

HITMAKERS[®]

ISSUE 819 \$5.00

December 10, 1993

**COLUMBIA RECORDS PRESENTS:
THE HITMAKERS
PROGRAMMER OF THE QUARTER
AND
NOMINEES FOR
PROGRAMMER OF THE YEAR!**

an exclusive double interview with

DR. DAVE FERGUSON & CHUCK FIELD

PD & OM, KSFM - Sacramento



COLUMBIA

RECORDS

Presents

The **HITMAKERS** PROGRAMMER **OF THE YEAR NOMINEES!**



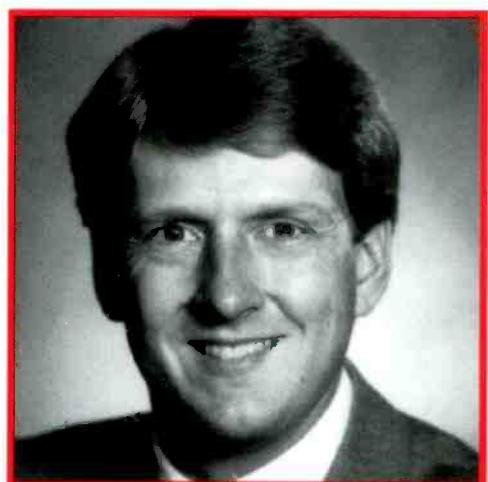
STEVE RIVERS - WXKS



JIMMY STEAL - Q102



KEVIN WEATHERLY - KROQ



MARK BOLKE - KDWB

VOTE FOR YOUR CHOICE!
The **HITMAKERS** Programmer of the Year
will receive a SONY LARGE SCREEN PROJECTION TV!

COLUMBIA RECORDS

Presents The

HITMAKERS PROGRAMMER OF THE QUARTER!

The Programmer of the Quarter will receive a SONY® 27" Color TV!

COLUMBIA CRUSADES

SALES...SALES...SALES...SALES...SALES...

- **MARIAH CAREY** album 3-2*

(over 250,000 copies sold last week!)

- **MICHAEL BOLTON** album 8-4*

(over 190,000 sold last week)

- **BILLY JOEL** sales were over 130,000 last week

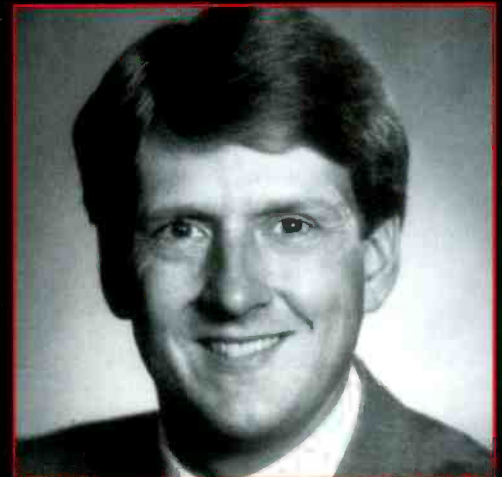
KATE BUSH and her new song, "**Rubberband Girl**" is exploding at radio. We had over a 35% increase in rotation at BDS this week. We have a sales base of over 250,000 already sold. Her New York - Tower Records in-store was out of control! People love this song; They're passionate about her; plus, they are an active audience!

CYPRESS HILL's new single "**We Ain't Going Out Like That**" slams the ever-popular and recognizable sound of CYPRESS HILL. BDS detections increase another 20%! The album continues to fly out of stores with close to 2 million sold!

XSCAPE's "**Understanding**" is steadily gaining momentum. The audience reaction to this song is immediate! Early callout research is coming back overwhelming! Already over 1200 BDS detections, and we are already Top 10 on the BDS Rhythm Monitor. Following the success of the Top 5 single "Just Kickin It..." prepare yourself for an even more explosive follow-up.

DIRTY DAWG, featuring **NICE AND SMOOTH**, is in the mix and jammin' in the clubs. You want an incredible upbeat slammin' song - DAWG is it!

MARK



BOLKE

PD, KDWB - Minneapolis

"I'm extremely pleased and proud to be recognized by my peers in the industry. I feel fortunate to be part of a business that is ever-changing, exciting, and rewarding.

Thanks to my friends at **HITMAKERS** and **Columbia Records.**"

THE HITMAKERS DISC-OVERY CLUB®

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

1. HADDAWAY "Life" (ARISTA)

"This will be a hit for me."

- JOHN IVEY, 98PXY

"This one is sure to go all the way."

- PETE COSENZA, KC101

"This one will blow the doors off the rest into the New Year."

- SHAWN SCOTT, WFLY



2. COLOR ME BADD "Choose" (GIANT/REPRISE)

"This one is a natural."

- MARK BOLKE, KDWB

"We 'choose' to play it early, and the phones are indicating this is a hit."

- CASEY KEATING, KPLZ

"Sounds perfect on the air."

- CRUZE, WKBQ

3. HEART "Will You Be There..." (CAPITOL)

"What a hook!"

- MARK LANDIS, K106

"Perfect Pop/Rock record!"

- PETE COSENZA, KC101

"Very good song that was worth the wait."

- JIM RICHARDS, WSNX



4. **FEM 2 FEM** "Obsession" (AVE. FOCH/CRITIQUE) "Smash dance record with a lot of tempo." - TONY MASCARO, PRO-FM

5a. **ACE OF BASE** "The Sign" (ARISTA)

"Great poppy follow-up." - MARK TODD, KRQ

5b. **THE BREEDERS** "Cannonball" (ELEKTRA)

"Already Top5 phones." - DAVE MCKAY, WPST

6. **BRUCE HORNSBY** "Rainbows..." (RCA)

"This is a hit...Plain and simple." - DAN OLSEN, KOKZ

7a. **LISA KEITH** "I'm In Love" (PERSPECTIVE/A&M) "This should mke her a core artist. Female killer." - MICHAEL STEELE, KIXY

7b. **ROZALLA** "I Love Music" (EPIC)

"Even better than the original." - LARRY DAVIS, WNVZ

8. **KATE BUSH** "Rubberband Girl" (COLUMBIA)

"Infectious record." - RAY KALUSA, KWNZ



As

Elton John

goes over 1200

bd detections at adult

radio,

sells another

60,000 pieces over the

counter and pulls in WXKS,

WVHT & WLAN, you may ask

why? because the album is selling, Elton is

a core artist and "True Love" has a great holiday

message. oh, and Elton is the 8th most played artist on

VH-1 and all the proceeds

from the single benefit the Elton John

aids foundation—what could be better? Tom

Petty pulls in 27 more stations, giving him another

"Most Added" week. We've sold more than a quarter million

albums over the counter in the last 3 weeks, the video was added into heavy

out of the box at mtv, the single is cur-

rently the 2nd most requested song at aor,

and tom has had the most played song at album radio

(for most of the past six weeks. shai moves to 31* on the moni-

tored rhythm chart, with new adds at q102/philly & hot 97/new york. we've

got 35 stations playing "yours" with 30% of the airplay in the major markets. speak-

ing of major, there is a major new remix on the bobby brown single, so major in fact, that jeffer-

son, glen and maurice at "q," and jamie and dakota at wlum felt we were just the ticket for crossover

radio—they both added the single this week! bobby is just outside

the monitored top 10 chart, over 2100 bds detections, all over mtv, happily

married, and working on a new album for next year as you read this. since we

mentioned next year, we're going to start '94 with the follow up to one of the biggest sin-

gles of '93. meatloaf's "rock & roll dreams come through" will be on your desks in days, the

album is approaching 4 million and trust us, this single is a fucking smash. up next will be jodeci's "cry for

you." the single is top 15 on the national soundscan sales charts, rocketing up crossover and urban playlists now, and

yes the video is on mtv. at the risk of being redundant, this single is a fucking smash too!!! did we mention live, sass jordan,

boston, maryj blige, heavy d, and more elton john? man we're excited just thinking about it! happy holidays—we're outta here.

MCA

P.M. DAWN

You Got Me Floatin

Immediate Phones!



	95QQ Add Q99 Add	WOVV Add KMCK Add	KRBE Add WGLU Add	KWNZ Add
KPLZ	B97	KQIX 30-27*	WSNX #27*	WFMF D #31*
K106 29-25*	KZHT D #27*	KNIN 33-30*	WNOK #30*	WZAT 39-36*
WKFR 38-28*	WDBR D #30*	KFTZ 36-32*	KJ103 D #34*	
KHTT 35-31*	KDUK 34-31*	KFFM 39-36*	WTBX 29-25*	
	99X #18*	WBHT 27-21*	KGGG D #28*	

GEE STREET



In Rotation At Z100 • KROQ • KIIS-FM • KS104 • MG105



U2

Stay (Faraway, So Close!)

The New Track And Video From ZOOROPA



20 New Adds • Over 50 Total Top40's

WXKS 30-27*	Q99 Add	FLY92 Add	KJ103 Add
99X 15-8*	KFTZ D #38*	WRFY D #29*	KWTO D #30*
WWKZ 32-24*	WKFR D #37*	KMCK D #38*	CK105 D #35*
K106 32-29*	WKRZ D #38*	OK95 D #38	WOVV D #37*
KMOK 38-33*	Y93 D #39*	WZAT D #39*	KTRS D #38*
KTUX D #3	WRQK 19-12*	WHTO 23-19*	KISR D #39
	WPLY 24-23*	KWOD D #23*	WTWR D #39*
	KKRD D #27*	WSKS 40-28*	



Debut #77 SoundScan National Single Sales
With Over 5500 Pieces Sold



SHABBA RANKS

Family Affair

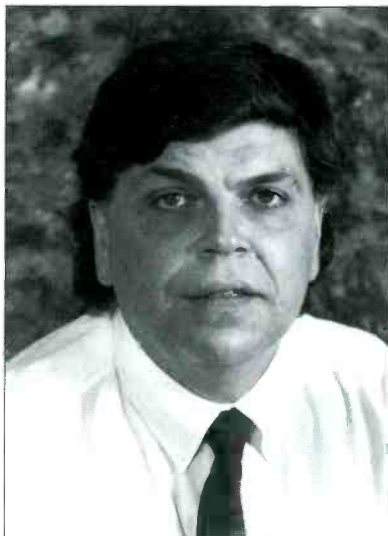
From The Motion Picture Soundtrack
ADDAMS FAMILY VALUES

"Family Affair" Video Coming Soon! 129 Total BDS Spins After One Week

BDS:	Stations	Plays	Stations	Plays
ATLAS RECORDS	WCKZ	33	WIOQ	Rotation
	WJMH	54	KBXX	Rotation
	WPGC	36	HOT 97.7	Rotation



HITMAKERS Faces & Places



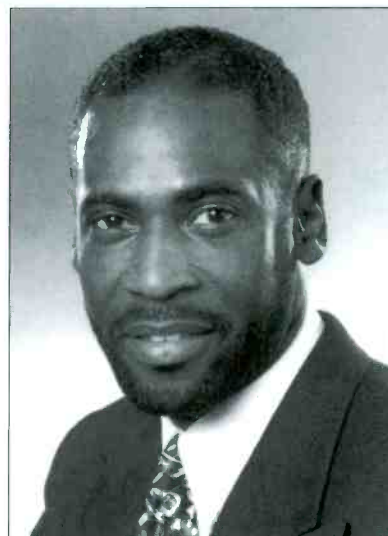
Brad Hunt has been appointed Senior Vice President, Marketing at ZOO Entertainment.



Barbara Seltzer has been appointed Vice President, Promotion at EPIC Records.



Harvey Leeds has been appointed Vice President, Promotion at EPIC Records.



Stanley Winslow has been promoted to VP of Promotion and Marketing at PENDULUM Records.

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Bill Pfordresher has been promoted to Vice President, Promotion at ZOO Entertainment.



In a move to continue its prominence in Urban music, ARISTA Records has entered into a label/production agreement with Bad Boy Entertainment, the exciting new label headed by industry prodigy Sean "Puffy" Combs. Under this agreement, ARISTA will market and distribute all artists signed to Bad Boy. Pictured (l-r): **Roy Lott**, ARISTA Executive VP/GM; **Sean "Puffy" Combs**, Bad Boy; **Janice Combs**, Bad Boy Owner; **Clive Davis**, ARISTA President; and **Kirk Burrowes**, Bad Boy General Manager.



Marilyn Arthur has been appointed Senior Director, West Coast Publicity at RCA Records.



CAPITOL Records began a new Hollywood holiday tradition recently by holding its first annual Christmas tree lighting ceremony at the landmark CAPITOL Tower. The celebration hosted 200 children ages 4-11 from the Los Angeles Department of Children's Services and "L.A.'s BEST" after-school enrichment program. Pictured (l-r): **Gary Gersh**, Pres./CEO CAPITOL, holding son Noah; **Santa Claus**; **Los Angeles Mayor Richard Riordan** and some of the youngsters from the Department of Children's Services and the after-school program.

KATE BUSH RYBBERBAND GIRL



Rubberband Girl.

The first single from the album "The Red Shoes."

Over 600 BDS detections

35% increase in airplay!

Over 250,000 albums already sold!

Tower Records - NY In-store Out Of Control!

MTV Active Rotation!

The Exclusive

HITMAKERS

WEEKLY CONFERENCE CALLS

Programmers' Picks

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

MAINSTREAM

- ACE OF BASE** "The Sign" (Arista)
WHITNEY HOUSTON "Queen Of The Night (Remixes)" (Arista)
RICHARD MARX "Now & Forever" (Capitol)
ROD STEWART/Ronnie Wood "Having A Party" (WB)
SWV "You're Always On Mind" (RCA)
X-SCAPE "Understanding" (Columbia)

STREET/MIX SHOW

- ACE OF BASE** "The Sign" (Arista)
ALL-4-ONE "So Much In Love" (Blitzz)
COOLIO "County Line" (Tommy Boy)
THE FOG "Been A Long Time" (Columbia)

ALTERNATIVE

- TORI AMOS** "Little Drummer Boy" (Atlantic)
BJORK "Big Time Sensuality" (Elektra)
PSYKOSONIK "Welcome To My Mind" (TVT)

UB40

Higher Ground

Hot Action At:

Z100
PRO-FM
KIX106
STAR94
95QQ
KHKS
KRBE
B97
WNVZ

KTFM
PWR PIG
Q102
WWHT
KISF
KDWB
WKBQ
KS104
KKFR

KKRZ
Q106
Z90
KMEL
KPLZ
& many
more!

DON LONDON, PD, WNVZ - "After two weeks, pulling curiosity calls from our target demo."

