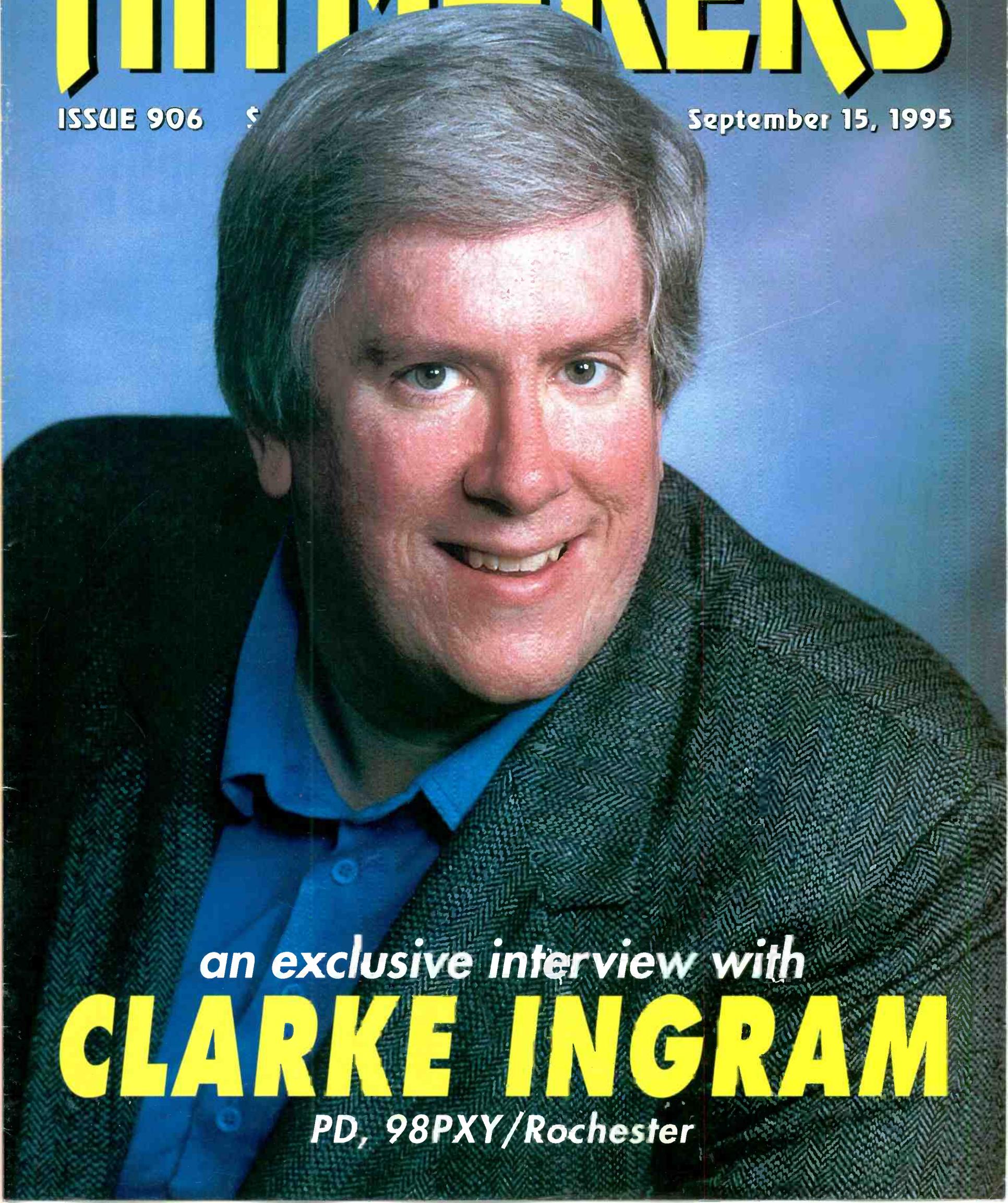


HITMAKERS[®]

ISSUE 906

September 15, 1995



an exclusive interview with

CLARKE INGRAM

PD, 98PXY/Rochester

AUTOMATIC RECOGNITION.
AUTOMATIC **REACTION**.
AUTOMATIC SMASH.

REAL **M**CCOY



The hot
follow-up
to their
three
Top Ten
hits!

Automatic

Lover

The new single and video
from their Platinum-plus debut album ANOTHER NIGHT

Official Airplay Date:
September 18th

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TOP 40 Radio Multi-Format Picks

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

MAINSTREAM

ALANIS MORISSETTE You Oughta Know (MAVERICK/REPRISE)	JON B. Pretty Girl (YAB YUM/550 MUSIC)
BON JOVI Something For The Pain (MERCURY)	LISA LOEB & NINE STORIES Do You Sleep (Geffen)
BOYZ II MEN Vibin' (Remixes) (MOTOWN)	LISA MOORISH f/George Michael I'm Your Man (LONDON/ISLAND)
BRANDY f/Wanya Morris Brokenhearted (ATLANTIC)	MARIAH CAREY Fantasy (COLUMBIA)
BUSH Come Down (INTERSCOPE)	MICHAEL BOLTON Can I Touch You...There? (COLUMBIA)
CHRIS ISAAK Go Walking Down There (REPRISE)	MICHAEL JACKSON You Are Not Alone (MJJ/EPIC)
COOLIO Gangsta's Paradise (MCA SOUNDTRACK)	NATALIE MERCHANT Carnival (ELEKTRA/EEG)
CORRS Runaway (143/LAVA/ATLANTIC)	MOONPOOLS & CATERPILLARS Hear (E.W./EEG)
DAVE MATTHEWS BAND Ants Marching (RCA)	PAULA ABDUL Crazy Cool (VIRGIN)
DEEP BLUE SOMETHING Breakfast... (RAINMAKER/INTERSCOPE)	P.M. DAWN Downtown Venus (ISLAND)
DEL AMITRI Roll To Me (A&M)	PRINCE I Hate U (WARNER BROS.)
EDWIN COLLINS A Girl Like You (A&M)	THE REMBRANDTS This House Is ... (EASTWEST/EEG)
EDWIN McCAIN f/Darius Rucker Solitude (ATLANTIC)	SEAL Kiss From A Rose (SIRE/WARNER BROS.)
GIN BLOSSOMS 'Til I Hear From You (A&M)	SELENA I Could Fall In Love (EMI)
GOO GOO DOLLS Name (METAL BLADE/WARNER BROS.)	SILVERCHAIR Tomorrow (EPIC)
HEATHER NOVA Walk This World (BIG CAT/WORK)	SKEE-LO I Wish (SCOTTI BROS./SUNSHINE)
JANET JACKSON Runaway (A&M)	SOPHIE B. HAWKINS As I Lay Me Down (COLUMBIA)
JILL SOBULE Supermodel (LAVA/ATLANTIC)	TAKE THAT Back For Good (ARISTA)

STREET SHEET

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

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| • MAINSTREAM DISC-CLUB | page 18 | • EAR TO THE GROUND | page 48/50 |

the rembrandts

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The new single
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album L.P.

and the follow-up
to the #1 airplay smash
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(Theme from the hit
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MOST ADDED!
OVER 20 STATIONS
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with:

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Already #19 at
KHTY/Santa Barbara
with **22 spins!!!**

MOONPOOLS
& CATERPILLARS
HEARO



It's a cheerful earful.

The premiere single and video from Moonpools & Caterpillars' lip-smackin' debut album Lucky Dumping.

Produced by Richard Gottreher & co-produced by Jeffrey Lesser with some harassment from Moonpools & Caterpillars

Management: Scott Ross for Maven National Artists



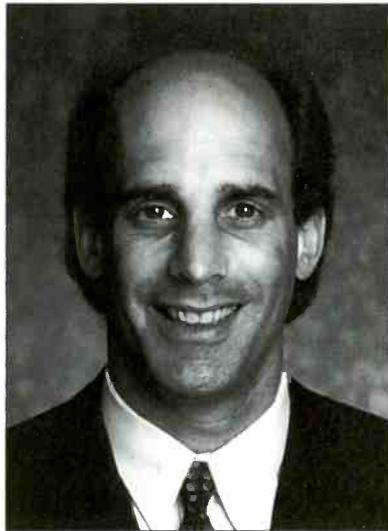
On Eastwest Records America compact discs and  cassettes.

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HITMAKERS Faces & Places



Lou Mann has been named Senior Vice President/General Manager for CAPITOL Records.



Bruce Resnikoff has been promoted to Executive VP/GM, Special Markets and Products for MCA Music Entertainment Group.



Renay Palome has been named Head Of International Operations for AMERICAN Recordings.



Joe O'Neil has been named Managing Director for AMERICAN Recordings/Europe.



Demetrus Alexander has been named Vice President of the Gospel Music Division of Warner Alliance.



Joel Amsterdam has been appointed Senior Director of Press and Artist Development for the ELEKTRA Entertainment Group.



Liz Morentin has been appointed Associate Director, Press and Artist Development for the ELEKTRA Entertainment Group.



Katrina Fernandez has been promoted to Artist Development, International Manager for WARNER BROS. Records, Inc. International Dept.

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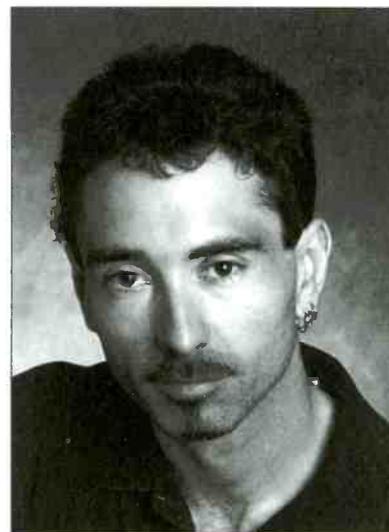
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Gerry McCarthy has been promoted to Artist Development, International Manager for WARNER BROS. Records, Inc. International Dept.



Marina Rota has been promoted to Artist Development, International Manager for WARNER BROS. Records, Inc. International Dept.



Adam Pollock has been appointed Associate Director Marketing for ISLAND Records.

The Presidents of the United States of America

Three guys.

Five Strings.

One Nation Under God.

Featuring
LUMP

94* - 62* Billboard Top Album Chart

7* - 4* Modern Rock Monitor

Hot 100 BDS: Over 1,800 spins

Hot 100 audience reach over 17 million

#1 Most Played: 99X, KROQ, WHFS, Q101, WLUM

Major Rotation: Z100, KRBE, WHYT, WBCN, WDRE, WPST, WENZ, KISF



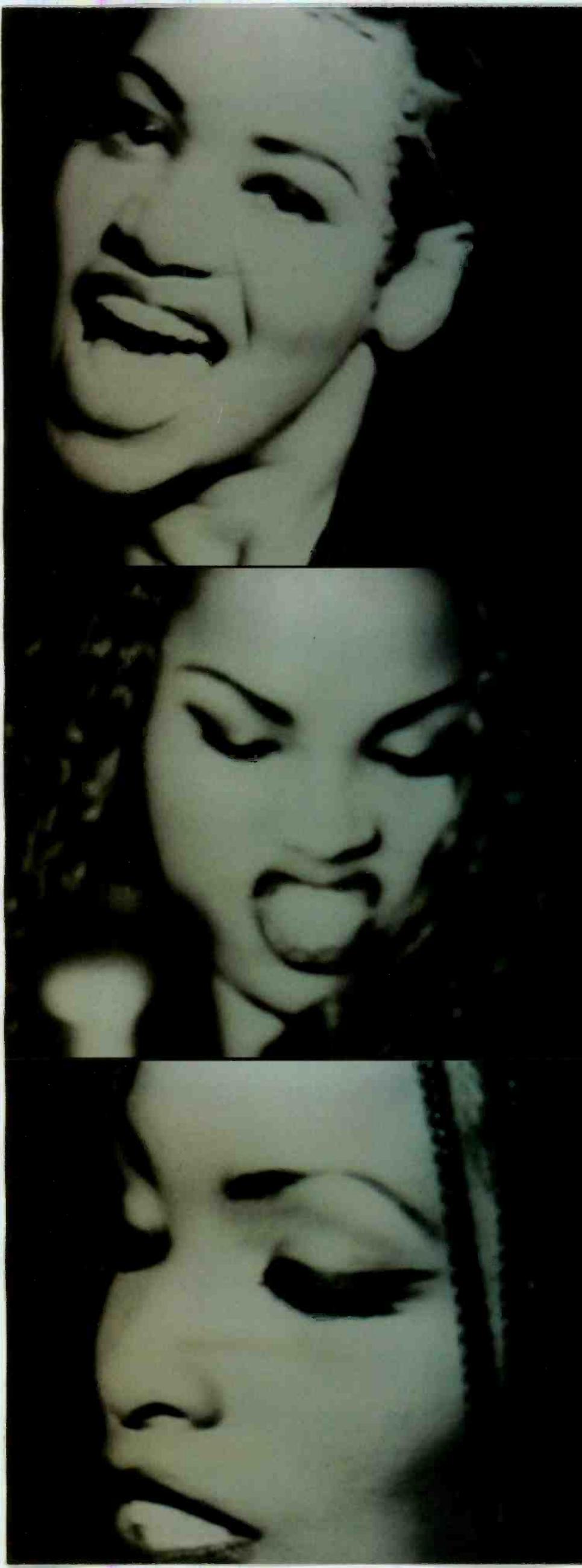
Produced by
Conrad Uno and
Chris and Dave.

Mixed by David Kahne at Robert Lang Studios
Management: Staci Slater for the
<http://www.sony.com>

COLUMBIA



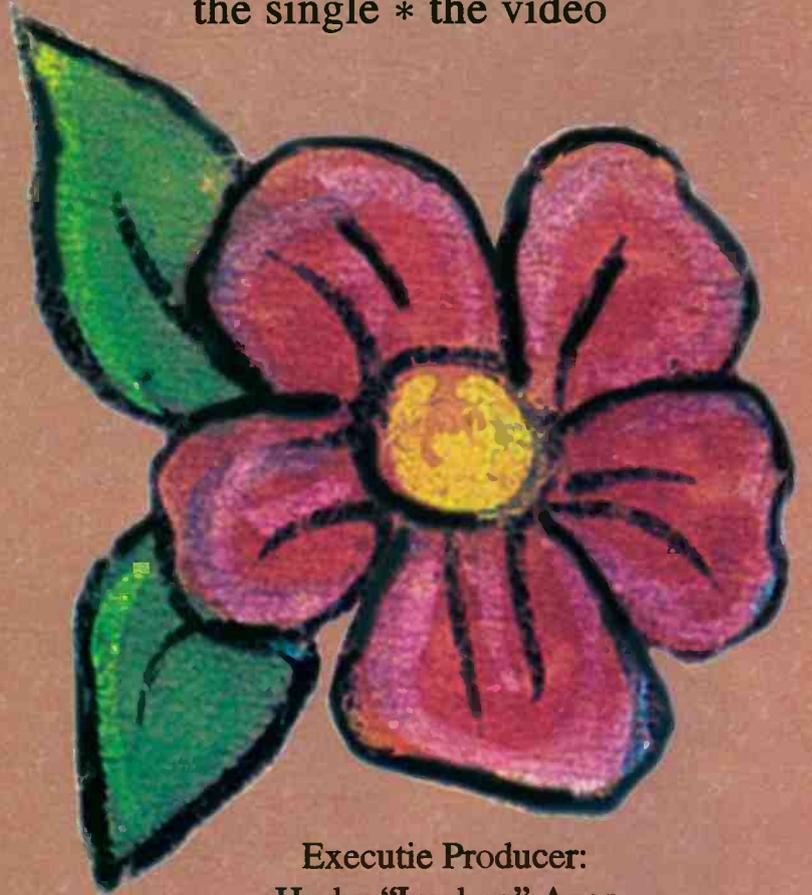
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SALT 'N' PEPA

"Ain't Nuthin' But A She Thing"

the single * the video



Executive Producer:
Hurby "Luvbug" Azor
Producer: Cheryl "Salt" James



FROM THE FORTHCOMING COMPILATION
AIN'T NUTHIN' BUT A SHE THING
A CELEBRATION OF ORDINARY WOMEN
DOING EXTRAORDINARY THINGS.

Executive Producer: Leigh Blake Sebastian
for Good Karma Inc.



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Programmer's Think Tank

by TOM SHO VAN



THE CLASH OF THE TITANS

We hear of mega mergers and the acquisition of more and more stations by groups. We ask, how bad could that be. After all, the FCC has always been a pain in the ass – to have that thorn out of our side is worth a lot. Furthermore, sn't getting bigger a good sign – a sign of progress?

Let me take it outside the radio business for a minute. A couple years ago Manufacturers Hanover Bank merged with Chemical Bank here in New York. The merged entity – Chemical – closed half its branches and laid off thousands of employees. During the past two years since that merger, lines at the teller windows have more than doubled in length and over two dozen new, higher fees have been imposed on depositors. These fees include higher ATM charges, higher costs for overdrafts and returned checks and so forth. Branches of the bank cannot be reached by phone. Accounts information is only available through a complex automated voice mail system when it's functioning at all. Last week, Chemical Bank merged with another banking giant – Chase Manhattan. When this merger is completed, half of Chemical's remaining branches and half of Chase's branches will be closed and thousands more employees cut loose. Do you think service will increase? Already a bank in Chicago has started charging \$3.00 per transaction for anything involving a real teller. We can see where that's going. Bigger is

unquestionably better for these banks' bottom lines and they sure can talk a convincing story when they point to the growth and health of the banking industry. As far as customer service, though, it's plastic cards and Disney-esque lines of people following ropes.

This bigness we see in banking is having the same affect on radio. Just yesterday I spent eight minutes in a "voice mail from hell" at one radio station. Anyone calling a PD these days needs to either know an extension number or be able to maybe spell his/her name on eight digits of your touchtone pad. Yet with all that voice mail, have you noticed it takes five or more rings before anybody picks up a phone?

In no way am I suggesting that the groups that are buying up more and more radio stations creating bigger and bigger chains, are bad people. They're generally good, highly successful businessmen. But their goals aren't those that necessarily are best for radio as an art form or even a communications medium.

The Communications Act of 1934 established radio as a public trust. Although franchised through transferrable licenses, the radio spectrum was regulated in the public interest. A resource just as precious as our water, our parks and mineral rights, radio was protected against pillaging. As owners, franchise holders in radio used to be limited to 7 AM and 7 PM stations, none overlapping within the same spectrum. Further, to ensure that franchises not traffic in quick-turnaround deals, but rather, nourish and

grow the medium, owners were required to retain a radio station three years before reselling it.

As owners, we were forced to air public service and other programming which was contrary to our format and image. The three-year requirement meant we couldn't dump the station if we got in trouble – therefore we had to nurture its growth. We hated the FCC and all its rules. We wanted our freedom. Well here it is. I just got back from the N.A.B. Convention in New Orleans where I was besieged by out-of-work PDs. The fat cats were beaming and the underdogs were whimpering. Everybody's trying to be optimistic, but we've got a lot of work ahead of us if we're going to save any of radio's creativity and warmth.

Our best ally is FCC Chairman Reed Hundt who says we've gone far enough and some ownership caps and some controls should remain in effect. Business interests are all in favor of turning radio into a commodity. In doing that we can only lose our opportunity to practice our craft. Radio has the power to excite, enthral, entertain and paint magnificent mental images. To turn the "theatre of the mind" into a parking lot, in the interest of pure business, will be a terrible loss to our society. Are we willing to look the other way just to keep our jobs short-term?

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

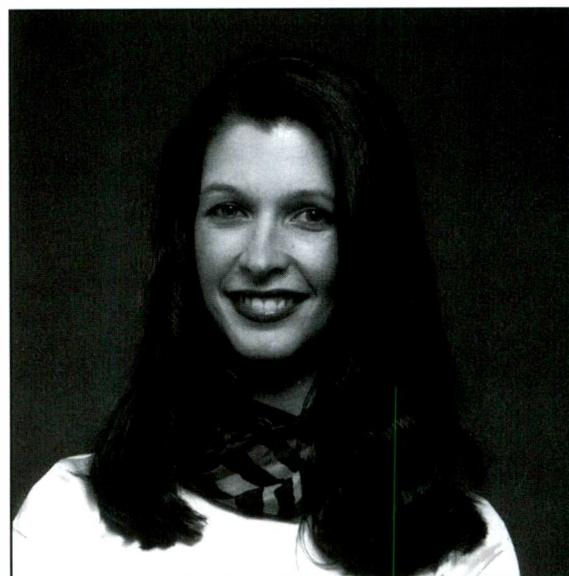


Unlimited Gold! President of Critique Records Carl Strube (third from left) and Jurgen Karduletsch (fourth from left), President of Radikal Records, presented Gold records for 2 Unlimited's GET READY album to (from left): Ton Van Den Brenner, Toco International; Jean-Paul De Coster, Producer; Marc de Raal (second from right), Toco International; and Phil Wilde (right), Producer at the recent Pop Komm Convention in Cologne, Germany.

