson City

BILLY JOEL *All About Soul* (COLUMBIA) - Very moving song.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Great song, great lyrics, great mix.

10,000 MANIACS *Because The Night* (ELEKTRA) - I like the Unplugged version.

SCOTT BURTON, MD, WRCK, Utica

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Great uptempo record. The 'no-rap' mix is perfect anytime. This will add excitement to your station.

BILLY JOEL *All About Soul* (COLUMBIA) - Very strong follow-up from the master.

TIA CARRERE *I Never Even Told You* (REPRISE) - Give this a couple listens, it has all the elements of a hit.

GINA GRAY, MD, WRHT, Morehead City

the cranberries *Linger* (ISLAND/PLG) - I was totally blown away.

10,000 MANIACS *Because The Night* (ELEKTRA) - An across-the-board smash.

K7 *Come Baby Come* (TOMMY BOY) - Getting calls off of "Open House Party" airplay...Listeners are screaming, Play It! Play It! Play It!

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - If you're into Snap and Captain Hollywood, try this one on for size...Females should really get into it because we've all known a 'Mr. Vain.'

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - What is there to say? A rising mega-superstar. You saw what the first one did...This one will fly right by it.

LISA RODMAN, OM, WRQK, Canton

the cranberries *Linger* (ISLAND/PLG) - After the first play, 10 positive calls in a row.

JUDYBATS *Ugly On The Outside* (WARNER BROS.) - This is what makeup is for.

10,000 MANIACS *Because The Night* (ELEKTRA) - Better than the Patty Smyth Group original.

KRISTY MacCOLL *I Can't Stop Killing You* (I.R.S.) - Death becomes her...Alternative with a catchy, catchy, catchy hook.

BILLY SURF, MD, WRVQ, Richmond

ANOTHER BAD CREATION *I Don't Wanna Be Grown Up* (MOTOWN) - Pretty little nighttime ditty.

EXPOSE *As Long As I Can Dream* (ARISTA) - Pretty little all-day ditty.

JIM RICHARDS, PD, WSNX, Grand Rapids

TOM PETTY *Mary Jane's Last Dance* (MCA) - Sounds real good...A great mid-tempo Rock record.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Very smooth.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Another great record from a superstar.

BILLY JOEL *All About Soul* (COLUMBIA) - Sounds like vintage Joel.

STEW SCHANTZ, PD, WSPK, Poughkeepsie

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Great to hear them back on the radio again.

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Perfect timing...An uptempo song for all demos to enjoy.

2PAC *Keep Ya Head Up* (INTERSCOPE/ATL. GRP.) - Great hook...You can't miss with the *Ooh Child* riff.

MIKE SOMMERS, PD, WSTW, Wilmington

DINO *Endlessly* (EASTWEST/ATL. GRP.) - Great female appeal.

MICHAEL BOLTON *I Said I Loved You...But I Lied* (COLUMBIA) - A natural for any adult radio station during the day.

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - One of the better remakes out there.

TIM RICHARDS, MD, WVIC, Lansing

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Great moral message with instant phones.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - If Snap and Captain Hollywood worked for you, this is a no-brainer.

BILLY JOEL *All About Soul* (COLUMBIA) - A great record...Will be one of the bigger hits off the album.

BILL SHAHAN, PD, WVSR, Charleston

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Don't waste any time. Put it on the air now!

BILLY JOEL *All About Soul* (COLUMBIA) - It's fun, uptempo, and instantly recognizable...Sounds like another Top-10 hit to me.

10,000 MANIACS *Because The Night* (ELEKTRA) - Patty Smith will even like it.

BELINDA CARLISLE *It's Too Real (Big Scary Animal)* (VIRGIN) - Love the guitars.

BURKE ALLEN, APD/MD, WVSR, Charleston

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Has a hook a mile long.

BILLY JOEL *All About Soul* (COLUMBIA) - Should be another Top-10 smash.

JANET JACKSON *Again* (VIRGIN) - Top five phones for all female demos.

LEE ST. MICHAELS, PD, WWCK, Flint

TIA CARRERE *I Never Even Told You* (REPRISE) - Absolute smash!

ZAPP & ROGER *Slow & Easy* (REPRISE) - Not really the format for us but a great song.

CADILLAC JACK, MD, WXKS-FM, Boston

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - After three weeks of airplay, getting big phone response from all demos. This should be the single to break her in a big way.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Sounds fantastic on the air...Should not be a wait-and-see record.

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Has the potential to be a big record from a sleeper movie...

XSCAPE *Just Kickin' It* (SO SO DEF/COLUMBIA) - #1 sales, Top-10 phones, big reaction...Should be on the air.

JOHN BIONDOLILLO, MD, WXTQ, Athens

BILLY JOEL *All About Soul* (COLUMBIA) - This solidifies Joel's comeback and it's great for radio!

10,000 MANIACS *Because The Night* (ELEKTRA) - An outstanding song that really adds flavor to all dayparts. Reacts BIG!

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - It's Phil!

the cranberries *Linger* (ISLAND/PLG) - The production is killer! Nice melody.

TANK SHERMAN, PD, WYAV, Myrtle Beach

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - A great comeback record.

10,000 MANIACS *Because The Night* (ELEKTRA) - This sucker is going to go far.

BILLY JOEL *All About Soul* (COLUMBIA) - It might take a little bit, but it will work. Stay on it.

BOOKER MADISON, MD, WYAV, Myrtle Beach

LONNIE GORDON *Happenin' All Over Again (RX)* (SBK/ERG) - Very hot, very hot...I love it.

the cranberries *Linger* (ISLAND/PLG) - Watch this one. It will be a Top-10.

COLOR ME BADD *Time And Chance* (GIANT/REPRISE) - Very smooth and grown-up.

JODY WATLEY *Your Love Keeps Working On Me* (MCA) - A good-sounding Pop record.

DAVY CROCKETT, PD/MD, WYCR, York

10,000 MANIACS *Because The Night* (ELEKTRA) - The band has a very solid audience base...Great remake.

URGE OVERKILL *Sister Havana* (GEFFEN) - Continues to grow with requests. Sounds great on the radio.

CRY OF LOVE (COLUMBIA) - Sounds like Grand Funk.

JERI BANTA, PD/MD, WYKS, Gainesville

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Hey, it's not sappy.

10,000 MANIACS *Because The Night* (ELEKTRA) - Stone cold smash!

BELINDA CARLISLE *It's Too Real (Big Scary Animal)* (VIRGIN) - Pleasantly surprised.

WALLY McCARTHY, MD, WYYS, Ithaca

D:REAM *Things Can Only Get Better* (SIRE/GIANT) - Best track on the album.

PAUL YOUNG *Now I Know What Made Otis Blue* (MCA) - Paul Young is back...Thanks Brian Corona for tipping me off to it.

PET SHOP BOYS *Go West* (EMI/ERG) - Blowing out the phones here...Top five requests.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Top-5 phones as well.

DAVE ALLEN, PD, WZAT, Savannah

10,000 MANIACS *Because The Night* (ELEKTRA) - This should bring them into the spotlight.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - If you want to keep your females happy without offending any of your other listeners, play this.

APACHE INDIAN *Boom Shak-A-Lak* (MANGO/ISLAND/PLG) - A very hooky record that hits you and stays with you.

FRITZ MOSER, MD, WZPL, Indianapolis

PHIL COLLINS *Both Sides Of The Story* (ATLANTIC) - Familiar sound...Definitely a hit.

MARIAH CAREY *Hero* (COLUMBIA) - A great follow-up to a record that was one of our biggest testers.

ADAM COOK, PD, XL106.7, Orlando

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Great sales and requests already...The buzz is exploding on *Mr. Vain*.

JIMMY CLIFF *I Can See Clearly Now* (CHAOS) - Great tune...to the original remake...A happy song that makes me want to grow dreadlocks.

BILLY JOEL *All About Soul* (COLUMBIA) - Back to his old sound.

ANDY SHANE, AMD, Z100, New York

PEARL JAM *Daughter* (EPIC) - Love this cut...Already pulling strong phones...Should help this band become even more mass appeal.

BILLY JOEL *All About Soul* (COLUMBIA) - Another killer single from a very cool CD.

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - ARISTA is on fire...They could pull off three #1's with Ace Of Base, Haddaway, and now Toni's second smash single.

JOSHUA KADISON

"Jessie"

BDS SPINS ARE UP 10% THIS WEEK!

Just Added At WPLJ

Y107

KJ103

WNNK

KAYI

KSMB

KCHX

KNIN

KFRX

KOKZ

Impressive Moves:

WFLY (D#31)

WSTW (D#29)

WABB (D#28)

WCIR (D#21)

WKSF (D#20) Hot

106KHQ (D#21)

WKBQ (28-23)

WAEB (21-14)

WKEE (19-13) Hot

WSPK (38-30)

WYCR (27-19)

WBBQ (34-29)

K106 (28-23)

G105 (28-25)

WZYP (30-22)

WQUT (21-17)

K92 (15-13)

KTUX (30-22)

WKDD (22-19)

KWTO (34-29)

WVKS (27-23)

WIFC (30-27)

WPRR (27-18)

WMME (24-13) Hot

WYYS (30-26)

WHTO (16-13)

WKMX (30-26)

WJMX (36-29)

KISR (34-27)

Q101 (17-12) Hot

KYYY (28-24)

WBNQ (15-13)

WCIL (20-16)

KLYV (25-10) Hot

WBIZ (23-18) Hot

KMGZ (26-18)

WDBR (27-23)

WRKY (29-25)

KTRS (23-18)

KQIX (21-14)

KTMT (28-22)

and more

ACCORDING TO SOUNDSCAN...

Your Listeners Are Buying This Record

New York

Los Angeles

Chicago

Philadelphia

San Francisco

Boston

Detroit

Washington D.C.

Cleveland

Minneapolis

Seattle

Miami

Denver

Phoenix

Sacramento

Hartford

San Diego

Portland

Salt Lake City

Flint

Burlington

SALES:

Musicland - Single Rank: 222-137

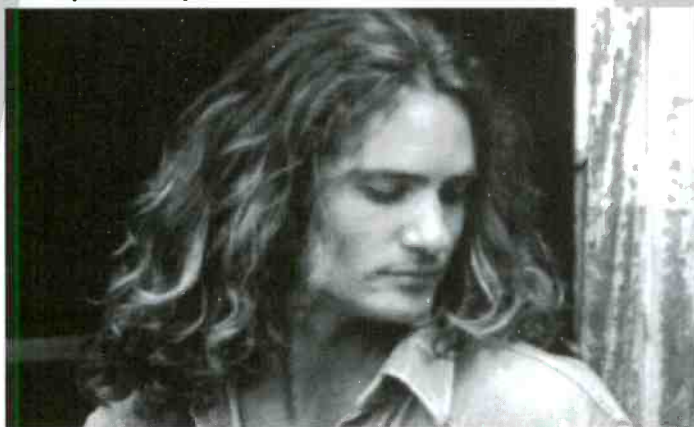
Transworld Sales Up 50%

Billboard Heatseekers - #29

SoundScan Single Sales Rank - 192-148

Piece Count Doubles! Sales Up 60%

28,000 re-orders in 2 weeks




Chrysalis®

ERG

TOM MITCHELL, WMME

"#2 18-24 female phones...This is a great midday secret-weapon record. Play this record and you'll get response."

DAVY CROCKETT, WYCR

"Requests are definitely building. Let's give Joshua the same shot that we gave Jon Secada last year. Joshua could be a core artist at this time next year."

BILLY SURF, WAEB

"*Jessie* is pulling phones in all female demos. It's touching my listeners' emotions and getting them involved with the lyrics. Selling well in the market...Don't hesitate, just play it and you'll see for yourself. P.S. Thanks for having him perform at the **HITMAKERS** Seminar."



October 13, 1993

Mr. Barry Fiedel, Publisher
Hitmakers
22222 Sherman Way
Suite 205
Canoga Park, California 91303

Dear Barry:

Congratulations on your most successful Hitmakers Seminar yet! I found it to be both interesting and fun. Listening to the market and seeing all the sights of New York was just great.

As for the seminar, I thought the panels were great, and Scott Shannon's Keynote Address was very moving.

Thank you for your hospitality and support over the years. I'm *proud* to be associated with your organization.

Best regards,

A handwritten signature in black ink, appearing to read 'Don London', is written above the typed name.

Don London
Program Director
WNVZ/WWDE

DL/kh

ED LEFFLER

1935 - 1993



ADVOCATE.

MENTOR.

COLLEAGUE.

FRIEND.

*A member of our family
who will be missed.*



"Feed The Tree" ... THE LONGEST RUNNING NO. 1 IN A DOG'S AGE AT GAVIN ALTERNATIVE
(make that five weeks at R&R). Two MTV video award nominations: Best Alternative Music Video and Best New Artist.



WELL, HERE'S THE FOLLOW-UP!

GEPETTO

FROM THE MUCH-LAUDED ALBUM: *Star* (SIGH) SALES OVER 300,000.

See the video, MTV Buzz Clip
Going For Adds, Tuesday, October 26.



Produced by GIL NORTON Contact : GARY SMITH AT GERONIMO

©1993 Sire Records Company. In fact, this tune is really about that kid Tanya had a big crush on, who accordingly tore the head off her doll.



HITMAKERS[®]

ALTERNATIVE WORLD



CROSSING OVER

BUFFALO TOM "Soda Jerk" (EastWest/AG)

BELLY "Gepetto" (Reprise)

THE BREEDERS "Cannonball" (Elektra)

the cranberries "Linger" (ISL/PLG)

JAMES "Laid" (Mercury)

NIRVANA "Heart, All" (Geffen)

PEARL JAM "Go, Daughter" (Epic)

SMASHING P'S "Disarm, Today" (VIRGIN)

THE FUTURE

1. THE POGUES

"Tuesday Morning" (Chameleon)

2. COUNTING CROWS

"Mr. Jones" (DGC)

3. BORN TO CHOOSE

"Photograph" (RYKO)

4. PEARL JAM

"Daughter" (Epic)

5. MAE MOORE

"Bohemia" (Tri-Star)

6. DIG

"Believe" (MCA)

MOST DISC-OVERED

1. PEARL JAM

"Daughter" (Epic)

2. COUNTING CROWS

"Mr. Jones" (DGC)

3. BORN TO CHOOSE

"Photograph" (Ryko)

4. MAE MOORE

"Bohemia" (Tri-Star)

5. THE POGUES

"Tuesday Morning" (Chameleon)

6. REVOLTING COCKS

"Do Ya Think I'm Sexy" (Sire/Reprise)

7. FLOP

"Regrets" (550 Music/Epic)

THE NEXT COOLEST RECORD EVER

BLUR

"Chemical World" (ERG)

IN OTHER WORDS...

Two weeks left to register!!! Make your arrangements now for the Hitmakers Regional Seminar in Atlanta, Friday, November 5th and Saturday the 6th. Did you book your room?

Congrats to John Knapp who was officially appointed Director, Alternative Promotion, 550 Music. John will be responsible for promoting Alternative and Crossover projects to Adult contemporary and Alternative stations, working closely with Jeff Appleton (VP Rock promotion) to whom he reports. He already has a couple of cool records to start with Eve's Plum and Flop (just in case you've been in a cave lately!)

QUESTION(S) OF THE WEEK- Will Dig *Believe* Go away? Answer...No! Another five adds this week including some damn good call letters. DRE, BRU, CIMX, WHTG and WWDX. Heavy at KROQ!

Question #2- Have you heard the new duet with **Frank Sinatra and Bono** *I've Got You Under My Skin* (Capitol)? Could this be the wave of the future? You never know, first Rock and Rap, now Rock and Swing.

CONFERENCE CALL NOTES- Pearl Jam, Pearl Jam, Pearl Jam. 'nuff said. Thanks to The Pogues who chimed in to say thank-you to all call participants for their help on *Tuesday Morning*. The obvious include: Nirvana, Tripping Daisy, The Breeders, Ace Of Base, Buffalo Tom, U2, Cracker, Smashing Pumpkins, etc... Other new and exciting records to spew profusely from programmers throats this week are: **The Pogues, Best Kissers, The Lemonheads, Pet Shop Boys, Mae Moore, Dead Can Dance, Gin Blossoms and 10,000 Maniacs.** Hot Tips- **The Hunger** (Gut Records) call me for more details, **Born to Choose** *Photograph* (Ryko) (REM and Natalie Merchant), **One Dove** *White Love* (London) and **Counting Crows** *Mr. Jones* (DGC).

