

HITMAKERS[®]

ISSUE 874 \$5.00

February 3, 1995



an exclusive interview with

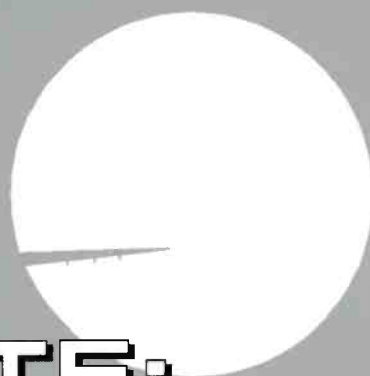
DAVID SKINNER

Program Director, WLAN/Lancaster

**BARRY FIEDEL'S PERSONAL PICK:
BLESSID UNION OF SOULS "I Believe" (EMI)**

CHICAGO

1995



DATE:

May 4 • 5 • 6

THE PLACE:

Westin Hotel (312) 943-7200

ROOM RATE:

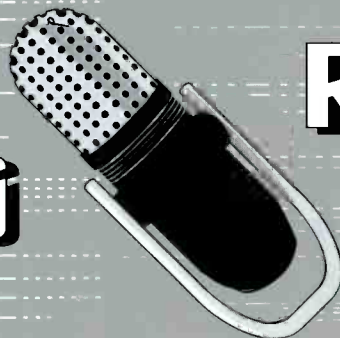
\$110

PRE-REGISTRATION:

\$150

HITMAKERS[®]

**REGIONAL
SEMINARS**



**RADIO
'95**

cranberries "ODE To The Family"

Over 2.5 Million LP's Sold!
SoundScan LP Chart: 9*

<u>Already On:</u>	WPRR	WGRD
B97	WRFY	WZOQ
KRBE	WZNY	WPST
Q99	WAPE	K106
WPLY	WRQK	



Darcy's Music

Managed By The Left Bank Organization

PORTISHEAD

"Sour Times (Nobody Loves Me)"

Billboard Monitor Alternative Chart: 6-5*
SoundScan LP Chart: #84*

<u>Already On:</u>	Q99	12x	Y97	Add
WHYT 68x	KLRZ	25x	KDUK	Add - 11x
WGRD 20x	KISR		KCLD	Add
K106 20x	WABB		WRFY	Add
KRBE 17x			KTMT	Add



APACHE INDIAN

"Boom Shack-A-Lak"

From The Film "Dumb & Dumber"

Add #22 KIIS-FM / 16 Spins

Airplay

KRQ KBFM



No. 1 Debut!

**SoundScan LP Sales Chart: Debut - 1*
295,099 Pieces Sold!**

don't tell me

the debut single from Balance ✕ Produced by Bruce Fairbairn ✕ Management: Ray Danniels, SRO Management, Inc.

(what love can do)

van halen

The No. 1 requested record at Rock Radio is now generating Top 10 requests at nearly 60 Top40 radio stations, including major market action at:

Q99 30x

WKBQ 14x

WAHC ADD

 Stress



©1995 WARNER BROS. RECORDS INC.



The *INSIDE* PAGE

HITMAKERS **HOT TIP**

ALL-4-ONE "(She's Got) Skillz" (Blitzz/Atlantic)

Based on the immediate success of the stations playing this record, Atlantic Records is re-committing themselves to All-4-One. Quality is the key word for this project, which is currently enjoying #1 sales and phones at KHKS/Dallas. Many stations, like WZYP/Huntsville, added the record after it won five straight nights on their nightly 'Make It Or Break It' feature. New believers this week include Z90, KMXV, WZOK, KCHX and WWKZ. Also generating #1 phones at WZJM, WOVV, FLY92, KLUC, KJ103, KFFM, WQGN, WBNQ and many more...Time to take a fresh look at a group that recorded one of the biggest records of 1994: "I Swear." Give it the spins and let your listeners show you what time it is.

Researching Music

TOM PETTY "You Don't Know How It Feels" (WB) WPLJ's Mike Preston reports first week of callout showed more 'Favorites' than he's seen in a long time..."extremely high potential." • **DIONNE FARRIS** "I Know" (Columbia) We keep talking about this exciting new artist, and the spins keep on increasing to prove our point. • **LIL' SUZY** "Promise Me" (Metropolitan) Quietly gaining in strength every week...New believers: XL106.7, KQKQ, WKSS, KGGI Q105! Already on WRVQ, KHFI, B96, WILD107, HOT97.7, tons more. Call Jason McFadden for more Mainstream success stories. • **MARTIN PAGE** "In The House Of Stone And Light (Mercury) Also showing dramatic increases in spin activity every week. • **RICHARD MARX** "Nothing Left Behind" (Capitol) As Casey Keating told us, "25-34 females - What's not to like?" • **BONNIE RAITT** "You Got It" (Arista) #2 Most Disc-overed this week...Radio's favorite 10-year overnight success story. • **TLC** "Creep" (Arista) Just as "Red Light Special" is warming up at Crossover, Mainstream has Disc-overed a strong weapon with "Creep." • **BLESSID UNION OF SOULS** "I Believe" (EMI) You already know the story...#4 callout for **KEN BENSON**...#1 Disc-overy Club this week.

••• Reaction Records: **ROULA** "Lick It" (S.O.S.) • **GILLETTE w/20 FINGERS** "Mr. Personality" (ZOO) • **MAX-A- MILLION** "Fat Boy" (S.O.S.)

••• Upper Demo Alert: **TOM JONES** "I Wanna Get Back With You" (Interscope) • **FOREIGNER** "Until The End Of Time" (Rhythm Safari/Priority) • **FIREHOUSE** "I Live My Life For You" (Epic) • **ELTON JOHN** "Believe" (Rocket/Island)

ON THE STREET SIDE: **BROWNSTONE** "If You Love Me" (MJJ/Epic) is on over 105 stations. #1 R&B and over 1,200 spins. • **TLC** "Creep" (LaFace/Arista) is definitely on fire with 5,000 spins this week on 166 stations. • **K-CI HAILEY** "If You Think You're Lonely Now" (Mercury) is now happening to Top40 getting over 2,000 spins at Mainstream and Crossover. Also on Mercury is **CRYSTAL WATERS** "What I Need" exploding with over 1000 spins in 3 weeks and the phones are still jammin'. • **SOUL FOR REAL** "Candy Rain" (MCA) was my pick 3 weeks ago and now on closing in on Mainstream with over 1,200 spins from 33 stations. • **MADONNA** "Take A Bow" (Maverick/Sire/WB) Her memorable appearance on the American Music Awards this week prompted WPGC and WJMN to join the other 160 stations already on it, and add to the already massive 8,000+ spins!

The BARRY RICHARDS Pick To Click: **ADINA HOWARD** "Freak Like Me" (Elektra Entertainment Group)

(See THE CONFERENCE CALL PICKS PAGE coming up next FOR ALL THE HOT RECORDS this week!)

BREAKING NEWS

- **NAPOLIELLO ANNOUNCES NEW EMI PROMO TEAM!**
- **BIG TIME RADIO GIGS AVAILABLE THIS WEEK ONLY!** (See EAR)
- **HITMAKERS SNEAKS CHEAP CAMERA INTO AMER. MUSIC AWARDS!**

ALSO IN THIS ISSUE...

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TOP 40 Radio Multi-Format Picks

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

MAINSTREAM

BLESSID UNION OF SOULS - "I Believe" (EMI)
COLLECTIVE SOUL - "Gel" (ATLANTIC)
GLORIA ESTEFAN - "Everlasting Love" (EPIC)
MELISSA ETHERIDGE - "If I Wanted To" (ISLAND)
HUEY LEWIS & THE NEWS - "Little..." (ELEKTRA ENT. GR.)
LONDONBEAT - "Come Back" (RADIOACTIVE/MCA)
NEWTON - "Sky High" (CRITIQUE)
NIRVANA - "The Man Who..." (DGC)
MARTIN PAGE - "In The House..." (MERCURY)
R.E.M. - "Bang & Blame" (WARNER BROS.)
BONNIE RAITT - "You Got It" (ARISTA)
JAMIE WALTERS - "Hold On" (ATLANTIC)

ALTERNATIVE WORLD

ADAM ANT - "Wonderful" (CAPITOL)
BELLY - "Now They'll Sleep" (SIRE/REPRISE)
COLLECTIVE SOUL - "Gel" (ATLANTIC)
HOLE - "Asking For It" (Geffen)
LIVE - "Lightning Crashes" (RADIOACTIVE/MCA)
RANCID - "Salvation" (EPITAPH)
R.E.M. - "Star 69" (WARNER BROS.)
SIOUXSIE & THE BANSHEES - "Oh Baby" (Geffen)
SPONGE - "Plowed" (CHAOS/COLUMBIA)

STREET SHEET

MARY J. BLIGE - "I'm Going Down" (UPTOWN/MCA)
BRANDY - "Baby" (ATLANTIC)
BROWNSTONE - "If You Love Me" (MJJ/EPIC)
ADINA HOWARD - "Freak Like Me" (ELEKTRA ENT. GROUP)
K7 - "Move It Like This" (TOMMY BOY)
REAL McCOY - "Run Away" (ARISTA)
KEITH MARTIN - "Never Find..." (RUFFHOUSE/COLUMBIA)
RAFAEL SADDIQ - "Ask Of You" (550/EPIC)
SOUL FOR REAL - "Candy Rain" (UPTOWN/MCA)
SPANISH FLY - "Daddy's Home" (UPSTAIRS)
SUBWAY - "This Lil Game We Play" (MOTOWN)

MIX SHOWS

CHANNEL LIVE - "Mad Izm" (CAPITOL)
E.G. FULL OF LOVE - "Didn't I Know" (EMOTIVE)
JOCELYN ENRIQUEZ - "Big Love" (CLASSIFIED RECORDS)
ADINA HOWARD - "Freak Like Me" (EAST WEST/ELEKTRA)
MONTELL JORDAN - "This Is How We Do It" (PMP/DEF JAM)
RBL - "Bounce To This" (IN A MINUTE)
REDMAN - "I Can't Wait" (DEF JAM/RAL)
REDNEX - "Cotton Eye Joe" (BATTERY/JIVE)
REGGIE ROUGH - "I Can't Take It" (ILLEGAL)
SWING 52 - "Color Of My Skin" (CUTTING)

BRANDY "Baby"

SoundScan 118* - #1*

#1 Selling Single In Over 40 Markets!

Over 35 Stations...5 New Adds

Added To:

HOT97	22x	KBXX	15x	WTFM	36x
WILD107	50x	Z90	10x	KZHT	41x
KMEL	24x	92Q	27x	WHHH	16x
WPGC	21x	KGGI	35x	and much more	20x
WJMN	31x	HOT97.7	46x		



HOLY SHIT!

JAMIE WALTERS "Hold On"

Over 1,000 Spins...On 145 Stations / 20 Adds This Week!

Top 5 Callout Research!

Major Market Airplay:	Q106	13x	Q102	23x
WXKS 43x	XL106.7	21x	WEDJ	40x
KDWB 27x - Add	WZPL	38x	and much more	



COLLECTIVE SOUL "Gel"

19 Adds / Total Of 100 Stations

Added At:	Spinning At:	99X	20x	
PRO-FM	Z100	23x	WLUM	38x
B97	KRQ	16x	KISF	31x
WABB	Y100	22x	B97	13x
G105	WHYT	12x	KLRZ	48x
and more				



ALL-4-ONE "(She's Got) Skillz"

5 Adds / Total Of 43 Stations

Top 5 Sales In Dallas

Added At:	#1 Requests	KZFM
Z90	KHKS	WFLY
KMXV	KNIN	WVKS
WZOK	KFFM	WBNQ
KCHX	WQGN	KWTX
WWKZ	WOVV	KJ103

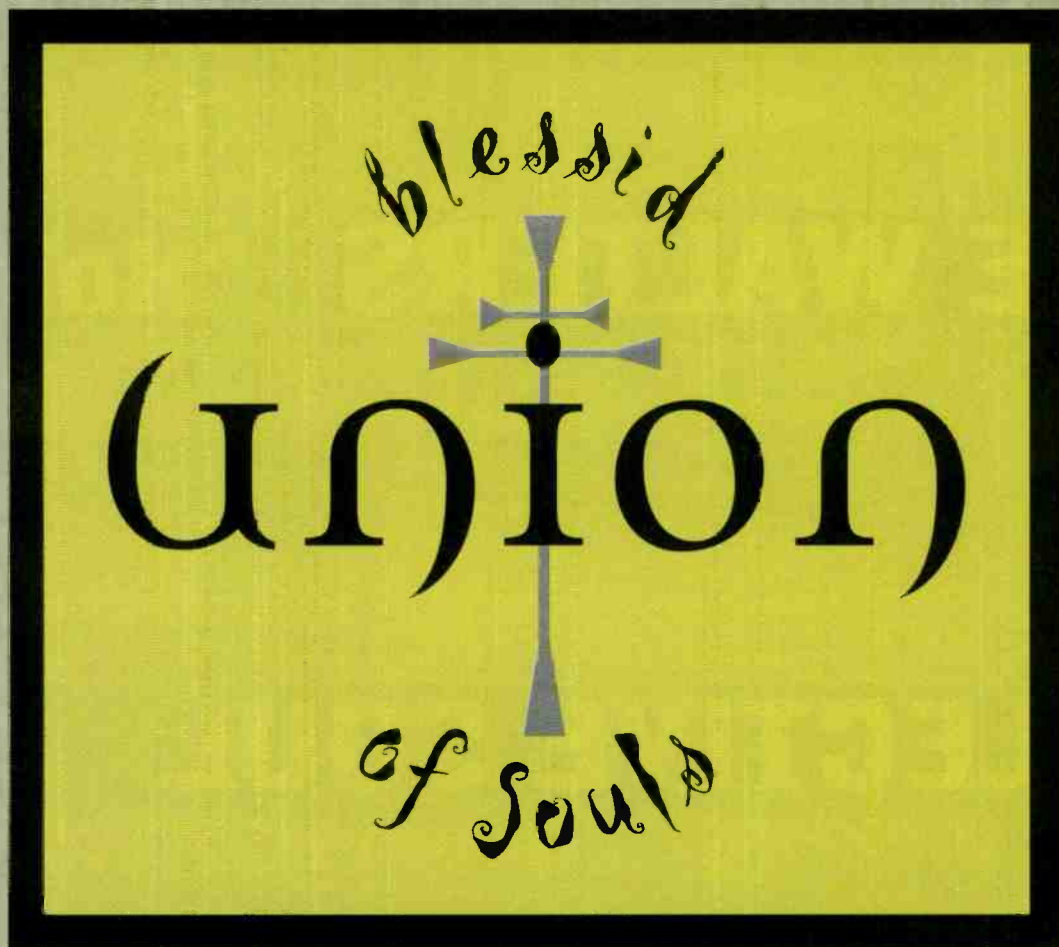


Spinning At:	WA1A	21x	WFLY	15x	
KHKS	35x	KPSI	24x	WILN	23x
WZJM	54x	KLRZ	50x	KLUC	45x
KFFM	28x	KJ103	52x	WJJS	42x
WHHH	14x	KZHT	35x		
WZPL	22x	WGTZ	27x		

Know What We Had To Do To Get Radio To Play This Single?

Just Believe

When Brian Douglas and Jimmy Steal of Cincinnati's Q102 stepped out on Blessid Union of Soul's debut single "I Believe", two months before its official release, they set off a chain reaction nationwide.



© 1995 EMI Records

I BELIEVE

The debut single

#1 Most Disc-overed!

The Song Radio Disc-overed!

Early Airplay Includes:

PRO-FM	21x	WNCI	13x	KBFM	Add 13x	WLAN	Add
WZPL	37x	WZOQ	43x	Q102	66x	WWKZ	Add
KJ103	26x	KKRZ	27x	WWCK	Add	KROQ	12x
WPRR	20x	WSPK	12x	WFHN	Add		
WZJM	13x	WGTZ	19x	WPXR	Add		
WVAQ	19x	KDWB	Add 16x	WYCR	Add		

Listen once...and you'll believe.

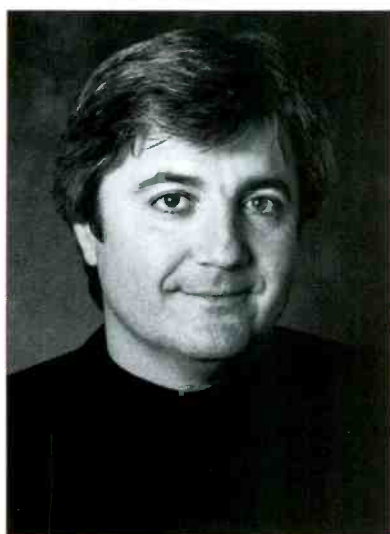
produced by EMCSIA management: Mark Liggett for LIGOSA ENTERTAINMENT

EMI Records

EMI

SERVING THE MUSIC

HITMAKERS Faces & Places



Steve Heldt has been promoted to Vice President, Sales for the ELEKTRA Entertainment Group.



Josh Deutch has been appointed Vice President, Artists & Repertoire for the ELEKTRA Entertainment Group.



Jennifer Marwood has been promoted to Senior Vice President of The Atlantic Group, where she will oversee Human Resources, Administration and Payroll.



Roberta Petersen joins GEFREN Records in the newly created post of Senior Director of A&R and Administration.



Backstage at KROQ's 1994 Almost Acoustic Christmas Show. Pictured (Top row, l-r): **Patrick Dahlheimer**, Live; **Peter Freedman**, Manager of Live; **Mark Gorlick**, MCA; **Gene Sandbloom**, APD, KROQ; **Ed Kowalczyk**, Live; **Richard Blade**, KROQ; **Lisa Christiano**, Radioactive; and **David Sestak**, Manager, Live. Bottom row (l-r): **Bruce Tenenbaum**, Sr. VP, MCA and **Chad Gracey**, Live



Blitzz/Atlantic recording group All-4-One was recently presented with the RIAA double platinum awards for their self-titled debut album. Pictured (l-r): **Tony Borowiak** and **Jamie Jones**, All-4-One; **Val Azzoli**, President, Atlantic Records; **Delicious**, All-4-One; **Tim O'Brien**, President, Blitzz Records; **Alfred Nevarez**, All-4-One and **Ron Shapiro**, Sr. VP/West Coast, Atlantic Records.

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Kathy Acquaviva has been named Senior Director, Publicity for RCA Records Label.



Al Cafaro, President & CEO of A&M Records, recently presented "The Maestro" Barry White with a platinum record commemorating White's newest release, "The Icon Is Love." Pictured (l-r): **Scot Finck**, Nat'l. Singles Promotion Dir., A&M; **Eddie George**, Reg. Promo Mgr, Perspective; **Richie Gallo**, Sr. VP/Sales & Dist., A&M; **White**; **Rick Stone**, Sr. VP/Promo., A&M; **Randy Spendlove**, VP/Promo, Perspective; and **Don Eason**, Sr. VP/R&B Promo., Perspective.

“Open up your eyes”



ALREADY ON:
Z90 **WRQX**
PWR96 **WTIC-FM**
WPLJ **KKFR**
Y100 **KC101**
STAR94 **WFLY**



NEW THIS WEEK AT:
PWRPIG **KKSS**
Q106 **KPLZ**
KZHT *and many more*



OVER 900 SPINS THIS WEEK
OVER 10 MILLION LISTENERS



“Then you’ll realize”

**E V E R L A S T I N G
L O V E**

*The eye-popping new video and follow-up single to her
Gold smash “Turn The Beat Around.” From her Platinum-
plus album “Hold Me, Thrill Me, Kiss Me.”*

Catch the video now on




Gloria
ESTEFAN

Will the real Gloria please stand up?

EXECUTIVE PRODUCER: EMILIO ESTEFAN, JR.
PRODUCED BY EMILIO ESTEFAN, JR., JORGE CASAS & LAWRENCE DERMER.
MANAGEMENT: EMILIO ESTEFAN, JR. FOR ESTEFAN ENTERPRISES, INC.



epic records group

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BRIEFS FROM THE WAR ROOM



Here we go, the "new" year is taking shape...and around the radio dial, does anyone know where it'll go? Audience behavior patterns become more obvious. Programmers scramble to grab a share...or so. (Another set of "behavior patterns"). The ratings come, the 'judgment days.' Opinions, trendy thoughts and deeds, the paradigm seems to be set...for now. (That will change...the radio industry gets so caught up in the copy cat game). It's no wonder that the '4 point something' gridlock beat goes on.

It should not be of any great surprise that the 'senior' programmers who have front-lined and survived generations and have stood the test of time keep on pluggin' away...winning. These 'oldsters' are to be admired. War after war for 10, 20, 30 years...and still 'suit up' every day for the big game. Real radio people.

I remember when 'a radio guy' went to work for a record company, (he, or she) was considered a 'defector'...now it seems to be a badge of success! Why it was ever felt as desertion or an act of a turncoat, I don't know. Being in (and/or on) radio was a very special fraternal organization...a dream machine. What's up? Why all the moves to 'the other side'? Money, opportunity, travel, glamour? Or...escape? Years ago the record companies were having a lot of fun and the money was

flowing, it was quite a party. Business was a party at the promotional level much of the time. Relationships were made at bars and convention hotel lobbies, nights on the town. No dark secrets, that's the way 'business' was conducted...then. Crazy days of an era that I seriously doubt will be repeated...maybe, but I don't think so.

So what's the motivation to leave radio and go records? Be careful, if the grass looks a lot greener over there, check it out...it may be astro-turf. But, if the thrill and passion is what it's all about...go for it! Bottom line, the radio business has lost a lot of people. Some good, some not so good...some come back, some don't. Something is missing in radio...the magic, the fun. It's not just 'radio' either. The rumbles from the record people are not so glittery, grandiose and carefree. Lay-offs, budget cuts...you name it, it's getting to be more and more similar all the time...the two have much in common. Nope, can't blame it on the 'bean counters.' The economy? Not what it 'used' to be. The passion, the dreams, the focus - the drive and ambition is being squeezed and diluted in ways that are sending the gloomy signals to both professions resulting in the loss of very good people. Sure, we still have many potential heavy hitters 'on deck...'. But the number is dwindling. It's sad...but, fixable. Yes,

the selling and tension will go on, but it doesn't have to stop you from getting what you want. By the way, do you know what you want? Do you know why? Sounds simple enough, but it's amazing how many...most...people can't answer either question. Simply, the answer should just fall out of their mouth!

Desire driven passion, mixed with ebullient enthusiasm and the good old fashion ability to make things happen. A plan, knowing what you want and why. That funda'mental' belief and self-imposed standard of daily living will fight off the frustrations and when things get a little...or a lot, 'upside down' and confusing, not to worry...you are clear and are set up for whatever challenge that gets in your line of fire. With the focus of a black belt of your trade, it's you that is the heavy hitter. Be it, walk it, talk it, think it, know it. That is **YOU**. Others may determine that you are intense...they fear that when they are weak. Others with similar characteristics, that's the team that wins the Superbowl...everyday!