TONY NOVIA, OM, STAR94 - "Nothing has come easy for UB40. They've earned every hit they've had, and *Higher Ground* has earned its stripes in Atlanta!"

The follow-up to the #1 smash

"Can't Help Falling In Love"

from the platinum album

Promises and Lies.



Produced by UB40
David Harper Management, Ltd.

MAINSTREAM TOP40

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

- 45 HADDAWAY Life (ARISTA)
 - 29 COLOR ME BADD Choose (GIANT/REPRISE)
 - 20 HEART Will You Be There (In The Morning) (CAPITOL)
 - 14 FEM 2 FEM Obsession (AVENUE FOCH/CRITIQUE)
 - 13 ACE OF BASE The Sign (ARISTA)
 - 13 THE BREEDERS Cannonball (ELEKTRA)
 - 11 BRUCE HORNSBY Rainbows Cadillac (RCA)
 - 10 LISA KEITH I'm In Love (PERSPECTIVE/A&M)
 - 10 ROZALLA I Love Music (EPIC)
 - 9 KATE BUSH Rubberband Girl (COLUMBIA)
 - 8 BOY GEORGE Everything I Own (EMI/ERG)
 - 8 JOHN MELLENCAMP When Jesus Left... (MERCURY)
 - 8 WHITNEY HOUSTON Queen Of The Night (ARISTA)
 - 7 LISETTE MELENDEZ Goody Goody (CHAOS)
 - 7 ULTRA NATE Show Me (WARNER BROS.)
 - 6 BIG HEAD TODD...Bittersweet (GIANT/REPRISE)
 - 6 k.d. lang Just Keep Me Moving (SIRE/WARNER BROS.)
 - 6 SNOOP DOGGY DOGG What's My Name (DR/INTER/AG)
 - 5 THE CONNELLS Slackjawed (TVT)
 - 5 FREDDIE MERCURY Living On My Own (HOLLYWOOD)
- also:
- 4 TOM PETTY Mary Jane's Last Dance (MCA)
 - 3 CELINE DION The Power Of Love (550 MUSIC/EPIC)
 - 3 DEF LEPPARD Miss You In A Heartbeat (MERCURY)
 - 3 KENNY G. Sentimental (ARISTA)
 - 3 LISA LISA Skip To My Lu (PENDULUM/ERG)
 - 3 ROD STEWART W/Ronnie Wood Having A Party (WB)
 - 3 US3 Cantalooop (BLUE NOTE/CAPITOL)

CRUSADES

ARISTA smiling once again this week, as HADDAWAY's smash follow-up, Life, checks in as the #1 Most Added and #1 in Disc-covery Club. Speaking of strong sophomore efforts, ACE OF BASE The Sign already pulling large phones where it's being played, and voted a Programmers' Pick off the Conference Calls this week...WHITNEY HOUSTON Queen of the Night also very impressive...already a power in its original form for SEAN PHILLIPS at KHKS, and the remixes drawing a lot of attention...KENNY G Sentimental sounding more perfect as a signature holiday sound.

We tipped you to this one a few weeks back - COLOR ME BADD Choose on GIANT/REPRISE continues to gain strength each week...#2 Most Disc-overed, and BIG mentions on the Conference Calls...Smash! BIG HEAD TODD & THE MONSTERS also pulling early Disc mentions from hipper-than-thou programmers who know of the band's Alternative base...

Thanks to CAPITOL and the folks at LEFT BANK for a great party at the home of RICHARD MARX last weekend...Great people, good food, and a wonderful live set from Richard...Also saw an advance screening of "The Getaway," starring Alec Baldwin and Kim Basinger, featuring Richard's new single, Now And Forever over the end credits...Look for his new album, PAID VACATION, after the first of the year...HEART has the third Most-Disc-overed record in America this week, and the #4 Most-Added...Keep an eye (and an ear) on US3 - DON LONDON sez, "Cantalooop could be a sleeper waiting to explode." 11 more important programmers showed their support...DRS continues its Mainstream ascent to the top...

MARK BOLKE at KDWB climbed on the FEM 2 FEM bandwagon this week (tough job - but someone's gotta do it)...PRO-FM, KHFI, HOT97.7 and others also on board...Conference Call participants telling us early phone response looks very favorable...CRITIQUE has a real record on their hands with these lovely ladies...(P.S. Congrats, Mark, on being named **HITMAKERS** Programmer Of The Quarter!)

20 more adds for EPIC's ROZALLA this week, and many other programmers intrigued enough with I Love Music to put the song in test rotation...Also coming up good on the Calls...Don't under-estimate the power of BABYFACE, who, in his spare time, also co-wrote and produced Whitney's Queen Of The Night as well as Tevin Campbell's Can We Talk

MARK & KIP at KISF show their support this week for ULTRA NATE's Show Me...This thing sounds like a hit record...WB also pulling Disc-overies on the ROD STEWART/RONNIE WOOD 'Unplugged' version of that classic, Having A Party...I dare you not to sing along with this one...Check out the 'Smooth Moving Mix' of k.d. lang's Just Keep Me Moving...

CHAOS also staying hot for the holidays - Tom Gjerdrum at Q106 tells us "LISETTE MELENDEZ is ready to bust wide open!" JIMMY CLIFF is a done deal and then some...DOMINO showing strength at Crossover, with early mentions on Mainstream Conference Calls...We still love the WAILING SOULS' killer remake of Wild Wild Life.

COLUMBIA's KATE BUSH looking more like her Mainstream breakthrough record...TONY BENNETT is still and always the hippest cat in show business - Gonna catch him this weekend at KROQ's Acoustic Christmas Show...X-SCAPE back this week with their second release, Understanding, another crossover smash for these Atlanta ladies.

P.S. Can U say 'Dirty Dawg?' - I knew that you could...

JOSH KADISON is new with B94, KRQ, XL106.7 and more...ERG setting up nicely for '94...Mark my words: ETERNAL will be a monster! Watch it go nuclear in January...Love the guitar intro on LISA LISA's Skip To My Lu...BOY GEORGE is new with KC101 and KJ103, KKSS and more...The POINTER SISTERS' Don't Walk Away is catchier than hell

RCA's BRUCE HORNSBY had a good week as the #3 Most Added and one of the Most Disc-overed records this week...SWV has another hit on their hands with You're Always On My Mind which is out this week...

Holiday Note: Spend some quality time with the ELTON JOHN DUETS album - STEVE RIVERS added True Love this week...TOM PETTY chalks up yet another 27 new believers this week - one of the catchiest Pop/Rock records we've heard in a long time...We're smelling the MEAT LOAF from here - Rock & Roll Dreams Come Through already showing early interest in Disc-covery Club from TONY NOVIA.

Programmers telling us FREDDIE MERCURY's Living On My Own on HOLLYWOOD very relatable during this holiday season, especially for the many single folks...New at 95QQ, Q99, more...KHFI takes it 20-15, and already Top 5 at KRBE...

Kain Carter



Ultra, nate

"Show Me"



SCOTT BURTON, MD, WRCK:

"Should be very accessible. Strong production working well on our dance show. This deserves a shot."

MARK MURPHY, PD, KGOT:

"A great follow-up with the same dance-type feel as the first. Should work."

CAREY EDWARDS, MD, KHFI:

"Perfect energy song for all dayparts. Will be very big."

HOT ACTION:

**92Q (#18)
POWER PIG (#17)
WHHH (19-17)
KKFR (D#25)
KSFM (#24)
Z90 (22-18)
HOT97.7 (D#29)**

WOVV (40-29)

KKXX (#7)

KKMG (28-25)

HOT194 (D#20)

HOT105 (D#35)

KGOT (37-28)

Y97 (18-13)

KFFM (36-32)

JUST ADDED:

**KISF WRCK
KZFM Q105
WAYV WYYS
KSMB KLYV
WRKY**



k. d. lang

"Just Keep Me Moving"

JUST ADDED:

**WQGN WZAT
KTUX KTRS
KQIX WAYV**

HOT ACTION:

**WKSE (D#30)
K106 (40-35)
WHTO (24-20)**

**DAN OLSEN,
PD, KOKZ:**

"k.d. lang is mass-appeal. Smash - Smash - Smash!"

**LIZ JORDAN,
PD/MD, WQGN**

"Probably the most Top40-friendly k. d. lang song released to date, even more radio-friendly than Constant Craving. This should keep moving up the charts into 1994."

**TONY
WAITEKUS,
PD, WCIL**

"An instantly active adult record. Her fans and non-fans alike want to hear this record."



RECORDS

HITMAKERS Top40 Discovery Club®

JACK DA WACK, PD, 95.9KHI, Ocean City

ROD STEWART W/Ronnie Wood *Having A Party* (WARNER BROS.) - Already a party standard, song + X-mas/New Year's = hit!

LISA LISA *Skip To My Lu* (PENDULUM/ERG) - Has a well-produced house feel...It makes you feel sexy, sort of like laying on satin sheets.

AWESOME 3 *Don't Go* (AMERICAN RECORDINGS/WARNER BROS.) - You have to get passed the middle age white man dance to feel it...Powerful with a Pop hook.

k.d. lang *Just Keep Me Moving* (WARNER BROS.) - Just another example of why Funk is in in the '90s...This has an interesting retro feel to it.

DANNY OCEAN, MD, 95.9KHI, Ocean City

HEART *Will You Be There (In The Morning)* (CAPITOL) - They are back.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Great uptempo follow-up record.

GUNS N' ROSES *Since I Don't Have You* (Geffen) - What an awesome remake. Is this really Guns N' Roses? Yes, it is!

LARRY HUGHES, PD, 95XIL, Parkersburg

the cranberries *Linger* (ISLAND/PLG) - An uptempo, fresh new artist with Pop appeal.

JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - He always does well in this area, no matter what.

JOHN IVEY, PD, 98PXY, Rochester

HADDAWAY *Life* (ARISTA) - Already started playing this, will be a hit for me.

KENNY G. *Sentimental* (ARISTA) - Nice midday record.

ELTON JOHN/k.d. lang *Teardrops* (MCA) - Nice uptempo cut from a hot album.

CAT COLLINS, MD, 98PXY, Rochester

ROZALLA *I Love Music* (EPIC) - Good recognizable song for the midday audience.

HADDAWAY *Life* (ARISTA) - Been playing this four or five weeks now, great reaction.

MARK LANDIS, PD, K106, Beaumont

TOM PETTY *Mary Jane's Last Dance* (MCA) - This record just sounds great on the radio station.

HEART *Will You Be There (In The Morning)* (CAPITOL) - What a hook!

HADDAWAY *Life* (ARISTA) - Good follow-up.

FREDDIE MERCURY *Living On My Own* (HOLLYWOOD) - Great song for nights.

THE BREEDERS *Cannonball* (ELEKTRA) - Burning up the phone lines.

PETE COSENZA, PD, KC101, New Haven

HEART *Will You Be There (In The Morning)* (CAPITOL) - Perfect Pop/Rock record.

HADDAWAY *Life* (ARISTA) - Fantastic follow-up...This one is sure to go all the way.

TERENCE TRENT D'ARBY *Let Her Down Easy* (COLUMBIA) - A beautiful, gorgeous, pretty, emotional piece of music...Other than that, it's not bad.

MIKE MCGOWAN, MD, KC101, New Haven

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) - This one is hot in the clubs, could cross to radio.

WHITNEY HOUSTON *Queen Of The Night (CJ Mackintosh Mixes)* (ARISTA) - Phones starting to happen with the remix.

US3 *Cantaloup* (BLUE NOTE/CAPITOL) - The more I hear this one, the more I like it.

GREG ADAMS, PD, KDUK, Eugene

KATE BUSH *Rubberband Girl* (COLUMBIA) - A good uptempo adult-sounding record.

HEART *Will You Be There (In The Morning)* (CAPITOL) - Perfect for your upper demos...Great for middays.

COLOR ME BADD *Choose* (GIANT/REPRISE) - Sounds great on the radio. It will work.

MARK BOLKE, PD, KDWB, Minneapolis

HADDAWAY *Life* (ARISTA) - Was a huge record in Europe; should be here...Great follow-up.

COLOR ME BADD *Choose* (GIANT/REPRISE) - This one is a natural.

ALLAN FEE, OM, KFBQ, Cheyenne

COLOR ME BADD *Choose* (GIANT/REPRISE) - It's a flippin' smash. A #1 record.

HADDAWAY *Life* (ARISTA) - If I had a-way, everybody would play this record.

US3 *Cantaloup* (BLUE NOTE/CAPITOL) - Unique!

BIG HEAD TODD & THE MONSTERS *Bittersweet* (GIANT/REPRISE) - Fits today's sound!

BARRY MacGUIRE, MD, KFBQ, Cheyenne

HEART *Will You Be There (In The Morning)* (CAPITOL) - It definitely grows on you. Be fair, give it a few listens.

PEARL JAM *Daughter* (EPIC) - You know it's a hit, so why am I taking up space on this page? Sorry!

MICHAEL JACK KIRBY, PD, KFFM, Yakima

SWV *You're Always On My Mind* (RCA) - Another good one from the sisters.

THE CAPTAIN HOLLYWOOD PROJECT *All I Want* (IMAGO) - It's a good jam...This could be the Captain's best cut yet.

LISA LISA *Skip To My Lu* (PENDULUM/ERG) - Very catchy...I'm singing along with this one.

BRAD KING, PD, KFRX, Lincoln

HEART *Will You Be There (In The Morning)* (CAPITOL) - A good Pop/Rock song with a beat...Nancy sounds great.

KEVIN KOLLINS, PD, KG95, Sioux City

COLOR ME BADD *Choose* (GIANT/REPRISE) - An across-the-board hit.

FREDDIE MERCURY *Living On My Own* (HOLLYWOOD) - A classic artist with a 1993 sound.

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - A classic Hornsby with a little dance beat.

CRAIG QUINN, MD, KG95, Sioux City

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - Southern jazzy feel - if there's such a thing. Good record.

COLOR ME BADD *Choose* (GIANT/REPRISE) - A smooth record.

THE BREEDERS *Cannonball* (ELEKTRA) - A cross between the Go Gos and Nirvana...That's a good thing.

DAVE MICHAELS, APD/MD, KGGG, Rapid City

FREDDIE MERCURY *Living On My Own* (HOLLYWOOD) - Even though he's gone, his sound is still hip.

HADDAWAY *Life* (ARISTA) - Sounds similar to the first and should have the same impact.

