

HITMAKERS[®]

ISSUE 904 \$5.00
September 1, 1995



104.5
SUNNY FM
TODAY'S BEST MUSIC

an exclusive interview with

**JILL GOSSETT &
MARK MCGILL**

GM & PD, WSNX/Grand Rapids

ROD STEWART

"This"

NEW ADDS INCLUDE:

Q106
WMTX
FM100
WRFY
WWKZ
WJMX
KLYV
KQID
WGRG
WLVY

SPINS:

KESZ	7x
KLSY	11x
WBEB	14x
WKZL	12x
WMXV	15x
WMJQ	27x
WLTF	12x



TOM PETTY

"A Higher Place"

More Than 1,700 Total BDS Detections
More Than 12 Million Listeners

NEW ADDS INCLUDE:

KJYO
WSTO
KZMG
KGOT
WHZZ

SPINS:

WFBC	35x	WWCK	25x
KBZR	21x	K92	25x
Q99	14x	WGLU	20x
WFLY	13x	KKRD	16x
WRFY	34x	KURZ	15x
WKRZ	34x	KDUK	15x
WHHY	14x		
WZYP	14x		
WSTW	12x		



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

- ALANIS MORISSETTE You Outta Know (MAVERICK/REPRISE)
BON JOVI Something For The Pain (MERCURY)
BRANDY f/Wanya Morris Brokenhearted (ATLANTIC)
BRUCE HORNSBY Walk In The Sun (RCA)
COOLIO Gangsta's Paradise (MCA SOUNDTRACK)
CYNDI LAUPER Hey Now (Girls Just Want To Have Fun) (EPIC)
DAVE MATTHEWS BAND Ants Marching (RCA)
DEEP BLUE SOMETHING Breakfast... (RAINMAKER/INTERSCOPE)
DEL AMITRI Roll To Me (A&M)
EDWIN McCAIN f/Darius Rucker Solitude (ATLANTIC)
FUN FACTORY I Wanna B With U (CURB)
GIN BLOSSOMS 'Til I Hear From You (A&M)
HOOTIE & THE BLOWFISH Only Wanna Be... (ATLANTIC)
JANET JACKSON Runaway (A&M)
JILL SOBULE Supermodel (LAVA/ATLANTIC)
LISA LOEB & NINE STORIES Do You Sleep (GEFFEN)
MARIAH CAREY Fantasy (COLUMBIA)
MICHAEL BOLTON Can I Touch You...There? (COLUMBIA)
MICHAEL JACKSON You Are Not Alone (MJJ/EPIC)
NATALIE MERCHANT Carnival (ELEKTRA/EEG)
PAULA ABDUL Crazy Cool (VIRGIN)
P.M. DAWN Downtown Venus (ISLAND)
PRINCE I Hate U (WARNER BROS.)
THE REMBRANDTS This House Is ... (EASTWEST/EEG)
RUSTED ROOT Send Me On My Way (MERCURY)
SEAL Kiss From A Rose (SIRE/WARNER BROS.)
SELENA I Could Fall In Love (EMI)
SILVERCHAIR Tomorrow (EPIC)
SKEE-LO I Wish (SCOTTI BROS./SUNSHINE)
SOPHIE B. HAWKINS As I Lay Me Down (COLUMBIA)
TAKE THAT Back For Good (ARISTA)
TOM PETTY A Higher Place (WARNER BROS.)
ZIGGY MARLEY Power To Move Ya (ELEKTRA)

STREET SHEET

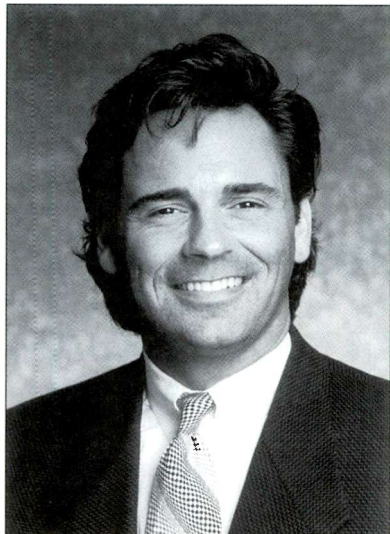
- 3T Anything (MJJ/550)
AFTER 7 Till You Do Me Right (VIRGIN)
ARTY THE ONE MAN PARTY Mueva La Colita (SCOTTI BROS.)
AZ Sugar Hill (EMI)
BONE, THUGS 'N HARMONY 1st Of The Month (RELATIVITY)
BRANDY Brokenhearted (ATLANTIC)
COOLIO Gangsta's Paradise (MCA)
D'ANGELO Brown Sugar (EMI)
DEBBIE DEB There's A Party Goin' On (PANDISC)
DIANA ROSS Take Me Higher (MOTOWN)
ELAN Better Than You (STRICTLY RHYTHM)
GROOVE THEORY Tell Me (EPIC)
JANET JACKSON Runaway (A&M)
JON B. Pretty Girl (YAB YUM/550)
JUNIOR MAFIA Player's Anthem (Remixes) (BIG BEAT)
LOS DEL RIO/BAYSIDE BOYS (Remix) Macarena (RCA)
MACK 10 On Them Things (PRIORITY)
MAD SKILLZ Nod Factor (BIG BEAT)
MARIAH CAREY Fantasy (COLUMBIA)
MARY J. BLIGE Natural Woman (UPTOWN)
MASTA ACE Sittin' On Chrome (DELICIOUS/CAPITOL)
METHOD MAN/REDMAN How High (DEF JAM)
MICHAEL BOLTON Can I Touch You...There? (COLUMBIA)
MICHAEL JACKSON You Are Not Alone (MJJ/EPIC)
MILKBONE Wherez Da' Party At? (CAPITOL)
MONTELL JORDAN Something 4 Da... (DEF JAM/PMP/RAL/ISLAND)
PAULA ABDUL Crazy Cool (CAPTIVE/VIRGIN)
PLANET SOUL Set U Free (STRICTLY RHYTHM)
PRINCE I Hate You (WARNER BROS.)
SELENA Dreaming About You (EMI RECORDS)
SHAGGY In The Summertime (VIRGIN)
SOUL II SOUL Love Enuff (VIRGIN)
SUGA What's Up Star? (DEF JAM)
THE IMMORTALS Mortal Kombat (VIRGIN)
ULTIMATE KAOS Some Girls (MOTOWN)
XSCAPE Who Can I Run To (COLUMBIA)

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HITMAKERS Faces & Places

LAUGHLIN AND PERUN UPPED AT GANNETT



Roy Laughlin

Roy Laughlin, formerly Vice President and Station Manager of KISS-AM/FM, Los Angeles, has been named President and General Manager of KISS-AM/FM.

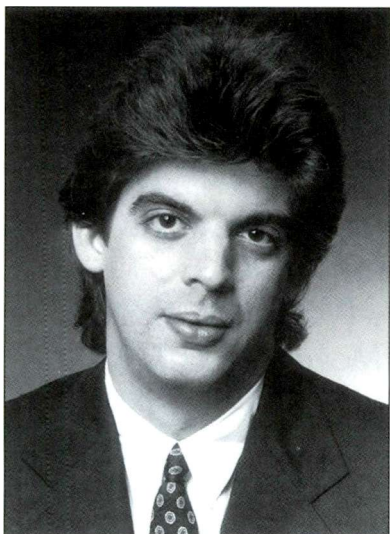
Steve Perun, Program Director of KISS-AM/FM, will keep his current responsibilities, but has also been named National Program Director for Gannett Radio.

In making the announcement, Gerry DeFrancesco, President of Gannett Radio, said: "Roy has done a tremendous job as Station Manager at KISS-AM/FM. Under his leadership, the radio station has demonstrated solid improvement in all areas. We are confident this trend will continue. Steve's performance at KISS is superb. He has already been working with several of our radio stations. The title acknowledges Steve's contributions to the growth of Gannett Radio. We look forward to a successful future together."

Laughlin joined Gannett in 1988 as local Sales Manager of KKQB-AM/FM, Houston, and soon was promoted to General Sales Manager. At the end of 1991, he was named General Sales Manager of KISS-AM/FM, Los Angeles. Laughlin's previous experience includes a local sales management position at KTRB-AM, Houston, and a General Sales Manager position at Baton Rouge Magazine. Laughlin began his media career while attending Louisiana State University.

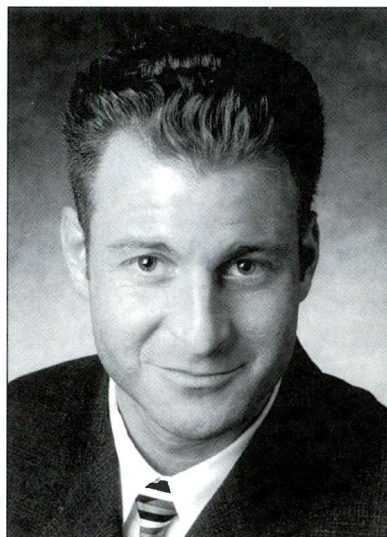
Perun joined Gannett in 1994 as PD of KISS-AM/FM. He has been serving as a consultant to the Gannett Radio Division. Prior to joining KISS, Perun operated his own consulting firm, specializing in programming and marketing. As a consultant, Perun was instrumental in the success of KHKS-FM, the Gannett-owned station in Dallas-Ft. Worth. Perun's programming career includes experience at WBOU, Boston; WBSB, Baltimore; WHYI, Miami; KBBQ, Kansas City; and WLS-AM/FM, Chicago.

Gannett Radio includes 11 stations: WGCI-AM/FM (Chicago); KHKS-FM (Dallas); KKQB-AM/FM (Houston); KISS-AM/FM (Los Angeles); KSDO-KKBH (San Diego); and WDAE-AM/WUSA-FM (Tampa).



Steve Perun

ARISTA APPOINTS NAFTALY VICE PRESIDENT, A&R



Keith Naftaly has been named Vice President, A&R, Arista Records. The announcement was made by the label's President, Clive Davis.

Mr. Naftaly has an illustrious and broad-based background. He began his career in 1980 as Music Coordinator for KFRC Radio in San Francisco. From there he went on to become Music Director of KMEL in San Francisco and was subsequently promoted to Program Director. Most recently he was Vice President of Programming for both KMEL of San Francisco and KKBH, Los Angeles.

Comments Clive Davis: "Whether it is the Top40 or Rhythm Crossover or what defines today's genre of MTV or VH1 artist, I am confident that Keith will help us find the stars of tomorrow."

EEG APPOINTS VOSS EXECUTIVE VP/GM



Alan Voss has been appointed Executive VP/GM, Elektra Entertainment Group, Chairman/CEO Sylvia Rhone announced.

"Alan has been one of the anchors of this company," stated Ms. Rhone. "He has been a pillar of strength and executive leadership since joining the EastWest/Elektra family. His tremendous resourcefulness and ability to motivate others is well respected throughout the industry. Long recognized as one of the leading sales forces in this business, this appointment will further enable Alan to mobilize the EEG staff to even greater heights in the years ahead."

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EMI APPOINTS TOM ZUTAUT TO HEAD NEW LABEL



Charles Koppelman, Chairman and Chief Executive Officer, EMI Records Group North America and Ken Berry, President and CEO of EMI Records Group International, announced the formation of a new record company headed by Tom Zutaut, one of the industry's most successful and respected A&R executives.

The label, which will be based in New York, will have its own Promotion, Sales, Marketing and A&R staffs. It will be distributed in the U.S. by Cema Distribution. Effective September 1, Zutaut will oversee the company as President and Chief Executive Officer, reporting to Koppelman.

Zutaut has played a key role in signing such powerhouse acts as Guns N' Roses, Motley Crue, Enya, Dokken, Tesla and Edie Brickell & The New Bohemians. These six acts alone have sold more than 60 million albums in the United States, according to the Recording Industry Association of America.

Zutaut called his career a "classic mail-room story." He began his career in the mail-room of WEA (Warner-Elektra-Atlantic) Distribution in Chicago. He quickly rose through the ranks, working in inventory, field merchandising and sales, before landing an A&R job at Elektra Records in Los Angeles. In 1981, he persuaded the label to sign Motley Crue, whose 1983 Elektra debut album, "Shout At The Devil," has sold more than three million copies.

Upon making the announcement, Koppelman said, "I'm a big believer in putting music people in charge. And Tom is a tremendous music person, with a proven ability to develop talent, both artistic and executive. This is the next logical step in his career development, and it's a perfect fit for us as we launch a major new label."

Berry added: "I've known Tom since he was a teenager, and I've taken pride and pleasure in watching him develop as an all-around music executive. He's the perfect choice for an artist-driven label."

NATALIE MERCHANT

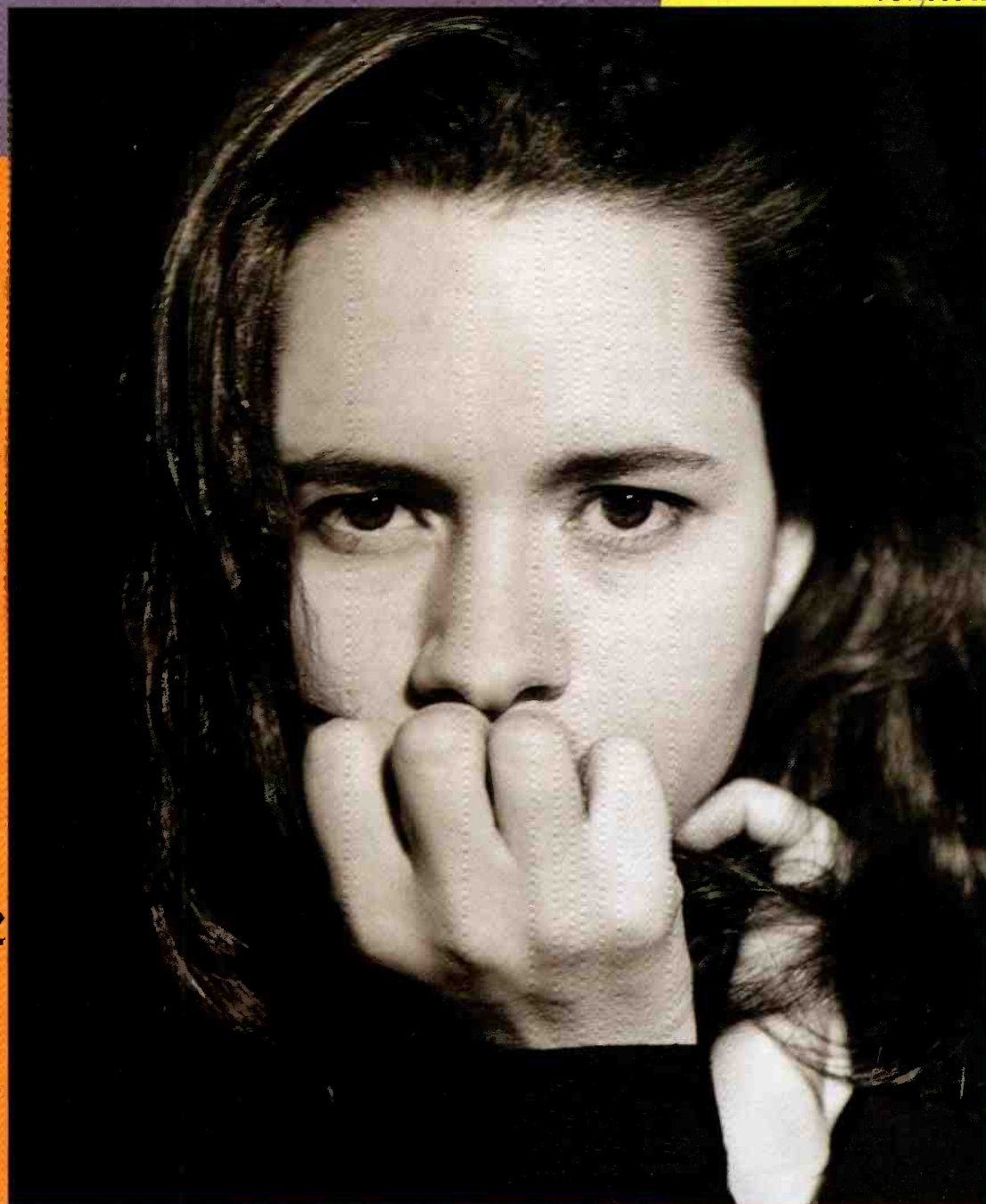
Hot AC BDS ADULT MONITOR debut 40*!!!
WPLJ, KYSR, WKTH!
AAA #1 AAA!
Alternative Top 15!
Requests Top 5 Universally!
Research Top 5 callout at WHIZ, WNNX,
WZJM, WDCWETL!
Sales Top 20 Album Sales!
937,000 Albums Sold!



Letterman!

On-tour
This Fall!

Rock'n'Roll
Hall Of Fame!



CARNIVAL

The premiere single and video from the
solo debut

TIGERLILY

Management:
Jon Landau Management/Jon Landau and Barbara Carr

Top40 BDS MAINSTREAM MONITOR 29-21*!!!
100+ Top40s with Z100, WPRO,
WKSS, WSTR, Y100, WFLZ,
WEDJ, Y107, WZJM, Q102,
WKBQ, WZPL, KRBE, WEZB,
KLRZ, KUTQ, Q106, KBZR



Programmer's Think Tank

by TOM SHO VAN



A LABOR DAY TRANSFUSION

When we were kids, the long summer would mark the years of our lives. The extended vacat on from school and the great weather came as a reward after nine months of organized learning. Then, the day after Labor Day, we'd get shocked back to reality – a new school year, new teachers, fresh challenges. Back to school brought mixed feelings but none of us at any age can get by "back to school time" without having some kind of emotional response. It's the starting gun of the new year for all our formative periods.

After all these years I still kind of miss school. You see, it really does give us a new start every year – a clear slate and new challenge. Sure, some people feel that way about New Years Eve, but that holiday strikes me as more social and less about our career growth.

This year, for the first time in a long time, I'm really pumped up for the new work year. I went "back to school" at the Talentmasters Boot Camp in Atlanta. I didn't want to go – Atlanta is hot and miserable in late August and the N.A.E. Convention almost immediately follows the Boot Camp, but Don Anthony has been after me for years to attend. I thank him – he was right.

We need to be empowered – we're dealing with an intangible and it's so easy to lose focus

and run out of steam. Scott Shannon's inspirational keynote captured the spirit of dedication to this business. He relayed the story of a supermarket box boy who hung around at Pirate Radio in Los Angeles until Scott took him in as an intern. Working for no salary, the kid was so focused on getting into radio that when coming into his unpaid job he rolled his father's car over, hitched a ride, and abandoning the car in a ditch.

He can't be reminded often enough of the value of passion and dedication to what we do in radio. As Scott Shannon said of his own determination to keep getting back in the ring and going at it – "I didn't have a Plan B." I needed to be reminded that few of us have a Plan B, so we must persevere at Plan A to make sure we're the absolute best we can be.

In an era of giant faceless multi-station conglomerates, I needed to hear Randy Michaels of Jacor too. He runs a Top 10 Group with personal trust and caring. Randy reaffirmed that talent is the tie-breaker in today's challenged radio. It was exciting to see Randy at breakfast DX'ing radio stations with the newest receiver bells and whistles. Radio's not just a business for Randy – it's a way of life. He suggests that radio stations turn their organization over – so the listeners drive the talent which, in turn drive the PD, GM and the company overall.

As controversial as it was, the passion for radio was felt in the "Stuttering John" ambush of

Mancow. With all the charged fervor of a WWF grudge match, the face-to-face reflected real human emotions and a healthy dose of show-biz. Our business has sometimes thought it ought to grow out of confrontations because we're corporate. It's refreshing to see hot-headed people duke it out. It sure beats talking about how many record calls a station can tolerate in a day, or what somebody's reporting status is.

Q106's Jeff and Jet pointed out the value of teamwork and public image. Radio can still motivate people to show up in throngs for the right cause. The newspapers and TV media can increase our voices a hundredfold when they're brought into the act.

Indeed, one frequency and transmitter is the same as another given the same power and signal. One station can fight its competitor only so much by being sick. The tie-breaker is the talent – jocks who become the listeners' friends and extended family with a real heart and blood pulsing through their veins. Radio is, first and foremost, an entertainment medium. Let's enter the fall – the "New Year" – with a renewed respect for people like Scott Shannon's supermarket box boy who has a paying on-air gig in California. This is our way of life – let's exude the passion and pride of what we are!

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



Arista recording artist Carly Simon recently embarked on a sold-out tour, her first in 14 years, with opening act Hall & Oates, to promote her latest album LETTERS NEVER SENT. Pictured (l-r): **Richard Sanders**, VP Artist Development, Arista Records; **Jon Klein**, Sr. Director, National Video Promotion, Arista Records; **Keith Naftaly**, Vice President A&R, Arista Records; **Clive Davis**, President, Arista Records; **Michael Schwartz**, Sr. Director, Creative Copy, Arista Records; **John Oates**; **Carly Simon**; **Daryl Hall**; **Brian Doyle**, Manager, All Access Entertainment; **Roy Lott**, Executive VP/GM, Arista Records; **Len Epand**, Video Consultant; and **Ken Levy**, VP, Creative Services, Arista Records.