Next, DJ's and the producing of a radio station. Anything you want to contribute?

PLANET CREATIONS, (213) 934-2111.
FAX (213) 938-4200, or HITMAKERS.
(24 hour service: (310) 281-2222).

DAVE FERGUSON

YOUR STATION VOICE HOW MANY?

Okay! Enough about digital workstations! Hopefully the three week series was helpful to those of you who are shopping around for one. (FYI- I picked the DSE 7000 as our promo workstation at WPGC).

Now, let's get back to programming!

Since writing this column I've had lots of calls from programmers and production persons at various radio stations offering ideas and topics for future columns. This is one of those. The inspiration goes to Ken Benson, who called to pick my brain a few months ago on the subject of station voices. How many should be used at one time? And how long should a voice be used? These are two great questions to which I don't think there are single "right" answers.

In my way of thinking, any more than one single station voice at any given time makes a station sound schizophrenic. It dilutes the listener's ability to distinguish a staple voice for your station. An example would be KMEL. Several years ago they used Mitch Craig exclusively. If you were familiar with KMEL, you recognized the voice of the station. When KMEL was on, even if you weren't paying attention, your subconscious recognized that voice, and identified it with KMEL. That's what I mean about a "staple"

voice. The same could be said for WPGC here in Washington. Although I hadn't actually been on the air as a disk-jockey here for four years, I learned upon returning that many listeners never realized I was gone, because my voice was used as the staple of the station. Believe it or not, I actually get calls now that I'm on the air again from listeners who want to know if I'm the "WPGC MAN"? Until I received those calls, you never could have told me that listeners were effected by the "station voice", but to my surprise-many are. Would that presence have been as strong if WPGC were using two or more station voices simultaneously? Of course not! Another station that does a good job of projecting a consistently identifiable station voice is YIOG in Philadelphia. Once you become familiar with that station, you automatically identify the voice with it. In contrast, an urban station in Philadelphia, (who will remain nameless), does it all wrong. It uses several voices, with no rhyme or reason as to why they're used. None of the voices are consistent with the features that they represent. For instance, in the mix show, you may hear two or three different station voices identifying the station at different times. Nothing but SLOP if you ask me.

An example of a station using several different voices correctly would be MIX107.3 here in Washington. They use 3 voices. For imagers and sweepers it's Ernie Anderson combined with a female voice. Then, for promo's and more immediate needs, a third voice, (probably in-house). I would imagine that cost is one of the reasons that Ernie is used in a combo role. He's



very expensive. They probably had him cut a page of lines that are generic enough in content that they can be used for years to come when coupled with the female announcer who gives more of the "meat".

Remember, there's more than one "right way" to do it. The rain objective is to effectively identify your station, and to make it stand out from the others. As for the question of "how long to keep a station voice"? I'll tackle that subject next week. I'm out of time. Don't forget - RX comes to America Online soon!

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

HITMAKERS

MAINSTREAM TOP40 DISCOVERY CLUB[®]

1. **BLESSID UNION OF SOULS "I Believe" (EMI)**
2. **BONNIE RAITT "You Got It" (ARISTA)**
3. **LONDONBEAT "Come Back" (RADIOACTIVE/MCA)**
4. **SIMPLE MINDS "She's A River" (VIRGIN)**
5. **JAMIE WALTERS "Hold On" (ATLANTIC)**
6. **PETE DROGE "If You Don't Love Me..." (AMERICAN/REPRISE/RCA)**
7. **PORTISHEAD "Sour Times (Nobody Loves Me)" (LONDON)**
8. **REAL McCOY "Run Away" (ARISTA)**
9. **DURAN DURAN "White Lines" (CAPITOL)**
10. **FOREIGNER "Until The End Of Time" (RHYTHM SAFARI/PRIORITY)**
11. **GILLETTE w/20 Fingers "Mr. Personality" (ZOO)**
12. **KEITH MARTIN "Never Find Someone..." (RUFFHOUSE/COLUMBIA)**
13. **TOM JONES F/Tori Amos "I Wanna Get Back With..." (INTERSCOPE)**
14. **ADAM ANT "Wonderful" (CAPITOL)**
15. **AIMEE MANN "That's Just What You Are" (GIANT)**
16. **BOYZ II MEN "Water Runs Dry" (MOTOWN)**
17. **BROWNSTONE "If You Love Me" (MJJ/EPIC)**
18. **COLLECTIVE SOUL "Gel" (ATLANTIC)**
19. **HOOTIE & THE BLOWFISH "Let Her Cry" (ATLANTIC)**
20. **MARTIN PAGE "In The House Of Stone And Light" (MERCURY)**
21. **MELISSA ETHERIDGE "If I Wanted To" (ISLAND)**
22. **OASIS "Live Forever" (EPIC)**
23. **REDNEX "Cotton-Eyed Joe" (BATTERY/JIVE)**
24. **SOUL FOR REAL "Candy Rain" (UPTOWN/MCA)**
25. **FIREHOUSE "I Live My Life For You" (EPIC)**
26. **FLAMING LIPS "She Don't Use Jelly" (WARNER BROS.)**
27. **HUEY LEWIS & THE NEWS "Little Bitty Pretty One" (ELEKTRA)**
28. **IMMATURE "Constantly" (MCA)**
29. **NEWTON "Sky High" (CRITIQUE)**
30. **NIRVANA "The Man Who Sold The World" (DGC)**

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the week



Columbia Crusades

KEITH MARTIN

"Never Find Someone Like You"

CASEY KEATING, PD, Y100, Miami

KEITH MARTIN *Never Find Someone Like You* (COLUMBIA) - If Keith Martin were a football team, he'd be the 49ers.

BOB HAMILTON, PD, WILD107, San Francisco

KEITH MARTIN *Never Find Someone Like You* (COLUMBIA) - It's a smash!

CHARLIE MAXX, APD/MD, KZFM, Corpus Christi

KEITH MARTIN *Never Find Someone Like You* (COLUMBIA) - Great love song.

JON NORTON, MD, KYYY, Bismarck

KEITH MARTIN *Never Find Someone Like You* (COLUMBIA) - Very Smooth, nice harmonies. Major hit Keith. Nice song.

DAMON COX, MD, WAPE, Jacksonville

KEITH MARTIN *Never Find Someone Like You* (COLUMBIA) - 90% positive on 'Make It Or Break It.' Check it out.

SOPHIE B. HAWKINS

"As I Lay Me Down"

CHUCK GEIGER, PD, KISF, Kansas City

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - She came here and performed it live on the air...Sounded great. Definite midday appeal.

JACK OLIVER, PD, KKRK, Wichita

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - A great female record.

NYK AT NITE, AMD, KTRS, Casper

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - Its a pretty song with an edge.

JEFF BUCKLEY

"Grace"

PAUL BRYANT, MD, KRBE, Houston

JEFF BUCKLEY *Grace* (COLUMBIA) - Very cool tune after only one listen.

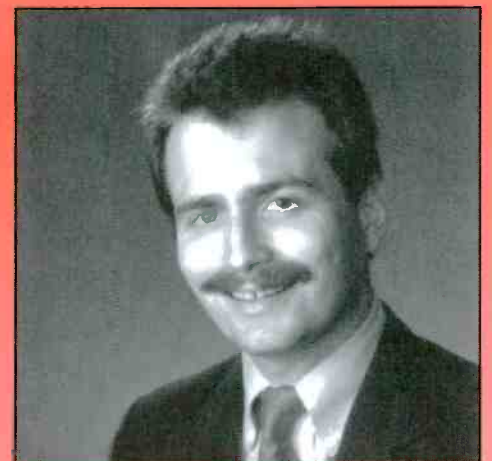
Nominees for Issue 875.

Vote for your choice.

1. MICHAEL STEELE (PD, KZFM/Corpus Christi)
2. KID KELLY (PD, WBHT/Wilkes-Barre)
3. WALLY MCCARTHY (PD, WKDY/Utica)

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Adam Cook



PD, XL106.7/Orlando

Career Highlights:

Program Director:

92X/Columbus

KRBE/Houston

WSSX/Charleston, SC

XL106.7/Orlando

Family:

AMY - wife, RYAN - son, and another baby on the way in April

Hobbies:

Movies, Running Marathons, Orlando Magic Basketball, Computers

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SIMPLE MINDS



SHE'S A RIVER

from the new album

GOOD NEWS FROM THE NEXT WORLD

Produced by Keith Forsey & Simple Minds

Worldwide representation: Clive Banks for **CBI**

Already Playing: **KROQ**
Z100 **99X**
WHYT **B97**
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WAHC

ON TOUR

2/9 SEATTLE WA
 2/11 SAN JOSE CA
 2/12 SAN DIEGO CA
 2/13 LOS ANGELES CA
 2/14 SALT LAKE CITY UT
 2/16 DENVER CO
 2/18 MINNEAPOLIS MN
 2/19 CHICAGO IL
 2/21 DETROIT MI
 2/22 CLEVELAND OH
 2/23 TORONTO ONT
 2/25 BOSTON MA
 2/26 WASHINGTON DC
 2/27 NEW YORK NY
 3/1 ATLANTA GA

tour dates subject to change

Top40 Disc-overery Club

LARRY HUGHES, PD, 95XIL, Parkersburg

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - Familiar great song. Looks like a hit for Gloria.

JAMIE WALTERS *Hold On* (ATLANTIC) - This looks like a good one.

JIM LAWSON, MD, ALICE106, Denver

SIMPLE MINDS *She's A River* (VIRGIN) - It's a powerful song with a good hook and a great Pop feel. It really cuts through.

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - It's another hit for Melissa. She's on her way to CORE here. Females really like her music.

TONI BRAXTON *I Belong To You* (LaFACE/ARISTA) - #1 25-34 females. It's not being worked, but it's working here!

KANDY KLUTCH, PD, G105, Raleigh-Durham

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Hey guys, it's an 'I love you so much I can't stand it' song.

AIMEE MANN *That's Just What You Are* (GIANT) - We're a ways away from it, but a strong-sounding record. If you build it, we will come.

NEAL SHARPE, PD, JET-FM, Erie

JAMIE WALTERS *Hold On* (ATLANTIC) - We're targeting women, and this guy reels 'em in...

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Big crossover action.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - Very unique record...Can't go wrong with the *Dumb And Dumber* soundtrack... Selling like crazy here.

CHRIS TAYLOR, PD, K92, Roanoke

DURAN DURAN *White Lines* (CAPITOL) - They're doin' it old school and it's cool...

REAL McCOY *Run Away* (ARISTA) - *Another Night* is still in powers for us...*Run Away* should do just as well. As far as you know...

ELTON JOHN *Believe* (ROCKET/ISLAND) - Smash! Smash! Smash! Basically, it's not a bad tune...

STEVE WILSON, PD, KC101, New Haven

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Already an instant buzz on the phones...Play it!

TAKE 6 *You Can Never Ask Too Much Of Me* (REPRISE) - Smash-a-roni!

HUEY LEWIS & THE NEWS *Little Bitty Pretty One* (ELEKTRA) - Instantly familiar upper demo record.

FOREIGNER *Until The End Of Time* (RHYTHM SAFARI/ PRIORITY) - Sounds like all the stuff that made them one of the biggest groups of the '70s and '80s.

MIKE DANGER, MD, KCLD, St. Cloud

REAL McCOY *Run Away* (ARISTA) - Could be as big or bigger than *Another Night*. More of a friendly hook.

NEWTON *Sky High* (CRITIQUE) - Keep an eye on this. Could be a huge female record.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Reminds me of Shakespear's Sister. Very unique sound that should work.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - A song with a message. Could be a big song for Spring of '95.

MARK RADWAY, MD, KDUK, Eugene

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - This is a hot record.

WOLFGANG PRESS *Going South* (4AD/WARNER BROS.) - This is a record people are going to pay attention to.

STONE ROSES *Love Spreads* (Geffen) - Nice and crunchy.

ROB MORRIS, APD/MD, KDWB, Minneapolis

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - This is a great-sounding record. Should cross easily to Mainstream.

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Don't let Tom Jones' image fool you. This could be a very big sleeper record.

JAMIE WALTERS *Hold On* (ATLANTIC) - This is a great follow-up to *How Do You Talk To An Angel* by The Heights.

SUNNY VALENTINE, PD, KFRX, Lincoln

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Great message. Very tasty.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - It's great they're back. This is an exciting record.

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - This record is fresh and smooth.

FERNANDO VENTURA, MD, KHFI, Austin

MAX-A-MILLION *Fatboy* (S.O.S.) - Very accessible Crossover record. Could be the next *Hotstepper*.

ADAM ANT *Wonderful* (CAPITOL) - Great Pop record...Makes the hairs on my back stand at attention and applaud wildly.

TLC *Red Light Special* (LaFACE/ARISTA) - An out-and-out smash! Could be bigger than *Creep*.

K7 *Move It Like This* (TOMMY BOY) - Been out for awhile, but has the potential to bust wide open.

BOYZ II MEN *Water Runs Dry* (MOTOWN) - One word: Duh!

MR. ED LAMBERT, APD/MD, KHKS, Dallas

STEVIE B. *Dream About You* (EMPORIA/THUMP) - Big requests after just a few plays.

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Great reaction record...Can you say *Mickey*, Part II?

BOYZ II MEN *Water Runs Dry* (MOTOWN) - Can you say three in a row?

CARLY RUSH, PD/MD, KHTT, Tulsa

SIMPLE MINDS *She's A River* (VIRGIN) - This one really stands out. Great record.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Very deep, moving record.

BONNIE RAITT *You Got It* (ARISTA) - She's bringing back a great hit!

CHUCK GEIGER, PD, KISF, Kansas City

BLUES TRAVELER *Runaround* (A&M) - A fine little ditty for adventurous music folk.

SOPHIE B. HAWKINS *As I Lay Me Down* (COLUMBIA) - She came here and performed it live on the air...Sounded great...Definite midday appeal.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Very accessible record that all formats could end up dealing with.

DURAN DURAN *White Lines* (CAPITOL) - Been playing for three weeks...Phone buzz is strong.

JOE DAWSON, PD, KLYV, Dubuque

WHIGFIELD *Saturday Night* (CURB) - Good female buzz on this dance record. No rap.

SIMPLE MINDS *She's A River* (VIRGIN) - Real Mainstream Alternative record.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - Natural for Midwest.

DAN OLSEN, PD, KOKZ, Waterloo

BONNIE RAITT *You Got It* (ARISTA) - This is a great version of the classic.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Nice upbeat song from these guys.

JIM ALLEN, APD/MD, KQCR, Cedar Rapids

SIMPLE MINDS *She's A River* (VIRGIN) - This gets better every time I hear it. This is not a one-listen record.

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - This is better than the last great female lyric. Just a great song.

ACE ANTHONY, PD, KQID, Alexandria

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Adult uptempo record. Gotta be a monster female reaction record.

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - The greatest song of this or any year.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - Great response on this all-daypart, fun song.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Good mass appeal tempo record.

BONNIE RAITT *You Got It* (ARISTA) - Good song. Will be big.

SIMPLE MINDS *She's A River* (VIRGIN) - One to watch.

TED KELLY, PD, KQIZ, Amarillo

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This is a cool record. This is the shit.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - I really like this one. This one is for you.

REAL McCOY *Run Away* (ARISTA) - This one is for real.

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*Best Contemporary Soul Gospel Album

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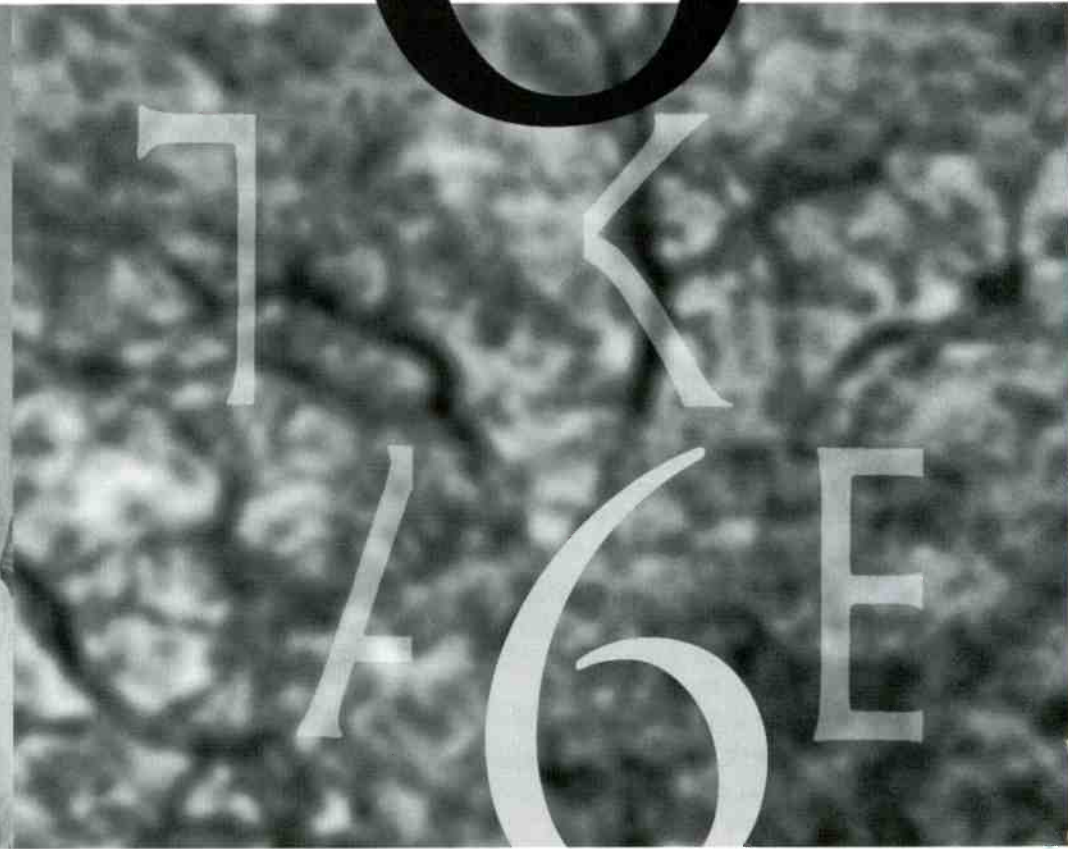
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"You Can Never Ask Too Much (Of Love)"

TAKE

The New Single from the album join the band



Co-written and Produced by David Foster for Chartmaker Inc.
Management: Brian Avnet for Gold Mountain Entertainment

Top40 Disc-covery Club

JIMI JAMM, MD, KQKQ, Omaha

PEARL JAM *Better Man* (EPIC) - Most melodic single to date.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Second coming of Haddaway.

REAL McCOY *Run Away* (ARISTA) - Smash #2!

PAUL BRYANT, MD, KRBE, Houston

DURAN DURAN *White Lines* (CAPITOL) - Immediate reaction...

JEFF BUCKLEY *Grace* (COLUMBIA) - Very cool tune after only one listen.

DOUBLE YOU *Run To Me* (ZYX) - Been in hot rotation in my office for months...

REDNEX *Cotton-Eyed Joe* (BATTERY/JIVE) - Came back positive on my 'Catch Of The Day' feature...One of the better novelty records to come out in a while...It's a Texas thang.

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

HUEY LEWIS & THE NEWS *Little Bitty Pretty One* (ELEKTRA) - Great record. Tests great, upper demo females.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Great uptempo record.

BONNIE RAITT *You Got It* (ARISTA) - Great cover version of a classic song.

ED PARREIRA, MD, KWNZ, Reno

BONNIE RAITT *You Got It* (ARISTA) - This is a great song. This record kicks.

AIMEE MANN *That's Just What You Are* (GIANT) - Not a one-listen record. This is a good one.

CRASH TEST DUMMIES *Ballad Of Peter Pumpkinhead* (RCA) - Killer song. Awesome record.

TOM MARTENS, PD, KWTX, Waco

FUN FACTORY *Close To You* (CURB EDEL) - Great Pop dance cut. Combination of Culture Beat and Real McCoy.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - I like this record a lot.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - This could cross over nicely.

JON NORTON, MD, KYYY, Bismarck

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Very smooth, nice harmonies. Major hit Keith. Nice song.

BONNIE RAITT *You Got It* (ARISTA) - Nice Roy Orbison version. Was #1 for us. Bonnie will have the same success.

DAVE MATTHEWS *Jimi Thing* (RCA) - One of the best albums I've heard in a long time. This is my personal pick.

JAMES BAKER, PD, KZIO, Duluth

HUMAN LEAGUE *Will I See You Again* (ELEKTRA) - Super song with a one-listen hook.

REAL McCOY *Run Away* (ARISTA) - *Another Night*, Part II.

BONNIE RAITT *You Got It* (ARISTA) - Breathes new life into the Roy Orbison classic with great guitar licks that could only come from Bonnie Raitt.

PEARL JAM *Better Man* (EPIC) - A great night record that should do well for us.

MIKE KASPER, PD, KZMG, Boise

THE HUMAN LEAGUE *Tell Me When* (EASTWEST IMPORT) - Great song. Check it out.

SIMPLE MINDS *She's A River* (VIRGIN) - Good tempo. Has a U2 feel.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Great ballad with a good message.

KASEY CHRISTOPHER, MD, KZZU, Spokane

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Two spins, #1 requested phone record. No controversy.

MADONNA *Don't Stop* (MAVERICK/SIRE/WARNER BROS.) - Real nice sound. Good groove.

RAY KALUSA, MD, Q106, San Diego

BONNIE RAITT *You Got It* (ARISTA) - Sounds better than the Roy Orbison version.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - They've been away for a couple years, and it sounds like they never left.

KEVIN PETERSON, APD/MD, STAR94, Atlanta

ANNIE LENNOX *No More I Love You's* (ARISTA) - Very hypnotic...If you don't get it the first time, listen again and you will.

MIKE LOWE, MD, WA1A, Melbourne

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Very sweet record.

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Don't be fooled by his last single. This is truly Mainstream.

DAMON COX, MD, WAPE, Jacksonville

NEWTON *Sky High* (CRITIQUE) - Great new version of a classic song...First week requests Top 20, with an emphasis on 18-24 females.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - 90% positive on 'Make It Or Break It.' Check it out.

JOHN FLINT, PD, WAZY, Lafayette

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - This is the best cut on the soundtrack.

BONNIE RAITT *You Got It* (ARISTA) - Great record. Better than the original.

LARRY CRANE *When Times Get Rough* (MERIDIAN) - John Mellencamp's writing partner. This is a record.

KID KELLY, PD, WBHT, Wilkes-Barre

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - It's wacky and freaky enough to work.

DURAN DURAN *White Lines* (CAPITOL) - I'd play it if I had it...

OASIS *Live Forever* (EPIC) - I'll never admit that Andy Shane found this one seven seconds before I did...