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For The
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And Music Industries!**

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WHYT	Z104
99X	KJYO
WZPL	KLRZ
WKBQ	WABB
Q99.5	WZYP
WAPE	WBHT
Q101	WZST

**AMERICAN
TOUR**

**STARTS
SEPT. 26TH**

**heather no
walk this world**

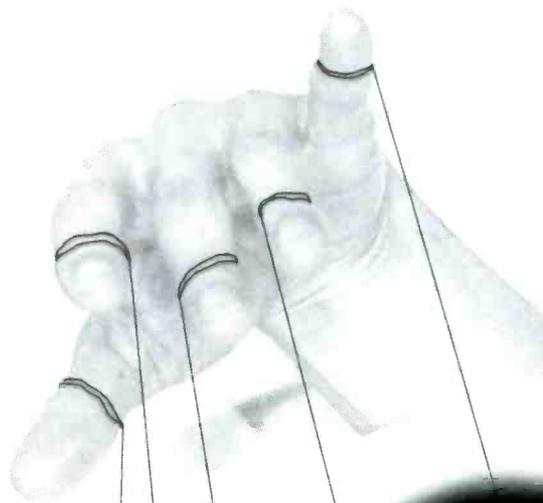
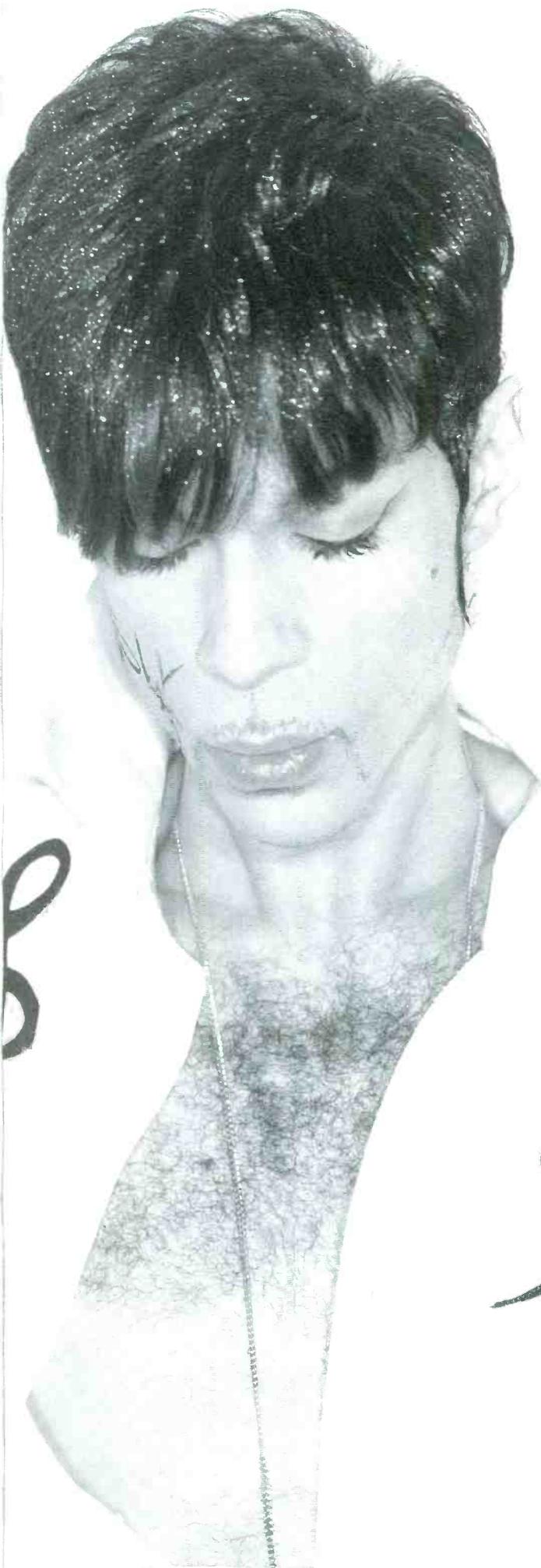
THE FIRST TRACK AND VIDEO
FROM THE ALBUM

"OYSTER"

Monitor Top40/Rhythm Crossover Chart: 13*-12*

More Than 3400 Total BDS Detections

More Than 39 Million Listeners



hate
EXPERIENCE

**Major Market
Action:**

KKRZ	22x
KUBE	39x
WPGC	47x
92Q	26x
WIOQ	14x
KS104	34x
KYLD	29x
KMEL	14x
KZHT	38x
KKFR	45x
Z90	15x
Q106	14x
KBXX	30x
KGGI	ADD
WZJM	20x
Q102	18x
WHHH	33x
KDWB	22x
KMXV	32x
WKBQ	10x
PWR96	22x

hate u

See  on **Saturday
Night Live on Sept. 30**

From The Gold Experience.

In stores **September 26.**

Produced, Arranged and Performed by  with The New Power Generation.

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GOO GOO DOLLS "NAME"

#1 Most Added Again Including:

WKBQ STAR94 WEDJ

KRQQ	KJYO	WGTZ	K92
WFMF	KLRZ	KKMG	WNNK
KKRD	WHHY	WZYP	WBHT
WKRZ	WDJB	WZNY	WHOT
WTWR	KFRX	WZOK	WKZW
WAYV	WGLU	WWXM	WERZ
KZMG	KISX	KMCK	WROK
KSMB	WIFC	KQIZ	KSLY
KQXY			

Monitor Modern Rock Chart 6*-3*
More Than 3200 Total BDS Detections
More Than 38 Million Listeners
Billboard Heatseekers Chart 4*-1*
7788 to 9604 pieces

FROM THE ALBUM
A BOY NAMED GOO



STRESS

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

02-20	Z100	26x	KRBE	56x	WKSE	22x	B97	20x
	Q99	32x	WPLY	30x	WPST	41x	WEDJ	10x
	WKXJ	11x	WWST	10x	WDDJ	12x	WNTQ	14x
	WVSR	10x	WWCK	19x	KHTT	10x	KHTY	17x
	WLAN	12x	WXXX	10x				

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 VISIT THE WEB SITE
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CLARKE INGRAM

PD, 98PXY, Rochester

CLARKE, LET'S START WITH AN OVERVIEW OF YOUR CAREER. WHERE DID YOU GET STARTED?

I started out, fresh out of college, at 96KX in Pittsburgh in 1978, working for Kevin Metheny and then Bobby Christian. In the next few years I went from being the weekend guy to Assistant PD/MD and night jock.

WHERE'D YOU GO FROM THERE?

When 96KX changed formats in 1983, I walked across the street to B94, where I did nights for Steve Kingston and later was Assistant PD for Guy Zapoleon. In 1986, I followed Guy out to KZZP in Phoenix, where I ended up being Operations Manager. Then, in 1987, I moved to sister station KRQ/Tucson as PD. After a brief stint back at B94 as PD in 1989-'90, I went to Allentown to program WHXT (HOT99.9) and its AM station. While there, I hooked up with Malrite for on-air work at Z100 in New York City and EAGLE106 in Philadelphia. Allentown eventually went Oldies, and I decided to stay with Z100 for awhile. In late 1993, Buddy Scott and Tex Meyer asked me to come back to B94, and I did. Then, near the end of 1994, I got the call to come here to Rochester and 98PXY.

HOW DID YOU END UP AT 98PXY?

I had interviewed for the Charlotte PD job when Pyramid was in the process of acquiring 95.1 (now WEDJ) in 1993. A year later, when John Ivey resigned from 98PXY to go to (then) Nashville, someone in Pyramid remembered me, and I got a phone call. As I recall, I sent my package to then-OM Bill Schoening on a Wednesday, came up for the interview that weekend, accepted the job on Tuesday, and resigned from B94 the next day. It all happened very quickly.

HOW WAS THE SPRING BOOK?

Excellent in every sense of the word. We went 8.3 to 9.1 12+, #1 cume in the market, #1 18-34 women, #3 25-54 women, #5 25-54 persons. What's even more remarkable is that we made these increases in the face of a brand-new Modern Rock station. When a new competitor signs on with a five share in its first book, and you still advance in the 12+ ratings and make significant gains in all your

demographic targets, well, that's high cotton!

YOU'VE HAD A LOT OF GREAT SUCCESS STORIES. WHAT ONE OR TWO SUCCESSES STAND OUT AS REALLY SPECIAL FOR YOU, AND WHY?

I've programmed around half a dozen stations, but most people seem to remember my 23 share in Tucson, where we had the highest-rated Top40 station in the nation. That sort of pinnacle experience truly only happens once or twice in a career. Other than that, I'd include KZZP going to #1 in Phoenix, the 9.5 share we achieved at B94 in 1990, and my three years on the air at Z100, the #1 Top40 station in the #1 market in America, as some of the highlights of my career.

IT MUST BE A THRILL, AND A REAL HONOR, TO BE ASSOCIATED WITH SO MANY SUCCESSFUL STATIONS THAT IN THEIR HEYDAY WERE REGARDED IN HIGH ESTEEM, AND IN THE CASE OF KZZP, IS VIEWED TODAY AS A PIONEERING STATION. YOUR COMMENTS ON THAT.

"You need to understand your market, realize who your audience is, know what they expect from your radio station, and give it to them, with enough panache that they listen and remember."

Well, certainly it has been an honor to work with great programmers like Steve Kingston, Guy Zapoleon, Steve Rivers, and Buddy Scott, and I have sure learned more than my share of programming techniques from them. And there's no question that having so many legendary call letters on my resume has made Clarke Ingram more bankable.

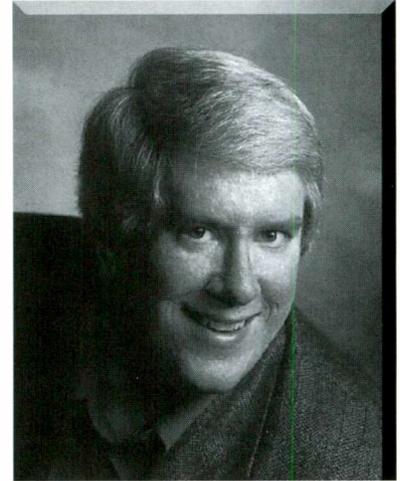
Having said that, I hope that in some small way, the success of the radio stations I've been associated with reflects whatever talent or ability I've been able to bring to the table. At least in part, I've been a success due to the radio stations I've been a part of, and hopefully the reverse is also true. People say that in nearly two decades, I've never made the ratings go down, and so far, it's the truth!

GIVE US A LOOK AT 98PXY TODAY...AND TELL US ABOUT YOUR STAFF.

98PXY is, very simply, a Mainstream Top40 station, and I think we fly in the face of the conventional wisdom that Top40 is dead or dying. Just look at the ratings, and remember that we have TWO AC stations, a powerful heritage AOR, a strong Urban station, and the Modern Rocker all coming after us. The formula for 'PXY's success is simple...we play hit music, we have great personalities, we do our homework, we're very promotionally active, and we're very well positioned, marketed and researched.

In mornings, we have longtime 'PXY personalities Scott Spezzano and Joan Brandenburg, and in PM drive it's heritage air talent Pete Kennedy. Our midday voice, JoJo and nighttime idol Artie the One Man Party both came to us from Boston, where they worked on the air at a very early age. My Music Director, J.J. Rice, does late-nights. We also have two very important off-air people in Promotions Director, Tristano Koriou, and Production Director, Joe Kaus. They operate on a major-market level.

TELL US A LITTLE BIT ABOUT



use our gut and science to add those songs which are most likely to be big hits for 'PXY, the cream of the crop. It's not a perfect process, but for the most part, it works.

DESCRIBE, IF YOU CAN, THE PERFECT 98PXY RECORD. IF YOU COULD ONLY PLAY ONE SONG, WHAT WOULD IT SOUND LIKE?

Over the past few years, 98PXY has primarily been a Pop and Rhythmic radio station, and the first song that comes to mind is *Another Night* by Real McCoy. We had it in a power rotation for eight or nine months and over 2500 spins, according to Selector. So, more than any other song, I'd have to point to that one as the kind of sound that defines 98PXY. Of course, there are also Pop/Rock artists like Melissa Etheridge or Hootie & The Blowfish that bring 98PXY back to the middle musically.

WHO'S YOUR GM, AND HOW DO YOU TWO INTERACT?

Our Vice President and Chief Operating Officer, Ken Spitzer, acts as the GM of our two FM properties here in Rochester. He's a terrific guy with a sales background who knows how to get things done. We touch base at least several times a day on different management-related issues. As far as programming is concerned, he offers suggestions and comments, but pretty much leaves the big decisions to me, which I respect a great deal.

ARE YOU CONSULTED?

Nope. Mike McVay does consult our sister FM station here, WVOR, and I occasionally call him with a question, or to ask his opinion on something, but other than that, it's all

...Continued On Page 16



BOY GEORGE

SAME THING IN REVERSE

Produced by Jessica Corcoran
from the new album **Cheapness And Beauty**

...Continued From Page 14

mine to take the blame for!

DID I HEAR CORRECTLY THAT YOU ONCE SAID YOU PREFERRED PROGRAMMING IN MORE MEDIUM-SIZED MARKETS, AS OPPOSED TO THE REAL BIGGIES?

You heard correctly.

WHY?

A much better quality of life, less fragmentation, and a better chance for overachievement. You just don't get a 23 share in the majors. I have an incredible amount of respect for people like Steve Kingston who fight it out every day in a market like New York City, but I have no real desire to do that myself.

IT'S BEEN SAID THAT PROGRAMMING IS PROGRAMMING, AND THAT THE SAME TECHNIQUES WORK IN ALL MARKETS. IF YOU UNDERSTAND THE FUNDAMENTALS, AND CAN ADAPT YOUR MANAGEMENT STYLE TO FIT THE SITUATION, YOU CAN PROGRAM ANYWHERE. IN YOUR MIND, IS THAT TRUE?

Yes. There's no question that the style changes from market to market, but frequently, the substance is the same. You need to understand your market, realize who your audience is, know what they expect from your radio station, and give it to them, with enough panache that they listen and remember.

IT'S EASY TO "GET TO KNOW YOUR AUDIENCE" WHEN YOU'VE GOT RESEARCH ON A REGULAR BASIS. FOR THOSE PD'S WITHOUT REGULAR RESEARCH, WHAT CAN YOU TELL THEM ARE OTHER WAYS TO GET FAMILIAR WITH THE TARGET DEMO?

I've always said that life is like a big focus group. It's not scientific, but the audience will certainly tell you what's right or wrong with your radio station, if you listen to them carefully. They're not product-smart like we are, they can't tell you what a sweeper or liner card is, but they sure can tell you what they like or don't like about your station and WHY they do or don't like it. You have to listen with an open mind and open ears, and be careful to understand what they're really trying to tell you. So I'd get out there on the streets and hear what they have to say.

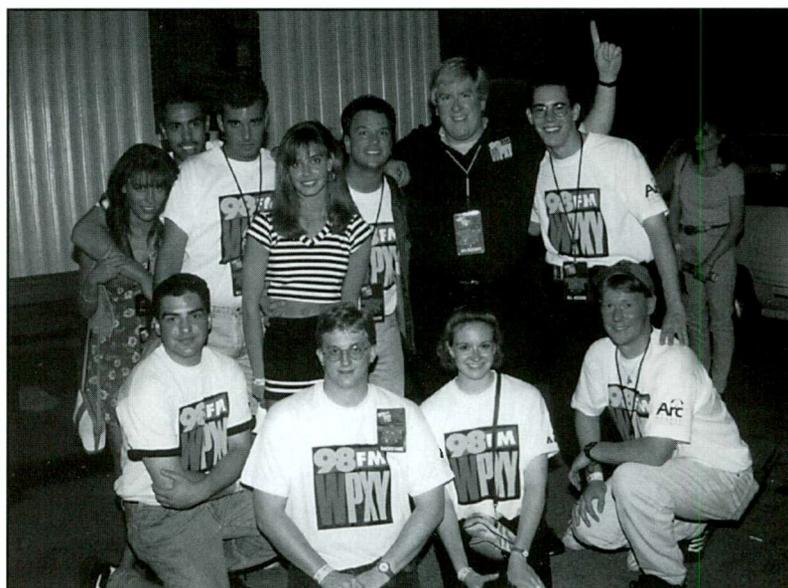
If you're in this business for any length of time, sooner or later you end up being an observer of people. You start out in an artificial setting (maybe a focus group) watching how they use or describe your radio station. Later

you translate that into real life, seeing how they react to different types of music or a public event of some sort, and pretty soon you're just watching them behave. So you sort of become an amateur behavioral psychologist at some point. I've found that to be helpful. You sure have to understand the audience's behavior in order to successfully program to them.

Personally, I've also found that casually dating a number of women in the target demo, all at the same time, is an interesting way of doing research (laughter). I'm only half-kidding about this! If you want to understand the female audience, spend some quality time with them. Of course, sooner or later, their objectivity is gone (and so is yours), and then the project is over. But I'm 38, and I find that dating 21 to 34 year old women is a real source of information and understanding. As well as being pleasant for other reasons! (laughter)

WHAT ARE SOME OF THE CHALLENGES UNIQUE TO PROGRAMMING TODAY?

Getting your message heard in an increasingly distracting world, fighting increased format fragmentation, and keeping your station from going too far in any one direction. This requires ever-increasing skills in delivering broadcast-based music radio in an age of



Here's Clarke and the WPXY staff backstage after the station's recent Summer Jam.

THE EVER-EVOLVING RADIO BUSINESS. DID YOU EVER THINK YOU'D SEE A TIME WHEN, AS IS LIKELY TO HAPPEN, RADIO WOULD BE VIRTUALLY DEREGULATED?

After 17 years in this business, nothing much surprises me. I suppose if you'd suggested today's environment at the beginning of my career, I'd have been in disbelief. But given developments over the past few years, I think near-total deregulation is just a logical extension of recent events.

focus, and it's been a problem since long before deregulation. I think the most important thing is making sure what comes out of those speakers every day sounds great, and it's what the audience wants and expects...MORE than they expect. Every minute you spend on something other than the air sound has to be watched very carefully. Unless you're making the product sound better, or networking with people who are working towards that goal, you're probably wasting your time, or at least not using it effectively.

ANY WORDS OF ADVICE OR ENCOURAGEMENT FOR CAREER FOLKS WHO WONDER HOW TO TAKE THE NEXT STEP FORWARD?

Keep improving your skills, always strive for overachievement, commit to excellence, network with the right people, listen to the opinions of others, and be nice to them on the way up...you'll certainly meet them on the way down. And when the chips are down, you'll find out who your friends are.

OKAY, WHAT ABOUT YOU? WHAT WOULD CLARKE INGRAM LIKE TO BE DOING OVER THE NEXT FEW YEARS?

Actually, I'm very happy doing what I'm doing right now. I wouldn't mind being a Group PD or VP/Programming at some point in the next five years or so, but I'm a hands-on programmer, and wouldn't want to be too much a part of the corporate structure. And I have no real desire to go into the consulting business, although I already advise two stations. I'd rather do it myself, as Program Director...one station at a time!

ANY THOUGHTS ON WHAT IMPACT DEREGULATION WILL HAVE ON PD AND MD JOBS?

We'll all be overseeing two, or three, or four radio stations, and working harder than ever. It's happening already.

DO YOU SEE ANY DANGER OF PROGRAMMERS PERHAPS LOSING FOCUS?

There's always the danger of losing

"I think it's too easy to play all Alternative music or Hip-Hop, or Soft Rock. The tough task is to program a radio station that can play Van Halen, Toni Braxton, Better Than Ezra, and Real McCoy at the same time, and win."

diversity, delivering your message in more creative ways, and remaining true to the mass-appeal nature of the Top40 format.

Honestly, I think it's too easy to play all Alternative music, or Hip-Hop, or Soft Rock. The tough task is to program a radio station that can play Van Halen, Toni Braxton, Better Than Ezra, and Real McCoy at the same time, and win. And there seem to be fewer and fewer people who can do that very well. Top40 is the most difficult and expensive of all the music formats to program successfully, especially in terms of reaching adult listeners. It's a lot easier to give up and switch to some sort of niche format, and that's just what many PDs, GMs, and owners have done.

CLARKE, YOU'VE BEEN AROUND FOR A WHILE, AND SEEN A LOT OF CHANGES IN

Jon Secada & Shanice

"IF I NEVER KNEW YOU"
(LOVE THEME FROM POCAHONTAS)

DEBUT #30* ON AC CHART

TOP40:

ON YOUR DESK NOW!

FROM
THE DOUBLE
PLATINUM
SOUNDTRACK
"POCAHONTAS"



Walt Disney Pictures Presents
POCAHONTAS

From An Original Walt Disney Records Soundtrack

Hollywood
RECORDS

Produced by Emilio Estefan, Jr. and Robbie Buchanan. Jon Secada appears courtesy of SBR/EMI Records. Shanice appears courtesy of Motown Record Company, Inc. HR-61002-2/1/7 © 1995 Wonderland Music Company, Inc. (BMI) / Walt Disney Music Company (ASCAP). International Copyright Secured. All Rights Reserved. © The Walt Disney Company. © 1995 Buena Vista Pictures Distribution, Inc.

HITMAKERS

MAINSTREAM TOP 40 DISCOVERY CLUB®

1. **GOO GOO DOLLS "Name" (METAL BLADE/WB)**
2. **EDWIN McCAIN f/Darius Rucker "Solitude" (ATLANTIC)**
3. **THE PRESIDENTS OF THE UNITED STATES OF AMERICA.. "Lump" (COLUMBIA)**
4. **HEATHER NOVA "Walk This World" (BIG CAT/WORK)**
5. **EDWIN COLLINS "A Girl Like You" (A&M)**
6. **THE CORRS "Runaway" (143/LAVA/ATLANTIC)**
7. **BUSH "Come Down" (TRAUMA/INTERSCOPE)**
8. **REAL McCOY "Automatic Lover" (ARISTA)**
9. **JON B. "Pretty Girl" (YAB YUM/550 MUSIC)**
10. **BOYZ II MEN "Vibin" (Remixes) (MOTOWN)**
11. **COOLIO "Gangsta's Paradise" (MCA SOUNDTRACK)**
12. **MOONPOOLS & CATERPILLARS "Hear" (EASTWEST/EEG)**
13. **THE REMBRANDTS "This House Is Not A Home" (EASTWEST/EEG)**
14. **LISA MOORISH f/George Michael "I'm Your Man" (LONDON/ISLAND)**
15. **MEAT LOAF "I'd Lie To You and That's The Truth" (MCA)**
16. **SILVERCHAIR "Tomorrow" (EPIC)**
17. **LISA LOEB & NINE STORIES "Do You Sleep?" (Geffen)**
18. **P.M. DAWN "Downtown Venus" (ISLAND)**
19. **CHRIS ISAAK "Go Walking Down There" (REPRISE)**
20. **LENNY KRAVITZ "Rock & Roll Is Dead" (VIRGIN)**
21. **NICKI FRENCH "Did You Ever Really Love Me?" (CRITIQUE)**
22. **SARAH McLACHLAN "I Will Remember You" (ARISTA)**
23. **SCATMAN JOHN "Scatman" (RCA)**
24. **ALANIS MORISSETTE "Hand In My Pocket" (MAVERICK/REPRISE)**
25. **BACKSTREET BOYS "We've Got It Goin' On" (JIVE)**
26. **BLUES TRAVELER "Hook" (A&M)**
27. **JOSHUA KADISON "Take It On Faith" (EMI RECORDS)**
28. **LOS DEL RIO/BAYSIDE BOYS (Remix) "Macarena" (RCA)**
29. **MARIAH CAREY "Fantasy" (COLUMBIA)**
30. ♀ **"I Hate U" (WARNER BROS.)**

COLUMBIA RECORDS

Presents the **HITMAKERS**

Programmer of the Week

Columbia Crusades

MICHAEL BOLTON Can I Touch You...There?

BILL MILLMAN, DJ, KISS102, Syracuse

"Great remixes coming out on vinyl. Check out the Frantic Mixes...the dub and the mix. They are hot and you wouldn't believe they were Michael Bolton."

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump

DAVID EDGAR, APD, B94, Pittsburgh

"Hear it once and you will be humming along to this."

NEAL SHARPE, PD, JET-FM, Erie

"It's going to be our #1 most requested!"

RICH E. CUNNINGHAM, APD, K92, Roanoke

"I like it - Hey, at two minutes, what the hell?"

FERNANDO VENTURA, MD, KHFI, Austin

"What a fun song!"

ALLAN FEE, PD, KLYV, Dubuque

"It's wild! Another very cool song!"

DENNIS DILLON, PD, WKXJ, Chattanooga

"Short and sweet. Very crunchy, hooky. Should be sworn in on a lot of playlists soon."

KEN WALL, PD, WZYP, Huntsville

"I love this a lot. We're not Post Modern at night, but we do rock and I like to get some kind of 18-34 reaction record on. And this is one of those!"

JOE LARSON, PD, Z104, Madison

"This is pretty good. It's got a cool sound to it."

SUPER CAT Girlstown

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

"With the new remix, it's on. This is hard enough for the streets but is still very commercial. Househeads, check out the House Mix."