BARRY WEISS

President

Jive Records

Silvertone Records



GOO GOO DOLLS "NAME"

Already On The Air

WLUM	43x	KROQ	16x
WPST	39x	KHMX	18x
Q99	35x	WMMS	27x
KRBE	32x	WKXJ	ADD
WPLY	31x	WSPK	ADD
B97	21x	WBHT	ADD
KISF	21x	KBZR	13x
99X	18x	WJET	18x
WHYT	28x	Y97	10x
WGRD	17x		

Z100 Now In Rotation 3 Plays Per Day

FROM THE ALBUM
A BOY NAMED GOO

More Than 2400 Total BDS Detections
More Than 22 Million Listeners
Monitor Modern Rock Chart: 11*
Billboard Heatseekers Chart: 20-11*

PRODUCED, ENGINEERED AND MIXED BY LOU ZIORDANO
MANAGEMENT: ATLAS/THIRD RAIL MANAGEMENT BOB CAVALLO AND PAT MAGNARELLA



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HTTP://WWW.WBR.COM/GOOGOOOLLS

HITMAKERS Faces & Places



Celia Hirschman has been named Vice President, Marketing and Artist Development for MERCURY Records.



Woody Firm has been named Director Of Operations for ATLANTIC Records.



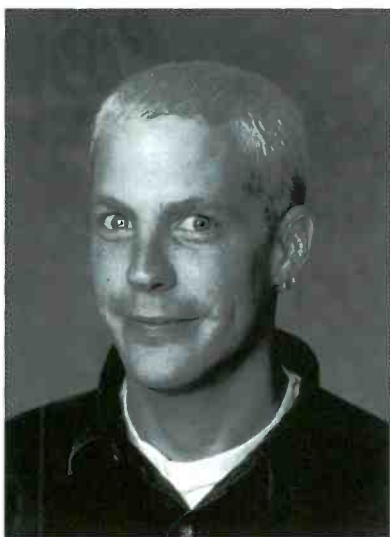
Tracy Zamot has been named Associate Director Of Media Relations for ATLANTIC Records.



Lillian Matulic has been named Senior Director, Publicity for MCA Records.



Clarence Barnes has been appointed National Director, Top40 Promotion for the ELEKTRA Entertainment Group.



Joel Habbeshaw has been appointed National Director, Promotion for HOLLYWOOD Records.



Amy Bloebaum has been appointed National Manager of Media Relations for PRIORITY Records.



Amy Basler has been promoted to Manager, Market Research for BMG Distribution.



Patricia Schreiber has been promoted to Manager, Label Liaison for BMG Distribution.



Spiro Phanos has been appointed Director, Creative Services for MCA Music Publishing in New York.



Kim Jackson has been appointed Director, Creative Services for MCA Music Publishing in New York.



Robin Miramontez has been named Production Chief for AMERICAN Recordings.

HITMAKERS

MAINSTREAM TOP 40 DISCOVERY CLUB[®]

1. **MARIAH CAREY "Fantasy" (COLUMBIA)**
2. **LISA LOEB & NINE STORIES "Do You Sleep" (Geffen)**
3. **EDWIN McCAIN f/Darius Rucker "Solitude" (ATLANTIC)**
4. **THE REMBRANDTS "This House Is Not A Home" (EASTWEST/EEG)**
5. **COOLIO "Gangsta's Paradise" (MCA SOUNDTRACK)**
6. **GOO GOO DOLLS "Name" (WARNER BROS.)**
7. **P.M. DAWN "Downtown Venus" (ISLAND)**
8. **♀ "I Hate U" (WARNER BROS.)**
9. **HEATHER NOVA "Walk This World" (WORK)**
10. **ROD STEWART "This" (WARNER BROS.)**
11. **JANET JACKSON "Runaway" (A&M)**
12. **SILVERCHAIR "Tomorrow" (EPIC)**
13. **BON JOVI "Something For The Pain" (MERCURY)**
14. **ALANIS MORISSETTE "You Oughtta Know" (MAVERICK/REPRISE)**
15. **ZIGGY MARLEY "Power To Move Ya" (ELEKTRA)**
16. **LISA MOORISH f/George Michael "I'm Your Man" (LONDON/ISLAND)**
17. **NICKI FRENCH "Did You Ever Really Love Me" (CRITIQUE)**

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the Week!

Columbia Crusades

MARIAH CAREY

Fantasy

RUSS ALLEN, PD, 92Q, Baltimore

"The remixes. Phat!"

GREG HEAD, MD, KBXX, Houston

"What more can you say? It's a hit!"

JOEY ARBAGEY, MD, KMEL, San Francisco

"An obvious #1!"

JEFF NELSON, MD, Z90, San Diego

"We're playing the O.D.B. remix. Out-of-the-box right into power rotation. First time ever for us."

CHET BUCHANON, APD/MD, KKRZ, Portland

"A smash! Nothing else I can say. And check out the mixes with O.D.B. ...

Oh my God, the mixes are sick!"

TONY BRISTOL, MD, WTIC-FM, Hartford

"Mariah Carey, a multi-format, fun-sounding, refreshing new tune from the Goddess of Pop!"



MICHAEL BOLTON

Can I Touch You...There?

RUSS ALLEN, PD, 92Q, Baltimore

"The R. Kelly remix. It's the most accessible record he's had in years. #7 requests."

FRANK WALSH, PD, POWER96, Miami

"A one-listen hit."

PLAYA PONCHO f/L.A. Sno

Whatz Up, Whatz Up

STEVE 'SMOKIN' CHAVEZ, DJ, KTFM, San Antonio

"If you're looking for the next big Bass song, this is the one. Much bass party chants and shout outs to everyone. This could be the next Tootsie Roll."

SUPER CAT

Girlstown

B-SWIFT, DJ, KBXX, Houston

"This BW Mix is the shit. Supercat and the Cat Walk thing are walkin' all over the Houston airwaves."

E-MAN, DJ, POWER 106, Los Angeles

"Dope!"

SCOTT THOMAS



PD, WDJB/Fort Wayne

Career Highlights:

- APD for Smokin' Joe Dawson for two years at KLYV and both years the station was nominated for station of the year. When working for Weather Radio, working with Denny McClain at WXYT in Detroit. Being nominated for APD for three straight years. And programming this great up and coming radio station WDJB.

Family:

- A 2 year old boy: Austin, Wife: Missy. 2 great brothers: Brian and Jason. And the two greatest parents in the world: Tom and Sue.

Hobbies:

- Travel, taking my son to the zoo, concerts, and working on a way to be a millionaire.

Quote:

- "I have never lost, I've only been behind when time ran out."

Nominees for Issue 905.

Vote for your choice.

1. MICKEY JOHNSON (PD, WHJX/Jacksonville)
2. JOE DAWSON (PD, W'WKX/Providence)
3. MARK ADAMS (PD, KBOS/Fresno)

Call your HITMAKERS Account Executive (818) 887-3440

Top40 Disc-overery Club

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

MARIAH CAREY *Fantasy* (COLUMBIA) - What can I say? Hey, this is going to be a #1 record!

P.M. DAWN *Downtown Venus* (ISLAND) - They're playing this on the Starship Enterprise. Mr. Worf loves this!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - A real pretty record. This should be just as big as her first. It will be very successful!

NEAL SHARPE, PD, JET-FM, Erie

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is a very cool record. And I love the cat glasses...She looks like my mom 20 years ago!

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - I think that it's very solid as a follow-up to *I'll Be There For You*. I like this a lot. I've liked these guys forever. We're playing *That's The Way It Is Baby* as a Gold, and I'll always support these guys, because they produce good music!

GOO GOO DOLLS *Name* (WARNER BROS.) - Oh, this is huge! It should be a great big record. Every time I heard us play this over the weekend, I just thought, 'Wow!' They've got to get behind this because it could be a smash hit!

RICH E. CUNNINGHAM, APD, K92, Roanoke

MARIAH CAREY *Fantasy* (COLUMBIA) - Obviously a smash! And hey, nice pin-up picture too!

STYX *Lady '95* (A&M) - It's from the Styx Greatest Hits CD. Uh, Chris my PD made me pick this!

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - My favorite record out right now. The hook is awesome! I saw the movie, and every time someone's about to die, they play the hook - which they do about six or seven times! So people die in the movie. But the song is great!

SILVERCHAIR *Tomorrow* (EPIC) - A Stone Temple Pilots sounding song. Very cool!

HITMAN, MD, KBFM, McAllen-Brownsville

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - It's the old Wham tune. It's like Wham meets K7. They've reworked it to give this dance song kind of a Hip-Hop flavor.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I like it. But I was a bit surprised. It's a little harder than *Stay*.

MARIAH CAREY *Fantasy* (COLUMBIA) - It's automatic!

♀ *I Hate U* (WARNER BROS.) - I love this. It reminds me of his Purple Rain days!

ERNESTO GLADDEN, PD, KBZR, Phoenix

VANESSA DAOU *Black Forest* (KRASNOW ENT./MCA) - Plant this, it grows. A hit!

CANDLEBOX *Simple Lesson* (MAVERICK) - Candlebox has a new simple lesson for ya.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Doctor Kevorkian just pushed me off nine stories, but Lisa caught me before I hit.

THAT DOG *He's Kissing Christian* (DGC) - I can't believe he's kissing Christian. I can't believe he's kissing That Dog.

JOHN RAMSEY, PD, KCLD, St. Cloud

MARIAH CAREY *Fantasy* (COLUMBIA) - We haven't heard from her in awhile, but this is a good one. This will work with female demographics.

LOS DEL RIO/BAYSIDE BOYS (Remix) *Macarena* (RCA) - This is great. I put it on and instant phones for this.

GOO GOO DOLLS *Name* (WARNER BROS.) - This is a good sound. This record will happen.

GREG ADAMS, PD, KDUK, Eugene

MARIAH CAREY *Fantasy* (COLUMBIA) - I always liked *Genius Of Love*, by the Tom Tom Club. So, naturally I love this record. This will be big.

P.M. DAWN *Downtown Venus* (ISLAND) - We did this last week and it is a monster!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is a good-sounding record. I like it!

ROD STEWART *This* (WARNER BROS.) - With the direction we're going musically, this should fit real well!

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

ALANIS MORISSETTE *You Oughtta Know* (MAVERICK/REPRISE) - I know it's late, but not too late for Top40. This will be one of the Top 5 records of the year!

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - #1 requests - It's huge! I keep bringing up this song because it continues to amaze me. It seems like every other request right now is for this song.

MARIAH CAREY *Fantasy* (COLUMBIA) - Home run!

SCOTT SHANNON, PD, KHTQ, Spokane

MARIAH CAREY *Fantasy* (COLUMBIA) - It's hip - a smash! The original mix is great for days. If what I've heard is true, we'll be spinning the remixes at night!

♀ *I Hate U* (WARNER BROS.) - I don't hate U, but I love this!

JANET JACKSON *Runaway* (A&M) - I just love this. It's hotter than hell! It's one of those songs that on the first listen is instantly familiar, and it just keeps growing on you!

GOO GOO DOLLS *Name* (WARNER BROS.) - We've been on this for about three weeks. I'm not sure how many Pop programmers are ready for this, but I'm very excited about this! It's a good record!

DAMION YOUNG, MD, KHTY, Santa Barbara

SILVERCHAIR *Tomorrow* (EPIC) - Top 5 phones on this. It's a smash!

HEATHER NOVA *Walk This World* (WORK) - This is gonna be the bomb! Testing now.

ALANIS MORISSETTE *Hand In My Pocket* (MAVERICK/REPRISE) - This is the bomb too. I love this new tune from Alanis.

RED HOT CHILLI PEPPERS *Warped* (WARNER BROS.) - If you want reaction, put this on and watch it react.

MICK FULGEM, MD, KISX, Tyler

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - This is a damn good follow-up that should go Top 10.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is a smash. Very mass appeal record for upper demo females.

JANET JACKSON *Runaway* (A&M) - Real hot since we put it on. Appeals to 18-34 females, our core.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This is a stone-cold smash, big time. Hootie will help it along.

JOE FRIDAY, MD, KJ103, Oklahoma City

MARIAH CAREY *Fantasy* (COLUMBIA) - I love her Tom Toms...sample. You don't have to be a genius, just play it!

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - Forget the 40, this is an 80 - megablast!

SILVERCHAIR *Tomorrow* (EPIC) - When you finally play it, whatever you do, please don't lick the frog.

CRAIG 'Mankow' HUBBARD, MD, KKRZ, Wichita

MARIAH CAREY *Fantasy* (COLUMBIA) - It kind of surprises you because at the beginning, it sounds like a ballad. Then the beat kicks in and, wow, it just smokes!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I think this is gonna be a big teen and young adult song. It will be big with 15-24 year olds, and adults should like it too!

P.M. DAWN *Downtown Venus* (ISLAND) - It's a hit! We did this the first week. It sounds great - it hits you right off!

CHET BUCHANON, APD/MD, KKRZ, Portland

MARIAH CAREY *Fantasy* (COLUMBIA) - A smash! Nothing else I can say. And check out the mixes with O.D.B....Oh my God, the mixes are sick!

BON JOVI *Something For The Pain* (MERCURY) - I've got to say this is growing on me. With all the MTV action, I think these guys may become hip again.

DAN DEATON, PD, KLRZ, New Orleans

MARIAH CAREY *Fantasy* (COLUMBIA) - This is a record that just can't miss.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Two to three times listen to this and when it hits you, you'll see it's there.

ALANIS MORISSETTE *You Oughtta Know* (MAVERICK/REPRISE) - This is doing extremely well for us. To say it crossed over is an understatement.

JEFF ANDREWS, APD/MD, KLYV, Dubuque

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - What can I say about a record like this? It has all the hit potential of *Stay* and it even jams a little too!

SILVERCHAIR *Tomorrow* (EPIC) - Plain and simple, play this - it rocks! It kind of reminds me of Soundgarden. I like this!

JILL SOBULE *Supermode!* (LAVA/ATLANTIC/CAPITOL) - A cool song with kind of a novelty feel to it. Should have a lot of success at night!

DAN OLSEN, PD, KOKZ, Waterloo

MARIAH CAREY *Fantasy* (COLUMBIA) - Stellar! Stellar! Stellar! Per formica. Very cool song.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is a hit. If you don't hear this one, you're asleep.

♀ *I Hate U* (WARNER BROS.) - In his usual creative fashion, very original sound. Should work everywhere.

**sure to leave skid marks
in your underpants.**

Ziggy Marley "Power To Move Ya"

**"Top 10 requests!" Mike Morgan/WFLY
Over 40 Top 40's with: WZJM, KMXV, KZHT, KBZR, KLRZ, WKSS!
MTV, BET, Letterman, Family MAtters
on tour now!**



Top40 Disc-overly Club

PAT CLOUD, PD, KQID, Alexandria

MARIAH CAREY *Fantasy* (COLUMBIA) - This is, hands down, the most added in the country!

ROD STEWART *This* (WARNER BROS.) - This is the best record on the whole album for Rod.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This should be at least a Top 10 record for her. Good love song.

GOO GOO DOLLS *Name* (WARNER BROS.) - This is a good one. I like this a lot.

JIMI JAMM, MD, KQKQ, Omaha

MARIAH CAREY *Fantasy* (COLUMBIA) - Excuse me while this hits me right between the eyes.

NICKI FRENCH *Did You Ever Really Love Me* (CRITIQUE) - I've been waiting for this to come out since I saw her live.

DIANA ROSS *Take Me Higher* (MOTOWN) - What a nice surprise. We need tempo right now, so this will fit in nicely.

JAMIE HYATT, PD, KQMQ, Honolulu

MARIAH CAREY *Fantasy* (COLUMBIA) - It's great. We like the single/album version. We might deal with the remixes at some point, but for now the single/album version is the one!

SELENA *Dreaming About You* (EMI RECORDS) - It's monstrous! That's all I can say. It's huge!

JAMMER, MD, KQXY, Beaumont

MARIAH CAREY *Fantasy* (COLUMBIA) - She's back. Just a good-sounding record.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Just a good-sounding record for Lisa.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This is a hit tune. It sounds a lot like Pearl Jam. Will do well.

PAUL BRYANT, MD, KRBE, Houston

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - KRBE broke *Stay* in early '94 and we're happy to be all over the band's new one which will do great for us.

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (HENRY ST./BIG BEAT) - It's been in the clubs for a while, but I feel this is the time for it to blow up at radio.

MATTHEW SWEET *We're The Same* (ZOO) - Great record. If you're looking for a good all-day-sounding record, this is it.

GOO GOO DOLLS *Name* (WARNER BROS.) - This shows all the signs of a good developing record.

LARRY IRONS, PD, KWNZ, Reno

MARIAH CAREY *Fantasy* (COLUMBIA) - This is a natural for everyone.

ZIGGY MARLEY *Power To Move Ya* (ELEKTRA) - Very addictive. Once you hear it you want more.

I Hate U (WARNER BROS.) - Don't take the title literally. The song is a hit.

BRUCE ROBERTS *When The Money's Gone* (ATLANTIC) - Everybody ought to take a good listen to this. Sounds like a hit to me.

TOM MARTENS, PD, KWTX, Waco

JANET JACKSON *Runaway* (A&M) - This is a song from Janet that fits all demos. Talk about mass appeal!

MARIAH CAREY *Fantasy* (COLUMBIA) - An obvious record, but another uptempo contemporary-sounding record.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Welcome back with a very good record upon her return.

JUSTIN CASE, PD, KZIO, Duluth

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - If it performs half as well as her first, it will be a smash.

GOO GOO DOLLS *Name* (WARNER BROS.) - This will be huge. Big phones after a week of testing.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Performing well as a Hootie record.

MIKE KASPER, PD, KZMG, Boise

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - A great-sounding record.

MARIAH CAREY *Fantasy* (COLUMBIA) - A good song and I'm glad to hear that it's upbeat!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - We've been playing this for a couple of weeks as a buzz clip. It sounds real good on the air!

PAUL WALKER, PD, OK95, Tri-Cities

MARIAH CAREY *Fantasy* (COLUMBIA) - This is obvious. An updated version of a 1985 sound, but it's definitely all Mariah!

JANET JACKSON *Runaway* (A&M) - One of the hookiest Janet songs in years. A guaranteed hit!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - A good debut for Lisa on Geffen.

TONY MASCARO, MD, PRO-FM, Providence

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is a great follow-up. Get this one in immediately.

NICKI FRENCH *Did You Ever Really Love Me* (CRITIQUE) - First one was a hit. This one should do just as well.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Good-sounding song and Darius Rucker only adds to this.

BLUES TRAVELER *Hook* (A&M) - *Hooks* got a nice follow-up to *Runaround*.

RAY KALUSA, MD, Q106, San Diego

MARIAH CAREY *Fantasy* (COLUMBIA) - Tom Tom Club never sounded so good.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Good follow-up to *Stay*. Has enough of the elements of the first single to be recognizable.

P.M. DAWN *Downtown Venus* (ISLAND) - Textbook definition of a fun record.

KEVIN PETERSON, APD/MD, STAR94, Atlanta

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This one picks up where the last record left off.

MARIAH CAREY *Fantasy* (COLUMBIA) - What can I say that hasn't been said already about Mariah?

HEATHER NOVA *Walk This World* (WORK) - This one will be big. Great video on this song also.

JOE FRIDAY, MD, WAEB, Allentown

MARIAH CAREY *Fantasy* (COLUMBIA) - Absolute smash!! It's funky, it's young, it's hip, it's Mariah! Awesome record!!!

JOSHUA KADISON *Take It On Faith* (EMI RECORDS) - If you're looking for a great upper demo female-testing artist, this guy is it. We had him here about a year ago and the chicks dig him. Very similar to his previous songs: *Jessie* and *Beautiful In My Eyes*. This should do well.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Very similar to Hootie & The Blowfish...Duh. What I meant to say is if Hootie works, maybe this will too!

CAT THOMAS, PD, WAPE, Jacksonville

HEATHER NOVA *Walk This World* (WORK) - We will play this. It's been a consensus record - Damon and I both think this will be big!

I Hate U (WARNER BROS.) - This is growing on me. I'm not sure that we can deal with this just yet, but it's growing on me.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I like it a lot. We added it this week!

MARIAH CAREY *Fantasy* (COLUMBIA) - Of course - An obvious hit!

DAMON COX, MD, WAPE, Jacksonville

I Hate U (WARNER BROS.) - To me this man is God, and this record is one of his many miracles.

HEATHER NOVA *Walk This World* (WORK) - Talk about a moody record. Try to immerse yourself in this song. It's deep.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Hootie mania continues. An adult-oriented record that's sure to make waves.

JOHN HARRISON, PD, WAZY, Lafayette

BON JOVI *Something For The Pain* (MERCURY) - Pretty solid. Big in the Midwest. Covers a lot of demo territory.

MARIAH CAREY *Fantasy* (COLUMBIA) - Hey, core artist. Tempo. Thank you Columbia.

ROD STEWART *This* (WARNER BROS.) - Good daytime female record and again, core artist.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - When you see him perform you feel like you are experiencing something very special.

DANNY OCEAN, MD, WBHT, Scranton

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is a smash!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This Edwin McCain is a hot and upcoming songwriter and Hootie doesn't hurt either.

P.M. DAWN *Downtown Venus* (ISLAND) - Smooth as ice. Just like this a lot. These guys are very innovative.

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Top40 Disc-overly Club

DEBBIE WYLDE, MD, WDDJ, Paducah

MARIAH CAREY *Fantasy* (COLUMBIA) - It's going to be #1, no question! We're a Rock-leaning Top40 and we're playing this.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - I saw Hootie & The Blowfish recently, and Edwin played. I'd never heard him sing, but after the show, I was a big fan! He's incredible!

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - This is a good follow-up and should be a hit. I love it!

SCOTT THOMAS, PD/MD, WDJB, Fort Wayne

MARIAH CAREY *Fantasy* (COLUMBIA) - Superstar with a super song!

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - This is a strong follow-up from these guys.

ZIGGY MARLEY *Power To Move Ya* (ELEKTRA) - This is a good end-of-the-summer song.