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Don't be afraid to rock! It's working here.

ADAM ANT *Wonderful* (CAPITOL) - Makes me want to bring back *Ant Music* for a double shot weekend...

BILL KLAPROTH, PD, WDBR, Springfield

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Great lyrics, touching sound.

SIMPLE MINDS *She's A River* (VIRGIN) - Great balance record.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - I like it. Good uptempo Pop.

MICHAEL GAMBY, MD, WDBR, Springfield

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Strong message. Love it! Love it! Love it!

JOHN WAITE *How Did I Get By* (IMAGO) - This could pull his career out of the porcelain bank.

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - If you can't hear this one I'll personally send you a year supply of Reynolds Wrap.

JAMIE WALTERS *Hold On* (ATLANTIC) - Will be a future star in '95.

LAURA ROBINSON, PD, WDJB, Fort Wayne

IMMATURE *Constantly* (MCA) - The audience loved the first. They'll love this.

PORTISHEAD *Sour Times (Nobody Loves Me)* (LONDON) - Once you get it, you'll love it.

SIMPLE MINDS *She's A River* (VIRGIN) - Trademark sound. Good Top40 record for stations who lean Alternative.

JIM REITZ, PD, WFHN-FM, New Bedford

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Looks like a great Pop hit.

REDNEX *Cotton-Eyed Joe* (BATTERY/JIVE) - Can't wait for our CD copy. It will be a smash!

SHAWN CAREY, APD/MD, WHTO, Williamsport

NIRVANA *The Man Who Sold The World* (DGC) - The group that will never go away.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Fantastic adult dance record. If you're not hearing it, you're losing it.

DENA DESNICK, MD, WJMX, Florence

FOREIGNER *Until The End Of Time* (RHYTHM SAFARI/PRIORITY) - The guys are back. They sound great.

BONNIE RAITT *You Got It* (ARISTA) - Great job with this classic record.

cranberries *Ode To My Family* (ISLAND) - Goes back to their *Linger* days.

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Check this one out.

JIM KELLY, MD, WJRZ, Monmouth/Ocean

MELISSA ETHERIDGE *If I Wanted To* (ISLAND) - Once again she has the request lines all lit up!!!

TOM PETTY *You Don't Know How It Feels* (WARNER BROS.) - Let's roll out another hit, that's all I have to say on this bit!!!

SIMPLE MINDS *She's A River* (VIRGIN) - If you program to adults, you'll be surprised how well this song will do!!!

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**Harv Blain, President,
Blain Consulting**

*"Man, you know what really
drives me crazy is the lack of
fun on Top40 stations today.
Willi One Blood brings the fun
back."*

WILLI ONE BLOOD

WHINEY, WHINEY

(WHAT REALLY DRIVES ME CRAZY)

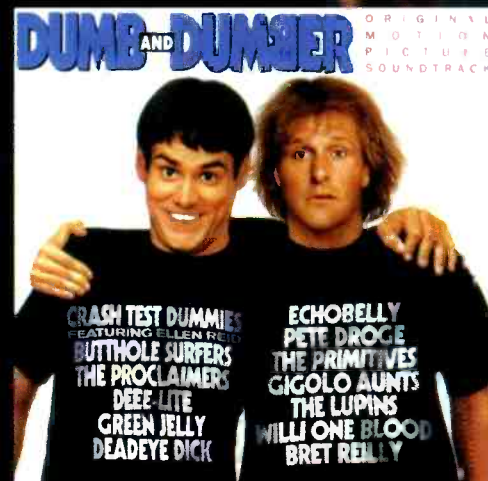
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The 22nd Annual AMERICAN MUSIC AWARDS



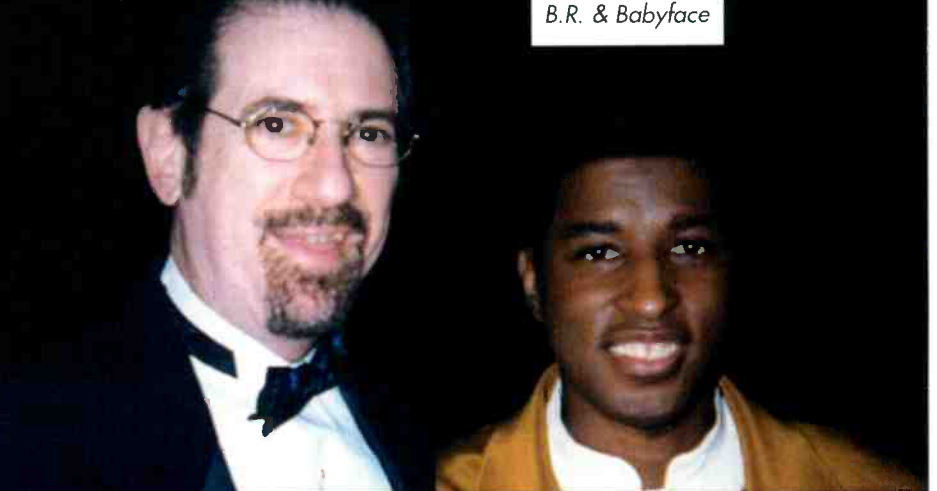
Randy Philips, Stieffel-Philips Entertainment & Hitmakers' own Rea'zar - Barry Richards.



Heavy D. • Salt-N-Pepa • Hitmakers' own B.R. and Kevin Carter



Barry Richards; Aaliyah; Awards Co-host Queen Latifah; Kevin Carter



B.R. & Babyface



Top Row: Michael Bolton; Kevin Carter; Jerry Blair. Middle: Michael Martin; Burt Baumgartner; Bruce St. James; Joel Denver; Louis Levin; B.R.; Greg Phifer; Jerry Lembc. Front: Tracy Austin & Dana Keil.

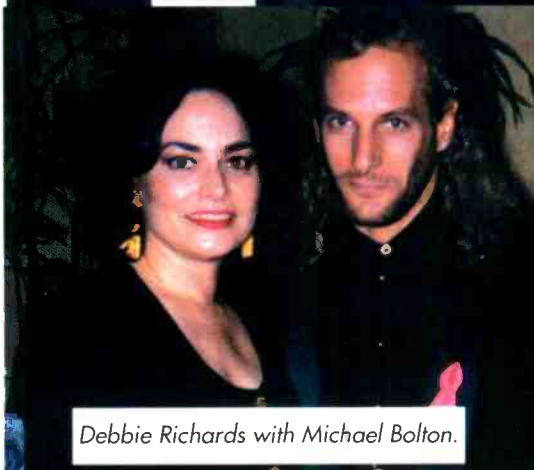
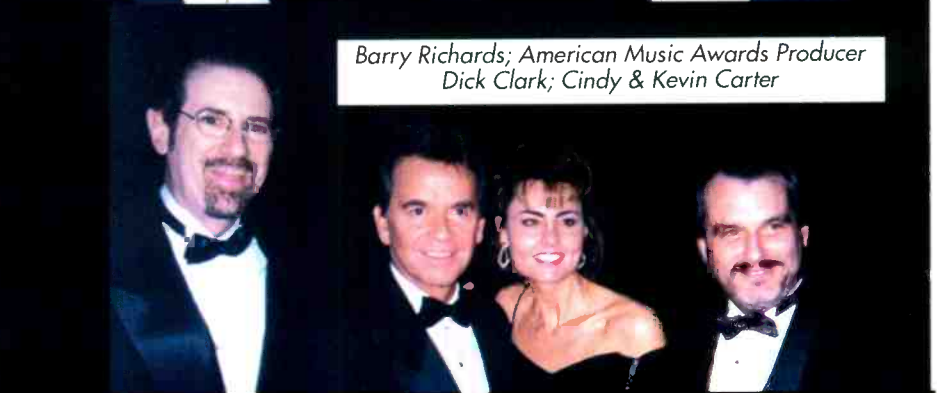


Tevin Campbell

Barry Richards; American Music Awards Producer Dick Clark; Cindy & Kevin Carter



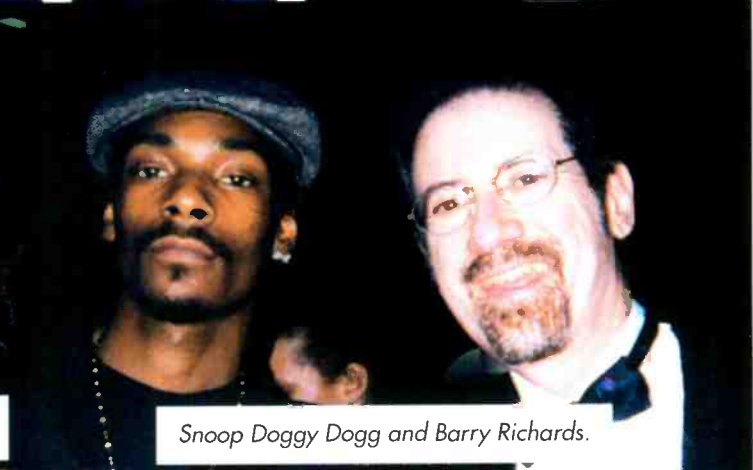
Barry Richards; John Paul Jones of Led Zeppelin; Kevin Carter



Debbie Richards with Michael Bolton.



Barry Richards with EMI Sr. VP/Promo Peter Napoliello



Snoop Doggy Dogg and Barry Richards.

MUSIC RADIO...BACK IN THE DAY

By **MARK SHANDS**

Those of us in this business like to think that technology is always moving us forward. We look back with pride at our move from turntables to cart machines to compact disks to DAT. It's hard to imagine radio without our computers or fax machines.

But sometimes something is lost as we move forward into the future.

Today it amazes us if a listener calls from one hundred miles away. In the 60's the major clear channel top 40 stations didn't cover just a city, they served scores of cities and states. Their signals covered not hundreds but thousands and thousands of miles.

One of the biggest most successful top 40 stations of that time was WLS in Chicago. You could listen to WLS in Los Angeles and Miami! A distance of over 2,000 miles! One of the promo lines WLS used was "From Canada.. to the North American Continent.. .89 W-L-S". It was not a hype. In the national Pulse ratings of that time, WLS pulled a 53 share across the southern states. Got that? Fifty-three per cent of all people that were using radio were listening to WLS at night! In Chicago, LS had close to a 70 share!

John Rook was the Program Director of WLS back then, "We had to have a full time mail person to just sort the mail. The jocks had such big followings they were as big or bigger than any of the recording artists."

Kris Erik Stevens was a night jock on WLS. "I would show up for work and there would be forty five letters waiting for me. You knew when you opened your mouth that you were definitely gonna be covering. . America! It had better be halfway decent!"

In those days WLS did not use a request line, almost all listener contact was by mail.

Working conditions at WLS? Kris says it was really different, mainly because the jock sat in a booth with just a microphone. An engineer sat in another room and played the records and ran all the equipment. Kris says, "It was the first time I had ever really worked with an engineer. I was used to being able to look at the record and see it goin' around, and see how much time was left or whatever. There was this guy across the glass and you had to communicate with him. It was

really primitive! We had to stopwatch by hand, we would start it when the record started. There was no cart ending, no light that blinked, or anything else! You just had to have it down pretty much. We used a lot of hand signals. We didn't even have a couch switch!"

Production was pretty interesting too. Because of the engineer unions of that time the jocks were not allowed to touch any equipment. You had to tell an engineer where to make a splice, when to start the recorder. They had one guy to put the needle down on the record, he was part of the musicians union and the other union was the mechanical engineering union. The jocks could announce and direct.

The jocks at WLS put their own music together. There was a format that they followed, but they did not walk in to a prepared play list. Kris Stevens says, "Art Roberts was the original music director and then Chuck Buell took it over. We watched tempo, but actually had a lot of ability to pick our own music. So you could tell a difference musically between the jocks, sometimes the music reflected how they felt, what their mood was."

Promotions were a big deal for

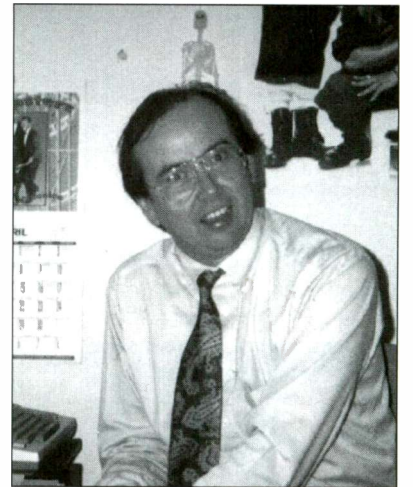
was great, I mean anyone can flip a card and do a liner."

John Rook agrees. "Too much of today's radio sounds like a music machine. A lot of that is because of the people in management, and the owners. They could have just as well been managers of shoe stores. We have a bunch of accountants who don't understand gut programming. They want to see everything written and out of a computer, like a balance sheet. As opposed to hiring and motivating directors who have a feel for what they want a play or a radio station to sound or be like. Today you have programmers hired because they dress right or because they're more business oriented."

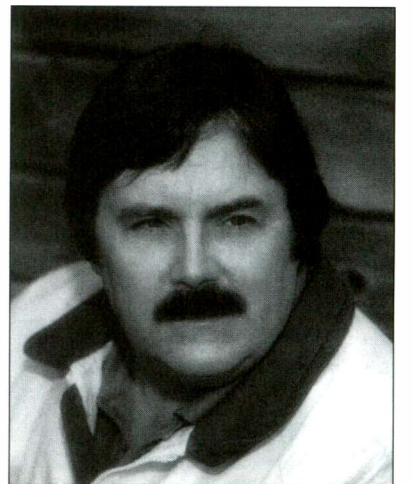
Rook says we're making mistakes when hiring talent too. "talents should be hired to have an identity of their own, you don't want them to all sound the same. That's the stuff that makes people remember a radio station, those talents are the ones that make your radio station the giant!"

Where are they now?

Kris Stevens left WLS to jock in Miami at WMYQ, then to WCFL in Chicago. Now Kris has his own creative services company



MARK SHANDS
Writer/producer of Jerry Clifton's "Top 20 Double-Play"



JOHN ROOK
Program Director of WLS/Chicago 1967-1972

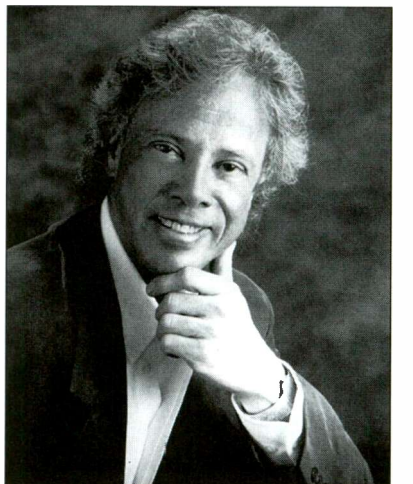
**"It was personality radio and that's the difference."
- Kris Erik Stevens**

the WLS jocks. WLS didn't use billboards or TV advertising. Kris would get kids to paint his name around town, like on watertanks, bridges, trains. He put 52,000 miles on his car just doing promotions at schools and hops. Because of the signal range of WLS Kris, Larry LuJack and other LS jocks often used airplanes to get to many of their gigs.

The approach to programming was also unique. As Kris puts it, "It was personality radio and that's the difference. There was not a liner card in the place. You were not told to say anything, you just had to communicate with an audience. That was what

Kris Stevens Enterprises. He's been the voice of Pontiac, The Orkin Man, ABC-TV, Delta Airlines, plus TV and radio stations around the country. You can call his demo at 818-990-KRIS. Kris also now owns his first radio station, FOX-103/WFXD in Marquette, Michigan.

John Rook went on to consult, including Miami's Y-100. He later programmed KFI, KABC, in Los Angeles and now is owner of KCDA Radio in Spokane, Washington. Rook owns Rook InterActive Media which creates programming for interactive TV and on-line computer networks.



KRIS ERIK STEVENS
Former WLS/Chicago night jock.

Top40 Disc-covery Club

CRUZE, PD, WKBQ, St. Louis

SIMPLE MINDS *She's A River* (VIRGIN) - Sounds like the vintage sound that made them famous.

NIRVANA *The Man Who Sold The World* (DGC) - May take a few listens, but sounds stronger every time I heard it.

GLENN DILLON, MD, WKFR, Kalamazoo

ADAM ANT *Wonderful* (CAPITOL) - Great song. Check it out.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - A really nice song.

PHIL THOMAS, PD, WKMX, Dothan

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - This record will work for you.

BONNIE RAITT *You Got It* (ARISTA) - Good job on the classic song.

JAY BEAU JONES, PD, WKSS, Hartford

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Sounds great on KISS.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Great story. Talk about a great artist.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Generating sales and phones.

DENNIS DILLON, PD, WKXJ, Chattanooga

JAMIE WALTERS *Hold On* (ATLANTIC) - Happening in a major way. Definitely feel strong about this record.

BONNIE RAITT *You Got It* (ARISTA) - Definitely a priority. Familiar song, familiar artist.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - I feel this record will be everywhere very soon. Buzz record.

VAN MICHAEL, PD, WNKI, Elmira

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This record looks like it has what it takes.

VAN HALEN *Don't Tell Me (What Love Can Do)* (WARNER BROS.) - Good-sounding Rock record. Should do well.

BUBBA BOUDREAUX, PD, WNSL, Hattiesburg

COLLECTIVE SOUL *Gel* (ATLANTIC) - Cool tune.

FLAMING LIPS *She Don't Use Jelly* (WARNER BROS.) - A fun song.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Love it. I hope this is a Top 10 smash.

DON LONDON, PD, WNVZ, Norfolk

IMMATURE *Constantly* (MCA) - That hook keeps going through my mind constantly...

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA) - We like the sound of this one a lot.

MIKE PRESTON, APD/MD, WPLJ, New York

FOREIGNER *Until The End Of Time* (RHYTHM SAFARI/PRIORITY) - A ballad in the tradition of *Waiting For A Girl Like You* that is easily recognizable to that key 18-34 female demo. P.S. Lou Gramm is back!

TOM PETTY *You Don't Know How It Feels* (WARNER BROS.) - First week of callout showed more 'favorites' than I've seen in a while...Showing extremely high potential.

RYAN WALKER, PD, WRHT, Morehead City

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - Fantastic. Off the soundtrack. Mass appeal smash!

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Listen to the lyrics on this one. That's all you need.

HOOTIE & THE BLOWFISH *Let Her Cry* (ATLANTIC) - Step aside Counting Crows - Here comes Hootie.

STEVE KLINE, PD, WRKY, Steubenville

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - I'm totally hyped about this record. Great lyrics.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Top 10 requests. This is what Top40 needs.

FIREHOUSE *I Live My Life For You* (EPIC) - Classic great romantic ballad.

RUBY CHEEKS, PD, WRQK, Canton

BUTT TRUMPET *I'm Ugly And I Don't Know Why* (EMI RECORDS) - This is the undefeated Rock War's champion.

FIREHOUSE *I Live My Life For You* (EPIC) - This record is gonna be a huge, humongous power ballad.

STONE ROSES *Love Spreads* (Geffen) - Stone Roses is a stone-cold smash!

STEW SCHANTZ, PD, WSPK, Poughkeepsie

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - This is an instant reaction song.

BONNIE RAITT *You Got It* (ARISTA) - Out and out daytime adult smash!

OASIS *Live Forever* (EPIC) - What a great hook.

PETE DROGE *If You Don't Love Me (I'll Kill Myself)* (AMERICAN/REPRISE/RCA) - This record grows on me every time I hear it.

TONY BRISTOL, MD, WTIC-FM, Hartford

COLLECTIVE SOUL *Gel* (ATLANTIC) - More mass appeal than you think. A movie that will be huge.

MARTIN PAGE *In The House Of Stone And Light* (MERCURY) - Already generating requests in all demos. Should research well.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - They're back and it's great!

RICK STEVENS, PD, WWKZ, Tupelo

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Sounds like old Seal. Real across-the-board appeal.

BONNIE RAITT *You Got It* (ARISTA) - Good tune.

JIM RICHARDS, PD, WWST, Knoxville

FOREIGNER *Until The End Of Time* (PRIORITY) - Pleasant surprise.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - A great Pop sound that can go to #1!

CALVIN HICKS, PD, WWXM, Myrtle Beach

JONI MITCHELL *How Do You Stop* (REPRISE) - Classic rendition of a James Brown classic. Perfect for middays.

BOYZ II MEN *Water Runs Dry* (MOTOWN) - Another Boyz II Men smash!

JOHN IVEY, PD, WXKS, Boston

COLLECTIVE SOUL *Gel* (ATLANTIC) - Good record.

CAPPELLA *Move On Baby* (ffrr) - Great dance record.

WHIGFIELD *Saturday Night* (CURB) - I brought this with me from Nashville to Boston. I believe in the record.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Very powerful.

CHARLIE QUINN, PD, WYHY, Nashville

REDNEX *Cotton-Eyed Joe* (BATTERY/JIVE) - Immediate impact record for evenings and weekends. Instant phones.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - #1 requests four weeks in a row.

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Love it! Hot record!

TOM GARRETT, PD, WZOK, Rockford

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Same as *I've Been Thinking About You*. Great tempo for middays.

BONNIE RAITT *You Got It* (ARISTA) - First hit off of a huge soundtrack.

AIMEE MANN *That's Just What You Are* (GIANT) - Find a place. Don't ignore this.

STEVE JAMES, PD, WZOQ, Lima

SIMPLE MINDS *She's A River* (VIRGIN) - Solid hit, good lyrics. All-around record.

OASIS *Live Forever* (EPIC) - EPIC will bring this one home.

BLESSID UNION OF SOULS *I Believe* (EMI RECORDS) - Pick this up and go with it. This is a record.

JIM CERONE, PD, WZPL, Indianapolis

ROULA *Lick It* (S.O.S.) - If you're looking for a nighttime reaction record - this is one...Great hook. P.S. Ask for the clean version.

CASEY KEATING, PD, Y100, Miami

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - If Keith Martin were a football team, he'd be the 49ers.

RICHARD MARX *Nothing Left Behind Us* (CAPITOL) - 25-34 females...What's not to like?