TOAD THE WET SPROCKET Good Intentions

KENNY KNIGHT, MD, WKBQ, St. Louis

"No doubt that this will be a big hit!"

XSCAPE Who Can I Run To

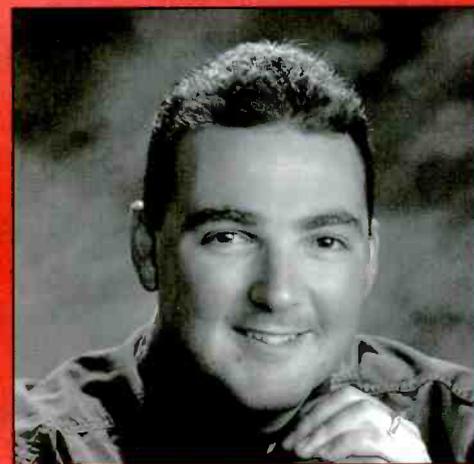
GREG HEAD, MD, KBXX, Houston

"Top 5 phones, huge callout."

GERONIMO, APD/MD, KZHT, Salt Lake City

"This is the groovin' ballad that'll get them back on track."

ALLAN FEE



PD, KLYV/Dubuque

Career Highlights:

- Building KISM into a market dominant CHR station.
- Doubling KFBI's numbers without a promotions budget.
- Working with Mancow at WRCX in Chicago with the most creative and aggressive morning show in the country.
- Working with one of the most talented airstaffs in the country at KLYV.

Family:

- Wife: Susan, wonderful parents: Walt and Maureen, inspirational father-in-law: Dick, and puppy: Hootie.

Hobbies:

- Road trips, reading biographies and motivational books, sports.

Quote:

- "Be more than your job title; you must constantly reinvent yourself and your career."

Nominees for Issue 907.

Vote for your choice.

1. DEBBIE WYLDE, (MD, WDDJ/Paducah)
2. DENA DESNICK, (MD, WJMX/Florence)
3. CHRISTINE FOX, (MD, WFHN/Bedford)

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

WE DIDN'T NEED TO . . .

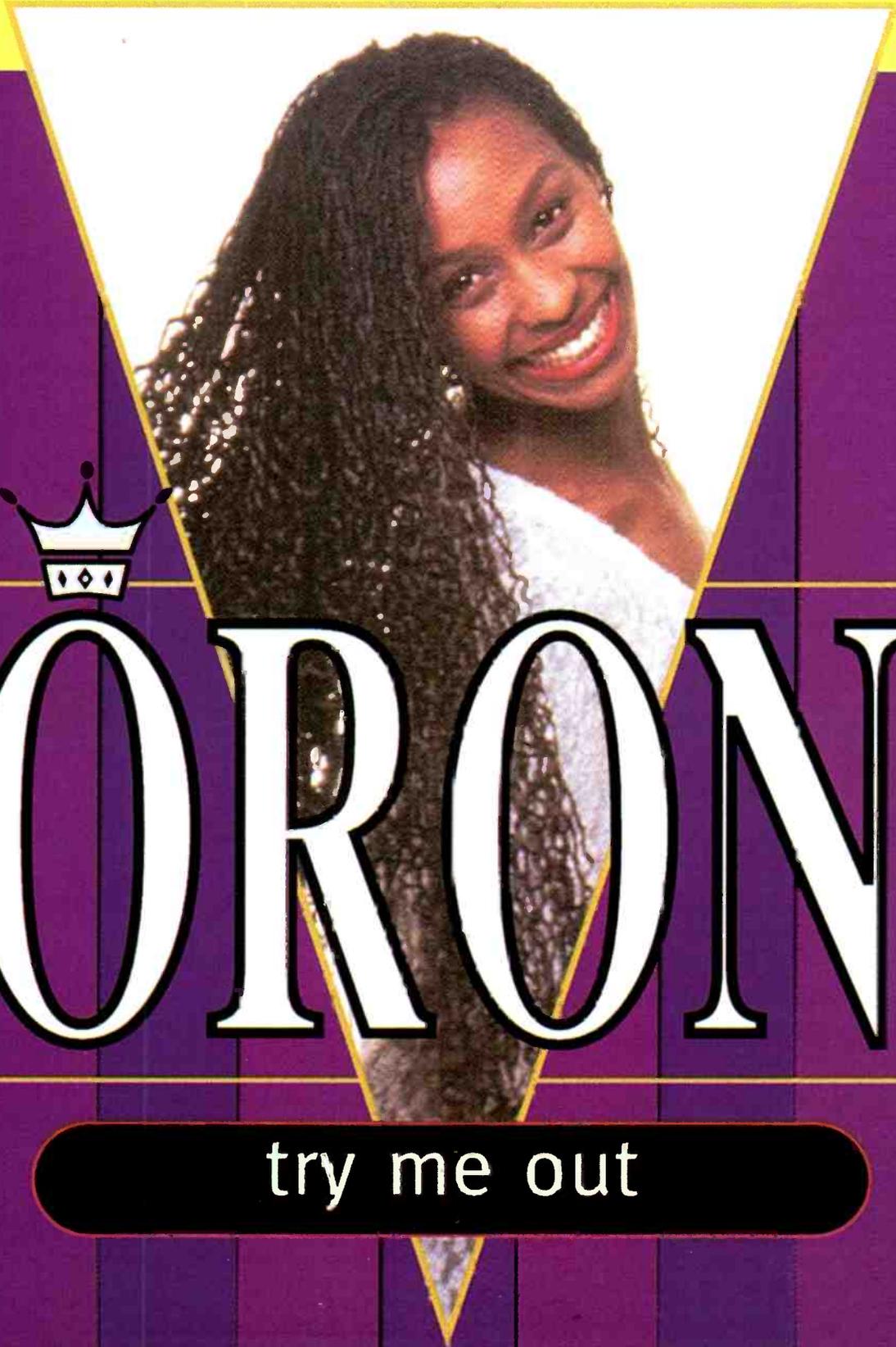
We didn't need to spend \$7,000,000 on a video for MTV and VH-1. We didn't need to spend over the top with our co-op dollars. We didn't need to buy the press off for their four-star raves or to have Joan perform on the likes of Letterman, The Tonight Show, Crossroads and Good Morning America. We didn't need to bribe Melissa Etheridge and The H.O.R.D.E. tours to take Joan out with them. We just had to release the album.



N
RNE
RELI H.

Since its release, Relish has already sold 200,000 units. So, now that we've seen that we have something here, we're going to release our first single, "ONE OF US." We don't think we'll need to do too much.

Joan Osborne. One Of Us. Just Listen.



CORONA

try me out

The new single from THE RHYTHM OF THE NIGHT
and the follow-up to the hit singles "Baby Baby" and "The Rhythm Of The Night"

PRODUCED BY CHECCO & SOUL TRAIN FOR A LEE MARROW PRODUCTION

Officially Debuting At Radio This Week!!!

Early Action On:

WWKX	Providence	#20	29plays
WPOW	Miami	#30	14plays
KMXV	Kansas City	#30	16plays
WKSS	Hartford	NEW!	



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Top40 Disc-overly Club

J.J. RICE, MD, 98PX, Rochester

REAL McCOY *Automatic Lover* (ARISTA) - This is a great 'PXY record from a group that's worked well here in the past!

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - Gonna be a nighttime smash! Any programmers who don't play this have "Dangerous Minds!"

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This record will be a hit! I'd sure like to see the video, so somebody mail it to me - Please!

DAVID EDGAR, PD, B94, Pittsburgh

ALANIS MORISSETTE *Hand In My Pocket* (MAVERICK/REPRISE) - This is a great follow-up. I'd like to put my hands in her pocket.

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - I liked this the first time I heard it. Good feel to it.

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - Hear it once and you will be humming along to this.

P.M. DAWN *Downtown Venus* (ISLAND) - This just sounds great on the air. It breaks up the sound nicely.

NEAL SHARPE, PD, JET-FM, Erie

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - We've been spiking it and now we're looking to put it into regular rotation. It's going to be our #1 most requested!

SOUL ASYLUM *Just Like Anyone* (COLUMBIA) - We had a real good run with *Misery* and wanted to hit something else from the album. It's a cool little song from this band, and I believe the next single.

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This is just flying! I love this record. It sounds great on the air. It's getting requests - this whole record is coming together and will take this band to the next level.

BUSH *Come Down* (TRAUMA/INTERSCOPE) - It's getting Top 10 requests. It's definitely happening. It's already #8 in CD sales here!

RICH E. CUNNINGHAM, APD/MD, K92, Roanoke

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Oh man - What a great record!

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This is a very hip, cool, mid-tempo, right down the middle of the road record!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - I like it - Hey, at two minutes, what the hell? Could be something for us at night!

MOONPOOLS & CATERPILLARS *Hear* (EASTWEST/EEG) - I really like this and I love the hook!

SILVERCHAIR *Tomorrow* (EPIC) - This is just a great-sounding record on the radio - blowin' up!

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - Did I mention that this is my favorite record right now? It will be difficult for us to get into this right now, but wow, this is just so cool!

HITMAN, MD, KBFM, McAllen-Brownsville

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This really sounds good. Together with Darius from Hootie, Edwin is going to chart, no doubt - soon!

SCATMAN JOHN *Scatman* (RCA) - This has got a big buzz here at the college and in the clubs. The college kids at the University of Texas, Pan America, are going nuts over this!

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - Even though her name is on it, this is big because it's the first new music from George Michael in six years. It's something that's been long-awaited and I think everyone is glad that he's back.

CAMILLE *Open Up Your Heart* (FORTUNE) - I got a cassette of this from George at the label. I put it in on my truck. As soon as I heard it I went "wow" and almost wrecked my truck!

ERNESTO GLADDEN, PD, KBZR, Phoenix

RED HOT CHILI PEPPERS *Warped* (WARNER BROS.) - The Chili Peppers are back with *Warped* and *Walkabout*. This is a real hot winner.

HOOTIE & THE BLOWFISH *Drowning* (ATLANTIC) - This is another track that just rips off the Hootie LP.

SURFING BRIDES *Everything's Fine* (I.R.S.) - Listen to this and play it before it's too late.

MIKE DANGER, MD, KCLD, St. Cloud

SILVERCHAIR *Tomorrow* (EPIC) - A record we have kept our eye on for awhile and there is a good buzz.

MEAT LOAF *I'd Lie To You And That's The Truth* (MCA) - This sounds like an upper demo female smash!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - This is a good nighttime Alternative novelty record.

BACKSTREET BOYS *We've Got It Goin' On* (JIVE) - This is a nice Pop flavored record.

ROB MORRIS, APD/MD, KDWB, Minneapolis

DEEP BLUE SOMETHING *Breakfast At Tiffanys* (INTERSCOPE) - This tune has a good Pop sound. Should be there soon.

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - This has a lot of potential. Could be a record.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - This is just a good night record. Blowing up. Play it if it's right.

MICHAEL JACK KIRBY, PD/MD, KFFM, Yakima

BOYZ II MEN *Vibin' (Remixes)* (MOTOWN) - I Disc-overed this record months ago. Now they're going for it and it should blow up big time!

TWINZ *Round & Round* (G FUNK/DEF JAM/ISLAND) - A good groove that's selling big in the market!

SOLO *Heaven* (PERSPECTIVE/A&M) - I can't see there would be any problem with a lot of Pop stations playing this. It's very derivative of classic R&B vocal groups like the Four Tops, The Temptations and The Spinners - groups those upper demo females grew up to!

DIANA KING *Love Triangle* (WORK) - Love it...It's the flava for Septemba!

ROXY LENNOX, APD, KGOT, Anchorage

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - I like the tempo. I love the sound. I love the en-er-gy!

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This is catching on real quick!

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - It's sweet and pretty and very adult!

REAL McCOY *Automatic Lover* (ARISTA) - Anything by these guys is great! They've always done well here!

FERNANDO VENTURA, MD, KHFI, Austin

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - We haven't had the room to put this on the air yet, but we've been listening to it in the music meeting, and we like it. George Michael sounds terrific!

I Hate U (WARNER BROS.) - Room is a problem right now, but I love this. It's just terrific!

EVERYTHING BUT THE GIRL *Missing* (ATLANTIC) - This record is amazing. It just cracked Top 10 sales here. It's #4 in Austin. It's had consistently Top 5 phones. The reaction is excellent. It's one of those records that every time you pick up the phone, it's someone asking, "What was that song you just played?" They'll sing the hook back to you, and it's big at the clubs too!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - What a fun song! This is one that will definitely build and become something we can deal with in the future! It's not quite our sound, but as it develops, we'll have our eyes on it!

MICK FULGEM, MD, KISX, Tyler

REAL McCOY *Automatic Lover* (ARISTA) - Stronger than their last. Will do better than *Another Night*.

EDWIN COLLINS *A Girl Like You* (A&M) - Just a good crossover Pop-sounding record. Good radio song.

CHRIS ISAAK *Go Walking Down There* (REPRISE) - This is one of the better-sounding records that he has done for radio.

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This is just a straight-out smash. Will fool a lot of people.

CRAIG 'Mankow' HUBBARD, MD, KKRZ, Wichita

EDWIN COLLINS *A Girl Like You* (A&M) - It reminds me of old David Bowie, and the vocals sound a bit like the Crash Test Dummies. We really don't need any guitar records right now - but I really like this!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - A good record, and having Darius helps it a lot too!

REAL McCOY *Automatic Lover* (ARISTA) - With so many guitar records on our list, we've been looking for something with a rhythmic and dance sound for balance. This group has done so well here. This just makes a lot of sense!

HEATHER NOVA *Walk This World* (WORK) - Yeah...Not a bad record at all!

KEN BENSON, PD, KKRZ, Portland

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - We had them on stage for their very first U.S. performance last week at our "Last Chance Summer Dance" and they were very well received.

ALL-4-ONE *These Arms* (BLITZZ/ATLANTIC) - I'm not sure if this is the next single, but I've picked it and we've gotten a few requests for it too!

ALLAN FEE, PD, KLYV, Dubuque

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - Very cool record! Very cool. I like this and think it will cross to multiple formats!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - It's wild! Another very cool song!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Oh, huge - I love this! I'm very high on this.

JEFF ANDREWS, APD/MD, KLYV, Dubuque

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This is a good record. I really relate to it. Not that my folks ever had me institutionalized! Darius rucker really adds something to this.

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - I love the sound of this. It's very cool and the video - wow, Heather looks as good as she sounds!

JON B. *Pretty Girl* (YAB YUM/550 MUSIC) - This may be more mass appeal and Mainstream than the last one!

TWO OF THE MOST HEAVILY REQUESTED, HIGHLY REACTIVE SINGLES FROM ONE EXPLOSIVE ALBUM

SCATMAN macarena **bayside boys mix**

tskzi-ba-bop-ba-dop-bop

**A 1000 SPINS
TOP40 DOUBLE DEBUT
MAINSTREAM 40*
RHYTHM *40**

ANOTHER 10,000 SOLD!

**Already a #1 global hit
now it's
America's turn
to scat**

scatman john



by los del rio

**accept no substitutes!
this is the
english lyric version that's
blowing up!**

**21 ON THE RHYTHM
CROSSOVER CHART
A 1000 SPINS**



AVAILABLE ON

club
cutz

IN STORES AUGUST 29TH

THE RCA RECORDS LABEL

Top40 Disc-overery Club

JIMI JAMM, MD, KQKQ, Omaha

TLC *Diggin' On You* (LaFACE/ARISTA) - We added it this past week and it's an absolute monstrous smash!

SARAH McLACHLAN *I Will Remember You* (ARISTA) - Do not let this one pass by. This one could be the ultimate sleeper record for '95.

NICKI FRENCH *Did You Ever Really Love Me?* (CRITIQUE) - What would happen if Meat Loaf was a woman and discovered dance music? (Picture that with your ears not your eyes).

JAMMER, MD, KQXY, Beaumont

SARAH McLACHLAN *I Will Remember You* (ARISTA) - Good-sounding song from Sarah. Real strong down here for her.

MARIAH CAREY *Fantasy* (COLUMBIA) - We are just getting a lot of calls on this tune.

LISA LOEB & NINE STORIES *Do You Sleep?* (Geffen) - Already getting reaction on this. Will be a huge record.

PAUL BRYANT, MD, KRBE, Houston

RED HOT CHILI PEPPERS *My Friends* (WARNER BROS.) - A track off the new CD ONE HOT MINUTE that is already generating a few curiosity calls.

MOONPOOLS & CATERPILLARS *Hear* (EASTWEST/EEG) - Catchy tune that grows on me after each listen.

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - I've been listening to the record forever and I am excited about it. Exploding on Mainstream radio.

7 MARY 3 *Cumbersome* (ATLANTIC) - Need a Stone Temple Pilots record. This will fit the sound.

TOM MARTENS, PD, KWTX, Waco

JON B. *Pretty Girl* (YAB YUM/550 MUSIC) - Just another good song from Jon B. Smooth sound.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - Number one phones on this and the number one retailing record in the city.

LOS DEL RIO/BAYSIDE BOYS (Remix) *Macarena* (RCA) - Sales and requests on this success story for us.

MIKE KASPER, PD, KZMG, Boise

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - A good record - I like it!

EDWIN COLLINS *A Girl Like You* (A&M) - I like this - It's good and very catchy!

LOS DEL RIO/BAYSIDE BOYS (Remix) *Macarena* (RCA) - I don't know how I'd play this, but it's catchy as hell! I heard this while watching a Mariners game - they play it every time Luis Sojo comes to the plate!

CASEY CHRISTOPHER, MD, KZZU, Spokane

SCATMAN JOHN *Scatman* (RCA) - This record has had a second life. We're playing this fulltime and getting some pretty good reaction to it!

SKEE-LO *I Wish* (SUNSHINE/SCOTTI BROS.) - I thought that by now this record would be fried, but actually we can't get rid of it! This is one that's remained right on top in sales and releases, and it's our #1 Top Of Mind song!

GERONIMO, MD, Q99, Salt Lake City

MOONPOOLS & CATERPILLARS *Hear* (EASTWEST/EEG) - This will be a big record here in Salt Lake City and nationally.

GARBAGE *Queer* (ALMO SOUNDS/GEFFEN) - Haunting, hooky, hoot. Check it out.

CHRIS ISAAK *Go Walking Down There* (REPRISE) - Another masterpiece from Chris. I'm a fan.

BILL MITCHELL, PD, U93, South Bend

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This is a song that sounds like it could be a big, big monster.

EDWIN COLLINS *A Girl Like You* (A&M) - Can't get enough of that groovy sound. It's from the *Empire Returns* soundtrack. Check it out.

AC/DC *Hard As A Rock* (EASTWEST/EEG) - I'm just glad to hear that they're back! Can't wait to see 'em in concert. It will be my 18th time!

SCOTT CHASE, PD, WA1A, Melbourne

JON B. *Pretty Girl* (YAB YUM/550 MUSIC) - Great follow-up to his last hit.

REAL McCOY *Automatic Lover* (ARISTA) - Back to the sound that made them a big hit.

SILVERCHAIR *Tomorrow* (EPIC) - Sounds like a smash. Watch out for these guys after they get out of study hall.

JOE FRIDAY, MD, WAEB, Allentown

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - What an awesome tune, not to mention the fact that she's hot! Hey, if she wants me to come...I'm there!

MEAT LOAF *I'd Lie To You And That's The Truth* (MCA) - Boy am I glad to see he's not shortening his song titles any! Should be another smash for the Meatman on this Diane Warren-penned tune!

REAL McCOY *Automatic Lover* (ARISTA) - Automatic hit! Although, I think I like the album version better than the edit!

BURKE ALLEN, OM, WAEV, Savannah

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - Don't let the name fool you. This is a mass appeal hit.

LISA LOEB & NINE STORIES *Do You Sleep?* (Geffen) - We've been testing this, and it sounds good. I do like it!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Don't miss this one! We like him down here. In fact, Edwin is a friend of my night guy. He was just here in concert with Hootie and the crowd response was just huge! We played the record and it sounds good on the air.

CAT THOMAS, PD, WAPE, Jacksonville

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - We like the sound of this a lot. It's a great 'APE record!

EDWIN COLLINS *A Girl Like You* (A&M) - We think this is going to be a smash!

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - A beautiful record. We like it a lot!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - A great song! We just love this!

DAMON COX, MD, WAPE, Jacksonville

MARIAH CAREY *Fantasy* (COLUMBIA) - This one is a f**king smash! Truly a no-brainer.

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This is a good song and I really dig the tempo changes.

JOAN OSBORNE *One Of Us* (MERCURY) - Awesome melody and incredible lyrics.

TOMMY FRANK, PD, WAYV, Atlantic City

CHRIS ISAAK *Go Walking Down There* (REPRISE) - This is a smash. Very hip but adult-sounding.

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This will be a big record. Don't miss the boat.

JON B. *Pretty Girl* (YAB YUM/550 MUSIC) - I spiked this. Early reaction. This could be a strong follow-up.

♀ I Hate U (WARNER BROS.) - Just good classic Prince. Research showing up well on this.

JOHN HARRISON, PD, WAZY, Lafayette

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - This is just the kind of Pop record I am looking for right now. Perfect for the females I need.

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - Gin Blossoms meets Soul Asylum. Hip enough for the young and palatable for the adults.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Huge phone record for us. Edwin opened for Hootie.

DANNY OCEAN, MD, WBHT, Scranton

MEAT LOAF *I'd Lie To You And That's The Truth* (MCA) - This meat is cooked to perfection. Sounds pretty strong.

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - Real cool record. What a tune for us.

RED HOT CHILI PEPPERS *Warped* (WARNER BROS.) - Our listeners will eat this raw.

BUSH *Come Down* (TRAUMA/INTERSCOPE) - This record just rocks. Plain and simple!

BEAU LANDRY, PD, WBIZ, Eau Claire

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - This is gonna be an adult smash. Sounds as good as they look.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This is just a good Roots Rock record.

SELENA *I Could Fall In Love* (EMI RECORDS) - This one has very good phones and sales here in the heartland on this record.

BILL KLAPROTH, PD, WDBR, Springfield

EDWIN COLLINS *A Girl Like You* (A&M) - Could be a sleeper.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - No solitude for this record...Could be a hit.

MICHAEL GAMBY, MD, WDBR, Springfield

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - I'm low on jokes this week...insert your own here.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - The same here.

JOSHUA KADISON *Take It On Faith* (EMI RECORDS) - Lovely record. Hey, it's the best I could do...I told you my jokes were bad.