MARK MURPHY, PD/MD, KGOT, Anchorage

ULTRA NATE *Show Me* (WARNER BROS.) - A great follow-up with the same dance-type feel as the first...Should work.

CAREY EDWARDS, MD, KHFI, Austin

CHANTAY SAVAGE *Betcha'll Never Find* (ID RECORDS/RCA) - A real strong Pop record. Reminds me of Karyn White.

ULTRA NATE *Show Me* (WARNER BROS.) - Perfect energy song for all dayparts...Will be very big.

HADDAWAY *Life* (ARISTA) - Will be even bigger than *What Is Love*, which was very big for us.

MIKE RING, PD/MD, KHITS, Tulsa

k.d. lang *Just Keep Me Moving* (WARNER BROS.) - This one's great. What took her so long?

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - Best track on the album.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - If you're looking for an uptempo, non-Urban night record, this is it.

MICHAEL STEELE, PD, KIXY, San Angelo

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - This should make her a core artist. Female killer.

COLOR ME BADD *Choose* (GIANT/REPRISE) - Chalk up a #1 for Color Me Badd.

ROBERT ELFMAN, APD/MD, KIXY, San Angelo

HEART *Will You Be There (In The Morning)* (CAPITOL) - Real strong cut.

HADDAWAY *Life* (ARISTA) - Good follow-up.

JOE DAWSON, PD, KLYV, Dubuque

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - A surprise adult hit with tempo.

BIG HEAD TODD & THE MONSTERS *Bittersweet* (GIANT/REPRISE) - Play it and you will see the sales.

WHITNEY HOUSTON *Queen Of The Night (CJ Mackintosh Mixes)* (ARISTA) - It's Whitney. It's got a hook and tempo.

SCOTT THOMAS, MD, KLYV, Dubuque

HEART *Will You Be There (In The Morning)* (CAPITOL) - Great to have them back...Should work in all dayparts.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - If this would be Madonna it would be up the Top40 charts by now...Play it!

HADDAWAY *Life* (ARISTA) - Killer follow-up already drawing phones.

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

HADDAWAY *Life* (ARISTA) - This one should do well on the heels of his first big hit.

KATE BUSH *Rubberband Girl* (COLUMBIA) - Has great possibilities.

DAN OLSEN, PD, KOKZ, Waterloo

U2 *Stay (Faraway, So Close!)* (ISLAND/PLG) - Far and away the best release off of the album thus far...Sounds like old U2.

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - This is a hit, plain and simple...The Bonnie Raitt vocals don't hurt either.

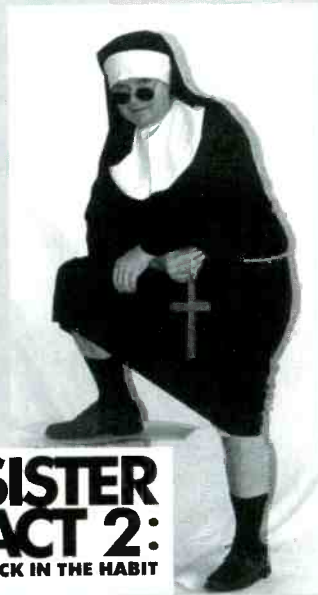
k.d. lang *Just Keep Me Moving* (WARNER BROS.) - Smart programmers will realize that k.d. is mass appeal...Smash! Smash! Smash!



WACO
D.K. CITY
DA BRONX
Hi FIVE

"Never Should've let You Go"

R&R #17*	BDS	TP	BDS	TP
Billboard Hot 100 Singles Sales Chart #33-31	92Q	45	KKMG	53
Monitor's Rhythm Crossover Chart: #17*	WCKZ	34	KZHT	35
Monitor's Top40/Mainstream Chart: D#40	WJMH	47	KBOS	33
	WHJX	41	WFHN	25
	WOVW	25	WFLY	27
	KKSS	39	PRO-FM	30
	KKFR	58	WVSR	25



SISTER ACT 2: BACK IN THE HABIT



Over 300,000 LP Sold!

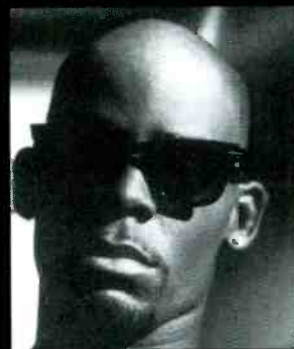


R. KELLY "Sex Me (Part I & II)"

JAY DEE, MD, WJMH

BDS	TP	BDS	TP
WHJX	51	HOT102	44
WJMH	39	WHHH	10
WCKZ	34	KKFR	20
KBXX	30	KUBE	18

"Don't listen to this jam without a condom. Getting great response in all demos. Good sales in the market. It's a hit."



Billboard Hot 100 Singles Sales Chart: #24

550,000 LP's Sold! 550,000 Singles Sold!



SHAQUILLE O'NEAL SHAQ DIESEL



BDS	TP
KIX106	17
WHYT	23
WHHH	27
B96	19
WJMO-FM	17
KBXX	12

New This Week
KTFM
KKSS

FRITZ MOSER, MD, WZPL

"Selling through the roof and requests are coming in."

Single Is Gold!

Billboard Hot 100 Singles Sales Chart: #35

750,000 LP's Sold!



a tribe called Quest Award Tour



BDS	TP	BDS	TP
KIX106	19	WCKZ	19
92Q	22	PWR106	33
HOT97	42	KKFR	11
WPGC	18	KSFM	23



Added At

Billboard Hot 100 Singles Sales Chart: #56*

600,000 LP's Sold!



Added At
KSFM
WJMH #27
KWIN



HITMAKERS Top40 Discovery Club®

CASEY KEATING, PD, KPLZ, Seattle

COLOR ME BADD *Choose* (GIANT/REPRISE) - We couldn't wait...We 'choose' to play it early, and the phones are already indicating this thing is a hit.

THE BREEDERS *Cannonball* (ELEKTRA) - Test rotation...Females in the office really responding... Stay tuned...

GAIL LEWIS, MD, KQCR, Cedar Rapids

HEART *Will You Be There (In The Morning)* (CAPITOL) - Good female phones from an original Seattle band.

BOY GEORGE *Everything I Own* (EMI/ERG) - It's fun...Good follow-up song to *The Crying Game!*

JAY MURPHY, PD, KQHT, Grand Forks

THE BREEDERS *Cannonball* (ELEKTRA) - Definitely not a one-listen record, but quirky enough to work.

HEART *Will You Be There (In The Morning)* (CAPITOL) - A very solid record...This band has at least one more encore.

SOUL ASYLUM *Sexual Healing* (ARISTA) - Doing big things for us at night.

GLEN ROBIN, MD, KQIX, Grand Junction

k.d. lang *Just Keep Me Moving* (WARNER BROS.) - The song just keeps me moving...Check out the mixes.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Check out the smooth edit!

GUNS N' ROSES *Estranged* (Geffen) - Already picking up steam.

BRENT ACKERMAN, PD, KROC, Rochester

GUNS N' ROSES *Estranged* (Geffen) - Just saw the video. It's excellent. Anticipating great phones.

HADDAWAY *Life* (ARISTA) - Even better than the last, and the last one was huge!

MARK TODD, PD, KRQ, Tucson

ACE OF BASE *The Sign* (ARISTA) - Great Poppy follow-up.

COLOR ME BADD *Choose* (GIANT/REPRISE) - Runaway smash...Go-rilla...Red page, first week.

WHITNEY HOUSTON *Queen Of The Night (CJ MackIntosh Mixes)* (ARISTA) - Uptempo music from a familiar artist.

HADDAWAY *Life* (ARISTA) - "Life is a highway, I want to ride it all night long...":

CHRIS DAVIS, PD, KS104, Denver

DEF LEPPARD *Miss You In A Heartbeat* (MERCURY) - Tested it the other night, did extremely well...Looks like another hit from these guys.

ZAPP & ROGER *Slow & Easy* (REPRISE) - Looks more and more like a Mainstream hit...Phones from a wide cross-section of listeners.

HADDAWAY *Life* (ARISTA) - Could be even stronger than *What Is Love?*

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

BOY GEORGE *Everything I Own* (EMI/ERG) - Tested well in middays so we're gonna give it a shot.

THE BREEDERS *Cannonball* (ELEKTRA) - Tested very well on our Alternative show...Ready to cross.

ROD STEWART W/Ronnie Wood *Having A Party* (WARNER BROS.) - This is a great record for this time of the year.

HADDAWAY *Life* (ARISTA) - Tempo we need right now.

DAVE COLLINS, MD, KTRS, Casper

SHAI *Yours* (GASOLINE ALLEY/MCA) - Very reminiscent of the first track. Very recognizable sound that they've helped to define.

THE BREEDERS *Cannonball* (ELEKTRA) - Totally hip record...Fast becoming one of my favorites.

JOHN TRAPANE, PD, KTUX, Shreveport

JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - Great follow-up, should do just as well.

RAY KALUSA, PD, KWNZ, Reno

HADDAWAY *Life* (ARISTA) - Good follow-up from an artist that probably is gonna be around a long time.

WHITNEY HOUSTON *Queen Of The Night (CJ MackIntosh Mixes)* (ARISTA) - I've been screaming at them to release this as a single for a long time. I'm glad they finally did.

KATE BUSH *Rubberband Girl* (COLUMBIA) - Infectious record...The more I listen, the more I like it.

MICHAEL GAMBY, MD, KWNZ, Reno

GABRIELLE *Find Your Way* (GO! DISCS/LONDON/PLG) - The whole album is fantastic...PLG find your way to cut #3.

KATE BUSH *Rubberband Girl* (COLUMBIA) - Great record, just remember a bird in a hand is better than a Kate in the Bush.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - Animation of the '90's.

TOM MARTENS, PD, KWTX, Waco

THE CONNELLS *Slackjawed* (TVT) - A good Midwest Rock-sounding record.

P.M. DAWN *You Got Me Floatin'* (GEE ST./ISLAND/PLG) - Incredible phones!

HADDAWAY *Life* (ARISTA) - Terrific follow-up. This will be the record that establishes him as not a one-hit wonder.

JON ZELLNER, PD, KYIS, Oklahoma City

the cranberries *Linger* (ISLAND/PLG) - Already Top10 phones in one week, sounds great on the air.

DEF LEPPARD *Miss You In A Heartbeat* (MERCURY) - Another full-time record. Definitely mass-appeal. Should perform as well as *Two Steps Behind*.

JON NORTON, MD, KYYY, Bismarck

SCREAMIN' CHEETAH WHEELIES *This Is The Time* (ATLANTIC) - Sounds like a mix between Michael McDonald, Doobie Brothers, and the Allman Brothers, with a great hook.

ROZALLA *I Love Music* (EPIC) - Sounds like a hit.

JOHN MICHAELS, PD, KZIO, Duluth

ROZALLA *I Love Music* (EPIC) - A '70s remake so the adults will know it, and it's been updated with a '90s feel.

COLOR ME BADD *Choose* (GIANT/REPRISE) - The best song on the album. Can you identify the '70s song that is sampled at the beginning?

PAUL WALKER, PD, OK95, Tri-Cities

k.d. lang *Just Keep Me Moving* (WARNER BROS.) - If you played *Constant Craving*, this should be a natural.

HEART *Will You Be There (In The Morning)* (CAPITOL) - Reminiscent of their mid-'80s songs...Should do well.

HADDAWAY *Life* (ARISTA) - Follow-ups sometimes are not as strong as the first hit. But this one is.

ETERNAL *Stay* (ERG) - I heard a preview of *Stay* and it was a first-listen smash to my ears.

TONY MASCARO, MD, PRO-FM, Providence

SWV *You're Always On My Mind* (RCA) - Yet another smash for one of the year's hottest groups.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - A smash dance record with a lot of tempo...Already huge in the clubs.

LISA LISA *Skip To My Lu* (PENDULUM/ERG) - She's back with an upbeat dance record...Test this one now.

TOM GJERDRUM, MD, Q106, San Diego

INNER CIRCLE *Rock With You* (BIG BEAT/ATL. GRP.) - Solid record, big hook.

LISETTE MELENDEZ *Goody Goody* (CHAOS) - Ready to bust wide open.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - We had success with her first single...Look for the same story with this one.

GARY MICHAELS, MD, Q99, Salt Lake City

COLOR ME BADD *Choose* (GIANT/REPRISE) - A great record for Top40 right now.

JANET JACKSON *Because Of Love* (VIRGIN) - A can't-miss artist with a can't-miss song.

HADDAWAY *Life* (ARISTA) - As good as the first, and can do even better.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - After only a few plays, we're seeing good phones. It's Pop, upbeat with babes - why not?

TONY NOVIA, OM, STAR94, Atlanta

WHITNEY HOUSTON *Queen Of The Night (CJ MackIntosh Mixes)* (ARISTA) - The 10 million people who bought *The Bodyguard* in America can't be wrong. Can they?

CELINE DION *The Power Of Love* (550 MUSIC/EPIC) - Powerful song from one of today's brightest artists who just keeps coming back with hit after hit.

ELTON JOHN/k.d. lang *Teardrops* (MCA) - Elton's new CD, *DUET*, debuts in Atlanta at #5. This song is already getting requests and lots of interest calls. Two superstars and a catchy upbeat Pop song. It only takes one listen.

MEATLOAF *Rock 'N Roll Dreams Come Through* (MCA) - Jim Steinman already had a hit with this one back in 1981. The Loaf is hot, and this is a good follow-up to a monster!

MIKE LOWE, MD, WA1A, Melbourne

ETERNAL *Stay* (ERG) - Save a spot in January for this one.

HADDAWAY *Life* (ARISTA) - A smash!

COLOR ME BADD *Choose* (GIANT/REPRISE) - This is the right choice baby, uh huh!

MIKE ORZEL, APD/MD, WAAL, Binghamton

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - If you're a fan of basketball, listen to this record because this is what the song's about.

KATE BUSH *Rubberband Girl* (COLUMBIA) - Give it a couple of listens, and you will hear it's a hit.

THE BREEDERS *Cannonball* (ELEKTRA) - If you have success with Salt-N-Pepa and Gin Blossoms, you should jump all over this.

F E M 2 F E M

TONY MASCARO, MD, PRO-FM:

*"A smash dance record with a lot of tempo...
Already huge in the clubs."*

**GARY MICHAELS,
MD, Q99**

*"After only a few
plays, we're seeing
good phones. It's pop,
upbeat and has
babes...why not?"*



B S E S S I O N

The group everyone is talking about . . .