CRYSTAL WATERS

“What I Need”



Monitor Rhythmic Chart 34* • BDS Over 450 Spins

NEW ADDS: WZJM, KS104, HOT97.7

31* R&R Rhythmic Chart • SoundScan #26 Heat Seekers Chart

LP Scanned 31-55 Units This Week

HITMAKERS MIX SHOW CHART: 16* • #CLUB CHART 37*

KEY ROTATIONS:

KUBE-46x/Z90-20x/92Q-26x/WHHH-9x/KTFM-27x/KHFI-17x

KZFM-23x/KZHT-34x/WNKX-18x/ KPRR-25x/Q105-25x/WFLY-12x

MARTIN PAGE

“In The House Of Stone & Light”

NEW ADDS: B94,
KDWB, Y107, WKSS,
WHHY, Q102, WABB

Monitor Mainstream Chart 39*

R&R Pop Chart 38-29 • 3RD MOST ADDED

Increased Play On Over 105 Stations Already

Over 800 BDS Spins Top40 • Album 68-48* Heatseekers

Chart with 20 Units Scanned • 5* BDS AC Chart

4* R&R HOT AC Chart

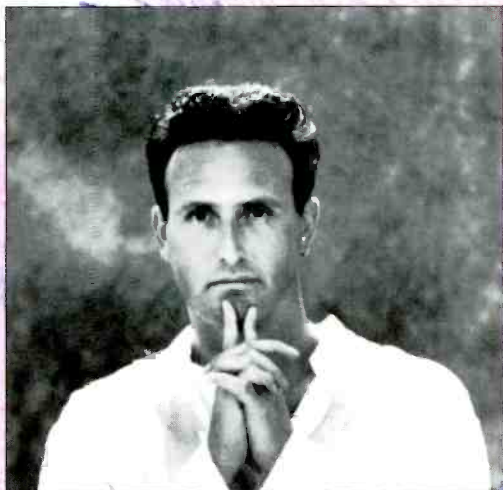
KEY ROTATIONS:

WXRZ-27x/STAR94-28x/WZNY-16x/WWST-16x

WHHY-24x/Q106-19x/Y97-23x

K92-28x/WTIC-FM-21x/KC101-27x/PRO-FM-49x


Q102-29x/KDWB-18x/XL106.7/Y100-22x





K-Ci Hailey

"If You Think You're Lonely Now"

Rhythm Chart 14* • 12 R&R Rhythm Chart • VIDEO STRESS 
Over 800 BDS Top40 • Over 1,300 BDS Urban
JASON'S LYRIC SOUNDTRACK LP #59 SoundScan
Scanning 17729 This Week

KEY ROTATIONS:

KUBE-36x, KMEL-62x, WILD107-45x, WHHH-33x, WJMN-62x, HOT97-27x,
POWER106-62x, Z90-27x, HOT97.7-46x, KZFM-20x, WJMH-26x, KZHT-22x, KPRR-44x



VANESSA WILLIAMS

"The Sweetest Days"

On Over 130 Stations • #20 R&R Pop Chart
Over 1,400 BDS Top40 • #22 Monitor Mainstream Chart
Over 1,800 BDS - #6 BDS AC Chart
LP #58 SoundScan • 17,832 Unit Count
Single #21 SoundScan - Unit Count: 10,025

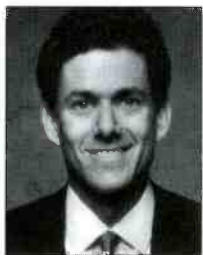
B94 - 18x, WXKS - 22x, PRO-FM - 46x, WNVZ - 41x, B97 - 24x,
KDWB - 25x, STAR94 - 24x, KKRZ - 41x, WKSR - 17x, KZHT - 30x,
WZPL - 19x, WWST - 40x, WABB - 38x, Y100 - 33x, Y107 - 14x,
WTIC-FM - 38x, KLUC - 24x, K92 - 44x, KBFM - 24x, Q106 - 25x,
WKSS - 28x, WDJX - 26x



SPEND PRESIDENT'S WEEKEND WITH THESE PRESIDENTS



Howie Klein President, Reprise Records



Strauss Zelnick President and CEO of BMG Entertainment, North America



Clive Davis A special guest star one-on-one conversation with Dave Sholin by the founder and president of Arista Records and one of the most influential record executives of all time. This is the first time Clive Davis has spoken before the industry in over 10 years! Seating is limited to this rare and special event.



Bruce Lundvall President, Blue Note Records



John Lund President of Lund Media Research



Pierre Bouvard General Manager, Arbitron
(He'll be President some day)



Paul Drew President, Paul Drew Enterprises



Tommy LiPuma President, GRP Records

PERFORMANCES BY . . . (listed alphabetically)

AUGUST SONS
THE B.U.M.S.
BAD RELIGION
BARE NAKED LADIES
BELLY
BETTER THAN EZRA
BLUE RODEO
BLUES TRAVELER
BONE PONY
BOXING GHANDIS
BUNNYGRUNT
CAPLETON
CASH MONEY CLICK
THE CAULFIELDS
MARSHALL CHAPMAN
DAVE MATTHEWS BAND

DEADEYE DICK
DIRT MERCHANTS
DISHWALLA
PETE DROGE
JOE ELY
40 THIEVZ
DIONNE FARRIS
STEVE FORBERT
FOSSIL
MICHAEL FRACASSO
FUNKDOBIEST
GARY BARTZ QUARTET
GOD GOD DOLLS
GOODIE MOB
P.J. HARVEY
HOME

JAYHAWKS
JIM LAUVERDALE BAND
JUNIOR BROWN
K-DEE
ROBERT EARL KEEN
KICKING GIANT
KITTYWINDER
KORN
SONNY LANDRETH
LARGE PROFESSOR
LAZY
MAGNAPOP
MOIST
MORPHINE
KEITH MURRAY
NED'S ATOMIC DUSTBIN

IVAN NEVILLE
NINE INCH NAILS
HEATHER NOVA
O.C.
JOAN OSBORNE
GRAHAM PARKER
NICHOLAS PAYTON
PEABODY
POP WILL EAT ITSELF
THE POSTER CHILDREN
PRICK
RAMPAGE THE LAST BOYSCOUT
RAS KASS
ROTTIN RAZKALS
SNFU
SAAFIR

THE SAMPLES
SEBADOH
JULES SHEAR
TODD SNIDER
TOENUT
SINGOLA
SONIA DADA
SONS OF ELVIS
SPIN DOCTORS
SUBDUDES
TIMBUK 3
VIBROLUX
MARK WHITFIELD
WILCO
MARTIN ZELLAR
ZUMPANO

Special Top 40
Riverboat Awards
Branch brought to you
by Atlantic, Columbia
and MCA Records

1995 GAVIN SEMINAR

Hyatt Regency, New Orleans

FEBRUARY 15TH-18TH

Seminar Registration Hotline: (415) 495-3200

Hotel Registration: (504) 561-1234

Plane Reservations: (800) 747-2144

LIL SUZY

"Promise Me"

THE TIME IS NOW
THE TIME IS NOW
THE TIME IS NOW



NEW ADDS Include:

WKSS

WXXL

KQKQ

KGGI

KCAQ

**"PROMISE ME" IT REQUESTS, IT SELLS, IT RESEARCHES.
BOTTOM LINE: IT PERFORMS!**

Going STRONG!

B-96

HOT97.7

WILD107

KTFM

KHFI

HOT 105

KZFM

FUN107

KIXY

KKXX

KPRR

KIX106

KXTZ

BOSS97

KWTX

WRVQ

WOVV

KZII

WEOW

POWER96

KWIN

KMVR

KYYA

KLRZ

WBTI

KBFM

KSIQ

KSFM

WFQX

KRRG

& MORE!

Billboard Hot 100

***68-*66**

Soundscan Top 200

***89-*72**

"It's nice to be important, but it's more important to be nice."

For copies call Jason McFadden at (201) 483-8080

Produced by Victor Franco.

Empress Music/Metropolitan Records

MP
METROPOLITAN
RECORDING CORPORATION

ADINA HOWARD FREAK LIKE ME

It's no secret – you've never had a freak like this.

The premiere single and video from the forthcoming debut album

Do You Wanna Ride.

Produced by Mass Order for Double Lady Productions
Executive Producers: Max Gousse, Gerry Griffith, Rogel Romain, Livio Harris
Management: Biggie Management, New York/Los Angeles

Freakin' At:

KMEL	HOT97
Z90	WGTZ
WPGC	KZFM
WZJM	POWER PIG
KIKI	WHJX
WHHH	WJJS
KLUC	KZHT

Over 500 Plays:

WJMH 49 Plays
WJMN 44 Plays
92Q 43 Plays
KBXX 31 Plays
WWKX 30 Plays

Early Research:

92Q – Already Top 20!
Phones: KBXX #10 WJMN #10
92Q #15

R/C Monitor Debut #25!

Debut Single Sales:

Baltimore #10	D.C. #4
Phoenix #17	Boston #14
Norfolk #10	Providence #12



Top 10 Requests



Most Disc-overed for this issue

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

1. **KEITH MARTIN** Never Find Someone Like You (RUFFHOUSE/COLUMBIA)
2. **CRYSTAL WATERS** What I Need (MERCURY)
3. **SUBWAY** This Lil Game We Play (MOTOWN)
4. **BROWNSTONE** If You Love Me (MJJ/EPIC)
5. **MAX-A-MILLION** Fatboy (S.O.S.)
6. **BILLY RAY MARTIN** Your Loving Arms (EASTWEST/ELEKTRA)
7. **DIONNE FARRIS** I Know (COLUMBIA)
8. **ROULA** Lick It (S.O.S.)
9. **SOUL FOR REAL** Candy Rain (UPTOWN/MCA)
10. **4 P.M.** Lay Down Your Love (NEXT PLATEAU/ISLAND)
11. **CE CE PENISTON** Keep Giving Me Your Love (COLUMBIA)
12. **FU-SCHNICKENS** Breakdown (JIVE)
13. **FUN FACTORY** Close To You (CURB EDEL)
14. **GILLETTE w/20 Fingers** Mr. Personality (ZOO)
15. **GLORIA ESTEFAN** Everlasting Love (EPIC DANCE)
16. **K7** Move It Like This (TOMMY BOY)
17. **LONDONBEAT** Come Back (RADIOACTIVE/MCA)
18. **NEWTON** Sky High (CRITIQUE)
19. **SLICK RICK** Sitting In My Car (DEF JAM/RAL)
20. **SPANISH FLY** Daddy's Home (UPSTAIRS)
21. **TOM JONES** Situation (INTERSCOPE)
22. **ADINA HOWARD** Freak Like Me (ELEKTRA ENTERTAINMENT GROUP)
23. **BARRY WHITE** Come On (PERSPECTIVE/A&M)
24. **MONTELL JORDAN** This Is How We Do It (RAL/DEF JAM)
25. **M-PEOPLE** Open Your Heart (EPIC)

Reazar's Records

- Reazar's personal pick of the week is Adina Howard "Freak Like Me" on the Elektra Entertainment label on WPGC, KMEL, WJMN and Z90.
- Congratulations to Barbara Seltzer and MJJ/Epic on bringing Brownstone "If You Love Me" all the way home with new adds at KSFM and B96.
- Bruce Tenenbaum is on fire with Londonbeat "Come Back" Radioactivity/MCA. First week out with over 75 stations on it. Soul for Real "Candy Rain" Uptown/MCA is continuing to blow out WJMN, KKBT, WPGC, KUBE & KPWR.
- Madonna's "Take A Bow" Maverick/Sire/WB has exploded because of her appearance on the American Music Awards WPGC & WJMN now spinning, and because of Prince's appearance on the American Music Awards, Warner Bros. is coming with the Prince Purple Medley.
- Craig Lambert, Greg Thompson and Val Delong have done an incredible job with Adina Howard "Freak Like Me" on Elektra Entertainment.
- The most discovered record in this issue is a former "Reazar Pic" titled "Never Find Someone Like You" by Keith Martin on Columbia. Jerry Blair will have a #1 record across the board with this. Look at these new believers KTFM & WWKX.
- Also looking good is Yo!Co Ross "Miss Me" on Columbia with these early believers B96 & KTFM.
- Montell Jordan "This Is How We Do It" Def Jam/Island already on the air at WILD 107, Power 106, KMEL, 92Q, KBXX, Z90, WJMH, WHJX and others. Check this one out!
- K7 "Move It Like This" on Tommy Boy being tested at B96.
- Andru Donalds "Mishale" on Capitol. The dance mixes are really kicking in with four new stations including KKSS.
- Check your mail this week for your secret weapon Fabu "Just Roll" on Big Beat. Should be on your desk!
- Rick Bisceglia and Rob Stone are still hittin' and holdin' with Craig Mack "Get Down" and Notorious B.I.G. "Big Papa" both on Bad Boy/Arista as well as TLC "Red Light Special" on LaFace/Arista.
- SOS/ID is still juckin' with Max-a-Million "Fat Boy", Roula "Lick It" and 20 Fingers with Gillette "Mr. Personality."
- Brandy "Baby" on Atlantic is jammin with WJMN, KKBT, KGGI & WPGC.
- Bone Thugs & Harmony "Fo Tha Love of Money" Ruthless/Relativity. The re-mix is in your hands. Have you checked it out????
- Dru Down "Mack of the Year" Relativity continues to blow up KKBT & KPWR.
- The most added record to the rhythm panel this week is Subway "This Little Game We Play" on Motown. Congratulations to Mark Kargol and Mel Delatte.
- Heating up this week Lil Suzy's "Promise Me" Metropolitan-KYLD, WPOW, Spanish Fly "Daddy's Home" Upstairs-KMEL, KYLD, Crystal Waters "What I Need" Mercury, -KZHT, KUBE, Fu-Schnickens "Breakdown" Jive-KKBT, KKSS, KPWR, KMEL, Mary J. Blidge "I'm Goin Down" Uptown/MCA-WJMN, KPWR, KMEL, KYLD, & WPGC, Havoc & Prodeje "G'z On Da Move", Pump/Warlock/Quality on KKSS.
- Check out these new jams: Mentico w/Immature "Is It Me" MCA, Trisha Covington "Why You Wanna Play Me Out" Columbia, Nine "Whutcha Want" Profile, Gloria Estefan "Everlasting" Epic, Sam The Beast Gucci Dance" Relativity, Raphael Saadiq "Ask Of You" 550/Epic, TLC "Waterfalls" LaFace/Arista, Livin Joy "Dreamer" MCA, 4pm "Lay Down Your Love" Next Plateau/Island, Stevie B. "Dream About You" Emporia, Pete Rock & C>L> Smooth "Take You There" Elektra-EEG, Nika "Vicious" Epic, Whigfield "Saturday Night" Curb, "Channel Live "Mad-Izm" Capitol, Slick Rick featuring Doug Fresh "Sittin' In My Car" Island, the #1 record in Europe Rednex "Cotton Eye Joe" on Battery/Jive, Duran Duran "White Lines" Capitol, Capleton "Tour" on Signet and Deee-Lite "Call Me" Elektra. Also watch out for Shabba Ranks "Let's Get It On" on Epic. Albee D of WPGC tips us to a great reggae record on Capitol. Spragga Benz-A-One-Lover and Eric Bradley B96 turned me onto the new M People album "Bizarre Fruit" on Epic called open your heart.
- Make sure you get your hands on Grammy nominated Johnny "Guitar" Watson "Hook Me Up" the mix by Dwayne Wiggins on Bellmark Records. It's the bomb!!!!
- DGC recording artist The Roots blew The Reazar and Bob Greenberg away last Thursday when we saw them performing live at Luna Park in Hollywood. A rap group with a live band, unbelievable!!!!

Barry "The Reazar" Richards



STREET SHEET DISC-OVERY CLUB®

JOEY ARBAGEY, MD, KMEL, San Francisco

DIANA KING *Shy Guy* (CHAOS) - Dance hall smash!

BARRY WHITE *Come On* (PERSPECTIVE/A&M) - Looks like another smash with an awesome video.

SLICK RICK *Sitting In My Car* (DEF JAM/RAL) - An incredible street buzz.

MICHELLE N'DEGEOCELLO *Soul Searching* (550 MUSIC/EPIC) - Time to break this artist Mainstream. She's a superstar.

E-40 *One Luv* (JIVE/SIKWIDIT) - An absolute hip hop smash. A one-listen record.

BILLY RAY MARTIN *Your Loving Arms* (EASTWEST/ELEKTRA) - Junior's mixes work!!

ERIK BRADLEY, MD, B96, Chicago

M-PEOPLE *Open Your Heart* (EPIC) - Super smash. From the album *BIZARRE FRUIT*, an import.

BILLY RAY MARTIN *Your Loving Arms* (EASTWEST/ELEKTRA) - Hands down a #1 record...She sings with such a passion and feeling. Will generate reaction.

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Major Pop potential.

MAX-A-MILLION *Fatboy* (S.O.S.) - #1 callout in almost every cell, young-old, White-Hispanic, male-female. Whoever ends up signing this song will have a guaranteed gold single. I hope everyone gets this because it's totally for real (and has been on B96 for four months).

DIONNE FARRIS *I Know* (COLUMBIA) - Phenomenal new artist with a very bright future. I get cold chills when she sings *Don't Ever Touch Me* - will quickly become a female anthem.

THE BUCKETHEADS *These Sounds Fall Into My Mind* (HENRY ST. U.S.) - Still, after quite a few months, a big buzz at the clubs and on the street...radio rotation follows soon! Samples classic Chicago with a phat track.

FUN FACTORY *Close To You* (CURB EDEL) - There's a nice story developing on it in Chicago.

JEFF ANDREWS, MC, B96, Chicago

LABOUCHE *Sweet Dreams* (IMPORT)

REAL McCOY *Automatic Lover* (ARISTA)

FUN FACTORY *Close To You* (CURB EDEL)

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA)

24/7 *Leave Me Alone* (IMPORT)

BILLY RAY MARTIN *Your Loving Arms* (EASTWEST/ELEKTRA)

BOB PERRY, PD, HOT97.7, San Jose

STEVIE B. *Dream About You* (EMPORIA/THUMP) - Instant reaction off the phones...even though my favorite cut is *Call My Name*.

ROULA *Lick It* (S.O.S.) - A dance track that generates as much response as quickly as 20 Fingers' *Short Short Man* did.

ICE CUBE *What Can I Do* (PRIORITY) - One of the hottest new flavas breaking out of the West Coast.

TLC *Waterfalls* (LaFACE/ARISTA) - *Creep* has already been #1...*Red Light Special* is going to be #1...and *Waterfalls* is the next cut off the album generating street talk...Check it out.

LISA ADAMS, APD, KFFM, Yakima

LONDONBEAT *Come Back* (RADIOACTIVE/MCA) - Good comeback record. Great feel.

MISS JONES *Where I Wanna Be Boy* (STEPSUN/TOMMY BOY) - Sounds like a smash.

KUT KLOSE *I Like* (ELEKTRA) - Jumped right out. Smooth ballad sound.

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Huge sales.

SCOTTY SNIPES, PD, KIX106, Providence

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA)

VICIOUS *Nika* (EPIC)

SPANISH FLY *Daddy's Home* (UPSTAIRS)

MAX-A-MILLION *Fatboy* (S.O.S.)

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

TOO SHORT *Cocktails* (JIVE)

SLICK RICK *Sitting In My Car* (DEF JAM/RAL)

CRYSTAL WATERS *What I Need* (MERCURY) - Great remix.

SUBWAY *This Lil Game We Play* (MOTOWN)

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA)

ROY JAYNES, PD, KKSS-FM, Albuquerque

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Didn't believe in it at first. Selling now and reacting well.

THE NOTORIOUS B.I.G. *Big Poppa* (BAD BOY ENTERTAINMENT/ARISTA) - Lighting up the phones.

FU-SCHNICKENS *Breakdown* (JIVE) - A must-play for us. Selling in Albuquerque.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - A great cover song for Gloria. Will do well here.

KOZMAN, APD/MD, KKXX, Bakersfield

TOM JONES *Situation* (INTERSCOPE) - Killer!

TOM JONES f/Tori Amos *I Wanna Get Back With You* (INTERSCOPE) - Sounds great with Tori - very powerful ballad.

K7 *Move It Like This* (TOMMY BOY) - Working extremely well for us.

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - Damn near most requests after one play. Reaction has been huge.

BOYZ II MEN *Water Runs Dry* (MOTOWN)

NEWTON *Sky High* (CRITIQUE) - The song is gonna go sky high.

KAHUNA, PD, KLRZ, New Orleans

GILLETTE w/20 Fingers *Mr. Personality* (ZOO) - This song is the jam of 1995. Every night jock should be spinning this record.

TOM JONES *Situation* (INTERSCOPE) - As good as, if not better than, the original.

JOHN CANDELARIA, PD, KPRR, El Paso

4 P.M. *Lay Down Your Love* (NEXT PLATEAU/ISLAND) - A great follow-up ballad.

GLORIA ESTEFAN *Everlasting Love* (EPIC DANCE) - Should be perfect for midday show - especially for those of you that lean rhythm.

ROULA *Lick It* (S.O.S.) - Sounds a lot like 20 Fingers - and women know what they like. The girls in the office are all singing it. Reacting great.

CRYSTAL WATERS *What I Need* (MERCURY) - Got an infectious hook!

MIKE KEANE, PD, KPSI, Palm Springs

CE CE PENISTON *Keep Giving Me Your Love* (COLUMBIA) - Typical Ce Ce smash!

DIONNE FARRIS *I Know* (COLUMBIA) - All-around cool record.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - A rare chance to play something by Henry Mancini.

RICK THOMAS, PD, KSFM, Sacramento

ROULA *Lick It* (S.O.S.) - #2 requests in just two days.

SUBWAY *This Lil Game We Play* (MOTOWN) - Smash!

BROWNSTONE *If You Love Me* (MJJ/EPIC) - Crossing over big time.

REAL McCOY *Run Away* (ARISTA) - An obvious choice.

CLIFF TEEDWAY, PD, KTFM, San Antonio

YO!CO ROSS *Miss Me* (SONY)

4 P.M. *Lay Down Your Love* (NEXT PLATEAU/ISLAND)

CRYSTAL WATERS *What I Need* (MERCURY)

95 SOUTH *Rodeo* (RIP IT)

CHARLIE MAXX, APD/MD, KZFM, Corpus Christi

SUBWAY *This Lil Game We Play* (MOTOWN) - Even if you're looking for tempo, this song is worth checking out.

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - Great love song.

BLACKGIRL *Let's Do It Again* (RCA) - Sounds like the Motown sound.

MAXX *Getaway* (PULSE 8) - Great song, worth getting if you can find it. Instant reaction.

MARIAMA SNIDER, MC, THE BEAT, Los Angeles

GROUP HOME *Superstar* (PAYDAY) - This record is about to explode. Look out for them in the 9-5!

CHANNEL LIVE *Mad Izm* (CAPITOL) - Take this song out of the mix show and put it on the air full time.

THE ROOTS *Silent Treatment* (GEFFEN) - This group is the Brand New Heavies meets The Pharcyde.

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - This record is radio-friendly and has the familiar sample. It's a flavorful, uptempo record.

METHOD MAN *All That I Need* (DEF JAM) - Be on the look out for the remix with Mary J. Blige.

SCOTT WHEELER, PD, WHHH, Indianapolis

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

SUBWAY *This Lil Game We Play* (MOTOWN)

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA)

MAX-A-MILLION *Fatboy* (S.O.S.)

BOB HAMILTON, PD, WILD107, San Francisco

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA) - It's a smash!

FU-SCHNICKENS *Breakdown* (JIVE) - Good sales. Good phone response.

MAX-A-MILLION *Fatboy* (S.O.S.) - Good club record. Need edit for radio.