DEBBIE WYLDE, MD, WDDJ, Paducah

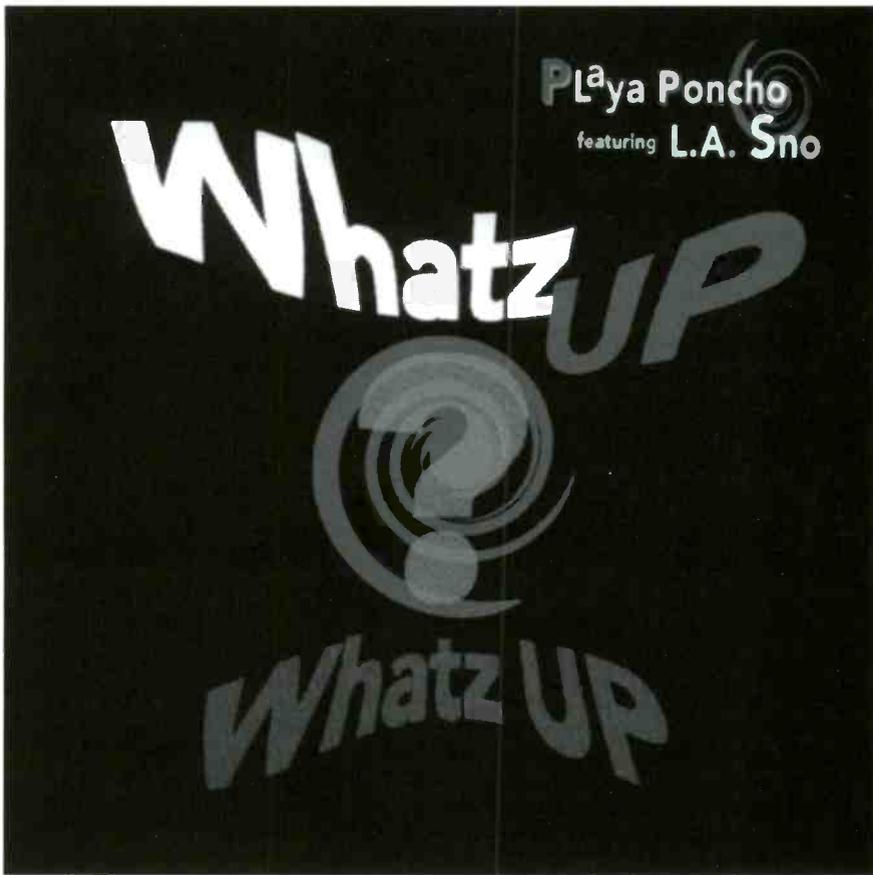
GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - Great song! We added it this week after just a few night spins. Now we've got it going all day. It's perfect for our format!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - It's awesome! It's in our new category, playing all day. I was surprised that a lot of people pick up right away on Darius Rucker. They'll say, "The song has the Hootie gun on it!" A lot of curiosity calls. I saw him in concert and he was awesome!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - I think it's going to be a hit! It fits our station and it's cool!

MOONPOOLS & CATERPILLARS *Hear* (EASTWEST/EEG) - It fits us! We did "Smash Or Trash" with it last week, and they said "Smash." Everyone loved it!

BUSH *Come Down* (TRAUMA/INTERSCOPE) - Check this out. In the history of "Smash Or Trash," every record gets a few "rash" votes. But last night when we had this on, it got all "Smash's." One person called and said "Trash it," then called back and said, "The more I listen to it, the more I like it. So change my vote." So it's the first record with a perfect "Smash" score!



PLAYA PONCHO

Whatz up, Whatz up

COLUMBIA

Total Spins Over 300

Playing On:

KTFM	B96	Z90
KSFM	WHJX	KPRR
KMEL	KLUC	KCAQ
KYLD	KHTZ	KDLE

Requesting Top 10 at:

KTFM, KPRR, KCAQ, KDLE

Sales

SoundScan ADI Rank

	<u>LW</u>	<u>TW</u>
San Francisco	28	20
San Antonio	46	38
Greensboro	54	44
Jackson, MS	13	5

Video



Total Spins Over 300

Added at: **WJMH – 21 Spins**

Playing On:

HOT97	KBXX	WWKX
WJMN	FM102	Z90
KZHT	KMXV	WHJX

Sales

SoundScan ADI Rank

	<u>LW</u>	<u>TW</u>
New York	38	36
Providence	69	45
Washington D.C.	65	51
Greensboro	debut	69*

Video

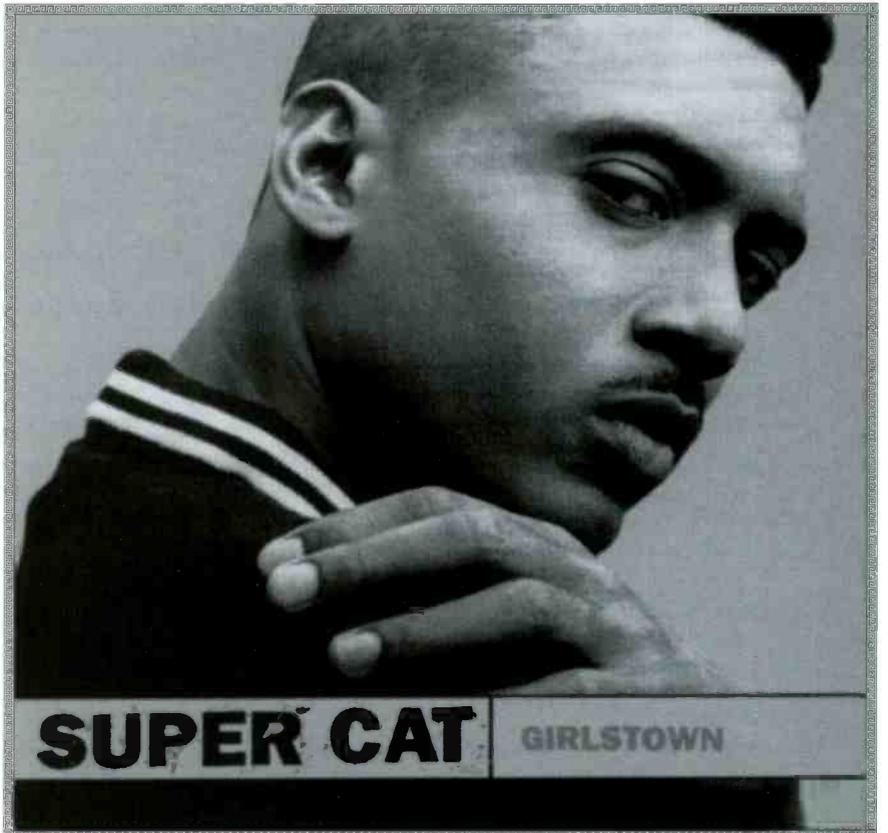


COLUMBIA

SUPER CAT

Girlstown

BW Vibe Mix



Top40 Disc-overly Club

SCOTT THOMAS, PD/MD, WDJB, Fort Wayne

GOO GOO DOLLS Name (METAL BLADE/WARNER BROS.) - This should cross over. Sounds very good.

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - Short and sweet. Sounds very good. Crossover up tune.

HEATHER NOVA Walk This World (BIG CAT/WORK) - Raving about this record. A lot of buzz on this tune.

DIANA ROSS Take Me Higher (MOTOWN) - This is a great little record. Totally different for Diana. Wow!

LIZ JORDAN, MD, WERZ, Exeter

LENNY KRAVITZ Rock & Roll Is Dead (VIRGIN) - AOR in the market is already playing it. Could influence us.

NICKI FRENCH Did You Ever Really Love Me? (CRITIQUE) - Strong follow-up. There is a version for every Top40 format.

MICHAEL JACKSON You Are Not Alone (MJJ/EPIC) - I am getting good calls on this at night from our audience.

HAWK HARRISON, MD, WFBC, Greenville, SC

HEATHER NOVA Walk This World (BIG CAT/WORK) - She sounds like Edie Brickell, Sheryl Crow and Sophie B. Hawkins all rolled into one!

JON B. Pretty Girl (YAB YUM/550 MUSIC) - I love this. I hope we can put this on, but right now his last record is testing so huge here!

BOYZ II MEN Vibin' (Remixes) (MOTOWN) - Hey, what can I say? It's the Boys!

CHRISTINE FOX, MD, WFHN-FM, New Bedford

BOYZ II MEN Vibin' (Remixes) (MOTOWN) - Another totally cool smash from the Boyz!

REAL McCOY Automatic Lover (ARISTA) - Great dance tune. Sounds hot on the air. Check out the remixes.

JON B. Pretty Girl (YAB YUM/550 MUSIC) - Hot, sexy, sweet. Very, very, very, very pretty. You go Jon.

TOM STEELE, MD, WFLZ, Tampa

P.M. DAWN Downtown Venus (ISLAND) - Sounds great on the radio.

NATALIE MERCHANT Carnival (ELEKTRA/EEG) - Doing great on research. Looks like it will be a smash.

ALANIS MORISSETTE You Oughta Know (REPRISE) - Sales are huge.

SILVERCHAIR Tomorrow (EPIC) - Getting requests...Very hip.

JOHNNY A, PD, WFMF, Baton Rouge

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - Spiking the record already. Good new song.

BLUES TRAVELER Hook (A&M) - Stations in the market are playing it, so it may influence us.

EDWIN McCAIN f/Darius Rucker Solitude (ATLANTIC) - These guys were just here. They need exposure and they will be huge.

JIMMY STEELE, PD, WHHY, Montgomery

GOO GOO DOLLS Name (METAL BLADE/WARNER BROS.) - A future smash! It's very early yet in the game, but I think this will become a solid callout record that will have staying power.

HEATHER NOVA Walk This World (BIG CAT/WORK) - I like it a lot. It should sound good on both Alternative and Mainstream stations. It's a record for everybody.

BON JOVI Something For The Pain (MERCURY) - I wanted to get on this a couple of weeks ago, but we really don't have any room. This should do well here!

BUSH Come Down (TRAUMA/INTERSCOPE) - I like this. I don't have any place to put this, but I'm thinking about giving it some test spins.

ART DONOVAN, MD, WHTS, Davenport

EARTHTONES Sally (START) - This kicks. Boyz II Men meets Four Seasons meets Real McCoy.

GOO GOO DOLLS Name (METAL BLADE/WARNER BROS.) - This won't miss on Mainstream radio or Top40. Good song.

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - This is a sure shot. Good song.

BUSH Come Down (TRAUMA/INTERSCOPE) - This will surprise a lot of PD's. This will cross over.

KEVIN KOLLINS, PD, WIFC, Wausau

GOO GOO DOLLS Name (METAL BLADE/WARNER BROS.) - Love it. I think it's a real strong song! I was hip to them when I did Alternative in my last gig, but I hadn't heard this. When I finally did, I thought it was cool!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - I think it's great! I don't know if we can do anything with it right away, but it's really cool. It's got a good beat to it and it's fun!

BLUES TRAVELER Hook (A&M) - I played this a year and a half ago at my last station and I think it's something for us!

JACKIE JOHNSON, MD, WIFC, Wausau

THE CORRS Runaway (143/LAVA/ATLANTIC) - It's pretty cool - we like this!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - I'm really starting to warm up to this. Maybe it's because I see the commercial on MTV all the time!

MOONPOOLS & CATERPILLARS Hear (EASTWEST/EEG) - I really like this - I hope they can make this happen!

BUSH Come Down (TRAUMA/INTERSCOPE) - This is good for us. With so much R&B vocal, Boyz II Men-sounding stuff out now, cool Rock records like this should do well here!

DENA DESNICK, MD, WJMX, Florence

LENNY KRAVITZ Rock & Roll Is Dead (VIRGIN) - This record rocks. Will be strong at night.

HEATHER NOVA Walk This World (BIG CAT/WORK) - Testing already. This is a nice, smooth-sounding record. Fits all dayparts. Good crossover.

MOONPOOLS & CATERPILLARS Hear (EASTWEST/EEG) - They are cool. Will work well. Brand new group, Brand new sound.

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - Real good record. Already getting good reaction. Will work real well.

JIM KELLY, MD, WJRZ, Monmouth/Ocean City

MEAT LOAF I'd Lie To You And That's The Truth (MCA) - This is a killer song. If you haven't discovered it yet, call me at (609) 597-1100 and I'll tell you where you'll find it!

GOO GOO DOLLS Name (METAL BLADE/WARNER BROS.) - This is without a doubt the best song out right now! It's straight-forward, and kick-ass. Your phones will light up.

THE CORRS Runaway (143/LAVA/ATLANTIC) - Great song, from the next big Irish act!

SARAH McLACHLAN I Will Remember You (ARISTA) - This is a fabulous song from an awesome movie...The females will eat this up!

KENNY KNIGHT, MD, WKBQ, St. Louis

TOAD THE WET SPROCKET Good Intentions (REPRISE/COLUMBIA) - No doubt that this will be a big hit!

P.M. DAWN Downtown Venus (ISLAND) - This one sounds phat on the air. Put it in a test and give it a shot.

EDWIN McCAIN f/Darius Rucker Solitude (ATLANTIC) - Just a good-sounding record with that Hooty-ish sound to it.

SHANNON STEELE, MD, WKDY, Utica

HEATHER NOVA Walk This World (BIG CAT/WORK) - This is a very Mainstream record. Powerful vocalist. The sound of the '90s.

JOSHUA KADISON Take It On Faith (EMI RECORDS) - Very mature record for Joshua. This proves he is an artist.

SCATMAN JOHN Scatman (RCA) - We were on this early. Could be back on with the resurgence if it continues.

DAVE MICHAELS, PD, WKFR, Kalamazoo

BOYZ II MEN Vibin' (Remixes) (MOTOWN) - This is a stone-cold smash. They will be here soon.

HEATHER NOVA Walk This World (BIG CAT/WORK) - This is just a good-sounding record.

EDWIN McCAIN f/Darius Rucker Solitude (ATLANTIC) - Getting good feedback on this already. They think it's Hootie. Good story.

PHIL THOMAS, PD, WKMX, Dothan

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - This is a good night record. Quirky enough to get reaction.

THE REMBRANDTS This House Is Not A Home (EASTWEST/EEG) - The first was so huge. This has a good shot to come through.

THE CORRS Runaway (143/LAVA/ATLANTIC) - This is a good adult-sounding record. Should fit us in a daytime slot.

TINA SIMONET, MD, WKSS, Hartford

EDWIN COLLINS A Girl Like You (A&M) - It's a great Rock record! Not really our sound, at least early on - but I like it!

NICKI FRENCH Did You Ever Really Love Me? (CRITIQUE) - Her first one was good for us, and this one sounds just as good!

DENNIS DILLON, PD, WKXJ, Chattanooga

HEATHER NOVA Walk This World (BIG CAT/WORK) - Strong female appeal, strong male appeal. Crosses the demo.

THE PRESIDENTS OF THE UNITED STATES OF AMERICA Lump (COLUMBIA) - Short and sweet. Very crunchy, hooky. Should be sworn in on a lot of playlists soon.

BOYZ II MEN Vibin' (Remixes) (MOTOWN) - It's Boyz. It's got a groove to it. This should have a good run.

KEVIN ROSS, MD, WKZW, Peoria

EDWIN COLLINS A Girl Like You (A&M) - Bowie meets Santana with a rhythmic beat.

GOO GOO DOLLS Name (METAL BLADE/WARNER BROS.) - All-around good mid-tempo record for everyone.

LISA MOORISH f/George Michael I'm Your Man (LONDON/ISLAND) - Familiar song with a fresh sound.

HITMAKERS GUEST COLUMNS



DAVE FERGUSON

DAVE AWARDS

I love listening to radio in L.A. On my latest trip there it sounded especially good. KIIS sounded great, as did POWER, KROQ, KLOS, and others. Maybe one of the factors that makes L.A. radio sound so good to me is that they, (at least the stations I listened to), didn't sound "backgroundy." Maybe that's because there are so many more forms of media in L.A. to compete with. Maybe it's because the cream rises to the top. Whatever the reason, it was refreshing.

Besides being treated to some good competitive radio, I got to hook up with some Homies I hadn't seen since my move from California to Maryland in December of last year. If I start dropping names we'll be here all day.

Upon returning to The Ironwood Studio here in Southern Maryland, I buckled down with WPGC Production Director/APD, Bob Holmcrans to judge the entries in the first ever- DAVE AWARDS. After the initial listening, there were four stations that really stood out above the rest, and after careful deliberation, (and consumption of a couple six-packs), by our esteemed panel of judges, we deemed the winner to be (drum roll please)...New

Rock 102/Milwaukee! Special mention goes out to G105/Durham, FLY/92, and KZIO/Duluth. Keith Eubanks and Brian James come to mind as two of the most used voice talents in all of the entries. Program Directors/Production Directors/Creative Services Directors, Chris Edge, James Baker, Marc Allen, and Rob Dawes all made fine showings of their skills. Great work guys!

The other day, Albie D., WPGC 95's Music Director/PM Drive jock handed me a copy of a handbook I had put together 6 years ago when I was Program Director of WPGC. We both laughed at the quality of the type: we had not yet entered the computer era at the time, so I'd used an electric typewriter-a poor one, at that! As a matter of fact, it's still there to this day-but that's another story. Anyway, tonight, as I searched for a topic to write about, I pulled it out just to give it a look over. I was surprised at how many of the guidelines I'd written for DJ's 6 years ago were applicable still today. They were probably applicable for years and years before I even wrote them, as I'm sure not even one of my teachings were new thoughts, just timeless advice, like these:

1. Make the music, the station, and it's events, the stars, and you'll be a star too. It goes without saying that each spokesman needs a great product to speak for. The programming department delivers that product, and the DJ's job is to sell it.

2. Every time you talk, sell the benefits of listening to us over the competition. You're here to brag about this station's product. Outside of talking about the music, this station, and it's events, your content should reflect the interests of the audience.

3. Don't waste the time of getting the listener's attention without offering a payoff. Once you let them down, it won't be so easy to get their attention the next time. Thus, the formula for most standard breaks:

BASICS- Call letters/Slogan

LURE- Attention grabber (may be in form of question).

CLOSE- Payoff (Don't give 'em an 87 second Tyson fight).

For fear that if I go on, Howard Stern may read my guidelines verbatim on his morning show, I'll stop here for now.

Congratulations again to the winners of the first ever-DAVE AWARDS: New Rock102 in Milwaukee! Keep on being creative!

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



MARK SHANDS

PROGRAMMING'S TECHNOLOGY CRUTCH

As a DJ, you're probably used to being on the look-out for what we call a "crutch." Those little habits that creep into your act and make you sound kinda automated. Often a crutch is something you use to fake it. Rather than thinking of something creative to say, you pull out ye olde crutch saying and just say it again, Sam. Sure it was funny or interesting the first twenty or thirty times you used it. Now it's kinda like hearing Glenn Frey's "The Heat Is On" in yet another auto commercial on TV. It sucks, and (almost) everyone knows it!

Now the champions of crutch are radio programmers. Now that we have these really cutting edge computers we can find out everything we need to know without ever leaving our nice radio office. No need to deal directly with those pesky, lower class than I, listeners.

Day after day we sit in our broadcasting office pod and play radio. Spend the morning juggling the Selector. Middays we play "minimize the damage" with various sales people, discussing promotions

that are really just another bonus spot. It's really easy to get hung up in the trivial.

Learning to run the music computer is so much easier than learning to program well. Besides the music software comes with a manual! It has a beginning and an end.

Hell, I can get all the record sales information I need directly from Sound Scan. No need to talk to retail clerks anymore. Who wants to know the information a week or two ahead of everybody else? Who cares what's on those B-sides. Who cares that a certain album track is getting all the mentions from the record buyers or the club attendees. It'll pop up on the computer printout in a few months, maybe. If it's ever chosen to be designated an official single.

Yeah, who needs to know how a record is selling to the different ethnic groups that make up your market? Of course record sales move geographically around some of the larger, more diverse markets, and once you figure out the process, you can see a hit coming long before your market's single or album sales summary comes out on the computer.

That BDS will tell you all the rotations, as long as the song you need to know about has been entered in the big computer. Sorry, but there will be no information on your competition's promotions, presentation, spots, features, talent changes, and on and on.

In fact, have you, as a programmer done one thing today that put you directly in touch with your audience?

Duff Lindsey is the Program Director at one of the most successful stations in the Clifton group, 102 Jamz in Orlando. Regularly Duff will drop the office work and will take over his request lines. All it takes is about 30 minutes with the audience for Duff to discover many things he would have never known otherwise. In that short time Duff hears about how his audience feels about promotions, music, jocks, his station image, make-up of his audience...and on and on.

And that's one of the big secrets of radio greatness. Looking at your audience in an open ended way. Don't always make up some questions and then send a company out to ask them. Expose yourself to your audience with no preconceptions. Let THEM ask the questions. Let THEM take your station where they want it to go.

Very few radio listeners visit program director offices.

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, 1-95/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.

Top40 Disc-covery Club

VINCE DIBELLA, MD, WLAN, Lancaster

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - This is just a good across-the-board hit record.

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - Good follow-up to the last smash!

SILVERCHAIR *Tomorrow* (EPIC) - Good song, great night record. Sounds like Eddie Vedder.

DEM JONES, MD, WMRV, Binghamton

BUSH *Come Down* (TRAUMA/INTERSCOPE) - Strong, strong, strong. Doing so well at Modern Rock you can't ignore it.

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - I like this. Great. Short and sweet. Good record.

JON B. *Pretty Girl* (YAB YUM/550 MUSIC) - This is a good, strong second release without Babyface. Good effort.

DAN BOWEN, APD/MD, WNCI, Columbus

DAVE MATTHEWS BAND *Ants Marching* (RCA) - Just run on this record. Should be there soon.

LISA LOEB & NINE STORIES *Do You Sleep?* (Geffen) - Another Pop record with a big hook. She has done it again!

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - Perfect follow-up to the first record. Still playing the last hit.

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - A multi-format record with great hooks. Should cross very well.

DAVE EDWARDS, PD, WNTQ, Syracuse

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - Good follow-up record.

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - Better than just a dance record.

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - Sounds good.

ROB HAYES, MD, WQGN, New London

EDWIN COLLINS *A Girl Like You* (A&M) - It reminds me of music from the early '80s. It's raw like the early Clash stuff, but also very fresh too. There's nothing else like it on the radio right now!

REAL McCOY *Automatic Lover* (ARISTA) - The best dance record I've heard in a long time!

BUSH *Come Down* (TRAUMA/INTERSCOPE) - This sounds really good - should do very well!

RYAN WALKER, PD, WRHT, Morehead City

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - Coming off a good single that should help this one.

BUSH *Come Down* (TRAUMA/INTERSCOPE) - Great hook and a great nighttime record for us.

LISA LOEB & NINE STORIES *Do You Sleep?* (Geffen) - This is an across-the-board smash for all dayparts. Will be a Top 5 record.

KEITH CURRY, MD, WSNX, Grand Rapids

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - It's one of those records that just can't hurt you! It's so smooth that you just keep listening to it all the way through every time. It's got no tune-out factor!

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - I like it and so does Mark. It's smooth too!

REAL McCOY *Automatic Lover* (ARISTA) - Another smash from Real McCoy. The hits just keep on coming!

JOHN ANDERSON, PD, WVAQ, Morgantown

MEAT LOAF *I'd Lie To You And That's The Truth* (MCA) - This is awesome. This will be a multi-format number one record!

LENNY KRAVITZ *Rock & Roll Is Dead* (VIRGIN) - This is a cool record. Should do well for us.

EDWIN COLLINS *A Girl Like You* (A&M) - This has an up-to-date Motown touch to it. Good song.

THE REMBRANDTS *This House Is Not A Home* (EASTWEST/EEG) - This is just a great follow-up to their last smash!