MAKE SURE YOU CHECK OUT!!!

BLUR *Chemical World* (ERG)- This was one of the original Alternative Crossover bands to break on the scene. "In Blur's world there is no next musical frontier, and no need to strive for innovation or modernization... While the bands first album *Leisure* adopted the Manchester backbeat and neopsychedelic swirls, *Modern Life is Rubbish* embraces the nostalgia and sentimentality of classic British Pop, drawing inspiration from such performers as David Bowie, The Kinks, Julian Cope and Paul Weller." Mike Halloran of 91X thinks it... "Sounds like early Pink Floyd." This first single is a delicious tale of voyeurism and exhibitionism in the computer age, and is said to be inspired by a peeping Tom who was doing his deed on a band member and his girlfriend. Saucy... eh! Don't pass up on this band that will continue to help lead the way!

SWERVEDRIVER *Duel* (A&M)- They say there is no better time to listen to Swervedriver than while driving, so take a copy of this along with you on your drive to madness. Their new release *Mezcal Head*, a vaguely-based reference to the lifestyle of Hunter S. Thompson, jams from the start! *Duel* is named after Spielberg's classic road movie and just for the "sheer hell of it" to fuel the Swervedriver car myth. This single has already been huge in England. It has been said to be the quintessential Swervedriver song: dense, layered guitars, vital rhythms, blissful vocals and beautiful melodies. Get your copy today, if you haven't already!!

Until next week...

Andy Cooper



Promotion & Marketing

Break Thru/Tower Records Top 5 Alternative Picks

For the week of: OCTOBER 20, 1993

For More Information Call 415-626-7611

- 1. the cranberries** "Everybody..." (ISL/PLG)
- 2. DEAD CAN DANCE** "Into The ..." (4AD/ELEKTRA)
- 3. THE WONDERSTUFF** "Linger..." (Sire/Reprise)
- 4. THE OCEAN BLUE** "Beneath..." (Sire/Reprise)
- 5. REVOLTING COCKS** "Linger Ficken'..." (Sire/Reprise)

(ADVERTISEMENT)

ATLANTA

Friday, November 5th
&
Saturday, November 6th

Hotel: J.W. Marriott at Lenox
(404) 262-3344

Seminar Room Rate: \$105.00

SEMINAR REGISTRATION: \$99 in advance

Deadline to Register: October 29

after October 29: \$150 (Cash at the door)

PLEASE REGISTER ME!

Name: _____ Station/Company: _____
Address: _____ City: _____
State: _____ Zip: _____ Phone: _____

*Please mail your check for \$99.00
(\$150 after October 29, or \$150 cash at the door)
and your completed registration form to **HITMAKERS Magazine**
22222 Sherman Way, Suite #205, Canoga Park, CA 91303*



HITMAKERS Alternative Disc-covery Club®

MIKE HALLORAN, PD, 91X, San Diego

FRANK SINATRA & BONO *I Got You Under My Skin* (CAPITOL) - Martin Scorsese or De Niro will direct the video. This is gonna be incredible.

BLUR *Chemical World* (ERG) - Sounds like early Pink Floyd.

WONDERSTUFF *Hush* (PLG) - It's unbelievable!

DAN WARD, AMD, 93Q, Syracuse

CRASH TEST DUMMIES (ARISTA) - The first time I listened, I was like what the hell is this? It's Depeche Mode. It's The Cure. It's R.E.M. It's Crash Test Dummies! Thank you God, for shuffling the deck!

COUNTING CROWES *Mr. Jones* (DGC) - Do artists still write songs? Do musicians still get recording contracts? Do good songs still get airplay? Nuff said. Or asked? *Mr. Jones* says it all.

LESLIE FRAM, APD, 99X, Atlanta

US3 *Cantaloup* (CAPITOL) - A Jazz-induced, hip, funk-ed-up style just right for 99X. This one definitely lights up the switch board!

MELISSA ETHERIDGE *Come To My Window* (PLG) - One of the premiere female singer/songwriters of our time. A truly captivating piece of work that has the right to be played on any format.

PEARL JAM *Daughter* (EPIC) - The most anticipated CD release of the year...Take your pick from *VS.* is just one of the highlighted tracks we're playing.

GIN BLOSSOMS *Found Out About You* (A&M) - We can't believe how big the whole Gin Blossoms experience has been for us. *Hey Jalousy*, *Mrs. Rita*, *Allison Road* and now *Found Out About You*. All great songs with incredible vocals, harmonies and guitar cords!

SEAN DEMERY, MD, 99X, Atlanta

US3 *Cantaloup* (CAPITOL) - Lots of calls saying "What's up with that?"

GIN BLOSSOMS *Found Out About You* (A&M) - This album continues to give us great songs that people continue to call for.

DEAD CAN DANCE *Ubiquitous Mr. Lovegrove* (4AD/WARNER BROS.) - Concert is sold out... People call for it...Starting to sell well. What else could a single man and his wife ask for?

SMASHING PUMPKINS *Today* (VIRGIN) - Duh!

JOHN CLAY, PD, KEDJ, Phoenix

THE CURE *Purple Haze* (REPRISE) - Can't wait to get this in my hands! Really great record.

SAT BISLA, MD, KKDG, Fresno

BORN TO CHOOSE *Photograph* (RIKO) - This will be huge. Very mass appeal. Strong Crossover potential.

BOY GEORGE *Everything I Own* (ERG) - He's back, definitely has that UB40 groove with a typical Boy George feel to it. Another one of those Crossover records.

TEENAGE FAN CLUB *Hang On* (DGC) - Great Rock-sounding record. Much poppier than their previous stuff.

ONE DOVE *Breakdown* (LONDON) - Another great track off an incredible album.

MICHAEL ROSS, AMD, KLYV, Dubuque

LEMONHEADS *Into Your Arms* (ATLANTIC) - Worth every bit of hype it's been getting.

RONNIE RAMIREZ, AMD, KMGZ, Lawton

MAE MOORE *Bohemia* (TRI STAR) - Another great tip from the **HITMAKERS** Conference Call. Looking for a cross to regular rotation in a couple of weeks. Thanks, Andy.

REDD KROSS *Jimmy's Fantasy* (MERCURY) - You say "Voyeurism" like it's a bad thing. Look into *Jimmy's Fantasy*.

JAMES *Laid* (MERCURY) - Put a group like James in bed with a producer like Brian Eno and what do you get? I don't know what you call it, but I could use a wet-nap.

JOHN TRAPANE, PD, KTUX, Shreveport

REN & STIMPY *Don't Wiz On The Electric Fence* (EPIC) - Instantaneous phone-olympics when played just once. Look for the interview disc.

10,000 MANIACS *Because The Night* (ELEKTRA) - Right now nothing is stopping Natalie Merchant. Can she divorce any more people?

THE HUNGER *Shotgun Squad* (BLACK WIDOW RECORDS) - Not only the single but the whole album is coming soon. Will turn Alternative music on its ear.

ROB POTTER, MD, KZZU, Spokane

KRISTY MacCOLL *I Can't Stop Killing You* (I.R.S.) - Great lyric.

MIGHTY MIGHTY BOSSTONES *Don't Know How To Party* - This track knows how to party.

SQUEEZE *Everything In The World* (A&M) - Take any single and play it. Great album. Be a hero.

BILL GAMBLE, PD, Q101, Chicago

PEARL JAM *Daughter* (EPIC) - All daypart hit record.

DEAD CAN DANCE *Ubiquitous Mr. Lovegrove* (4AD/WARNER BROS.) - Good phones. The Jim Morrison cut the classic rockers can't play.

CATHERINE WHEEL *Show Me Mary* (FONTANA/MERCURY) - This is one of the most accessible records on the album.

BELLY *Gepetto* (REPRISE) - No lie, Pinnocchio's Gepetto really works.

MARY SHUMINAS, APD/MD, Q101, Chicago

PEARL JAM *Daughter* (EPIC) - Really tough to pick one cut, but this one stood out.

DEAD CAN DANCE *Ubiquitous Mr. Lovegrove* (4AD/WARNER BROS.) - Very atmospheric, haunting and hypnotic. Sales are great. Sold-out shows.

RICK MICHAELS, PD, THE END, Cleveland

PEARL JAM *Daughter* (EPIC) - Hands down, best song on the CD.

COUNTING CROWES *Mr. Jones* (DGC) - This sounds fantastic on the air.

SEAN ROBERTSON, MD, THE END, Cleveland

COUNTING CROWES *Mr. Jones* (DGC) - The more I

hear, the more I like it. Give it more than one listen.

THE POGUES *Tuesday Morning* (CHAMELEON) - Good phones already. This is gonna take off.

PEARL JAM *Daughter* (EPIC) - First listen makes this my pick for the *Jeremy* of this record album.

TOM CALDERONE, MD, WDRE, Cherry Hill

CANDLEBOX *You* (MAVERICK/WARNER BROS.) - This is gonna be a huge AOR/Alternative record.

NIK KERSHAW - He's back!

KELLY STONE, MD, WMGV, Oshkosh

APACHE INDIAN *Boom Shak-A-Lak* (MANGO/ISLAND/PLG) - Just wacky enough to stand out on our Alternative show.

LEMONHEADS *Into Your Arms* (ATLANTIC) - A perfect Alternative track that might have Crossover potential.

RED RED GROOVY *Another Kind Of Find* (CONTINUUM) - Sounds fabulous in the mix of our Alternative show.

DAN UPDIKE, AMD, WYYS, Ithaca

PEARL JAM *Daughter* (EPIC) - Already an early feeling that this track could prove to be very big. Most stores sold out of the album the first day, no surprise.

MOXY PRUVOUS *King Of Spain* (WEA Canada/ import) - Vocal a capella stuff, very similar to fellow Canadians Barenaked Ladies. Fun for the whole family.

FRANK SINATRA & BONO *I Got You Under My Skin* (CAPITOL) - A larger than life recording! Will the audience respond? If so, it could be the start of a new trend.

RICH RUSSO, AMD, WZXL, Atlantic City

MUZZA CHUNKA *Float* (ARISTA) - Kicks ass...Play it, play it, fire, fire.

HOT ROD *You're My Own* (CAROLINE) - The first time I played this song, the phones lit up like a Christmas tree.

EVE'S PLUM *Blue* (550 MUSIC/EPIC) - I didn't know Jan had it in her.

SHOTGUN MESSIAH *Violent New Breed* (RELATIVITY) - Shit, my speakers just exploded.

MIKE SUMMERS, PD, X96, Salt Lake City

PEARL JAM *VS. (Album)* (EPIC) - Lots of interest on every track.

MACHINES OF LOVING GRACE *Butterfly Wings* (ATLANTIC) - Generates good phones.

REVOLTING COCKS *Do Ya Think I'm Sexy* (SIRE/REPRISE) - Kooky remake full of attitude.

US3 *Cantaloup* (CAPITOL) - Cool-sounding record.

KINGMAKER *Armchair Anarchist* (CHRYSALIS/ERG) - Very strong record. Which one to use first?

ADAM COOK, PD, XL106.7, Orlando

the cranberries *Linger* (ISLAND/PLG) - A great response with females every time we play it...Opened it up into all dayparts...Hit!

PEARL JAM *VS. (Album)* (EPIC) - The whole album is worth checking out.



IN UTERO

"Heart-Shaped Box"

Album Sales Exploding:
SoundScan Album:
TW: #3 (100,841 Units)
501,675 Units Sold in 4 Weeks!

Alternative Smash!

- #1 Most Requested Song
- #1 Most Played Song
- #1 Billboard Modern Rock Track
- #1 Hits Album Chart



SMASH

- #1 Most Played Video - 31 Plays
- #1 Headbangers Ball



1548 BDS Spins!

Now Crossing At Top40:

Z100/New York	17 Plays
KRBE/Houston	7 Plays
WJMO-FM/Cleveland	9 Plays
KQKQ/Omaha	22 Plays
I95/Birmingham	16 Plays
KTUX/Shreveport	12 Plays
WABB/Mobile	7 Plays
Z102/Savannah	19 Plays
WSNX/Muskegon	9 Plays

and more!

NOW ON TOUR!

BELINDA CARLISLE
"It's Too Real (Big Scary Animal)"



R. CHARLES SNYDER, PD, KTMT
"It's straight-ahead Rock N' Roll...Great guitar solo. Just kicks ass."

Just Released

SHAGGY
OH
Carolina

Reaction At:
HOT97
Z100
KHKS
WNVZ
POWER PIG
KIIS-FM
KKFR
KZHT
WKSE
WKSS
WA1A
WOVV
and more



UB40
"Higher Ground"



Good Reaction At:

Z100
STAR94
KTFM
WJMO-FM
KIIS-FM

Q106
WAPE
KWNZ
WWZZ
and more

TOM GJERDRUM, Q106
"If given the chance, this one could be as big as the last."

Virgin™

ED LEFFLER



(1935-1993)

“Ed was a unique person. He was loved by his friends and the people he worked with. We consider it a deep personal loss, and the entire music industry will miss him.”

BARRY FIEDEL

BOB GREENBERG

GURU

"No Time To Play"

Early Believers:

KMEL

WHHH



"An awesome follow-up for a very hip artist!"

- Joey Arbagey, MC, KMEL

**"No time to play around, just put it on the air..
A good uptempo record to start off in the daytime."**

- Scott Wheeler, PD, WHHH


Chrysalis®

ERG

KUBE 93 JAMS

To: Hitmakers
Fr: Shellie Hart/MD KUBE
Dt: 10/12/1993
Re: Hitmakers Seminar/NY

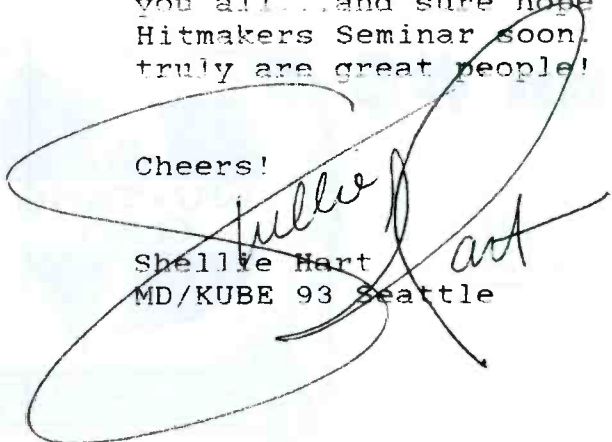
Absolutely incredible! Those are the first words that come to mind when your NY seminar comes to mind. I need to catch up on my sleep!!! Yup, those are the second words that come to mind.

I just really wanted to take a moment to thank you all for everything. The panels were untraditional and informative...at least it left me thinking about alot of things as far as programming goes.

The spirit of radio I've come to know obviously comes from the street through music, clubs, and retail. As well as strong invested passion of interest in a marketplace. In otherwords, it's really not the same as it was 20 years ago.. it's a tough world out there with very delicate situations.

I'm glad I was able to share some of my thoughts with you all...and sure hope to find myself at another Hitmakers Seminar soon. Thanks for everything, you truly are great people!

Cheers!



Shellie Hart
MD/KUBE 93 Seattle

THA ALKAHOLIKS

"Make Room"

ALEXANDER MEJIA, KMEL

"Early airplay on this record tells us that listeners are lovin' it and buyin' it!"