DAVID LEE MICHAELS, PD, WJJS, Roanoke

KEITH MARTIN *Never Find Someone Like You* (RUFFHOUSE/COLUMBIA)

K7 *Move It Like This* (TOMMY BOY)

CYNTHIA *How I Love Him* (TOMMY BOY)

DURAN DURAN *White Lines* (CAPITOL) - Grand Master Flash sounds great on this.

SCOTT CHASE, MD, WOVV, West Palm Beach

SPANISH FLY *Daddy's Home* (UPSTAIRS) - Watch for this to explode! This is ready to go at three formats. Crossover, Pop and AC can all play this record. Women love this song...so do dads!

RAPHAEL SAADIQ *Ask Of You* (550 MUSIC/EPIC) - This is the guy from Tony! Toni! Tone!...On the *Higher Learning* soundtrack...Killer ballad...Similar to *Anniversary*, it's a smash!

CRYSTAL WATERS *What I Need* (MERCURY) - Check out the new Erick Moore remixes or call your Mercury rep and get them today.

ROULA *Lick It* (S.O.S.) - Sex sells! If you play this a couple times, the phones will explode. If the original is too risqué, Hazel at ID Records will send you a cleaner version. It picks up where *Short Short Man* left off.

SUBWAY *This Lil Game We Play* (MOTOWN) - We just started testing it, and it's already showing up in SoundScan...Smooth R&B...Should make it out of the tunnel!?

ALBIE DEE, MD, WPGC, Washington, DC

SPRAGGA BENZ *A-1-Lover* (CAPITOL) - Great! Love it!

CRYSTAL WATERS *What I Need* (MERCURY)

NINE *Whatcha* (PROFILE)

JAMES DEE, MC, Z90, San Diego

METHOD MAN *Bring The Pain* (DEF JAM) - Came out of the mix show and doing well. Check these out:

CE CE PENISTON *Keep Giving Me Your Love* (COLUMBIA)

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP)

SOUL FOR REAL *Candy Rain* (UPTOWN/MCA)

THE DA Youngstas

"Mad Props"



SPINNIN' AT:

HOT97

92Q

POWER106

KBXX

KJYK

PETE ROCK & C.L. SMOOTH "Take You There"



Huge Spins:

HOT97 51x (huge phones)
92Q 18x
KMEL 25x

Early Reasearch:

92Q-Top 25 callout, #15 phones



YO!
MTV
RAPS



PHOTO OF THE WEEK CONTEST

This week, Relativity Records' JOE HECHT and DRU DOWN visited our offices, along with their posse, including NICK V. of Tha Baka Boyz, Phillip Mataragus, and Tom Maffei.

Which is *YOUR* favorite picture of the homies?



SUBWAYS

THE SINGLE "THIS LIL' GAME WE PLAY"

From The Album Entitled "Good Times"

Playing At:

WHJX Jacksonville ADD
WJSS Roanoke ADD
WHHH Indianapolis ADD
KOMO Honolulu ADD
KIX106 Providence
920 Baltimore
WPGC Washington D.C.
WJMH Greensboro

KZFM Corpus Christi ADD
Q105 Oxnard ADD
Z90 San Diego ADD
KTMT Medford ADD
KZHT Salt Lake City
KKSS Albuquerque
KPRR El Paso
KBXX Houston

WVSR Charleston ADD
WZOQ Lima ADD
KWTX Waco ADD
KHTN Modesto
KMEL San Francisco
HOT97.7 San Jose

#1 Rhythmic Most Added



Video: #33 On



Musiland Chain #27

THIS LIL' GAME WE PLAY



FEATURING
702



DRU DOWN

MACK OF THE YEAR

THROWING DOWN THE HITS LIKE THIS HERE.

- Over 190 Rhythm Crossover BDS Detections This Week
- Over 5,000 Singles This Week
- Ranking #3 In Los Angeles and #8 In San Francisco
- Single Ranking #1 At The Warehouse And Abbey Road
- Selling 3,000 LP's A Week

*"Fattest joint on the West Coast.
Coming at you East."*

FUNKMASTER FLEX
HOT97, New York

FROM THE ALBUM
"EXPLICIT GAME"



VISIONS OF VALENTINES

By Paige Nienaber

Except for the Superbowl, the First quarter really only offers us one decent promotional opportunity: Valentines Day. With that in mind, it's amazing the amount of really boring, by-the-numbers, radio contests and events that there are for this holiday. Marie Griffin is the Promotion Director for WZJM in Cleveland and she echoes the sentiment when she says, "I haven't seen anything too terribly creative for Valentines in awhile."

You would think that with every other station in town doing the same stuff that they do every Valentines Day (dipping the morning show in chocolate, etc.), there would be a real chance for you to do something outstanding and steal the thunder from all the other stations. And it's not as if Valentines doesn't offer us a myriad of various angles from which to approach it.

Weddings are one obvious avenue that you can travel on February 14th. But beware: they've been done to death. So if this is something that you're going to tackle, then you'd better find a hook that will blow this up bigger than life. Before they got run into the ground (no pun intended), Bungle Jump Weddings were pretty popular for about one year. Mark S. Allen, who does mornings at KSFM in Sacramento hit a homerun with one of these a few years ago and this year will be marrying ten couples who, on the words "you may now kiss your bride" will go into a liplock that will kick off a marathon Kiss Off contest for a honeymoon trip. "Except for the old, cheesy 'dip the morning show in chocolate bit', there's not alot of exciting Valentines promotions being done", says Allen.

Every market has some features or aspects about it that you can incorporate into your wedding to add some uniqueness to it. Two years ago Hot 102 in Milwaukee did "Milwaukee's Ultimate Wedding" and married 24 couples on 24 lanes at a local bowling alley. Everyone in the bridal parties, plus the happy couples, got free bowling, and the station even popped for shoe rental! Afterwards everyone bussed to a bar for a fish fry. In other markets this would have fallen flat on its face, but the station read the market and put together an event that was a hit and perfect for Milwaukee. Find that specific hook

for your town, and you can turn a boring on-air wedding into something that will create some top-of-mind with the listeners and perhaps get you some coverage.

The opposite of "marriage" is "divorce" and some stations have taken an anti-romance perspective on Valentines Day. Why not do a mass on-air divorce and culminate the day with a Newly Single Party at a nightclub. Or mix the two: when I was at Wild 107 we did a "24 Hour Marriage". At 9 am on Valentines day we married a couple on the air and followed them throughout their wedding day as they went about the business of being newlyweds. We got them a hotel suite that night and the next morning invited them back into the studio to be divorced live on the air. They each got 107 toasters as alimony from the station. It was "new", and in an industry where that's lacking, it got us some mileage. It was also perfect for the 90's: a marriage with no commitment.

"Wacky" is good for Valentines Day, and "the wackier the better" says Amber Pope from KS-104 in Denver. Anti-Romance promotions can give you that angle. Sending a

pack for Valentines Day. But don't get sucked into doing some incredibly boring "Caller #12 Contest". Have some fun with these and make the listeners tell romantic stories or do dedications or something more than just being a designated caller to win them. At KZFM in Corpus Christi, listeners are faxing in wedding proposals that they want the station to help them deliver. On Valentines Day the morning guy will go in a limo to one of these proposee's and do the actual getting-down-on-the-knee proposal, live on the air. The woman will get a bouquet of 95 roses and will join her fiancée in a limo for candlelight dinner and night on the town to celebrate their engagement. The station has several other client-based contests happening, also. "I think that Valentines Day is the most marketable holiday there is", says Peki Colombo.. "The clients will pretty much sponsor anything creative that you bring them because they've seen the same radio promotions over and over, and they're looking for something new too".

Another successful on-air contest that's been done was "Valentines In Venice". Amber Pope from KS-104

"I think that Valentines Day is the most marketable holiday there is"

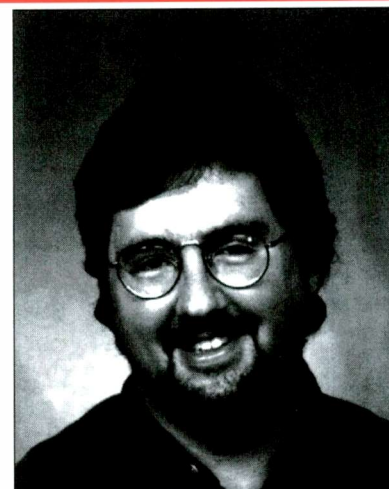
- says Peki Colombo

winner out for a night on the town alone is funny. Buy them dinner for one, get them one ticket to a concert and reserve them a single room at a hotel. Throw in a pack of playing cards so they can entertain themselves with a game of Solitaire. Having the morning show hire a private detective to follow a listener's spouse is another good Anti-Romance idea, as is sending dead flowers and an empty box of candy to someone who stood up one of your listeners on a date.

If you've got candy, flowers, jewelry and lingerie, then you have the makings of a pretty good prize

in Denver did this at another station and she says it was a hit. All of the contestants were registered for one of two Grand Prizes: an exclusive, all-expense paid romantic getaway to Venice, Italy, or a trip to Venice, California with lodging at a cheap motel a couple blocks from the beach and no other perks thrown in.

In Cleveland at WZJM, the station did a Blind Date promotion that had a blindfolded couple, who had never met, spending the evening together. They went to dinner and listened to a movie and never got to see each other until the next morning when they were in the



Paige Nienaber is VP/Fun 'N Games with Jerry Clifton's New World Communications. He has worked in Promotions for 14 years at stations that include WILD 107/San Francisco, WL0L/Minneapolis and KISS 102/Charlotte. Any questions or suggestions of topics for this weekly column Call: Phone: (612) 929-2865 Fax: (612) 929-2861

studio to critique the date and talk about how it went. Every station in town is doing something on Valentines Day and it's a real challenge to do something new every year', says 'ZJM Promotion Director Marie Griffin.

June is the big month for weddings, but NOW is the time that people are planning them. Hoosier 96 in Indianapolis is doing a Bridal Fair the weekend before Valentines Day, and that will tap into the holiday's spirit of romance. "We've also got Boyz II Men in town Valentines night for a show, so were adding their tickets into some prize packs with chocolate and other appropriate prizes, and these should be very hot giveaways", says Lisa Boyer, Promotion Director at WHHH. "It's always a shame to see radio stations not take advantage of Valentines Day. It's all about love and romance and fun, yet there are going to be stations that treat it like a movie ticket giveaway; just another promotion they're obligated to do", says Boyer.

So have fun, be crazy, get romantic, and for God sake, don't dip anyone in chocolate. Unless of course they're having dinner on The Mayflower as part of a Family Four-Pack giveaway. Then it's all right.



"Foe Tha Love Of \$"

- EP Certified Triple Platinum
 - Over 30,000 EPs A Week Sold!
 - Over 200 Rhythm Crossover BDS Detections This Week.
 - Over 300 Urban BDS Detections This Week.
- Single Drops February 7th. So Don't Sleep!**

Adds This Week:

POWER96-Miami, WJMH-Greensboro, Z90-San Diego





MIX SHOW

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

NEW IN 'THA MIX

MONTELL JORDAN "This Is How We Do It" (PMP/RAL)
DRU DOWN "Mack Of The Year" (RELATIVITY)
BILLY RAY MARTIN "Your Lovin Arms" (MAGNET)
CAPELTON "Tour" (VP)
JOI CARDWELL "Jump For Joi" (EIGHTBALL)

COLUMBIA

RECORDS *First Series This*

HITMAKERS MIXER OF THE WEEK!

MIX SHOW MOVERS

LV-TW

1-1	MAX-A-MILLION	"Fat Boy"	(S.O.S.)
7-2	FUN FACTORY	"Close To You"	(Curb Edel)
3-3	CORONA	"Rhythm Of The Night"	(EastWest)
9-4	CLUBZONE	"Hands Up"	(Logic)
5-5	MIRANDA	"Round & Round"	(Sunshine)
10-6	GLORIA ESTEFAN	"Everlasting Love"	(Epic)
2-7	STEVIE B.	"Funky Melody"	(Emporia/Thump)
8-8	ROULA	"Lick It"	(S.O.S.)
6-9	TLC	"Creep"	(LaFace/Ar sta)
16-10	CRYSTAL WATERS	"What I Need"	(Mercury)
14-11	THE CHOSEN FEW	"Funky Jumpy Music"	(Maxi)
4-12	REEL 2 REAL	"Can You Feel It"	(Strictly Rhythm)
13-13	DR. ALBAN	"Away From Home"	(Logic)
15-14	JANET JACKSON	"You Want This"	(Virgin)
23-15	CE CE PENISTON	"Keep Givin Me Your Love"	(Columbia)
17-16	METHOD MAN	"Bring On The Pain"	(Def Jam)
11-17	INI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
19-18	BRAND NEW HEAVIES	"Spend Some Time"	(frrr)
22-19	ICE CUBE	"What Can I Do"	(Priority)
20-20	TRACI LORDS	"Control"	(Radioactive)
12-21	DONNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)
24-22	M PEOPLE	"Excited"	(Epic)
31-23	THE MACK VIBE	"Mr. Meaner"	(Eightball)
27-24	TINMAN	"Eighteen Strings"	(frrr/London)
25-25	69 BOYZ	"Kitty Kitty"	(Rip It)
21-26	ROCHELLE	"Praying For An Angel"	(S.O.S.)
30-27	BRANDY	"I Wanna Be Down"	(Atlantic)
26-28	THE HED BOYS	"Boys And Girls"	(Logic)
29-29	DA BRAT	"Da B-Side"	(Chaos)
32-30	THE NOTORIOUS B.I.G.	"Big Poppa"	(Bad Boy/Arista)
34-31	CRAIG MACK	"Get Down"	(Bad Boy/Arista)
35-32	C & C MUSIC FACTORY	"Robi-Robs Boriqua Anthem"	(Columbia)
37-33	ARMAND VAN HELDEN	"Armand Van Helden (EP)"	(Strictly Rhythm)
28-34	REAL McCOY	"Another Night"	(Arista)
23-35	DJ BOBO	"Take Control"	(CMC International)
38-36	ARTIFACTS	"C'mon Wit Da Git Down"	(Big Beat)
40-37	REALITY	"Wanna Get Busy"	(Strictly Rhythm)
45-38	BARBARA TUCKER	"I Get Lifted"	(Strictly Rhythm)
41-39	MARY J. BLIGE	"Be Happy"	(Uptown/MCA)
36-40	3RD NATION	"I Believe"	(Champion/EastWest)
N-41	THE BUCKET HEADS	"These Sounds Fall Into My Mind"	(Henry Street)
30-42	DURAN DURAN	"White Lines"	(Columbia)
49-43	SWING 52	"Color Of My Skin"	(Cutting)
N-44	LONDON BEAT	"Come Back"	(MCA)
N-45	COOLIO AND THE 40 THEVZ	"Dial A Jam"	(Atlantic)
N-46	THE NONCE	"Mixed Tapes"	(American)
48-47	KYM SIMS	"I Must Be Free"	(Radikal)
N-48	PHARAO	"I Show You Secrets"	(Columbia)
N-49	GEORGE LAMOND	"It's Always You"	(Tommy Boy)
N-50	CYNTHIA	"How I Love Him"	(Tommy Boy)



GARY Q. BOSS97 Atlantic City

CAREER HIGHLIGHTS:

Becoming a Mix Show Jock, Hitmakers Reporter, becoming a Billboard Reporter, being invited to Cutting Records Studio to be part of the Hot Mixers on Wax EP. What better timing to be voted "Mixer of the Week" just prior to the release of my second real production signed to Atlantic Records with "All I Wanna Do", featuring Joanne Farrell on vocals. Spinning nightly at the hottest club on The Jersey Shore, "De-Ja Vu", Atlantic City. Lastly hob-nobbing backstage with Mariah Carey... OOH LA LA.

CAREER LOWLIGHT:

"Tripping over a palm tree leaf at 4am at last years WMC! Goddamn that hurt!"

SHOUTS:

To the industry who voted me for this covenant award! The Mix Show crew at BOSS97, Jerry McGee, Charlie Ford and Tony Morris, PD/MD Michael Lynn, Bob "The Man" Burke, P.S.A. Record Pool, Tony Harris and Bob Pantano, Rich "My New Boss" Christina, The Strazza Man, Jim Tremayne, "Thin .izzy" (EPIC), Marlo "Don't Call Me Anymore" Navarra, Kelly Franco, John "Meet Ya In Miami" Pepe, Dave "The Baron" Sanchez, Towering Harry at ZYX, Issy and George, Robin and Cary Vance congrats on your newfound family (The Twins).

COLUMBIA CUTZ

CE CE PENISTON

"Keep Givin' Me Your Love" (David Morales Remix)

PHARAO

"I Show You Secrets"

Big L

"Put It On"

FUGEES

"Vocab"

TRISHA COVINGTON

"Why You Wanna Play Me Out"

NOMINEES FOR ISSUE 875

VOTE FOR YOUR CHOICE

1. DJ LYNWOOD (KGGI, Riverside)
2. M.G. WIZ (WPGC, Washington D.C.)
3. KUTMASTER SPAZ (KIKI, Honolulu)

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

MIXER OF THE WEEK WINS SONY HEADPHONES!



AS THE VINYL SPINS

By Michael Fatagaki
(415) 282-4466

From the moment the record hit my turntable I was down for the **MONTELL JORDAN**, *This Is How We Do It*. Def Jam/RAL has had some big hits, but this joint went right out of the park! Early disc-overies from the mixers paved the way for a mighty big record. Thanks and much love to Mike Kyser and Jon Stockton at Def Jam for lookin' cut. Now will someone please look out for the **Y?N-VEE**, *Tricks N Trainin* which is the flip side to *I'm Goin Down*. Don't sleep on the **JAYO FELONY**, *Brothas and Sisters*, either. Thanks also to Island's **MARTHE REYNOLDS** for calling in on January 24th to tell me about Baltimore's WERQ adding it that day. POWER106 and THE BEAT in L.A. as well as V103 in Baltimore and KIKI in Hawaii are all amongst those playing it. Marthe's also seeing a lot of support on her **PORTISHEAD**, "Sou Times" record. A lot of hip hop heads are feelin' that one! Shout out to John Jr. at Island, we love ya baby boy! Check for him cause he's comin up!

Props to Peter Albertelli from EastWest for following up on our meeting the other night in San Francisco. In our department both Toby and myself feel real good about the **SNOW**, *Anything For You*, so we're backing Peter up on that one. He's also got the new **MOBY**, *Everytime You Touch Me* from the LP, *EVERYTHING IS WRONG*, which is due in early March. Also on the EastWest tip, check for the **BILLIE RAY MARTIN**, *Your Loving Arms*. Martin is the former lead singer of **ELECTRIBE 101**.

If you're into bass records, try the **CRAZY LEGS**, *Happy And You Know It* on Pandisc, since it's 160 bpm. DJ Rich of KTFM says, "Pitch it down and it'll work for you." Also get ready for the new **MICHAEL WATFORD**, *Happy Man* which shipped January 31st. If your looking for Tyler Stone who's left Third Floor Productions to form Ms. T. Productions, call her at 415-921-8050.

Big ups to Shaye, Debra and Sergio of Warner Bros. for always being on point. Reach out anytime. Congratulations to Jason Blaine and Frederick Johnson of In A Minute Records for the recent add on RBL, *Bounce To This*. The record is heating up in several markets now so if you're behind call Frec at 1-800-33-Music. Thanks to Kelly Woo and Lillian Matulic from Priority for keeping Toby and myself up to date with our favorite local hip hop act. The B.U.M.s. 1995 promises to be a big year for The B.U.M.s. for these brothers possess mad skills along with the All City production team's efforts solidly backing them. Kelly also sends thanks to everyone who's been supporting the **ICE CUBE** project and is currently working the Pharcyde, *Pandemonium* off of the *Streetfighter* soundtrack. Besides being my home, Kelly always comes through and he's got dope records to boot! Lillian's the publicity hotshot hooking everyone up with the **LENCH MOB**, *Chocolate City* candy bars. Hey Lillian did you come up with that "Phat Content 100%" shot on the wrapper? Be sure you hook up everyone's favorite nice person, Lucy B. of Q105 cause she's got the sweet tooth! Also stay tuned for the *Friday* soundtrack which will feature **DR. DRE**, **CUBE**, **SCARFACE**, **CYPRESS HILL** and **LUKE**. Big Beat's Jennifer Norwood comes through with all the info! Jen took time out from duties for **SWAY AND TECH** at The Beat's Wake Up Show to call in to talk about the new *Artifacts*, *Dynamite Soul* complete with a remix by Eric Sermon. Flip the record over for a surprise by **MAD SKILZ**. Jennifer also says that by now everyone should have the **ARTIFACTS** radio edit LP. On the Dancehall tip Big Beat has the **DON-T**, *Body Body* B/W *Why* produced by Evil D. Also keep an eye out for the **DOUBLE X**, *Money Talks* coming on March 1st and the **SABU**, *Just Roll* which she describes as a "Bumpin' ballad". Call Kevin at Cutting and have him hook you up with **SWING 52**, *Color Of My Skin*. If you're looking for a good soulful dance cut, Kevin's at 212-567-4900.

For a few weeks now Nasty Nes has been talking about this **WAY TOO REAL**, *The Butterfly* on Solo Jam Records. Since so many people don't seem to be as privileged as Nes and thus don't have the record, we're going to give the contact person's name and number up. Jammin Jimmy at Solo Jam can be reached at 404-664-9262. **MR. X**, *Any Ole Sunday* is now being

distributed by Qwest/Warner Bros. Don't sleep on this smooth little jam most recently being talked up by DJ Smoove at Dallas' KJMZ. Early call! I got the opportunity to peep new cuts coming on Qwest for '95. Surprise, surprise!! DOPE!! Check for the Bay Area's newest underground act, 11/5 coming with such tracks as *Fiendin For The Funk* and *Brcwsin*. Also stay tuned for S.N.O.P. Check For E-40, *One Love* currently blowing up at KMEL courtesy of Alexander Mejia. DJ Jimmy Kim of KITS FM has moved his Club KITS show to a new location. The "live and without a net" mix show which airs on Saturday nights from 8:00 PM to 3:00 AM has moved to the Palace in Hollywood. Jimmy's been packing a minimum of 1200 heads in on his night, so if you're interested in having an act perform call him at 213-892-6677. A note of advice to labels, put Jimmy and other instrumental players on your CD list in order to bring something to the attention of the P.D. or M.D. Jimmy's address is 8253 W. 4th. St. L.A. 90048.

Check for Tamu Du Ewa and Sadiki Nia as they bring KMEL'S "Reggae Dancehall Radio Show" back to the masses. Jamaica's DJ. Slim International will be on the tables. The show officially fires up on Bob Marley's Birthday, Sunday, February 6, 1995. If you need to reach out to Tamu Du Ewa at 415-391-1061 Ext. 219. Ronnie "Captain Kirk" Matthews is back on the air in Charlotte, NC. He's on at WEDJ 95.1 "The Edge" on Friday nights from 9 PM to 2 AM and on Saturday nights from 8 PM to 4 AM. Please send all product to: 5400 Buena Vista Ave. Charlotte, NC. 28205. The phone # is 704-532-8496.