CURT KRUIZE, MD, WVKS, Toledo

ROD STEWART *This* (WARNER BROS.) - This is just a good artist for the Midwest and females.

BOYZ II MEN *Vibin' (Remixes)* (MOTOWN) - This is a no-brainer. Good mid-tempo groove. Can't go wrong with Boyz II Men.

FAITH EVANS *You Used To Love Me* (ARISTA) - This is just a great song. Good Churban jam with female appeal.

SCOTT SEIPLE, PD, WWCK, Flint

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - I love this song! It's gonna be big. It's short and sweet and right to the point! It's a fun record! We'll be dealing with it soon. It's The Knack for the '90s!

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - This is going to be a smash! We threw it into a test this week and we're getting a few calls...a few requests and it feels right for the station!

BUSH *Come Down* (TRAUMA/INTERSCOPE) - We did *Everything Zen* and got a good response to that. It sounded great at night here. And I think this is that same kind of record. It's early, but I like it!

TONY CASTLE, MD, WWST, Knoxville

REAL McCOY *Automatic Lover* (ARISTA) - Dancy Pop, works pretty well in Knoxville, and these guys are doing great here. I like this a lot!

JON B. *Pretty Girl* (YAB YUM/550 MUSIC) - A total smash! A great follow-up to his last one.

JOHN IVEY, PD, WXKS, Boston

EDWIN COLLINS *A Girl Like You* (A&M) - Fantastic record.

ALANIS MORISSETTE *Hand In My Pocket* (MAVERICK/REPRISE) - Much more radio palatable. Will take her to the next level.

TOM GARRETT, PD, WZOK, Rockford

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - Has a much broader appeal than just the Alternative format.

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - Deserves a shot on its own.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - Not playing this and getting Top 10 requests. When you feel you can play this it will be the biggest requested record of the year.

KEN WALL, PD, WZYP, Huntsville

P.M. DAWN *Downtown Venus* (ISLAND) - I have got to get on this. I can't believe I'm not on this! I didn't get it at first, but now I dig it - at least for night play!

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - I love it. It's perfect. Just perfect. A great record!

HEATHER NOVA *Walk This World* (BIG CAT/WORK) - I think this is going to happen. A lot of people I talk to really dig it! And she's so darn cute too!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - I love this a lot. We're not Post Modern at night, but we do rock and I like to get some kind of 18-34 reaction record on. And this is one of those!

ADAM COOK, PD, XL106.7, Orlando

BACKSTREET BOYS *We've Got It Goin' On* (JIVE) - This is a good upbeat sound for Mainstream. Orlando's own hometown group.

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - The music is very fresh and cool. A very talented band. Love the accent.

COOLIO *Gangsta's Paradise* (MCA SOUNDTRACK) - This is number one phones for us. This is huge. Reacted right away.

CASEY KEATING, PD, Y100, Miami

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - This is one of the coolest adult records of the time.

CHARLIE QUINN, PD, Y107, Nashville

THE CORRS *Runaway* (143/LAVA/ATLANTIC) - This is a good mass appeal record from the Corrs.

JON B. *Pretty Girl* (YAB YUM/550 MUSIC) - A strong follow-up and a smooth sound from Jon B. on his second record.

JANET JACKSON *Runaway* (A&M) - Good initial calls on Janet's new tune. Strong response.

JOE LARSON, PD, Z104, Madison

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - It's been over a month since he's played here with Hootie and this town is still buzzing about Edwin. This is going to be big.

GOO GOO DOLLS *Name* (METAL BLADE/WARNER BROS.) - It's good. Should do well.

EDWIN COLLINS *A Girl Like You* (A&M) - This is one we've tested and it did great. It will be a good, solid hit!

THE PRESIDENTS OF THE UNITED STATES OF AMERICA *Lump* (COLUMBIA) - This is pretty good. It's got a cool sound to it.

DANA LUNDON, MD, Z104, Madison

BUSH *Come Down* (TRAUMA/INTERSCOPE) - This is going to be a big record at Mainstream. It's got a great sound and a good hook, and it's hip! It's kind of Alternative, more so than the Rembrandts, but not as much as some core Alternative artists.

UNIVERSAL HONEY *Just Before Mary Goes* (ALERT) - This group is from Toronto and the song is just amazing! It's a big record here - our audience just loves it!

EDWIN McCAIN f/Darius Rucker *Solitude* (ATLANTIC) - This record is going to be bigger than big - huge, runaway smash! I've seen him in concert with Hootie and he's awesome!

EDWIN COLLINS *A Girl Like You* (A&M) - This is so unique and fun. Very different from anything out there right now and perfect for the time of year we're getting into!

nicki french

DID YOU EVER REALLY LOVE ME?

The smash follow-up
to her GOLD #1 smash
"Total Eclipse Of The Heart!"
from the LP "SECRETS"
Reports please . . . September 18!



LOVE THIS RECORDS

Critique

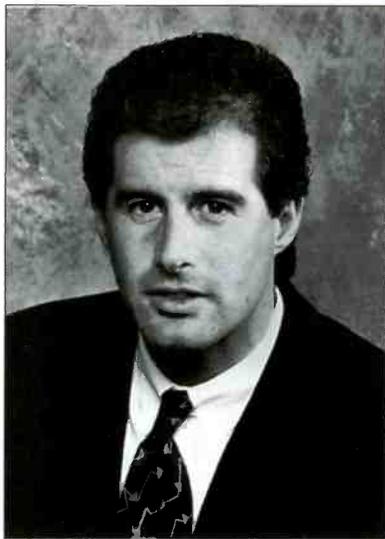
avex group

BMG
DISTRIBUTION

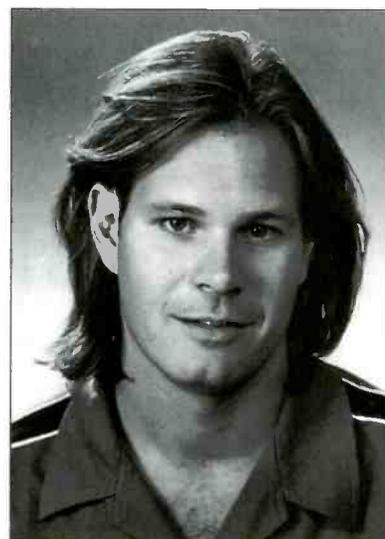
HITMAKERS Faces & Places



Pete Anderson has been promoted to Senior Vice President of Sales for ATLANTIC Records.



Daniel Segal has been named Director, Corporate Sponsorship for MCA Concerts, Inc.



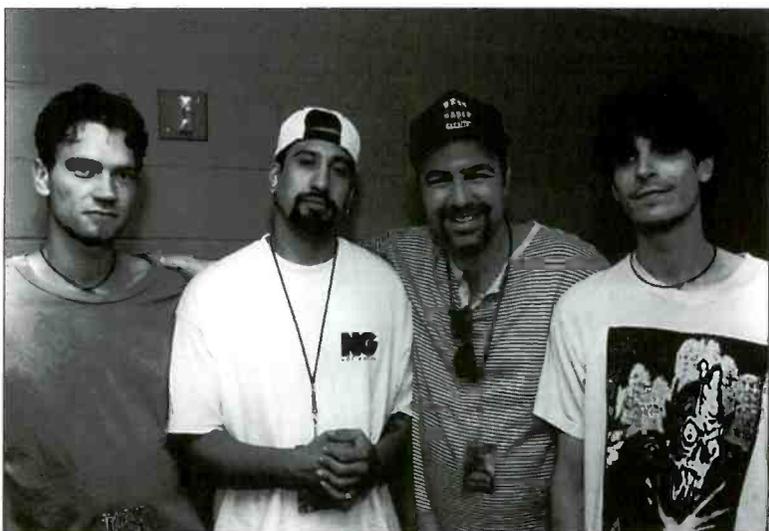
Dennis Boerner has been named Director of Video Promotion for MCA Records.



Grammy Award-winning Blitzz/Atlantic recording group All-4-One recently made a special in-store appearance at the Sam Goody store in Manhattan's Rockefeller Center. Pictured (front row, l-r): All-4-One's **Jamie Jones**, **Alfred Nevarez**, **Tony Borowak**, and **Delious**, and MIX105 on-air personality **Dan Taylor**. Back row (l-r): Atlantic's New York Regional Sales Manager **Lynne Poole**; Atlantic Marketing Manager **Kent Rippey**; Atlantic Director of Sales **Adam Mirabella**; Atlantic Product Manager **Pat Creed**; Musicland Eastern Division Marketing Coordinator **Beth Sheldon**; and Sam Goody Senior Store Manager **Rita Donato**.



I.F.A. (International Family Affair) are the latest members of the Capitol Records family. Hailing from the Bay Area, I.F.A. are three young men who have creatively blended Hip-Hop with the smooth flow of R&B, adding a taste of funk. Pictured clockwise are: **Steven Shew**, S.P. Management; **Cobre** (James Simpson) of I.F.A.; **G.F.** (Howard Lee) of I.F.A.; **D-Shoot** (Derrick Shaw) of I.F.A. and **Gary Gersh**, President, Capitol Records.



Ruffhouse Records Chief Executive Officer, A. Christopher Schwartz, congratulates members of Cypress Hill and Dandelion following their performances at the Camden, New Jersey date on the Lollapalooza tour. Pictured (l-r): **Carl Hinde**, Dandelion; **B-Real**, Cypress Hill; **Schwartz**; and **Kevin Morpurgo**, Dandelion.



Bruce Hornsby and **Branford Marsalis** are shown with members of the KDWB-FM staff. They participated as "celebrity golfers" in the first KDWB Mark Route Memorial Golf Tournament at Edinburgh, U.S.A. Pictured (back row, l-r): Radio Consultant **Mark Bolke**; KDWB APD **Rob Morris**; KDWB GM **Marc Kalman**; KDWB PD **Dan Kieley**; RCA recording star **Bruce Hornsby** and Columbia Records artist **Branford Marsalis**. Front row (l-r): RCA Records Rep **Bob Dickey** and Columbia Records Rep **Dave Ross**.

Officially Debuting At Radio Next Week!

simply red
"Fairground"

JOEY ARBAGEY, MD, KMEL, San Francisco

3T *Anything* (MJJ/550) - Should be a huge crossover record.

METHOD MAN/REDMAN *How High* (DEF JAM) - Majorly building up from the streets.

TERRI ELLIS *Wherever You Are* (ELEKTRA) - Sit back and take a listen without interruption. Music doesn't get more beautiful than this.

CHEF RAEKWON *Ice Cream* (RCA) - Mix show buzz is strong.

ERIK BRADLEY, MD, B96, Chicago

LA BOUCHE *Be My Lover* (LOGIC) - Another Euro dance hit from the group that will, in all likelihood, be the Real McCoy of 1996!

SHAI *Come With Me* (MCA) - Love this cut.

PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - Has potential for us.

JANET JACKSON *Runaway* (A&M) - The new remix with Coolio is ON. Makes a hip difference, especially on the young end appeal.

FUN FACTORY *Celebration* (CURB) - We're very excited about this import.

MIKE TIERNEY, PD, KUBE, Seattle

D'ANGELO *Brown Sugar* (EMI RECORDS) - Just hit Top 10 phones on nighttime play alone. This could be a big Pop record.

SEAL *Don't Cry* (WARNER BROS.) - A cut off Seal's last album. It gave Bob Case goosebumps and that's good enough for me.

DEVANTE *Gin & Juice* (MCA) - Off the Dangerous Mind soundtrack.

PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - Good buzz off mix show play.

GREG HEAD, MD, KBXX, Houston

XSCAPE *Who Can I Run To* (COLUMBIA) - Top 5 phones, huge callout.

3T *Anything* (MJJ/550) - I like this record.

TERRI ELLIS *Wherever You Are* (ELEKTRA) - Great record, local girl. We've got nothing but love for Terry Ellis in Houston.

MONICA *Before You Walk Out Of My Life* (ROWDY/ARISTA) - Phenomenal record. Top 10 phones, great for blacks and Hispanics. Thanks for making this the next single, Clive.

NEIL SULLIVAN, PD, WOJV, West Palm Beach

CORONA *Try Me Out* (EASTWEST) - Great Pop/Dance record. Fits our sound perfectly.

SHAI *Come With Me* (MCA) - This could be their biggest hit so far.

NICKI FRENCH *Did You Ever Really Love Me* (CRITIQUE) - This will prove she's not a one-hit wonder!

MIKEY FREEMAN, APD/MD, KBOS, Fresno

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - The Tee's version. Females are gonna love this shit.

ARTIE THE ONE MAN PARTY *A Mover La Colita* (SCOTTI BROS./GROOVE NATION) - It'll be on.

PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - Strictly Rhythm is coming through with some good shit. Thanks Ellen!

CHARLES HILL *Don't Let It End* (RIOT) - My PD is riding the dick of this record.

MAX-A-MILLION *Sexual Healing* (ZOO) - They re-did this very, very nicely.

GREG WILLIAMS, PD, KDLE, Wichita

SHAI *Come With Me* (MCA)

MONICA *Like This And Like That* (ROWDY/ARISTA) - Good follow-up, good beat.

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - I like the George Michael hook.

3T *Anything* (MJJ/550) - They finally found three little boys who can sing like Mike. Could be the evolution of yet another Jackson success story.

MICHAEL NEWMAN, PD, KDON, Salinas

TERRI ELLIS *Wherever You Are* (ELEKTRA) - Huge - she's hot! En Vogue has always been great for us. Now that Terry's stepping out on her own, we need to draw attention to her!

SHAI *Come With Me* (MCA) - This sounds like it could be major. This will probably be a huge callout record!

L.A.D. f/Darvy Taylor *Ridin' Low* (HOLLYWOOD) - Kind of a cool nighttime record. We'll be checkin' it out!

DON PARKER, PD, KKFR, Phoenix

JAMIROQUOI *Space Cowboy* (WORK) - We've been spiking it and it's starting to get good response.

TINA MOORE *Never Gonna Let You Go* (SCOTTI BROS.) - Nice dancy, poppy record.

THE OUTHERE BROS. *Boom Boom Boom* (AREUS) - Cool song. The more I listen to it, the more I like it.

JACKIE JAMES, MD, KKSS-FM, Albuquerque

MARIAH CAREY *Fantasy* (COLUMBIA) - Instant hit.

JON B. *Pretty Girl* (EPIC) - It'll be huge. We were getting requests before we even played it.

DEBORAH COX *Sentimental* (ARISTA) - Good female hit.

BOYZ II MEN *Vibin' (Remixes)* (MOTOWN) - Yet another hit from them.

WILD BILL CHERRY, MD, KKXX, Bakersfield

CHARLES & EDDIE *Jealousy* (CAPITOL)

INNERCIRCLE *Summer Jammin'* (ATLANTIC)

SHAGGY *In The Summertime* (VIRGIN)

BOBBY SATO, MD, KPSI, Palm Springs

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

THE OUTHERE BROS. *Boom Boom Boom* (AREUS) - It's got a real raw Chicago house sound.

PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - It's a great record to segue from Freestyle to House or into Hip Hop.

MARIAH CAREY *Fantasy* (COLUMBIA) - Going to be #1!

RICK THOMAS, PD, KSFM, Sacramento

TERRI ELLIS *Wherever You Are* (ELEKTRA) - Smash!

SALT-N-PEPA *Ain't Nuthin But A She Thing* (LONDON) - Should work well!

JON B. *Pretty Girl* (EPIC) - Another female appeal killer.

CHARLES CHAVEZ, APD/MD, KTFM, San Antonio

FROST *Eastside Rendezvous* (RELATIVITY) - Phat as the Janitor!

SPANISH FLY *Believe In Me* (WARNER BROS.) - A smash! Along the lines of Stevie B.'s Dream About You.

CYNDI LAUPER *Hey Now (Girls Just Wanna Have Fun)* (EPIC) - Just wanna make this the official J.C. song.

CHARLES HILL *Don't Let It End* (RIOT) - #1 25-34 female callout record two weeks in a row. #1 25-34 request. Power rotation smash. Everyone should listen to this HIT!

MARK MEDINA, MD, KWIN, Stockton

TERRI ELLIS *Wherever You Are* (ELEKTRA) - A beautiful song.

ORIGINAL AZTEC *Slippin' Away* (RIOT) - It's got a Hispanic feel to it. It sounds like Lighter Shade Of Brown.

PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - Good buzz. Should be huge!

24K *Don't Go There* (MCA) - Another cut from Dangerous Minds I think the females will latch on to.

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

PLANET SOUL *Set U Free* (STRICTLY RHYTHM) - Feels Old School.

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - Looks like it might come out of the clubs here.

SCATMAN JOHN *Scatman* (RCA) - I can't believe I like it, but I do.

MACK 10 *On Them Thangs* (PRIORITY) - Working well for us.

WC AND THE MAAD CIRCLE *West Up* (PAYDAY) - Cool night record. Mack 10 and Ice Cube are on it.

CHARLIE MAXX, PD, KZFM, Corpus Christi

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - It's got a great hook, and I think George Michael helps.

3T *Anything* (MJJ/550) - The family resemblance is there!

HAMMER *Sultry Funk* (GIANT) - I was prepared not to like it, but I do.

BLACKSTREET w/SWV *Tonight's The Night* (INTERSCOPE) - Giving it some spins, getting good reaction.

GERONIMO, APD/MD, KZHT, Salt Lake City

3T *Anything* (MJJ/550) - The Jacksons saga rolls on - Tito's boys have it goin' on!

JASON WEAVER *Love Ambition* (MOTOWN) - The new Tevin Campbell.

DIANA ROSS *Take Me Higher* (MOTOWN) - A classic artist returns with a very hip sound.

XSCAPE *Who Can I Run To* (COLUMBIA) - This is the groovin' ballad that'll get them back on track.

LUCY BARRAGAN, MD, Q105, Oxnard

IMMATURE *Feel The Funk* (MCA)

3T *Anything* (MJJ/550)

SOUL II SOUL *Love Enuff* (VIRGIN)

SCOTT WHEELER, PD, WHHH, Indianapolis

JANET JACKSON *Runaway* (A&M) - The new G-Man Hip Hop mix. Should add new life to it.

GROOVE THEORY *Tell Me* (EPIC) - Hooky, mid-tempo song. Sounds great on the radio.

AZ *Sugar Hill* (CHRYSALIS/EMI RECORDS) - Retail strong. Top 15 single in Indianapolis.

MARY K., MD, WJMH, Greensboro

MARY J. BLIGE *Everyday Of The Week It Rains* (DEF JAM) - From The Show soundtrack. Top 10 phones. Basically the one selling the soundtrack.

HOLLY CANADA *You've Been Mean To Me* (SUCH JAMS EAST) - Phat local talent. Needs to be picked up by a major. Top 5 requested jams for two months without any single support.

MARIAH CAREY *Fantasy* (COLUMBIA) - The O.D.B. mix - Blew up the request lines. People call while it's on and ask for it to be played again.

HORSE RANEY, MD, WJMH, Greensboro

FAITH *Love Don't Live Anymore* (BAD BOY/ARISTA) - The duet with Mary J. They did a good job on the remake. It's all of that.

DOUG E. FRESH *Where's The Party At?* (ISLAND) - It's the ultimate party record. Doug E.'s back in a strong way.

NAUGHTY BY NATURE *Clap Yo' Hands* (TOMMY BOY) - Great mix show response.

JEFF ANDREWS, MC, B96, Chicago

SALT-N-PEPA *Ain't Nuthin But A She Thing* (LONDON) - This will be huge.

MARIAH CAREY *Fantasy* (COLUMBIA) - Slammin'!

MAX-A-MILLION *Sexual Healing* (ZOO) - Trust me on this, cut #3 on the full length...remake of the Marvin Gaye classic will blow up.

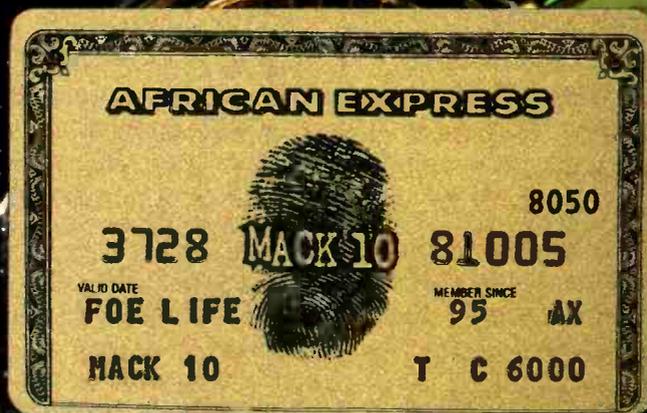
Reazar's Records will return next week. BR is at the T.J. MARTELL FOUNDATION Dinner, honoring CLIVE DAVIS in N.Y.

USE YOUR MACK 10 GOLD

ADDED! Z90

POWER 106
Researching
#6 Overall!

Hot Phones!



KXTZ Top 5
Requests!

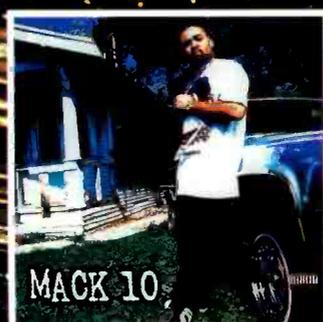
WHHH Hot
Phones!
Rotating in All-
Dayparts!

KYLD - Big Spins!

"ON THEM THANGS"
THE NEW SINGLE FROM THE ALBUM "MACK 10"

CERTIFIED
GOLD

VIDEO TOP 5 AT THE THE BOX



We want you "On Them Thangs" NOW!

SCARY TALES FROM THE SALES SIDE

By Paige Nienaber

When I was a Promotion Director, I truly went out of my way to try to educate the Sales department about the criteria for what constitutes an appropriate on-air giveaway. Basically, it should be topical, entertainment or sports related, tie-in to a bigger promotion that the station already has on the air or most importantly, relate to our music and key artists.

No matter how hard I tried, at least once a month I would find an AE in my office who wanted me to do something totally ridiculous. My generic response when confronted by these Mensa rejects was to feign excitement, grab the phone, call the PD and breathlessly inform him of this incredible promotional opportunity that just walked in the door. "No seriously, cancel the Lear Jet-With Ten Friends To See Madonna In Tokyo Contest! Rich is here and he's got free cases of Canada Dry for the morning show to do with ginger ale trivia! We've got our Book promotion!!!" I'd then hang up the phone and the AE would hopefully have gotten the point.

Among the many client requests that I've turned down over the years was a car dealership who provided us with a list of songs to play during his remote (and the Sales guy was incredulous that we couldn't accommodate this), hundreds of Win It Before You Can Buy It and Family Four Pack giveaways that I did under other titles and made the competition look foolish (since they were always doing the exact same contest as specified by the client), and numerous promotions from clients who thought that people actually cared enough about their product that they'd want to call in and answer trivia questions or expound for 30 seconds about it. Anyone remember the "Letters To Dave" promotion from Wendys in the Fall of '91? A perfect example.

I've collected some great/horrific Sales requests from around the country for your personal enjoyment. Bon Appetit!