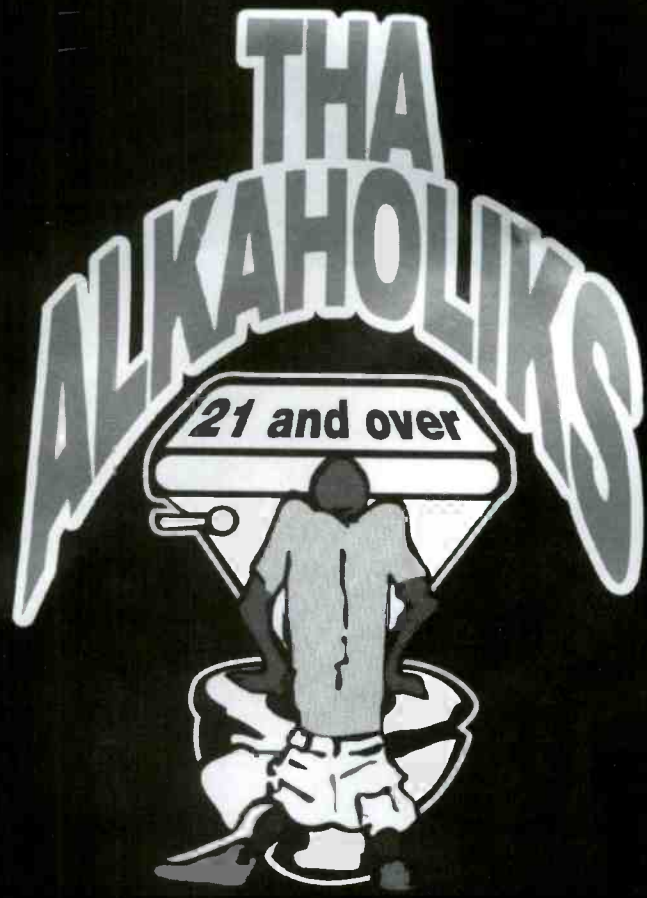
THA BAKA BOYZ, POWER106:

"A dope single from a phat album"

ADDED AT: Z90 SAN DIEGO

SOUNDSKAN

POWER 106	27 SPINZ	80-47
THA BEAT	15 SPINZ	
KMEL	13 SPINZ	87-52
HOT 102	10 SPINZ	Debut 70
HOT 97 N.Y.	10 SPINZ	
FM102	6 SPINZ	
THA BOXX	6 SPINZ	
KKFR	6 SPINZ	



ALBUMS SOLD: APPROACHING 150,000

WU-TANG CLAN

EXPLODING OUT OF NEW YORK CITY!!

HOT97 60 SPINZ
 WBLS 50 SPINZ
 WRKS 13 SPINZ

> SoundScan #5

OVER 65,000 PIECES SOLD IN GOTHAM CITY TO DATE!!

OTHER SOUNDSKAN

Philadelphia	7-7	Hartford	52-43
Baltimore	41-31	Norfolk	32-29
Syracuse	30-10	Albany	24-20

IN THE MIX, THE METHOD CONTINUES...



TRACY CLOHERTY, MD, HOT 97:

"Blowin' out the phones our #1 request record!"



DISC-OVERY CLUB®

The Hottest New Records In America This Week!

According To The Nation's Most Influential Top40/Street Programmers

1. SNOOP DOGGY DOG "What's My Name" (INTERSCOPE/ATL. GRP.)

"Instant phone reaction."

- HAWK HARRISON, MD, PWR PIG

"Huge phones from the minute we started playing."

- DON JACKSON, MD, WJMO-FM

"Blew the phones right off the hook!"

- M.C. BOOGIE D, APD, KJYK

2. ZAPP & ROGER "Slow & Easy" (REPRISE)

"Love this record!"

- ALBIE DEE, MD, WPGC

"Pretty much a no-brainer."

- KID STEVENZ, MD, KBOS

"Makes you wet, fast."

- JAMMER, MD, KIX106

3. DRS "Gangsta Lean" (CAPITOL)

"Is blowin' up here after one week of airplay in all demos."

- BLAKELY TUGGLE, AMD, WHYT

"Throw it on, and you'll see immediate reaction!"

- PETE MANRIQUEZ, MD, HOT97.7

"Coming home in several markets."

- ERIK BRADLEY, MD, B96

4. 2 PAC "Keep Ya Head Up" (INTERSCOPE/ATL. GRP.)

"It's great to see a rapper that has a street vibe with a positive message" - PACO LOPEZ, APD, WPGC

5. REALITY "Yolanda" (STRICTLY RHYTHM)

"Tremendous hook with all the elements"

- CHRISTOPHER LANCE, PD, KMXZ

MIX SHOW DISC-OVERY CLUB

1. A TRIBE CALLED QUEST "Award Tour" (JIVE)

"Anutha hit by 'Tha Tribe!" - FELIX SAMA, POWER96

2. DOUG E. FRESH "Bounce/All Right" (GEE STREET)

"This one is the shit!" - RONNIE MATTHEWS, WCKZ

3. GURU "No Time To Play" (EMI/ERG)

"Another phat track from this destined-to-be-classic album" - JOHN McMANN, KIX106



HEAVY!



THE BOX
MUSIC TELEVISION
YOU CONTROL

32-3*

"Keep Ya Head Up"

"Very real, very gripping, very big song with a big-hearted message. Translated on both the song and the video."

HELEN LITTLE - 100.3JAMZ/Dallas

"Keep Ya Head Up has been in our Top 5 requests for over a month. Callout is Top 5 with 18-24 females for close to 3 months! The only rap song that could keep us off 2Pac's I Get Around was Keep Ya Head Up."

GREG HEAD - KBXX/Houston

"Originally a B-side and I'm glad they're coming with it. It's a very positive message."

LUCY BARRAGAN - Q105/Oxnard

"Keep Ya Head Up will be even bigger than I Get Around, which was a major hit! Huge female phones already.

It's the jam...phat and all that!

CHUCK FIELD - KSFM/Sacramento

"Exploding...on the positive tip; we love that."

SHELLIE HART - KUBE/Seattle

"Keep Ya Head Up is a very straight-forward rap."

STEVE ANTHONY - KTFM/San Antonio

**ONE OF THE MOST ADDED!
ALBUM SALES OVER 700,000!**

ADDED AT:

92Q WJMN (#17) KTFM POWER PIG
WHHH (#27) HOT102 (#19) 194 Q99
WILD107 HOT97.7 (#25) KUBE
WSPK KPRR WJMH (#30) KKXX
Q105 KDON KWIN (#26) and more

WIOQ (D#25) WPGC (D#21)
KBXX (D#19)

WCKZ (19-17)
KSFM (24-18)

THE
ATLANTIC
GROUP



WILDCARD!

"What's My Name?"

"#6 Best-testing overall; 87% familiar after one week.

Snoop Dogg is hot! #6 best-testing females."

MICHELLE MERCER/APD - POWER106/Los Angeles

"What's My Name? is already Top 5 phones - full time power rotation in all dayparts.

This is by far the most anticipated release of the year...

When it drops it will be the bomb!"

HAROLD AUSTIN/MD - THE BEAT/Los Angeles

"The Snoop Dogg Radio Edit is fantastic. The vocals have been re-cut and da' shit is on! Can you say SMASH?!"

MICHAEL MARTIN, APD/MD - WILD107/San Francisco

"This record will go #1 with a stray bullet on many charts."

CHRIS WALSH - WKSS/Hartford

"What's My Name? will be unstoppable!"

GERONIMO/APD - WWHT/Columbus

"The next nightmare smash. Phones ringing off the hook.

This pup will grow into a dog real soon."

JOHN CANDELARIA/MD - KSFM/Sacramento

"Top 5 after one week...across-the-board smash!

CHUCK FIELD/OM - KSFM/Sacramento

ALREADY BLOWING UP AT:

KKBT Add	KISF Add	WHYT Add #9
KLUC Add #14	KGCI Add #24	PWR96 Add
B95 Add	KKFR Debut #20 (H)	
PWR106 18-9 (H)	WILD107 21-15	WCKZ 17-15 (H)
FM102 22-17	KUBE 15-11	WJMH 10-5

AVG. MOVE 3.67!

REPORT DATE:

OCTOBER 25TH/26TH!



HEAVY!



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

- 16 SNOOP DOGGY DOG What's My Name (INTERSCOPE/ATL. GRP.)
- 15 ZAPP & ROGER Slow & Easy (REPRISE)
- 14 DRS Gangsta Lean (CAPITOL)
- 13 2PAC Keep Ya Head Up (INTERSCOPE/ATL. GRP.)
- 13 REALITY Yolanda (STRICTLY RHYTHM)
- 12 COLOR ME BADD Time & Chance (GIANT/REPRISE)
- 11 QUEEN LATIFAH Unity (MOTOWN)
- 10 BABYFACE Never Keep Secrets (EPIC)
- 10 TO BE CONTINUED One On One (EASTWEST/ATL. GRP.)
- 10 U.N.V. Straight From My Heart (MAVERICK/WARNER BROS.)
- 10 WU-TANG CLAN Method Man (RCA)
- 9 DAS EFX Freak It (EASTWEST/ATL. GRP.)
- 9 EAZY E Real Compton City G's (RUTHLESS/RELATIVITY)
- 9 R. KELLY Sex Me (JIVE)
- 9 SALT-N-PEPA w/En Vogue Whatta Man (LONDON/PLG)
- 9 TONI BRAXTON Breathe Again (LaFACE/ARISTA)
- 8 DBG'S Bang Bang Boogie (BUST IT)
- 8 MINT CONDITION Nobody Does It Betta (PERSPECTIVE/A&M)
- 8 MISTA GRIMM Indo Smoke (EPIC)
- 8 ONYX Shiftee (JM/J/RAL/CHAOS)
- 8 SOULS OF MISCHIEF '93 Til Infinity (JIVE)
- 8 TEVIN CAMPBELL Can We Talk (QWEST/WARNER BROS.)
- 8 XSCAPE Just Kickin' It (SO SO DEF/COLUMBIA)
- 8 ZHANE Hey, Mr. DJ (FLAVOR UNIT/EPIC)
- 4 CULTURE BEAT Mr. Vain (550 MUSIC/EPIC)

Also

- 3 KRIS KROSS I'm Real (RUFFHOUSE/COLUMBIA)
- 2 BOBBY BROWN/WHITNEY HOUSTON Something In Common (MCA)

Frank's Place RICKY'S

* Just when you thought it was safe, the kid stepz out from behind his 1200's here at HITMAKERS to drop sum faxx while "Funkmaster Frank Miniaci" vakayzin the Fall Book? Wutz up wit that, Frank?!!

* Gotta throw major congratz out to ma man Russ Allen, the new P.D. @ 92Q in Baltimore!! Russ & I used to kick it back in the day @ WPGC in music research and lemme tell ya, this man's got great earz & knows hiz shit!!! On the same level, much respect & luck out to Erik Bradley in hiz new home in "M.J.'z" town @ B96!! Ya know tha "C.A.B. Crew"(thatz Cavanah, Andrews, & Bradley) are gonna be unstoppable!!

* Gigz to watch: KGGI--new P.D. should be in place as you read & it ain't who you think it iz...no M.D. @ KKXX, but Ken Richards iz close!!...The Box, WPGC?

* There's so many great jamz out there ready to air in all daypartz...@ the big W.B.--U.N.V.'s *Straight From My Heart* (Maverick/WB) chex in with a STRONG 2nd week with new majorz on the case WHYT (was that U.N.V. we saw opening for Madonna this week up in Gillette's hood?), FM 102, HOT 97.7, KKMG, & already gettin' Top 10 callout @ KBXX!! Furthermore, TEVIN CAMPBELL'S *Can We Talk* (Qwest/WB) iz virtually 100% clozed with these majors: KGGI, WIOQ, B96, KKXX, KLUC, & KPSI!! So call this kut G-O-H-N GONE and while you're at it, have your intern look for TEVIN'S new LP on your desk this week cuz itz very, very deeeep!!...And if you haven't noticed, even MTV iz all over the *Can We Talk* video...If you slept for awhile during the Robin S. explosion and you're lookin' for that perfect uptempo kut for your adult females, then I'm gonna try & wake you up early on ULTRA NATE'S *Show Me* (WB) which pulled in early rizers @ 92Q, KDON, Z90, & KKXX--itz also one of the hottest radio mix show rekkords this week (35-24 on HITMAKERS MIX SHOW CHART)!! Also VERRRRY heavy in the mix crossin' over BIG as we speak iz THA ALKAHOLIKS *Make Room* (Loud/RCA)--itz sellin' like a muhfukka coast to coast as iz WU-TANG CLAN'S new album *Enter the Wu-Tang "36 Chambers"* (Loud/RCA) which doesn't even drop 'til Nov. 9th & the initial retail orders are already @ 150,000 unitz!!! Don't sleep when itz time ta peep...Anutha adult female artist with one of the finest voices out there now iz CHANTAY SAVAGE with an all daypartz slamma' *Batcha'll Never Find* (ID/RCA)...I had the pleasure of seein' CHAKA DEMUS & PLIERS L-I-V-E a short time ago & I'm tellin' ya, deez folks are for real--people luv their sound & with that, their kut *Tease Me* iz startin to happen: V103(Balt.), WIOQ, WBLS, WUSL, WZHT, KTFM, KKFR, & KBXX...And if SHAGGY'S *Oh Carolina* (Virgin) worked for you, then you need to chekk out APACHE INDIAN'S *Boom Shack-A-Lak* (Mango/Island)...SNOOP DOG *What's My Name* (Interscope/AG) iz outta fukkin' control!! If you ain't on this...NUFF SAID!!! The same iz already bein said about 2 PAC- *Keep Ya Head Up* which brings home tha positive message that 2 PAC iz one of the hottest new artists of THA YEAR!! Interesting to note that this track iz exploding in major AND secondary markets!!! A TRIBE CALLED QUEST *Award Tour* (Jive)--NUFF SAID!!

* Remember that Ricky Leigh (via Albie, Paco, Geoffrey C...@ WPGC) told ya ma hometown boy outta D.C.-Doug Lazy & hiz krew BED ROCK *3 Steps From Nowhere* (Congratz on your well deserved deal on Island Records) iz blowin' out the phone lines @ 'PGC-95 & will do this from coast ta coast!!! My greatest props to Albie for bringin' the title of Music Director to a whole new level cuz since '86 when he walked thru tha doorz, he has almost single handedly elevated sum of the finest talent of tha streetz of D.C. like Doug "Mean Gene" Lazy, Sir Charles Dixon, Kid Fresh, Mystro, Throb, Geoffrey C...as well as helpin' yours truly outta tha clubz and into radio along with the good Dr. Dave!! Anutha couple of NEW artists that I predict are just gonna blow tha fuk up are J.G. *Put Down Your Guns* (Gasoline Alley/MCA)--If THE GETO BOYS *Minds Playin' Tricks...* (Rap-A-Lott) worked for you and you're tryin' to *Stop The Violence* in your hood, don't sleep on this kut when it hitz your rack cuz itz got tha same feel & vibe w/a very positive message!!! The 2nd NEW artist to peep out quick iz ME'SHELL (Reprise) who's literally of the streetz of Harlem and iz a smooth rappin' Bass playa w/a truly amazing story to tell and MANY FATT-ASS kutz on her debut album *Plantation Lullaby* such as *Call Me, If That's Your Boyfriend...* and *Dred Loc* to name only a few!! ME'SHELL fukkin' rocks--chekk it! Watch out for NKRU's slammn' version of *Computer Love* (RCA)!! Ya need an all daypartz that help split up your raps on your music log, this iz it!! So get with your local RCA humanoid or find my man T.A. (Tery Anzaldo) (213)468-4146. Chekk Mac Brown *Put Your Butt Down* (First Quake) and Daddy-O *Brooklyn Bounce* (PLG) for all out party jamz!

* RETRACTION--WMXN iz not being absorbed by WOW! & itz not for sale either. We regret any confusion this may have caused!!

* Lastly, mucho props to 1) Mohamed Moretta (Power 96) on FOXy's *Get Off* (Fader/Mercury) gettin' on HITMAKERS MIX SHOW CHART!! 2) Power Pig mixers Stan Priest & Matt Bradley on the Florida Suncoast Awards! & 3) Swedish Eagle's "Groove Radio" syndicates to 125 markets! Congrats. 4) Frank "vacation in the fall book" Miniaci for lettin' me do this!!! P.S. Chekk ya watch, only a minute left to register for the HITMAKERS SEMINAR in Atlanta Nov. 5th & 6th!!! C-YA!!!

RICKY LEIGH



WITH ALL THE HARD STUFF ON YOUR PLAYLIST...
HERE'S A REFRESHING LOVEJAM

RAY QUICK "HIGHSCHOOL SWEETHEART"

PLAYING IN THE MIX: HOT97, WBLS, POWER 106,
THE BEAT, B96, POWER 96, KISS-108, WPGC, V103,
KMEL, WILD 107, KUBE, KPLZ, WLUM, HOT 97.7, BOSS 97

INCREASE THE PEACE! PLAY "HIGHSCHOOL SWEETHEART"!

ON YOUR
DESK NOW!!!