On a final note, condolences and prayers go out to the family and friends of David Cole of C&C Music Factory fame. One love to a talented and brilliant soul. When you're called home, you're called home. That's the only way I can see it. Peace and strength, I'm out.

URBAN RECORDS:

REDMAN, *Can't Wait* (Def Jam/Ral), **WAY 2 REAL**, *The Butterfly* (Solo Jam), **LORDS OF THE UNDERGROUND**, *What I'm After* (Pendulum/EMI) **SLICK RICK**, *Sittin In My Car* (Def Jam/Ral), **JUSTICE SYSTEM**, *Dedication To Bambatta* (MCA), **ADINA HOWARD**, *Freak Like Me* (EastWest/Elektra), **FU-SCHNICKENS**, *Sum Dum Monkey* (Jive), **NONCE**, *Mix Tapes* (American), **SNOW**, *Anything For You* (EastWest/Elektra), **Y?N-VEE**, *Tricks N Trainin* (PMP/RAL)(Ya heard it here first), **CHANNEL LIVE**, *MAD IZM* (Capitol).

DANCE RECORDS:

SWING 52, *Color Of My Skin* (Cutting), **CLUB ZONE**, *Hands Up* (Logic), **REGGIE ROUGH**, *I Can't Take It* (Illegal), **E.G. FULL OF LOVE**, *Didn't I Know* (Emotive), **FUN FACTORY**, *Close To You* (Curb), **CRAZY LEGGS**, *Happy And You Know It* (Pandisc), **JOCELYN ENRIQUEZ**, *Big Love* (Classified Records), **WHIGFIELD**, *Saturday Night* (Curb), **LORI GOLD**, *I Likes It* (Cutting), **REDNEX**, *Cotton Eye Joe* (Battery/Jive).

LAWLEY'S LICKS:

Greg's been on the road so he has no "Licks" this time around.

CONFERENCE CALLS:

MONTELL JORDAN, *This Is How We Do It* (PMP/RAL), **SWING 52**, *Color Of My Skin* (Cutting), **RBL**, *Bounce To This* (In A Minute), **E.G. FULL OF LOVE**, *Didn't I Know* (Emotive), **CHANNEL LIVE**, *MAD IZM* (Capitol), **JOCELYN ENRIQUEZ**, *Big Love* (Classified Records), **ADINA HOWARD**, *Freak Like Me* (EastWest/Elektra), **REGGIE ROUGH**, *I Can't Take It* (Illegal), **REDMAN**, *Can't Wait* (Def Jam/Ral), **REDNEX**, *Cotton Eye Joe* (Battery/Jive).



MIX SHOW DISCOVERY CLUB[®]

DJ SMOOVE, 100.3JAMZ, Dallas

MR. X *Any Ole Sunday* (JUNGLE/QWEST) - I like that nice and smooth flavor.
 SCARFACE w/Ice Cube *People Don't Believe* (RAP-A-LOT) - The blend they get with each other is too nice!
 MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM/ISLAND) - That shit's the bomb! Gonna blow up nice!

JULIAN 'Jumpin' PEREZ, 896, Chicago

TERRY HUNTER *Beautiful Places* (VIBE) - Nice, smooth house track.
 KRISTINE W. *One More Try* (CHAMPION/EASTWEST) - Great club record. Excellent female vocals.
 BY THE POUND *EP* (VIBE) - Slammin sample tracks! Check out 'Here Comes That Sound.'

GARY Q, BOSS97, Atlantic City

CYNTHIA *How I Love Him* (TOMMY BOY) - The remixes! Wow! First he hits you with a smash single...then bam! You're hit with remixes that are the shit! Joey Gardner has my vote for producer of the year. Not to forget Darrin Friedman and Hex Hector, together, they all make one hell of a team. This is the kind of dance music this industry needs!
 REDNEX *Cotton-Eyed Joe* (BATTERY/JIVE) - Talk about country...this HNRG track is a definite peak hour piece of vinyl...slammin!
 NEWTON *Sky High* (CRITIQUE) - Great remake from the original. Very High Energy/Euro that radio needs so much of.
 HYSTERIX *Everything* (DECONSTRUCTION) - Once again, all the right ingredients for dance music, melody, hook and track.

TONY MORRIS, BOSS97, Atlantic City

VICKI SUE ROBINSON *Turn The Beat Around* (NOTORIOUS) - Listen to this, it's slamming...I love it.
 ROTTIN' RAZKALS *Oh Yeah* (MAD SOUNDS) - Testing it.
 SAM THE BEAST *Gucci Dance* (RELATIVITY) - It's all that.

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

THAT KID CHRIS *Can U Dig It* (DIGITAL DUNGEON) - Roc & Kato and That Kid Chris mixes and production. Stompin hard, finely crafted percussive sample house a la Kid Chris style, lots of meaty breaks.
 WINK *Higher State Of Consciousness* (STRICTLY RHYTHM) - Wonderful, tasty hard trance. Produced and mixed by the one and only Josh Wink. A must for those who include Trance music in their mix shows.

MESSIAH *I Feel Love* (AMERICAN) - Great cover version of this Donna Summer classic. A lot of mixes here ranging from Bangin Techno to Deep House to a progressive Breakbeat mix.

JIMMY SOMERVILLE *Heartbeat* (LONDON IMPORT) - Back from a long break comes this pounding house track with great vocals from the infamous, original Bronski Beat vocalist. Comes in 2 parts with mixes by E-Smoove, Armand Van Helden, Mars Plastic and Plus Staples.

M-PEOPLE *Open Your Heart* (DECONSTRUCTION) - The 2nd single from their new album BIZARRE FRUIT. Being true to their track record, another smash! 12 inch import features remixes by M-People, Roach Motel, Farley and Heller, and the busiest guy I know, Armand Van Helden!

ALEX CABRALES, HOTMIX, Scottsdale

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - This is definitely a top 20 record.

WILLI ONE BLOOD *Whiney, Whiney* (RCA) - I'm late to the party but this is definitely a hit.

LIVIN JOY *Dreamer* (MCA) - This one's been out for a while but I just recently got my hands on the remixes. Talk about setting an already hot song on fire, this is it! The 2-inch Deep Pan Mix is a must for all mix shows. If you've thought about giving this one a rest, but haven't tested this mix, think again.

PHARAO *Show Your Secrets* (COLUMBIA) - Just another in a long line of smash hits floating on the Euro tip. This song shows potential for both mix shows and airplay.

CLUBZONE *Hands Up* (LOGIC) - Can you say awesome? This record has it all, good clean production, catchy lyrics, and a hard pounding bassline that will have your listeners turning up their radios, running for the dance floor, and springing into instant party mode. Major Kudos to Kelly at Logic for turning me on to this one!

B-SWIFT, KBXX, Houston

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - That Slick Rick adds a lot of punch to this record. Phat!

E-40 *One Luv* (JIVE/SIKWIDIT) - He's back making noise as if he's already sold one million! Shit's the bomb.

MARY J. BLIGE *Be Happy (Remix)* (MCA IMPORT) - Ron G. Remix is real dope to me.

UNREEL RECORD PART II *Beat Compilations* (MAXI-N) - Same track or area as Unreel I, it's just Unreel II has some dope breakdowns.

CAPLETON *Tour* (SIGNET) - This shit is the bomb. wish I had a couple of copies: 2000 Post Oak Blvd., Ste. 2100, Houston TX, 77056.

69 BOYZ *Kitty Kitty* (RIP IT) - This record has done wonders in the mix and in the clubs in Houston. Phat follow-up to Tootsie Roll.

THE ROOTS *Proceed Part III* (GEFFEN) - For some shit that's live, sure sounds close to the original. Dope!

NASTY NES, KCMU, Seattle

RATED X *If It Don't Fit* (TANDEM) - I think Tandem records got a record that's ready to explode! Great hook and radio friendly!

KAM *Pull Ya Hoe Card* (EASTWEST) - Still gettin No. 1 phones on this joint! Peep it.

GELLO *Hip-Hop Nation* (ENNEAGRAM) - Paying tribute to da old and new school, I predict this to be the next big hit! This is real Hip-Hop that you shouldn't ignore.

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM) - Progs to Sir Charles with his remix! Classic Lords back to wreck shit up in the 9-5!

WAY 2 REAL *Tha Butterfly* (SOLO-JAM) - The Ultimix remix is all that! Now I just need to learn to dance the Butterfly.

JEFF K., KDGE, Dallas

ANNABELLA *Do What You Do* (SONY IMPORT) - Ex-Bow Wow lead singer back with a new single remixed by Farley and Heller. Great progressive house that lets her vocals shine through.

THE HUMAN LEAGUE *Tell Me When* (EASTWEST IMPORT) - Human League fans will dig this new single and so will house music fans. Remixes from Utah Saints, Development Corp, Red Jerry and Overworld insure a '90s feel.

JIMMY SOMERVILLE *Heartbeat* (LONDON IMPORT) - What a week for old New Wave artists! Ex-Bronski Beat lead singer dives back into the underground with this soulful new single. Armand Van Helden's mix is the best thing he's done since his EP on STRICTLY.

REEL 2 REAL *Raise Your Hands* (STRICTLY RHYTHM) - Guaranteed floor filler/phone ringer. Another Armand Van Helden remix up to the standards we've come to expect.

THE BUCKETHEADS *These Sounds Fall Into My Mind* (HENRY ST. U.S.) - This one has been out for a while, but is really blowin' up here in Dallas. Kenny Dope produced this progressive/disco house groove. The chorus is infectious. You'll be singing this for days!

ADAM FLORES, KDON, Salinas

DJ KIZZY ROCK *Yeah, Shawty, Yeah* (TOMMY BOY) - A new sound in booty bass.

LIZZ *Don't Make Me Wait* (STREET PRIDE) - Phattest house jam in my stack of crates.

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - Don't sleep on this smooth track!

TITO 'Indamix' AGUSTIN, KDON, Salinas

SAM THE BEAST *Gucci Dance* (RELATIVITY) - Well, here are my favorite flavors this edition: If you don't know (MOVE HERE), it's an awesome get up and dance record.

JAMIZ *Get Loo!* (RCA) - In my opinion, a great radio rap song. It's the licks, my, my.

TRACI LORDS *Control* (RADIOACTIVE/MCA) - She can act, can't she on Melrose Place? Traci also has a hot little song that I like a lot too.

FU-SCHNICKENS *Sum Dum Munkey* (JIVE) - Tongue twister's jam.

GEORGE LAMOND *It's Always You* (TIMBER/TOMMY BOY) - Dance music that keeps radio alive. Step forward and play it!

RBL POSSE *Bounce To This* (IN-A-MINUTE) - This ain't no Hammer, so bounce to it!

K. SPAZ, KIKI, Honolulu

MONTELL JORDAN *This Is How We Do It* (RAL/DEF JAM) - Nice old school drop, Children Story.

HEAVY D. *Sex With You* (UPTOWN) - The overweight lover is still phat and all that.

SAM THE BEAST *Gucci Dance* (RELATIVITY) - Homeboy got us 'go-going' in Hawaii.

THA RUFFNEX, KJYK, Tucson

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM)

ILL AL SKRATCH *Chill Wit That* (MERCURY)

NOTORIOUS B.I.G. *Who Shots Ya* (BAD BOY/ARISTA)

METHOD MAN *Bring The Pain* (DEF JAM)

DJ BLADE, KJYK, Tucson

SLICK RICK *Sittin In My Car* (DEF JAM) - Old school continues to abound. Check this cut out, the LP mix will bring back a lot of memories.

CARLOS 'After Dark' BARRIOS *King Of Freestyle EP* (AFTER DARK) - These are some slamin' Freestyle beats as well as a classic mini-mix. Check this mini-EP out if ya pumpin' Freestyle or Energy. It will work for you.

ROULA *Lick It* (S.O.S.) - Another nasty record for the radio. The clean edits are good, but aren't as funny. The jam stands on its own.

GLENN AURE, KMEL, San Francisco

CAPLETON *Tour* (SIGNET) - Major buzz developing with the underground heads. This joint definitely keeps heads bobbin. Working well in mix shows and ready to blow up.

KEITH MURRAY *Get Lifted* (JIVE) - Great follow-up single to The Most Beautifullest... with the riff similar to Snoop's Gin & Juice, people are definitely sure to keep groovin. Also, the Eric Sermon remix, gives the song a whole different flava...phat. Big shout to 'The Horse' in N.Y.

SAM SNEED *U Better Recognize* (DEATH ROW/INTERSCOPE) - If you're not playing this joint yet, I Think You Better Recognize this shit is phat. Radio edit vinyl has arrived, so no excuses. Working and developing well in mix-shows. What-up to my boys King EMZ and Mr. Fade in LA...rock, rock on.

BRANDY *Baby* (ATLANTIC) - Already been a smash-hit, even before the 12 inch was released. Major power song in all day rotation. Be sure to check out the all-star remix, which is funky.

PAUL YATES, KMVR, Las Cruces

DR. ALBAN *Away From Home* (LOGIC) - Dr. Alban is back with another smash hit. The up tempo mixes, I feel, are the best.

PHARAO *Show Your Secrets* (COLUMBIA) - This is a great Techno/House jam. It sounds like Twenty 4 Seven. All PD's and MD's should try for regular air play.

REEL 2 REAL *Raise Your Hands* (STRICTLY RHYTHM) - It took a while for Reel II Real to hit it and now they're on a roll.

FUN FACTORY *Close To You* (CURB EDEL) - All I have to say is you will have to play it sooner or later. It's a jam!

DJ D. STREET, KSJL, San Antonio

COOLIO & THE 40 THEVZ *Dial-A-Jam* (ATLANTIC) - It's all that and more. Bringing back some of that Kurtis Blow flava by sampling the breaks, plus the distinctive sound of Coolio plus 38 plus 2, gives it the fix in the mixx at 96.1FM.

BANDIT *All Men Are Dogs* (CREATIVE CONTROL) - The new anthem for the ladies in the 9 Funkdafive. Another jam that brings the P funk era to the '90s even George would be proud.

SAM SNEED *U Better Recognize* (DEATH ROW/INTERSCOPE) - We recognized, analyzed, realized that this jam had to be played straight out of the box. Another G Funk Jammy from DEATH ROW.

JOSEPH FRIAR, KVIC, Victoria

DEEP DISH presents **Prana** *The Dream* (TRIBAL) - Dubfire and Sharam strike again with another beautiful, slammin', deep piece of wax! There are five mixes to choose from, all of them mesmerizing! Bomb #2 from the Tribal in '95!

THE STICKMEN *EP* (STRICTLY RHYTHM) - From Canada come the Stickmen ready to cause dancefloor destruction! What a fresh slab of vinyl! Side A contains The Drug and Da Sound featuring wicked basslines and drums and side B continues the rampage with *Turn Your Back* and Shaq's Theme. Stompin' House trax!

JOI CARDWELL *Jump For Joi* (EIGHTBALL) - This record will definitely have you jumpin' with two mixes each deserving its own spin! The Classic Vocal mix is all that with some killer piano and Ms. Carwell's vocals and Side B slams with Spike's Hard Dub!

MICHELLE WILSON *Key Of Life* (WAAKO) - Great record with inspirational vocals from Michelle Wilson and a thumpin' house groove. The extended club mix on Side A is wonderful and also check out the Keys Of Life mix on Side B and the Spacey Salsa Dub for a harder edge!

STAN PRIEST, POWER PIG, Tampa

TRANS CONTINENTAL *I Can Learn To Like This* (DIGITAL DUNGEON) - Janet Damnitt!

BLACK DUCK *Wiggle In Line* (CRITIQUE) - Big fun with Saturday night!

PET SHOP BOYS *Yesterday When I Was Mad* (EMI) - Just got it...I love it!

DJ MAGIC MIKE *Get On it Dog Gon' It* (MAGIC) - Booty Lord!

DJ ICEE *1-2-3-4-5-6-7-8* (ZONE) - Slammin'...how does this guy keep puttin' out tunes so fast and they all 'rock'?

THE ROCKFORD FILES *You Sexy Dancer/You Gotta Know* (ESCAPADE) - This is cool.

STEVE PEREZ, Q105, Oxnard

ADINA HOWARD *Freak Like Me* (ELEKTRA ENTERTAINMENT GROUP) - This has a very smooth groove to it, someone always seems to ask what is the name of that jam. Also I like the R&B groove on this, which makes you move.

ROULA *Lick It* (S.O.S.) - Playing this song the first time was not enough for me, I had to keep hearing it because now I can't seem to get enough of it. Also I'd like to give props to Hazel on for pushing this jam.

LIL SUZY *Promise Me* (EMPIRE) - This is one jam I really enjoy the most it has that Nocera sound, the intro on it is great as well as the break down on it. It is truly a strong jam and I Promise you on that.

COOLIO & THE 40 THEVZ *Dial-A-Jam* (ATLANTIC) - Once you hear this jam the beat is great, the rap is good and I'm sure once you hear Coolio it always seems it will be a rising song and the 40 Thevz, we can't forget about them, they sound great!

SHAWN PHILLIPS, Q99, Salt Lake City

BLONDIE *Atomic* (CHRYSALIS) - This 12 inch goodie is flavored with some great DJ Friendly remixes. Diddy's 12 inch mix is uptempo and Euro sounding while the Disco Mix is exactly that. Mix show jocks will definitely be pumpin' out the Armand Van Helden mix. Great, great record.

DIVINE CIRCLE f/Annette Taylor *Show Me* (FREEZE) - Another great offering from the master Todd Terry and friends. Containing beautifully orchestrated percussion and piano house tracks. The sensible house mix is fierce...(ILLEGABLE). Do not forget about the B-side for those underground sounds.

LOS TRES AMIGOS *Latinos In The House* (UNDERGROUND CONSTRUCTION) - Progressive Latin house track containing 'Latinos In The House' samples. Watch the phones and your floor light up!

KENNY & FRIENDS *You Are My Friend* (COVER) - The song has a huge 'buzz' going on in the big cities...why not create a buzz all over the country? Great garage-beat track for all who love great music at its best. Let's jump on this one now...I promise every one will be on this before too long.

I'd like to just take a moment and say thank you to a very important person in our industry: Mr. David Cole, who recently passed away. Thanks for sharing your wonderful talents. You inspired a generation of people who have learned to love the music! My heart goes out to all who were close to David and I want you to know that his memory will live on forever through us all. Peace.

JOHN 'Italiano' CAVALLERO, WHHH, Indianapolis

CE CE PENISTON *Keep Giving Me Your Love* (COLUMBIA) - Upon listening to the album months ago, this was one of the picks of mine for a hit. Great groove with a sweet groove! Go for it!

KYM SIMS *I Must Be Free* (RADIKAL) - You're free to check this one out, but do it quick! The girl slipped away for a while. Don't know where she went, but she's back strong!

RBL POSSE *Bounce To This* (IN-A-MINUTE) - I found this one off of the other guy's Disc-overies. Thanks fellas, great feel on the lyrics...check on it!

REGGIE ROUGH f/Annette Taylor *Just Can't Take It* (ELEGAL) - THIS IS A HIT! A few weeks ago, I said that this was going to be a very good year for dance music and I can already feel the intensity of it's influence on my listeners. This song is guaranteed to pack your dance floor, it's so fierce! Much thanks to Scott (Elite/ADM) for the phat hook-up.

SAM SNEED *U Better Recognize* (DEATH ROW/INTERSCOPE) - My man EMZ is straight 'hookin' me up' with some COOL shit! Not only is 'U Better Recognize' the bomb, but on the B-side is the radio edit of DJ Quick's 'Dollars and Sense' which is the shit in its own right. Death Row is going to make much noise in '95 boyeeee.

DUANE BRADLEY, WJLB, Detroit

BUTTER *Do Me Right* (EMOTIVE) - Can't wait for the remixes.

EDDIE F. & THE UNTOUCHABLES *Let's Get It On* (MOTOWN) - Hot! This record should go all the way don't overlook this one.

LIVIN' LARGE *Love Is What We Need* (WHITE LABEL) - Hot, funky House record that's burning up my mix show and dance floor.

JOE GIUCASTRO, WKSS, Hartford

JEANIE TRACEY *Do You Believe In The Wonder* (PULSE 8) - Fabulous...vocal dance classic...not House, yet House...definitely progressive pop. Very U.K.

SARA PARKER *My Love Is Deep* (VESTRY) - Good club/radio/mixshow record with the potential to be huge. Damn, they still make good songs after all.

SAGAT *Get Outta My Face* (MAXI) - Sagat's third release is similar to, yet not as imidiate as his first. Still, if you liked his first two, you'll like this also.

AMAZING MANFRED *Let Me Be Free* (SOS) - This label is hot. First, Short Short Man. Then Max-A-Million. Then Lick It. This record smokes. You have to check it out...major crossover in terms of demographics.

ZX, WPGC, Washington DC

LORDS OF THE UNDERGROUND *What I'm After* (PENDULUM)

MARY J. BLIGE *Be Happy (Remix)* (MCA IMPORT)

KEITH MURRAY *Get Lifted* (JIVE)

TUCKA *Watch Your Back* (PROFILE)

ILL AL SKRATCH *Chill Wit That* (MERCURY)

DAVID GOLD, WPST, Trenton

RUFNEX *Cotton-Eyed Joe* (BATTERY/JIVE) - YeeeeeeeeeeeeeeHawwwwww! Get yer shit kickers on and head on down to the House Corral. We got energy; we got House; we got Country and we even got remix guru Armand Joe Jim Bob Van Helden on this one. all MD's must give it hurl. Shout to John 'The Horse' McMann at Jive for delivering so promptly via Pony Express. Call him at (212) 620-8731. Y'all come back now, ya hear?

STATE OF FLUX *Q.W.G.* (BOLD) - Really good, no, great Trance that merges so smoothly with house that I don't even know how to categorize it. Reminds me of Kraftwerk with all new equipment. Great Dance! Call Ramone at Bold. (212) 265-3740.

BRAND NEW HEAVIES *Spend Some Time* (EASTWEST) - Previously picked but had to mention that this one is receiving so much action that I had to write it up again. A major success at mixshow. Sounds great on the air and happens to be a perfect song to balance out the format of your station. Check out Mollison & Malone mix. She's a beauty.

KOSTA G., WXKS, Boston

ICE MC *Think About The Way* (ZYX) - If 'Mr. Vain' worked for you, this will be a smash.

THELMA HOUSTON *Don't Leave Me This Way* (DIG-IT INTERNATIONAL) - Redone for '95. Should be another major remake.

JAMES DEE, Z90, San Diego

SHAQUILLE O'NEAL *No Hook* (JIVE) - Check the RZA Remix.