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**Adds for the first three weeks: WXKS, KTFM, WJMO-FM, Q99, Z90, PRO-FM*, KDWB*,
HOT97.7*, KKFR, WAQQ, WERZ, WKSS, FUN107, WQGN, 98PXY, XL106.7, WA1A,
KKSS, WYCR*, WTCF*, KHFI*, WKSE, WBBO**

**new this week*

**BDS SPINS: KKFR - 42, Q99 - 30, FUN107 - 29, WXKS - 25, WZPK - 25,
XL106.7 - 23, 98PXY - 23, WKSS - 20, WSKB - 19, WKSE - 14, WKSI - 13**

Who'd you like FEM 2 FEM at your next station party?

Call J.C. at Critique 617-935-7540



Critique



HITMAKERS Top40 Discovery Club®

DUSTY HAYES, PD/MD, WABB, Mobile

POINTER SISTERS *Don't Walk Away* (EMI/ERG) - They're back. We need great female pop music as opposed to Urban.

COLOR ME BADD *Choose* (GIANT/REPRISE) - What the heck was that first single. This is the hit.

INNER CIRCLE *Rock With You* (BIG BEAT/ATL. GRP.) - I still think this is a hit.

DAMON COX, AMD, WAPE, Jacksonville

BABYFACE *Never Keeping Secrets* (EPIC) - A soulful ballad, and judging from the success of *Can We Talk* and *Breathe Again*, Babyface has another smash.

COLOR ME BADD *Choose* (GIANT/REPRISE) - Color Me Badd is back and bound for chart success.

DARREN LEE, PD, WBIZ, Eau Claire

LINDA RONSTADT *Heartbeats* (ELEKTRA) - Don't let the name fool you. This song is not what you would expect.

SQUEEZE *Loving You Tonight* (A&M) - First-listen hit!

JACKIE JOHNSON, MD, WBIZ, Eau Claire

TOM PETTY *Mary Jane's Last Dance* (MCA) - Fits the sound of our station.

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - A solid Bruce Hornsby song...With the help of Bonnie Raitt, it will be a success.

SCOTT ROBBINS, PD, WBNQ, Bloomington

THE CONNELLS *Slackjawed* (TVT) - A good-sounding uptempo Rock-slanted record.

KENNY G. *Sentimental* (ARISTA) - Huge sales, lots of requests. A perfect midday record.

TONY WAITEKUS, PD, WCIL, Carbondale

k.d. lang *Just Keep Me Moving* (WARNER BROS.) - Already getting phone calls from test play.

AARON NEVILLE *Please Come Home For X-mas* (A&M) - Best X-mas song this season that I know of.

JOE HOVANSKI, MD, WCIR, Beckley

TOM PETTY *Mary Jane's Last Dance* (MCA) - A great Rock & Roll record.

UB40 *Higher Ground* (VIRGIN) - Just stop and listen...Huge adult appeal.

KENNY G. *Sentimental* (ARISTA) - Ladies love it and it sells and calls out...Why not?

CAT SUMNER, MD, WCIR, Beckley

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - A great follow-up...Fun, uptempo song.

TOM PETTY *Mary Jane's Last Dance* (MCA) - Great nighttime rocker.

LISA CROCKER, MD, WDBR, Springfield

HADDAWAY *Life* (ARISTA) - Follow-up single should do as well as the first.

FREDDIE MERCURY *Living On My Own* (HOLLYWOOD) - Sounds like a good Pop record.

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - Another solid track.

MIKE KELLY, MD, WFHN-FM, New Bedford

HEART *The Woman In Me* (CAPITOL) - Fantastic remake of a Donna Summer classic...Check it out on the new album.

BIG HEAD TODD & THE MONSTERS *Bittersweet* (GIANT/REPRISE) - Has an Alternative edge that will cross to Top40.

JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - One of my personal faves.

ULTRA NATE *Show Me* (WARNER BROS.) - This hook will really draw in your listeners.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - Strong sales here the first week out...It's working for us.

MICHAEL MORGAN, PD, WFLY, Albany

HADDAWAY *Life* (ARISTA) - Should be a solid follow-up to *What Is Love?*

SHAWN HOLLYWOOD SCOTT, MD, WFLY, Albany

HADDAWAY *Life* (ARISTA) - The one that will blow the doors off the rest, into the new year.

LOUIS KAPLAN, PD, WGTZ, Dayton

COLOR ME BADD *Choose* (GIANT/REPRISE) - Playing this in all dayparts, immediate strong reaction.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Great uptempo pop record.

BILL MITCHELL, APD/MD, WIFC, Wausau

JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - Another solid rocker...I recommend cut #2.

INXS *Time* (ATLANTIC) - The entire INXS CD is a cranker, especially Time...Sounds great on the air.

WHITNEY HOUSTON *Queen Of The Night (CJ MackIntosh Mixes)* (ARISTA) - What in the world, a Whitney Houston song with guitars? This is an unusual but welcomed gem.

KEVIN ROSS, MD, WIXX, Green Bay

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Great uptempo record that we could really use right now.

HADDAWAY *Life* (ARISTA) - Should be another big one.

KATE BUSH *Rubberband Girl* (COLUMBIA) - Has kind of an early MTV '80s feel to it...Sounds cool!

CRUZE, PD, WKBQ, St. Louis

SALT-N-PEPA *Shoop* (NEXT PLATEAU/LONDON/PLG) - This is not a Rap record...It's a Mainstream party record...Requesting very strongly here in the bread basket of America.

COLOR ME BADD *Choose* (GIANT/REPRISE) - Already pulling tons of phones...Sounds perfect on the air...At last, a real Top40 record.

HEART *Will You Be There (In The Morning)* (CAPITOL) - Sounds like the Wilson sisters joined Def Leppard...We love it!

THE BREEDERS *Cannonball* (ELEKTRA) - Got the same feel about this one as I did about *Creep* by Radiohead...Sounds Alternative, but could cross in a big way.

SUE O'NEIL, MD, WKSE, Buffalo

K7 *I'll Make You Feel Good* (TOMMY BOY) - Fantastic follow-up.

ACE OF BASE *The Sign* (ARISTA) - Already getting phones...Expect it to do really well.

KING JAY *Lick Me* (PROFILE) - Oh, baby.

BILL CATCHER, APD, WKSF, Asheville

HADDAWAY *Life* (ARISTA) - Which way did he go?...He went Haddaway with another hit.

KATE BUSH *Rubberband Girl* (COLUMBIA) - No, it's not Georgia's daughter.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - The song is a hit and the cover will keep you busy for a while. By the way, can I have a poster of it?

CAPTAIN CHRIS, APD/MD, WMEE, Ft. Wayne
HADDAWAY *Life* (ARISTA) - This song is a one-listen smash!

MARIAH CAREY *Without You* (COLUMBIA) - Phenomenal remake...Should be huge.

DON LONDON, PD, WNVZ, Norfolk

GABRIELLE *Dreams* (GO! DISCS/LONDON/PLG) - A smash! I've been dreaming about this record all week.

US3 *Cantaloup* (BLUE NOTE/CAPITOL) - Could be a sleeper waiting to explode.

UB40 *Higher Ground* (VIRGIN) - After two weeks, pulling curiosity calls from our target demo.

LARRY DAVIS, MD, WNVZ, Norfolk

HADDAWAY *Life* (ARISTA) - Go ahead and get one...And then, get this one on the air...

ROZALLA *I Love Music* (EPIC) - The club buzz is starting to happen in this market...Even better than the original.

COLOR ME BADD *Choose* (GIANT/REPRISE) - Smash!

MIKE PRESTON, APD/MD, WPLJ, New York

PHIL COLLINS *Everyday* (ATLANTIC) - ATLANTIC says this is the song radio is demanding...Now, I only hope ATLANTIC demands that radio play it...We are. A formula Phil Collins ballad that should fit any station that cares about adult women.

DAVE MCKAY, MD, WPST, Trenton

SMASHING PUMPKINS *Disarm* (VIRGIN) - Play this song once and watch your listeners react.

GABRIELLE *Going Nowhere* (GO! DISCS/LONDON/PLG) - A solid follow-up.

THE CONNELLS *Slackjawed* (TVT) - If you play The Gin Blossoms, play this.

JANET JACKSON *Because Of Love* (VIRGIN) - Another smash from Janet.

THE BREEDERS *Cannonball* (ELEKTRA) - Already Top 5 phones!

LIZ JORDAN, APD/MD, WQGN, Groton

MEATLOAF *Rock 'N Roll Dreams Come Through* (MCA) - Another smash!

FREDDIE MERCURY *Living On My Own* (HOLLYWOOD) - Has a familiar sound and great tempo.

JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - Good Rock & Roll flavor to balance out the playlist.

RUFUS HURT, PD, WQUT, Johnson City

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - and
JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - Both are smash hits!

JIM REITZ, PD, WRCK, Utica

HADDAWAY *Life* (ARISTA) - Good tune, great follow-up to the last hit which established Haddaway.

ULTRA NATE *Show Me* (WARNER BROS.) - Will cross over and do very well.

SCOTT BURTON, MD, WRCK, Utica

WHITNEY HOUSTON *Queen Of The Night (CJ MackIntosh Mixes)* (ARISTA) - As strong as Whitney's ever been. This is one of the best.

HADDAWAY *Life* (ARISTA) - Great uptempo follow-up. Sends a positive message.

ULTRA NATE *Show Me* (WARNER BROS.) - Should be very accessible. Strong production working well on our dance show. This deserves a shot.

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JIM RICHARDS, PD, WSNX, Grand Rapids

JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - Great R&B-flavored song.

HEART *Will You Be There (In The Morning)* (CAPITOL) - Very good song that was worth the wait.

MIKE SOMMERS, PD, WSTW, Wilmington

HEART *Will You Be There (In The Morning)* (CAPITOL) - Heart is back again and loving life.

AEROSMITH *Amazing* (Geffen) - What an 'Amazing' song.

TIM RICHARDS, MD, WVIC, Lansing

THE BREEDERS *Cannonball* (ELEKTRA) - Check out this record!

BIG HEAD TODD & THE MONSTERS *Bittersweet* (GIANT/REPRISE) - If you have a Rock base at all, this could work for you.

HADDAWAY *Life* (ARISTA) - Big in the clubs. Should be big on the air.

BILL SHAHAN, PD, WVSR, Charleston

THE BREEDERS *Cannonball* (ELEKTRA) - An incredibly different sound that attracts all listeners.

HADDAWAY *Life* (ARISTA) - Obviously the formula works.

BIG HEAD TODD & THE MONSTERS *Bittersweet* (GIANT/REPRISE) - A very strong hook that you won't forget.

BURKE ALLEN, APD/MD, WVSR, Charleston

CELINE DION *The Power Of Love* (550 MUSIC/EPIC) - Should be a big adult midday record.

BIG HEAD TODD & THE MONSTERS *Bittersweet* (GIANT/REPRISE) - The best band name in 1993...Great song.

THE BREEDERS *Cannonball* (ELEKTRA) - Already

receiving phone calls from play on our Alternative show.

JOHN BIONDOLILLO, MD, WXTQ, Athens

HADDAWAY *Life* (ARISTA) - It's HOT! We like it even better than *What Is Love*.

FEM 2 FEM *Obsession* (AVENUE FOCH/CRITIQUE) - Reaction has been strong.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Great follow-up, Jimmy and Terry working another hit.

JERI BANTA, PD/MD, WYKS, Gainesville

HADDAWAY *Life* (ARISTA) - Loved his first single, this may be even better.

THE BREEDERS *Cannonball* (ELEKTRA) - Could be the hippest record out right now.

WALLY McCARTHY, MD, WYYS, Ithaca

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - She continues with her strong uptempo, straight-ahead Pop music.

ULTRA NATE *Show Me* (WARNER BROS.) - Not a Crossover record, it's a mid-tempo dance record that will work in the Mainstream.

FRITZ MOSER, MD, WZPL, Indianapolis

ULTRA NATE *Show Me* (WARNER BROS.) - She has a very familiar sound similar to Robin S.

DEF LEPPARD *Miss You In A Heartbeat* (MERCURY) - Smash follow-up already beginning to research locally.

WHITNEY HOUSTON *Queen Of The Night (CJ Mackintosh Mixes)* (ARISTA) - From the queen of Pop comes an uptempo smash, perfect for all Top40 stations right now.

CHER/BEAVIS & BUTT-HEAD *I Got You Babe* (Geffen) - The novelty record of 1993.

MIKE BROWNE, MD, Y102, Reading

JOHN MELLENCAMP *When Jesus Left Birmingham* (MERCURY) - Will be a hit.

KATE BUSH *Rubberband Girl* (COLUMBIA) - Excellent female Pop from this Alternative artist. We need this sound on our station right now.

BRUCE HORNSBY *Rainbows Cadillac* (RCA) - A nice Poppy record to fit our needs this week.

CRY OF LOVE *Bad Thing* (COLUMBIA) - Sounds like classic Grand Funk Railroad to us...Excellent song.

THE CONNELLS *Slackjawed* (TVT) - A very cool '90s record.

COUNTING CROWS *Mr. Jones* (DGC) - This one's a sleeper. Give it a listen. We're expecting the 25-54's on this one.

ANDY SHANE, AMD, Z100, New York

GUNS N' ROSES *Since I Don't Have You* (Geffen) - After only one week of play, already Top 5 phones.

WHIRLING DERVISHES *You're A Mean One, Mr. Grinch* (WM Records) - If you're looking at something a little offbeat for Christmas, this could be the one.

MR. ED LAMBERT, PD, Z104, Madison

CELINE DION *The Power Of Love* (550 MUSIC/EPIC) - Looks and sounds like a smash to me.

KATE BUSH *Rubberband Girl* (COLUMBIA) - I still love the sound of this song.

CLAY GISH, PD/MD, Z93, Knoxville

ROD STEWART w/Ronnie Wood *Having A Party* (WARNER BROS.) - From the Unplugged album...Smash!

GUNS N' ROSES *Look At Your Game Girl* (Geffen) - Yes, it's the missing track, half way through track 12...Great ballad.

THE CONNELLS



GET "SLACKJAWED"

"If you can play any Alternative-leaning product, give it a chance and play it. Once you hear it, you can't stop singing it."