HELEN LITTLE, MD, 100.3JAMZ, Dallas

TO BE CONTINUED *One On One* (EASTWEST/ATL. GRP.) - Some fresh, uptempo stuff.

DOMINO *Ghetto Jam* (DEF JAM/CHAOS) - Instant reaction!

2PAC *Keep Ya Head Up* (INTERSCOPE/ATL. GRP.) - Is massive.

QUEEN LATIFAH *Unity* (MOTOWN) - I like this one.

ERIK BRADLEY/JEFF ANDREWS, MD/MC, B96, Chicago

DAJAE *You Got Me UP* (CAJUL) - Gotta do it again. The hottest song in the clubs right now. The #1 selling single in the street stores of Chicago.

UNCANNY ALLIANCE *I'm Beautiful Dammit* (A&M) - Full of healthy hooks!

DRS *Gangsta Lean* (CAPITOL) - Coming home in several markets. We hope it does the same in Chicago.

THE GOODMEN *Give It Up* (frrr/PLG) - Great mix show record. May cross over.

U.K. *Shine On* (ZYG) - Thanks to Carmen and Joey for tippin' me off to this good import.

BABYFACE *Never Keep Secrets* (EPIC) - An R&B smash. Should work well here.

REN & STIMPY *You Eediot* (EPIC) - Erik liked the House version and Jeff likes the Hip-Hop version.

BOB BURKE, APD/MD, BOSS97, Atlantic City

ZAPP & ROGER *Slow & Easy* (REPRISE) - It melts in your ears, not in your mouth...But if you use your mouth, Nancy would appreciate it *Slow & Easy*.

ROBIN S. *What I Do Best* (BIG BEAT/ATL. GRP.) - Mass appeal music at its best; it's a hit.

LISETTE MELENDEZ *Goody Goody* (CHAOS) - This is definitely a record to check out. Put aside all pre-conceived notions. Lisette is kickin' it. Props to Johnny C - "Oh my eye."

BOBBY BROWN/WHITNEY HOUSTON *Something In Common* (MCA) - Two superstars that should fill a void. Good tempo, could go across the board.

JAZZY JEFF & FRESH PRINCE *I'm Looking For #1* (JIVE) - Should explode. By far the best Jazzy Jeff/Fresh Prince song to date. My personal fave.

PETE JONES, PD, HOT105, Modesto

ZAPP & ROGER *Slow & Easy* (REPRISE) - Huge record. Phones are great.

TO BE CONTINUED *One On One* (EASTWEST/ATL. GRP.) - Don't let this one get lost in the stack. Just play it.

BABYFACE *Never Keep Secrets* (EPIC) - Huge! Great phones.

TREVOR CAREY, APD, HOT97.7, San Jose

REALITY *Yolanda* (STRICTLY RHYTHM) - Turning into a solid. Great phones! Great clubs! Great balls of fire!

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) - There was a line at UPSTAIRS Records when they got restock on this record. Freestyle is not dead.

COLOR ME BADD *Time & Chance* (GIANT) - I let it continuously play, and after seven plays it hit me like Emitt Smith up the middle.

2PAC *Keep Ya Head Up* (INTERSCOPE/ATL. GRP.) - I like the new 2PAC. Finally a positive street reaction record

BOYZ II MEN *End Of The Road* (MOTOWN) - For Hispanic audiences, Boyz II Men's Spanish version of *End Of The Road - Al Final del Camino*.

PETE MANRIQUEZ, MD, HOT97.7, San Jose

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) - Freestyle is back in the South Bay!

REALITY *Yolanda* (STRICTLY RHYTHM) - It's a given! You gotta give the people what they want.

DRS *Gangsta Lean* (CAPITOL) - Throw it on, and you'll see immediate reaction!

ZHANE *Groove Thang* (FLAVOR UNIT/EPIC) - It's tha bomb!

12 GAUGE *Donkey Butt* (SCOTTI BROS.) - It's a reaction record. Put it on, and you'll see some reaction!

EAZY E *Real Compton City G's* (RUTHLESS/RELATIVITY) - EAZY is comin' correct with this one.

KID STEVENZ, MD, KBOS, Fresno

BOBBY BROWN/WHITNEY HOUSTON *Something In Common* (MCA) - Pretty Poppy, but still a good uptempo record.

DRS *Gangsta Lean* (CAPITOL) - Major phones in Fresno. Top-10 sales. This is gonna be a smash.

ZAPP & ROGER *Slow & Easy* (REPRISE) - Pretty much a no-brainer.

R.E.M. *Everybody Hurts* (WARNER BROS.) - Not much of a Crossover song, but easily by far the best record of the year.

CYPRESS HILL *I Wanna Get High* (COLUMBIA) - Nuff said! Besides, I like songs about SIMIO!KIE!

MICHAEL NEWMAN, PD, KDON, Salinas

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - Should be huge!

ZAPP & ROGER *Slow & Easy* (REPRISE) - Should be huge!

JAZZY JEFF & FRESH PRINCE *I'm Looking For #1* (JIVE) - Smooth groove, real melodic.

JAMMER, MD, KIX106, Providence

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Hey, Hey, Hey, *Rhythm Is A Dancer*, Part 98, but it's cooler and more dynamic dammit, so play it!

ZAPP & ROGER *Slow & Easy* (REPRISE) - Makes you wet, fast.

WU-TANG CLAN *Method Man* (RCA) - Sounded great on the radio. Wu-Tang is going to be big in New England.

QUEEN LATIFAH *Unity* (MOTOWN) - This is bad, fresh and all dat. I don't get paid for quotes, but I do get paid to play the jams and this is one of them, so let me go get my money now.

BRUCE ST. JAMES, PD/MD, KJYK, Tucson

MAC BROWN *Put Your Butt Down* (FIRST QUAKE) - A fun, melodic Rap record.

YZ *The Ghetto's Been Good To Me* (LIVIN LARGE) - Hey, this is a fun song.

STAXX *Joy* (CHAMPION) - Great dance record with loads of radio appeal.

ADAM SANDLER *Lunchlady Land* (WARNER BROS.) - Touching introspective look at the food service industry.

M.C. BOOGIE D, APD, KJYK, Tucson

MAC BROWN *Put Your Butt Down* (FIRST QUAKE) - This record got my butt out of my seat and dancing around the office. If you need a good party tune to move the dance floor, try this one!

TOO SHORT *I'm A Player* (JIVE) - Is it funky enough? Hell yeah! This cut will be huge on the street and hopefully in radio as well!

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - Whatever is the correct title of this song? It will be the next big thing! Blew the phones right off the hook!

WU-TANG CLAN *Method Man* (RCA) - What can I say? This record works!...Okay, it grew on me!

A TRIBE CALLED QUEST *Award Tour* (JIVE) - ABC, one two three, the Tribe is back in effect. Should do well for mixers and Rap shows! Oh, by the way, mad props to the man known as Ricky Leigh!

CHRISTOPHER LANCE, PD, KMXZ, Salinas/Monterey

MC LATINA *Your Boyfriend's A Freak* (SOH/BASSIX) - Just blowin' up los telephonos. Perfect for the Latina Teena.

DRS *Gangsta Lean* (CAPITOL) - #1 request in a matter of two days. If you haven't messed with it, it truly is the streets coming out of your radio.

REALITY *Yolanda* (STRICTLY RHYTHM) - You'll be humming it within seconds of playing it. Tremendous hook with all the elements. Semi-Rap jam that plays all day.

CHUCK FIELD, OM, KSFM, Sacramento

ERICK SERMON *Stay Real* (DEF JAM/RAL/CHAOS) - Good early requests and climbing.

U.N.V. *Straight From My Heart* (MAVERICK/WARNER BROS.) - Damn, I would've leaked this one too, but Bergie just didn't bring it by soon enuff!

RUPAUL *A Shade Shady* (TOMMY BOY) - Big Club record here in Sactown...Especially those where you can't tell who's who.

THE JANITOR, APD, KTFM, San Antonio

AWESOME 3 *Don't Go* (AMERICAN RECORDINGS/WARNER BROS.) - Phones are hot for this one.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Hot! Hot! Hot!

FUNKY POETS *Born In The Ghetto* (550 MUSIC/EPIC) - Thanks to Connie Breeze for turning us on to this one.

The Janitorial Pick of the Week:

THA MEXAKENZ *Phonkey Melodia* (MADHOUSE) - If you're in a Hispanic market, it will be #1 for you. Lighter Shade Of Brown X100!

STEVE ANTHONY, MD, KTFM, San Antonio

Some street stuff to be exposed in the mix:

THA MEXAKENZ *Phonkey Melodia* (MADHOUSE) - Should work well in all Hispanic markets, and even *La Cucaracha* thrown in for good measure.

From the Bay Area, **TOTAL DEVASTATION** *Many Clouds Of Smoke* (ARISTA) will debut in the mix.

Out at the clubs, these three are making the most noise:

GABRIELLE *Going Nowhere* (GO! DISCS/LONDON/PLG)

WHITE KNIGHT, FAST EDDIE & JUANIE *Girls Get Dumb* (DJ INTERNATIONAL)

REALITY *Yolanda* (STRICTLY RHYTHM)

KNIGHT-N-DAE *Throw Your Hands* (PITBULL) - Personal props out to Zack from Knight-N-Dae from Houston, Texas and his latest release *Throw Your Hands*. If you can find it, you might recognize the overlay.

HAWK HARRISON, MD, POWER PIG, Tampa

COLOR ME BADD *Time & Chance* (GIANT/REPRISE) - A guaranteed smash!

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - Instant phone reaction.

SALT-N-PEPA w/En Vogue *Whatta Man* (LONDON/PLG) - A little early for us, but we're getting tons of calls.

BRYAN ADAMS *Please Forgive Me* (A&M) - The new Bryan Adams looks good.

LUCY BARRAGAN, MD, Q105, Oxnard

ROBIN S. *What I Do Best* (BIG BEAT/ATL. GRP.) - I think it's very pretty. A big female record

XSCAPE *Understanding* (SO SO DEF/COLUMBIA) - Check out *Understanding* and *Tonight*. The whole LP is sweet.

COMING OF AGE *I'd Rather Be With You* (ZOO) - If you are into ballads, check out *Coming Of Age*.

GEORGE CLINTON *Marshall Law* (PAISLEY PARK/WARNER BROS.) - The new George Clinton is very funky.

BILL BRAVO, PD, WEOW, Key West

BRYAN ADAMS *Please Forgive Me* (A&M) - No apologies needed here. A very worthy addition to his Greatest Hits compilation.

BEE GEES *Paying The Price Of Love* (PLG) - These guys don't need John Travolta to have a hit! Strong, mass-appeal hit as long as programmers don't get hung up on "having to play the Bee Gees."

MARIAH CAREY *Hero* (COLUMBIA) - I'm disappointed. *Without You* wasn't the next official release, but this will do nicely. Top-5 hit.

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - No wimpy Pop-Dance song here. Killer, driving groove. If you're open to this type of tune on your station...Go for it!

COLOR ME BADD *Time & Chance* (GIANT) - These guys always deliver solid Pop songs.

CARL FRYE, MD, WHHH, Indianapolis

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - Everybody knows who he is. Our listeners just couldn't wait, and neither could we. #1 requests from the first spin.

GURU *No Time To Play* (EMI/ERG) - Smooth jam. Even better than *Trust Me* and you can trust me on that.

2PAC *Keep Ya Head Up* (INTERSCOPE/ATL. GRP.) - It's nice to have a positive Rap record. Could become the female national anthem.

MARK SHANDS, PD, WHJX, Jacksonville

C.C. LEMONHEAD *Take It Off* (ATTITUDE) - #2 sales and #4 phones. This is the guy who helped produce 95 South's *Whoot, There It Is*.

3 STEPS OUT OF NOWHERE *Bedrock* (ISLAND) - Top-10 phones in less than two weeks. Albie Dee turned me on to this one. Good luck!

BLAKELY TUGGLE, AMD, WHYT, Detroit

MINT CONDITION *You Send Me Swangin'* (PERSPECTIVE/A&M) - Check out this album cut. This record is gonna be huge. On that pretty brown eyes tip.

CHANTAY SAVAGE *Betcha'll Never Find* (ID RECORDS/RCA) - Is my favorite record of the week. It's a sleeper, so watch out.

2PAC *Keep Ya Head Up* (INTERSCOPE/ATL. GRP.) - The message is in the music.

QUEEN LATIFAH *Unity* (MOTOWN) - A very impressionable debut on MOTOWN, and she hits hard. With the TV show and this cut, she's gonna be a star, finally. Move over Will Smith.

FATHER 69 (UPTOWN/MCA) - Strong street buzz in Detroit or could it possibly be the title.

DRS *Gangsta Lean* (CAPITOL) - Is blowin' up here after one week of airplay in all demos.

KRIS KROSS *I'm Real* (RUFFHOUSE/COLUMBIA) - It's a real record. What can I say?

Performing well here: XSCAPE, Sagat, Salt-N-Pepa, Mista Grimm - #1 phones. Toni Braxton and XSCAPE in callout and biggest movers in sales too.

JAY DEE, MD, WJMH, Greensboro

R. KELLY *Sex Me* (JIVE) - Sounds like a smash to me. Should get instant phones.

DRS *Gangsta Lean* (CAPITOL) - Getting tremendous phones.

DAS EFX *Freak It* (EASTWEST/ATL. GRP.) - Yes, this is gonna be monstrous. It's phat and all dat.

ZAPP & ROGER *Slow & Easy* (REPRISE) - Everybody's talking.

U.N.V. *Straight From My Heart* (MAVERICK/WARNER BROS.) - Is gonna do it!

DON JACKSON, MD, WJMO-FM, Cleveland

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - His real name is Snoop Dog. His nickname is Hit. Huge phones from the minute we started playing. Should do just what the other Dre stuff did.

JOHNNY GILL *Long Way From Home* (MOTOWN) - Got this Babyface magic. I thought it was a hit all along from the minute I heard the album.

JODY WATLEY *Your Love Keeps Working On Me* (MCA) - Probably the easiest record to program out there. A multi-format jam (God, that's so cliché).

PACO LOPEZ, APD, WPGC, Washington, DC

ZAPP & ROGER *Slow & Easy* (REPRISE) - I fukkin' love this song!

TONI BRAXTON *7 Whole Days* (LaFACE/ARISTA) - Smash! Absolute smash!

2PAC *Keep Ya Head Up* (INTERSCOPE/ATL. GRP.) - It's great to see a rapper that has a street vibe with a positive message.

BORN JAMACIAN *Boom Shak Attack* (DELICIOUS VINYL) - With all the Reggae on the air this just seems to cut through all the clutter. Just another hometown smash.

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - For us it's #1 - PERIOD!

ALBIE DEE, MD, WPGC, Washington, DC

These are all smashes - Records that I love!

ZAPP & ROGER *Slow & Easy* (REPRISE)

COLOR ME BADD *Time & Chance* (GIANT)

A TRIBE CALLED QUEST *Award Tour* (JIVE)

KRS ONE *Outta Here* (JIVE)

REALITY *Yolanda* (STRICTLY RHYTHM)

GERONIMO, APD, WWHT, Columbus

CULTURE BEAT *Mr. Vain* (550 MUSIC/EPIC) - Ya gotta love anything with 10,000 BPM's.

DA YOUNGSTAS *Wild Child* (EASTWEST/ATL. GRP.) - The first one worked for us, and this should slam too.

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - A unique sound. This will cut through the clutter and devastate.

KRIS KROSS *I'm Real* (RUFFHOUSE/COLUMBIA) - Anything by the Kris' will rule at night.

FEM 2 FEM *Obsession* (TIQUE/CRITIQUE) - Check out this cut. It's even better than *Switch*.

STEVE MEADE, PD, Y97, Santa Barbara

U.N.V. *Straight From My Heart* (MAVERICK/WARNER BROS.) - This band can't be overlooked. Smooth jams always seem to last longer.

TONI BRAXTON *Breathe Again* (LaFACE/ARISTA) - Already big phones and we've only tested it.

FUNKY POETS *Born In The Ghetto* (550 MUSIC/EPIC) - Love the record; don't let the cover fool you. This is a hit band.

SNOOP DOGGY DOG *What's My Name* (INTERSCOPE/ATL. GRP.) - Already the vibe is too big to ignore.

DEADLINES

CLUB CHART REPORTS ARE DUE EVERY FRIDAY BY 3:00PM P.S.T. OR ELSE...