GOO GOO DOLLS *Name* (WARNER BROS.) - A different sound. This record should do well and cross over.

HEATHER NOVA *Walk This World* (WORK) - Doing well on the Rock side. Look for it to do well on Top40.

LIZ JORDAN, MD, WERZ, Exeter

MARIAH CAREY *Fantasy* (COLUMBIA) - This is a no-brainer. Should be #1 in no time.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Great hook. Also on its way to number one!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - If Hootie works, this should work for you too!

HAWK HARRISON, MD, WFBC, Greenville, SC

MARIAH CAREY *Fantasy* (COLUMBIA) - This is just really hot! A totally good record from Mariah!

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - The movie is just huge, and if you can get away with playing songs like this, you've got to play this one!

HEATHER NOVA *Walk This World* (WORK) - This will be huge!

CHRISTINE FOX, MD, WFHN-FM, New Bedford

MARIAH CAREY *Fantasy* (COLUMBIA) - I love it, love it, love it, love it! Big smash. The girl has some funk after all.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - #1 record. Sounds fabulous on the air. Can't wait for the album.

SHAGGY *In The Summertime* (VIRGIN) - Good follow-up to *Boombastic*. Shaggy's the buzz for the summer of '95. Should do well for us.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - #1 phones. I mean instant phones. #1 requested and it has the movie behind it. This goes right through ya.

JOHNNY A, PD, WFMF, Baton Rouge

MARIAH CAREY *Fantasy* (COLUMBIA) - Good to hear from her again and it's a familiar sample.

SKEE-LO *I Wish* (SUNSHINE/SCOTTI BROS.) - Good night reaction record for us.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - This is another record that will get huge night reaction.

STEVE GILINSKY, PD, WGRG, Binghamton

ANNIE LENNOX *Whiter Shade Of Pale* (ARISTA) - Before we put it on we were getting phones. It's a no-brainer.

BRUCE HORNSBY *Walk In The Sun* (RCA) - Again, getting requests for this and put it on the air.

PAULA ABDUL *Crazy Cool* (VIRGIN) - This is just another good record, but much more mass appeal than the last.

JIMMY STEELE, PD, WHYY, Montgomery

MARIAH CAREY *Fantasy* (COLUMBIA) - It's automatic...What else can I tell you?

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Smash bound - no question!

BON JOVI *Something For The Pain* (MERCURY) - I like it. It's uptempo, and it gets away from the really slow ballad thing.

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - A surprisingly good follow-up to the last record! I didn't expect to hear what I heard on this. It's going to be a real strong player.

ART MONROE, MD, WHTS, Davenport

P.M. DAWN *Downtown Venus* (ISLAND) - This will be a strong song for the fall of '95. This song covers everything.

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - Great follow-up song to their last.

SILVERCHAIR *Tomorrow* (EPIC) - This is a great song to fill that Rock & Roll void out there.

BON JOVI *Something For The Pain* (MERCURY) - Great Bon Jovi tune, reminiscent of their early songs. Should do well.

KEVIN KOLLINS, PD, WIFC, Wausau

MARIAH CAREY *Fantasy* (COLUMBIA) - There are so many good records out now that finding room on the playlist is a problem. But this, well it's just great!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I didn't get *Stay* at first. Then after a lot of listens it grew on me. It's the same with this record. The first few listens I wasn't sure. Now I'm liking it more and more. This should be big!

DEE DEE MCGUIRE, MD, WIOQ, Philadelphia

MARIAH CAREY *Fantasy* (COLUMBIA) - It's radio-friendly. *Dream Lover* with a funky beat.

SOLO *Heaven* (PERSPECTIVE/A&M) - Great record, reminiscent of old time R&B sound.

ULTIMATE KAOS *Some Girls* (MOTOWN) - Just another good-sounding Motown hit.

MONTELL JORDAN *Somethin' 4 Da Honeyz* (RAL/DEF JAM/ISLAND) - Fooling around with this, getting good reaction. Good follow-up to last.

DENA DESNICK, MD, WJMX, Florence

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I'm glad that she's back. She does very well at Top40.

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - These guys are happening now and this should be played. Don't miss the beat.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This is our guy from the South. We are all over this. A sweet Rock sound. Edwin is smooth.

KENNY KNIGHT, MD, WKBQ, St. Louis

P.M. DAWN *Downtown Venus* (ISLAND) - This song is very unique, even for P.M. Dawn. I think it's the goods.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - Just off a couple tests we are getting number one phones. Everybody can play this record.

MARIAH CAREY *Fantasy* (COLUMBIA) - The sample on this song makes it instantly familiar. Will be a big one for Mariah!

WALLY MCCARTHY, PD, WKDY, Utica

MARIAH CAREY *Fantasy* (COLUMBIA) - This is duhhhhhh!

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - Strong follow-up to their last gallery appearance, which spent nine weeks at Number One!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Tingles my ears. This should be a hit!

DAVE MICHAELS, PD, WKFR, Kalamazoo

MARIAH CAREY *Fantasy* (COLUMBIA) - Automatic. If you're not playing this, you're not on the air.

👉 *I Hate U* (WARNER BROS.) - Classic Prince. He should change his name back for this one.

BON JOVI *Something For The Pain* (MERCURY) - It's about time they came out with a Rocker. Good song.

PHIL THOMAS, PD, WKMX, Dothan

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Great tune. Has a little more edge than the last, but you know it's Lisa.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - I really like this. Good Rock-type song. Should do well.

ALANIS MORISSETTE *You Oughtta Know* (MAVERICK/REPRISE) - Just a lot of calls on this. Building very nicely to upper demos now.

TINA SIMONET, MD, WKSS, Hartford

MARIAH CAREY *Fantasy* (COLUMBIA) - Huge! I like cut #3 on the remixes. A total smash!

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - I'm bringing this up to say that the club edit is the only mix anybody should be playing. This was already doing well for us. But this version is going to take this to the next level. It's the bomb for Mikey!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - A smash - Absolutely. I love it!

DENNIS DILLON, PD, WKXJ, Chattanooga

MARIAH CAREY *Fantasy* (COLUMBIA) - Sampling one of the coolest songs in the '80s. Across-the-board smash!

GOO GOO DOLLS *Name* (WARNER BROS.) - This just has massive potential, tempo and great lyrics.

SCATMAN JOHN *Scatman* (RCA) - Playing at night. Consistently pulling in phone calls for us.

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The Rembrants

"This House Is Not A Home"



Elektra Entertainment

Top40 Disc-covery Club

DAVID SKINNER, PD, WLAN, Lancaster

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Will probably be bigger than her last. Instant phones from the first play.

JEFF HEALEY *Stuck In The Middle* (Arista) - Great cover by a great artist.

P.M. DAWN *Downtown Venus* (Island) - Good call on this, plus it's requesting big.

DEM JONES, MD, WMRV, Binghamton

MARIAH CAREY *Fantasy* (Columbia) - Good gosh darn Mariah Carey record.

THE REMBRANDTS *This House Is Not A Home* (EastWest/EEG) - A follow-up to a big, big record. Should do very well.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Good record. I'm not sure if it will be as big as the last, we'll see.

DOUG GUYER, PD, WNKI, Elmira

MARIAH CAREY *Fantasy* (Columbia) - I know this record can't miss. Good record.

THE REMBRANDTS *This House Is Not A Home* (EastWest/EEG) - The first was huge, so give a shot to this one.

ROD STEWART *This* (Warner Bros.) - Any audience will like this one. Should be there soon.

NATALIE MERCHANT *Carnival* (Elektra/EEG) - A lot of requests, a lot of positive comments on this tune.

SEAN SELLERS, MD, WNVZ, Norfolk

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - It was worth the wait. After a couple of listens you'll be singing it all day.

MARIAH CAREY *Fantasy* (Columbia) - This is an awesome song and I love the sample from *Genius Of Love*.

LISA MOORISH f/George Michael *I'm Your Man* (London/Island) - This is a hot song. Should generate requests.

J.T. BOSCH, MD, WRHT, Morehead City

EDWIN McCAIN f/Darius Rucker *Solitude* (Atlantic) - I saw him live. Incredible show. This will be a Top 10 record.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This will be bigger than *Stay*. This is so much more hooky.

MARIAH CAREY *Fantasy* (Columbia) - Oh my God, it's not a ballad. Great uptempo song.

DAG *Lovely Jane* (Columbia) - These guys are from Carolina. This will do very well for us.

RUBY CHEEKS, PD, WRQK, Canton

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Good follow-up. Should do very well for us and the country.

THE REMBRANDTS *This House Is Not A Home* (EastWest/EEG) - They are coming off the biggest record of their career. This should back it up nicely.

KEITH CURRY, MD, WSNX, Grand Rapids

MARIAH CAREY *Fantasy* (Columbia) - Oh obviously - straight to the top!

SILVERCHAIR *Tomorrow* (Epic) - I think it's a great song. It's the best Modern Rock record out right now! These guys are just teenagers, but they rock!

COOLIO *Gangsta's Paradise* (MCA Soundtrack) - Play the song!

TONY BRISTOL, MD, WTIC-FM, Hartford

JANET JACKSON *Runaway* (A&M) - A runaway smash!

MARIAH CAREY *Fantasy* (Columbia) - Mariah Carey, a multi-format, fun-sounding, refreshing new tune from the Goddess of Pop!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - A very strong return for a female-relatable artist.

JOHN ANDERSON, PD, WVAQ, Morgantown

THE REMBRANDTS *This House Is Not A Home* (EastWest/EEG) - Good record. Good follow-up to the last. Should do well.

MARIAH CAREY *Fantasy* (Columbia) - Recognizable hook on this. What can go wrong?

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is a good crossover tune. Should do well at AC/Top40 and Alternative.

BILL SHAHAN, PD, WVSR, Charleston

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - This is so good, it's haunting.

ROD STEWART *This* (Warner Bros.) - This is Rod Stewart. Sounds like a hit to me.

MARIAH CAREY *Fantasy* (Columbia) - For God's sake, it's Mariah with another hit!

EDWIN McCAIN f/Darius Rucker *Solitude* (Atlantic) - This may be a big hit. I love this record.

TONY CASTLE, MD, WWST, Knoxville

MARIAH CAREY *Fantasy* (Columbia) - A cool tune. It will be a smash!

ROD STEWART *This* (Warner Bros.) - A cool tune. A natural female draw!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I think I like this even better than *Stay*. It's good!

JOHN IVEY, PD, WXKS, Boston

MARIAH CAREY *Fantasy* (Columbia) - Nice first effort from her new project.

JIMMY BUFFET *Mexico* (MCA) - This is worth a listen.

EDWIN COLLINS *A Girl Like You* (A&M) - The best new sounding record.

DAVY CROCKETT, PD/MD, WYCR, York

MARIAH CAREY *Fantasy* (Columbia) - A no-brainer. Get it?

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I like it and she looks great in her glasses too!

ZIGGY MARLEY *Power To Move Ya* (Elektra) - This has been bubbling under here for a while. I'm definitely getting a feeling who his is about to really happen!

DAVE EUBANKS, MD, WZJM, Cleveland

MARIAH CAREY *Fantasy* (Columbia) - Can't wait to hear the duet with Boyz II Men.

THE REMBRANDTS *This House Is Not A Home* (EastWest/EEG) - This is almost as good as the last. Should do very well.

BACKSTREET BOYS *We've Got It Goin' On* (Jive) - Infectious toe-tapping groove from the same producers that brought us Ace Of Base. The fact that they're good-looking guys doesn't hurt either. This will stir interest.

TOM GARRETT, PD, WZOK, Rockford

JANET JACKSON *Runaway* (A&M) - Has exploded across-the-board...Top 10 phones.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - A real welcome track.

☛ *I Hate U* (Warner Bros.) - Goes back to his R&B and Soul roots.

ROB BLAIR, MD, WZPL, Indianapolis

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - I love it. It's going to be a smash!

MARIAH CAREY *Fantasy* (Columbia) - Oh yeah - this will be a smash! It's going to be a hit for Mainstream Top40, AC's and Rhythm stations.

TAKE THAT *Back For Good* (Arista) - This is shaping up to be big. It's been slow to start, but it's been building and is turning into an adult monster!

COOLIO *Gangsta's Paradise* (MCA Soundtrack) - Huge! We're trying this at night on our countdown!

ADAM COOK, PD, XL106.7, Orlando

MARIAH CAREY *Fantasy* (Columbia) - Great song. Different twist. Hip-sounding song.

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - Great tune. Strong hook. After several listens should be a big song for her.

COOLIO *Gangsta's Paradise* (MCA Soundtrack) - If you want a teen reaction record to play at night, this is the one.

CHARLIE QUINN, PD, Y107, Nashville

ALANIS MORISSETTE *You Oughtta Know* (Maverick/Reprise) - An edgy, exciting, different sound for Top40 radio. It's Bimbo Rock.

MARIAH CAREY *Fantasy* (Columbia) - It's so different from the last. We want to expose it and see how the audience reacts.

MICHAEL BOLTON *Can I Touch You...There?* (Columbia) - Doesn't sound like a Michael uptempo adult-leaning record. Interested to see how it crosses.

JOE LARSON, PD, Z104, Madison

MARIAH CAREY *Fantasy* (Columbia) - Gee...Do you think this will get a whole bunch of adds this week? A smash!!

THE REMBRANDTS *This House Is Not A Home* (EastWest/EEG) - We love this. Perfect for us! A hit!

EDWIN McCAIN f/Darius Rucker *Solitude* (Atlantic) - I saw him in concert and I really like this!

DANA LUNDON, MD, Z104, Madison

MARIAH CAREY *Fantasy* (Columbia) - Like Joe said, a smash!

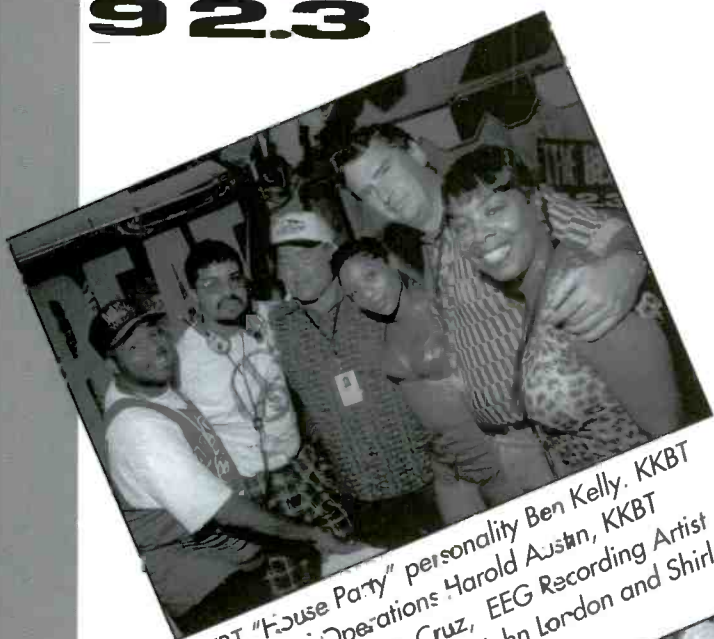
JOAN OSBOURNE *One Of Us* (Mercury) - Look for this one. It's very, very good!

LISA LOEB & NINE STORIES *Do You Sleep* (Geffen) - 90% positive when we played this on our "Like It Or Launch It" last night!

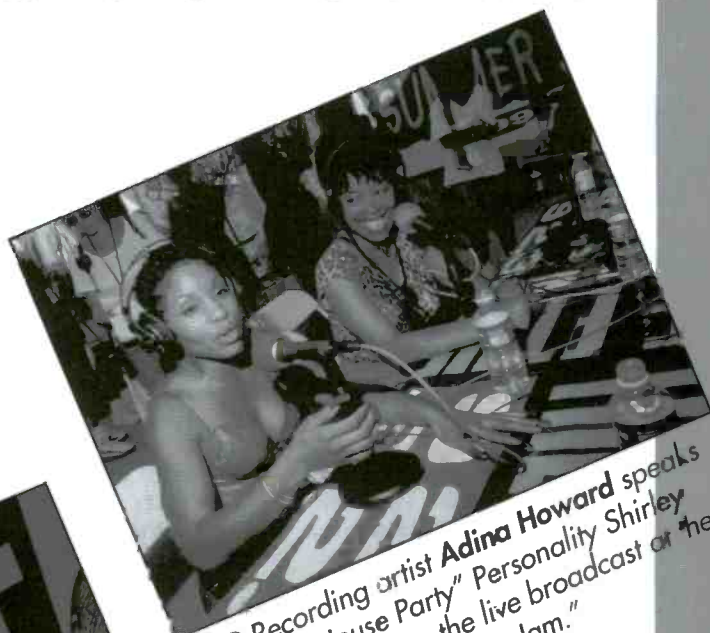
EDWIN McCAIN f/Darius Rucker *Solitude* (Atlantic) - Oh, it's a smash! I think that Darius' vocals along with Edwin's are far stronger than any of Hootie's own stuff...which is saying a lot!

THE BEAT 92.3

SUMMER JAM



KKBT "House Party" personality Ben Kelly, KKBT Director of Operations Harold Austin, KKBT personality Dennis Cruz, EEG Recording Artist Adina Howard, KKBT's John London and Shirley Strawberry.



EEG Recording artist Adina Howard speaks to KKBT "House Party" Personality Shirley Strawberry during the live broadcast of the '92.3 The Beat Summer Jam."



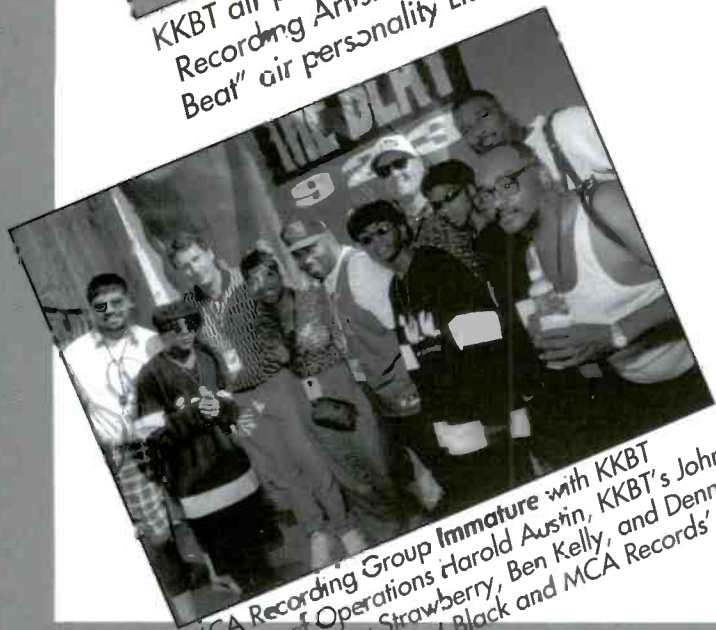
KKBT Air Personalities Lisa Canning and EPIC Recording Artist Patra.



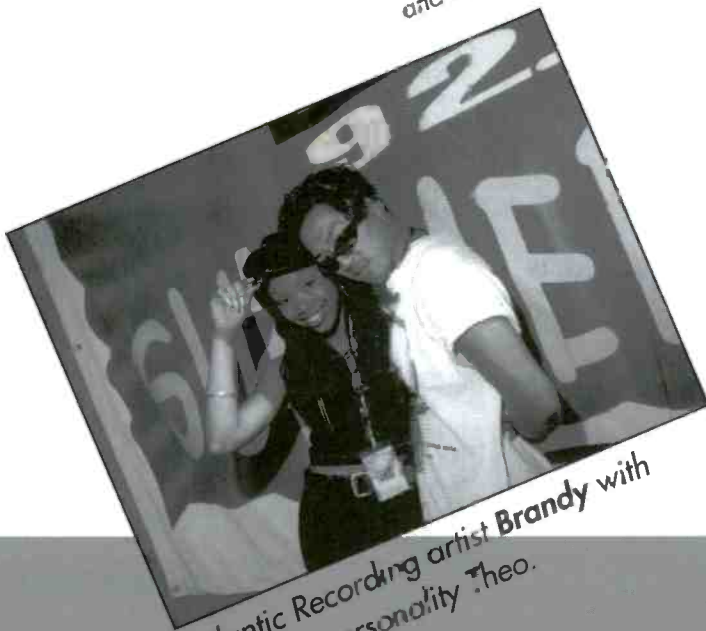
KKBT air personality Theo, Yab Yum/550 Recording Artist Jon B., and KKBT "Night Beat" air personality Lisa Canning.



Tommy Boy Recording Group **Naughty By Nature** with KKBT's Director of Operations Harold Austin, and KKBT Air Personality Theo.



MCA Recording Group **Immature** with KKBT Director of Operations Harold Austin, KKBT's John London, Shirley Strawberry, Ben Kelly, and Dennis Cruz with KKBT's Tre Black and MCA Records' Alan Carroll.



Atlantic Recording artist **Brandy** with KKBT air personality Theo.

JILL GOSSETT & MARK MCGILL

GM & PD, WSNX, Grand Rapids

MARK, GIVE US A QUICK UPDATE ON YOUR RESUME. WHERE YOU GOT STARTED, WHEN YOU GOT IN AND HOW YOU ENDED UP THERE IN GRAND RAPIDS.