LARRY DAVIS, MD, WNVZ

- ⊗ MTV ALTERNATIVE NATION AND 120 MINUTES
- ⊗ TOP 5 ALTERNATIVE AT CVC & VMJ
- ⊗ TOP 10 ALTERNATIVE, TOP 20 TRIPLE AAA & TOP 30 AOR AT R&R, GAVIN, ALBUM NETWORK, HITMAKERS & FMOB
- ⊗ TOP 5 MOST REQUESTED AT WXRT (CHICAGO), WHFS (DC), WTCZ (MINN), 99X (ATLANTA), KTCL (DENVER), X96 (SALT LAKE), WRDU (RALEIGH), WVGO (RICHMOND)
- ⊗ MORE THAN 100,000 SOLD
- ⊗ TOP 10 HEATSEEKERS - 6 WEEKS #1 IN SOUTHEAST REGION
- ⊗ CATCH THE CONNELLS ON HITMAKERS CD #93

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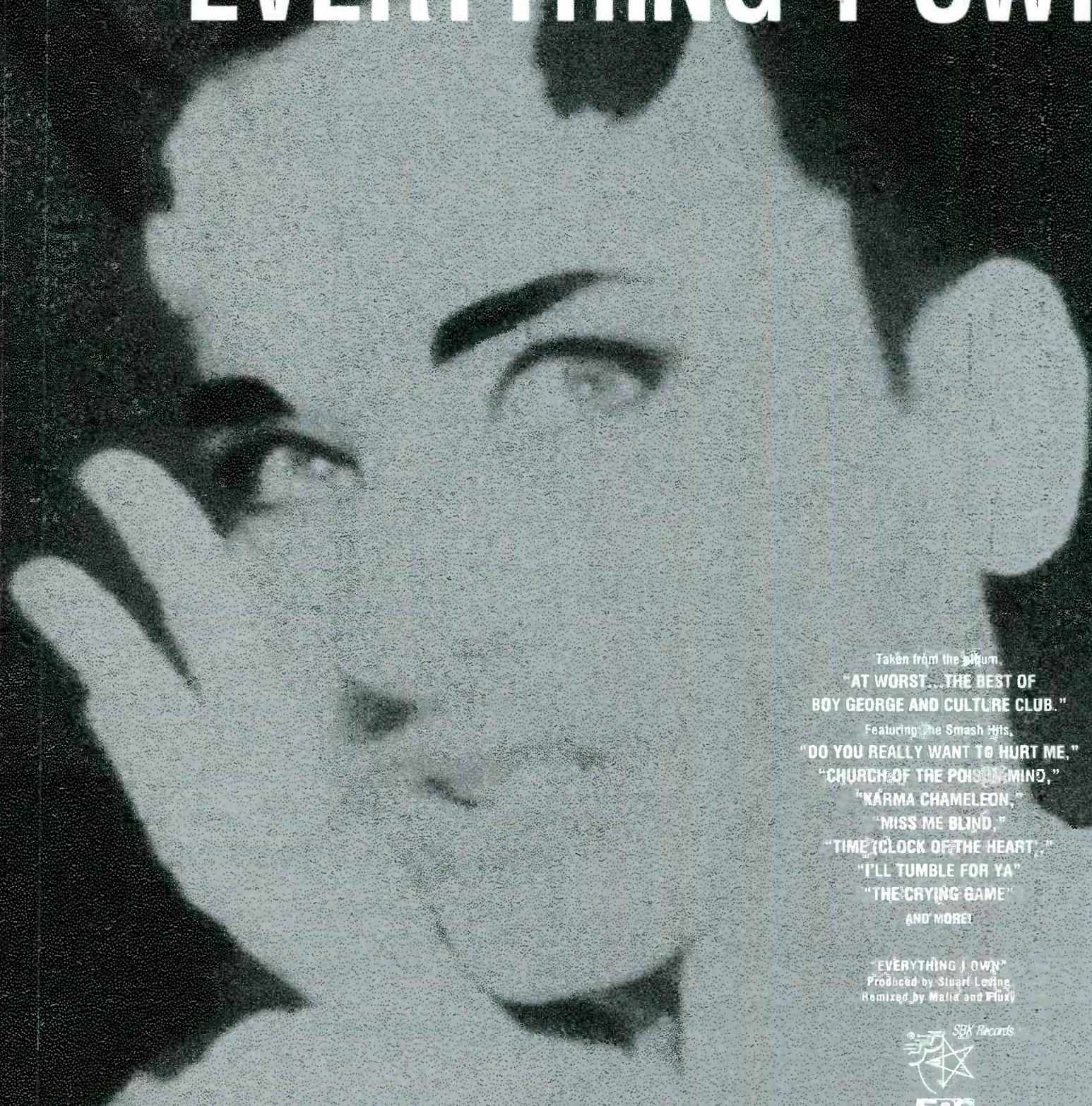
KC101 (Add) KJ103 (Add) KZFM (Add) WOVV (D#35) KTMT (Add)
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KCHX (Add) KMGZ (D#35) KQIX (Add) & more!

R. CHARLES SNYDER, PD, KTMT

"Tested well in middays for us...A great remake with a cool Reggae feel."

BOY GEORGE

"EVERYTHING I OWN"



Taken from the album
"AT WORST...THE BEST OF
BOY GEORGE AND CULTURE CLUB."

Featuring the Smash Hits:
"DO YOU REALLY WANT TO HURT ME,"
"CHURCH OF THE POISON MIND,"
"KARMA CHAMELEON,"
"MISS ME BLIND,"
"TIME (CLOCK OF THE HEART),"
"I'LL TUMBLE FOR YA"
"THE CRYING GAME"
AND MORE!

"EVERYTHING I OWN"
Produced by Stuart Leding
Remixed by Malik and Fluxy





HITMAKERS[®]

ALTERNATIVE WORLD



CROSSING OVER

- KATE BUSH** "Rubberband Girl" (Columbia)
- GIN BLOSSOMS** "Found Out..." (A&M)
- JAMES** "Laid" (Fontana/Mercury)
- LEMONHEADS** "Into Your Arms" (Atlantic)
- MAE MOORE** "bohemia" (Tri-Star)
- NIRVANA** "All" (Geffen)
- PEARL JAM** "Daughter" (Epic)
- SMASHING P'S** "Today" (Virgin)
- VARIOUS ARTISTS** "Stone Free" (Reprise)

THE FUTURE

- 1. CROWDED HOUSE**
"Locked Out" (Capitol)
- 2. RAMONES**
"Substitute" (Radioactive/MCA)
- 3. COWBOY JUNKIES**
"Pale Sun, Crescent Moon" (RCA)
- 4. ONE DOVE**
"White Love" (ffrr/London)
- 5. BJORK**
"Big Time Sensuality" (Elektra)
- 6. MAE MOORE**
"bohemia" (TriStar)

MOST DISC-OVERED

- 1. BJORK**
"Big Time Sensuality" (Elektra)
- 2. TORI AMOS**
"Little Drummer Boy" (Atlantic)
- 3. CROWDED HOUSE**
"Locked Out" (Capitol)
- 4. U2**
"Stay (Faraway, So Close!)" (Island/PLG)
- 5. PSYKOSONIK**
"Welcome To My Mind" (TVT)
- 6. BECK**
"Loser" (Bongload/Geffen)
- 7. CRASH TEST DUMMIES**
"Mmm Mmm Mmm Mmm" (Arista)

THE NEXT COOLEST RECORD EVER

A Tribe Called Quest
"Midnight Marauders" (Jive)

IN OTHER WORDS...

Sign Of The Times:

At Noon on Wednesday December 1, 1993, a 30 year heritage Top40, WPFM in Panama City Beach Florida, dropped its Top40 format in favor of a New Rock/Alternative Format. PD Kelly McKann did away with the "KISS FM" handle for the more eclectic "107 dot 9...Music with a Conscience" handle. Their new specialty show will include the Top 100 CD countdown on Sundays and "Culture Shock" hosted by Mark Austin.

Conference Call Hot Tips:

The big records this week on the call include: **Psykosonik** *Welcome To My Mind* (TVT), **Tori Amos** *Little Drummer Boy* (Atlantic), and **Bjork** *Big Time Sensuality* (Elektra). Also the obvious include **U2**, **James**, **Kate Bush** and **Counting Crows**.

Make sure you check out:

Bjork *Big Time Sensuality* (Elektra) - One of the most added and most Disc-overed this week. With stations like KROQ, KWOD, 91X, LIVE105, KDGE, CIMX, Q101 and KPNT, this could be the one to catapult her into the 'Big Time'. Rob Potter at KZZU says "This has even more of a crossover potential than *Human Behaviour*." No Discipline, no conventional style...this works.

Cowboy Junkies *Anniversary Song* (RCA) - Pale Sun, Crescent Moon, the fifth release from the Junkies scanned over 10,000 albums making them the 152nd best seller in the US. This week they sold over 9,000 pieces. Major increase in radio play. On tour now doing the Acoustic Christmas thing at KROQ, WHFS, KWOD, KNDD, WEQX, WDRE and WBRU.

Psykosonik *Welcome To My Mind* (TVT) - You already know about this band from their debut *Silicon Jesus* release. You already know they combine elements of Techno, House and Pop. "Psykosonik's noise virus takes dance to a level were fear and salvation writhe alongside each other." X-Kaliber 2097 by Activision for use on your Nintendo system, will feature the music of four other Psykosonik songs as well as a band poster and discography. Their songs will also be featured in *Cyberstorm*, a new motion picture about the cyber culture adding to the groups positioning and credibility. Look for the movie and soundtrack to be released in March. The bottom line is that this song is fun, accessible and catchy. Anyone with a heartbeat can play it.

Coming soon to a desk near you:

A Tribe Called Quest- *Midnight Marauders* (Jive) - This could be the biggest surprise record of the season. Over 600,000 units sold to date and on the way to platinum. Also, it's an MTV buzz bin... Check out *Award Tour* as a first single.

Columbia Highlights- *BooRadleys* are new this week at WHFS, LIVE105, KNDD and WKOC, also be on the lookout for the brand new (so new, I'm taking it out of the case as I write) **Alice In Chains** advanced cassette entitled *Jar of Flies*. By the way...Just try to get a ticket to see **Tony Bennett** at any of the upcoming Christmas shows. Is he Class incarnate or what?!

Personal Stuff: Favorite picks this week include The **Red Hot Chili Peppers** version of the Iggy classic "Search and Destroy" off the **Beavis & Butt-Head** record (also available on a rare Chili 12"). And...what a week for **Possum Dixon**, huh.

Until next week...

Andrew Cooper

Break Thru
Promotion & Marketing

Break Thru/Tower Records Top 5 Alternative Picks

For the week of: December 8, 1993

- 1. VARIOUS ARTIST** "No Alternative" (Arista)
- 2. P.J. HARVEY** "4-Track Demos" (Island)
- 3. CRASH TEST DUMMIES** "God Shuffled..." (Arista)
- 4. BLUR** "Modern Life Is Rubbish" (Food/SBK/EMI)
- 5. THE WONDER STUFF** "Construction..." (Polydor)

(ADVERTISEMENT)

For More Information Call 415-626-7611

COLLAGE "I'll Be Loving You"

RICK UPTON, PD, KTFM (1-1 Hot)

"Collage is our #1 record. Top 5 requests, and moves #48 to #12 in sales in San Antonio in just 2 weeks!"

BOB PERRY, PD, HOT97.7 (5-1 Hot)

"The street, callout research, and requests confirm the obvious. Collage is a #1 record. All markets should play this record. HOT97.7 is damn proud to be one of the first stations to play this hit."

MICHAEL MARTIN, APD/MD, WILD107 (11-10)

"Collage has exploded. It's not just another Freestyle record. It's proving with sales and research that Collage is an all-around smash."

THE PRODUCT IS FLOWING! SOUNSCAN HIGHLIGHTS:

San Antonio	48-12
San Francisco/San Jose	13
Fresno	23
Chicago	25
Sacramento/Stockton	42-27
Seattle	32
Austin	47
Phoenix	61
Dallas (with no airplay)	69
Los Angeles	122-78
Detroit	80
Hartford	94
Philadelphia	101

BDS AIRPLAY HIGHLIGHTS

STATION	SPINS	STATION	SPINS	STATION	SPINS
WILD107	73	KKFR	43	KIIS-FM	15
HOT97.7	73	KBOS	36	WKSS	13
B96	62	KGGI	32	WWHT	11
WHYT	62	WXXL	25	KLUC	10
KTFM	61	WTIC-FM	17	WKSE	10
KPRR	55	WPOW	17		
KHFI	54	KUBE	15		

NON-MONITORED STATIONS

STATION	SPINS	STATION	SPINS	STATION	SPINS
KMXZ	60	KBFM	35	WILI	25
KZFM	56	KWIN	33	Y97	21
KSIQ	56	KJCK	30	KZII	21
KJYK	54	KDLK	30	KLYV	21
KDON	50	WEOW	28	KIXY	18
KHTN	35	KIKI	28		
WBSS	35	KRRG	28		

Billboard Info:

Hot 100 Singles: 64-57*

Hot 100 Airplay (BDS): 54-49*

Top40/Rhythm Crossover: 22-21*

Maxi Singles Sales: #25



**MIX SHOW:
19-17**

If you need a copy, call Jason McFadden at (201) 483-8080

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have a hit!

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HITMAKERS Alternative Disc-overly Club®

LESLIE FRAM, APD, 99X, Atlanta

OCTOBER PROJECT *Return To Me* (EPIC) - Enya meets the cranberries! Simply beautiful! Very stunning on the air...Enough to send listeners into their favorite store to find a copy.

CANDLEBOX *You* (MAVERICK) - One of our biggest "on the edge" records at night. I think everyone can relate to lyrics about "a pain in my heart for you"...We've had many tons of listeners calling and humming the verse to find out what it is!

BIG HEAD TODD & THE MONSTERS *Bittersweet* (GIANT/REPRISE) - Not only do I love this band, I crave this song. Could be Dire Straits in disguise.

THE LEMONHEADS *The Great Big No* (ATLANTIC) - Can you believe our newspaper called Evan Dando the Fabio of the Alternative scene. Yuk! He's certainly every young girls date fantasy, but unlike Fabio he can sing...This is another great Pop/Alternative song from the CD *COME ON FEEL*, and it won't be the last.

SEAN DEMERY, MD, 99X, Atlanta

BECK *Loser* (BONGLOAD/GEFFEN) - The ultimate downer making tons o' happy listeners.

CRASH TEST DUMMIES *MMM MMM MMM MMM* (ARISTA) - Top phones, top research, excellent sales...Shut up!

OCTOBER PROJECT *Return To Me* (EPIC) - Kinda an Enya thing. Every time we play it, phone weezel spends the next half hour telling happy listeners who it was.

JAKE ROLFE, MD, KCAC, Camden

CONCRETE BLONDE *Heal It Up* (CAPITOL) - Love the voice. Gets your attention better than everything they've done before.