KEITH MURRAY *Get Lifted* (JIVE)

PHARCYDE *My Soul* (MAD SOUNDS)

ILL AL SKRATCH *Chill Wit That* (MERCURY)

OL' DIRTY BASTARD *Brooklyn Zoo* (ELEKTRA)

DJ GROOVE, Z90, San Diego

CHOP N CHAN *Sun Children* (MAXI) - Check out the Club Children Mix! This is a really good record! Check it out!

DONNELL 'Standing' *RATTLE Oyate* (AQUA BOOGIE) - Check out the Mijangos Am Dubb this cut is on the smooth and jazzy tip! On a different vibe, try the Jam El Mar Remix! These two cuts are slam'n!

??? *U.X.B. (Part 1)* (LARGE IMPACT) - This record has great potential in club and radio mix show play! This record is dope!

KENNY & FRIENDS *You Are My Friend* (COVER) - Check out the B.O.P. Til' U Drop Mix! That's a really good cut!

THE FOOT CLUB *Driftwood Remixes* (MINDFOOD) - This record is hot! Must have this record!

Club Chart

COMPILED FROM KEY RECORD POOLS ACROSS THE U.S.A.

BREAKOUTS

WATERLILLIES "Never Give Enough" (SIRE)
K. LONDON PRODUCTION CLUB "Who's Gonna Love Me" (COLUMBIA)
MONTELL JORDAN "This Is How We Do It" (DEF JAM/ISLAND)
JOCELYN ENRIQUEZ "Big Love" (CLASSIFIED)
LONDONBEAT "Come Back" (RADIOACTIVE)

CLUB MOVERS

LW	TW	ARTIST	SON	RECORD LABEL
2-1		CORONA	"The Rhythm Of The Night"	(EastWest)
1-2		TLC	"Creep"	(LaFace/Arista)
5-3		FUN FACTORY	"Close To You"	(Curb Edell)
8-4		MIRANDA	"Round & Round"	(Sunshine)
10-5		SPIRITS	"Don't Bring Me Down"	(MCA)
9-6		DEEE-LITE	"Call Me"	(Elektra)
4-7		JANET JACKSON	"You Want This"	(Virgin)
3-8		DONNA SUMMER	"Melody Of Love"	(Casablanca/Mercury)
6-9		SEAL	"Newborn Friend"	(ZTT/Sire/WB)
14-10		BRAND NEW HEAVIES	"Spend Some Time"	(ffrr)
16-11		DONNA ALLEN	"Real"	(Epic)
7-12		M PEOPLE	"Excited"	(Epic)
11-13		ACE OF BASE	"Living In Danger"	(Arista)
24-14		CE CE PENISTON	"Keep Givin' Me Your Love"	(Columbia)
18-15		PHARAO	"I Show You Secrets"	(Columbia)
25-16		ICE CUBE	"What Can I Do"	(Priority)
12-17		INI KAMOZE	"Here Comes The Hotstepper"	(Columbia)
15-18		TOM JONES	"If I Only Knew"	(Interscope)
23-19		GROOVE COLLECTIVE	"What U Got"	(Reprise)
17-20		EVERYTHING BUT THE GIRL	"Missing"	(Atlantic)
13-21		MADONNA	"Secret"	(Maverick/Sire/wB)
22-22		DJ BOBO	"Take Control"	(CMC)
26-23		CRAIG MACK	"Get Down"	(Bad Boy/Arista)
37-24		CRYSTAL WATERS	"What I Need"	(Mercury)
19-25		3RD NATION	"I Believe"	(EastWest)
28-26		MARY J. BLIGE	"Be Happy"	(Uptown/MCA)
21-27		BRANDY	"I Wanna Be Down"	(Atlantic)
31-28		CARLEEN ANDERSON	"Mama Said"	(Virgin)
20-29		SEX CLUB XXX	"Big Lover Man"	(Fly)
41-30		GLORIA ESTEFAN	"Everlasting Love"	(Epic)
27-31		MADONNA	"Take A Bow"	(Maverick/Sire/wB)
33-32		DR. DRE & ED LOVER	"Back Up Off Me"	(Relativity)
N-33		BARBARA TUCKER	"I Get Lifted"	(Strictly Rhythm)
35-34		69 BOYZ	"Kitty Kitty"	(Rip-it)
29-35		LIVIN JOY	"Dreamer"	(MCA)
32-36		CAPPELLA	"Move On Baby"	(ffrr)
40-37		TRACI LORDS	"Control"	(Radio Active)
34-38		JADE	"Everyday Of The Week"	(Giant)
N-39		DAPHNE	"Change"	(Maxi)
36-40		STEVIE B.	"Funky Melody"	(Emporia/Thump)
38-41		LAGAYLIA	"Shower Me With Love"	(Epic)
39-42		MOBY	"Feeling So Real"	(Elektra)
47-43		PET SHOP BOYS	"Yesterday When I Was Mad"	(EMI)
N-44		REPERCUSSIONS	"Promise Me Nothing"	(Reprise)
48-45		RHYTHM METHOD	"Can You Give Me Love"	(ZYX)
50-46		ERASURE	"I Love Saturday"	(Elektra)
42-47		C&C MUSIC FACTORY	"Robi-Robs Boriqva Anthem"	(Columbia)
N-48		SWING 52	"Color Of My Skin"	(Cutting)
46-49		FU-SCHNICKENS	"Breakdown"	(Jive)
N-50		MACK VIBE	"Mr. Meaner"	(Eightball)

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 Jeffrey Allen (212) 598-4177
 • K. LONDON PRODUCTION CLUB, LONDONBEAT, MACK MACHINE, MICHEL WILSON, ZHANE
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 • BLONDIE, DIANA KING, GINA BEST, MOBY, WATERLILLIES
SURE RECORD POOL • Bronx
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 • CREO-D, MACK VIBE f/Jacqueline, MONTELL JORDAN, THE TROJAN HORSE, VODU
AMERICAN TRAX • Beverly Hills
 Michael Love (310) 659-7852
 • CRYSTAL WATERS, JOCELYN ENRIQUEZ, K. LONDON PRODUCTION CLUB, RODNEY O. & JOE COOLEY, SAM THE BEAST
IMPACT • Los Angeles
 Fut (213) 292-6611
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PACIFIC COAST DJ ASSOC. • Long Beach
 Steve Tsepelis & Mixtress Victoria (310) 433-6569
 • DA BUSH BABEES, LONDONBEAT, MACK MACHINE, NNYE 2X2 MIDIMARK, WATERLILLIES
RESOURCE RECORD POOL • Los Angeles
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 • BASS HIT CREW, JOCELYN ENRIQUEZ, LONDONBEAT, WATERLILLIES, WHIGFIELD
LET'S DANCE • Chicago
 Mike Macharello (312) 525-7553
 • CAPRETTE, CYM LA JOY, DAJAE, NEWTON
PHILADELPHIA METRO POOL • Philadelphia
 Martin Keown (215) 732-7949
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 Bob Pantano/Tony Harris (609) 662-7222
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 • 95 SOUTH, DUCE DUCE, FALCON KREST, LSO, MONTELL JORDAN, NEWTON, TRACI LORDS, WILLIE ONE BLOOD
MID-WESTERN DANCE ASSOC. • Detroit
 Enola-Gaye Porter (313) 546-8448
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 Sam Meyer (713) 529-6MIX
 • NEWTON, PATRICE RUSHEN, REPERCUSSIONS, RHYTHM METHOD f/Camille, SNAP

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 Dan Miller (404) 740-0356
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DAVID SKINNER

PD, WLAN-FM/Lancaster
by KEVIN CARTER

HOW LONG HAVE YOU BEEN WITH THE STATION, DAVE?

I've been with the station for just under two years.

I UNDERSTAND THIS IS YOUR FIRST PROGRAMMING ASSIGNMENT...ALWAYS AN INTIMIDATING PROSPECT.

That's a bit of an understatement.

LIKE ALL OF US RADIO GEEKS, WHAT GOT YOU INTERESTED IN THIS BUSINESS TO BEGIN WITH?

I was bitten by the radio bug when I was in college. I started off as a Business major, really had no clue what I wanted to do. One day I wandered into the radio station at Millersville University, which is right here in Lancaster and it just got me...I ended up changing my major, spent all my time there and ended up as Station Manager before I finally graduated.

ARE YOU A LOCAL BOY?

I am now. I actually grew up in South Jersey. (Exit 2) I came to Lancaster about five years ago. I guess after five years you're considered a local in this town.

SO THIS IS YOUR FIRST COMMERCIAL RADIO GIG.

I was a board operator at a little talk station in this market for awhile, but when WLAN switched over to the 'New Sound,' the station ran promos with Scott Shannon's voice talking about all the DJs going off to DJ camp. I figured, perfect time to get the old resume in.

WHO BROUGHT YOU ON BOARD?

Chuck Lontine hired me. He called me one day, and asked me what I was doing. I was at the point where I was about to start throwing asphalt for a paving company and really needed the work. I came in as a board operator on our sister station, WLAN-AM, which is the Adult Contemporary Christian and just worked my way up the ranks.

CHUCK LONTINE IS AN OLD FRIEND...HE WAS MY GENERAL SALES MANAGER WHEN I PROGRAMMED KMGX IN FRESNO A FEW YEARS AGO.

I've heard quite a few war stories about that from Chuck.

YOU'VE MADE QUITE A TRANSITION, GOING FROM

RUNNING GOD SQUAD ON SUNDAY MORNING, NOW I'M THE PROGRAM DIRECTOR.

I started off on the AM, and ended up being Operations Manager. Things just opened up for me. Chuck had an idea of what he wanted the station to sound like, and after Chad Bruesky left, we brought in Bill Richards as a consultant. I came over to the FM as Music and Research Director and became Interim PD. I got the official nod last Fall.

WHAT SORT OF RESEARCH IS WLAN ABLE TO DO IN A MARKET OF YOUR SIZE AND WITH A LIMITED BUDGET?

We mostly do focus groups. We brought in Strategic Radio Research last winter and did a big focus group during what was probably the biggest snow storm that ever hit Lancaster. Remarkably enough we had enough people and we ran all these tests, dissected them, figured it out and ran from there.

WHAT DID THE RESULTS OF THE FOCUS GROUPS TELL YOU ABOUT THE MARKET?

They're into Mainstream Pop radio. WLAN has been around since 1945. People's Broadcasting owns the station. This is their first and only

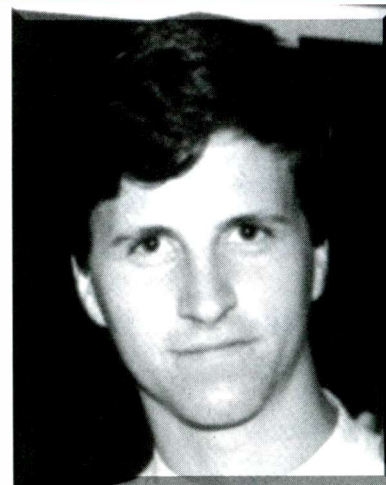
faxing the music to us during Spring Book and it was pretty wild, because here's Bill Richards, the former program director of KIIS-FM in L.A. and he's doing music for me in Lancaster, Pennsylvania! It was pretty wild. I owe Bill a lot. He showed me everything I needed to know from learning Selector to running our promotions. The sad part is his contract expired last Fall so we're no longer together.

WHAT ELSE DID BILL TEACH YOU ABOUT THE ART OF BEING A PROGRAM DIRECTOR?

One thing he taught me was not to get crazy, and to always keep things in perspective. Take some time off and look at the marketplace. Make sure you know what everybody else is doing, and, above all, know your own radio station. If you already have a radio station playing in your mind, it's a lot easier to make it actually happen.

WHAT HAVE YOU LEARNED FROM CHUCK REGARDING THE ACTUAL DAY-TO-DAY RUNNING OF A RADIO STATION?

It keeps me very busy. We're a very lean operation. Chuck has been pretty much the architect of this whole thing. He had the station in his head, and



SPEAKING OF A LEAN OPERATION, I UNDERSTAND THAT YOU ONLY HAVE 13 EMPLOYEES?

That's correct. We work long hours. 15-18-hour days aren't out of the norm, and everybody that works here accepts that, because we've got a group of people here that loves radio. They're here because they love what they're doing.

RUN THROUGH SOME OF THOSE 13 STAFF MEMBERS.

Mornings are done by Cadillac Jack, formerly of EAGLE106 in Philly. He does the Morning Nut Hut. He worked at PIRATE Radio in L.A. before that, and also spent some time at WAVA in Washington. He's joined by Lauren Greenblatt who's also an EAGLE veteran. Lauren is also our Promotions Director. She sits in with the Nut Hut, keeps things organized, and takes care of the contests. For traffic we have a Lancaster police officer, Bill Gleason. He's our 'Sky Spy'. He flies around in a plane every morning and patrols the streets the rest of the day.

YOU'RE ACTUALLY DOING TRAFFIC? THAT'S HUGE FOR A MARKET OF LANCASTER'S SIZE.

It sounds unbelievable on the air.

IS THERE REALLY MUCH TRAFFIC?

Remarkably enough, yes. The roads here were originally built for horse and buggy.

SO IF AN AMISH WAGON OVERTURNS AND BURSTS INTO FLAMES, YOU'RE THERE TO COVER IT.

Exactly. We're on top of the Amish. Wendy Hamill is doing middays and is also our Production Director. She worked in Boston for awhile. She hosts the 'No Repeat Work Day,'

"If you already have a radio station playing in your mind, it's a lot easier to make it actually happen."

station and we've always been a Mainstream heritage Pop station, and that's what the people like.

Obviously, we lean in different directions according to the daypart. During the day we're still very Mainstream Top40, and we're a little harder at night.

YOU MENTIONED BILL RICHARDS. WHAT IS YOUR RELATIONSHIP WITH BILL AND HOW CLOSELY DO YOU WORK TOGETHER?

Bill Richards came in when Garrett Michaels left for WPLY. We didn't have a program director, and Bill was available, so we became one of the first clients of what was then Zapoleon/Richards. Right before I became PD Bill was pretty much the Music Director. Every day he was

luckily I had the same station in my head when we first got together. He's also taught me a lot about the development of our marketing. We use FilmHouse from Nashville, Strategic Radio Research from Chicago as well as Arbitron. Any non-musical element, Chuck has a big say in it, and he's really taught me a lot.

KNOWING CHUCK AS LONG AS I HAVE, I KNOW HE HAS MANY NATIONAL SALES CONTACTS, AND I'M SURE THAT BRINGS A LOT TO THE PARTY.

Absolutely. Chuck is not only the GM; he's also our Sales Manager handling local and national sales. For most of last year he was also our Business Manager. He's a pretty busy guy.

SPANISH
FLY

SPANISH
FLY

SPANISH
FLY

SPANISH
FLY

SPANISH
FLY

SPANISH
FLY

SPANISH
FLY



"DADDY'S HOME"

Exploding At Crossover Radio!
Debut This Week #36 R&R Rhythm Crossover Chart!

New Adds This Week At:

KJYK / Tucson / 23x
KCAQ / Oxnard / 18x
KDON / Salinas - Monterey
WEOW / West Palm Beach / 28x

**Billboard Monitor Strongest
 Increase In Airplays And
 Adds This Week!**

Already Added At:

HOT97.7 - San Jose / 68x
KPRR - El Paso / 58x
KTFM - San Antonio / 49x
KSFM - Sacramento / 24x
KMEL - San Francisco / 20x
KYLD - San Francisco / 26x

KBXX - Houston / 26x
HOT105 - Modesto / 36x
KXTZ - Las Vegas / 25x
KZFM - Corpus Christi / 14x
KWIN - Stockton
KMVR - Las Cruces, N.M.

Spinning And Real Close To Breakin' Thru At:

KLRZ - New Orleans / 8x
KBOS - Fresno / On
KGGI - Riverside / On

Z90 - San Diego / 10x
KLUC - Las Vegas / On
PWR106 - Los Angeles / On



which means if we repeat a song between 10am and 3pm, the 97th caller wins \$1,000. That's taken our time spent listening through the roof.

Afternoons are now being handled by another one of your former KMGX teammates, Mark Cruze. He was with 98ROCK in Washington, DC. He started here about a month ago.

Our night girl is Dana Dana and she's also a local who attended Millersville University. She got her radio start pretty much the same way I did. She started on the AM, did that for quite a while and then we moved her over to overnights on the FM. Now she's in charge of nights as well as our Alternative programming.

YOU'VE GOT A LOT OF MAJOR MARKET TALENT WORKING THERE IN MARKET 101.

We're very pleased with the way it sounds over the air. It's the real deal. It's great because reps and clients come into town and say, wow, I never expected this kind of major market sound to come from Lancaster.

This town is growing in leaps and bounds. Right now we're Market 101 and going up from there.

WHO ELSE IS ON THE AIR STAFF?

Vince DiBella does overnights for us. He's also a local college graduate. Vince is our all-purpose man. A lifesaver of sorts. If you need something done you just call him. For example, he'll finish his midnight to 6am shift and we might call him at 8 am and tell him the transmitter is messed up, and he'll show up to help the engineer. That's how lucky we are to have the right 13 people working here. These people will do anything anytime. We've gone through quite a few part-timers who just didn't know how to take us. They didn't have the same attitude we do. We're pretty much in it to win it, and it's an all or nothing book. This is my first PD gig, and I'd like to do a good job.

WE'VE ALL EXPERIENCED THAT FIRST PD GIG WHERE YOU'RE UNDERSTANDABLY NERVOUS... YOU'VE GOT TO TAKE CHARGE OF A STAFF THAT THOUGHT OF YOU AS ONE OF THE GUYS.

That was very difficult at first. I'm only 24 years old and a young pup in this industry. At first it was, A: scary; B: difficult. People didn't know what to make of me, but I approached the job with the attitude if you treat the staff like regular people, with respect instead of yelling and screaming - actually talk to them. Treat them like friends, but still stay professional. They understand and they respond.

DURING THIS TRANSITIONAL PERIOD, DID YOU HAVE ANYBODY YOU COULD TAP INTO FOR ADVICE?

Bill Richards again. I talked to him pretty much every day when I first

took over, and whenever a problem came up or a situation arose, I would talk it over with Bill. He's got plenty of experience, so he would set me right. He was someone I could bounce ideas off of. He'd tell me you don't want to go that angle, or why don't you try it this way? What do you know, he was right.

DOES WLAN CURRENTLY HAVE A CONSULTANT?

Right now we're not consulted. It's just pretty much me, Chuck and a big stack of trades.

NOW YOU'RE BACK TO USING THE OLD FASHIONED PREHISTORIC GUT METHOD.

Yes. I've gotten a lot better lately. It's a matter of knowing the market, spending a lot of time going out, finding out what people respond to, looking at requests, looking through the trades. We also rely on local record sales. When you don't have the big budget to do callout or other research, you have to pick and choose your information and try and put it all together when it comes time for add day.

WHAT OTHER FORMATS ARE DOMINANT IN THE MARKET?

We're surrounded by two A/C's, two Country stations, and Rock. The only other Top40's are from outside the market: Harrisburg and York. They don't really affect us too much.

"We're in it to win it, and it's an all or nothing book. This is my first PD gig, and I'd like to do a good job."

Most of them are Rock-leaning with an Alternative edge. That leaves a big opening for Mainstream Pop music. A little bit of rhythm, a little bit of Rock, a little bit of Alternative. At nighttime we dive into the Alternative a bit more. We have a one hour feature that runs every night at midnight called 'Modern Rock At Midnight,' and a three hour block on the weekend called 'Modern Rock Sunday,' and that's going over really well.

THE SUSPENSE IS KILLING ME...TELL ME ABOUT YOUR FIRST BOOK AS A NEW PD. YOU GOT YOUR RATINGS LAST WEEK.

That was a long Friday, but it turned out to be a very happy day. WLAN's ratings and revenue were the highest they've been since the '80s. I've got the three-book trend here 12+: 5.1 - 7.0 - 8.5. That puts us third in the market. Adults 18-34 we went from 9.1 - 10.7 - 13.2, which puts us

number one in the market. Adults 25-54 we went 3.4 - 5.0 - 8.9, which puts us in third. Needless to say, we were very happy with the the book.

DO WHAT DO YOU ATTRIBUTE THESE IMPRESSIVE DEMO GAINS?

I guess we made radio fun again. For a while it was jocks that had no real personality. A lot of contests. The morning show is as localized as it can be. They do a lot of contests, ranging from trivia to money contests to Guess The Song. We owe a lot to the morning show.

DO YOU FIND IT DIFFICULT CRITIQUING JOCKS WHO HAVE BEEN IN THE BUSINESS A LOT LONGER THAN YOU HAVE?

Yes. Very much. It's a very tough situation. I know they have the experience, and they've been doing this for awhile, so I take the approach where I tell them this is what I'd like to hear, this is what we're envisioning, and if you can change to make it that way that would sound a lot better. We've got a crew of professional jocks, and all you have to do is tell them what you want the sound to be. They'll just turn it right over and go at it. Bill Richards helped out a lot too. There were quite a few days where I was calling and asking him for advice. I've got a guy sitting in my office who's been at EAGLE and PIRATE Radio and all these big places and I'm

supposed to do an aircheck session with him?

THAT'LL KEEP YOU IN THE BATHROOM FOR AWHILE...

Oh yeah. That gave me a few sleepless nights along the way.

I UNDERSTAND WLAN USES FOUR OF FIVE DIFFERENT STATION VOICES.

Scott Shannon is our station voice. He does the top of the hour ID's and the big listener promos. Patty Steele from Z100 does most of our ? and whispers. Sean Caldwell from WPLY does most of our sales promos. Mark Driscoll is the voice for the Nut Hut, and Keith Eubanks from 99X in Atlanta is the positioner voice for our Alternative programming on Sunday nights and our Modern Rock Shows.

With the talent that we have on staff and all these voices, it's just a real fresh, brand new look at a station

that's been here for quite a while. **YOU'VE BEEN A PD FOR LESS THAN A YEAR. YOU JUST HAD A KILLER BOOK. HOW DO YOU FEEL?**

I'm on top of the world. I don't think my feet have touched the ground since we got the numbers, and the same day we got our BDS status. That's the first time that's happened in Lancaster. I'm very pleased. It's good to know a lot of hard work pays off in the end. That's what it came down to.

TELL US ABOUT SOME OF THE PROMOTIONS YOU'RE WORKING ON AND YOUR VISIBILITY FACTOR.

In the last book our Promotions Director, Lauren Greenblatt, set up a lot of things with Chuck, myself and the sales department. We did a big tree lighting ceremony for the town of Lancaster. Biggest turnout ever. We brought in Lauren Christy to sing live. We also had about 100 tubas on stage doing Christmas carols. It was a very localized, warm and fuzzy event.

I'M PICTURING THE TOWN SQUARE FROM THE MOVIE 'GROUNDHOG DAY.'