Mark: I went to Columbia College in Chicago and worked at the college station beginning the summer of my freshman year. A good friend to this day, Jeff Kapugi, gave me my first shot doing a morning shift. This later grew into the Music Director then PD of the college station. After graduation I worked at WBUS in suburban Chicago, where I did everything from parttime to overnights to nights. Moving on from there I went to work at WVIC (Goodrich Broadcasting) in Lansing, Michigan, my wife's hometown. After a few short weeks at WVIC, Goodrich transferred me to WSNX, Grand Rapids/Muskegon as MD and afternoon host. After three years at WSNX, Kevin Gossett (PD/Morning Man at the time) hired me at WGRD, Grand Rapids to be his APD/afternoon host. After two years at 'GRD the station changed ownership and some changes transpired. The GSM at 'GRD segued to WSNX as GM and hired me "back" to "SUNNY" to be PD/Morning Man. It's great to be back! Oh, and here's a funny thing, Jill Gossett, WSNX's General Manager is Kevin's wife.

OH, IS THAT RIGHT?

Yes. Kevin is the Morning Show Host for Evergreen's WASH-FM in Washington, D.C. Jill Gossett, his wife is here with Goodrich Broadcasting as the General Manager of WSNX-FM, WMRR-FM, WSNX-AM.

Jill: Grand Rapids like many cities this year has seen numerous changes due to duopoly restructuring. A year-and-a-half ago significant changes occurred within our staff and I put together our new team. I was very pleased to have Mark McGill join us. His knowledge of the market, having worked now for six years in West Michigan is most valuable.

GRAND RAPIDS IS AN INTERESTING MARKET FOR A COUPLE OF REASONS. ONE IS THAT FOR A MARKET ITS SIZE, IT WAS REALLY, UP UNTIL VERY RECENTLY, ONE OF THE LAST MARKETS TO HAVE TWO TOP40S GOING HEAD TO HEAD.

Mark: Exactly. Grand Rapids had two Top40's: WSNX and WGRD.

The only changes SUNNY has seen have really been for the better!

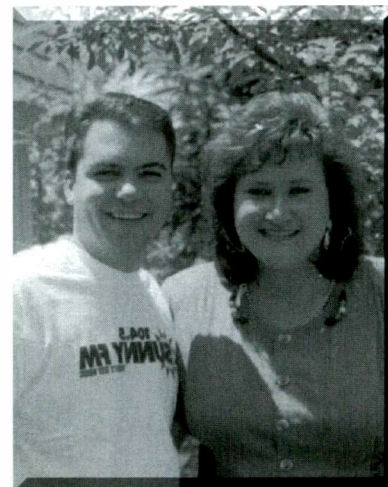
We're very pleased that SUNNY has the largest share in the Grand Rapids market that it has ever seen. We're on the streets of "G.R." with morning show antics or client events every week. WGRD was an adult Hot AC when Liggett Broadcasting purchased it from Regional Broadcasting. Liggett also owned cross-town AC/WLHT. They changed WGRD back to Top40. It seemed to be a hope for WLHT to gain 'GRD's AC adults and for 'GRD to re-establish itself as the Top40 leader, but that didn't happen. SUNNY had entrenched itself as the Top40 leader and WGRD lost in a head-to-head battle. We believe consistency won out and Liggett thought that all they would have to do was say WGRD was Top40 and people would come running back. Fortunately, the market was very happy with SUNNY being the Top40 leader. Everyone found out it's about performance not just labels. WGRD has since changed formats twice. Top40 to Modern Rock to New Rock. They won't play anything "poppy" at all. They'll play some Gin Blossoms and Counting Crows, but we're the only station playing Real McCoy, TLC, Ace Of Base, All-4-One, and Coolio just to name a few. Oh, and WGRD has just been sold

YOU GO AFTER EACH OTHER. OBVIOUSLY THAT'S CHANGED A LITTLE BIT NOW THAT 'GRD IS DOING THE NEW ROCK THING, BUT YOU'RE LESS DIRECT COMPETITORS. YET OBVIOUSLY EVERYBODY WITH A SIGNAL IN THE MARKET COMPETES AGAINST EVERYBODY ELSE.

Jill: You betcha. The financial competition is still there for every dollar that comes into our market. We have to share with our advertisers "our story," how we can help their business prosper, and under promise and over deliver to receive more than "our fair share." 1994 was a record year for sales for our properties here. WSNX/WMRR/WSFN. 1995 is pacing nicely ahead, but we're always striving to do even better.

Mark: Programming-wise we're not calling each other names on the air, well, not anymore. Again, we're the only station playing the poppy stuff. 'GRD's PD and I have remained friends even through the battle.

NOW THAT YOU'VE PRETTY MUCH ACHIEVED TOP40 MARKET CUME EXCLUSIVITY, HOW DO YOU SEE WSNX EVOLVING?



THAT NICHE? IS THERE ANY SORT OF DISCUSSION OF THAT?

Mark: Sure there's discussion, we'd be foolish not to evaluate our options and where the holes are. Our conclusion amounts to taking advantage of areas we can stretch a little and give our audience the hits they want to hear. We do believe in dayparting somewhat, but again, not so much so that you'd think you're listening to a different station. We focus on staying "hip" and having passion for the music we play.

GIVE US A LOOK AT THE LIFESTYLE OF THE AUDIENCE IN THE MARKET.

Mark: They're families. There is a funny saying about Grand Rapids... that there's a church on every corner...well there is, nearly! It's a great place to raise a family and have a home. People are active and enjoy the outdoors. Our market, Grand Rapids/Muskegon is on Lake Michigan so we take advantage of the lakeshore. It's a beautiful resort community in the summertime with fabulous dune beaches, state parks, and tons of marinas. Also, great fishing, hunting and snow skiing is nearby in the winter.

Jill: There's a good number of international companies with their world headquarters here, including Amway's corporate offices and manufacturing plants. Perigo, the world's largest drug manufacturer of aspirin and cough syrup is here. The Brunswick Bowling Corp., the Bissell Vacuum Company, Steelcase, Herman Miller Furniture, Guardsman Products, Gerber Foods, and the list goes on! Industry here is excellent and the retail community grows substantially every year.

PAINT US A PERFECT PICTURE OF THAT IDEAL TARGET DEMO. TELL US

...Continued On Page 21

"We're very pleased that SUNNY achieved a 7.6 share, 12+ in the Spring '95 Grand Rapids Accuratings. That's the largest share in the Grand Rapids market that SUNNY has ever seen." - MARK MCGILL

again to Patterson.

ALSO UNIQUE IS WHILE IT'S A COMPETITIVE SITUATION, THERE ISN'T SOME OF THE ANIMOSITY BETWEEN SOME OF THE PERSONALITIES INVOLVED.

Jill: Yes, that's true. There's been a lot of turnover with people going to different stations within the market. This is primarily because of duopoly/personnel changes. There's probably somebody at nearly every station in the market that Mark and I have both worked with.

Mark: While we are competitive it's a friendly kind of competition. It's not uncommon to see some of their staff at our free concerts, and our staff at one of their movie sneaks.

Mark: Jill and I with Bill Richards our consultant talk about this often. We're going to continue to stay Mainstream Top40 and play the hits. We've learned from others mistakes that you must stay focused to win with your targeted key demos. We're not going to be one of those station's that's a Hot AC during the day and then at 5 p.m. you turn in to something completely different. We'll focus on continuing to grow our key demos, while "tweaking" or fine tuning our music to achieve mainstream balance.

WITH THE ABSENCE OF A HOT AC COMPETITOR, IS THERE A TEMPTATION OR ANY PRESSURE FROM MANAGEMENT TO MAYBE ADJUST THE FORMAT TO TRY TO FILL

...Continued From Page 20

ABOUT HER.

Mark: Our "litmus test" is that both mother and daughter listen. They're mostly women who are working professionals; moms, and college and high school students. Our main demo is 12-34, with the target being a 26-27 female. A "P-1" listener would typically wake up with SUNNY, get ready for work, maybe get the kids off to school, who also listen, drive to work, maybe listen at work or over the lunch hour, and drive home listening. She also leads a very active lifestyle. There are certainly men who also listen too, but the target is women.

WHAT DO YOU DO TO APPEAL TO HER? WHAT ARE THE TYPES OF FEATURES THAT YOU PROGRAM? WHAT ARE THE TYPES OF THINGS THAT YOU TRY TO GET YOUR STAFF TO DO TO MAKE WSNX BE HER RADIO STATION?

Mark: We live their lifestyle and take an interest in what interests them. We let them know that we care, rather than have them care that we know. We watch the TV shows they do, we read the magazines they do, and play the home Sega video games their families are into.

We go to see the movies they see, and talk about 'em with their input. We frequent their "hang-outs" like the nightclubs, the movie theatres, and the beaches. We give them "local SUNNY free concerts" with national recording artists, other concert tickets, trip giveaways to destinations of their choice, an annual car giveaway of a new convertible Mustang; active lifestyle prizes like waterskiis, waverunners, mountain bikes, campers, an annual "Cash for College" scholarship contest awarding six students each, an annual Bridal Fair, annual High School Football and Basketball half-time contests, and an annual "SUNNY Summers" High School basketball fundraising team. Jill has done a fantastic job of conceptualizing and implementing promotions that are great for programming and that generate sales.

Jill: Thanks Mark! One of the key elements of success at SUNNY has been incorporating promotions that directly benefit programming, the listener and the sales department. We've never sold one out for the other, that's of course also essential for success. I'm so pleased with the super team of people who have worked together to make this happen. Hugh S. McPherson, GSM, Elena Angelos, Marketing Director, Mark Jacobs, Creative Services Director, Mark McClure, Local Sales Manager, Mike St. Cyr, Operations Manager, a hard-working on-air staff and sales team. And of course our programming consultant,

Bill Richards, and sales training consultant, Chuck Mefford.

LET'S TOUCH ON YOUR STAFF A LITTLE BIT. YOU TALKED ABOUT MORNINGS. WHO DOES THE SHOW AND WHAT'S IT ALL ABOUT AND WHEN IS IT ON AND GIVE US ALL THE INFO.

Mark: It's "McGill in the Morning." We're on 5:30 a.m. - 10 a.m. I do the morning show with our New Director, Sabrina Fairchild, who is a super "in demo female," and a sidekick/producer. So it's a three-person morning show, plus an intern who can help out. We do a lot of Morning Show "antics" out and about in the community to reach out and touch our listeners. There are several syndicated shows in the market who can't offer this to their listeners, so we feel this is a very good thing for SUNNY. WGRD has Kevin Matthews on a day-later, tape delay basis, Urban AC, WMHG, reaching Muskegon only, has Tom Joyner.

So we do a lot of local stuff. I've got a 16-month-old daughter who's in potty training right now. You wouldn't believe the women who want to offer support and advice to remedies for child care. And believe me, some of it's very funny. We talk about what our listeners find interesting like that, and their love lives. We have special features that listeners can participate in, such as "The McGill Mindbender," and

"One of the key elements of success at SUNNY has been incorporating promotions that directly benefit programming, the listener, and the Sales Department. We've never sold out one for the other, that's of course also essential for success." - JILL GOSSETT

"Useless Trivia." Middays we have "Britta." Britta is from West Michigan. She went to San Diego and worked a bit in radio there. She sang the National Anthem at almost every Chargers home game, then decided to come back home. Britta has been with SUNNY for about a year, and does a super job. We're very pleased with Britta. She's another "in demo female" at SUNNY. Her show includes the feature "Flashback Hits." During the noon hour we throw in a few "Flashback Hits" from the '80s and early '90s.

THE FACT THAT BRITTA IS LOCAL MEANS SHE CAN TALK ABOUT THE MARKET WITH A REAL INATE KNOWLEDGE OF WHAT SHE'S SPEAKING ABOUT.

Absolutely, and it comes through. I've been in the market for six years and our afternoon host has been in

the market four years as well. So we all have been here for a while and know the market.

AFTERNOONS YOU HAVE?

Mike Sinclair. Mike's been at SUNNY for about a year now. He's also been a production director in the market, so he's kind of the Assistant Production Director for SUNNY. Mike's show includes a feature of "At-Work Network Trivia." Mike's married and has a young son, so he's doing a lot of relatable lifestyle stuff, too. Nights come alive with Keith Curry, 7 p.m. - midnight. Keith is also our Music Director. When I first came "back" to SUNNY Keith was doing overnights. Keith offered to "help out" and wanted to learn more, so we got him up to speed. He's become a real asset to SUNNY and to me. Keith and I have music meetings every week and he really assists me. Keith works with the record reps and they know he's not just a "speed bump." Keith's night show is very strong! At night we tend to be a bit younger being the only Top40 in town, and Keith really relates to the teens. He also lives the lifestyle, and goes to area football games when he can. Keith will have the cheerleaders and a few players as guests in the studio a couple days before a "big game," which creates quite a stir. *Spin*, *Teen* and *Rolling Stone* magazines are just a few of the read materials Keith keeps up with. He knows what the teens are talking about, what's hot and what's not.

WHAT'S THE MUSIC PHILOSOPHY THERE? WHEN YOU AND KEITH ARE TALKING ABOUT A PARTICULAR THING THAT YOU LISTEN FOR, A PARTICULAR TYPE OF ARTIST OR A PARTICULAR ATTRIBUTE OF A SONG THAT MAKES IT REALLY RIGHT FOR YOUR STATION OVER SOME-THING ELSE?

Mark: Balance is a big word for us and we do have a unique situation. Listening to SUNNY one could tell this. With 'GRD and 'KLQ battling over the Rock product in the Grand Rapids market we can afford to play only the absolute best, big hits on the Alternative/Rock side. The Collective Soul's obvious, but we can wait on other product until it's a big hit, then we'd hit it. The Counting Crows and the Gin Blossoms we're gonna play. So we're kind of unique in that we can let

some of the Alternative stuff get top five, which makes the record guys bang their heads against the wall on why we're not playing something. Coming back to the fact that we're the only station that will play Real McCoy, TLC's *Waterfalls*, Montell Jordan, Coolio, and Adina Howard, we leave some of the slots open and play those records. We can also wait a little bit on those because nobody's gonna beat us to the punch there! Nobody's gonna be "hipper" than us on the Urban dancy/poppy side. So it's very unique. We're also a very safe radio station with familiar Mainstream variety being the key. We play what people expect from us. They want to hear the Soul Asylum's and Collective Souls, but they want to hear the Fun Factory and the All-4-One's too. So again, it's a matter of balance.

LOOKING AHEAD, WHAT'S NEXT FOR WSNX, MARK MCGILL AND JILL GOSSETT?

Mark: I'm real happy here for now. My wife has a great job too, and we enjoy beautiful West Michigan. It's a super place to raise a child. Being from Chicago with my entire family still living there, it would be fantastic to get there by the time our daughter, Kennedy goes to school. She'd have her cousins, aunts and uncles to grow up with. If that doesn't happen we'll continue to enjoy West Michigan, our friends here and working for Goodrich. As for the station, we're going to stay the same. As the market evolves we may as well. As mentioned before, "tweaking" and fine tuning our product is on-going. You can count on WSNX remaining a Mainstream Top40 radio station, doing what we do best!

Jill: The past year-and-a-half here at WSNX/WMRR/WSFN has been a handful what with nearly an entire staff change, separating the FM sales forces, doubling our sales team, opening a satellite Grand Rapids Sales Office, and the head-to-head Top40 battle for SUNNY in Grand Rapids. We've accomplished a great deal with Programming and Sales performance. I'm very proud of our team accomplishment! We are currently building a Grand Rapids studio from which some programming will originate. Currently, our studios are in Muskegon with our tower half way between Grand Rapids and Muskegon. SUNNY serves both markets. Personally, I've been having a ball, working hard, but, enjoying the fruits of our labor. Sometime in the not too distant future I will work toward living and working in the same market as my husband. We've been doing the long distance commuting thing for 18 months now. Until then, onward and upward and thank goodness for frequent flier miles.



ROCHELLE NEWMAN

AN AD AGENCY PERSPECTIVE ON BUYING RADIO

Ad agencies, acting on behalf of their clients, the advertisers, are always on the look out for more. But not just any "more." Not the kind of "more" that leads solely to "mass targeting," also known as the shot-gun approach. But rather, a very specific "more" – streamlined to meet our specific needs. Let's be honest: ad agencies want more personal service, more "added value," more targeted ideas, more spots, more results, more and more (with the exception of rate increases). Our clients are heavily focused on the bottom line, so the more we can do for them, the more results we can generate, the more money we can save them, then the more fruitful our relationship will be.

We need our radio partners to understand that at a very basic level, that is how we think and that is how we need them to think. Once upon a time, our job was to create advertising and plan and buy the media that would expose a target consumer to that advertising. Now we must do more. Once upon a time, it was a radio rep's job to sell air time to set the rate, assist with a schedule that will reach a broadly defined target audience. Now, as you know, and as most of you do, it is time to find ways to do more.

Before we analyze what "more" an advertising agency looks for from radio, let's take a look at what we're already getting.

While radio listeners tune in for music, personalities, news, talk and other format preferences...advertisers and their agencies should be turned on by the media's flexibility. The medium is portable, allowing your message to travel with the consumer. The medium is immediate, conveying up-to-date entertainment and information, and enabling advertisers to change their message as frequently as necessary. The medium is interactive, allowing for consumers to have a voice by calling-in, going to a live remote, or any other form of participation that puts them in contact with both the station and the advertiser. And, there's more. So if radio gives so much, what could an agency still be looking for?

- More information – about your station's listenership as it relates to our client's products and services. The more data that you can provide an agency with that supports that your listeners are our clients core consumers, the better. Just knowing that you do well with women 18-34 is no longer enough. You have the tools to know who that 18-34 year-old really is, what she sounds like, what she buys, where she lives and what she wants. Use those tools and share them with the agency whenever you can, even if we don't ask you for the info.

- More local market data – to keep us up-to-date on what's going on in your ADI. Remember, in many cases, a station rep can be the eyes and ears of an ad agency in a market that they are unable to visit personally on a regular basis. Follow-up with the agencies that are buying your station and those that haven't bought it yet.

Provide local market insights that may be relevant to the agency's business, even if they have nothing to do with something your station is trying to sell. Agency's remember reps that go the extra mile and do more.

- More creativity – especially if it involves taking an agency's client and developing an ownable program for them, to set them apart from the "standard" advertiser. It might be an on-air program, a merchandising vehicle, a contest or promotion, or perhaps a multi-branded program that leverages the station's relationship with related but non-competing clients. Agency's are looking for creative partners. Once they've finished a spot and it's filling its pod of air time, they're hungry for ideas that will excite them and their client. Create opportunities. Make sure your sales department and programming department are in constant communication about what your advertisers need. If you're going to create new ideas, why not make sure they're the kind of ideas one of your agency's is likely to buy?

Of course, there's more. There's always more, no matter how great a job you're already doing. And you are! You really are! Radio reps throughout the country continue to provide agencies with the highest standard service and product.

ABOUT THE AUTHOR: Over the past 15 years, Rochelle Newman has specialized in Hispanic Market advertising and has worked with a wide range of blue chip clients including Procter & Gamble, Kraft General Foods, Domino's Pizza, and many more. Prior to co-founding Enlace Communications, she was President of Font & Vaamonde's West Coast offices, a division of Grey Advertising. Founded in 1994, Enlace is in a strategic alliance with general market agency Chiat/Day and currently handles the Hispanic marketing programs for Home Savings of America, Jack In The Box, Q Lube, L.A. Gear, California Hospital Medical Center and others.



MARK SHANDS

RADIO CLEAR-CUT,

RULE OF THE SLUMLORDS

Now that David Letterman is joking about media mergers on a regular basis, I guess it's official: We're at the peak of merger mania in our world of broadcasting.

The Walt Disney Company takes over Capital Cities/ABC for \$19 billion. Westinghouse Electric lays down \$5.4 billion for CBS. Letterman screams that he's working for bottomfeeders, and hints that he'd like to make a move to ABC.

Here at your local level, radio stations are being traded like baseball cards. The guys from corporate say, "We don't run radio stations for your benefit. This is a business. We run radio stations to make money."

Where does the audience fit into this?

Don't broadcasters use the public airwaves to provide service in the public interest? Or has the public interest thing kinda been swept under the rug, a relic of the past?

William Pfeiffer, editor of AIRWAVES RADIO JOURNAL, an Internet-based radio-professional publication, says, "It is the slumlord attitude that says we don't run our building for the tenants benefit.

Sadly, people with this attitude truly could not care less about those they presumably serve, because they are serving only two masters: the almighty dollar and themselves. How pleasing it is to realize that the great medium of radio is in the hands of those who could not care less about the listener (whom they supposedly serve)."

Pfeiffer says, "I am certainly not opposed to stations making a profit. But there is more than one way to make a profit. Many owners still care about service, and their stations are continually at the top of the ratings. However, others seem to have a slash-and-burn, who-cares approach which will bring high profit for an owner in the short run, but will leave in its wake, a devastated broadcasting structure that may never recover. It is this reporter's opinion that the new [radio station] ownership regulations foster the latter philosophy at the expense of the former." Pfeiffer can be reached via email at EDITOR@airwaves.com.

Mr. Pfeiffer is hardly alone in his fears. Here in my local Portland Oregonian the editorial says, "Lawmakers should make sure that radio, television and the print media don't lose their multiple independent voices and diversity of opinion in the rush to form media monopolies under deregulation."

Columnist Robert Reno asks if the media are about to join those industries "whose days of glory lie behind them. Railroads, steel, airlines, financial services..."

America is becoming more and more diverse. How much diversity will we have in broadcasting when it is controlled by a handful of corporations?

Jeff Cohen of the media watchdog group FAIR says "The old public interest standards are being thrown out. What used to be illegal is now being bragged about."

Any radio programmer who has seen his/her direct competitor turned off knows that it is not a total positive. Next thing you know the owner and upper management no longer feel a sense of urgency to improve or maintain your product. There's no longer this reason to do things. Tools you took for granted disappear. The outdoor advertising, the music and audience research budgets, the part-time hours, the pay scale for your talent. Your station may not be as good, but hey, there's no competition. They've been bought by your company and made into something that does not compete. Great for the owner, sometimes very bad for the audience.