PETER MURPHY *Cuts You Up* (BEGGARS BANQUET/RCA) - On the *BEST OF BEGGARS BANQUET* CD. This re-release still sounds great.

TOOL *Sober* (ZOO) - Awesome song - Great on the charts. Lots of requests.

JAY TAYLOR, PD, KEDG, Las Vegas

BECK *Loser* (BONGLOAD/GEFFEN) - You won't be if you play this.

CRASH TEST DUMMIES *MMM MMM MMM MMM* (ARISTA) - Catchy record that stays with you.

THE MINISTER, AMD, KEDJ, Phoenix

FIGHT *Little Crazy* (EPIC) - Check out the Straight Jacket mix - Very cool.

CURVE *Missing Link* (VIRGIN) - Again, gotta check this out.

MICHAEL ROSS, AMD, KLYV, Dubuque

NIK HEYWARD *Kite* (EPIC) - This jams - the phones that is!

U2 *Stay (Faraway, So Close!)* (ISLAND/PLG) - Like clockwork, MTV is supporting it and phones are ringing. Hey, it sounds good, too!

DAN CHARLESTON, AMD, KQKQ, Omaha
da da *My Baby Feel For Old St. Nick* (I.R.S.) - A great seasonal hit from the fine folks at *Dizz Knee Land*.

BUZZCOCKS *Innocent* (CAROLINE) - Great song on a great level - Early '70s feel to it.

TORI AMOS *Little Drummer Boy* (ATLANTIC) - Very, very, very nice version. I'm in a festive mood.

PAUL WESTERBERG *Knockin' On Mine* (REPRISE) - C'mon people...This is the album of the year.

PAUL BRYANT, MC, KRBE, Houston

KATE BUSH *Rubberband Girl* (COLUMBIA) - Has the potential to stretch a long way.

ONE DOVE *Breakdown* (FULL FREQUENCY) - Very hip song with a hook, line and sinker.

TOBY HOOD, MD, KRQ, Tucson

THE AUTEURS *Lenny Valentino* (HUT IMPORT) - Looks like the early '80s Brit Pop revival has started on the good foot. Brief and to the point. Very fast, very short, very smashtastic.

JOHN TRAPANE, PD, KTUX, Shreveport

da da *Dog* (I.R.S.) - da da's always worked well for us. Gonna give this a spin.

DEPECHE MODE *Faith & Devotion Live* (REPRISE) - Play the whole album...Duh!

GENE STERN, MD, KZ93, Peoria

CROWDED HOUSE *Locked Out* (CAPITOL) - Good to have them back. Sounds better than ever.

POSSUM DIXON *Executive Slacks* (INTERSCOPE/ATL. GRP.) - Good track with a humor value.

BJORK *Bigtime Sensuality* (ELEKTRA) - Good dance groove - The waif jams on this one.

CHRISTINE DEAN, AMD, KZIO, Duluth

BLUR *Chemical World* (EMI/ERG) - Rather Beatlesque - I like it!

TEENAGE FAN CLUB *Hang On* (DGC) - More great Pop with an edge to it.

URGE OVERKILL *Take A Walk* (ARISTA) - Off the *NO ALTERNATIVE* record. It's awesome - make sure you check it out.

TIM JOHNSTONE, AMD, KZMG, Boise

TORI AMOS *Little Drummer Boy* (ATLANTIC) - I don't care that this is a teaser - hold-'em-until-the-new-album kind of thing. This is vintage Tori, and only she could turn a quasi religious Christmas hymn into a sex-type thing. This will be huge for me! Amazing.

FLOP *Parts 1 & 2* (550 MUSIC/EPIC) - Why this

band isn't dominating the free world is beyond me. This is another flawless gem from the only band in Seattle that matters. Phones from the first spin.

PROGRAM 2 *Una* (SIRE) - My biggest phone record by far. The Clannad samples get everyone's attention, but the song works on its own merit. Play this. Other records that continue to perform well: **Bad Religion's** *Struck A Nerve*, **Spinanes'** *Noel, Jonah & Me*, and **Urge Overkill's** *Positive Bleeding*.

ROB POTTER, MD, KZZU, Spokane

BJORK *Bigtime Sensuality* (ELEKTRA) - This has even more of a Crossover potential than *Human Behaviour*.

NIK HEYWARD *Kite* (EPIC) - He didn't need the rest of the band. He does it all by himself on this track.

GALLERY ATHENS *Feel Like A Nut* (BARFLY) - You'll never look at your dinner the same way again.

US3 *Cantaloup* (BLUE NOTE/CAPITOL) - It's funky, funky.

JIM O'BRIEN, APD, OK95, Tri-Cities

SHADOWCASTLE *Life, Sin, Guilt* (BARFLY) - On a compilation CD from Athens and produced by Michael Stipe. The entire CD is full of great songs. Very R.E.M.-influenced.

SMALL *Rollaway Soul Train* (MYSOPHOLIC) - If these guys were from Seattle, they would be signed to a big label. Local act...Call me for more info at (509) 586-2151.

NIRVANA *No Apologies* (ARISTA) - No need for apologies here...Positively the best track on the album.

MAE MOORE *Bohemia* (TRI STAR) - Just a great voice. Very adult Alternative. Play it all day.

MARY SHUMINAS, APD/MD, Q101, Chicago

POSSUM DIXON *Watch The Girl Destroy Me* (INTERSCOPE/ATL. GRP.) - What a fun album. A song and band with an attitude.

BECK *Loser* (BONGLOAD/GEFFEN) - Instant reaction record. People want to know where they can buy it.

DONALD DAVID, APD, WAPI, Birmingham

COUNTING CROWS *Mr. Jones*. (DGC) - Great song. Success across-the-board for teens and adults.

SMASHING PUMPKINS *Glyniss* (ARISTA) - Good response on this off the *NO ALTERNATIVE* record. Also great response to *Soul Asylum's* *Sexual Healing*.

AFGHAN WHIGS *Debonaire* (ELEKTRA) - Doing very well. Pay attention to this band.



COUNTING CROWS "MR. JONES"

New This Week:

KEDG-Las Vegas KDGE-DALLAS KEDJ-Phoenix

JAY TAYLOR, PD, KEDG

"Mr. Jones has a very familiar sound. Getting good initial phones. I expect this to be a big record. A personal fave."



Watch them on Saturday Night Live on January 15, 1994!



HITMAKERS Alternative Disc-covery Club®

PSYKOSONIK

WELCOME TO MY MIND

THE MINISTER, AMD, KEDJ: "Check out the Lobotomy mix. It'll do your mind good."

THE EXPLOSION HAS BEGUN!
ALTERNATIVE WORLD: Programmers' Pick!



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KELLY STONE, MD, WMGV, Oshkosh

NIK HEYWARD *Kite* (EPIC) - A great fresh sound. My favorite Alternative song right now.

GREENHOUSE *Chew You Up* (BARFLY) - A very reactive track off of a very interesting project.

da da *My Baby Feel For Old St. Nick* (I.R.S.) - Nineties attitude for the holidays...A fun song.

PATRICK M. PFEFFER, APD, WPFM, Panama City

PET SHOP BOYS *Go West* (EMI) - This single is hct. Great phones at night.

THE CONNELLS *Slackjawed* (TVT) - Awesome response from adults and teens.

COUNTING CROWS *Mr. Jones* (DGC) - This song smokes! Incredible phones from all demos in all dayparts. This band will go places...Guaranteed!

BOB McCARTY, AMD, WPRR, Altoona

the **JULIANA HATFIELD** three *For The Birds* (MAMMOTH/ATL. GRP.) - The same thing happened to me. This should be a pip.

VERVE *Blue* (VERNON YARD/VIRGIN) - This band deserves attention.

SEAL & JEFF BECK *Manic Depression* (REPRISE) - Is this really Seal...Or Jimi reincarnated. This album is taking off and flying away. The Cure track is pretty good, too.

DAVE McKAY, MD, WPST, Trenton

BUFFALO TOM *Treehouse* (EASTWEST/ATL. GRP.) - This band deserves to be huge.

CRASH TEST DUMMIES *MMM MMM MMM MMM* (ARISTA) - A very nice buzz on this record.

FRONT242 *Animal* (EPIC) - A very cool song.

DAVID HILL, MD, WRAS, Atlanta

ARCHERS OF LOAF *Lcky Mettle* (ALIAS) - From NC. Soul Asylum meets Dino Jr. This band promises to be big.

MORPHINE *Cure For Pain* (RYKO) - The kids keep calling.

Earlier this week the music industry lost a dear friend. Frank Zappa was someone who spoke and fought for the music he believed in. He was a true Alternative artist, always venturing to find a new way of expressing his thoughts and opinions from the thousands of artists that his music inspired and the music he fought for. We will all miss him. Zappa - Rest in peace.

FACES AND PLACES



ARISTA Records and the Red Hot Organization hosted a party during CMJ to celebrate the release of the **NO ALTERNATIVE** album. Pictured (l-r, back row): **Debbi Gibbs**, Mgr. Straitjacket Fits; **David Wood**, Straitjacket Fits; **Jim Elliot**, VP/Pop Promo., ARISTA; **Michael Barackman**, Sr. Dir. A&R, ARISTA; **Jim Urie**, Sr. VP/Sales, ARISTA; **Steve Schnur**, VP Rock Promo., ARISTA; **Chris Mundy**, Producer **NO ALTERNATIVE** and editor of *Rolling Stone*; **Graham Hatch**, Nat'l. Dir. Alternative Promo., ARISTA; **Roy Lott**, Exec. VP/GM, ARISTA; **Paul Heck**, Producer **NO ALTERNATIVE**; **Tom Ennis**, VP Product Mgmt., ARISTA; **Tara Fitzpatrick**, Red Hot Organization; **Jessica Kowal**, Producer **NO ALTERNATIVE**; **Shayne Carter**, Straitjacket Fits; **Mark Peterson**, Straitjacket Fits; **Richard Sanders**, VP Artist Dev., ARISTA; and **John Collie**, Straitjacket Fits. (l-r, front row): **Diane Gentile**, Nat'l. Dir. Rock Promo., ARISTA; **Annie Ohayon**, VP Publicity, ARISTA; and **Sharon Joffe**, Mgr. Alt./Metal Promo., ARISTA.

DISC-OVERY CLUB®

The Hottest New Records In America This Week!

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

1. HADDAWAY "Life" (ARISTA)

"Infectious groove will help this song in multiple formats."

- BRUCE ST. JAMES, PD, KJYK

"Looking very Crossover."

- SCOTTY SNIPES, PD, KIX106

"I totally dig."

- STEVE WALL, PD, Z90

2. ACE OF BASE "The Sign" (ARISTA)

"It's gonna be a major pop record!"

- ERIK BRADLEY, MD, B96

"Another perfect follow-up. Already getting phones."

- HAWK HARRISON, MD, POWER PIG

"Great early response."

- TINA SIMONET, APD, KZFM

3. LISETTE MELENDEZ "Goody Goody" (FEVER/RAL/CHAOS)

"Great comeback record for her."

- MICHELLE SANTOSSUSSO, APD, THE BEAT

"Good hook, catchy."

- LUCY BARRAGAN, MD, Q105

"Starting to really explode. Very catchy."

- PETE JONES, PD, HOT105

4. LIL SUZY "Turn The Beat Around" (WARLOCK/QUALITY) *"We're getting immediate response"* - FRANK WALSH, PD, POWER96

5. ALL-4-ONE "So Much In Love" (BLITZZ)

"Instant phones and it definitely has the feel of the season."

- MICHAEL MARTIN, APD/MD, WILD107

MIX SHOW DISC-OVERY CLUB

1. COOLIO "County Line" (TOMMY BOY)

"Soundz good to me." - KID FRESH, THE BOX

2. THE FOG "Been A Long Time" (COLUMBIA)

"Ain't gonna take a long time for this record to be a hit."

- JERRY MCGEE, BOSS97

3. DOMINO "Getto Jam" (OUTBURST/RAL/CHAOS)

"Blew up outta tha mix!" - RICHARD 'HUMPTY' VISSION, POWER106

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

- 10 HADDAWAY Life (ARISTA)
- 9 ACE OF BASE The Sign (ARISTA)
- 7 LISETTE MELENDEZ Goody Goody (CHAOS)
- 6 LIL SUZY Turn The Beat Around (WARLOCK/QUALITY)
- 6 ALL-4-ONE So Much In Love (BLITZZ)
- 5 COLLAGE I'll Be Lovin' You (METROPOLITAN)
- 5 COLOR ME BADD Choose (GIANT/REPRISE)
- 5 CORO Stand By Your Lover (CUTTING)
- 4 ETERNAL Stay (EMI/ERG)
- 4 KING JAY Lick Me (PROFILE)
- 3 JCDECI Cry For You (UPTOWN/MCA)
- 3 JCHNNY O Runaway Love (EX-IT)
- 3 LISA KEITH I'm In Love (PERSPECTIVE/A&M)
- 3 SNOOP DOGGY DOGG Lodi Dodi (DEATH ROW/INTERSCOPE/ATL. GRP.)
- 3 SWV You're Always On My Mind (RCA)

Also

- 2 BLACK MOON How Many EmCees (NERVOUS)
- 2 DOMINO Getto Jam (OUTBURST/RAL/CHAOS)
- 2 THE GOODMEN Give It Up (ffrr)
- 2 LISA LISA Skip To My Lu (PENDULUM/ERG)
- 2 R. KELLY Bump & Grind (JIVE)
- 2 SHAGGY Nice & Lovely (VIRGIN)
- 2 TCNI BRAXTON 7 Whole Days (LaFACE/ARISTA)
- 2 UNCANNY ALLIANCE I'm Beautiful Dammit (A&M)
- 2 US3 Cantaloop (BLUE NOTE/CAPITOL)
- 2 XSCAPE Understanding (SO SO DEF/COLUMBIA)

Frank's Place

• It's numbers time again and as much as I hate to single out any particular station or market (since they're only trends), several stations had tremendous gains including Bob Perry & Company at HOT 97.7 San Jose which went from 5th 12+ to 2nd with gains from 4.1 to 5.5 just 2 trends ago. In New York HOT 97 rose 3.5-3.8 and climbed more importantly 18-34 5.9-6.8 ahead of Z100 and WBLS.....the latest station to hop off the gangsta rap is HOT 102 Milwaukee.....props to WILD 107's mixer and morning sidekick Hector 'The Ejector' Serpas which adds Music Coordinator to his repertoire.....congrats to KBFM Brownsville's Billy Santiago as he becomes OM.....wasn't that Islands Jack 'Fishead' Cyphers, WHY?s Blakeley Tuggle, and THE BEAT's Harold Austin jaywalking here in LA-LA Land last week and wasn't that a ticket being written by one of 'LA's finest'.....also kudos to Jaquie James (from KBEG fame) who becomes MD for Roy Jaynes at KKSS.....in Salt Lake City, Sue Kelly departs with several names surfacing including: former Power 102 Fresno PD Jeff Davis and former 92Q PD Jeff Balentine.....the deal in Cleveland looks like it's done with WJMO & WZAK.....PAR Broadcasting takes over at Q106.....I hear that HOT 97's Paco Lopez is working on a brand new syndicated show.....Power 106's Richard "Humpty" Vission picks up fill on overnights.....congrats to Pendulum Records "ears dujour" Sir Charles Dixon who is officially in the mix at WBLS with WPGC's own morning star Michelle Wright.....Ups at EPIC Records with congrats to Harvey Leeds & Barbara Seltzer who are named VP/Promo.....Music vet Stanley Winslow is upped to VP/Promo & Marketing at Pendulum.....Rupaul has been making the rounds for the Holidays with appearances on the Billboard Music Awards, John & Leeza, and Arsenio on the 16th.....I hear that Atlantic Records is moments away from closing on the acquisition of All-4-One.