MIX SHOW REPORTS ARE DUE EVERY MONDAY BY 3:00PM P.S.T. OR ELSE...

MIX SHOW DISCOVERIES ARE DUE EVERY TUESDAY BY 2:00PM P.S.T. OR ELSE...

STREET SHEET DISCOVERIES ARE DUE EVERY TUESDAY BY 2:00PM P.S.T. OR ELSE...



Mix Show

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

Most Disc-overed for this issue

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

- 12 A TRIBE CALLED QUEST Award Tour (JIVE)
- 8 DOUG E. FRESH Bounce/All Right (GEE STREET)
- 8 GURU No Time To Play (EMI/ERG)
- 7 THA ALKAHOLIKS Make Room (LOUD/RCA)
- 7 CHANTAY SAVAGE Betcha'll Never Find (ID RECORDS/RCA)
- 7 FAT JOE Watch The Sound (RELATIVITY)
- 7 SOULS OF MISCHIEF '93 Til Infinity (JIVE)
- 6 REAL 2 REEL F/Mad Stuntman I Like To Move It (STRICTLY RHYTHM)
- 5 U2 Lemon (ISLAND)
- 4 MK f/Alana Love Changes (CHARISMA/VIRGIN)

Also

- 3 D:REAM Things Can Only Get Better (SIRE)
- 3 JOHNNY O Runaway Love (EXIT)
- 3 LISETTE MELENDEZ Goody Goody (CHAOS)
- 3 LONNIE GORDON Happenin' All Over Again (RX) (SBK/ERG)
- 3 UNCANNY ALLIANCE I'm Beautiful Dammit (A&M)
- 3 YZ The Ghetto's Been Good To Me (LIVIN LARGE)
- 2 CORO Stand By Your Lover (CUTTING)
- 2 CULTURE BEAT Mr. Vain (550 MUSIC/EPIC)
- 2 EVOLUTION Everybody Dance (DECONSTRUCTION/RCA)
- 2 FAST EDDIE Girls Get Dumb (DJ INTERNATIONAL)
- 2 FORTE Run Don't Stop (FLIP SQUAD)
- 2 HOUSE OF GYPSIES Sume Sigh Say (FREEZE)
- 2 JAZZY JEFF & FRESH PRINCE I'm Looking For #1 (JIVE)
- 2 LEGACY Stay With Me Tonight (DJ INTERNATIONAL)
- 2 MELLOW MELLOW I Can't Stop (CAROLINA)
- 2 SHAQUILLE O'NEAL I Know I Got Skillz (JIVE)
- 2 TOO SHORT I'm A Player (JIVE)

MOST ADDED

- D:REAM "Things Can Only Get Better" (Sire/WB)
- GLORIA ESTEFAN "Tradicion" (Epic)
- A TRIBE CALLED QUEST "Award Tour" (Jive)
- CORO "Stand By Your Lover" (Cutting)
- EAZY-E "Real Compton City G's" (Ruthless/Relativity)

MIX SHOW MOVERS

W - TW	Artist	Song	Label
1-1	ZHANE	"Hey, Mr. D.J."	(Flavor Unit/Epic)
5-2	REALITY	"Yolanda"	(Strictly Rhythm)
3-3	K7	"Come Baby Come"	(Tommy Boy)
4-4	GABRIELLE	"Dreams"	(Go! Discs/London/PLG)
7-5	ACE OF BASE	"All That She Wants"	(Arista)
6-6	MARIAH CAREY	"Dreamlover"	(Columbia)
9-7	LONNIE GORDON	"Happenin' All Over Again"	(SBK/ERG)
2-8	HADDAWAY	"What Is Love"	(Logic/Arista)
10-9	DE LA SOUL	"Breakadawn"	(Tommy Boy)
11-10	CULTURE BEAT	"Mr. Vain"	(550 Music/Epic)
15-11	THE GOODMEN	"Give It Up"	(frrr/PLG)
16-12	EN VOGUE	"What Is Love"	(EastWest)
13-13	MICHAEL WATFORD	"Love 4-2"	(Eastwest/AG)
14-14	DEBORAH HARRY	"I Can See Clearly Now"	(Reprise)
24-15	RED RED GROOVY	"Another Kind Of Find"	(Continuum)
20-16	ERICK SERMON	"Stay Real"	(Def Jam/RAL/Chaos)
19-17	THA ALKAHOLIKS	"Make Room"	(Loud/RCA)
21-18	DR. DRE	"Let Me Ride"	(Death Row/Interscope/AG)
8-19	RUPAUL	"A Shade Shady"	(Tommy Boy)
18-20	KATHY BROWN	"Can't Play Around"	(Cutting)
23-21	DAVID MORALES	"The Program"	(Mercury)
12-22	ROBIN S.	"Love for Love"	(Big Beat/AG)
25-23	ONYX	"Shiftee"	(JMJ/RAL/Chaos)
35-24	ULTRA NATE	"Show Me"	(WB)
38-25	WHITE KNIGHT...	"Girls Get Dumb"	(DJ International)
26-26	TEN CITY	"Fantasy"	(Columbia)
28-27	TONJA DANTZIER	"In & Out"	('Tique/Critique)
30-28	SAGAT	"Fuk Dat"	(Maxi)
N-29	SALT N PEPA	"Shoop"	(PLG/Next Plateau)
31-30	MOBY	"Move"	(Elektra)
N-31	JANET JACKSON	"Throb"	(Virgin)
17-32	BIZARRE, INC.	"Love In Motion"	(Columbia)
44-33	KRS ONE	"Outta Here"	(Jive)
N-34	STAXX	"Joy"	(Chaos)
N-35	XSCAPE	"Just Kickin' It"	(Columbia)
37-36	NAUGHTY BY NATURE	"Written On Ya Kitten"	(Tommy Boy)
47-37	TOTAL DEVASTATION	"Many Clouds Of Smoke"	(Arista)
39-38	SOULS OF MISCHIEF	"'93 'Til Infinity"	(Jive)
40-39	B-TRIBE	"Fiesta Fatal"	(Atlantic)
36-40	LEGACY OF SOUND	"I Can't Let You Go"	(RCA)
42-41	TERRI & MONICA	"Uh-Huh"	(Epic)
43-42	STYLZ & THE J.I.Z.	"Party All Nite"	(Basix)
N-43	AWESOME III	"Don't Go"	(American)
45-44	DINA CARROLL	"Ain't No Man"	(A&M)
46-45	MISTA GRIMM	"Indo Smoke"	(Epic)
N-46	FOXY	"Get Off"	(Fader/Merury)
48-47	CHANTAY SAVAGE	"Betcha'll Never Find"	(ID/RCA)
49-48	PET SHOP BOYS	"Go West"	(EMI/ERG)
N-49	BLESS THIS HOUSE	"I Can See Clearly Now"	(Moonshine)
N-50	SNOOP DOGGY DOG	"What's My Name"	(Interscope/Atl. Grp.)

B. BRIAN, 92.7THE BEAT, Jacksonville

MK f/Alana Love Changes (CHARISMA/VIRGIN) - Solid production that we've come to expect from MK. All mixes work, even the "Rough Mix" for a hip hop vibe.

Two new entries from Freeze: **HOUSE OF GYPSIES Sume Sigh Say** (FREEZE) - Nitemare On Tribal Street...Todd Terry/M.A.W. mixes in yo face!

BME f/Leroy Burgess Pray (FREEZE) - Another fat, excuse me, phat vocal. For best results, head straight for the "Freeze Mix." Boogie Down was performin' an it ain't no joke!

KRS ONE Return Of The Boom Bap (JIVE) - ...Or was it Bip? Yo you don't want to sleep on this shit. Phat phat phat. Check out *Slap Them Up* and *Sound Of Da Police*. Did I mention this was phat? Should be boomin all Fall and well into next Spring.

A TRIBE CALLED QUEST Award Tour (JIVE) - What can I say! Yo peace, I'm out.

TIM 'Spinnin' SCHOMMER, B96, Chicago

JOHNNY O Runaway Love (EXIT) - This is a great record! Don't overlook it cuz itz a freestyle record...

U2 Lemon (ISLAND) - Here's a sentence I thought I'd never say... I love the new U2! Check out the "Morales Mix."

THE LATINO BROTHERS The Musik (NOISE) - Sample record over a Robin S. track... Good dance track twelve.

SOUL SOLUTION Love, Peace & Happiness (ffrr/PLG) - Another great dance record... Give this one a listen and turn it up!

CORO Stand By Your Lover (CUTTING) - Another great record from Coro. Don't miss the B-side by Vienna, *Two Wrongs (Don't Make It Right)*.

GARY QUINTIN, BOSS97, Atlantic City

LINDY LAYTON We Got The Love (PWL/IMPORT) - The 'Hot Tracks' version is the female club song that follows in the footsteps of *Finally*. It's a must for radio.

REAL 2 REEL F/Mad Stuntman I Like To Move It (STRICTLY RHYTHM) - If you include *Yolanda*, it's a double whammy for STRICTLY RHYTHM. You go Bari!

LEGACY Stay With Me Tonight (DJ INTERNATIONAL) - If you include *Girls Get Dumb*, it's another double whammy from DJ INTERNATIONAL. You go Hazel!

CHARLIE FORD, BOSS97, Atlantic City

LEGACY Stay With Me Tonight (DJ INTERNATIONAL) - Chalk up another hit for Hazel and Legacy. This record is slammin'!

MK f/Alana Love Changes (CHARISMA/VIRGIN) - Great to hear from this artist again. Nice house track. Smooth vocal. Check out the 'MK mix.'

JOE The One For Me (MERCURY) - Joe is back with another funky R&B jam. Nice follow-up.

JERRY McGEE, BOSS97, Atlantic City

REAL 2 REEL F/Mad Stuntman I Like To Move It (STRICTLY RHYTHM) - Great reaction from the first time I played it in the club, and it's definitely going to be a heavy mix show record.

WHITE KNIGHT, FAST EDDIE & JUANIE Girls Get Dumb (DJ INTERNATIONAL) - One of my favorites out now, packing the dance floor and in my mix show.

EVOLUTION Everybody Dance (DECONSTRUCTION/RCA) - Great remake of a great classic. Done with the original in mind. Gonna do very well in the mix show.

SWEDISH EAGLE/STEVE TSEPELIS, GROOVE RADIO, Los Angeles

REEL 2 REEL F/Mad Stuntman I Like To Move It (STRICTLY RHYTHM) - More ragga house from the U.S., yes! Judging by the success I've had so far with David Morales' *The Program*, this will be another hit. Sped up traditional dance hall toasting from the Jamaica ghetto. A fierce house rhythm that made Strictly Rhythm a 'house'-hold name.

Another killa ragga/house-choon is **INSTRUM Wine** also on (STRICTLY RHYTHM). So wine your waist and get with da program

CHUCK PHULOSOUL Feel Alright (DEFINITIVE) - This is a double-A-sided DJ collector's item. *Feel Alright* is a 128 BPM energy house gem. *Stargazer* is a funky number 109 BPM (120 BPM at +8) with samples from Tony Bazooka's *Dynomite* and Earth, Wind and Fire's *Shining Star*.

D:REAM Things Can Only Get Better (SIRE) - Already a big hit on Groove Radio as an import. D:ream's *Things Can Only Get Better* is the ultimate in happy-house. Play it now and watch your audience smile. (Not that they weren't already, but maybe a wider grin.)

DARRYL JAMES/DAVID ANTHONY PROJECT f/Fay Victor Where Do We Go? (FREEZE) - New "Tribal Remixes" by Todd Terry. David Anthony really put some fire into this song. Where will your audience go? Well, either to turn up their radio or to the dance floor.

HOUSE OF GYPSIES Sume Sigh Say (FREEZE) - The latest single from the *GYPSYLAND* LP has remixes by Masters At Work, Louie, Kenny, Todd Terry and Roger S. This is one hot record with all the mixes guaranteed (128 BPM) to generate energy either on the radio or on the dance floor.

FUNKMASTER FLEXX, HOT 97, New York

REDMAN Superman Lover (DEF JAM) - Very creative...very street.

ILLEGAL We Getz Buzy (ARISTA) - Chekk tha "Diamond D" remix.

FORTE Run Don't Stop (FLIP SQUAD) - Krazee undaground...krazee hyped!

JAZZY JIM, HOT97.7, San Jose

HUGH K. Shine On (ZYX) - Combine the bass line of Nightcrawlers with a very soooooouful male vocalist and you got yourself a great record. Works well in the club, and initial airplay looks promising. It's only a matter of time before this one gets picked up domestically.

TASHAN Love Is Forever (CHAOS) - Let's talk about split personalities. When I first played this little jammy I was hyped on the "Shadow Zone Dub," then I flipped it over and found me a slammin' R&B cut with production courtesy of Joe The Butcher. If you can't deal with the vocals, don't worry, there is an instrumental version that can carry its own weight.

FORTE Run Don't Stop (FLIP SQUAD) - I'm tellin' you when it comes to beats, my man Funk definitely knows what time it is. It's been over a week, and people are still callin' my pager trying to find out where they can get this one. C'mon Flexx let us know who's distributing this cut, so we can get some retail going out here on the West Coast.

JEFF K., KDGE, Dallas

U2 Lemon (ISLAND) - 'Bad Yard Club Mix' is a Monster of a mix! Eight and a half minutes of David Morales at his finest. Gives our listeners a whole new way to hear this major core artist.

D:REAM Things Can Only Get Better (SIRE) - Incredible follow up to *UR The Best Thing*, played this one last year as an import. D:ream always reacts well in Dallas. A quarter of all D:ream sales in the United States come outta Dallas. Domestic vinyl comes with "MK" mix... These guys deserve a lot more attention.

WINX Feeling Good (SORTED) - First record on Nervous sub-label from Philly's Josh Wink. *Feeling Good* is the B-side track. Slammin acid groove with minimal kick drum. This is a must for any mixer programming trance.

RuPAUL House Of Love (Dis-Cuss Mix) (TOMMY BOY) - This British picture disc features a previously unreleased mix that will blow you away! Pumped up past 130 BPM this is a progressive techno stormer. Seek out this import and breathe life back into this older RuPaul Track.

THE SHAMEN Comin' On (Culture Beat Mix) (ONE LITTLE INDIAN) - An alternative mix show essential. Typical Shamen style complete with Mr. C rap ragga style. Original version is very downtempo, but those vain Culture Beat folks hype this one up quite well. Should do as well as L.S.I. or Phorever People. Limited quantities are available on clear vinyl...Oooh!

CHARLES CHAVEZ, KPRR, El Paso

HUGHK Shine On (ZYX) - The mellow mix with the Robin S. sample is the shit!

CORO Stand By Your Lover (CUTTING) - One weekend in the mix and the freestyle fanatics are calling like crazy.

D:REAM Things Can Only Get Better (WARNER BROS.) - Good follow up from their late monster hit. 'MK Mix' is the goods.

A TRIBE CALLED QUEST Award Tour (JIVE) - All you

got to say is it's A Tribe Called Quest and the reaction of the crowd will say the rest.

TITO AGUSTIN, KDON, Salinas

Well this week I'm into **DOUBLEPLUSGOOD Conga Te** (SIRE/REPRISE) - All mixes are pumped up. Love the *Cool Runnings Soundtrack* (CHAOS) and **JOHNNY O** is back with *Runaway Love* (EXIT) plus **DEBBIE COLE Could You Be Loved** (NEXT PLATEAU) is something to check. Finally, street buzz is on **XSCAPE Understanding** (COLUMBIA). Have a good one, Peace.

MAGIC MIKE HINKS, KDWB, Minneapolis

SHAQUILLE O'NEAL I Know I Got Skillz (JIVE) - It's got da skillz.

TOTAL DEVASTATION Many Clouds Of Smoke (ARISTA) - A hip-hop sound that will leave your crowd...

CULTURE BEAT Mr. Vain (550 MUSIC/EPIC) - Slammin'! Already a radio crossover hit here. Love da 'Vain Mixes.'

LONNIE GORDON Happenin' All Over Again (RX) (SBK/ERG) - Like a revolution! It never dies, just keeps comin' back around stronger than ever. It's happenin' again!

THE GOODMAN Give It Up (ffrr/PLG) - Strange!