The NAB Radio Show is coming up at the New Orleans Convention Center September 6-9. Will the leaders of our industry address these questions? Or will they ignore them? Many of us who really care about radio will be looking to see their reaction to our current state of merger. As the people who make radio happen, we expect to hear some discussion of these critical issues. We will be watching.

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

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Elekta Entertainment

D'Angelo

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WPGC	20x	WWKX	21x	KZHT	11x
WJJS	27x	WJMH	23x	KKSS	8x
WHJX	32x	KBOS	11x	KYLD	6x
WHHH	41x	KZFM	8x	FLAVA1580	10x
KCAQ	16x				

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EMI

MTV
buzz clip

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AUDIENCE OVER 7 MILLION!!!

LP IN STORE OCTOBER 10th

KEY ROTATIONS:

WQHT	43x	WPGC	21x	Z90	11x
WERQ	27x	WJMH	40x	WWKX	13x
FLAVA1580	32x	WHHH	7x		

IN ROTATION AT:

WPOW Miami WJJS Roanoke
KBXX Houston

NEW ADDS AT:

KMEL KHTN KCAQ WHJX WHHH



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Reazar's Records

• Congratulations to Epic's **Barbara Seltzer** as **MICHAEL JACKSON'S** "You Are Not Alone" becomes the first ever to debut at #1 in the entire history of the Billboard Chart. According to SoundScan, the single sold 120,286 copies it's first week out. This week it sold over 125,000 and on over 135 radio stations. And to quote **Barbara**, "This is a first for **Michael** and no one can ever beat it, they can only tie it!" This is a feat even **ELVIS** and **THE BEATLES** did not accomplish. It also beats **Michael's** previous record for the highest debut, #5 with "Scream." According to the CVC Report, **Michael's** short film for "You Are Not Alone" is the most played video in the country. It's #1 on the Broadcast & Cable Top 50 Chart, #1 on the Pop Top 20 Chart and #1 on the R&B/Rap Chart.



- Happy Birthday to the Birthday Dog, **Peter "Kissel" Napoliello** on August 29, "Back In The Day."
- The long-awaited return of **Bruce Tenenbaum**, former Sr. VP/Promotion at MCA, is upon us. Expect him to land anyday now at the Left Bank Organization.
- The power line-up has changed again at **POWER106/Los Angeles** with the addition of **Jim "Poorman" Trenton** on nights, effective September 11.
- **92Q/Baltimore's** Harbor Jam '95, Sept. 16 at the Pier 6 Concert Pavillion will feature

BRANDY, NOTORIOUS B.I.G., KUT KLOSE, JON B. & SKEE-LO. Pix to come.

- My homedog slang-slinger **KSFM PD Rick Thomas** continues to enlarge our street vocab: **Chillin' + kickin' = Chi'ckin'!!!!**
- **F.Y.I.:** Left out of the interview with **Charlie Maxx** last month is the fact that her husband **Jay Gleason** is PD at **KRAD-FM** across the street. Word has it they fight over what radio station is on in the house and car!!!

SUMMER ARBITRENDS

- Props to **Rick Thomas, Billy Burke** and **Trejo** of **KSFM/Sacramento** as they go **7.2 - 8.5 12+**.
- Props to **Cliff Tredway** and **Charles Chavez** of **KTFM/San Antonio** as they go **9.2 - 9.9 12+**.
- Props to **John Candelaria** of **KPRR/EI Paso** - they stay a strong #1 as they go **13.8-14.6 12+**.
- Props to **Neil Sullivan** and **Scott Davidson** **WOVV/West Palm Beach** as they go **2.9 - 3.2 12+**.

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

- **Heidi Jo Spiegel** and the Big Beat promotion staff are still juckin' with **THE BUCKETHEADS** "The Bomb," added at **KRBE/Houston**. **JUNIOR MAFIA'S** "Player's Anthem" in active rotation on MTV last week. "Player's Anthem" is #6 on Video Juke Box and Top 10 Single Sales. The album "Conspiracy" in stores this week. Look for the latest, cleanest version with new verses cut by **NOTORIOUS B.I.G. MAD SKILLZ** "The Nod Factor" is #18 SoundScan in San Diego and seeing sales and mix show action in **New York, Washington, San Diego** and **Richmond**.
- **Peter Napoliello**, the birthday boy from back in the day has a hit with **AZ** "Sugar Hill." Sales are exploding everywhere! Top 10 sales in all major markets! New this week at **POWER96, WHHH, WHJX, KHTN, KCAQ & KMEL**. Spinning at **WPGC 21X, HOT97 43X, WERQ 27X, and WJMH 40X**, just to name a few. The West Coast should be all over this great track, which is selling faster than they can manufacture the single. Huge requests at **The Box**. Superstar **D'ANGELO'S** "Brown Sugar" continues to explode with his LP and single in Top 10 sales around the country. **MTV Buzz Clip** is certification of a bonified smash! Huge call out! New this week on **KS104, KUBE, WHJX**. Big sales picture developing on **GURU** "Watch What You Say." You should be jamming this on the box now!!!!
- **Michael Plen** and the Virgin staff have the new **SHAGGY** hit "In The Summertime," featuring mixes with **Mongo Jerry/Rayvon** and the **Isley Bros.** Added this week on **KKSS & WJMH**. The version of **PAULA ABDUL'S** "Crazy Cool" that's kickin' at rhythm radio is the **Bad Boy Bill House Mix**. On over 78 stations already. Virgin's secret weapon that can

be yours is the **IMMORTALS'** theme from the movie **Mortal Kombat**. It's got a techno vybe to it. Produced & written by **Oliver Adams** and **Maurice Engelen**, it's played throughout the movie and credits. **POWER96/Miami** is testifying to it.

- **Mike Becce**, Sr. VP/Tommy Boy tips us to the fact that the new **COOLIO** album will include the hottest jam in America, "Gangster's Paradise" from the **Dangerous Minds** soundtrack. Every track on the LP is as good as "Gangster's Paradise." You'll get your hands on it by the end of the month. Check out the new **NAUGHTY BY NATURE** "Clap Yo Hands" and be on the look out for **L.V.'s** "Throw Your Hands Up."
- The **Wack Pack - Blair, Walk, Reiner** and **Strazza** of Columbia have the hottest single of the year - it's from **MARIAH CAREY'S** "Daydream" LP and it's called "Fantasy," sampling the **Tom Tom Club's** "Genius of Love." The remix by **Puffy Combs** features **Ol' Dirty Bastard** rappin.' It's the most added at pop and rhythm radio this week and the record of the year!
- **Greg Thompson** and **Don Coddington** of Elektra report that **DAS EFX'** "Real Hip-Hop" and "Bankhead Bounce" from **Diamond f/D'ROC** are annihilating the air waves now! Special alert: **GERALD & EDDIE LEVERT'S** "Already Missing You" on your desks now! **CORONA** "Try Me Out" officially impacting 9/18. **TERRI ELLIS'** (of **EN VOGUE**) "Wherever You Are" will be in your hands 9/6. **SILK** "Hooked On You" hits your desk 9/27.
- **Jerry Greenberg** of **MJJ/550** has **3T - TITO JACKSON'S** sons - with their single "Anything." Early believer: **KWIN**.
- **Bari G** and **Ellen Hanken** of **Strictly Rhythm** have the hippest house mix since **Robin S. - ELAN'S** "Better Than You," added at **WILD107** and testing at **POWER96** and **KMEL**.
- Props to **Nancy Levin**, Sr. VP/Promotion of **Priority Records** as she drops the new **MACK 10** "One of Them Thangs" added this week at **WHHH, KXTZ, & KPWR**. And look for the new **BOYZ OF PARADIZE**, "The Run Around." They be the bomb!!
- **Lyor Cohen** and **Russell Simmons** of **Def Jam** and **Joe Riccitelli** of **PLG** are celebrating the new **REDMAN/METHOD MAN** single "How High," which jumped on the SoundScan chart more than 100 points last week from 108 to 7, and is still in the SoundScan top 10! Added this week at **POWER96, KKSS & WHJX**. The soundtrack from the movie **The Show** is #4 on Billboard's Top 200 LP chart and #1 on Billboard's R & B chart. The movie is kickin' ass all over America!
- **Phil Costello** and **Tom Maffei** of **Capitol** have got two end-of-summer jamz that are perfect for radio now: **MASTA ACE INC.'S** "Sittin' On Chrome" (Delicious Vinyl/Capitol) on at **POWER106, KKSS, KSFM** and in the mix at **KBXX, Z90, WILD107, 92Q** and **WPGC**. **MIILKBONE'S** "Where'z Da' Party At?" added at **KLUC** and on at **KKSS, KBXX, POWER 96, Z90 & KXTZ**, and in the mix at **KMEL, POWER106, WILD107, HOT97** and **WJMH**. If you haven't peeped on these dope jamz do it now!!!
- **Bo Crane** of **Pandisc** has the new **DEBBIE DEB** "There's A Party Going On," which sounds like "Lookout Weekend" part 2. Put it on the box and feel the vybe! Seeing action now on **POWER96, KSFM, WOVV, WFLZ, KTFM, KPSI, & KSIQ**.

Now go saute! See Ya,

Dy "Reazar" Rich

Most Disc-overed for this issue

1. **MARIAH CAREY** Fantasy (COLUMBIA)
2. **3T** Anything (MJJ/550)
3. **SELENA** Dreaming About You (EMI RECORDS)
4. **ARTIE THE ONE MAN PARTY** A Mover La Colita (SCOTTI BROS.)
5. **DEBBIE DEB** There's A Party Goin' On (PANDISC)
6. **ELAN** Better Than You (STRICTLY RHYTHM)
7. **PLANET SOUL** Set U Free (STRICTLY RHYTHM)
8. **BRANDY f/Wanya Morris** Brokenhearted (ATLANTIC)
9. **THE IMMORTALS** Mortal Kombat (VIRGIN)
10. **JANET JACKSON** Runaway (A&M)

JOEY ARBAGEY, MD, KMEL, San Francisco

FAITH *FAITH LP* (BAD BOY/ARISTA) - Soon As I Get Home - 100% across the board smash. Other cuts to check out: Fallin' In Love and All This Love.
FROST *East Side Rendezvous* (RELATIVITY) - A smoothed-out Rap, one-listen record.
MARIAH CAREY *Fantasy* (COLUMBIA) - An obvious #1!
ELAN *Better Than You* (STRICTLY RHYTHM) - A cool dance track to help balance.
DREAM GENERATION *The Mood* (MAXI) - A club late-night delight.

RICK THOMAS, PD, KSFM, Sacramento

DEBBIE DEB *There's A Party Goin' On* (PANDISC) - Great dance record.
ARTIE THE ONE MAN PARTY *A Mover La Colita* (SCOTTI BROS.) - You've got to experience this on the radio. It's fierce.

JAY STONE, PD, KXTZ, Las Vegas

MARIAH CAREY *Fantasy* (COLUMBIA) - Isn't she everyone's?
JANET JACKSON *Runaway* (A&M) - Good phones. Got all the right signs.
3T *Anything* (MJJ/550) - This could be a real sleeper. Great song, great production. A real class act.

RUSS ALLEN, PD, 92Q, Baltimore

MARIAH CAREY *Fantasy* (COLUMBIA) - The remixes. Phat!
MICHAEL BOLTON *Can I Touch You...There?* (COLUMBIA) - The R. Kelly remix. It's the most accessible record he's had in years.
ALANIS MORISSETTE *You Oughtta Know* (MAVERICK/REPRISE) - My favorite out-of-my-format record.

GREG HEAD, MD, KBXX, Houston

MARIAH CAREY *Fantasy* (COLUMBIA) - What more can you say? It's a hit!
PARTNERS IN CRIME *Pump The Party* (BIG BOY) - It's a label from New Orleans.
SELENA *Dreaming About You* (EMI RECORDS) - We could play anything by her in this market and it would be a huge hit.
RSO *Summer Nights* (UNSIGNED) - It ended up on my desk. It's very, very cool.

GREG WILLIAMS, PD, KDLE, Wichita

MARIAH CAREY *Fantasy* (COLUMBIA) - The Tom Tom Club would have never gotten back on the radio without Mariah.
SHAI *Come With Me* (MCA)
SHAGGY *In The Summertime* (VIRGIN)
DIANA KING *Love Triangle* (WORK)

MICHAEL NEWMAN, PD, KDON, Salinas

3T *Anything* (MJJ/550) - Love it - Totally reminiscent of the Jacksons!
LISA MOORISH/GEORGE MICHAEL *I'm Your Man* (LONDON/ISLAND) - A good little remake!
SELENA *Dreaming About You* (EMI RECORDS) - This has gotta be the next smash. I love it!

SONIA JIMENEZ, APD/MD, KGGI, Riverside

MARIAH CAREY *Fantasy* (COLUMBIA) - I'm glad she's doing a record that appeals to people my age.
ARTIE THE ONE MAN PARTY *A Mover La Colita* (SCOTTI BROS.) - Not just a mix show record. It's got mass appeal.
FAITH *You Used To Love Me* (ARISTA) - It's a great record. Starting to cross over.
GROOVE THEORY *Tell Me* (EPIC) - This is a one-listen smash!

JOE DAWSON, PD, KIX106, Providence

DIANA ROSS *Take Me Higher* (MOTOWN) - She's back and the record's got a hit groove.
THE IMMORTALS *Mortal Kombat* (VIRGIN) - The movie's #1 and the song's got a rhythmic sound to it.
NICKI FRENCH *Did You Ever Really Love Me* (CRITIQUE) - If the first Nicki French was a big hit for you, this one will be too.
DEBBIE DEB *There's A Party Goin' On* (PANDISC) - Eighties sound with a '90s hook.

ROY JAYNES, PD, KKSS-FM, Albuquerque

METHOD MAN/REDMAN *How High* (DEF JAM)
SHAGGY *In The Summertime* (VIRGIN)
MARIAH CAREY *Fantasy* (COLUMBIA)
DEBORAH COX *Sentimental* (ARISTA)
BRANDY f/Wanya Morris *Brokenhearted* (ATLANTIC)

CAT THOMAS, MD, KLUC, Las Vegas

CISCO *Microphone Jones* (SCOTTI BROS.) - Good Hispanic record. Smooth groove.
ROTTIN RAZKALS *Hey Alright* (ILLTOWN) - Another pretty record a la Naughty By Nature. K.G. has done it again.
MILKBONE *Where's Da' Party At?* (CAPITOL) - Great nighttime flavor.

M.C. BOOGIE D, MD, KOHT, Tucson

THE BUCKETHEADS *The Bomb (These Sounds Fall Into My Mind)* (HENRY ST./BIG BEAT) - Great dance record for us.
AZ *Sugar Hill* (CHRYSALIS/EMI RECORDS) - Cool Hip-Hop tune.
BRANDY f/Wanya Morris *Brokenhearted* (ATLANTIC) - Great ballad.

BOBBY SATO, MD, KPSI, Palm Springs

PLAYA PONCHO f/L.A. Sno *Whatz Up, Whatz Up* (COLUMBIA)
PLANET SOUL *Set U Free* (STRICTLY RHYTHM)
THE MIGHTY DUB KATS *Magic Carpet Ride* (SM:)E) - Dance music is back!

JEFF NELSON, MD, Z90, San Diego

MARY J. BLIGE *(You Make Me Feel Like) A Natural Woman* (UPTOWN/MCA) - Classic high-quality Mary J. Blige cover - she respects the original.
DEBBIE DEB *There's A Party Goin' On* (PANDISC) - The Debbie Deb of yesteryear with today's technology.
TRIBE *So In Love* (METROPOLITAN) - It's got the magic of the old Sincerely Yours by Sweet Sensation.
MARIAH CAREY *Fantasy* (COLUMBIA) - We're playing the O.D.B. remix. Out-of-the-box right into power rotation. First time ever for us.

CHARLES CHAVEZ, APD/MD, KTFM, San Antonio

ARTIE THE ONE MAN PARTY *A Mover La Colita* (SCOTTI BROS.) - A Latin record that all your listeners can enjoy.
MARIAH CAREY *Fantasy* (COLUMBIA) - Another #1 record for her. Thank God, it's not a ballad.
ELAN *Better Than You* (STRICTLY RHYTHM) - Great song, breaking out in the clubs.
SELENA *Enamorada De Ti (Remix)* (UNRELEASED PREVIOUSLY) - It's not on her album. It's a dance cut.

BOB LEWIS, PD, KWIN, Stockton

SELENA *Dreaming About You* (EMI RECORDS) - This is the third Selena in current rotation. Our audience can't get enough Selena.
3T *Anything* (MJJ/550) - A big, hooky record. Listener response should be immediate.
ULTIMATE KAOS *Some Girls* (MOTOWN) - Listen to the new mixes. Should be a 12-24 smash.
TLC *Diggin' On You* (LaFACE/ARISTA) - Should be the third smash from them.

M.C. SCRAPPY, APD, KXTZ, Las Vegas

ISAAC 2 ISAAC *Ol' Skool* (DEF JAM)
BONE THUGS-N-HARMONY *Everyday Thang* (DEF JAM)
PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - Very funky ol' school.
3T *Anything* (MJJ/550)
MASTA ACE *Sittin' On Chrome* (DELICIOUS VINYL/CAPITOL) - Good night record.

CHARLIE MAXX, PD, KZFM, Corpus Christi

MARIAH CAREY *Fantasy* (COLUMBIA) - You can't miss with that hook!
PRINCE *I Hate U* (WARNER BROS.) - I've been giving it limited play and I'm getting more reaction already from all demographics.
D'ANGELO *Brown Sugar* (EMI RECORDS) - Hot nighttime record.
IMMATURE *Feel The Funk* (MCA) - These boys are back. This soundtrack is huge!

GERONIMO, MD, KZHT, Salt Lake City

MARIAH CAREY *Fantasy* (COLUMBIA) - Gee, I wonder if this'll be a hit...duuuuh.
MARY J. BLIGE *(You Make Me Feel Like) A Natural Woman* (UPTOWN/MCA) - I feel like a woman every time I listen to this song.
SELENA *Dreaming About You* (EMI RECORDS) - This will tug at the heart strings of every female listener you have.
THE IMMORTALS *Mortal Kombat* (VIRGIN) - Picking up massive requests and we haven't even played it.

LUCY BARRAGAN, MD, Q105, Oxnard

ELAN *Better Than You* (STRICTLY RHYTHM) - If you're looking for an uptempo, this is it.
MONICA *Before You Walk Out Of My Life* (ARISTA) - If you played the first one, you'll definitely play this one.
CHARLES HILL *Don't Let It End* (RIOT) - Sounds like an Oldie ballad.
PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - Another great dance record.

SCOTT WHEELER, PD, WHHH, Indianapolis

MARIAH CAREY *Fantasy* (COLUMBIA) - Always good to have uptempo music from a superstar.
MACK 10 *One Of Them Thangs* (PRIORITY) - Consistent sales, and phones beginning even before airplay.
SUBWAY *This Is Not A Goodbye* (MOTOWN) - Strong positive response on 'Make It Or Break It.'

MICKY JOHNSON, PD, WHJX, Jacksonville

XSCAPE *Who Can I Run To* (COLUMBIA)
JUNIOR M.A.F.I.A. *Playa's Anthem (Remixes)* (BIG BEAT) - Just startin' to blow up for us.
MARIAH CAREY *Fantasy* (COLUMBIA) - The O' Dirty Bastard remix. Is this Mariah?
METHOD MAN/REDMAN *How High* (DEF JAM) - Gonna be huge.
USHER *The Many Ways* (ARISTA) - Be on the lookout for it.

JEFF ANDREWS, MC, B96, Chicago

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - It's blowin' up. Huge on the phones.
MARIAH CAREY *Fantasy* (COLUMBIA) - Funky!
JANET JACKSON *Runaway* (A&M)
MAX-A-MILLION *Sexual Healing* (ZOO) - Remake of the Marvin Gaye classic...Big buzz.
2 IN A ROOM *Giddy Up* (CUTTING) - Building in the mix.

"The Original"

DEBBIE DEB

***"(There's A)
Party
Goin' On"***



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reminiscent of the old tunes."*

Joe Dawson, PD

Jammin' Z90 - "Top 10 Phones!"

Jeff Nelson, MD

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THE VANISHING RADIO ETHIC

By Paige Nienaber

I was out on the road, doing a market visit last year and the station that I was hanging at had a live broadcast from a local festival on the weekend that I was in town. The PD and I went to the Promotion Director to find out the schedule so that we could all go to the event, work the booth, and mingle with the listeners (which is still the best audience research available to the industry). The promotion guy said that he hadn't planned on going to the festival since he'd had to work a remote the previous weekend. I pulled the PD aside and said, "This guy definitely needs to go bye - bye in the car - car. Quickly." He has and the quality of radio in general has improved dramatically thanks to his absence.

An isolated incident? Hardly. From talking to people around the country, I get the impression that there are a lot of people working in Radio who think of this as a job rather than a way of life, and that sucks. This is the greatest possible job anyone could ever have, and there are people who actually treat it as a 9 to 5 obligation, and nothing more. Without playing the martyr, I once ended up in a cardiac unit after having worked without a dayoff for 3 1/2 years. I never even noticed that I had done 1200 days in a row until I was hooked up to monitors and a cardiologist and I were trying to figure out how this could happen. Following this little trauma, I adjusted my schedule and took off one Monday a month and felt dramatically better for it.

People going into Radio Promotions need to know a couple of things. It can be an intensely satisfying job.