Lynn Jeanrenaud, Promotions Director, Y-100/Philadelphia. In her time, Lynn's seen requests for toothbrush giveaways, call-in contests that would have listeners talk about the weirdest place they ever slept to win a futon, and a light

store that thought people would call in and tell their worst stories about where they were when the lights went out...to win light fixtures.

Scott Green, Promotion Director/95X/Syracuse. Already on the calendar and approved for give away when he joined the station were contests with weed wackers and Ocean Spray coupons as prizes.

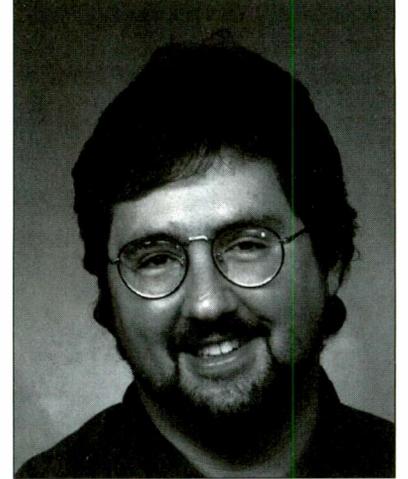
Carios Pedrazza, Promotion Director/102Jamz/Orlando, "I had someone who wanted us to giveaway 20¢ discount coupons for cookies. And they'll always want to throw in one of their company's T-shirts to round out the package and make it sound BIG on the air."

Blaine Kelly, Promotion Director, 93 BLX/Mobile. Blaine recently was faxed 10 pages of questions to use when doing "Milk Trivia" for the American Dairy Association. "I mean how many possible answers can there be; Louis Pasteur, 1%, 2% and Skim. That's about it," says Kelly. He advises to scan the request for an "out clause" that states something like "or similar promotion." Then you're off the hook. For this promotion, WBLX ended up doing a great community

tickets and haircuts for the entire family. If that wasn't bad enough, the promo said 'Take the whole family to get their haircut and head off to the circus.'"

Randy Malloy, Promotion Director, CD101, Columbus. Randy reminds me of those contests where the client tells you about the huge Grand Prize up front but forgets to tell you that all of your qualifiers are in the running along with those from fifty or sixty other radio stations around the country. At CD101, they got roped into a contest that forced people to call a long distance company, spend money and have the chance, along with everyone else in Ohio, for a big screen TV. "The lottery has better odds. And it's easier to play," says Randy.

Alan Haw, Promotion Director, Hoosier 96.3/ Indianapolis. Some of the worst ideas come from agencies that are usually 1000 miles away and completely out of touch with the station and its audience. Alan agrees and says that he tries to block some of the stupidest of these ideas from his memory. Take for instance the "Stack 'Em High" contest that came from a hamburger chain that wanted listeners to call in with their "tallest



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

panties on a roped bull in the center ring at the rodeo. Easy enough? "All the jocks said 'No way!' so we got our station mascot, a beaver, to do it. You should never run a promo that has 'beaver' and 'panties' in the same line," advises Hunt.

Mike Wall, Marketing Director, KJ103/Oklahoma City. In the 70's, he approached the PD with a client's request to give away 10,000 bottles of vitamins on-air. He was not too happy but it got on anyway. "I was sitting in my office and heard the jock announce that the next 10,000 callers would get free bottles of vitamins. About two minutes into the song he broke in to announce that we had all of our winners!," remembers Wall.

Tom Martens, Program Director/97.5 KWTX/ Waco. Tom and I used to chug beer in the radio van. This was before he got responsible and headed off for his first PD job in Marshall, Minnesota. "Not only did the Sales Manager want to sell the time, as in 'The Skewes Jewelry time is 3:14,' he also wanted to sponsor the tornado and thunderstorm warnings," says Martens.

Scary enough for you? I'll reprise this topic around Halloween so be sure to let me know if you've got anything worth including.

**"You should never run a promo that has 'beaver' and 'panties' in the same line"
Lizann Hunt, Arrow 108/Sacramento**

service campaign that featured free milk giveaways with school lunches to under-privileged kids.

Bill Klapproth, Program Director, WDBR/Springfield. He too found an "out" for the dreaded ADA promotion. His station went and had a cow somewhere in the market, gave out clues, and the person who found it got free milk for a year, plus, \$103. Much more palatable.

Dave Redelberger, Promotion Director, Z93/Dayton. One of Dave's personal favorites are clients who want to turn everything into a Family Four-Pack. "The circus came to town and Sales tied in a chain of hair salons so that everyone would win a Family Four-Pack of circus

tales" to win a "Big" burger.

Frank Neill, Promotion Director, 102 Jamz/Greensboro. "The stuff you get from the national clients is usually bad, not because of the product, but because of the methodology," says Neill who points to Dust Buster Trivia as a perfect example. "They wanted to hook into American history so the Dust Buster question had a clue like 'Truman successfully ran for a full term in this year,'" he adds.

Lizann Hunt, Promotion Director/Arrow 108/Sacramento. Vinegar Trivia (yes, Vinegar Trivia) couldn't hold a candle to a "Panty Put-On" that a rodeo requested. Essentially, a jock would try to put a pair of

JUNIOR M.A.F.I.A.

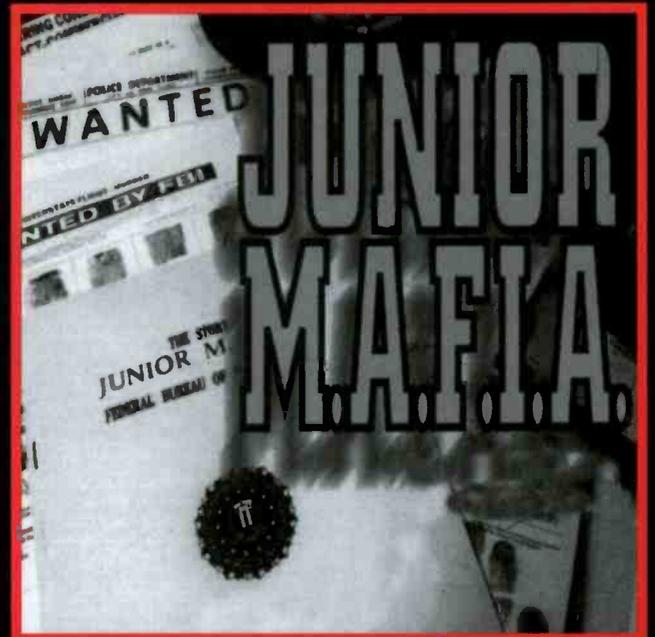
Conspiracy LP

SHIPPED GOLD
670,000!!!

"Player's Anthem"

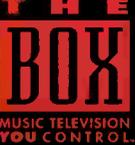
BDS SPINS

KMEL	57x	WQHT	46x
WWKX	42x	KBXX	39x
KYLD	37x	WPGC	33x
KKSS	24x	WERQ	20x
WHJX	16x	KCAQ	11x



ACTIVE

"I Need You Tonight"
featuring AALIYAH
shipping 9/18

Top Requested  MUSIC TELEVISION YOU CONTROL.



THE BUCKETHEADS

"The Bomb (These Sounds Fall Into My Mind)"

NEW AT:

SPINNING AT:

KRBE	35x	KZFM	43x	KIIS	42x
WFMF	21x	KBOS	39x	WPOW	39x
WZJM	20x	KHKS	28x	XHTZ	21x
KUBE	10x	KHFI	27x	WKSS	23x



ACTIVE

Top Requested



"The Bomb"
is THE BOMB!!!



MIX SHOW

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



MIX SHOW BREAKOUTS

MARIAH CAREY "Fantasy" (COLUMBIA)
SOUL II SOUL "Love Enuff" (VIRGIN)
BLAHZAY BLAH-ZAY "Danger" (MERCURY)
JAMAL "Fades 'Em All" (ROWDY/ARISTA)
RED HOT LOVER TONE "Wanna Make Moves" (SELECT)

2W - LW - TV

MIX SHOW MOVERS

47 - 79 - 87	COOLIO "Gangsta's Paradise" (MCA SOUNDTRACK)
82 - 80 - 85	GROOVE THEORY "Tell Me" (EPIC)
57 - 77 - 85	KRS-ONE "MC's Act Like They Don't Know" (JIVE)
53 - 85 - 84	REDMAN/METHOD MAN "How High" (DEF JAM/RAL)
70 - 80 - 72	JUNIOR M.A.F.I.A. "Player's Anthem" (BIG BEAT/ATLANTIC)
64 - 62 - 65	AZ f/ Miss Jones "Sugarhill" (EMI)
63 - 60 - 65	LUNIZ "I Got 5 On It" (MOO TRYBE/C-NOTE/VIRGIN)
45 - 57 - 62	DAS EFX "The Real Hip - op" (EASTWEST)
23 - 45 - 62	SUPERCAT "Ginatown (B.W. Vibe Mix)" (COLUMBIA)
66 - 60 - 62	REAL McCOY "Come And Get Your Love" (ARISTA)
66 - 65 - 60	NCTORIOUS B.I.G. "One More Chance" (BAD BOY/ARISTA)
50 - 53 - 55	BONE THUGS-N-HARMONY "1st Of Tha Month" (RUT-LESS/RELATIVITY)
40 - 43 - 52	BEENIE MAN "Slam" (ISLAND)
57 - 60 - 50	SKEE-LC "I Wish" (SUNSHINE/SCOTTI BROS.)
62 - 53 - 50	THE MIGHTY DUB KATS "Magic Carpet Ride" (SM:)E)
37 - 35 - 49	FAITH "You Used To Love Me (Remix)" (ARISTA)
28 - 37 - 48	NAUGHTY BY NATURE "Clap Yo Hands" (TOMMY BOY)
23 - 37 - 45	PAULA ABDUL "Crazy Cool" (VIRGIN)
51 - 50 - 43	DJ QUIK "Summer Breeze" (PROFILE)
30 - 35 - 43	MAD SKILLZ "The Nod Factor" (BIG BEAT/ATLANTIC)
30 - 39 - 43	MASTER ACE "Sittin' On Chrome" (DELICIOUS VINYL/CAPITOL)
32 - 37 - 42	D'ANGELO "Brown Sugar" (EMI)
40 - 38 - 42	OUTHERE BROTHERS "Eoom Boom Boom" (AUREUS)
33 - 35 - 42	RUFFNECK "Everybody Be Somebody" (M&W)
** - 33 - 40	E.B.T.G. "Missing" (WEA)
64 - 55 - 40	MAX-A-MILLION "Take Your Time (Do It Right)" (SOS/ZOO)
54 - 45 - 40	NAUGHTY BY NATURE "Feel Me Flow" (TOMMY BOY)
57 - 50 - 38	SOUL FOR REAL "Every Little Thing I Do" (UPTOWN/MCA)
58 - 45 - 38	MONICA "Don't Take It Personal" (ROWDY/ARISTA)
37 - 40 - 38	TINA MOORE "Never Gonna Let You Go" (SCOTTI BROS.)
25 - 33 - 38	DOUG E. FRESH "Where's The Party At?" (GEE STREET/ISLAND)
28 - 30 - 38	MILKBCNE "Where's The Party At?" (CAPITOL)
22 - 27 - 38	RAEKWON "Criminology" (LOUD/RCA)
** - ** - 38	PLANET SOUL "Set U Free" (STRICTLY RHYTHM)
** - ** - 35	3AYSIDE BOYS "Macarena" (RCA)
40 - 39 - 35	SHAGGY "Boombastic" (VIRGIN)
47 - 45 - 32	MACK 10 "Foe Life" (PRIORITY)
51 - 48 - 32	MONTELL JORDAN "This Is How We Do It" (PM?/DEF JAM/ISLAND)
25 - 33 - 30	SCATMAN JOHN "Scatman" (RCA)
** - 30 - 30	ELAN "Better Than You" (STRICTLY RHYTHM)
37 - 28 - 29	CRYSTAL WATERS "Felix" (MERCURY)
20 - 21 - 28	BOYZ II MEN "Bybin" (Remix) (MOTOWN)
20 - 24 - 27	ALEX PARTY "Don't Give Me Your Life" (LONDON)
28 - 25 - 27	FRANKIE KNUCKLES f/ Adeva "What Do You Want From Me" (VIRGIN)
29 - 30 - 23	CRAIG MACK "When God Comes/Makin Moves..." (BAD BOY/ARISTA)
27 - 25 - 23	LA BOUCHE "Fallin' In Love" (LOGIC)
** - ** - 23	TOWA TEI "Luv Connect on" (EEG)
** - ** - 22	2 IN A ROOM "Giddy Up" (CUTTING)
** - ** - 22	BILLY RAY MARTIN "Running Around" (S RE/EEG)
23 - 24 - 22	E-40 "Sprinkle Me" (JIVE)

COLUMBIA RECORDS

Presents The
HITMAKERS MIXER OF THE WEEK!



E-MAN
KPWR
Los Angeles

CAREER HIGHLIGHTS:

- '88 - Started DJ'ing mobile parties in the Long Beach area • Bought a 4-track and made first tape and sent it to The Eaka Boyz • Baka Boyz invited me to do a guest spot set on their Friday Night Flavas Hip-Hop Show • Dec. '94 - Did a guest spot on the Mickey-Fickey & the Christmas Holiday Ho-Ho Marathon Mix • Being hired as a POWERMIXER by POWER106 •

PROPS:

Baka Boyz, Big Boy, Enrie, Ruffneds, "Humpty" Vission, Tony B., Rick Cummings, Michelle Mercer, Bruce St. James, Charlie Hueno, Everybody at POWER106, "Horse" McMann, Oscar Mer no, David Folchi, Ricky Leigh, Davey Dee, All the Mix Show DJ's, my crew: Style DJ's, Frankie V., Mom & Dad, my brothers, Joi, and last but not least, GCD, for giving me this gift and blessing.

COLUMBIA CUTZ

CYPRESS HILL

"THROW YOUR SET IN THE AIR"
CHECK YOUR MAIL BOXES!!!

ALL READY GETTING MIX SHOW SPINS AT:
WQHT, WERQ, WPGC, WJMH, WHJX,
KBXX, KTFM, KMEL, KPWR, XHTZ
-KEEP UP THE LOVE-

NOMINEES FOR ISSUE 908

VOTE FOR YOUR CHOICE

1. SHANNON WILLIAMS (WGRD, Grand Rapids)
2. JEANNIE HOPPER (WBAI, New York)
3. C.L. McSPADDEN (B96, Chicago)

CALL DAVID OR CSCAR @ (818) 887-3440

MIXER OF THE WEEK WINS SCNY HEADPHONES!

FROM THE EAST TO THE WEST,
FROM THE NORTH TO THE SOUTH

Masta Ace Incorporated



Sittin' on Chrome

The new single and LP

NEW ADDS:

**WILD107
KIX106
KWIN**

ALREADY SPINNING:

**POWER106 KKBT
KSFM KKSS
KHTN**

IN THE MIX:

**KMEL
KBXX
Z90
92Q
KTFM**



Management By Jonathen Pollack
for P-Dawg Management
Delvnyl@aol.com



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Where's Da' Party At?

NEW ADDS:

**WHHH
KPRR
WOCQ
WHJX**

MIXING AT:

**KMEL
POWER106
HOT97
WJMH
KCAQ
KSFM**

**ALREADY
SPINNING:**

**KBXX
POWER96
Z90
KLUC
KXTZ**



SPINNING OUT OF CONTROL!

KKSS 51x



MANAGEMENT: 118TH ST. ENTERPRIZES
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AS THE VINYL SPINS

By Oscar Merino

LET'S MOVE FORWARD, NOT BACKWARDS

As some of you might already know I'm a big supporter of vocal House. And preferably with a message. The reason being is the fact that I believe that we need to develop artists, and put out music with lyrical substance. In order to do that we all need to support that movement. Not long ago I was talking to a mixer about records and we got on the subject of vocal house and tracks. One of the comments this mixer made was that he liked some vocal house, but he thought that a lot of the vocal house music was for people that lived a certain life style. I didn't want to make him feel bad, so I tried not to laugh, because I definitely thought that was funny, but kind of sad that there are people out there that think like that. People will dig what they want to dig, and that's cool if you don't like a particular style of music. But when you say you don't like it because it's music that is for a certain group of people, you're joining the same group that at one time thought Rap was for a certain group of people. At the same time, I really have come to understand that we are all ignorant in one way or another. So I'm not judging, I'm simply stating the fact. Ignorance comes from lack of knowledge. Lack of knowledge comes from lack of education on a particular subject, and the only way to educate, is to share the knowledge, right? For the people that might not know that much about vocal house, let me share with you what I've learned so far. Vocal house music is not music for gays, blacks, latins, heterosexuals, married, single, Catholic, Jewish, Democrat, or Republican. Vocal house music is for people that want to hear and need to hear something with substance. Believe it or not we actually want to hear a singer sing. We want to hear someone that has something to say. In other words, we want something that is going to reach our soul, stimulate our minds, and make us dance. That's not an easy thing to do. Once in a while there are those cuts that speak to us, and lift us up. Artists and producers like Frankie Knuckles, Robert Owens, Fingers Inc., Jomanda, Steve "Silk" Hurley, Blaze, Dione, Adeva, Michael Watford, Crystal Waters, Cybil Jeffries, Sounds Of Blackness, David Morales, Victor Simonelli, Kingsley O, Ten City, Ultra Nate, Robin S., Arnold Jarvis, Wall Of Sound, MASTERS AT WORK, India, Tommy Musto, Judy Albanese, Soul Solution, Kristine W., Tony Humpries, Eve Gallger, D'Borah, Liz Torres, Xavier God, Basement Boys, Smack, 95 North, Roger S., Alison Limmrick, Martha Wash, Barbara Tucker, and many others have done that. These are the KRS-One, Tribe Called Quest, Public Enemy, Paris, and Guru's of Hip Hop. They're the Marvin Gayes of Soul. These are the people that don't just do music to make you dance, they want to reach you at another level. And to get what they're saying you don't have to be any particular type of person except... open minded. That's how I learned to appreciate all types of music

like Hip Hop, Acid Jazz, Reggae, R&B, Alternative, House, Oldies, Funk, and Jazz. We all have our preferences, but please, don't limit yourself, there is a lot of great music out there. And we all need to understand and support each other as a music community. I know most of you, particularly the DJ's, live and breathe music. Let's respect and support each other. Props out to the DJ's that rock different styles on the 12's, like: Eric V, DJ Spent, Phil Jones, Jose Melendez, E Man, and many others that know what I'm talking about.

Here's the records hittin' the mix show air waves.

Most Disc-overed for this issue

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

- BLAHZAY BLAHZAY *Danger* (MERCURY)
- MARIAH CAREY *Fantasy* (COLUMBIA)
- CLUB NOVEAU *Let It Go* (RIP IT)
- ELAN *Better Than You* (STRICTLY RHYTHM)
- FUNKDOOBIEST *XXX Funk* (IMMORTAL/EPIC)
- TAYLOR DAYNE *Say A Prayer* (ARISTA)
- MONTELL JORDAN *Something For The ...* (RAL/DEF JAM/ISLAND)
- KRS-ONE *MC's Act Like They Don't Know* (JIVE)
- ELLI MAC *So In Love* (MOONSHINE)
- BILLIE RAY MARTIN *Running Around Town* (SIRE/EEG)
- LISA MOORISH ft George Michael *I'm Your Man* (LONDON/ISLAND)
- NAUGHTY BY NATURE *Clap Yo' Hands* (TOMMY BOY)
- RAW STYLUS *Believe In Me* (Geffen)
- REDMAN/METHOD MAN *How High* (DEF JAM)
- DIANA ROSS *Take Me Higher* (MOTOWN)
- RUFFNECK *Everybody Be Somebody* (M.A.W.)
- SOUL II SOUL *Love Enuff* (VIRGIN)
- SUPER CAT *Girlstown (B.W. Vibe Mix)* (COLUMBIA)
- WC & THE MAAD CIRCLE *West Up* (PAYDAY)

KRS-ONE

"MC'S ACT LIKE
THEY DON'T KNOW"

ADDED AT:

HOT97
WPGC
92Q

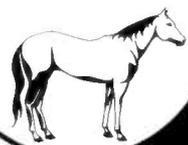
IN THE MIX AT:

KMEL
KBXX
WHJX
WJMH
KCAQ

POWER 106
POWER96
Z90
KSFM

JIVE

PEACE FROM
THE HORSE



MYSTIKAL

"YA'LL AINT
READY YET"



EXPLODING AT KBXX!
ALREADY 40x!!!



#1 IN NEW ORLEANS
OVER 25,000 SOUNDSCANED!



MASSIVE MIXSHOW BUZZ!

PM DAWN

“Downtown Venus”

**NEW THIS WEEK: Y107, WNVZ, WSNX,
KBIU, WHZZ, WDBR, WFBC**

KUTQ	35x	KHKS	25x	KMXV	37x
Q102	28x	WFLZ	39x	WZJM	42x

BDS Over 1,200 Plays + 240



A Polygram Company

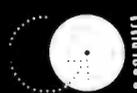
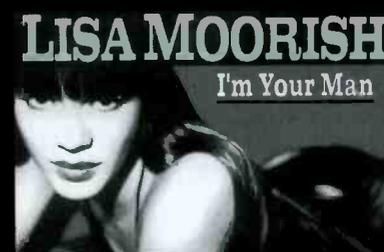
LISA MOORISH

“I’m Your Man”

Featuring George Michael

KLRZ, KQIZ, 93Q, KBFM, KZ93, KHTN, KKXX, WWXM

KXTZ	12x	WFLY	21x	KZHT	13x
Q106	14x	WFHN	22x	KMXV	16x
WJJS	25x	WOVV	24x		



A Polygram Company

ALEX MEJIA, KMEL, San Francisco

PHARCYDE *Runnin'* (DELICIOUS VINYL)

BILL BORRELLI, BOSS 97, Atlantic City

JODECI *Freak Like Me* (MCA)

BILLIE RAY MARTIN *Running Around Town* (SIRE/EEG)

SOUL II SOUL *Love Enuff* (VIRGIN)

JANET JACKSON *Runaway* (A&M)

TONY MORRIS, BOSS97, Atlantic City

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

MAD LION *Real Ting* (NERVOUS)

FUNKMASTER FLEX & THE GHETTO CELEBS f/Mad Lion, Rayvon &

Rickster *Safe Sex, No Freaks* (WRECK/NERVOUS)

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

M PEOPLE *Padlock* (EPIC) - Destined to be yet another hit. Taken from the Bizarre Fruit.

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND) - Very cool stuff. Great track, good vocal. Hard hitting mix by Cajmere on B Side. Strong Deep House Mix by Todd Terry.

ERASURE *Stay With Me* (ELEKTRA) - Taken from the forthcoming self-titled album due in October. A Side is a ballad but a very cool eight minute dance mix on B side.

MOBY *Bring Back My Happiness* (EEG) - Contains mixes by Moby and Josh Wink.