JIMMY KIM, KIIS-FM, Los Angeles

LONNIE GORDON Happenin' All Over Again (RX) (SBK/ERG) - Definitely happening all over again! Her live show at the **HITMAKERS** Seminar in N.Y. was slammin' and for those sleepers that missed it, you missed out!

CULTURE BEAT Mr. Vain (550 MUSIC/EPIC) - Culture Beat is back with a new sound and a new flava that is both club and radio friendly. Remixes?

CHAKA DEMUS & PLIERS Tease Me (Remixes) (Mango/Island) - This is a very talented group that keeps re-inventing themselves with crossover mixes written all over it, both for clubs and radio.

JOHN McMANN, KIX106, Providence

UNCANNY ALLIANCE I'm Beautiful Dammit (A&M) - They're B-A-C-K! Not Clivilles & Cole this time, but Digit & EFX did mixes that pump!

GURU No Time To Play (EMI/ERG) - Another phat track from this destined-to-be-classic album! Rob Stone will cry and throw sticks at you, but play this at 45 rpm over a bonus beat, or Smooth Touch *House Of Love* on Strictly! You'll lose it!

2 DA RHYTHM Take Em Up/Special Groove (NERVOUS) - Slammin' underground house music! Samples *I'm Every Woman* produced by Kenny 'Dupe,' so you know there's a dope hip-hop B-side! Get it!

D:REAM Things Can Only Get Better (SIRE) - Check out the "MK: Trance Mix!" Very Cool.

FUNKY FUSION BAND Spiritual EP (EIGHTBALL) - All cuts are on it! From a label you can count on for quality releases! Check out *Calypso Meltdown!* Adios!

THA RUFFNEX, KKXX, Bakersfield

YZ The Ghetto's Been Good To Me (LIVIN LARGE) - This is that joint shit! Getting great response from the streets and the phones. Blowin up! Props to Big D da Porno King! Got my pocket full of quarters! Ha!

QUEEN LATIFAH Unity (MOTOWN) - Latifah is back yo! This is her dopest shit yet, with a positive message to the ladies, and just so happens to be the shit.

YAGGFU FRONT Busted Loop B/W Slappin Sukas Silly Remix (MERCURY) - Crazy Hype! Phat! All that! Yo this is some dope ass next shit.

JAZZY JEFF & FRESH PRINCE I'm Looking For #1 (JIVE) - Teddy hits shit off again! This shit is butta.

A TRIBE CALLED QUEST Award Tour (JIVE) - The phattest jam of the year! Instant phones most requested. They're back!

DJ EFX, KMEL, San Francisco

UNCANNY ALLIANCE I'm Beautiful Dammit (A&M) - All mixes perfect for radio and radio mix shows.

DOUBLE PLUS GOOD Conga Te (SIRE/REPRISE) - Great club record. Should work well in your mix show.

GURU Le Mal Le Bien (EMI/ERG) - This is the best cut from the album. It should be played both on radio and mix shows. *No Time To Play* is jammin' as well!

RONNIE JORDAN Under Your Spell/In Full Swing (ISLAND (import)) - This radio-friendly acid jazz perfect for middays...should work perfect for Hip-Hop mix shows.



October 11, 1993

Barry,

I am writing to thank you for inviting me to attend my first ever HITMAKERS seminar. I've been to several other types of seminars but none of them have allowed me to do what I was able to do these past few days in NYC. By gathering together Club DJs, Pool Directors, Radio Mix Show DJs, Music Directors and Program Directors along with other Label Reps, Promoters, and the occasional Label Owner; you offered a young but rapidly growing label like ours the wonderful opportunity to meet and network with all of these people in a relaxed and informal setting. I really appreciated the way the scheduled discussions stayed focused on what people really wanted to talk about and stayed away from the unproductive ego boosting which often accompanies these types of events. I also liked the fact that they were indeed discussions open to all and not panels where only a few panelists and those brave enough to walk up to that one microphone in the middle of the room are allowed to speak.

Thanks again,

A handwritten signature in black ink, appearing to read "Peter" or "PJ", written in a cursive style.

Peter Jesse Reniche - Promotion Coordinator

TEL: 213 468 9494 • FAX: 213 468 9488

ALVIN D., KSFM, Sacramento

ZHANE *Hey, Mr. DJ* (FLAVOR UNIT/EPIC) - I met them, they're sweet. They're the hottest group with a smooth laid hip hop track. The song is #1 in all the clubs of Sacramento.

ERICK SERMON *Stay Real* (DEF JAM/RAL) - The hip hop flava that can't go away. It's on like flippin' burgers.

XSCAPE *Just Kickin' It* (SO SO DEF/COLUMBIA) - Jermaine Dupri is the smartest and dopest producer around. He knows he got the shit with this group and thick. Sure to sell over 500,000 copies.

CARLOS FUSARO, KTFM, San Antonio

MELLOW MELLOW *I Can't Stop* (CAROLINA) - Hot updated version of the Plez classic.

SALT-N-PEPA *Shoop* (LONDON/PLG) - Back and smooth as ever, the fly girls deliver another slammin ditty. Don't sleep on this!

STAN PRIEST, POWER PIG, Tampa

LISETTE MELENDEZ *Goody Goody* (CHAOS) - The LP version is great on the R&B tip, but I always love her house mixes.

EVOLUTION *Everybody Dance* (DECONSTRUCTION/RCA) - I find myself continuously reaching for this record.

REAL 2 REEL F/Mad Stuntman *I Like To Move It* (STRICTLY RHYTHM) - It's got a fierce groove. I love it!

THA BAKA BOYZ, POWER106, Los Angeles

VOLUME 10 *Pistol Grip Pump* (IMMORTAL/RCA) - Itz dat West Coast funk shit that booms! There's a couple otha jointz on there for those who prefer different mixes. Y'all gonna find somethin ya like on dere!

FELIX SAMA, POWER96, Miami

MAD LION *Shoot To Kill* (WEEDED/NERVOUS) - This is an original hip hop/reggae flava'd track... Slap it on you 1200's...you won't regret it!

A TRIBE CALLED QUEST *Award Tour* (JIVE) - This kut is rollin'... Anutha hit by 'Tha Tribe!'

YZ *The Ghetto's Been Good To Me* (LIVIN LARGE) - This track's makin' noyze here in Miami... Give it a spin and check it out.

NICE & SMOOTH *Cash In My Hand* (DEF JAM/RAL/COLUMBIA) - This track's got sum madd lyrics and tha beat is just as smooove. Nice & Smooth... definitely indere.

MOHAMED MORETTA, POWER96, Miami

GET SET V.O.P. *Timberlands For Christmas* (PLG) - Retro-rap smoothed out on a live jazz R&B tip... Props to Bart Phillips and Entertainment Resources who brought you Kris Kross, Arrested Development, and X-scape.

MAC BROWN *Put Your Butt Down* (FIRST QUAKE) - Party rap with lots of energy and style! DJ's will love this one...instant reaction!

PLAN B *Life's A Beat* (IMAGO) - MK throws down on his remixes taking the original from an alternative feel to a house groove that's unique, but effective! My personal favorite!

REG-N-EFFECT, THE BOX, Houston

MASTA ACE *Born To Roll* (DELICIOUS VINYL) - The best he's put out...ever.

EAZY E *Real Compton City G's* (RUTHLESS/RELATIVITY) - *Dre Day* is Eazy's payday.

TOO SHORT *I'm A Player* (JIVE) - Vintage Too Short.

CHRIS BARAKET, WAEB, Allenville

LISETTE MELENDEZ *Goody Goody* (CHAOS) - The long awaited 12" is alive and kickin'. Check out the down beat radio mix to get the hip hop fix.

SATIN & SCARLET *Boom* (ZYX) - Cool house record that gets the crowd in an up roar. Already on my modified 1200's.

DEBBIE COLE *Could You Be Loved* (NEXT PLATEAU) - Strong club record with crossover potential. Listen to the house mix, it's got The Goodmen written all over it!

JOHNNY O *Runaway Love* (EXIT) - Filling the freestyle void with the "Radio" and "Funky Club" mixes, while the other side hits you hard with the "Sin Mix."

U2 *Lemon* (ISLAND) - David Morales gives you two versions, "Bad Yard Club" and "Serious Def Dub" on one pretty yellow 10.

CLIFF HORVICK, WBHT, Scranton

SHAQUILLE O'NEAL *I Know I Got Skillz* (JIVE) - This is a 'Bad Mama Jama.'

KRIS KROSS *I'm Real* (RUFFHOUSE/COLUMBIA) - LP version is my fave.

JODY WATLEY *Your Love Keeps Working On Me* (MCA) - Nice little Jammy.

THE CREATOR *Let There Be House* (ZYX) - Harry's got a hot one!

RONNIE 'Captain Kirk' MATTHEWS, WCKZ, Charlotte

JAZZY JEFF & FRESH PRINCE *Code Red LP* (JIVE) - Check out this LP. It's full of fun, hot, party jamz. No shooting, killing, fukking or talking shit about anybody else in the industry, just some of the cleanest and hottest hip hop jamz I've heard in a while, like; *Somethin' Like Dis*, *Can't Wait To Be With You* with Christopher Williams, *Code Red* and one of my favorite cuts, *I Wanna Rock* which I've stared playing about a week ago, and since then has been one of the most requested songs this past week. Play it!

JACK BOYZ *Swing Batta Batta* (URBAN) - This hip hop cut has been in the mix for a couple of weeks, and has received large phones. Also, sales have been great at my store, Camelot Music. Give this a spin!

BIZ MARKIE *Young Girl Blues* (COLD CHILLIN) - This is a funky little tune about what those young little girls can do to you. Check this cut out. You can even understand what he is saying.

DOUG E. FRESH *Bounce/All Right* (GEE STREET) - Have always liked Doug E. and this 12" has a lot of potential. I really liked *All Right*, this one is the shit! *Bounce* is ok, but I need a radio friendly mix, shit is not a radio friendly word guys!

KYPER *Back In Black* (TIP TOP) - For you guys that liked the Stylz & J I Z, *Party* with the rock guitar with a hot party groove, this one's for you. Added to my show this past weekend, instant phones...And now my biggest Disc-overly... All of my great new friends that met at the HITMAKERS convention, you guys and ladies are the best of the best. It was an honor and a pleasure to have been able to work and party with the elite of my profession. And thanks above all to the staff and crew of HITMAKERS, especially you Ricky Leigh for giving us the opportunity to meet each other and become friends...Party!

HECTOR THE EJECTOR, WILD107, San Francisco

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) - This proves that freestyle is not dead! The phone reaction is fukkin' phenomenal and club reaction is just tha same!

TOO SHORT *I'm A Player* (JIVE) - Home grown talent doin' good again! This record should not be overlooked...House... records finally makin' sum reeeal noyze on the airwaves.

REALITY *Yolanda* (STRICTLY RHYTHM) - Been playin' this at the clubz since I got tha test pressing, and now itz on the air 'G' cuz it made so much fukkin' noyze!

GABRIELLE *Dreams* (GO! DISCS/LONDON/PLG) - Here's a perfect example of how to break records off the streetz of San Francisco through the mix and into rotation.

LONNIE GORDON *Happenin' All Over Again (RX)* (SBK/ERG) - I feel this is the next one.

GARY CANNAVO/NEIL PETRICONE, WJMN, Boston

LISETTE MELENDEZ *Goody Goody* (CHAOS) - Awesome record. This girl still has it, never lost it, and will always have it.

MELLOW MELLOW *I Can't Stop* (CAROLINA) - This record has the sound of the 90's, watch out for this one.

WHITE KNIGHT, FAST EDDIE & JUANIE *Girls Get Dumb* (DJ INTERNATIONAL) - We love this record. A must play for your mix show.

EAST 17 *House Of Love* (POLYGRAM) - They came back with a very strong sound that would make anybody happy to play it in their mix show.

MK *f/Alana Love Changes* (CHARISMA/VIRGIN) - A very nice follow up from her last one, love her vocals and style.

JOHN HUNTER, WOW92.5, Key West

HARDFLOOR *Acperience* (HARDHOUSE/MOONSHINE) - Heard it first on import, tried to steal it from my partner, now I got it. This shit is excellent. Acperience it!

BEAUTIFUL PEOPLE *If '60s Were '90s* (CONTINUUM) - See last week's mag. Props to Mario and CONTINUUM.

JOHNNY O *Runaway Love* (EXIT) - I'm not into much Freestyle anymore, but Johnny is back. Hopefully more than just South Florida will check it.

DOMINICA *Gotta Let You Go* (MIC MAC) - Way to go, Mo! Glad to hear this fine lady transcend styles. Dominica should "SAIL" up the charts with this one. "Gotta Go."

INXS *The Gift* (ATLANTIC) - Gotta rough feel to it that works. Can't wait to get the vinyl.

ROSS WILSON, WOWI, Norfolk

These are my disc-overies:

U2 *Lemon* (ISLAND)

PET SHOP BOYS *Go West* (EMI/ERG)

GLORIA ESTEFAN *Tradicion* (EPIC)

LOLEATA HOLLOWAY *Mamma Won't, Papa Won't* (SAL SOUL)

MG WHIZ, WPGC, Washington, DC

CYPRESS HILL *When The Ship Goes Down* (RAL/COLUMBIA) - Pumpin at tha hip hop...so move and don't letcha pantz drop!

BORN JAMACIAN *Boom Shak Attack* (DELICIOUS VINYL) - Itz reggae, mon...definitely pumpin all tha reggae-rockers around D.C.

MC LYTE *I Go On* (EASTWEST/ATLANTIC) - Itz goin' on and on like Naughty By Nature said, "It's On!"

SNOOP DOG *Gin & Juice* (INTERSCOPE/ATL. GRP.) - Snoop Doggy Dog... Dr. Dre's at the doe! Phat dawg beats from back in tha day... Don't miss this! This is an "MD Throbbin" rekkord.

RON 'The Sugar Bear' WILLIAMS, WRCK, Utica

BJORK *Violently Happy* (ELEKTRA) - On the edge... Great sound. The "B-Side Mix" is my mix of choice.

THE BROTHERHOOD *Love Will Make It Right* (IMAGO) - Those who got this one the first time, know this jam smokes... The rest, just join in on the fun, this houser has 'real' potential.

On the hip hop tip: **POSITIVE K** *Carhoppers* (ISLAND/PLG) - Pos flips the script again with a "clean, wholesome, very radio-friendly" kut. Should do well in all markets.

YZ *The Ghetto's Been Good To Me* (LIVIN LARGE) - Pure flava, this record shines.

A TRIBE CALLED QUEST *Award Tour* (JIVE) - Solid production...Phipe and Q-Tip catch 'nuff wreck! Peace!

RANDY 'DJ Ran' GASKINS, POWER99, Philadelphia

THA MEXAKENZ *Phonkey Melodia* (MADHOUSE) - Tha slamminest hip hop shit I've heard in a while... Motown getz bizzio on tha hip hop tip!

SHADZ OF LINGO *Mad Flava* (EMI/ERG) - Itz dope... Very Erick Sermon-ish... Lotta phones!

TASK 4OURCE *Takin' No Shorts* (CHARLIE MACK) - Tha rekkord is tha shit! Lotta majors looking to sign this group. And now, on the mello vibe...

JADE *Mr. Do Right* (GIANT)

POV *f/JADE All Thru Tha* (GIANT)

PETE DYLAN, PD, WWHT, Columbus

TONJA DANTZER *In & Out* ('TIQUE/CRITIQUE) - Hessman's been talking this one up... Diggin' the groove... Goes into the mix this week.

U2 *Lemon* (ISLAND) - Morales does it again.

KID DAVID, WXKS, Boston

CORO *Stand By Your Lover* (CUTTING) - It's been a long time since I've heard a good freestyle record. This is a good freestyle record. Coro is back!

UNCANNY ALLIANCE *I'm Beautiful Dammit* (A&M) - Very cool song, should work for me.

JIM 'Chopper' COHN, Z100, New York

MK *f/Alana Love Changes* (CHARISMA/VIRGIN) - Nice vocals over a smooth house track. Should rate high on mix shows.

REAL 2 REEL F/Mad Stuntman *I Like To Move It* (STRICTLY RHYTHM) - Excellent hook line and reggae style rap over haunting house track. Big! Get aboard.

SNOW *Lovely Monday Morning* (EASTWEST) - Should be another winner for the Snowman! Very catchy hook with some rap borrowed from *Informer*.