Few rushes can equal pulling off a great stunt or event and totally annihilating the competition. But it takes hard work to do that, and packing up and going home at 5:30pm on Friday afternoon won't cut it. Not if you want to win. The basic analogy that I use with my Promotion Directors is that you're a bartender: count on working weekends and all of the major holidays. When I took the Clifton gig it was the first time since Jimmy Carter was President that I was not at a Radio event on Valentnes Day, Halloween, New Year' Eve or any of the other Hallmark holidays, and I missed that terribly.

Rob Riddemoser (whose birth name was Nick St. Stevens but he changed it for Radio: he thought "Riddemoser" would flow better On-air) has done Promotions at Hot 102/ Milwaukee, Y-95 / Phoenix and KGGI Riverside. Rob's holding

day off but that just doesn't happen. I'm always working. I'm always thinking about what we can do to improve," adds Rob. "I wouldn't know what a vacation is. I know I probably wouldn't like it. The bottom line is that this is my work. This is how I get off," concludes Riddemoser.

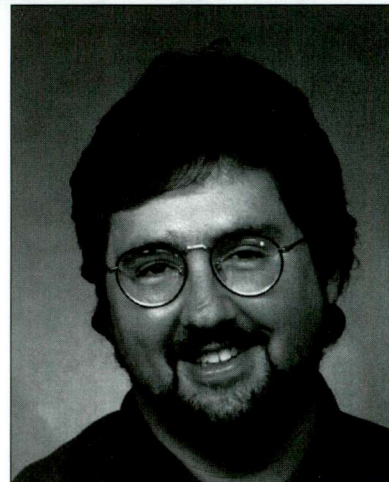
As long as people understand that Radio is a war, then they'll be more motivated to do what it takes to win it. Rick Thomas, Program Director at KSFM / Sacramento has been in a lot of Radio wars, and is always on the winning side. "People need to realize that Radio is about making money. And for your station to make massive money, you have to pull rating shares from other stations and they won't be happy about it. And that's the foundation for the war that we're in," says Thomas. Rick believes in leading by example;

**"In order for us to win, they have to lose. And to do that you need a staff that is totally committed. 24/7. None of this 9 to 5 B.S."
-Rick Thomas, KSFM/Sacramento**

down the Promotion Director spot at Z -100 /Portland and he shares my terror about the growing numbers of Radio employees who don't live in the "24/7" mind set. "We've got the best lifestyle anyone could ever ask for. I should know. I tried a lot of jobs before landing in Radio and now I would never do anything else," says Riddemoser. He believes that people who understand the energy this industry requires, will win. And those who don't, won't. "My old GM always wanted me to take a

being out with the troops in the trenches and not sitting behind a desk or lounging at home on the weekends. "In order for us to win, they have to lose. And to do that, you need a staff that is totally committed. 24/7. None of this 9 to 5 B.S.," adds Thomas.

While Radio is a business, it's also a part of the entertainment industry. "Look at Madonna, Leno, Letterman or anyone else who's a star," says Brian Douglas, Program Director at 102 JAMZ /



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

Greensboro, "they're where they're at because they work there asses off. People who are stars in Radio are stars because they worked above and beyond the call of duty. This isn't K-mart. This is life or death," advises Douglas. He believes that if everyone in Radio had a 9 to 5 attitude, we'd all be tied at a six share. But we aren't. The stations that succeed are the stations that have people working from the heart. "You've got to LOVE it. If you have the passion, you won't accept it any other way," says Brian.

Radio is supposed to be fun, while it can also be hard work. Take a step back and look at what we do. There's a million people out there who would die to do what we do. Remember that when you're putting in all of those hours. In promotions, you can make this the best job anyone could ever have, or you can make it the worst.

"I like the original 12" which had
the House mix. But on the Hip Hop tip
I like the 'B.W. Vibe' Remix"

Steve 'Smokin' Chavez/KTFM

"The 'B.W. Vibe' Mix is THE BOMB.
SUPER CAT and the Catwalk thing are
walking all over the Houston airwaves."

B-Swift/KBXX

"The 'B.W. Vibe' Mix is blowin' up
in the streets and in the mix show.
It crossed over from mix show
to regular rotation."

James Dee/Z90

"Every mixer on my staff has come to me on
the 'B.W. Vibe' Mix on SUPER CAT. This record is
very strong in mix show airplay and is ready
for regular rotation."

Greg Head, MD/KBXX

"SUPER CAT is so phat that after the first spin on my
mix show, the phones lit up and the street acknowledged
SUPER CAT for this excellent jam. GIRLSTOWN is
ready to expand to the masses."

Mike Nardone/KKBT

SUPER CAT

GIRLSTOWN (B.W. VIBE MIX)

THE FIRST SINGLE

FROM THE STRUGGLE CONTINUES



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MIX SHOW

COMPILED FROM THE HOTTEST
RADIO MIX SHOWS, FROM COAST TO COAST



MIX SHOW BREAKOUTS

PLANET SOUL "Set U Free" (STRICTLY RHYTHM)
SUPERCAT "Girlstown" (COLUMBIA)
LOS DEL MAR "Macarena" (CRITIQUE)
BILLY RAY MARTIN "Running Around Town" (SIRE/EEG)
PIZZAMAN "Sex On The Street" (PULSE 8/RADIKAL)

MIX SHOW MOVERS

2W - LW - TV

- 57 - 59 - 82 GROOVE THEORY "Tell Me" (EPIC)
- 72 - 75 - 70 JUNIOR M.A.F.I.A. "Player's Anthem" (BIG BEAT)
- 79 - 70 - 66 NOTORIOUS B.I.G. "Cre Me Chance" (BAD BOY/ARISTA)
- 65 - 70 - 66 REAL McCOY "Come And Get Your Love" (ARISTA)
- 65 - 68 - 64 AZ / Miss Jones "Sugarhill" (EMI)
- 60 - 63 - 64 MAX-A-MILLION "Take Your Time (Do It Right)" (SOS/ZOO)
- 55 - 60 - 63 LUNIZ "I Got 5 On It" (NCO TRYBE/C-NOTE/VIRGIN)
- 58 - 50 - 62 THE MIGHTY DJE KATS "Magic Carpet Ride" (SM J/E)
- 82 - 68 - 59 THE BLACK HEADS "The Bomb These Scards..." (HENRY STREET, BIG BEAT/ATLANTIC)
- 57 - 60 - 58 MONICA "Don't Take It Personal" (ROWDY/ARISTA)
- 75 - 68 - 57 SOUL FOR REAL "Every Little Thing I Do" (UPTOWN/MCA)
- 48 - 55 - 57 SKEE-LQ "I Wish" (SUNSHINE/SCOTT BROS.)
- 32 - 48 - 57 KRS-ONE "MC's Act Like They Don't Know" (LIVE)
- 69 - 70 - 54 NAUGHTY BY NATURE "Feel Me Flow" (TOMMY BOY)
- 38 - 47 - 53 REDMAN/METHOD MAN "How High" (DEF JAM, RAL)
- 37 - 49 - 51 DJ QUIK "Summer Breeze" (PROFILE)
- 35 - 33 - 51 MONTE...ORDIAN "This Is How We Do It" (PMP/RAL/ISLAND)
- 59 - 57 - 50 BONE THUGS-N-HARMONY "1st Of Tha Month" (RUTHLESS/RELATIVITY)
- 38 - 42 - 47 MACK 10 "Foe Life" (PRIORITY)
- ** - 28 - 47 COCLIC "Gangsta Paradise" (MCA SOUNDTRACK)
- 25 - 43 - 45 DASEF "Real Hip Hop" (BIG BEAT)
- 25 - 38 - 40 BEENIE MAN "Star" (SLAND)
- 17 - 38 - 40 SHAGGY "Boombastic" (VIRGIN)
- 27 - 36 - 40 OUTHERE BROTHERS "Boor Boom Boom" (AUREJS)
- 40 - 38 - 39 VYBE "Warm Summer Daze" (ISLAND)
- 35 - 40 - 37 CRYSTAL WATERS "Relax" (MERCURY)
- 35 - 36 - 37 FAITH "You Used To Love Me" (ARISTA)
- ** - 30 - 37 MNE "I've Got A Little Something For You" (WORK GROUP)
- ** - 6 - 37 TINA MODRE "Never Gonna Let You Go" (SCOTTI BROS.)
- 26 - 37 - 35 BRANCY "Best Friend" (ATLANTIC)
- ** - 21 - 33 RUFFNECK "Everybody Be Somebody" (M.A.W.)
- 37 - 35 - 32 TWINZ "Round & Round" (DEF JAM)
- ** - ** - 32 D'ANGELO "Brown Sugar" (EMI)
- 18 - 32 - 30 MAD SKILLZ "The Mod Factor" (BIG BEAT/ATLANTIC)
- 26 - 27 - 30 ZORAN "Hooked On You" (LOGIC)
- ** - ** - 30 MASTER ACE "Sittin' On Chrome" (DELICIOUS VINYL/CAPITOL)
- 30 - 28 - 29 CRAIG MACK "When God Comes/Makin Moves..." (BAD BOY/ARISTA)
- 28 - 25 - 23 FRANKIE KNUCKLES / Adeva "What Do You Want From Me" (VIRGIN)
- ** - 22 - 23 MILLI BONE "Where's the Party At" (CAPITOL)
- ** - ** - 23 NAUGHTY BY NATURE "Clap Yo' Hands" (TOMMY BOY)
- 50 - 40 - 27 LA BOULCHE "Fillin' In Love" (LOGIC)
- 33 - 27 - 25 SCATMAN JOHN "Scatman" (RCA)
- 18 - 22 - 25 DOUG E. FRESH "Where's The Party At?" (GEE STREET/ISLAND)
- 15 - 22 - 25 MOB3 DEEP "Survival Of The Fittest" (LOUD/RCA)
- 30 - 28 - 23 E-40 "Sprinkle Me" (LIVE)
- ** - ** - 23 PAULA ABDUL "Crazy Cool" (VIRGIN)
- ** - ** - 23 SUPERCAT "Girlstown" (COLUMBIA)
- ** - 20 - 22 RAEKWON "Crim nology" (LOUD)
- 19 - 23 - 20 ALEX PARTY "Don't Give Me Your Life" (LONDON/ffrr)
- ** - 21 - 20 BOYZ III MEN "Bybin (Remixes)" (MCTOWN)

COLUMBIA RECORDS

Presents The

HITMAKERS MIXER OF THE WEEK!

SHAWN PHILLIPS
KZHT
Salt Lake City

Congratulations goes out to Shawn Phillips on the behalf of Columbia and Hitmaker's Magazine. Thanks to all the mixers and label reps for their support and calling in to vote. Unfortunately Shawn was on vacation and could not be reached.

COLUMBIA CUTZ

MARIAH CAREY "FANTASY"
CHECK YOUR MAIL BOXES!!!
CLUB MIXES BY DAVID MORALES!
HIP-HOP MIXES BY PUFFY W/ O.D.B.!
WATCH FOR THE VIDEO SHORTLY!!!

NOMINEES FOR ISSUE 906

VOTE FOR YOUR CHOICE

1. HAROLD BANKS (WHTA, Atlanta)
2. E-MAN (KPWR, Los Angeles)
3. D. STREET (KSJL, San Antonio)

CALL DAVID OR OSCAR @ (818) 887-3440

MIXER OF THE WEEK WINS SONY HEADPHONES!

AS THE VINYL SPINS

By Oscar Merino

EMI & KMEL DELIVER

I want to thank EMI's Jim Burgin, Peter Napoliello, Marcus Morton, Howard Greer, and mac cool DJ Rob One for the great time in San Francisco. Big thanks also going out to KMEL's Michelle Santosuosso, Joey Arbagey, and Alex Mejia for putting together one of the best shows I've seen in a while. Literally three of my favorite new artists were on the bill. Arista's DEBORAH COX, Epic's GROOVE THEORY, and EMI's D'ANGELO rocked Bimbo's, one of the freshest spots I've seen a show at. Tech and Sway were on the mic, and Pirate DJ Ivan and Rob One were on the 12's! An overall dope time. Some of the people hanging were WPGC's Dave Ferguson, KBOS PD Mark Adams, Michael Futagaki, Toby (Tobyyy!), Z90 mixer DJ Rags, KKBT mixer Truly Odd, and Atista's Lance Walden. The show was incredible, KMEL know's the deal, 'cause they had a great crowd that was multi-cultural, without anybody getting stupid- the vibe was on! Both Deborah Cox and Groove Theory delivered a great performance, and D Angelo finished it off lovely! Everyone needs to check his album- DJ's, call Rob One for the vinyl. Afterwards Rags, Truly Odd, Rob One, Tech, Sway, Mejia, Lance, Marcus, and myself all hit Orlando's joint, Brass Orlando and Pirate DJ Mind Motion were on the turntables playing some really fly music. Big ups to Orlando (who use to track my 12" sales when I was at The Warehouse back in '85!), who is always on top of his game doing clubs in L.A., San Diego/San Francisco, and breaking talent. Look for his South Paw label to blow up! Over all, last weekend was the bomb! Mixers need to look out for Rob One on the Guru cut WHATCH WHAT YOU SAY. He needs at least one spin from al ya'll, so go the right thing and put the needle on the record! He's going to be sending out some white label remixes or AZ's SUGAR HILL to those DJ's that don't suffer from memory loss, you know!

One of the best remixes I've heard recently for the radio, is the white label remix of GIRL'S TOWN by SUPERCAT on Columbia, please don't sleep on this one. Mixers that already know: James Dee-Z90, B Swift and G Man-The Box, Felix Sama-Power96, and Geoffrey C at 92Q. Columbia is also dropping the new CYPRESS HILL joint on white label, so don't let your packages sit there- you know what I'm talking about! Speaking of Cypress Hill, what really happened to "Happy" Walters? A new pair of socks to the 4th caller. MARIAH'S FANTASY remixes will be dropping soon, so the wait is almost over, hang in there kid. Also on Columbia: mixers programming house need to check for the David Morales mixes on TOSHI'S FUNK IT UP, pick up a major buzz. Call Strazza or Reiner if you need any product.

Capitol's Tom Maffei brought MILKBONE by the other day and played some remixes of WERE'Z DA' PARTY AT? that I believe are going to make a difference at radio, look out for them. Also, on Capitol/Delicious Vinyl, THE MASTA ACE SITTIN' ON CHROME is blowing up in L.A. I talked about this a while ago and I'm starting to feel it out there now, don't let it pass you by. Get with Carmelita if you need the remixes, and while you're at it ask her about DROP by THE PHARCYDE.

JELLYBEAN RECORDS IN THE MIX

Thanks to Curtis Ubena and Brian Tollin at Jellybean Records for the acetate of the new 95 North cut MY LIFE featuring Sabrinaah Pope. I dropped it this weekend at L.A. Underground Does Your Mama Know, and the crowd was dancing there ass off. Mixers look for this one to drop soon as well as a cut by SOUL SOLUTION. It looks like this is going to be a label to look out for, because the product they're coming out of the box with is solid. Stay tuned for more info. As I mentioned before, David Felchi will be writing about records whenever he wants, so this is one of those weeks. Here is some of the cuts that Dave wants to talk about...

BOOTLEG REPORT

If ya haven't heard yet, ya gonna hear it now. There's a fierce progressive-House bootleg remix of LED ZEPPELIN'S BABE, I'M GONNA LEAVE YOU runnin' around so ya better get your sticky fingers on it before it's too late (and don't get caught!). Also on the house tip, and one of my favorite cuts right now, is the TCWA TEL LOVE CONNECTION on EEG which features the lovely vocal talents of MISS JOI CARDWELL. I dropped the MASTERS AT WORK dub

(actually it's has more vocals than you think) in the mix on TED ZAMORA's Insomnia Radio Show (KMAX) a couple weeks ago and I got the chills. Other DJ's on it: TONY HUMPHRIES (HOT97), ROBBIE TRONCO (WIOQ), GEOFFREY C. & DJ SPEN (WERQ), DJ GROOVE (Z90), and TERENCE TOY (KKBT). Contact M.J. at MAXI for your copy (212-213-9800) and don't forget to ask him about THE SOUL MOVEMENT E.P. by NICK JONES & ACEI CARTER. This E.P features 5 tracks with my favorite being DEIDRE. Also on MAXI, is an after-hours record called THE DREAM GENERATION THE MOOD, just a little something for you nocturnal house heads. Props to the staff at L.A based MOONSHINE MUSIC for delivering another jammy, ELLI MAC SO IN LOVE with mixes by STEPHEN LEVY & DAVE AUDE', MARK LEWIS & BYRON DE LEAR and JOHNNY FIASCO, whew! For your copy contact KERRY MARSICO (310-652-8145). Speakin' of L.A., MIGUEL PLASENCIA (KMAX) has got a slammin' track out on the NEW YORK ARCADE label called GROOVE-M PROJECT SUCCESS and the man to call is EDDIE MADURA (201-974-2747). Did you ever receive a copy of MATT WOODS DO WHAT YOU WANT on GROOVIN'?. If you didn't, don't worry 'cause there's fierce remixes out now by the guys over at CRASH (DINO & TERRY DEMOPOULUS), so get with Ted Esposito (212-924-7223) for a piece of the action and remind him about the VINYLMANIA white label NOEL MCKOY SCANDALOUS with mixes by Noel McKoy and G-DUBS! Now for all you Latin-House, 'colita' movin' DJ's, get with my homegirl JOSEPHA SEONE at MIC MAC (212-675-4038 ext.12) for the soon-to-be-released HOUSE OF LAUGH THAT'S HOW I LIKE IT, and don't sleep on the phat acid jazz album release BABY BUDDAH HEADS WHO KILLED ACID JAZZ?. Produced by JAZZY NICE (GIANT STEPS, BROOKLYN FUNK ESSENTIALS, etc.). The cuts to check out are: EENIE MEENIE MINNIE MO (which is out on vinyl) and LATIN JOINT (coming soon). To top it all off she's also got a hot hip-hop joint produced by the 4TH DISCIPLE (WU TANG CLAN). The cut is KGB BLESS YA LIFE which is already getting a huge buzz with some of the heavy hitters: FLEX & SCRIBBLE (HOT97), JOE QUIXX, SWAY & TECH (KKBT/KMEL), and NASTY NES (KCMU).

Thanks Felchi, now here's another update for ya', I'd like to welcome back DJ Phantom and K Smooth as Hitmakers reporters, they are now spinning at KOHT in Tucson, and Boogie D is the MD. To get with them punch the digits- 602-882-2816. We're out, here's the mix show jammy's blowin' up.

Most Disc-overed for this issue

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

- 6 STRING B BOYZ Deep/People Of The World (NO MYSTERY)
- PAULA ABDUL Crazy Cool (VIRGIN)
- CORONA Try Me Out (EASTWEST)
- DAS E.F.X. Real Hip Hop (EEG)
- GROOVE THEORY Tell Me (EPIC)
- JANET JACKSON Runaway (A&M)
- MICHAEL JACKSON You Are Not Alone (MJJ/EPIC)
- MONTELL JORDAN Something For The ... (RAL/DEF JAM/ISLAND)
- FRANKIE KNUCKLES Whatta U Want (From Me) (VIRGIN)
- KRS-ONE MC's Act Like They Don't Know (JIVE)
- BILLIE RAY MARTIN Running Around Town (SIRE/EEG)
- MONE' We Can Make It (STRICTLY RHYTHM)
- NAUGHTY BY NATURE Clap Yo' Hands (TOMMY BOY)
- PLANET SOUL Set U Free (STRICTLY RHYTHM)
- REDMAN/METHOD MAN How High (DEF JAM)
- RUFFNECK Everybody Be Somebody (M.A.W.)
- SOUL II SOUL Love Enuff (VIRGIN)
- SUPER CAT Girlstown (COLUMBIA)
- MICHELE WILSON Never Ending Souce Of Love (WAAKO)

BOBBY D., B96, Chicago

BILLIE RAY MARTIN *Running Around Town* (SIRE/EEG) - I love this record! Perfect radio song.

THE TURNTABLE BROTHERS *Horny'er'* (VIBE) - Good club track. Samples *Horny* by Cajmere.

CYNDI LAUPER *Hey Now (Girls Just Wanna Have Fun)* (EPIC) - An interesting twist on a classic song. Mixes by Junior Vasquez.

BILL BORRELLI, BOSS 97, Atlantic City

CORONA *Try Me Out* (EASTWEST)

CHANTÉ MOORE *Free* (MCA)

PAULA ABDUL *Crazy Cool* (VIRGIN)

INCOGNITO *Everyday* (TALKIN' LOUD/MERCURY)

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC)

TONY MORRIS, BOSS97, Atlantic City

INI KAMOZE *Hotter This Year* (BREAK A DAWN) - This is so phat.

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC)

NAUGHTY BY NATURE *Clap Yo' Hands* (TOMMY BOY)

6 STRING B BOYZ *Deep/People Of The World* (NO MYSTERY)

REAL McCOY *Come And Get Your Love* (ARISTA) - Euro Remix.

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

COSMIC BABY *Cosmic Meets Florida* (LOGIC) - Medium, Hard, Mind-expanding, Acidic, Housey, Trancey and Trippy Hip-Hop versions by Rabbit In The Moon. Faster Trancey versions by Tony Garcia.

ROGER S. *Let Yo Body Jerk* (STRICTLY RHYTHM) - Two of the best tracks pulled from his current double pack.

APHROHEAD *Lites In The Sky* (POWER MUSIC) - DJ Duke, Trackman, Mark 909 King. Slammin' Hard House.

NIGEL RICHARDS *611 Grooves EP* (STICKMAN) - Sinister Acid Electro-Funk!

PROTOTYPE 909 *909 Live EP* (SONIC) - Acid, Acid, Acid!

FUNKMASTER FLEX, HOT97, New York

GROOVE THEORY *Tell Me* (EPIC) - Feelin' it.