• First off, Haddaway *Life* blazed to the top of the Street Sheet with Disc-Overies from Steve Wall & Mark Adams, Dale Baird, Steve Anthony, Cat Thomas, Bruce St. James, Scotty Snipes, and Billy Santiago not to mention adds from anybody with ears or anyone concerned with diaries and females.....the remixes on Bobby & Whitney did the job for Jefferson Ward and Jamie Hyatt not to mention they're smokin'!.....there's a HUGE buzz on a white label that most of you have with the operative word being *Dirty Dawg*.....the sales continue to pile up on Jeru The Damaja *Come Clean* and was added in D.C. at WPGC and is featured on our current CD Sampler.....Collage is absolutely huge with incredible rotations and sales wherever played and is already #1 for Rick Upton and Bob Perry and is most-played at WILD 107 for Rick Thomas and Michael Martin.....Ace Of Base *The Sign* (Arista) is the next hit to go on Arista with an early add on KUBE and Mentions and Disc-Overies from Tina Simonet, Erik Bradley, Steve Anthony, Hawk Harrison, and Mark Adams.....Lisette Melendez *Goody Goody* (Fever/Ral/Chaos) had a great week, and was new at KBOS, Q105, Q106, KWIN, and FUN 107.....If you don't know the story yet on All-4-One *So Much In Love* (Blitzz) find out!!!!

• On the R & B hip hop tip.....big ups to Tommy Boy as Coolio *County Line* continues to break wide open in the mix as Most Disc-Overed and Mentioned including props from DJ Blade and Kid Fresh.....Also kickin' in is Domino *Getto Jam* (Outburst/Ral/Chaos), Jeru The Damaja *Come Clean* (PayDay/ffrr), and 3 Steps From Nowhere *Bedrock* (Island).....Records to watch.....The Alkaholiks *Likwit* (RCA), Jazzy Jeff & The Fresh Prince *! Wanna Rock* (Jive), Too Short *Money In The Ghetto* (Jive) (with fresh 'radio friendly' mixes on the way), George Clinton *Martial Law* (Paisley Park/WB) which is gettin' early radio action at KMEL, THE BOX, WPGC, POWER 96, KUBE, KJYK, POWER 106, and WCKZ.....props to Pendulum's Ruben Rodriguez on having the Most Added Mix Show record with Lisa Lisa *Skip To My Lu* and which is already crossing outta the mix and into fulltime at 102 JAMZ, KDON, BOSS 97, KPRR, KBFM, WKSE, WHHH, THE BEAT, KMEL, KKXX, KKMKG, and KMXZ.....One of the hottest new Dance records of the week has to be The Fog *Been A Long Time* which was acquired by Columbia's own Oscar Morena, and is now ready for radio assault.....other hot Dance tracks tearin' it up are Georgie Porgie *All Because Of Me* (Vibe), I To I *The Right Time* (Next Plateau), Staxx *Joy* (Chaos).....congrats to Polly, Hillary, Frank, Liz, and the crew at 550 Music/Epic on the 4th straight week at #1 on both our Mix & Club Charts with Culture Beat and *Mr. Vain!*

• Records tearin' it up this week were Lisa Keith, Mint Condition, US3, Rozalla, Color Me Badd, Tribe Called Quest, Shaquille O'Neal, Shabba Ranks, Chantay Savage, Ultra Nate (nice work Greg), and Tevin Campbell.....that's all folks with one more week to go in '93!.....see ya.....

Frank J. Miniaci, Jr.

DUFF LINDSEY, PD, 102JAMZ, Orlando

LONNIE GORDON *Happening All Over Again* (EMI/ERG) - Check out the Hip-Hop mix. Huge MTV song. Has got to make it on the radio.

SWV *You're Always On My Mind* (RCA) - They haven't missed yet.

LISA LISA *Skip To My Lu* (PENDULUM/ERG) - The more you hear it, the more you like it.

TEVIN CAMPBELL *Shhh* (QWEST/WARNER BROS.) - *Shhh*, don't tell my competition, this one's a hit.

RUSS ALLEN, PD, 92Q, Baltimore

ETERNAL *Stay* (EMI/ERG) - It's smooth. I got the same feeling when I heard *Keep On Movin'*.

JERU DA DAMAJA *Come Clean* (ffrr/PAYDAY) - This is just a cool song.

JODECI *ALBUM* (UPTOWN/MCA) - *DIARY OF A MAD BAND* Cuts to check out: *My Heart Belongs To U* and *Feenin'*.

MEGGA BONTON *Sound Boy Killin'* (BP) - The Barry White sample is just awesome...Don't let the title fool you. It's not a violent song.

CE CE PENISTON *In The Mood* (A&M) - We premiered this in the Baltimore-Washington region last week, and it sounds great...Can't wait to play it without our 92Q exclusive drops in it!

KRISTIE WEIMAR, MD, 92Q, Baltimore

ETERNAL *Stay* (EMI/ERG) - I really love this record.

AKINYELE *The Bomb* (INTERSCOPE/ATL. GRP.) - Top 15 phones after test play.

SAGAT *Fuk Dat* (MAXI) - A good novelty record...Instant reactor.

JODECI *Feenin'* (UPTOWN/MCA) - Getting good early response to it.

ERIK BRADLEY, MD, 896, Chicago

Here's my Disc-overies for this week:

Your B-96 weekly music update is definitely in effect...She just played two sold-out shows at the Rosemont Horizon, and she's comin' back strong with another jam. JANET JACKSON *Because Of Love* (VIRGIN) is so fierce, she closed out the show with it! Just wait 'til this tour comes to your city, it's one to see! ETERNAL *Stay* (EMI/ERG) is gonna be such a HIT! A big favorite! I still love ACE OF BASE *The Sign* (ARISTA) It's gonna be a major Pop record...Sounds soooooo good on B96! The new Ce Ce Peniston album is kinda nice...CORO *Stand By Your Lover* (CUTTING) is gonna be a hit in Chicago.

Keep an eye on ALL-4-ONE *So Much In Love* (BLITZZ) potentially a MONSTER...Kinda like the new LIL SUZY *Turn The Beat Around* (QUALITY) and the THE FOG *Been A Long Time* (COLUMBIA) is on fire at the club level, as is DJ SNEAK *Work It* It's a track, but still accessible for us. THE GOODMEN *Give It Up* (ffrr), JOHNNY O *Runaway Love* (EX-IT), and COLOR ME BADD *Choose* (GIANT/REPRISE) are all a DONE DEAL! Later!

PETE JONES, PD, HOT105, Modesto

CHANTAY SAVAGE *Betcha'll Never Find* (1D RECORDS/RCA) - This is a solid record with tempo, which isn't a ballad or rap. We need a song like this.

LISETTE MELENDEZ *Goody Goody* (FEVER/RAL/CHAOS) - Starting to really explode. Very catchy.

BOYZ II MEN *Let It Snow* (MOTOWN) - My Christmas pick.

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) - Huge. This one's a whopper.

ALLEN CHASE, MD, HOT105, Modesto

JODECI *Cry For You* (UPTOWN/MCA) - Try the a capella version. Sounds great on the air.

DOMINO *Getto Jam* (OUTBURST/RAL/CHAOS) - Larger and larger by the moment. Working well for us.

LISETTE MELENDEZ *Goody Goody* (FEVER/RAL/CHAOS) - Love the record. Very catchy hook.

BILLY SANTIAGO, PD, KBFM, McAllen-Brownsville

HADDAWAY *Life* (ARISTA) - Great follow-up.

JAZZY JEFF & FRESH PRINCE *I Wanna Rock* (JIVE) - Slammin' cut.

US3 *Cantaloup* (BLUE NOTE/CAPITOL) - This one's got a groove to it.

MICHAEL NEWMAN, PD, KDON, Salinas

JADE *Do Me Baby* (GIANT) - On the Prince soundtrack. Totally cuts through on the air.

DRS *Bonnie And Clyde* (CAPITOL) - Smooth, kind of old school groove.

ALL-4-ONE *So Much In Love* (BLITZZ) - Massive. Huge.

JEFF HUNTER, PD, KIKI, Honolulu

MINT CONDITION *U Send Me Swingin'* (PERSPECTIVE/A&M) - Very smooth. Starting to happen. Been doing the 'spike' thing, and it's working.

LISETTE MELENDEZ *Goody Goody* (FEVER/RAL/CHAOS) - Great song, but needs some editing at the beginning. Good phones.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Playing it at night. This has a great groove. Good song.

XSCAPE *Understanding* (SO SO DEF/COLUMBIA) - Entire album is power-packed. Great song. These girls have stolen the hearts of everyone here.

SCOTTY SNIPES, PD, KIX106, Providence

KING JAY *Lick Me* (PROFILE) - Should be very reproductive.

HADDAWAY *Life* (ARISTA) - Looking very Crossover (I mean gender).

JODECI *Cry For You* (UPTOWN/MCA) - Insane...Humongous.

JAMMER, MD, KIX106, Providence

THE GOODMEN *Give It Up* (ffrr) - We're starting to see sparks, should see flames real soon.

ROZALLA *I Love Music* (EPIC) - If cuts #1 and #2 are too phufee for you, no doubt that cut #3 (the Stone's Radio Edit) will hit a nerve. It's a hip house beat with that Robin S. flare.

FUNKY POETS *Born In The Ghetto* (550 MUSIC/EPIC) - Check out the different mixes. One should jump out at you, like the Salaam's mix.

BRUCE ST. JAMES, PD, KJYK, Tucson

HADDAWAY *Life* (ARISTA) - Infectious groove will help this song in multiple formats.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Hey, mainstream, uptempo with a funky beat. I wonder if I can find room for this...Great song that will do great.

SNOOP DOGGY DOGG *Gin And Juice* and *Lodi Dodj* (DEATH ROW/INTERSCOPE/ATL. GRP.) - Take your pick of either. Great songs. Snoop is in the house.

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

SNOOP DOGGY DOGG *Lodi Dodj* (DEATH ROW/INTERSCOPE/ATL. GRP.) - It's the shit baby! It's the shit baby! Great remake of a classic Hip-Hop song!

BEAVIS & BUTT-HEAD *Come To Butt-Head* (GEFFEN) - The album cut is slamming but the remix with Positive K makes the phones lite up! The requests never stop coming in for this song! This song will be on fire soon! Oops, I wrote the word fire! Hope no five year olds read this!

RuPAUL *Little Drummer Boy* (TOMMY BOY) - Off the HITMAKERS CD Sampler #40, my all-time favorite Christmas song has a spin to it! RuPaul did a great job to make this Christmas song, rock your station this year! When you play it, say it!

CAT THOMAS, MD, KLUC, Las Vegas

HADDAWAY *Life* (ARISTA) - Great follow-up. A good time when tempo's necessary. Looking for this tune to be as big as the first.

SWV *You're Always On My Mind* (RCA) - The sisters are back with a cool hip-hop groove. Midtempo smash.

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) - Cool freestyle record. Thought it sounded too old school, there I go thinking again...Be mindless play a hit.

CHRISTOPHER LANCE, PD, KMXX, Salinas/Monterey

LIL SUZY *Turn The Beat Around* (WARLOCK/QUALITY) - Immediate Top 8 requests. Got some teen flavor with adult feel on the old skool tip. This jam jumps out of the radio. Perfect mass appeal freestyle record.

RPM *Comin' Through Your Neighborhood* (JIVE) - The new wave of Latin rappers continues, however not necessarily a Latin sound. This will definitely work after dark at any Crossover station. Itz fresca.

JOHNNY O *Runaway Love* (EX-IT) - Local sales and requests continues to explode. Females, males, teens...everybody's jammin' to Johnny O. Perfect for all dayparts.

DOMINO *Getto Jam* (OUTBURST/RAL/CHAOS) - Whether you're in the Getto or not, this one gets you jammin'. Our #1 core record right now.

CHUCK FIELD, OM, KSFM, Sacramento

HI 5 *Faithful* (JIVE) - Another great cut from a core act at FM102.

QUEEN LATIFAH *Unity* (MOTOWN) - Great lyrics, great song, you gotta play it.

R. KELLY *Bump & Grind* (JIVE) - Ok, I have to say it... No brainer.

JOEY MUZZALUPO, MC, KSFM, Sacramento

ICE CUBE *ALBUM* (PRIORITY) - Everybody's got to check these out: *Ghetto Bird*, *You Know How We Do It* and *Boyz n the Hood* (One Nation). And the SNOOP DOGGY DOGG *ALBUM* (DEATH ROW/INTERSCOPE/ATL. GRP.) - Both of these are great albums.

KRS-DRE *Sound Of Da Police* (JIVE) - Really cool record. Good, Something to listen to.

BOSS *Progress Of Elimination* (DEF JAM) - Cool record.

STEVE ANTHONY, MD, KTFM, San Antonio

ZYX in effect with HUGH K. *Shine On* (ZYX) and SATIN & SCARLETT's *Boom* (ZYX), they're putting out bad things man...Bad things. QUALITY comes clean with a freestyle stomper in *Girl You Hear Me Cryin'* (QUALITY) by N.V. And give a listen to LIL SUZY's remake of *Turn The Beat Around* (WARLOCK/QUALITY).