Club Chart

COMPILED FROM KEY RECORD POOLS ACROSS THE U.S.A.

BREAKOUTS

DOUBLEPLUSGOOD "Conga Te" (Sire)
UNCANNY ALLIANCE "I'm Beautiful Damit" (A&M)
D:REAM "Things Can Only Get Better" (Sire)
EVOLUTION "Everybody Dance" (De-Construction)
PLAN B "Life's A Beat" (Imago)

CLUB MOVERS

LW	TW		
6-1	ACE OF BASE	"All That She Wants"	(Arista)
1-2	MARIAH CAREY	"Dreamlover"	(Columbia)
4-3	ZHAME	"Hey, Mr. D.J."	(Flavor Unit/Epic)
3-4	RUPAUL	"A Shade Shady"	(Tommy Boy)
2-5	CAPTAIN HOLLYWOOD	"Only With You"	(Imago)
5-6	HADDAWAY	"What Is Love"	(Logic/Arista)
15-7	GABRIELLE	"Dreams"	(Go! Discs/London/PLG)
9-8	RED RED GROOVY	"Another Kind Of Find"	(Continuum)
7-9	NEW ORDER	"World..."	(Qwest/WB)
8-10	BIZARRE INC.	"Love In Motion"	(Columbia)
16-11	DEBORAH HARRY	"I Can See Clearly Now"	(Reprise)
18-12	KIM WILDE	"If I Can't Have You"	(MCA)
26-13	LONNIE GORDON	"Happenin' All Over Again"	(SBK)
12-14	LANCE ELLINGTON	"Have We Lost Our Love(Lonely)"	(Big Beat)
14-15	ZAPP & ROGER	"MegaMix"	(Reprise)
19-16	MOBY	"Move"	(Elektra)
17-17	DR. DRE	"Let Me Ride"	(Death Row/Interscope)
21-18	BOCK OF LOVE	"Hunny Hunny"	(Sire/WB)
20-19	TEN CITY	"Fantasy"	(Columbia)
13-20	MAFIA CHRISTENSEN	"Just A Little Bit..."	(Atlantic)
22-21	DR. ALBAN	"Sing Hallelujah"	(Arista)
38-22	CULTURE BEAT	"Mr. Vain"	(550 Music/Epic)
11-23	ROBIN S.	"Love For Love"	(Big Beat/ATL)
29-24	B-TRIBE	"Fiesta Festival"	(Atlantic)
N-25	EN VOGUE	"What Is Love"	(EastWest)
25-26	GEORGE CLINTON	"Paint The White House Black"	(WB)
27-27	LUTHER VANDROSS	"Heaven Knows"	(Epic)
10-28	ARIZONA F/ZEITIA	"Slide On The Rhythm"	(Virgin)
33-29	DEFINITION FX	"Space Time Disco"	(RCA)
N-30	THE GOODMEN	"Give It Up"	(ffrr/PLG)
29-31	ONYX	"Shiftee"	(JMJ/RAL/Chaos)
30-32	DINA CARROLL	"Ain't No Man"	(A&M)
N-33	K7	"Come Baby Come"	(Tommy Boy)
23-34	KEY WEST	"Looks Like I'm In Love Again"	(Big Beat/AG)
N-35	DAVID MORALES	"The Program"	(Mercury)
35-36	BLEJ F/COPPER	"Inner Sanctum"	(Zoo)
47-37	SVEN VATH	"L' Esperanza"	(EYE/WB)
39-38	TOTAL DEVASTATION	"Many Clouds Of Smoke"	(Arista)
50-39	EVERGREEN	"Tomorrow Never Knows"	(Next Plateau)
44-40	MIKE WALSH	"Had It, Done It, Been There..."	(Imago)
43-41	THA ALKAHOLIKS	"Make Room"	(RCA)
N-42	ERICK SERMON	"Stay Real"	(RAL/Def Jam)
42-43	NAUGHTY BY NATURE	"Written On Ya Kitten"	(Tommy Boy)
N-44	SWV	"Down Town"	(RCA)
N-45	BLESS THIS HOUSE	"I Can See Clearly"	(Moonshine)
37-46	MADD PEOPLE	"Bass"	(RCA)
N-47	DURAN DURAN	"Too Much Information"	(Capitol)
N-48	DE LA SOUL	"Breakadawn"	(Tommy Boy)
N-49	FREDDIE JAMES	"I Can't Get Enough"	(Monogram)
41-50	3RD NATION	"Stand Up"	(RCA)

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RESOURCE RECORD POOL • Los Angeles
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In Rotation:
92Q KZHT KUBE KSFM
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JOHN MICHAELS

PD, KZIO, Duluth
by KEVIN CARTER

Cover Photo: Jeff Frey & Associates

JOHN, WERE YOU FUNNY AS A CHILD?

I was voted a runner-up for funniest person in high school, and that was a sore spot for me. I missed by about two votes, and I was so upset, I beat up the funniest guy, so I had to take over. It was just like the Miss America pageant, where if for any reason the primary person is unable to fulfill their duties, then I step in.

SO THIS GUY HAD A MYSTERIOUS INDUSTRIAL ACCIDENT?

Yeah, he lost one of his arms...His specialty was knock knock jokes, and he wasn't able to do those anymore... He was knockless...

WHAT KIND OF SCHOOL DID YOU GO TO?

I went to a Catholic, military high school.

THAT'S LIKE LAUGHING IN CHURCH ISN'T IT?

It's easy to be funny in that kind of environment. You stick out a little more if you're kind of goofy. Everybody else is in drab green uniforms.

HOW DID YOU MAKE THE TRANSITION FROM A STRICT MILITARY-CATHOLIC UPBRINGING TO THE DEVIL-MAY-CARE WORLD OF RADIO?

When I grew up in St. Paul, Minnesota it was very much the heyday of Top40 radio in the early seventies. I believe there were more Top40 AM personality radio stations in that market then anywhere in America at the time. There was KDWB, WDGY, KSTP, and U100, so it was great for a radio fan. After high school I went to Brown Institute, a radio broadcasting school in Minneapolis.

DO THOSE SCHOOLS REALLY WORK?

I don't know how it is now, but at the time it was pretty well-known in the Midwest. At my first station, about 80% of the people there had gone to Brown Institute. Maybe that's because that's the only station that they ever placed anybody at, I don't know.

DID YOU FEEL RADIO WAS THE BEST WAY TO GET YOUR CREATIVITY OUT IN A MORE POSITIVE MANNER?

I found that I could tell the same jokes on the radio station and I wouldn't be held after school, and there was no detention.

LET'S TALK ABOUT THE FIRST RADIO GIG AND BRING US UP TO SPEED FROM POINT 'A' TIL KZIO.

WKBI was the radio station at Brown Institute. Their slogan was "We're That Brown Spot On Your Dial..." But my first real radio station was just about as funny, which was KORN.

KORN, JUST LIKE ON 'HEE HAW?'

Exactly, in Mitchell, South Dakota. It's a real station, and their big claim to fame is that's the station that Gary Owens of 'Laugh In' fame started at.

I CAN SEE BOTH OF YOUR CAREERS RUNNING ON A PARALLEL COURSE...

It's not as impressive, but when I'm on the air, I still cup my hand over my ear and say, "Live, from beautiful downtown Duluth!"

TAKE ME THROUGH SOME OF THE OTHER PITSTOPS ALONG YOUR ROAD OF LIFE.

"You can flip to 89 cable channels that are tightly formatted and niched to a specific viewer...People are now expecting the same thing from their radio stations"

And indeed they were pits and stops. After that I went to Mason City, Iowa; Eau Claire, Wisconsin; and then up here to beautiful downtown Duluth, where I've been for the last nine years or so.

WHAT'S KEPT YOU IN DULUTH SO LONG, 'HE ASKED KNOWINGLY?'

Actually, it's the parole board...You see, I have this bracelet around my ankle.

WHICH PREVENTS YOU FROM WORKING IN A LARGER MARKET?

Exactly...it beeps whenever I even think about going to Minneapolis.

IS IT A GOAL OF YOURS TO STAY IN THAT VICINITY?

Since I'm originally from the Minneapolis/St. Paul area, that would be a logical area to stay, just because I know the area, my family is there, it's a place I'm comfortable in. But no, I'm not locked into staying in the Midwest.

IT'S GREAT TO STAY IN ONE PLACE AS LONG AS YOU HAVE, BUT DO YOU FIND THAT THE LONGER YOU STAY, THE MORE ROOTS YOU PUT DOWN, THE HARDER IT IS TO THINK ABOUT LEAVING?

It's tough, because my wife, Mary and I have a couple of kids who are growing up. You've got to think about a lot more things when your moving then just yourself, plus when you've been at a station for as long as I have, I think a lot of potential employers tend to overlook you because they think that you're going to stay there forever.

YOU'VE GOT SCHOOLS AND OTHER FACTORS TO CONSIDER NOW. THERE WAS A TIME WHEN YOU COULD JUST SELL EVERYTHING, JUMP IN THE CAR AND GO TO THE NEXT TOWN. YOU AND YOUR

WIFE MAKE FRIENDS...IT'S A HUGE PICTURE NOW.

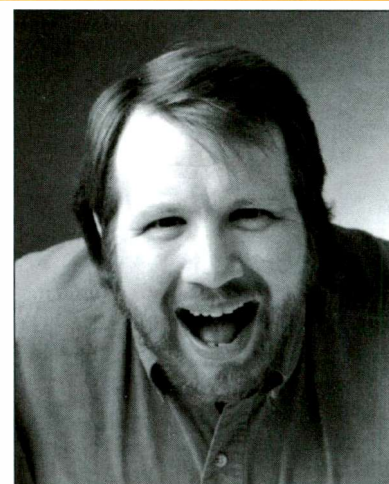
Thanks...Just when I thought I could leave, now you've talked me out of it again.

WHAT KIND OF CHANGES HAVE YOU SEEN IN THE PAST NINE YEARS.

It sounds like you're talking to some grizzled World War II veteran..."So, Grandpa, tell us about the old days..."

WELL, IT DOES FEEL LIKE WE'RE HAVING A BEER DOWN AT THE VFW HALL...

Actually, when I started here this station was still in black and white. I came here in 1984 as the afternoon guy.



IS KZIO YOUR FIRST ACTUAL PROGRAMMING OPPORTUNITY?

Exactly. About six months after I got here, I was moved to mornings and a few months after that, the previous Program Director left and I was boosted into that office, which is right near the ladies room by the way.

KZIO has always been pretty much a Mainstream radio station. We can play some rock stuff, some dance stuff, and some ACstuff, taking the best of all worlds. In a market this size we haven't had to niche as people have in the larger markets. Although I feel that creeping down into smaller and smaller markets, because everything else is so niched, their cable TV is so niched, their magazines are, everything is...you know exactly what your going to get when you go to it. You buy a certain kind of magazine, you can flip to any of 89 cable channels that are tightly formatted and niched to a specific viewer. People are now expecting the same thing from their radio stations. So, where stations in smaller markets used to get away with being a bit more broad in the past, we're now finding ourselves trying to focus a little more in one direction or another so that we can live up to our listeners' expectations.

THE MIDWEST USED TO BE CATEGORIZED STRICTLY AS A ROCK AREA. DO YOU NOW SEE MORE DANCE AND ALTERNATIVE MUSIC CREEPING INTO REQUESTS AND SALES?

Absolutely. There are some people that are successful with rock-leaning stations in the Midwest, but I don't think you can make a blanket statement anymore that the Midwest is a rock area.

YOU JUST CAN'T DO THOSE REO SPEEDWAGON WEEKENDS ANYMORE.

No, and I really miss that...

A STORY AS SPECIAL AS HER ARTISTRY



*Toni
Braxton*

“BREATHE AGAIN”

THE FOLLOW-UP TO THE #1 GOLD SMASH
“ANOTHER SAD LOVE SONG” - SHAPING UP TO BE
HER 2nd STRAIGHT MULTI-FORMAT SMASH
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Already...

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Executive Producers: Antonio “L.A.” Reid
and Kenny “Babyface” Edmonds



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THE FORMAT HAS CHANGED SO MUCH OVER THE LAST COUPLE OF YEARS. YOU JUST HAVE TO CHANGE WITH IT OR ELSE YOU'RE OUT OF THE LOOP.

We don't subscribe to Arbitron, so I'm not allowed to say anything about that, but I hear we took a little hit in our 12+ numbers this last time. I feel it was kind of a wake-up call for us. Just because we've done it this way for the last eight years doesn't mean that's the way it is now. We've got to grow with our listeners and keep up with the active people in the audience. I've got the feeling that a lot of radio stations were following the upper end of the demo into the next demo up and the next demo up after that and trying to age with their audience instead of...

TRYING TO GROW NEW LISTENERS.

Exactly.

THAT THEY STOPPED BEING TRUE TO THE FORMAT AND ENDED UP SOUNDING LIKE FAKE AC'S.

Yeah that's true. We have a very strong AC station here, and we realized we can't out AC the AC station. We have to be a Top40 station that plays current music, and that's always been our main focus. We're about the only format left that plays current hit music. The AC and AOR stations in this market are very gold-based. We tried to reposition the other stations as being the old timers playing the old music, and position ourselves as the station that plays the new music, the now music, the stuff you hear on MTV, the stuff that you read about in your magazine. That's what you're going to hear on KZIO.

AS A MORNING GUY, DO YOU FIND TODAY'S LISTENERS ARE MORE SOPHISTICATED IN THEIR HUMOR REQUIREMENTS? THEY SEEM TO WANT THE LETTERMAN-TYPE APPROACH WHERE YOU LET THEM IN ON THE BIT.

I think there's more reality humor instead of too many pre-produced bits and wacky neighbors at the door...Our morning show uses a certain amount of that kind of thing, but the stuff we hear most about later, and the stuff works the best, is the stuff where one of the morning show guys comes in and is talking about a bad haircut that he got, and they go off for five minutes doing stuff on bad haircuts. That's the kind of thing that seems to touch people and that's the stuff that we hear back about.

HOW ABOUT A QUICK CHUNK OF PHILOSOPHY?

There are three big things I wanted to mention: Promotions, Music, and Staff. P.M.S. What does it mean? This is John Michaels' P.M.S. Theory: "Take care of your 'P' and your 'M,' and your S will follow..."

I'LL CHERISH THIS MOMENT ALWAYS.

You know that place in the interview where you put a quote in bold letters?...The PMS thing, that'll be mine...

LET'S TALK ABOUT YOUR ESTEEMED AIRSTAFF.

In the mornings, it's me... 'Michaels In The Morning,' along with Ray Higgins and Ken Buehler, who's the news guy. We use a certain amount of produced humor, but the most successful stuff is the reality-based humor, whatever the topic of the day happens to be, whether it's local politics or local entertainment or whatever is topical. It sounds cliché, but that's still what gets people talking about your morning show. The topical stuff, the local stuff, and if it's local and topical, that's a bonus.

HOW ABOUT MIDDAYS?

Middays are hosted by Christine Dean, who was for many years the overnight voice of KZIO. A few

"The John Michaels P.M.S. Theory: Promotions, Music, & Staff...Take care of your 'P' and your 'M,' and your 'S' will follow."

months ago she moved to middays and has done a great job. We look for good things in our midday numbers and in-office listening because she has a very nice, very soothing voice without sounding too AC. She's still doing a Top40 delivery, but she does it in a nice adult female-friendly way.

SHE ALSO HOSTS YOUR SUNDAY ALTERNATIVE SHOW?

That's right. 'The Edge' has been on the air for about two years, and it's currently a one hour show at eleven o'clock on Sunday nights.

Christine had an interest in this type of music because of her background in college and Alternative radio and wanted to put something like this together, so she put together a couple of mock shows to see what it would sound like. We put it on the air, and it's been very successful, it sells records. Christine is really passionate about this music and these artists, and I think it really shows on the air.

LET'S TALK ABOUT THE REST OF THE STAFF MEMBERS.

Tommy B., who's my Music Director and afternoon drive jock has just resigned to go to KBOZ in Bozeman, Montana, so that position is currently open. Tommy had been with us for over five years, and his shoes will be tough to fill. They're size 13 DD's!

HOW ABOUT NIGHTS?

Our night jock is Jimi Jamm, who's been with us almost a year now. He sounds great on the air, he's a very energetic night guy and he's young, so he gives us that youthful edge that we need, especially at night. He also gives us ideas off the phones and the streets of music that we should be playing, especially for the younger demos. He's also our Promotion Director, and has done some great things in the past year keeping KZIO on the streets, and in the eyes and ears of our listeners.