C.L. McSPADDEN, HOTMIX, Syndicate/B96

JANET JACKSON *Runaway* (A&M)

RUFFNECK *Everybody Be Somebody* (MAW)

ISHA-D *Stay Tonight* (CLEVELAND CITY BLUES IMPORT)

MARKUS SCHULZ, HOTMIX, Syndicate

ISHA-D *Stay Tonight* (CLEVELAND CITY BLUES IMPORT) - This is a great song and artist. Reminds me of Robin S. Out on an Import only so hunt it down and work it.

MARIAH CAREY *Fantasy* (COLUMBIA) - How can you go wrong with this! I don't need to say anything about this except, I always loved *Genius Of Love*.

MALAIKA *Break It Down* (VESTRY ST.) - Home girl is back! Killer hook, phat beats, solid Hip-Hop/ R&B! Make sure that you ask Vestry to release the House Dub. She came into the studio to re-record the vocals especially for this mix.

B-SWIFT, KBXX, Houston

SUPER CAT *Girlstown* (COLUMBIA) - This B.W. Vibe Mix is the shit. Supercat and the Cat Walk thing are walkin' all over the Houston airwaves.

2 PAC *Temptations* (INTERSCOPE) - Pac continues to sell mega hits such as this one. With a combination of Eazy Moe Bee and Pac, you can't go wrong.

E-40 *Dusted 'N' Disgusted* (JIVE) - Mac Mall and Celly Cell. This single is sure to push my man to that other level of the game, platinum baby!

TITO 'Indamix' AGUSTIN, KHDC, Soledad

DJ T. RICCIARDI *Don't Wait For Me* (TRIBAL) - Check the DJ Vibe Dub on B-Side. It's Awesome!

REDMAN/METHOD MAN *How High* (DEF JAM)

NINA BEÑA *Sweet Heart* (AFTER DARK)

C+C MUSIC FACTORY *Robi Rob's Boriqua Anthem* (COLUMBIA) - This single was never released commercially but as a promo-only in October of '94. Well, this is getting requests...it's a must have. Thanks John Strazza for looking out.

RENE ROBERTS, KHTN, Modesto

MONE' *We Can Make It* (STRICTLY RHYTHM) - Awesome double pack full of mixes. Get on this! You need this. A MUST!

DAVIDSON OSPINA PROJECT *You Know I Like It* (DIGITAL DUNGEON) - Four cuts of some really cool traxx! Props to Davidson on this one.

THE BUCKETHEADS *Savin' Dope* (ATLANTIC) - From the new LP! This track stood out the most. Spike it in if you can.

JANET JACKSON *Runaway* (A&M) - Great song, great mixes...pick one! Where's my greatest hits CD?!

MARIAH CAREY *Fantasy* (COLUMBIA) - And finally I got a quick listen of *Fantasy*, that new Mariah Carey song and this song will be EXTRA LARGE! Go Mariah!

JIMMY KIM, KIIS-FM, Los Angeles

RAPPIN' 4-TAY *A Message For Your Mind* (MCA SOUNDTRACK) - Once again this group, like many other Hip Hoppers, utilize a very well-known sample to create that crossover hit. This time it's MJ's or should I say it's The Jackson's *I Want You Back*. By the way, it's on the *DANGEROUS MINDS* Soundtrack...like you didn't know already!

MATRIX *Can You Feel It* (RCA) - Nice Captain Hollywood feel of More & More! By the way, it's the B-side of Macarena (Bayside Boys Mix)! I kinda like the original better.

FUNKMASTER FLEX & THE GHETTO CELEBS *f/Mad Lion, Rayvon & Rickster Safe Sex, No Freaks* (WRECK/NERVOUS) - Give it One More Chance! hey it gives you DJ's the tools...unlike some other records out there (three versions, instrumentals and acapella...what more could you ask for?)

MONTELL JORDAN *Somethin' 4 Da Honeyz* (RAL/DEF JAM/ISLAND) - Hot! How can you miss? Unless U don't play it.

RUFFNECK *Everybody Be Somebody* (MAW) - Hypnotic groove that is starting to groove the West Coast klubs! Get it!

BILL MILLMAN, KISS102, Syracuse

RUFFNECK *Everybody Be Somebody* (MAW) - I hope you've already heard this one. It's got a great hook with some raw beats ala the late eighties. This one makes the crowd move immediately. You need this one.

CYNDI LAUPER *Hey Now (Girls Just Wanna Have Fun)* (EPIC) - The old eighties anthem is revisited through the interpretations of, of course, Junior Vasquez. Pretty cool, and the crowd likes it.

TEDDY Q ZAMORA, KMAX, Pasadena

6 STRING B BOYZ *Deep/People Of The World* (NO MYSTERY) - Thanks, Ted Esposito.

MICHELLE WILSON *Never Ending Source Of Love* (WAAKO)

MONE' *We Can Make It* (STRICTLY RHYTHM) - Nice mixes by Tommy D and Joe T. Vanelli.

BIG BEAR *f/Jazmina Love For A Day* (KULT)

WHIGFIELD *Another Day* (CURB)

MIGUEL PLASENCIA, KMAX, Pasadena

G-DUBS & MATT WOOD *Do What You Want* (GROOVIN')

FRANKIE KNUCKLES *Whatta U Want (From Me)* (VIRGIN)

DONALD O *Lonely* (MUSIC USA)

THE OUTHERE BROS. *Boom Boom Boom* (AREUS)

X8-SUBSURFACED EP *Deeper* (YOSHITOSHI)

DAVID HARNESS, KMEL, San Francisco

DONNA SUMMER *I Feel Love* (WHITE LABEL) - What can I say?

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - Beautiful.

DAVID MEYER, KMEL, San Francisco

JUNIOR M.A.F.I.A. *Player's Anthem* (BIG BEAT) - If you aren't playing this record, you really don't have a clue about Hip Hop. Huge record in the Bay. Big phones.

D'ANGELO *Brown Sugar* (EMI RECORDS) - A different record produced by Ali from A Tribe Called Quest. Very catchy with lots of flav'.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - Huge requests. This record is a smash.

NAUGHTY BY NATURE *Clap Yo' Hands* (TOMMY BOY) - Naughty performed at our KMEL Summer Jam concert Aug. 12 in front of about 25,000 people. They tore the House down. They put on the best shows in the Hip Hop industry, next to Run DMC. Everybody was movin' to their classic Hip Hop anthems, and clappin' to their new single, *Clap Yo' Hands*. This is a good record that can stand on its own, and after seeing 25,000 people reacting to it, I know it's going to be huge. By the way, this is my favorite song on the album. What's up to Victor and the whole Tommy Boy staff.

GROOVE THEORY *Tell Me* (EPIC) - Smooth R&B record. Has the beat and a feel from *All Night Long* by the Mary Jane Girls.

PAUL YATES, KMVR, Las Cruces

ZORAN *Hooked On You* (LOGIC)

SOUL II SOUL *Love Enuff* (VIRGIN)

JAMES BROWN *Respect Me* (SCOTTI BROS.)

LEGION 7 *Every Breath You Take* (BACKSTAGE)

TRACI LORDS *Fallen Angel* (RADIOACTIVE)

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

PAULA ABDUL *Crazy Cool* (VIRGIN) - The Bad Boy Bill mixes are working well in mix show. This should put Paula Abdul back on the map within the dance community. Props to Bill.

DJ TRAJIC *All Men Are Dogs* (STRICTLY HYPE) - DJ Tragic breaks out with an anthem! Could be the next *Short Dick Man*.

R.B.M. *f/Barrio Bob Yo Shorty* (STRICTLY RHYTHM) - This is a vicious Latin Hip House track. Working the Warrior Mix. A little love-love to Ellen, thanks.

PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - One of the best tracks that I've heard this year.

DJ D. STREET, KSJL, San Antonio

SHAGGY *In The Summertime* (VIRGIN) - In the same lyrical style, Mr. Boombastic has done it again, this time with the help from Ravon and the ripper. Shaggy has taken *It's Your Thang* (Isley Brothers) to another level. Good for all dayparts.

FATHER DOM *Rumors* (JIVE) - First, it was the Lost Boys. Then came the Luniz. Now, Father Dom takes Club Nouveau/Timex Social Club beat to the nine nickle. He's definitely got the South Coast appeal. Good for 18+ demos.

VERONICA *Without Love* (MERCURY) - She's gonna make your head nod with smooth vocals expressing her emotions about her man without being detrimental to the female image.

LEONARD TRUJILLO, KSYM, San Antonio

MICHELLE WILSON *Never Ending Source Of Love* (WAAKO) - Troy Parris and Angel Moraes! How can you go wrong?

ARTISTIC FREEDOM *Dance/The Feeling* (RHYTHM FACTOR) - Davidson Ospina giving you straight up House tracks great for overlaying your favorite tracks.

CLUB ULTIMATE *Pride '95* (STRICTLY RHYTHM) - Lil' Louie and Morel remixing this hit. If you don't got it, you're lost. Pure madness.

ROGER SANCHEZ *Strictly 4 The Underground* (STRICTLY RHYTHM) - Essential tracks from the S-man. Don't miss it!

AUDIOPHILE *The Rydim* (DIGITAL DUNGEON) - Nice, minimal House with a harder edge to it.

STEVE 'SMOKIN' CHAVEZ, KTFM, San Antonio

EL GENERAL *Las Chicas* (IMPORT) - C+C and El General get together again and this is the shit. Guaranteed to be another Latin Anthem. Kinda similar to C+C's Boriqua Anthem, it definitely has its own flavor. Jump on this one now. Don't wait a whole year like *Boriqua Anthem* and *Rumba*.

PLAYA PONCHO f/L.A. *Sno Whatz Up, Whatz Up* (COLUMBIA) - If you're looking for the next big Bass song, this is the one. Much bass party chants and shout outs to everyone. This could be the next *Tootsie Roll*.

JODECI *Freek'n You* (MCA IMPORT) - I usually hate when House mixes are made of ballads or R&B songs but this one works. MK throws down a slammin' Nightcrawlers-styled track with just enough of Jodeci's vocal to keep it familiar. I almost missed this one. Big ups to Bobby Shaw for keeping me on track. Speaking of Bobby Shaw, check out MCA's soundtrack to *Dangerous Minds*. We're already playing four or five cuts in the mix.

JOSEPH FRIAR, KVIC, Victoria

MIKE DELGADO *Sunset Park* (FREEZE) - Five slammin' tracks filled with atmosphere and melodic keys! Deep for that late night vibe!

EAST 17 *Hold My Body Tight* (LONDON) - Danny Tenaglia has turned out the remix on this awesome record. Wonderful vocals similar to Aftershock's *Slave To The Vibe* with Danny's vocal and phat dub! The bomb!

DAVIDSON OSPINA PROJECT *You Know I Like It* (DIGITAL DUNGEON) - The talented D-man returns with another massive track! Guaranteed to cause destruction on the dancefloor!

D.M. BUDDHA *Only For The Blunted Part 2* (FREEZE) - Danny Morales brings us the second Blunted EP that smokes as much as the first. The Phillie side contains *Blunted Horn* and *For Seen* and the E-Z side contains *Greg's Head* and *Enuff Said*. All peak hour material!

HOHMAN & HARRIS, METROMIX, Pittsburgh

FUN FACTORY *I Wanna B With U* (CURB) - Very cool up-tempo remix by Ralph. It was much needed.

KRS-ONE *MC's Act Like They Don't Know* (JIVE) - Big, big reaction! Don't let this one pass up your tables.

CORONA *Try Me Out* (EASTWEST) - Another great follow up to her last single. Try her out!

REDMAN/METHOD MAN *How High* (DEF JAM) - This was the #1 requested song in the club and in the Hohman & Harris House Party

E-MAN, POWER 106, Los Angeles

MONICA *Like This And Like That* (ROWDY) - Hot!

SUPER CAT *Girlstown* (COLUMBIA) - Dope!

TONY B., POWER106, Los Angeles

MICHELLE ANDERSON *Neverending Source Of Love* (WAAKO) - Hot & spicy dub is dope.

OSC 1 *Aftrax* (NOVA MUTE) - Dope underground track.

ROBBIE TRONCO, Q102, Philadelphia

SOUL II SOUL *Love Enuff* (VIRGIN) - Check out the new House Mixes: The Todd Terry vocal and the Spike Dub.

BILLIE RAY MARTIN *Running Around Town* (SIRE) - Second cut is a fierce, late nite House mix. Vocals are rite on time with a touch of gospel to it. Smokin'!

LABELLE REUNION *Turn It Out* (MCA) - I am so glad that Frankie Knuckles got a hold of this one. If you liked *The Pressure* by Sounds Of Blackness, you'll love this one.

RICHARD "HUMPTY" VISSION, POWER106, Los Angeles

PAULA ABDUL *Crazy Cool* (VIRGIN) - Props out to Bad Boy Parker, oh I mean Bad Boy Bill! A very dope remix, sounds good in the mix shows.

MOBY *Bring Me Back My Happiness* (EEG) - Both Moby and Josh Wink's mixes are fierce. Pumping it hard on Powertools and slammin' it hard at the clubs.

SHADES OF B.O.P *Your World* (STRICTLY RHYTHM) - Blowin' up in the mix shows.

JEANNIE HOPPER, WBAI, New York

ROCHELLE FLEMMING *Suffer* (CUTTING)

BOOGIE BALO *OK Kid* (EMPIRE STATE)

TONY B. NIMBLE, WEJM, Lansing/Chicago

BOYZ II MEN *Vybin' (Remixes)* (MOTOWN)

RED HOT LOVER TONE *Wanna Make Moves* (SELECT)

WC & MAAD CIRCLE *West Up* (PAYDAY)

GEOFFREY C., WERQ, Baltimore

MONICA *Like This And Like That* (ROWDY) - Good follow-up to her first single.

NAUGHTY BY NAUTRE *Clap Yo' Hands* (TOMMY BOY) - This is a record that creates a good party atmosphere on the radio and in the club!

STAN PRIEST, WFLZ, Tampa

JODECI *Freek'n You* (MCA IMPORT) - The MK Dub rocks da house. This is not the Ballad version.

MICHAEL JACKSON *You Are Not Alone* (MJJ/EPIC) - The Ballad gets the Knuckles treatment...this is for real, check it out!

JANET JACKSON *Runaway* (A&M) - Low B.P.M. but grows on you. Remixes could kick this in for true.

A-TOWN PLAYERS *Wussup Wussup* (WARNER BROS) - This is the shit in Tampa Bay...You gotta get this.

BILLIE RAY MARTIN *Running Around Town* (SIRE/EEG) - BJ gives it the treatment. I'd like to remix this one.

HAROLD BANKS, WHTA, Atlanta

DAS E.F.X. *Real Hip Hop* (EASTWEST)

BOYZ II MEN *Vybin' (Remixes)* (MOTOWN)

TWINZ *Round & Round* (G FUNK/DEF JAM/ISLAND)

LADY APACHE *Rock & Come In* (NERVOUS)

DELL FARINAS, WILD 107, San Francisco

RUFFNECK *Everybody Be Somebody* (MAW)

D&D PROJECT *1, 2 Pass It* (ARISTA)

DJ MEIN, WILD 107, San Francisco

PLANET SOUL *Set U Free* (STRICTLY RHYTHM)

MILKBONE *Where's Da' Party At?* (CAPITOL)

DRU DOWN f/Luniz *Rig Up* (RELATIVITY)

GARY CANNAVO/MANNY FERRIEROS, WKDY, Boston

CHARLES & EDDIE *Jealousy* (CAPITOL) - Yes, they are back with another fun record that only Charles and Eddie can deliver. Mixes from Bonzai, Beatmasters and Mafia & Fluxy, there is a mix for every programmer from Hip Hop to House.

THE BEAT DOCTORS f/Bobby Pruitt *Sexual Healing* (ANGEL EYES) - This is one of the best covers I have heard in some time. This is a solid record with great vocals and if you are into dubs, this has a superb one, hot traxx!

ZORAN *Hooked On You* (LOGIC) - One of the biggest talked about Euro records in Boston this week. This has been turning the Dance floor into a frenzy when the DJ plays this one. Not to be slept on, great record!

PET SHOP BOYS *Paninaro '95* (EMI) - What can one say but another wonderful project from the Boys. This double pack with mixes from Angel, Tracy, Sharon and Tin Tin Out leaves one hard pressed to pick a mix to play because they are all wonderful!

SPAGHETTI SURFERS *Misirlou* (TEMPO TUNES) - The biggest record in Clubland right now. If you are a fan of the movie PULP FICTION, then you will fall in love with this one. Huge, huge, huge record.

HEIDI LINN, WNNK, Harrisburg

DARE 2 B DIF'RENT *Come To My Window* (ZYX) - Great remake. Track behind vocals makes this fresh and people love to sing along.

CORONA *Try Me Out* (EASTWEST) - Corona's third release appeals to her faithful and new listeners. Nice breakdown in the Lee Marrow Mix.

FUN FACTORY *I Wanna B With U* (CURB) - Different mixes are great for the mix show. Great response on phones and dance floor.

THE DIRTY DOZEN RAP SHOW, WNNK, Manhattan

THE PHARCYDE *Drop/Runnin'* (DELICIOUS VINYL) - Hopefully a sign of things 2 come.

LINQUE *Let It Fall* (EASTWEST)

REGGIE CAPERS *Rappers Immatate* (BLACK OUTTA CONTROL)

JAMAL *Fades 'Em All* (ROWDY/ARISTA)

RAEKWON *Ice Cream* (LOUD/RCA)

'Jammin' JOHNNY CARIDE, WPOW, MIAMI

T.H. EXPRESS f/Mor *I'm On Your Side* (REFLEX) - EuroHouse again at its best. Instant phone response for me. Look for this at your local imports store because it's worth picking up.

NICKI FRENCH *For All We Know* (CRITIQUE) - After the success of *Total Eclipse Of The Heart*, Nicki comes back strong with this one. Picked this one as an import also. My UK connection sez it's top 25 instantly moving up. Should do well here too. Check it out.

MONTELL JORDAN *Somethin' 4 Da Honeyz* (RAL/DEF JAM/ISLAND) - On the more R&B side of music, Montell comes back with not so strong a track that is, honestly, not as big as his first but still a good record. Check out the flip side though for remixes of *This Is How We Do It*.

CANO LAPORTE, WPRK, Orlando

SAUNDRA WILLIAMS *Unconditionally* (BOLD) - Hard, high power vocals. The record brings the crowd to the dance floor. A DJ's must.

MATT GOSS *The Key* (POLYDOR) - Good vocal could be mistaken for Michael Jackson but deeper. Joe T. Vanelli put it all together...excellent!

51 DAYS *Paper Moon* (BOLD) - Real New York, late night rhythm, soothing but kicking. It's a rhythm flow that sticks to you.

FROLIC *Energy Get Higher* (NITEBEAT) - Hot...keeps you tense then drops you after lifting you up with crazy vocals.

SAINT RIFFARD *Lose Your Love* (UMM)

DJ DOVE, WPSC, New York

SABRYNAAH POPE *My Life* (JELLYBEAN)

MICHELLE WILSON *Never Ending Source Of Love* (WAAKO)

CASSIO *I Like You* (EASY STREET)

SOUL II SOUL *I Care* (VIRGIN)

UNKNOWN *Midnight Calling* (ACETATE)

LENNY BERRY & FRED 'The Jammer', WZAK, CLEVELAND

WHITEY DON *Artical* (JIVE)

KEITH MURRAY *This That Shit* (JIVE)

2 PAC *Temptations* (INTERSCOPE)

SOCIETY OF SOUL *Pushin'* (LAFACE)

SUPER CAT *Girlstown* (COLUMBIA)

DJ GROOVE, Z90, San Diego

TODD TERRY PROJECT PART 7 *Honey Free At Last* (FREEZE) - Check out the Respect To Martha Mix! This cut starts progressive then goes into a deeper flavor with a sample of Marth's Wash's voice! If you like Todd's production, then you'll like this one.

SVEN VATH *The Beauty And The Beast* (WARNER BROS) - Check out the Murk Boys Mix! This cut gives you a flavor of Tribal and Progressive but to make it short, this gives you hard and thump'n.

THE ENSEMBLE f/Beverly Houston *Deeper* (FREEZE) - If you like the hard Stuff, check out the Lights Out Mix and if you like the soulful stuff, check out the Tee's Club Vocal Mix!

CLX-LTD. *Life Will Make You Dance* (WHITE LABEL) - Check out the Tommy's Mix Of Life! This cut gives you everything you need! Vocals are slam'n, the rhythm is there and it gives you a touch of jazz! This record is gonna be huge for me, especially for mix shows!

TOWA TEI *Love Connection* (ELEKTRA) - This record is hot! Check out the Master At Work Dub! Also, Maurice's Studio '53 mix! A must have record.

DJ RAGS, Z90, San Diego

BOUNTY KILLER *Mama I bys Last Son* (WHITE) - If you liked the last Bounty Killer (Cellular Phone), you'll love this.

BRO-N-X *Who You Be* (RAW-AZZ) - Some phat, underground shit!

RAW PRODUCE *Cycles* (INSOMNIA) - Phat production similar to Tribe.

OMNISCIENCE *Amazin'* (3 BOYS FROM NEWARK) - Phat beats, phat lyrics, phat track.