DONNA SUMMER *I Feel Love* (MERCURY) - Just could be the House record of the year. This timeless peice gets mixed up by Rollo, Sister Bliss, and Mawster At Work. Rollo keeps the original Disco Trance feel while Maw make a soulful R&B styled houser. Sister Bliss Mix goes progressive. Also offers a hard, smooth factory-styled dub of *Melody Of Love*.

B-SWIFT, KBXX, Houston

MARIAH CAREY *Fantasy* (COLUMBIA)

DRU DOWN F/LUNIZ *Rigg-Up* (RELATIVITY)

CYPRESS HILL *Throw Your Set In The Air* (COLUMBIA)

FAITH *You Used To Love Me (Remix)* (ROWDY/ARISTA)

SOUTH GIRL *New Day* (RELATIVITY)

KID FRESH, KBXX, Houston

JAMAL *Fades 'Em All* (ROWDY)

BONE THUGS -N- HARMONY *Budah Lovers* (RUTHLESS/RELATIVITY)

BONE THUGS -N- HARMONY *Bud Smokers Only* (RUTHLESS/RELATIVITY)

BLADZAY BLAHZAY *Danger* (MERCURY)

SUPERCAT *Girlstown* (COLUMBIA) - B.W. Vibe Mix.

NASTY NES, KCMU, Seattle

CROOKLYN DODGERS *Return Of The Crooklyn Dodgers* (MCA) - Tha bomb! Great follow up to the original.

BOSKO *Bombay* (BOMBAY) - Out the box requests and worth peepin' out. Big underground buzz here in Seatown!

SIR JINX *Pic-A-Nic* (RAGING BULL) - Gerald Levert adds a nice R&B touch to this Hip Hop track! Predicting a hit with Sir Jinx!

RBX *AWOL* (Warner Bros)- The remix brings AWOL to a new level! Strong phones.

MACK 10 *On Dem Thangs* (PRIORITY) - Already one of my favorite single of the week. The sample kicks butt!

TITO 'Indamix' AGUSTIN, KHDC, Soledad

FUNKDOBIEST *XXX Funk* (IMMORTAL/EPIC)

A FEW GOOD MEN *Tonite* (LAFACE)

NYDC *Up In The House* (TRIBAL AMERICA)

LITTLE SHAWN *Dom Perignon* (UPTOWN/MCA)

RENE ROBERTS, KHTN, Modesto

TAYLOR DAYNE *Say A Prayer* (ARISTA) - I only have two records to talk about this week. First off, I have to say the 'Humpty' Vission/Lorrimar team has reached a new level! *Say A Prayer* will be a Fall anthem! The Vission/Lorrimar mix is THEE best production on a song I've heard in a while.

RAW STYLUS *Believe In Me* (GEFFEN) - I talked about this one last week and it has totally exploded. Again, the Vission/Lorrimar Mix can't be beat! This will be a team to take us into '96! Anyways...thanks for the ear...can't wait for another production!

BILL MILLMAN, KISS102, Syracuse

MICHAEL BOLTON *Can I Touch You...There?* (COLUMBIA) - Great remixes coming out on vinyl. Check out the Frantic Mixes...the dub and the mix. They are hot and you wouldn't believe they were Michael Bolton.

SVEN VATH *Beauty And The Beast* (SIRE) - This is crazy...a deep sound pumpin' from the floor to the ceiling. Kind of a gothic sound to it also. It's a crowd pleaser...yeah.

TEDDY Q ZAMORA, KMAX, Pasadena

LOUIE BALO *Only You* (TRIBAL AMERICA)

SVEN VATH *Harlequin* (EYEQ/WARNER BROS.) - Murk mixes.

NYDC *Up In The House* (TRIBAL AMERICA)

MIKE DELGADO *Sunset Park EP* (FREEZE) - The bomb. Check it out..

BLUNTED *Only For The Blunted Part II* (FREEZE)

MIGUEL PLASENCIA, KMAX, Pasadena

LISA MOORISH f/George Michael *I'm Your Man* (LONDON/ISLAND)

SOUL II SOUL *Love Enuff* (VIRGIN)

RAW STYLUS *Believe In Me* (GEFFEN)

MIKE DELGADO *Sunset Park EP* (FREEZE)

ALLEN STREET UNRELEASED PROJECT *Volume I* (TNT/FREEZE)

PAUL YATES, KMVR, Las Cruces

BILLIE RAY MARTIN *Running Around Town* (SIRE/EEG)

PET SHOP BOYS *Paninaro '95* (EMI RECORDS)

JUAN 'The Wonderous' ROJAS, KPRR, El Paso

MARIAH CAREY *Fantasy* (COLUMBIA) - My favorite pop diva returns with a solid hit, can't wait for the dance mixes.

2 IN A ROOM *World Party EP* (CUTTING) - Wow! Talk about the bomb. This EP is packed with serious dance cuts like *Carnival*, UK remixes of *Ahora, El Trago* and their new single, *Giddy Up*. Latin Hip House is the flavor. Shout outs to Aldo and Amado Marin. Also, let's not forget Kevin Kage.

WITCHDOCTORS *Primal Scream Therapy* (DIGITAL DUNGEON)

J. SMOOTH, KPRR, El Paso

ARTIE THE ONE MAN PARTY *A Mover La Colita* (SCOTTI BROS./GROOVE NATION) - Aver aver a mover la colita.

DIANA ROSS *Take Me Higher* (MOTOWN) - Beautiful vocals. Diana Ross comes out with another slammin' track. Thanks Anthony for hooking me up.

ENERGY BOX *Pleasure Chemical* (CLASSIFIED) - A very tantalizing House track. Sounds great on the mix show.

ELAN *Better Than You* (STRICTLY RHYTHM) - A little bit of this and a little bit of that Strictly Rhythm who keep puttin' out the hits! Thanks Ellen for sending me a copy, but where's my T-shirt?

DJ BENZ, KPRR, El Paso

SOUL II SOUL *Love Enuff* (VIRGIN) - Great comeback song.

THE WILD BOYS *Summertime* () - I'm telling you, I just can't get over this song.

FUNKDOBIEST *XXX Funk* (IMMORTAL/EPIC) - It's kind of scandalous but other than that, it has a nice bassline. Definite chart-hitter.

MACK 10 *On Dem Thangs* (PRIORITY) - Props to the guys at Priority! This song is a definite cruising anthem!

MISTA GRIMM *Steady Dippin'* (EPIC) - Take listen to this. It'll definitely hit top rap charts.

E-MAN, KPWR, Los Angeles

PHARCYDE *Runnin'* (DELICIOUS VINYL)

BLAHZAY BLAHZAY *Danger* (MERCURY)

RICHARD "HUMPTY" VISSION, KPWR, Los Angeles

JOEY BELTRAM *Game Form* (LOGIC) - This is a dope techno (Did I say the word techno?) record. A mixshow must!

JEANEETE *Fall Into My Melody* (GROOVE NATION) - Some phat production out of L.A. Great vocals. I love the Rude Dog Mix.

ELLI MAC *So In Love* (MOONSHINE) - Yet another phat production out of L.A. Fierce vocals, sounds great on the mix show.

DJ D. STREET, KSJL, San Antonio

MAD DRAMA *Ain't No Room* (LaFACE/ARISTA) - Here's the ruffneck momma, taking a phat old school track, hyping it up with heavy rhythm and a biting snare drum. Added some tight, illmatic style, women with an attitude lyrics and rose to the next level, proving once again that a woman can be just as hard lyrically as a man.., rock on 'She Devil', this is the new 90's girl anthem.

LIN QUE *Let It Fall* (EASTWEST) - Setting it off for the new year is just what Lin is doing. You can't help but love that syncopated style she has and the sprinkle of MC Lyte in the hook. Speaking of hook, this one has the phones ringing off the hook at 96.

MACK DA MANIAC (SELECT) - This is one of the phattest tracks I've heard all year, and da Maniac reminds me of a combination of Nine and Mad lion. Another Phat phone ringer right here at 96. Don't let this mania pass you by.

GERALD EDDIE LEVERT

"Already Missing You"

4th MOST ADDED!!!



Early Action On:

WERQ Baltimore #10 40 spins!!!

WPGC Washington #28 16 spins!!!

DAS EFX "REAL HIP HOP"

Most Added!!!

Now Playing On:

HOT97	New York	#29	18 Plays
WJMH	Greensboro	#32	22 Plays
WERQ	Baltimore	#30	18 Plays
WPGC	Washington	New!	
KPWR	Los Angeles	New!	
KMEL	San Francisco	New!	
KZHT	Salt Lake City	New!	
XHTZ	San Diego	New!	
WHHH	Indianapolis	New!	
WWKX	Providence	New!	



SoundScan Single Sales Debut 430*!!! • Album In-Stores September 26!!!

LEONARD TRUJILLO, KSYM, San Antonio

HOUZTOWN *Brooklyn A Train* (VICIOUS MUZIK)
DJ TRAJIC *Hot Sauce EP* (STRICTLY HYPE)
LISA MOORISH *George Michael I'm Your Man* (LONDON/ISLAND)
BACKINTYME *Don't Stop, Keep On* (DIG IT)

JOSEPH FRIAR, KVIC, Victoria

JAMZ NYLON & JAHKEY B *New York State Of Mind* (NYLON) - The Gods of The Underworld return with another deep flowing monster! I love these guys! If you dig underground House with phat basslines and wacky synths this is a must! Be on the lookout for a new *GOTU* track on Empire State soon!

DJ BUCK *Northern Exposure EP* (STRICTLY RHYTHM) - You've heard the bells of NY, now Buck covers the West Coast with *The Bells Of San Francisco*. This record is fierce! A massive groove with seagull and foghorn efx putting out that San Fran vibe!

INNER PEOPLE *Hipshakin' Music* (WAAKO) - Destined to be huge, this Lenny Fontana produced 12" takes a touch of New Jersey Deep and a touch of Teddy Pendegrass to make one slammin' track! Also check out Trancin on the flip.

BERNARD BANDIE *Wonder Woman* (CIRCUIT) - Chicago drops the bomb! 5 fierce tracks with Wonder Woman, sampling the tv show theme, being my fave! Another weapon for the dancefloor!

SHAWN PHILLIPS, KZHT, Salt Lake City

RAW STYLUS *Believe In Me* (GEFFEN) - And the double pack of House is...Believe In Me. This 12 inch will work you all over and then some. Vission Mixes to cry for. Add this.

TAYLOR DAYNE *Say A Prayer* (ARISTA) - She's back 90's style with the Big Bad DJ Remixers to back her up. Yes, a 12 inch with my fav's Humpty and Morales.

ALLEN STREET UNRELEASED PROJECT *Volume 1* (TNT/FREEZE) - Five of some of the hottest Dub House out there. It will light up your phones and dance floor!

ELAN *Better Than You* (STRICTLY RHYTHM) - Can you say an instant smash hit? Perfect combo of House Hook, mixes. PD's, MD's listen to the mixers and the streets. This will work for all of us...push it!

JAMMIN' G, POWER 106, Midland/Odessa

MARIAH CAREY *Fantasy* (COLUMBIA) - Man, this is a slammin' song. Great vocals along with that Tom Tom Club *Genius Of Love* sampling. Excellent remix work on this, there's too much to be said and all I want is a copy of this on vinyl. You know it, this one will be #1 for us...

EVERYTHING BUT THE GIRL *Missing* (ARISTA) - Major props to my man Leo Caro, for turning me on to this one. Has that smooth beat along with smooth vocals. I only have a CD copy of this and hey Davie Dee, I need some copies of this one, man, this is a jam!

TONY B., KPWR, Los Angeles

MIJANGOS p/Xavior *Life* (AQUA BOOGIE) - Great vocals and hot production by my man Mijangos, Hard Ass Life Mix is the one I am playing.

MARIAH CAREY *Fantasy* (COLUMBIA) - Carey and Morales need I say more, except I even like Puffy's Club Mix.

RAW STYLUS *Believe In Me* (GEFFEN) - Wow, acid jazz vocals over House beats, love the E-Smoove's Club Mix, but for that harder edge West Coast sound you gotta play the Vission/Lorimer mixes, did I say wow?

STEVE 'SMOKIN' CHAVEZ, KTFM, San Antonio

SUPER CAT *Girlstown* (COLUMBIA) - I liked the original 12 inch but I just didn't get a chance to really work it but now, with the new remix, it's on. Supercat toasts over a Barry White sample with a little bit of *Art Of Noise* thrown in and a hook from Brandy's *Baby Baby*. This is hard enough for the streets but is still very commercial. With some radio play this should be supercat's biggest hit and get him the recognition he deserves-extremely dope! Househeads, check out the House Mix.

ARTIE THE ONE MAN PARTY *A Mover La Colita* (SCOTTI BROS./GROOVE NATION) - Right now in S. A., Latino House is to S.A. what Hip Hop is to N.Y. and what Bass is to Miami and as a proud Latino myself, I couldn't be happier. This is one of the better ones. Artie and DJ Juanito throw down the Spanish Chants from a classic cumbia, Latin keyboards and some fierce drums. This is da jamm!

SOUL II SOUL *Love Enuff* (VIRGIN) - Jazzie B. and the crew are back. The R&B mixes are real for radio. Check out Maserati's Mix, but for the mix show, the new House Mixes are the shit. The Spike Mix is more commercial but I like the Todd Terry Mix. It's all good on both 12 inch, downtempo and funky with great vocals from Penny Ford. If this one misses, I don't know what to say. Great, great record!

DIANA ROSS *Take Me Higher* (MOTOWN) - Diana Ross with a dance record. Believe it! Diana's soft and sexy voice over a drum track borrowed from Crystal Waters' 100% Pure Love. The video's already on B.E.T. This one could hit big. Check out the Dub.

STEVE PEREZ, Q105, Oxnard

CLUB NOVEAU *Let It Go* (RIP IT) - This one will blow your mind, has a great R&B flava and is very Radio friendly to mix shows. Check it out, it's new and it's different.

SOUL II SOUL *Love Enuff* (VIRGIN) - It seems Soul II Soul brought up the beat with this new cut, also it has a touch of House behind it too. Give it a listen.

WC AND THE MAAD CIRCLE *West Up* (PAYDAY) - What's up with this new jam that has everyone taking a Hip Hop ride Westcoast style. If you have one, get two. If someone can get me another copy of this jam, I'll be grateful.

ELLI MAC *So In Love* (MOONSHINE) - I'm so in love with this jam, make sure you give this a good listen. Has a good House vibe. Starting to work for me and may work for you!

JIM COOPER, WEOV, Key West

MOBY *Bring Back My Happiness* (EEG) - Wink continues to surprise and excite.

BILLIE RAY MARTIN *Running Around Town* (SIRE/EEG) - Even better than *Your Loving Arms*.

PAULA ABDUL *Crazy Cool* (VIRGIN) - Really hot workable dub.

GEOFFREY "C", WERQ, Baltimore

ANOINTED *It's In Gods Hands Now* (EPIC) - I have to say that this is probably going to be one of my all time favorites--period. What makes this song so good is that they don't talk about sex of who's doin' who of who does it the best. They don't talk about shooting, robbing looting, raping, disrespecting one another smokin'blunts crackin'a "forty" It's a song that says that no matter how hard times get, there will always be a way to make it better! Congrats to all those concerned on an excellent project!

FUNKDOOBIEST *XXX Funk* (IMMORTAL/EPIC) - Give Funkdooiest anothe two points for yet another slammin' record.

BARBARA TUCKER *Stay Together* (STRICTLY RHYTHM) - I saw Barbara Tucker perform this song at the Winter Music Conference back in March '95 and I was blown away!! When I listened to the test pressing (oops, I let the cat out of the bag) I was still blown away. Louie Vega's production -- one with a smooth beat and great chords -- is unbelievable! When you add Barbara 's voice t it, it's PURE SYNERGY!!

DJ DISCIPLE *Hide-A-Way* (MUZIK PUSHERS) - This is just one of those tracks that reaches inside of you and makes you move. I love the way he uses the old David Joseph sample "Can't Hide Love" which brings unmeasurable energy to the track. Pick it up!

MOBB DEEP *Give Up The Hoods* (LOUD) - This one flows real good.

STAN PRIEST, WFLZ, Tampa

UPTOWN CREW *In The Night Time* (WHITE LABEL) - Warren Brooks has got a solid tune here, very classy local stuff from Tampa!

M PEOPLE *Padlock* (EPIC) - They could break through. They've got some good stuff to offer.

TAYLOR DAYNE *Say A Prayer* (ARISTA) - She's got it goin' on. Crowds know this. Give 'em what they want!

JOEY BELTRAM *Game Form* (LOGIC) - Killer stuff. This is rockin' my room and in the mix show.

DARE TO BE DIFFERENT *Come To My Window* (ZYX) - The remake of the Melisa Ethridge record. This is very cool! You know, this is different!

JOE BLACKWELL, WJHM, Orlando

SAMMY ZONE *Broken Promises* (METROPOLITAN)

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

FRANKIE KNUCKLES *Passion & Pain* (VIRGIN)

SOUL II SOUL *Love Enuff* (VIRGIN)

LABELLE *Turn It Out* (MCA)

GARY CANNAVO/MANNY FERRIEROS, WKDY, Boston

FUN FACTORY *I Wanna Be With You* (CURB EDEL) - They are back and are lighting up the phones every time this one hits the turntables. People are going crazy over the Ralphie Rosario mixes. Also the down tempo mixes have been getting strong play also. Strong record with great legs!

MONE' *We Can Make It* (STRICTLY RHYTHM) - We have been in love with this one since we first put it on the turntable. Super female vocals and if you are into dubs then run out and get a copy of this. Mixes from Joe T. Vanelli, Brian Tappert and Tommy D. turn this one out. Huge record!

SPARKS *When I Kiss You* (LOGIC) - DJ Casanova, Rod Sherwood and Mike Filly have taken this one and just kicked its ass. This one has been hurting our listeners and in turn they have been lighting up the phones, hurting us with request for this one. Great record!

LOS DEL RIO/BAYSIDE BOYS (Remix) *Macarena* (RCA) - This is the record that has the phones lighting up non-stop. This record has such a good hook to it that you cannot help but try to sing along whether it is being played in Spanish or the U.S. version. A very fun record!

TNT *Feel It* (SLIP-N-SLIDE) - This is the best Hard House record that we have heard in some time. This one is filled with classic house samples, break downs and enough balls to go the distance and it's smokin' like a barn fire. Take Grandma's social security and buy this one.

DJ SHORTY, WOSS, New York

CAMILLA *Again* (KULT) - Lenny Fontana does it again. Killer vocal track.
 MARK RODGERS *Love To Love You* (KULT) - Powerful underground track. Live musicians. Definitely an early morning track.
 51 DAYS *Traction* (BOLD!) - Picked up on Bold Records out of the UK licensed on the Touché label. Slammin'! A must play.
 95 NORTH *Let Yourself Go* (KULT) - As the title, that's exactly what you're going to do. 'Let Yourself Go.' Slammin'!
 BALO *Only You* (TRIBAL AMERICA) - Edited by Danny Tenaglia. Slammin' track.

KID MIX, WOVV, West Palm Beach

MARIAH CAREY *Fantasy* (COLUMBIA)
 TAYLOR DAYNE *Say A Prayer* (ARISTA)
 VIPER *Car Alarm* (MAXI)

CANO LAPORTE, WPRK, Orlando

DONNA SUMMER *I Feel Love* (MERCURY) - Remake of an old classic. (Masters At Work rocked it.)
 DARK ROOM *Definition Of House EP* (XPLREIT) - Good Tribal beat that trances you into a different world.
 WHITE POWER EP *Presence* (HI BIAS) - All of the tracks are well produced and good to mix this for the real soulful House lover.
 RUFFNECK *Everybody Be Somebody* (MAW) - It's been out for a while but I think it needs more support because it is fuckin' hot!
 DYNAMIC *Lift Me* (VUM) - Soft deep House vocals that take you back to your roots. This is what I call so deep. Also it was engineered by Josh Wink so you know it's deep.

KOSTA G., WXKS/WJMN, Boston

REAK McCOY *Automatic Lover* (ARISTA) - Troy's Sugar Babies Mix kicks with some muryky keys.
 MONIFA *I Miss You* (MCA) - Hot and spicy Chi-town House with wicked chants.

PAUL WASHINGTON, WYBC, New Haven

MICHELLE WILSON *Never Ending Source Of Love* (WAAKO) - Troy's Sugar Babies Mix kicks with some muryky keys.
 DJ TRAJIC *Hot Sauce EP* (STRICTLY HYPE) - Hot and spicy Chi-town House with wicked chants.
 BASS SYMPHONY *Deep Side* (ONE PLANET) - The B.O.S.S. Dub.
 MONIFA *I Miss You* (UPTOWN/MCA) - Excellent vocals and lyrical content. A must have.
 GHETTO CONCEPT *E-Z On The Motion* (QUALITY) - Smooth and Jazzy tracks on the traditional jazz tip.

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

NAUGHTY BY NATURE *Clap Yo' Hands* (TOMMY BOY)
 KAOTIC STYLE *In Rotation* (NERVOUS)
 MAD DRAMA *Ain't No Room* (LaFACE/ARISTA)
 SHAWINE RANX *Boomin Body* (SELECT)
AC CORRALES, Z89, Syracuse
 ELAN *Better Than You* (STRICTLY RHYTHM) - Great vocals! Another S.R. smash!
 FUNKELLA *Tu Chocha Apesta* (UNDERGROUND CONSTRUCTION) - You gotta love the lyrics. Stick to the radio edit though!
 DJ TRAJIC *Hot Sauce EP* (STRICTLY HYPE) - Trajic is at it again. Sounds great in the mix.
 TODD TERRY & SOUND DESIGN *Everybody Get Off It* (FREEZE) - Got this from a sampler. Loved it the minute I heard it. A must in the mix.

DJ GROOVE, Z90, San Diego

TURNTABLE BROS. *Direct Drive EP* (VIBE) - If you liked Horny on Cajual then you'll like this one! This record gives you a hard thumping sound with a taste of progressiveness and a hard sound of a horn but then goes into a deeper sound of trance! This record is going to be a very strong record for the massives!
 CHANTE MOORE *Free/Sail On* (MCA) - This record is hot and I'll say it again, man it's hot! For the harder taste, you've got to check out the Sweet Factory Free At Last Mix! They both give you nothing but potential! This record is gonna be huge for the clubs and radio mix shows!
 ELLI MAC *So In Love* (MOONSHINE) - This record is nothing by hypeness! Now for the more soulfull, you must check out the Vital Sign Vocal Mix. If you have any problems with your girls then with this song, you'll make them drip! And for the prime time, you can use whatever you like because they're all slam'n or should I say, shit is on!
 B.B. & A.A. p/2 *Direct Program* (EMOTIVE) - If you like hard and progressiveness, this is the record to check out! This record is fierce!
 D'BORA *Going Round* (MCA) - For the more hard vocals, check out the Dancing Divaz Club Mix and for the more deeper sound, check out the MK Dub! This record has Club and Radio Mix show potential!