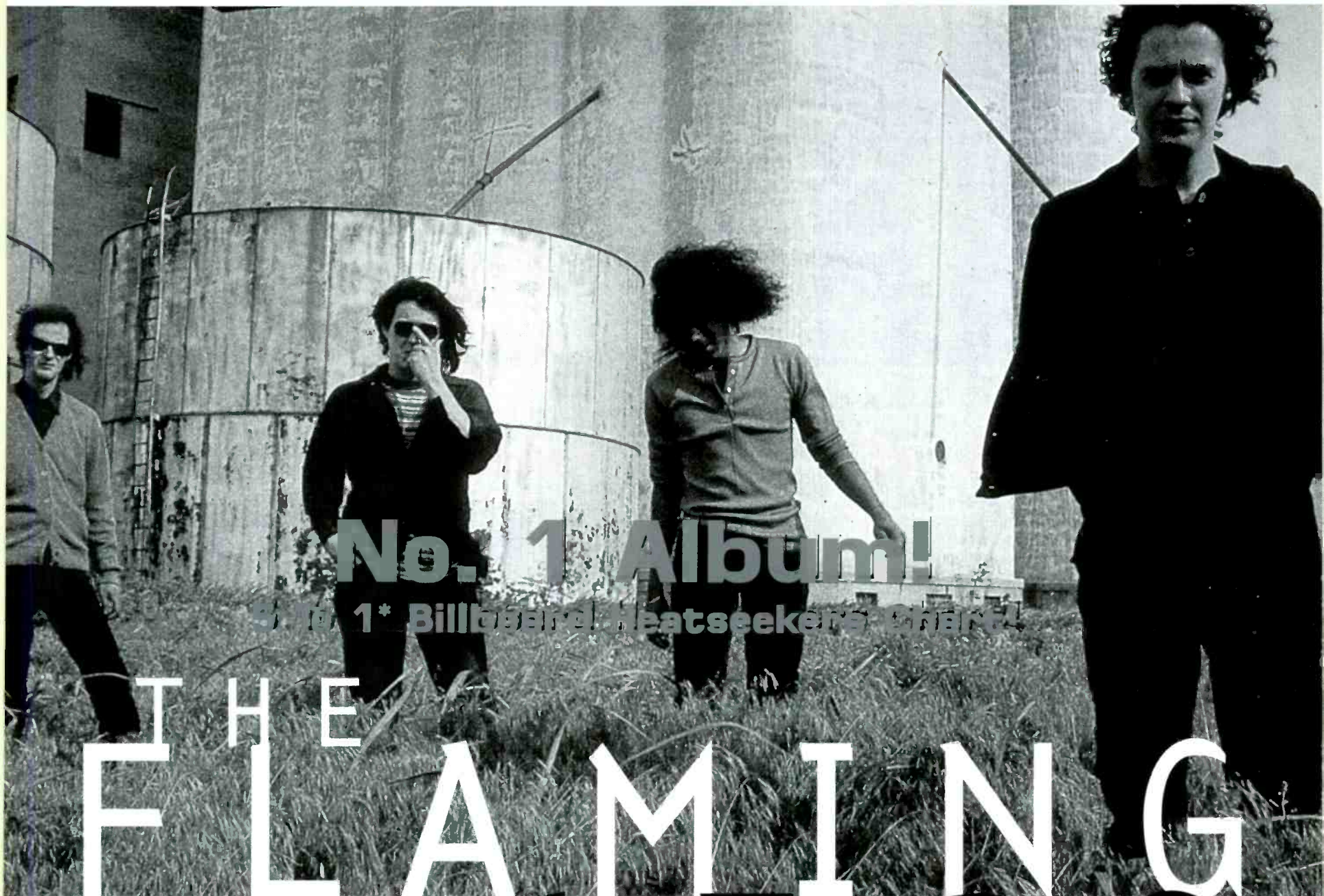
Yes. That's exactly what the whole set-up looked like. People like to know that their radio station cares about their town and that's what we did. We let Lancaster know that we're the station that they built. We've been here since 1945. We're not going anywhere, no plans on changing and sort of letting them know that actually they're in charge.

ANY FINAL THOUGHTS?

I'd like to thank Scott Shannon. I've never met him, but I owe an awful lot to him. We consider him our unofficial mentor. When Chuck got here in the Spring of '93 he called Scott for help. He consulted us for a while, and has remained the closest friend of WLAN. Whenever we're going to take a new direction or we're getting into another book Chuck will call him, bounce some ideas off him, and he'll send us some liners. He keeps us in check.

IT'S STILL VERY EARLY IN YOUR CAREER, BUT HAVE YOU GIVEN ANY THOUGHT TO YOUR FUTURE?

A good book means job security for a bit. Like every other programmer, I'd like to do eventually jump up in market size. I'd like to end up in a major market before I die, but I'm only 24 years old, and I've got a great thing going here. I work with some really great people. For the most part I'm going to hang out here for a while, get some good experience under my belt, and ride this wave as long as it will take me...



No. 1 Album!

#1* Billboard Heatseekers Chart

THE
FLAMING
LIPS

"SHE DON'T USE

JELLY"

FROM THE ALBUM.

TRANSMISSIONS FROM THE SATELLITE HEART

PRODUCED BY THE FLAMING LIPS AND KEITH CLEVERSLEY

SoundScan Album Sales Chart

3 Week Trend:

170-128-108*

7448 - 8909 - 10,095

Pieces Sold!

New Adds Include:

WPLY

WRHT

KFRX

WKMX

WXSR

SPINS: Q99 32x

#1 Requests!

WAHC 29x Z100 13x

KISF 24x 99X 13x

WKBQ 17x WHYT 10x

B95 17x WLUM 10x

KROQ 14x



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Ear To The Ground



Hangin' out at the snack bar of the Fiedel Cineplex with the Jive guys, following an exclusive screening of the Rednex 'Cotton Eye Joe' video. Pictured (L-R): Jive's own Tom Casey; Hitmakers' Barry Richards; Jive Sr VP/Promo Jack Satter; Hitmakers' Barry Fiedel and Bob Greenberg.

Late-Breaking News And Inflammation:

CLEAR CHANNEL's KC101/New Haven officially awards STEVE WILSON his PD stripes as the station heads away from its previous Alternative slant and heads in a more Adult direction under new 'station advisor' and voice SCOTT SHANNON.

EMI recording artist JON SECADA has inked a deal to appear in Spanish-language television commercials for AT&T 'TrueVoice.' Secada joins WHITNEY HOUSTON, who has been promoting the 'TrueVoice' technology TV spots aired in the U.S. since last July. AT&T has also announced they would be the exclusive sponsor of Secada's 38-city concert tour of the U.S. and Canada. The tour kicks off February 8 in Bakersfield, CA, and winds up in Secada's hometown of Miami on April 17.

Available Now! Operators Standing By:

Veteran programmer CHRIS RUH has exited the OM position at THE EDGE/Las Vegas after helping propel the station from a 4.9 to 6.6 12+ in the latest ARB. Ruh has successfully programmed KEWB/Redding, KSND/Eugene, and KZOZ/San Luis Obispo, to name a few. He can be reached at (702) 368-4398.

Pro's In Motion:

WJMN/Boston PD CADILLAC JACK McCARTNEY has nailed down the services of BALTAZAR for the vacant morning slot. Besides his five year stint doing nights at HOT97/N.Y., Mr. Zar has also spent some quality time at B96/Chicago and KIIS-FM/L.A.



Columbia recording artist Sophie B. Hawkins is also making the radio promo tour circuit lately, and made a recent pit stop in Kansas City, where she visited both KMXV and KISF. She also performed her new single, *As I Lay Me Down*, live on the radio. (Left photo): Columbia's Joe Schuld; Sophie; KMXV PD Steve Wall. (Right photo): Joe Schuld; KISF's Palge Turner; Sophie; PD Chuck Geiger; MD Booker Madison.

K92/Roanoke welcomes SU-ANNA for middays and Asst. Prod. Director. She most recently worked at WFKS/Daytona Beach, and also worked at WRVQ/Richmond. PD CHRIS TAYLOR also inks RICHIE CUNNINGHAM from WKRZ/Wilkes-Barre and KKRZ/Portland for APD/Nights. Cunningham kicked off his inaugural shift by playing the "Happy Days" theme (Get it?) for five hours straight, jamming local 911 lines for some reason, and prompting a visit from the police, as well as local TV and newspaper reporters thinking something was seriously amiss...Don't look for this riveting scenario to appear anytime soon on *Cops*...

KISF/Kansas City PD CHUCK GEIGER announces the new morning show: JAY CHARLES from THE LASER/Lawrence-Kansas City to be teamed with KWNZ/Reno MD ED PERRIERA, who will also assume APD stripes.

KQID/Alexandria PD ACE ANTHONY heads for mornings at WFME/Baton Rouge. No replacement has been named.

KZFM/Corpus Christi welcomes DINO HERNANDEZ for nights. Dino comes from KWTX/Waco and used to work with PD MICHAEL STEELE at KIXY/San Angelo.

Pro-Motions:

KZIO/Duluth ups weekenders MICHAEL WILDE and JASON ALLEN to nights and overnights, respectively. ANDY 'A.J.' HAGENAH joins for weekends/fill-in.

Actual Damn Jobs:

KSFM/Sacramento is looking for a morning co-host to compliment the already successful MARK S. ALLEN show. Should be able to communicate with women, be local, community-oriented, and have the flava of Rosie Perez and/or Will Smith. T&R, plus photo and story to: RICK THOMAS, KSFM 102.5, 1750 Howe Ave., Sacramento, CA 95825. EOE. No calls please.

Y100/Miami has a rare fulltime opening, as PM Driver DOUG DUNBAR exits after eight years to become a fulltime TV news anchor on the local ABC station. PD CASEY KEATING needs a personality with at least five years experience. Rush your stuff to him: Y100, 1975 E. Sunrise, Suite 400, Ft. Lauderdale, FL 33304. EOE. No calls please.



Columbia recording artist Sophie B. Hawkins is also making the radio promo tour circuit lately, and made a recent pit stop in Kansas City, where she visited both KMXV and KISF. She also performed her new single, *As I Lay Me Down*, live on the radio. (Left photo): Columbia's Joe Schuld; Sophie; KMXV PD Steve Wall. (Right photo): Joe Schuld; KISF's Palge Turner; Sophie; PD Chuck Geiger; MD Booker Madison.

KKRZ/Portland has middays open. Previous MD or APD experience helpful. T&R: CAROL SWANSON, Personnel Dept. #2 KKRZ, 4949 S.W. Macadam Ave., Portland, OR 97201. EOE.

WZPL/Indy is seeking fun, creative, conversational air talent for future openings. Two years experience, strong production, good phones. T&R: JIM CERONE, WZPL, 3500 Depauw Blvd., Indianapolis, IN 46268. EOE. No calls please!

WXXL/Orlando is looking for a late night air personality. Females and minorities encouraged. T&R: ADAM COOK, PD, WXXL, 337 S. Northlake Blvd., #1024, Altamonte Springs, FL 32071. EOE.

WFKS/Daytona Beach still needs a midday personality for Adult female-targeted Top40 ASAP! Females encouraged. Good production and personal appearance skills. Overnight T&R plus photo to: RICH STEVENS, PD, KISS-FM, 801 W. Granada Blvd., Ormond Beach, FL 32174 EOE. No calls please.



Foreigner is starting 1995 in a big way, making an impact at A/C and now Mainstream radio with a new Rhythm Safari/Priority album and new single, *Until The End Of Time*. Pictured on their coast-to-coast barnstorming radio tour: (L-R): WTIC-FM/Hartford PD Paul Cannon; Foreigner's Mick Jones and Lou Gramm; TIC MD Tony Bristol and APD Steve Salhany.

KTFM/San Antonio still looking for nights and late nights. Rush your best stuff to THE JANITOR today!

WZNY/Augusta has a 7-midnight opening. Great phones, hot production and remotes. Great benefits with stable company. T&R: BRUCE STEVENS, 2743 Perimeter Pkwy, Bldg 200, Suite 105, Augusta, GA 30909. EOE.

WNSL/Laurel-Hattiesburg MD/Night Guy BUBBA BOUDREAUX exits for nights at KSMB/Lafayette. WNSL needs a replacement, as well as a News Director. T&R: RICK JAMES, WNSL, 1260 Victory Rd., Laurel, MS 34440. EOE.

KWTX/Waco is looking for a new night jock. T&R to: TOM MARTENS, PD, KWTX, P.O. Box 2636, Waco, TX 76702. EOE. No calls please.

Other News:

Congrats to MIKE BONE, head of the International and Retail departments of AMERICAN Recordings, who got married to LORI NAFSHUN, CEO of Get A Life Management, on December 21, 1994.

MERCURY recording artist BON JOVI is the musical guest on the February 18 episode of *Saturday Night Live*. DEION "Ready For Prime Time" SANDERS of the Super Bowl Champion San Francisco 49er's will be the guest host.

Find out more about Keith Martin...
NEVER FIND SOMEONE LIKE YOU is
 exploding. Continuing early airplay-
 WXKS, WILD107, Y460, 820,
 KTFM, WHJX, KZFM, KFON, Top 5
 phones at WJMN! Cassette single
 In-store Valentine's Day!

dionne farris
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Top40 Mainstream Airplay Monitor Moves 25*-16*
 (Airpower) and debuts on the Top40 Adult Monitor
 at 39*!!! Billboard Hot 100 45*-35* Greatest Gainer
 Airplay. Dionne's on tour now!!! New Major Airplay:
 Z100, W-YT, KDWB, TIC-FM.

BUZZ BIN ADD


FEBRU

WEDNESDAY	THURSDAY	FRIDAY
	1	2
		3
	8	9
		10
15	16	17
22	23	24

The Tonight Show

Davin. Convention 9.00 Jimmy's

SOPHIE B. HAWKINS



AS I LAY DOWN

Chuck Geiger, PD, KISF "She came here and performed AS I LAY live or the air... Sounded Great... Definite midday appeal." Did you hear Sophie B. perform the song on the Howard Stern show? In a week where national sales are down, this album increased over 70%!!!

Cece Peniston's **KEEP GIVIN' ME YOUR LOVE** debuts at 40* on Top40 Mainstream and Top40 Rhythm-Crossover Monitor; Single available commercially Valentine's Day! Over 900 Hot 100 BDS spins; Increased Rotation: WTIC-FM, WZJM, WHHH, WZPL, KKFR, KZFM, KCAQ, WDJX

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WHY YOU WANNA PLAY ME OUT?
 Already has over 900 R&B and Hot 100 BDS spins. R&B and pop airplay - sales in New York City, Philadelphia, Detroit, Washington D.C., Hartford, Indianapolis, Buffalo, Norfolk & more.
28 SPINS A WEEK AT HOT97 - #11 SINGLE SALES AT THE WIZ 2 WEEKS IN A ROW.

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IMPORTANT INDUSTRY STUFF BELOW:
 Peter Napoliello, Sr. VP EMI finally announces the all time promo dream team. Sean Lynch, formerly of Interscope is named DIR. of Promo., Sharon White LA Local, Fred Zaer Northwest Promo Manager, Tony Davis named Texas Local. Departing EMI are Ken Lane Sr. VP, Jeff Foster/Texas and Julie Traub/Denver.

B96/Chicago has brought back the old dance party tradition with "U Dance With B96". The show airs daily 4:30PM to 5:30PM and 12noon to 1PM on Sunday. It's on WCIU TV and features a live dancing studio audience. Hosted by B96 personalities and mixers the show is produced by PD Todd Cavanah and MD Eric Bradley. They tape all day Saturday, and if any artists are in town and would like to be on the show please contact Todd or Eric at B96. This is the start of a new trend and The

Juice would like to see this in every city as it used to be. Congratulations to B96 for bringing the concept back!!!

DreamWorks SKG, the Spielberg /Katzenberg/Geffen partnership, has invested \$25 million in a new independent record label. Look for them to hire some real heavyweights to get the label going!

Jarad/WDRE now calling the WDRE Network the "Underground Network." It's on in New York, Pennsylvania and New Jersey. The pioneering Modern Rock Network is trying to separate itself from CHRs and AORs who have been moving Alternative.

Westwood One is suing Dick Clark over two weekly syndicated shows. They claim Clark's company jumped the gun late last year when it started promoting and distributing "Countdown America" and "Dick Clark's Rock Roll and Remember" before it had the legal right to.

Jimmy Bowen is retiring from the presidency of Liberty/Patriot after undergoing thyroid cancer surgery at the Mayo Clinic. He is recuperating in Hawaii.

WJMH/Greensboro MD "The Bushman" is the new night man at WJLB/Detroit.

Congratulations to Sonia Jimenez MD of KGGI and Mark Jackson APD of WHYT on their engagement. They are to be wed January of '96!!!

Could it be a disgruntled ex-promo person or a recent artist trimmed from the roster at Capitol who took pot shots at the Capitol tower!!! Speaking of Capitol, they are now distributing Delicious Vinyl!

Rob Roberts is out as PD at Nationwide's KDMX/Dallas. Group PD Dave Robbins of WNCI is the acting PD.

Roy Jaynes, PD of KKSS/Albuquerque looking for a killer night person. Tapes and resumes to KKSS.

Is Upstairs Records in negotiations with Interscope, Hollywood and Bellmark Records??? Who's gonna end up with Spanish Fly's 'Daddy's Home'?



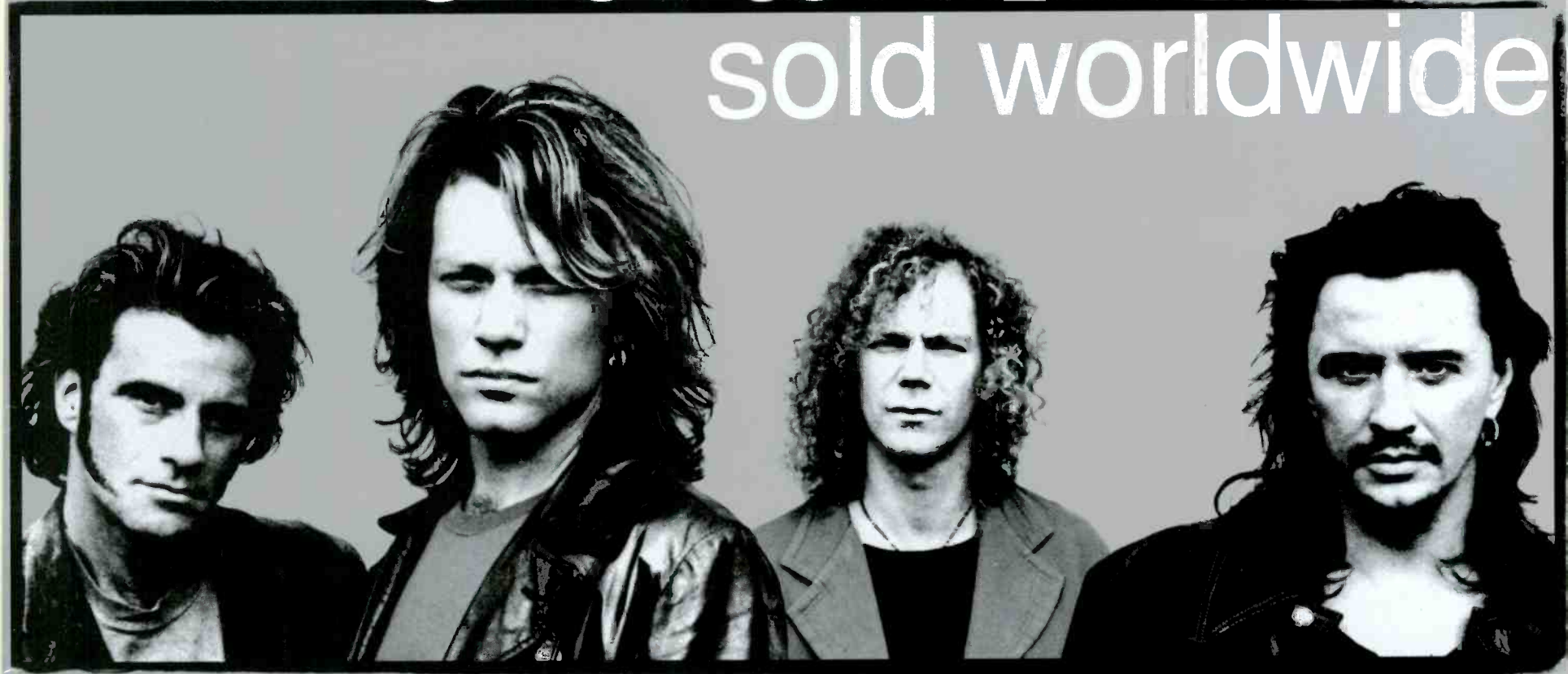
BOYZ II MEN hang with KIX106 and JAMMIN' 94.5
 (L-R): Michael McCary, Boyz II Men; Scotty Snipes, PD, KIX106; Wanya Morris, Boyz II Men; Arthur Field (Motown), Nat Morris, Boyz II Men; Ralphie Marino (Jammin'), Sabrina (KIX106), Cat Collins (Music Dir. Jammin'), Sarah (KIX106), Shawn Stockman, Boyz II Men; and Fct Ass Jay (Jammin')



Airstaff of the #1 Top40 Music Station on AM in America
 KJYK/Tucson (L-R): Fathead, Chris Kerr; Moe Pacheco; D.J. Biade; Gary "The Sandman"; Keith Duncan; Jowool "M.C. Boogie D." Gilchrist; Curly; Alice Milis; and Randy Williams.)
 "All the ratings success we have achieved goes to this terrific staff."
 - Jowool "M.C. Boogie D." Gilchrist, PD, MD, KJYK Tucson

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THAILAND GOLD
ARGENTINA PLATINUM
CHILE PLATINUM
BELGIUM PLATINUM
FINLAND PLATINUM
HOLLAND PLATINUM
KOREA PLATINUM
SOUTH AFRICA PLATINUM
SWEDEN PLATINUM
AUSTRIA PLATINUM
GERMANY 2XPLATINUM
HONG KONG 2XPLATINUM
NEW ZEALAND 2XPLATINUM

NORWAY 2XPLATINUM
PORTUGAL 2XPLATINUM
PHILIPPINES 2XPLATINUM
SWITZERLAND 2XPLATINUM
USA 2XPLATINUM
DENMARK 3XPLATINUM
SPAIN 3XPLATINUM
IRELAND 3XPLATINUM
JAPAN 3XPLATINUM
MALAYSIA 3XPLATINUM
SINGAPORE 3XPLATINUM
AUSTRALIA 4XPLATINUM
CANADA 4XPLATINUM
UK 4XPLATINUM
TAIWAN 4XPLATINUM
ITALY 4XPLATINUM
INDONESIA 4XPLATINUM

#1 ALBUM IN:
ARGENTINA
AUSTRALIA
AUSTRIA
BELGIUM
DENMARK
FINLAND
GERMANY
INDONESIA
ITALY
JAPAN
NEW ZEALAND
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