KRS-ONE f/Das E.F.X. *Represent The Real Hip Hop* (JIVE)

LOGIC
L O G I C

ZORAN "Hooked On You"

MOVING UP HITMAKERS SPIN CHART

ADDED WEEK #1 HOTMIX SYNDICATED NETWORK

IN THE MIX AT: KISS108, KTFM, KPRR, WPOW, WFLY, WFHN, WPXY, WJJS, WXXL, KZFM, KBFM, KLRZ, WHHH, KMXV, KQKS, KQKQ

ON THE LOGIC "GOOD TIME" EURO-DANCE COMPILATION V.1

NJOI "Bad Things" "BLOWING UP IN THE CLUB" - Richard Humpty Vision, POWER106

IN THE MIX AT: POWER 106, THE EDGE DALLAS, WOVV, WXXL, KMXV, KPRR, KZFM, KTFM

19* BILLBOARD CLUB PLAY CHART • 38* TO 28* HITMAKERS CLUB CHART

SPARKS "When I Kiss You"

GOING FOR CLUB AND MIXSHOW PLAY NOW!!
REMIXES BY NYC'S PALLADIUM DJ CHARLIE

LOGIC PARTY at the CMJ Convention at Lighthouse 9/7/95
Special Guest DJ Joey Beltram "Game Form" TRESOR/LOGIC/BMG

BMG
BERTELSMANN MUSIC GROUP

BREAKOUTS

BILLIE RAY MARTIN "Running Around Town" (SIRE/EEG)
DIANA ROSS "Take Me Higher" (MOTOWN)
ROZALLA "Losing My Religion" (EPIC)
SHAMEN "Destination Eschaton" (EPIC)
FRANKIE KNUCKLES f/Adeva "Passion & Pain" (VIRGIN) 6 1

CLUB MOVERS

LW TW

2-1	CRYSTAL WATERS "Relax" (MERCURY)
4-2	SCATMAN JOHN "Scatman" (RCA)
1-3	REAL McCOY "Come And Get Your Love" (ARISTA)
5-4	MADONNA "Human Nature" (MAVERICK/WARNER BROS)
3-5	PAULA ABDUL "My Love Is For Real" (VIRGIN)
6-6	MAX-A-MILLION "Take Your Time (Do It Right)" (SOS/ZOO)
8-7	TINA MOORE "Never Gonna Let You Go" (SCOTTI BROS.)
9-8	ANNIE LENNOX "No More 'I Love You's'" (ARISTA)
11-9	LAURA BRANIGAN "Dim All The Lights" (ATLANTIC)
13-10	LA BOUCHE "Falling In Love" (LOGIC)
12-11	LONDONBEAT "Build It With Love" (RADIOACTIVE)
7-12	JUDY CHEEKS "As Long As You're Good To Me" (EMI)
15-13	THE MIGHTY DUB KATS "Magic Carpet Ride" (SM:JE)
10-14	PATRA "Pull Up To The Bumper" (550 MUSIC/EPIC)
16-15	ICE MC "It's A Rainy Day" (ZYX)
19-16	DJ SCOTT "Do You Wanna Party" (CRITIQUE)
14-17	BLONDIE "Heart Of Glass" (CHRYSALIS/EMI)
17-18	ULTRA NATE "Party Girl" (KING ST./RELATIVITY)
21-19	NOTORIOUS B.I.G. "One More Chance" (BAD BOY/ARISTA)
25-20	INI KAMOZE "Listen Me Tic" (EASTWEST)
22-21	SKEE-LO "I Wish" (SUNSHINE/SCOTTI BROS.)
24-22	BRANDY "Best Friend" (ATLANTIC)
26-23	MARY J BLIGE "You Bring Me Joy" (UPTOWN/MCA)
20-24	THE BUCKETHEADS "The Bomb (These Sounds...)" (HENRY ST./BIG BEAT/ATLANTIC)
23-25	FRANKIE KNUCKLES f/Adeva "Whatta U Want (From Me)" (VIRGIN)
18-26	DUET WITH MICHAEL JACKSON & JANET JACKSON "Scream" (MJJ/EPIC)
30-27	SHANNON "It's Got To Be Love" (ZYX)
31-28	ELAN "Better Than You" (STRICTLY RHYTHM)
28-29	N-JOI "Bad Things" (LOGIC)
32-30	2 IN A ROOM "Giddy Up" (CUTTING)
33-31	AZ f/Miss Jones "Sugar Hill" (EMI)
36-32	CORONA "Try Me Out" (EASTWEST)
37-33	SUPER CAT "Girlstown" (COLUMBIA)
34-34	CRAIG MACK "When God Comes/Makin' Moves..." (BAD BOY/ARISTA)
27-35	BAK2BASSIKS "I Can Feel The Desire" (MCA)
29-36	GLORIA ESTEFAN "Cher Chez La Femme" (EPIC)
39-37	TWINZ "Round & Round" (G FUNK/DEFJAM/ISLAND)
41-38	LABELLE REUNION "Turn It Out" (MCA)
43-39	BONE THUGS-N-HARMONY "1st Of Tha Month" (RUTHLESS/RELATIVITY)
38-40	JUNIOR M.A.F.I.A. "Player's Anthem" (BIG BEAT/ATLANTIC)
NE-41	JOI CARDWELL "Love And Devotion" (EIGHTBALL)
35-42	NETZWERK "Passion" (ZYX)
47-43	TRACI LORDS "Fallen Angel" (RADIOACTIVE)
40-44	ZIGGY MARLEY "Power To Move Ya" (ELEKTRA/EEG)
45-45	LIL' SHAWN "Dom Perignon" (UPTOWN)
44-46	EAST 17 "Hold My Body Tight" (LONDON)
42-47	STAXX OF JOY "You" (COLUMBIA)
NE-48	MONÉ "We Can Make It" (STRICTLY RHYTHM)
NE-49	KRS ONE "MC's Act Like They Don't Know" (JIVE)
NE-50	PET SHOP BOYS "Paninaro '95" (EMI)

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• ADAM H, KIM ENGLISH, MICHELLE WILSON, SUBURBANFUNK SOCIETY
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Charlie Alessi (718) 967-4793
• BRANDY, LOST BOYZ, ROZALLA, SHAMEN, TRACI LORDS
S.O.S. RECORD POOL • Bronx
Marc Bosser 718-829-4000
• BRANDY, LABELLE REUNION, LOST BOYZ
S.U.R.E. RECORD POOL • Bronx
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AMERICAN TRAX • Beverly Hills
Michael Love (310) 659-7852
• 2PAC, FUN FACTORY, GUY, ROZALLA, SHAMEN
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• FATHER DOM, MAD SKILLZ
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MID-WESTERN DANCE ASSOC. • Detroit
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Ear To The Ground



HORNSBY AND FRIENDS! RCA recording star/musician BRUCE HORNBLY recently played in concert at the historic Maryland Theatre in Hagerstown, Maryland. After the show, 98YCR (WYCR) York, PA air personality BRYAN KELLY (left) and a lucky on-air winner, got the chance to meet BRUCE up close and personal.



GETTING CLOSE! EMI Recording star JON SECADA, and Motown sensation SHANICE recently put the wraps on the video for "If I Never Knew You," the second single from the Walt Disney Records "Pocahontas" Soundtrack. Pictured are Director MARCUS NISPEL, CAROLYN MAYER BEUG, Sr.VP/Walt Disney Records, JON SECADA and SHANICE.

THE LATEST:

EMI Records has just announced the formation of a new record label with TOM ZUTAUT as President/CEO...ALAN VOSS is the new Executive VP/GM of Elektra Entertainment...KEITH NAFTALY's position as VP/A&R for Arista is officially announced this week...Gannett Radio has promoted KIIS-AM/FM VP/Station Manager ROY LAUGHLIN to President/GM, while PD STEVE PERUN is elevated to National PD for the company. Turn to Faces & Places on page 4 for the complete stories on these appointments • In a move that is perhaps intended as a counter-weight to the current deregulatory climate, the FCC, acting on instructions from a federal appeals court, has added two hours to the so-called "safe harbor" time period, in which "indecent" programming is prohibited. That time period, which has been 6am to 8pm, has been extended to 10pm. • Speaking of deregulation, your elected representatives in D.C. will be back on "the Hill" next week. Picking up where it left off before the summer recess, Congress will begin the next phase of telecommunications reform, with radio ownership rules and other broadcasting regulations expected to go on the block.

M.J. MAKES UNBEATABLE HIStory:

Superstar MICHAEL JACKSON isn't just making records; he's making records that are making unbeatable records! Last week, MICHAEL's current smash "You Are Not Alone" debuted at #1 in Billboard's Hot 100 Singles chart. In and of itself that is a remarkable feat. It is however, even more astounding, when you consider that this is a Billboard chart first: No one, not even (fill in the blank with one of the all-time greats) has ever had a single debut at the top this Billboard chart! MICHAEL is the first, and in so being, he's achieved a record that simply can never be broken!

Major kudos to Epic VP/Promotion BARBARA SELTZER (whom we will now refer to as "the esteemed" BARBARA SELTZER) and her talented team for making this remarkable (and unbeatable) piece of HIStory!

MANCOW vs STERN UPDATE:

It's becoming a regular feature, and here's the latest: MIKE DISNEY, the VP/GM of HOWARD STERN Chicago affiliate WCKG sent 500 advertisers a three-page letter, in which he accuses Evergreen

Media (which O&O's MANCOW corral WRGX) of "paranoia and hypocrisy." In that letter, DISNEY goes on to accuse Evergreen of "behind the scenes maneuvering to discredit HOWARD in the market."

While this was going on, the STERN vs. MANCOW rivalry got another weird twist, as WJMK/Chicago wake-up artist JOHN LANDECKER debuted a parody song making fun of the feud. The tune features lyrics set to the music of the GERRY RAFFERTY/Steeler's Wheel classic, "Stuck In The Middle With You," which, by the way, has just been masterfully covered by Arista recording star JEFF HEALEY

KIIS-FM CHANGES ADDRESS TO MELROSE PLACE:

As if the promotions of ROY LAUGHLIN and STEVE PERUN at KIIS-FM weren't big enough news at the station, this past Tuesday (8/29) the good folks from SPELLING TV dropped by to use the KIIS studios for part of an upcoming episode of "Melrose Place." Apparently the plot twist *du jour* on MP has Dr. KIMBERLEY SHAW (actress MARCIA GROSS) co-hosting a talk radio show with none other than Dr. JOYCE BROTHERS. The fictitious talk show originates from the even more fictitious studios of 101.2 (note the even digit after the decimal point) K-CHAT. Despite the bogus calls and frequency, the SPELLING folks were apparently concerned about authenticity, so they marched the cast and crew into KIIS for that perfect touch of realism. No word on when this episode will run, but hey, you don't watch the show anyway, right?

CEMA MAKES ORGANIZATIONAL CHANGES:

Several key executive changes were announced at CEMA Distribution last week.

CEMA president/CEO RUSS BACH has promoted GENE RUMSEY from VP/Nat'l Accounts to Sr. VP for the department. In addition, MICHAEL RODEN has been named Sales Director/Nat'l Accounts. He was formerly National Sales Director. Another former National Sales Director, KATHY CALLAHAN, has been elevated to Sr. Label Director, with sales and marketing responsibilities for Capitol, Blue Note and Angel labels. Additionally, JON BURK has been appointed Label Director, responsible for the EMI, I.R.S. and Ichiban imprints. He was formerly based in Atlanta, where he was Regional Marketing Manager for the Southern Region. Also,

BILL BURKS has been promoted from National Sales Director to the post of Label Director with Virgin, Capitol Nashville, EMI Latin, Ardent and the Christian Music labels as his responsibilities. The three will report to JOE McFADDEN, Sr. VP/Sales and Marketing. They will be based in Woodland Hills, CA.

ABSOLUTELY ACTUAL JOBS:

You, yes YOU, can be a star in Atlanta! Unlike next year's Summer Olympians however, you won't need to be good at high hurdles or synchronized swimming. Instead, you'll need great on-air skillz. Star94 (WSTR) is looking for a night personality. To be a contender for this primo opportunity, get your stuff to KEVIN PETERSON, c/o: WSTR, 3350 Peachtree Rd., Penthouse Station, GA 30326. All that EEO stuff applies. No calls please!

K92 (WXLK)/Roanoke has an immediate opening for an afternoon jock. Besides great air talent, you must possess digital production experience. Send that T&R to: CHRIS TAYLOR, PD, WXLK, 3934 Electric, Rd., Roanoke, VA 24018. EEO, and no calls, okay?

HALE HALE ROCK & ROLL!

This is the big weekend, at last, after lots of delays, for the official Grand Opening of the Rock & Roll Hall Of Fame in Cleveland. To Hall officials, and all of the great music makers and inductees, we say, CONGRATULATIONS! (With the Rock Hall opening in the midst of this "Indian Summer," we'd proudly move the home office to Cleveland anytime!)

SEGUES & TRANSITIONS:

MJI Broadcasting names JULIE TALBOT as its COO...Call him Mr. C now! At K92 (WXLK)/Roanoke MD RICH E. CUNNINGHAM is upped to APD...JASON SILVA is the new MD at KSOL/S.F....JILL QUALE joins the morning team at WSTW/Wilmington, DE...MIKE STERN is the new PD at WRFV/Dayton, which just flipped from Gold to Alternative is now known as The Edge...Long-time KROQ night dude POORMAN segues across town to, believe it or not, Power106 for nights there!...WXRK/Pittsburgh makes the flip from Country to Alternative, with the new handle, "Revolution 104.7." TOMMY NYCE stays on board as PD...J.J. QUEST is the new PD at just signed-on Alternative WBZU/Richmond.

RUSSELL SIMMONS

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TOLLIN / ROBBINS INC.

★ P R E S E N T S ★

THE SHOW

BILLBOARD TOP 200 LP's #4 for 2 WEEKS
BILLBOARD TOP R&B LP's #1 for 2 WEEKS

**THE SOUNDTRACK
IN STORE NOW**

featuring

THE
DOVE SHACK

"Summertime in the LBC"

SOUNSCAN ALBUM DEBUT #68

#32 MOST REQUESTED ON



TOP 10 PHONES AT:

KPWR 36x
WWKX 33x
WJJS 35x



NEW THIS WEEK AT:

KHTN

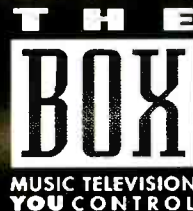
ALSO SPINNING AT:

WJMH 22x WPGC 16x
KS104 6x B95 6x Z90 13x
WOCQ 38x FLAVA1580 21x KCAQ 8x

ONYX

"Live!!!"

ON AT



REDMAN/
METHOD MAN
"How High"

SOUNSCAN SINGLE #9

#18 MOST REQUESTED ON



TOP 10 PHONES AT:

HOT97 47x
WPGC 28x
92Q 17x
WJMH 27x
FLAVA1580 42x



ALSO ON:

KWIN
WOCQ

NEW THIS WEEK AT:

POWER96 KKSS WHJX

MOVIE OPEN NOW



Ear To The Ground

THE HOT TIP

EDWIN McCAIN f/Darius Rucker "Solitude" (LAVA/ATLANTIC)

Now that Hootie & The Blowfish have gone from being the *next* big thing to *the* big thing, watch EDWIN McCAIN follow suit. The sales picture on this is already strong, so programmers can expect their audiences to be very familiar with EDWIN. With friends like DARIUS RUCKER helping out, EDWIN won't have "solitude" as a problem much longer! It's already getting significant Rotations at WEDJ, WGRD, KHTY, KLRZ, WRQK and more. New adds this week include WAYV, WWST, WWSR, KBZR and WWKZ!!



NO SOLITUDE! After rocking the house recently at New York's Wetlands, Lava Records rising star (and current HITMAKERS Hot Tip artist) EDWIN McCAIN was all smiles as he posed backstage. Pictured (l-r) are STEVE KLINE, Lava Dir./Nat'l Promotion, EDWIN, Lava President JASON FLOM, Lava VP/Marketing DANIEL SAVAGE and Lava Sr. VP/Promotion, VALERIE DeLONG.



DANGEROUS MINDS TOGETHER! Top executives of MCA records got together recently to celebrate the runaway success of the label's "Dangerous Minds" Soundtrack. Pictured (l-r) are: JONATHAN COFFINO, SR. VP/Sales & Field Mktg, MCA; KATHY NELSON, SR. VP/GM, MCA Soundtracks; Rap superstar COOLIO, RICHARD PALMESE, President, MCA Records; and A.D. WASHINGTON, Sr. VP/Sales & Mktg, Black Music Collective, MCA Records.

SCUTTLEBUTT:

With CALVIN HICKS set to touch-down at WSSX in Charleston this week, has WWXM/Myrtle Beach GM WILL ISAACS finally narrowed it down to "the guy" to be the next PD there? Look for the announcement P.D.Q...Is a Spanish outlet about to blow-up in your market? It's quickly emerging as the growth format for the long-term future...Was Morning Show Bootcamp the perfect venue for radio veteran and KKMG/Colorado Springs wake-up dude JONATHAN WILDE to go trolling for a new gig? Is he looking to make a career change, and cash in on a new format concept he's developed?...Is radio near-legend and former KROQ star DUSTY STREET in the early stages of a consulting career?...Which major Northwest hit outlet is trolling for a new morning show, with the consent of the current occupants.

FROM THE CAN YOU BELIEVE IT OR WHAT FILE:

It sounds like the plot for a really bad sitcom: An FCC filing has revealed that KARW-AM/Longview, TX and its parent company, Praise Media, had been traded without the Commission's knowledge or consent....not once, but twice! Oddly, this flagrant violation was overshadowed by even more disturbing facts: the station had gone dark several times, once for failure to pay its electric bill, and a renewal application had once been filed in the name of an owner who had been deceased for months. But wait, there more! The plot really thickens when the Commission was informed that company president EUGENE WASHINGTON would not be available to attend an FCC hearing on the matter. Why? He was currently doing time for narcotics charges! (Anybody want to re-think this whole dereg thing?)

In a story almost as weird, WHFS/Washington morning maven KATHRYN LAUREN has uncovered a solar-powered electronic mosquito repellent, and with some fine-tuning, got it adapted for use on-air. The result is that this Labor Day weekend, 'HFS listeners can picnic or BBQ with without being "bugged," just as long as they tune in to WHFS! Nice hook....if only they could adapt this thing to work on T-shirt junkies and contest addicts!

KUDOS TO....

...Columbia Sr. VP/Promotion JERRY BLAIR and his troops for the truly awesome premiere week on the new MARIAH CAREY single, which turned "Fantasy" into reality! Not only was "Fantasy" this week's Most Discovered record at Pop and Rhythm radio, it was also the most added at both formats, grabbing significant rotations at over 140 stations! NEXT UP: "Lump," the current single from The Presidents Of The United States, as featured on the current HITMAKERS CD Sampler, volume 117.

...Elektra Entertainment SR. VP/Promotion GREG THOMPSON & Co. for the stellar success on a broad front. The Rembrandts "I'll Be There For You" remains in the upper reaches of the charts, and its follow-up, "This House Is Not A Home" (featured on the current HITMAKERS CD Sampler) had a truly spectacular week! At the same time, the label's got it goin' on with great projects from Better Than Ezra and NATALIE MERCHANT, and is about to bust loose with "Hear" from Moonpools & Caterpillars, which is conveniently located as cut #4 on the aforementioned HITMAKERS CD Sampler!

....to Critique President CARL STRUBE and VP/Promotion JOHN COLASANTI (who's got a

birthday coming up) for the breakaway success of NICKI FRENCH. "Total Eclipse Of The Heart" is a strong contender as one of the year's best, and its follow-up, "Did You Ever Really Love Me," is ready for its ride to the top! To put your ear on it, check that spiffy HITMAKERS CD Sampler!

....BOB CATANIA, STEVE LEAVITT and CRAIG COBURN at Geffen for the marvelous week at Pop and Alternative on LISA LOEB & NINE STORIES' "Do You Sleep?" LISA's sophomore outing and Geffen debut grabs over 131 stations out of the box!



ALL SHOOK UP! J.V. and ELVIS from the WILD107/S.F. Morning Dog House got into the mood at the station's recent "Elvis Tribute Week." Choosing garb decidedly from the Vegas-era ELVIS, the two hot listeners sling-shot jelly doughnuts at them for fun and prizes!

RadioHitz

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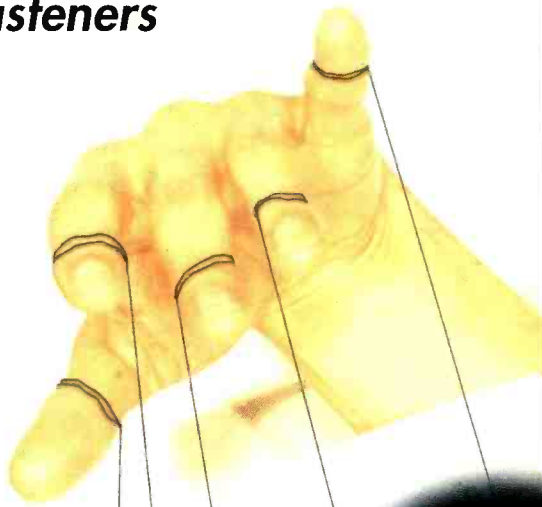


Monitor Top40/Rhythm Crossover Chart: 28-12* Airpower

Monitor R&B Mainstream Chart: 39-9* Airpower

More Than 3300 Total BDS Detections

More Than 37 Million Listeners



SPINS:

KUBE 47x
KYLD 39x
KS104 35x
KDWB 24x
KBXX 47x
WJMN 24x
KKFR 45x
WPGC 45x
92Q 44x
KTFM 35z
KMEL 17x
WKSS 17x
WWKX 16x
Q102 15x
WKBQ 15x
PWR96 15x

THE
HATE
EXPERIENCE

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

**Z90
KTFM
WHJX
WHOT
KRQQ
WWCK
KPSI
WHOT
KHTO
WNNK
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hate u

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