JAMES DEE, Z90, San Diego

CAMP LO *Coolie High* (PROFILE)
 FUNKDOBIEST *XXX Funk* (IMMORTAL/EPIC) - The Dust Patients' Remix!
DJ RAGS, Z90, San Diego
 RUGGED SCIENTIST *Lights, Camera, Action* (RUGGED SCIENTIST)
 GHETTO CONCEPT *E-Z On The Motion* (QUALITY)
 HAWKMAN *Death Before Dishonor* (RUMPUS)

LOGIC
L O G I C

NOI "Bad Things"

#9* BILLBOARD CLUBPLAY RECORD

"Masters of Techno are back...new sound in our mix show." -Juan Rojas/KPRR
 IN THE MIX AT: POWER106, THE EDGE DALLAS, WOVV, WXXL, KMXV, KPRR, KZFM, KTFM

THE GODFATHER
OF ENERGY
DR. ALBAN
"Look Who's
Talking"
SHIPS 9/19
WITH NEW
STONEBRIDGE
REMIXES

SPARKS "When I Kiss You"

ALREADY IN THE MIX AT: WJMN, KLUC, WXLK, KKMKG, WTWR, WKSS, WHOT, KHTT, KIIS, WXXL, KMXV, KKRD,

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CLUB PLAY CHART**

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Club Chart

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

BREAKOUTS

MARIAH CAREY "Fantasy" (COLUMBIA)
TAYLOR DAYNE "Say A Prayer" (ARISTA)
M PEOPLE "Padlock" (EPIC)
LISA MOORISH "I'm Your Man" (LONDON/ISLAND)
NICKI FRENCH "Did You Ever Really Love Me?" (CRITIQUE)

CLUB MOVERS

LW	TW	ARTIST	SON	RECORD
2-1		AN NIE LENNOX	"No More 'I Love You's"	(ARISTA)
1-2		MAJONNA	"Human Nature"	(WARNER BROS.)
3-3		REAL McCOY	"Come And Get Your Love"	(ARISTA)
5-4		SCATMAN JOHN	"Scatman"	(RCA)
17-5		CORONA	"Try Me Out"	(EASTWEST)
8-6		CRYSTAL WATERS	"Relax"	(MERCURY)
4-7		LAL RA BRANIGAN	"Dim All The Lights"	(ATLANTIC)
18-8		FRANKIE KNUCKLES f/Adeva	"Whatta U Want (From Me)"	(VIRGIN)
6-9		TINA MOORE	"Never Gonna Let You Go"	(SCOTTI BROS.)
9-10		MAX-A-MILLION	"Take Your Time (Do It Right)"	(SOS/ZOO)
7-11		PAULA ABDUL	"My Love Is For Real"	(VIRGIN)
23-12		LABELLE REUNION	"Turn It Out"	(MCA)
22-13		DARE 2 B DIFFERENT	"Come To My Window"	(ZYX)
10-14		LONDONBEAT	"Build It With Love"	(RADIOACTIVE)
11-15		LA BOUCHE	"Falling In Love"	(LOGIC)
19-16		PA'RA	"Pull Up To The Bumper"	(550 MUSIC/EPIC)
36-17		MICHAEL JACKSON	"You Are Not Alone"	(MJJ/EPIC)
12-18		SHANNON	"It's Got To Be Love"	(ZYX)
27-19		LITTLE SHAWN	"Dom Perignon"	(UPTOWN/MCA)
33-20		2 IM A ROOM	"Giddy Up"	(CUTTING)
NE-21		BO'Z II MEN	"Vibin' (Remix)"	(MOTOWN)
21-22		SKEE-LO	"I Wish"	(SUNSHINE/SCOTTI BROS.)
16-23		ULTRA NATE	"Party Girl"	(RELATIVITY)
14-24		JJLY CHEEKS	"As Long As You're Good To Me"	(EMI)
15-25		DJ SCOTT	"Do You Wanna Party?"	(CRITIQUE)
13-26		BLCNDIE	"Heart Of Glass"	(CHRYSA LIS)
46-27		REDMAN/METHOD MAN	"How High"	(RAL/DEF JAM)
29-28		SVEN VATH	"Harlequin"	(WARNER BROS/EYE Q)
NE-29		NAUGHTY BY NATURE	"Clap Yo' Hands"	(TOMMY BOY)
24-30		MCNTELL JORDAN	"Something 4 Da Honeyz"	(PMP/RAL/DEF JAM)
45-31		MCNE	"We Can Make It"	(STRICTLY RHYTHM)
20-32		THE MIGHTY DUB KATS	"Magic Carpet Ride"	(SM:)E)
26-33		BONE THUGS-N-HARMONY	"1st Of Tha Month"	(RUTHLESS/RELATIVITY)
43-34		TRACI LORDS	"Fallen Angel"	(RADIOACTIVE)
48-35		PET SHOP BOYS	"Paninaro '95"	(EMI)
37-36		JUNIOR M.A.F.I.A.	"Player's Anthem"	(BIG BEAT)
44-37		DAS EFX	"Real Hip Hop"	(EASTWEST)
39-38		KRS-ONE	"MC's Act Like They Don't Know"	(JIVE)
NE-39		BILBE RAY MARTIN	"Running Around Town"	(SIRE/EEG)
38-40		NCTORIOUS B.I.G.	"One More Chance"	(BAD BOY/ARISTA)
NE-41		CYNDI LAUPER	"Hey Now (Girls Just Wanna Have Fun)"	(EPIC)
NE-42		MAK 10	"On Them Thangs"	(PRIORITY)
NE-43		FUM FACTORY	"I Wanna B With U"	(CURB)
25-44		ICE MC	"It's A Rainy Day"	(ZYX)
NE-45		MOREL INC. f/Tafari	"Running On Empty"	(STRICTLY RHYTHM)
47-46		TWINZ	"Round & Round"	(G FUNK/DEF JAM)
35-47		CRAIG MACK	"When God Comes/Makin' Moves..."	(BAD BOY/ARISTA)
NE-48		MOBY	"Bring Back My Happiness"	(EEG)
NE-49		STACY Q	"Two Of Hearts (Remix)"	(THUMP)
NE-50		GEORGE DUKE	"Life And Times"	(WARNER BROS)

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ADD DATES SEPTEMBER 11th and 12th

SUBWAYS

THE SINGLE "THIS IS NOT A GOODBYE"

From The Album Entitled "Good Times"

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**THIS
IS NOT
A
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**FEATURING
GERALD LEVERT**

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MOTOWN

DIANA ROSS

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CREATING MUSIC WITH ENDLESS POSSIBILITIES.

Take me higher



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**ADD DATES:
SEPTEMBER 18TH & 19TH**



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Ear To The Ground



A LITTLE PLAY BY THE BAY! While enjoying KMEL's Summer Jam, these five big wigs paused for a memory. Pictured (l-r) are: MIKE BECCE, Nat'l Dir./CHR Promotion, Tommy Boy; JACK SATTER, Sr. VP/Promotion, Jive; DAVE SHAKES, OM of K101, MARCO NAVARRA, Nat'l Dir./Crossover Promotion, Jive; and KELLY ASHTARI, Midwest Regional Promotion Manager, Jive.

GETTIN' FREAKY! JAMMIN'94.5 (WJMN)/Boston recently held a star-studded charity basketball game to benefit Big Brother and Big Sisters of Boston. Here's JAMMIN'94.5 midday dude MIKE MCGOWAN enjoying a happy moment with EEG recording star ADINA HOWARD.

FCC CHAIRMAN STUNS 'EM AT THE NAB:

With allusions to the affect that he favors using the powers of the Commission to put some limits on broadcast industry consolidation, FCC Chairman REED HUNDT electrified and shocked those gathered to hear his speech last week at the NAB Radio Show in New Orleans. In his address, which some industry analysts feel was a warning shot issued to those proponents of the recent (and almost unbridled) pace of mergers and acquisitions, HUNDT essentially made it clear that he does *not* favor total elimination of broadcast regulation, including ownership caps. In fact, he raised the possibility that long-dormant FCC requirements (the Fairness Doctrine, minimum programming requirements, etc.) could be revived if/when current ownership limits are nixed. Despite that however, the Chairman did say that he favors some kind of increase in the current 20/20 ceiling on station ownership.

While Chairman HUNDT was making news in the Big Easy, Vice President AL GORE was making headlines in Washington. In an address this past Tuesday (9/12) to executives of international telecommunications firms, Mr. GORE continued his very public criticism of the telecom dereg bills passed in both the House and Senate, calling them giveaways to America's largest corporations. Pointing, no doubt to some recent mega-mergers, the Vice President said, "The highest bidders, not the highest principles, have set the bar." He also attacked a plan to slash FCC funding, even though the Commission is tasked under both telecom dereg bills, with protecting consumers against media monopolies. Not perhaps coincidentally, the Senate appropriations committee agreed that same day to fund the FCC at \$166 million for next year...some \$18 million higher than the committee had agreed to last week!

INFINITY COURTING GANNETT?

Amid speculation that Infinity Broadcasting is on the verge of a major merger deal, the company is scheduled to issue a \$285 million stock offering to fund an acquisition. Rampant rumor has it that the apple of Infinity's eye is Gannett Co. Inc.'s radio group. The Wednesday (9/13) edition of *Daily Variety* cites sources who've said Infinity has offered \$500 million for the Gannett radio chain! STAY TUNED!

COMING & GOINGS:

PACO LOPEZ is now on safari in Jaguar country! He's now in the house at THE BEAT (WJBT)/Jacksonville as PD/MD and has taken the station from Urban to Rhythm...ARMA ANDON,

STEVE FARGNOLI and GORDON ANDERSON unite to form Pure Records...At WRQK/Canton, long-time PD RUBY CHEEKS is given her pink slip on her answering machine! JAY NUNLEY, of late the Promotions Coordinator at Rock-formatted WHCN/Hartford, is the new PD at 'RQK... Former Z100 (KKRZ)/Portland Music Director ERIC MURPHY heads down I-5 and into the Willamette Valley as the new PD at KDUK/Eugene. "I'm just thrilled to finally get my first PD job," ERIC told Ear. "I'm happy it's at a great station with a killer facility." Expect KDUK to remain fairly Mainstream, but with a decided lean toward Alternative. GREG ADAMS, who signed the station on in 1993, flipping the former rock outlet (then KLCX) to Top40 as KDUK (following heritage Top40 KSND's switch to Country earlier that year), has left the building. Will ERIC be scouting for an MD there in the near future?...JIM CERONE has landed. JIM, who stepped down from the PD chair at WZPL/Indianapolis in late June, remains in Indy as the new morning show producer at Emmis' "Greatest Hits of the 70's" outlet WNAP. He told Ear that in addition to his new gig, he's charted a career path in voice-overs and video...At 94.1JAMZ (KXTZ)/Las Vegas, APD M.C. SCRAPPY assumes Music Director duties as Jojo (Mojo) steps down. Jojo stays on board in his night shift...At KFFM/Yakima, PD MICHAEL JACK KIRBY ups night guy JERRY KELLY to APD/MD...Look for SLY96 (KSLY) San Luis Obispo to make a decided shift toward Alternative under the supervision of PD DAVE "D.C." CHRISTOPHER and consultant/Q101 (WKQX)/Chicago PD BILL GAMBLE...After a long collaboration at Q102 (WIOQ)/Philly, JOE BOHANNON makes like an amoeba (and splits) with partner ED VOLKMAN...Ex-WCIL/Carbondale PD TOM WAITEKUS is the new MD at crosstown Rock outlet WTAO...Rolodex update: BRUCE STEVENS and the gang at WZNY/Augusta have moved to 1305 Georgia Ave. N. Augusta, SC 29841. The new phone number is (803) 279-6610...There are some Ch-Ch-Ch-Changes in Ch-Ch-Ch-Charleston at WVSR: 13-year station vet T.J. STEVENS moves from afternoons to co-host the SUPER102 morning show alongside BEN STIX and news director CAROLEIGH SHORT. Meanwhile, KEVIN KASEY moves from overnights to primetime, filling T.J.'s afternoon shift. GREG STEVENS, formerly the night jock at MIX98 in Myrtle Beach, joins 'VSR for nights under the nom de air GREG THOMAS...At KZII/Lubbock, PD JAY SHANNON names JAMIE DANIELS as that station's new MD.

PHILLIPS & BALDWIN IN ALTARED STATE:

Easthampton, NY was the cite this past Saturday (9/9) of the nuptials between EMI recording star CHYNNA PHILLIPS and actor/super hunk BILLY BALDWIN. The ceremony took place at the home of mutual friend NEAL HIRSCH and was attended by over 350 guests. A very pregnant KIM BASINGER was very much on hand, and ALEC BALDWIN's arm. ALEC, and the rest of the BALDWIN brothers were groomsmen and ushers, while CARNY and WENDY WILSON, and CHYNNA's sister MACKENZIE were her brides maids. Mother MICHELLE and papa JOHN both walked CHYNNA down the isle.



As a special gift, the new Mr & Mrs. BALDWIN presented each of their guests with a custom produced CD containing their favorite love songs. Classics from the likes of FRANK SINATRA and AL GREEN were featured, and the disc is capped off with "Naked & Scared," a song CHYNNA dedicates to BILLY, whom she says makes her feel that way. Not too coincidentally, "Naked & Scared" will be the first single from the album of the same name, which will be CHYNNA's solo debut on EMI. The song is set for an early October release and should be on your desk soon.



VIRTUOUS SMILES: DAVID BELL was the Grand Prize winner of the TRACI LORDS "Virtuosity" Soundtrack Sweepstakes. Part of his prize was a VIP screening of the movie, and a photo with the Radioactive/MCA diva. Can we enter next time?

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WHHH - 6x/day, KGGI - 3x/day, Z90 - 4x/day**



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Ear To The Ground

THE HOT TIP

HEATHER NOVA "Walk This World" (WORK)

Wow...this sexy, seductive, Rock-tinged smash has got it going on! Sultry melody, smart lyrics, great production and a singer who brings it all together in one terrific performance! One of the week's Most Disc-overed, "Walk This World" was also one of the week's most added, grabbing 27 Top40 adds and significant Rotations at: KRBE,WSTR, 93Q, WZPL, WAPE, KRQ, Z104, WKBQ, WHYT, WZYP, KJ103, KLRZ, WZST, Q99.5, WABB and many more!!



ALL TOGETHER NOW! Taking time out from meetings, and meetings about meetings, some key executives of the Warner Music Group gathered in Washington, D.C. recently for the WEA Marketing Managers confab. Pictured (l-r): DAVE MOUNT, Chairman/CEO, WEA; VAL AZOLLI, President, The Atlantic Music Group, AHMET ERTEGUN, Chairman, The Atlantic Group; MICHAEL FUCHS, Chairman, Warner Music Group; and JASON FLOM, President, Lava Records/Sr. Vice President, Atlantic Records..

EVERYONE ON Q! At the recent WEA Marketing Managers conference in Washington, D.C. Warner Music Group executives were treated to the premier of the forthcoming Qwest release "Q's Jook Joint" by QUINCY JONES. Pictured (l-r) are: DAVID MOUNT, Chairman/CEO, WEA Corporation; artist/producer and Qwest CEO QUINCY JONES; and Warner Music Group Chairman MICHAEL FUCHS.

CONGRATULATIONS!

Crack open the humidur and break out your best Cuban's for Mercury Sr. VP/Promotion DAVID LEACH and his wife NINA as they celebrate the arrival this past Friday (9/8) of 7 lb. 9 oz daughter CAROLYN GRACE. Both mother and child are doing fine. All well wishes can be sent to: DAVID and NINA LEACH, 60 Nottingham Drive, Watchung, NJ 07060.

ARBITREND SCORE CARD:

The second phase Summer Arbitrends are in. Here's the latest from New York, L.A. and Chicago:

In the Big Apple, STEVE SMITH's got both his stations tied for #1, with HOT97 (WQHT) and KISS (WRKS) deadlocked at 6.6 (12+). Spanish WSKQ goes 5.1 to 5.0, while Gold-formatted WCBS-FM nudges up to a 4.8 from a 4.6 and remains in 4th place. AC WLTW bumps up slightly, 4.6 - 4.8, while Z100 (WHTZ) stays virtually even, going 4.5 to 4.4. WPLJ hangs very solidly at 3.7!

In Los Angeles, POWER106 (KPWR) grows 5.1 to 5.3 to retain the pole position. KROQ (basking in the glow of being named "Rock Station of the Year" at the NAB Marconi Awards) grows 4.3 to 4.6, with THE BEAT (KKBT) on its heels, moving from a 4.2 to a 4.5 and into a tie with Spanish KLVE, which notched down slightly from a 4.7. KIISA/F hangs very solidly at 4.4, with KOST dropping from a 3.9 to a 3.6!

On the Midway, Urban WGCI grows 6.4 to a 6.6, with WGN-AM (riding the Cub's recent play-off bid) grows 5.9 to 6.1! B96 (WBBM) moves up 4.5 to 4.7 and overtakes country WUSN, which slips 5.0 - 4.7! Rock WRCX moves up 3.6 to a 3.9!

SCUTTLEBUTT:

Has a new Rhythm station just emerged in Steel-town, USA?...What's the status of the HOWARD STERN Network? Are STERN, and business partner DON BUCHWALD, on the prowl for a select few air personalities to develop along some very specific guidelines? Look for more in this in the next few weeks!...Are some very disgruntled ex-employees of a certain Modern Rocker, (somewhat noted for staff turnover) about to launch a counter offensive? Hmm...Is CAREY EDWARDS about to sign multiple copies on the dotted line? Look for him to make his pick of some interesting offers soon!...Why was veteran programmer and KHTY/Santa Barbara PD JOHN FREDERICKS made an in-house consultant and MD DAMION YOUNG promoted to PD? Don't look for any skeletons in any closets here. The move frees JOHN to expand his horizons while it gives DAMION, who started at the station as an intern in his early teens, a chance to use his market knowledge and internal experience to run the show...What's up with the Park Lane Group?...Has ELLEN K.'s TV career really taken off or what?...Best wishes to THE BEAT (KKBT) Publicity Coordinator SHARON KLEIN for a speedy recovery from eye surgery!

ACTUAL FOR-REAL JOBS:

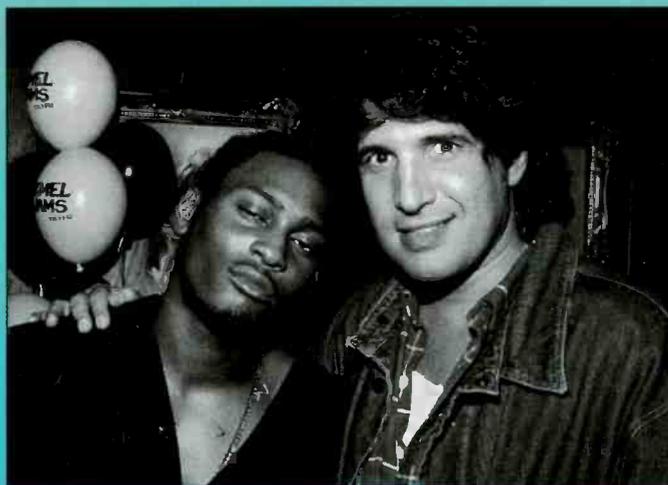
With the departure of NIKKI NITE for the PD post at WWXM, WZYP/Huntsville PD KEN WALL is looking for an MD...no not a doctor, a music director. If you've got experience on air and in music, get your stuff to KEN at: WZYP, P.O. Box 389, Athens, GA 35611.

KPSI/Palm Springs is accepting tapes and resume's for part-timers. No calls please, but get your stuff to: MIKE KEANE, PD, 2100 Tahquitz Canyon Way, Palm Springs, CA 92262.

In Omaha, SWEET98 (KQKQ) PD MIKE STEELE is looking for his next morning show star. This is a great opportunity with the potential to be a big \$\$\$ gig for the right person.

PUZZLE:

Who is JUNIOR MILES? You'll find the name listed as the co-author of several songs on a certain artist's major label debut. Is it actually the "pen name" of a certain corporate honcho who's now also a major media mogul? We'll put our Ear on it and let you know!



D'ANGELO BLOWS UP S.F.I EMI recording sensation D'ANGELO recently performed at KMEL's House Of Soul. He's pictured here looking cool with EMI Sr. VP/Promotion PETER NAPOLIELLO.

**IMPACT DATE:
SEPTEMBER 18**

The first single from the album **Delilah Blue**

Joshua Kadison **Take It On Faith**

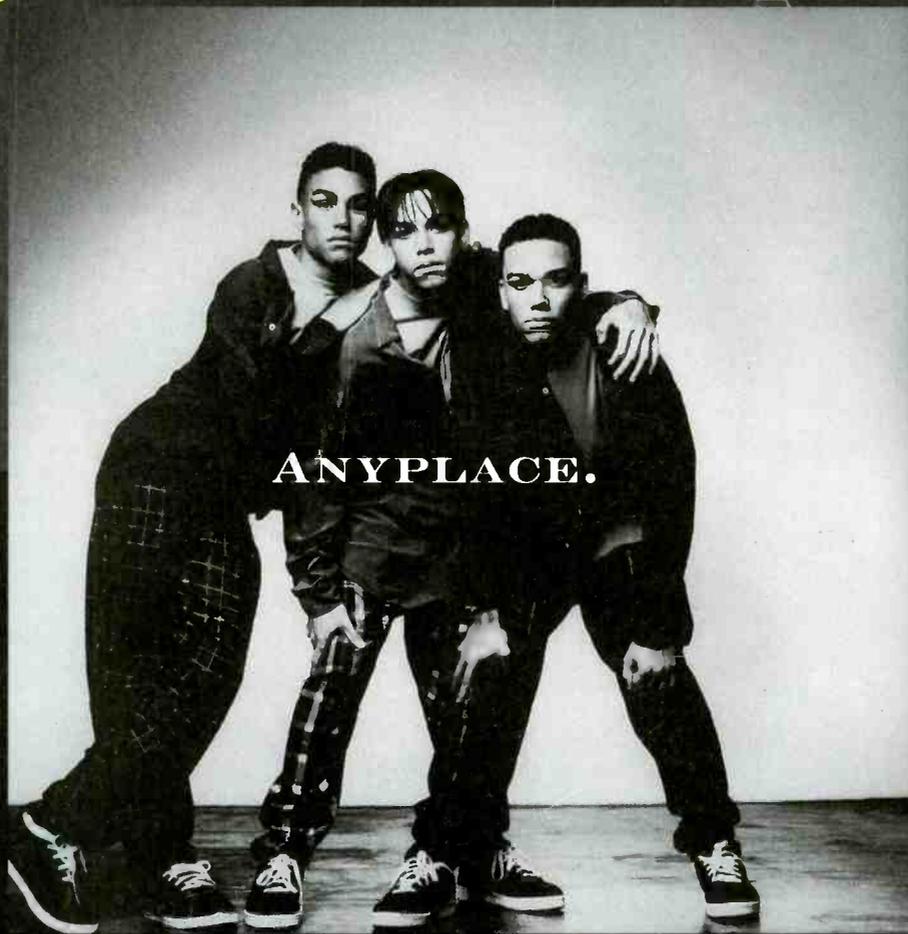
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MANAGEMENT: TITO JACKSON & FRANK DILEO FOR J.A.N.D.D. ENTERTAINMENT



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