THERE'S THE 'P' WE WERE TALKING ABOUT.

Promotion has always been very important to this radio station. Actually, in this market, most of the other radio stations, even the leaders, are not heavily promotion-oriented radio stations.

THAT'S THE ELEMENT WHERE TOP40 HAS NO

COMPETITION. AS FAR AS ESTABLISHING STREET PRESENCE AND SELF-PROMOTION, NO OTHER FORMAT CAN COMPETE WITH TOP40.

We find that if we only do a little bit, we are doing much more than anybody else is. We try to take it beyond that, so that our presence is known and seen everywhere. We sponsor things that you wouldn't normally expect with a Top40 station. Every summer we sponsor a Folk Music Festival in one of the local parks. We sponsor a Fourth Of July festival because it's a family-oriented event. The live music has traditionally been Oldies bands, but they don't go to the Oldies station for sponsorship, they don't go to the AOR station, they don't go to the AC station. They go to the station that is the promotional leader, the one that can give it the promotional support that this festival needs. They come to KZIO for that,

even if we're up there introducing Three Dog Night...

TELL ME ABOUT YOUR STAND-UP COMEDY CAREER. DIDN'T YOU HONE YOUR CONSIDERABLE COMEDIC SKILLS FOR A WHILE AT THE LOCAL COMEDY CLUBS.

It started with me hosting the comedy nights, and it evolved from just introducing comedians to telling a couple of jokes and then a few more, and then a few more. It's nothing I've ever taken on the road or anything, but it's something I enjoy doing that's totally different from the kind of humor that I do on the morning show.

It's hell, but it's a good way to test material that you would want to use on the air or vice versa, you can recycle some of the stuff you used on the air into the stand-up routine.

LIKE THE WEATHER BREAKS AND STUFF?

Yeah, and the PSA's.

THROW IN A COUPLE OF EBS TESTS.

They go ape for that stuff.

IS THERE ANYTHING THAT WE HAVEN'T COVERED THAT YOU WANTED TO TOUCH ON?

I would be remiss if I didn't talk about an important part of the success and the sound of the radio station, which is Craig Hunt, the guy who voices our promos and sweepers. Craig is the afternoon guy at STAR94 in Atlanta. We've been using him for the last couple of years because it seems the growling, "Listen to this station or I'll bite your head off"- kind of voices are going by the wayside. We didn't want an AC-sounding voice, but something in the middle that's exciting and brings out the passion in the station, but doesn't anger people or demand that they listen. That's what we found in Craig and we've been very happy with him.

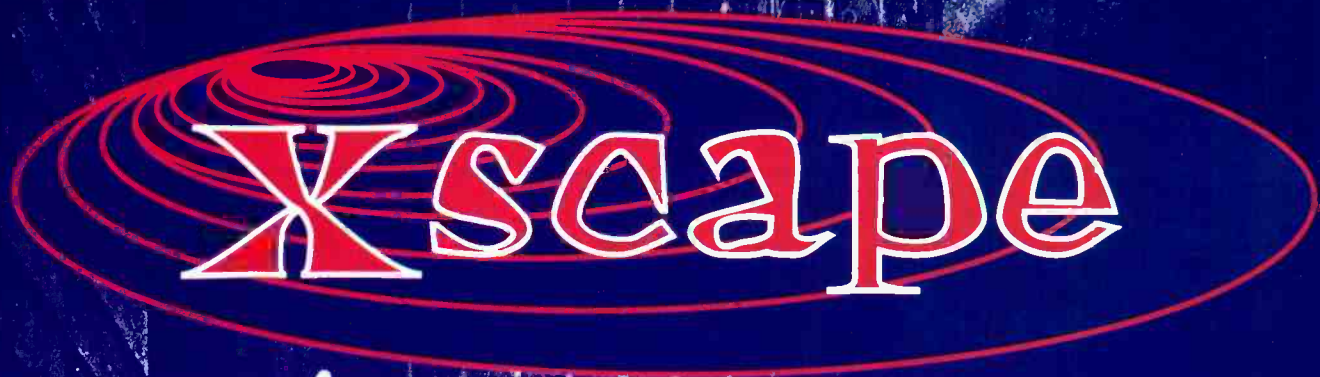
HOW ABOUT YOUR PLANS FOR THE FUTURE AFTER NINE YEARS OF SUCCESS AT KZIO?

My immediate priority is to continue KZIO's winning ways, but, yes, I would like the chance to bring what I've learned to a larger market.

DO YOU HAVE ANY CLOSING WORDS OF WISDOM BEFORE WE WRAP UP?

- Do something every day to make your radio station better.
- Give your listeners a compelling reason to listen.
- Treat your best employees as well as you treat your best clients.

HM



1 BDS Rhythm Chart

2 SoundScan Single

4 Billboard Hot 100

Over 3500 BDS Detections

50 million listeners reached

31-25* GAVIN - 27-19* R&R

Just Kickin' It,

the first single from the debut album "Hummin' Comin' At 'Cha"

Produced by Jermaine Dupri for So So Def Productions.

Ear To The Ground



HITMAKERS caught up to Columbia artists Billy Joel and Michael Bolton while both were at Sony Studios in New York recently. Billy was performing *All About Soul* live on the BBC, while Michael was mastering his new album, *THE ONE THING*. Forming human bookends around the boys are Columbia's Blairman and Charlie Walk.

Late-Breaking News And Inflammation:

Congrats to **RUSS ALLEN**, the new PD at **RADIO ONE's 92Q-Baltimore**, replacing **JEFF BALLENTINE**, who exited two weeks ago. Allen, a Washington D.C. native, is currently Promotions Assistant/Swing jock at **WPGC**. He also spent some quality time as APD/MD/PM Drive at **KSOL-San Francisco** before his latest of two stints at **WPGC**, where he also did late nights. Allen commented to **THE EAR** about his first programming post: "A special Thank-You to [Radio One] VP/Programming **LEE MICHAELS** for having the confidence in me to give me this great shot. I also really want to thank **WPGC** President/GM **BEN HILL** for everything he's done for me over the past six years. It's no secret I'm a big fan of his."

Allen, who starts his new gig on November 1, added, "I'm looking forward to the challenges ahead in Baltimore, and to working with everyone at Radio One."

WPGC loses another player, as **HOT97-New York** PD **STEVE SMITH** is re-united with **PACO LOPEZ**, who joins the station as APD/PM Drive. More details coming soon.

The newly-formed **VIRGINIA NETWORK, INC.** has named **JACK ALIX** VP/GM of Urban Contemporary combo **WVLR/WVRV-Roanoke-Lynchburg**. Alix, a 30-year industry vet, most recently held the position of GM/PD of **KXXR-Kansas City**. Alix's roots are in the Virginia area, as he once worked at **WPGC-Washington**, as well as **WRVQ** and **WLEE** in Richmond. The Virginia Network has announced plans to acquire crosstown Urban **WJJS-FM & Gold-formatted WXYU-AM** through an LMA.

In Motion This Week:

WWCK-Flint inks industry pro **BO RICHARDS** for afternoons.

WYAV-Myrtle Beach Morning Maniac JIM BOSH makes the quantum leap to wake-ups at **KS104-Denver**. Stand by for an exciting career opportunity!

Former **KRQ-Tucson MD ROGER SCOTT** lands a temporary 3 month slot as Production Director/Swing at Oldies outlet **KWFM**. This does not mean he's out of the fulltime Top40 job search. Call him today: (602) 881-8488.

Lotsa Actual Damn Jobs:

WYAV-Myrtle Beach needs a Morning personality pronto. Rush your incredible package to: **TANK SHERMAN, PD, WYAV, 1571 Trade St., Myrtle Beach, SC 29577**. EOE. No calls please.

WZYP-Huntsville has an immediate PM Drive opening. Send your T&R to **CAT THOMAS, PD, WZYP, P.O. Box 389, Athens, AL 35611**. EOE. No calls please.

JIM STACY, now living in exotic Panama City Beach, FL, is looking for killer 7-midnight Rock jocks for "97.7 Pirate Radio." It's your chance to live and work in the famous "Redneck Riviera." T&R: **JIM STACY, 8317 W. Highway 98, #21, Panama City Beach, FL 32407**.

Elsewhere in LMA city, **WILN (Island 106)** has two openings. They're looking for a high-quality, low-maintenance PM Drive air talent, as well as a Production Geek. Great \$ for the right person. T&R: **TODD SHANNON, PD, in care of the same fine address as above...**

TOMMY FRANK, new PD at **WTLQ-Wilkes-Barre (Market #62)** needs air talent for all dayparts. Rush your coolest stuff to: **WTLQ, 302 Highway 315, Pittston, PA 18640**. EOE. No calls please.

KBOS (B95)-Fresno needs a super-creative Production Director immediately! If you can take copy points and make magic, rush your best stuff to: **TONY DEE, B95, 2020 E. McKinley, Fresno, CA 93703**. EOE.

Love-Type Stuff:

Congrats to **KIP TAYLOR, KISF-Kansas City APD/MD**, on his marriage to **NICHOLE HAYWARD** on October 16.

Congrats to our own perennial honeymooners, **BOB** and **ANNE GREENBERG**, on a blissful 32nd Wedding Anniversary, October 20. May the next 32 be just as happy and healthy! With love, from your entire **HITMAKERS** family.

Just Wondering

Is former VP/Promotion **ALEX MILLER** about to re-surface in a prime N.Y. spot? Find out for yourself! Call (914) 626-8144 for details.

More Ratings Stuff

Arbitron is getting out of the TV ratings business, leaving Nielsen as the lone survivor. This move is expected to result in close to 700 layoffs.

Congrats to **KHFI-Austin** on maintaining their large 12+ share: 9.9 to 9.5, and #1 18-34.

Nice final book for former **WKSI-Greensboro PD RICH BAILEY**. 'KSI went 2.8 to 3.8 12+, and pulled a healthy 5.8 18-34. Rich sez he'll see you at the Atlanta Seminar.

Nice first official book for new **WOVV-West Palm Beach PD M.J. KELLI**, as the station took a nice 2.7 to 4.2 jump 12+.

STAR94 Update: Didn't have the info last week to give the boys proper credit, but **LEE** and **TONY** showing severe Summer strength: #2 18-34, #2 18-34 females, #2 18-49 females, #2 25-49 females, #2 25-54 females, and #2 teens to name a few cool demos. Congrats, and we'll see you guys in less than two weeks!

Condolences to the family and many friends of veteran manager **ED LEFFLER, 57**, who passed away from thyroid cancer on October 16. Leffler currently managed **VAN HALEN** and **JUDE COLE**. During his 30-year career, Leffler has been a personal manager for **The Osmonds, The Carpenters, The Sweet, Petula Clark, Juice Newton, and Sammy Hagar**, among others. He is survived by his wife, **KATRINA WOODARD**, as well as 16-year old twins **ASHLEY** and **ANDREW** from a former marriage.

Condolences to the family of **ANDY DEAN**, who passed away October 18 of lung cancer. Dean was the former MD at **WPLJ-New York** under **LARRY BERGER**. He later programmed **WDHA-Dover NJ**, before moving into the record side. He was head of AOR promotion at **IMAGO**, and his most recent position was in AOR promotion at **ELEKTRA Records**. He is survived by his mother, as well as his fiancée, **Laura Redmond**. Andy Dean was 30 years old.

PLEASE REGISTER ME FOR ATLANTA!

You must register by October 29 for the \$99 rate. Price is \$150 in cash after that date.

Name: _____ Station/Company: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____

**Please mail your check for \$99.00 and your completed registration form to HITMAKERS Magazine
22222 Sherman Way, Suite #205, Canoga Park, CA 91303**



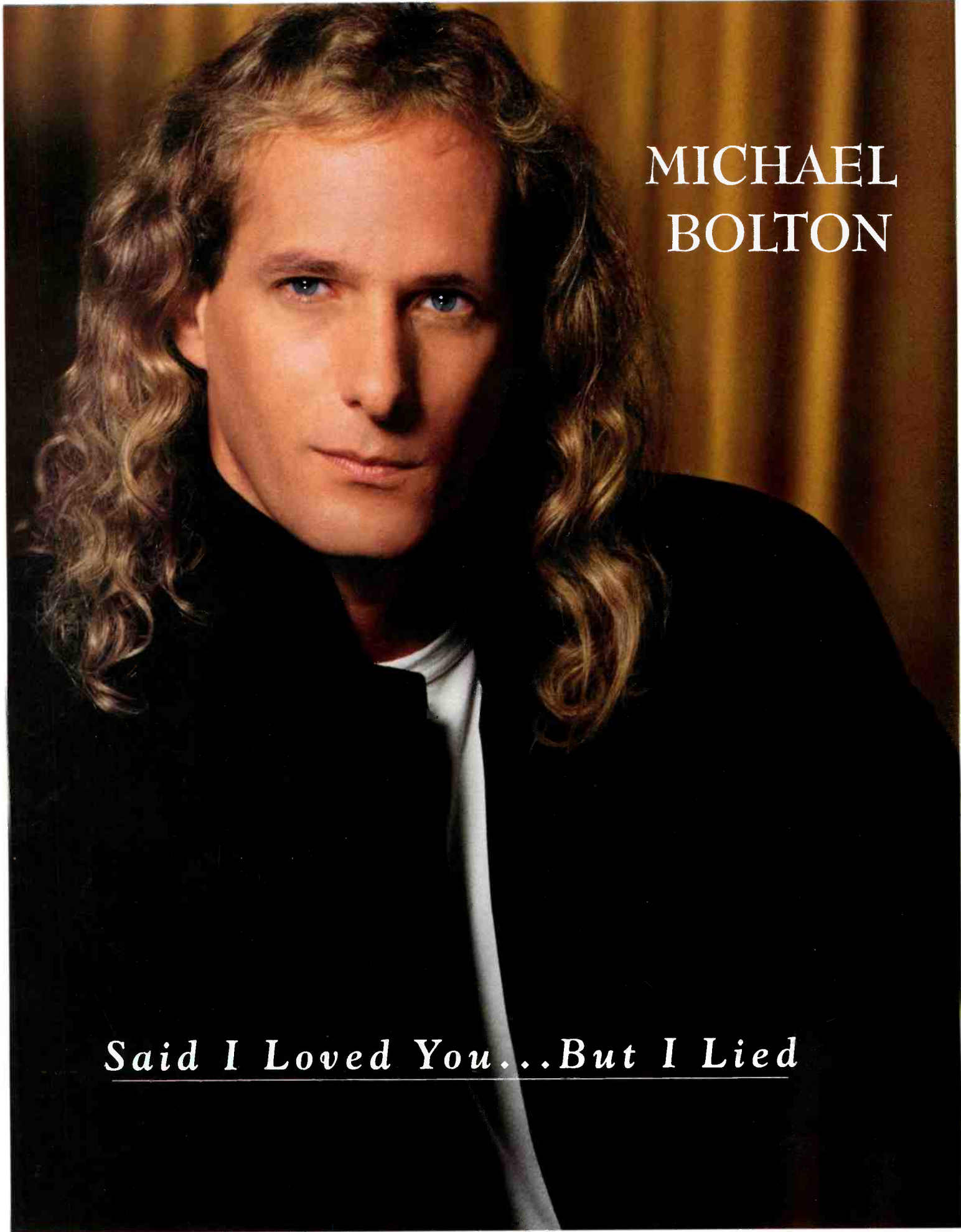
JANE CHILD "Do Whatcha Do"
The New Single And Slogan For the Nineties! PRODUCED BY JANE CHILD

Add it up: Last time Jane Child stepped into a studio, her self-titled album, which featured the No. 1 GOLD single, "Don't Wanna Fall In Love," found fans at both pop and urban radio.

Now she's got a brand-new album: *Here No; There.*



Management: Gary F. Bird for Bullet Entertainment Inc.
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MICHAEL
BOLTON

Said I Loved You...But I Lied

Columbia Reg U S Pat & TM Off. Marca Registrada/© 1993 Sony Music Entertainment Inc.

The first single from the forthcoming album "The One Thing." In store Nov. 16.

Produced by Robert John "Mutt" Lange and Michael Bolton. Direction: Louis Levin for Louis Levin Management.

COLUMBIA