Solid next-ups for us include: ACE OF BASE *The Sign* (ARISTA), HADDAWAY *Life* (ARISTA), CULTURE BEAT *Got To Get It* (550 MUSIC/EPIC). On the Hip-Hop tip, uno mas uppage to Jolly Saint Nick from NERVOUS as BLACK MOON *How Many Em-Cees* (NERVOUS) - Black Moon's got some legs with *How Many Em-Cees*.

Last but not least, personal props to my old War-Lord Bob Perry for receiving ups from K7 on his full-length shout out list. Haaaay, what's goin' on out there!?!

DALE BAIRD, PD, KZFM, Corpus Christi

HADDAWAY *Life* (ARISTA) - Huge follow-up. Already getting phones.

COLOR ME BADD *Choose* (GIANT/REPRISE) - Good record. Better than the first. An upbeat bonus.

JODECI *Cry For You* (UPTOWN/MCA) - Good record. Definitely peeks its head out in the ballad world.

TINA SIMONET, APD, KZFM, Corpus Christi
ACE OF BASE *The Sign* (ARISTA) - Great early response. Sounds fresh on the air.
 Check out **EVOLUTION** *Everybody Dance* (DECONSTRUCTION/ RCA) - It's a fresh, funky dance tune.

HAWK HARRISON, MD, POWER PIG, Tampa
DEF LEPPARD *Miss You In A Heartbeat* (MERCURY) - Killer midday for the balance your station needs.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Good all-around solid hit, with a good tempo that you need.

ACE OF BASE *The Sign* (ARISTA) - Another perfect follow-up. Already getting phones.

TONI BRAXTON *7 Whole Days* (LaFACE/ARISTA) - She hasn't done us wrong yet.

FRANK WALSH, PD, POWER 96, Miami
BABY D *Let Me Be Your Fantasy* (PROFILE) - Off a techno compilation on PROFILE that sounds like Awesome 3 with good vocals which, has been very successful for us.

LIL SUZY *Turn The Beat Around* (WARLOCK/QUALITY) - I really feel good about it. We're getting immediate response.

4 feestyle records that are happenin for us are:

JOHNNY O *Runaway Love* (EX-IT)

CORO *Stand By Your Lover* (CUTTING)

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) and **LATIN RASCALS** *The Way She Moves* (CUTTING) - Which has done well 12-34 females for the last three weeks. It's good to see dance music is happening again.

2 base records to check out are:

12 GAUGE *Donkey Butt* (SCOTTI BROS.) - and

UNCLE AL *Hoe's in' The House* (JOEY BOY)

LUCY BARRAGAN, MD, Q105, Oxnard

R. KELLY *Bump & Grind* (JIVE) - This one will follow in the footsteps of his last single. The entire album is spectacular.

KING JAY *Lick Me* (PROFILE) - This is a fun record. Kind of dirty, but I like it. In 'Q It Or Screw It,' it tested 75% positive.

LISETTE MELENDEZ *Goody Goody* (FEVER/RAL/CHAOS) - Good hook, catchy.

XSCAPE *Understanding* (SO SO DEF/COLUMBIA) - Top 7 requests after one week of airplay.

MICHELLE SANTOSUSSO, APD, THE BEAT, Los Angeles

ETERNAL *Stay* (SBK) - SMASH!

LISETTE MELENDEZ *Goody Goody* (FEVER/RAL/CHAOS) - Great comeback record for her... I'm glad she went this direction.

ICE CUBE *Ghetto Bird* (PRIORITY) - Gotta give love to the local LA rap crew.

MARK SHANDS, PD, WHJX, Jacksonville
SNOOP DOGGY DOGG *Lodi Dodi* (DEATH ROW/INTERSCOPE/ATL. GRP.) - Good song.

UNCANNY ALLIANCE *I'm Beautiful Dammit* (A&M) - Top 10 phones after one week.

SWV *You're Always On My Mind* (RCA) - When in doubt, pick a track off the SWV album.

US3 *Cantaloup* (BLUE NOTE/CAPITOL) - We're playing it every other hour.

MICHAEL MARTIN, APD/MD, WILD107, San Francisco

1. OK, now I'm convinced. **JIMMY CLIFF**'s *I Can See Clearly Now* (CHAOS) is an absolute smash! The perfect female in the groove type tune. Good remixes although I prefer the original mix.

2. **TONI BRAXTON**'s *7 Whole Days* (LaFACE/ARISTA) is another mutha waiting in the wings. Braxton's voice and style have her along the path of being the next Anita Baker with an even broader appeal.

3. **ALL-4-ONE** *So Much In Love* (BLITZZ) Is just sappy enough to be a hit. Instant phones and it definitely has the feel of the season.

4. On the other side of radio, check out **GUNS N' ROSES** version of the old Skyliners tune *Since I Don't Have You* (Geffen). Only Axl can belt out the passion of the original and give it that little extra oompf.

DANA LUNDON, MD, WTIC-FM, Hartford

NATII *Love Ain't Ever Easy* (TAPE) - Sounds a lot like Sade... I'm waiting to hear the rest of the album... This fits, "TIC to a TIC"...this artist has a lot of potential!

BJORK *Bigtime Sensuality* (ELEKTRA) - Good club record that will go in the mix.

KING JAY *Lick Me* (PROFILE) - You can't, but I will...put it on the air.

CORO *Stand By Your Lover* (CUTTING) - Has Hartford written all over it.

STEVE WALL, PD, Z90, San Diego

SHAGGY *Nice & Lovely* (VIRGIN) - Is gonna be huge! This sez Mardi Gras.

HADDAWAY *Life* (ARISTA) - I totally dig.

COLOR ME BADD *Choose* (GIANT/REPRISE) - This will be a big reaction record.

LEGACY OF SOUND *I Can't Let You Go* (RCA) - Has a great hook.

MARK ADAMS, MD, Z90, San Diego

ACE OF BASE *The Sign* (ARISTA) - Is absolutely killer.

HADDAWAY *Life* (ARISTA) - I love!

LISA LISA *Skip To My Lu* (PENDULUM/ERG) - Is another great cut. It grew on me. It just fits what we're doing.

SHAGGY *Nice & Lovely* (VIRGIN) - Is a must listen.

TONI BRAXTON *I Belong To You* (LaFACE/ARISTA) - I vote for this as the next single.

UNCANNY ALLIANCE *I'm Beautiful Dammit* (A&M) - Is coming around. It sounds great on the air.

HAROLD AUSTIN, MD, THE BEAT, Los Angeles

ETERNAL *Stay* (EMI/ERG) - Mark my words, this will be a #1 pop record. Make sure you get your hands on this baby ASAP. These British girls have a very soulful and hip hop sound.

LENNY KRAVITZ *Heaven Help* (VIRGIN) - Another awesome record from Lenny. His versatility never ceases to amaze me. Very radio friendly, very retro, very cool.

JODECI *ALBUM* (UPTOWN/MCA) - The album **DIARY OF A MAD BAND** will be dropping soon. I managed to get a copy, and make sure you check out *Feenin'*, *What About Us*, and of course *Cry For You*.

Be on the look out for a group called **SOUL** they will be out on ARISTA sometime next year. Very reminiscent of GUY and TEDDY RILEY. This project has a lot of potential FYI, my man Hosh is overseeing this.

CONSCIOUS DAUGHTERS *Something To Ride To* (SCARFACE/PRIORITY) - Look out for these 2 female rappers to break loose. Produced by Paris. This is the kind of rap record that will make your audience react immediately.

From the **BEAVIS AND BUTTHEAD** album, you got to love **RUN DMC**'s *Bounce*. The dialogue is insane and twisted, but then again this is BEAVIS AND BUTTHEAD.

RICK STACY, PD, KKFR, Phoenix

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Very cute record...Will find its way into our cute category sometime soon.

COLLAGE *I'll Be Lovin' You* (METROPOLITAN) -

A wonderful recording, makes me long for my carefree youth in the fjords.

M.D. THROB, APD, WPGC, Washington D.C.

MEGGA BANTON *Sound Boy Killin'* (RX) (B P RECORDS) - This is gonna be an all time crazy phone record...Barry White sample makes the record.

KRS-ONE *Sound Of The Police* (JIVE) - It's just P-H-A-T!!

SWV *Always On My Mind* (RX) (RCA) - How many hit records can you have off one hit album?!



Coverboy Chuck Field (center) falls victim the subtle charm and persuasive promo campaign employed by ERG VP/Pop Promotion Billy Brill (left) and Bay Area Guy Joe Reichling during a recent 'Field' trip to KSFM/Sacramento (right) as they teach him how to *Skip To My Lu*, the hot new single from Pendulum/ERG's Lisa Lisa.

ALL DISC-OVERY DEADLINES
 ARE MONDAY 3PM
 FOR OUR
 YEAR-END
 HOLIDAY ISSUE!
 DON'T MISS OUT!

Most Disc-overed for this issue

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

- 13 COOLIO County Line (TOMMY BOY)
- 12 THE FOG Been A Long Time (COLUMBIA)
- 11 DOMINO Getto Jam (OUTBURST/RAL/CHAOS)
- 10 GEORGIE PORGIE All Because Of Me (VIBE)
- 10 I TO I The Right Time (NEXT PLATEAU)
- 10 STAXX Joy (CHAOS)
- 9 LORDS OF THE UNDERGROUND Here Come The Lords (PENDULUM/ERG)
- 8 3 STEPS FROM NOWHERE Bed Rock (ISLAND)
- 8 COLLAGE I'll Be Lovin' You (METROPOLITAN)
- 8 DOMINICA Gotta Let You Go (MIC MAC)
- 8 JAZZY JEFF & FRESH PRINCE I Wanna Rock (JIVE)
- 8 JERU DA DAMAJA Come Clean (ffrr/PAYDAY)
- 8 REEL 2 REAL I Like To Move It (STRICTLY RHYTHM)
- 8 ULTRA NATE Show Me (WARNER BROS.)
- 8 WARREN RIGG Didn't I Love You Right (STRICTLY HYPE)
- 6 THE ALKAHOLIKS Lik Wit (LOUD/RCA)
- 6 WHOOLIGANZ Put Ya Hands Up (TOMMY BOY)
- 5 OUTKAST Player's Ball (LaFACE/ARISTA)
- 5 SHAHEEM The Rugged Child (VIRGIN)
- 4 GEORGE CLINTON Martial Law (PAISLEY PARK/WARNER BROS)
- 4 INXS f/Ray Charles Please (ATLANTIC)
- 4 VOLUME 10 Pistol Grip Pump (IMMORTAL/EPIC)
- 4 DOUG E FRESH I-Ight (GEE ST./4TH & BROADWAY)

Also

- 3 KING JAY Lick Me (PROFILE)
- 3 LISA KEITH I'm In Love (PERSPECTIVE/A&M)
- 3 LISA LISA Skip To My Lu (PENDULUM/ERG)

MOST ADDED

- LISA LISA "Skip To My Lu" (Pendulum/ERG)
- LISA KEITH "I'm In Love" (Perspective/A&M)
- THE FOG "Been A Long Time" (Columbia)
- GEORGIE PORGIE "All Because Of Me" (Vibe)
- I TO I "The Right Time" (Next Plateau)

MIX SHOW MOVERS

W-TW	Artist	Track	Label
1-1	CULTURE BEAT	"Mr. Vain"	(550 Music/Epic)
5-2	MK f/ALANA	"Love Changes"	(Charisma/Virgin)
4-3	ULTRA NATE	"Show Me"	(WB)
17-4	HADDAWAY	"Life"	(Arista)
2-5	SNOOP DOGGY DOGG	"What's My Name"	(Death Row/Interscope/AG)
6-6	A TRIBE CALLED QUEST	"Award Tour"	(Jive)
8-7	WHITNEY HOUSTON	"Queen Of The Night (RX)"	(Arista)
3-8	REALITY	"Yolanda"	(Strictly Rhythm)
9-9	D:REAM	"Things Can Only Get Better"	(Sire/Giant)
10-10	CAPTAIN HOLLYWOOD	"All I Want"	(Imago)
12-11	ROZALLA	"I Love Music"	(Epic)
13-12	WHITE KNIGHT...	"Girls Get Dum"	(DJ International)
14-13	JANET JACKSON	"Throb"	(Virgin)
15-14	LISETTE MELENDEZ	"Goody Goody"	(Fever/Ral/Chaos)
11-15	DAVID MORALES	"The Program"	(Mercury)
18-16	U2	"Lemon"	(Island/PLG)
19-17	COLLAGE	"I'll Be Lovin' You"	(Metropolitan)
20-18	CHANTAY SAVAGE	"Betcha'll Never Find"	(ID/RCA)
21-19	DAS EFX	"Freakit"	(EastWest/AG)
16-20	SOULS OF MISCHIEF	"'93 'Til Infinity"	(Jive)
22-21	AWESOME 3	"Don't Go"	(American/WB)
23-22	DOMINO	"Getto Jam"	(Outburst/Ral/Chaos)
7-23	SALT N PEPA	"Shoop"	(Next Plateau/London/PLG)
26-24	CORO	"Stand By Your Lover"	(Cutting)
25-25	STAXX	"Joy"	(Chaos)
27-26	JOHNNY O	"Runaway Love"	(Ex-It)
38-27	REEL 2 REAL	"I Like To Move It"	(Strictly Rhythm)
28-28	UNCANNY ALLIANCE	"I'm Beautiful Dammit"	(A&M)
30-29	SHAQUILLE O' NEAL	"I Know I Got Skillz"	(Jive)
32-30	QUEEN LATIFAH	"U.N.I.T.Y."	(Motown)
31-31	WU-TANG CLAN	"Method Man"	(RCA)
36-32	THE GOODMEN	"Give It Up"	(ffrr)
29-33	ZHANE	"Hey, Mr. D.J."	(Flavor Unit/Epic)
24-34	EAZY-E	"Real Compton City G's"	(Ruthless/Relativity)
34-35	K7	"Come Baby Come"	(Tommy Boy)
33-36	GABRIELLE	"Dreams"	(Go! Discs/London/PLG)
35-37	LONNIE GORDON	"Happenin' All Over Again"	(SBK/ERG)
48-38	HUGH K	"Shine On"	(ZYX)
37-39	EN VOGUE	"What Is Love"	(EastWest/AG)
40-40	Black Moon	"How Many Em Cee's"	(Nervous)
42-41	JERU THE DAMAJA	"Come Clean"	(Pay Day/ffrr)
41-42	PET SHOP BOYS	"Go West"	(EMI/ERG)
43-43	JAZZY JEFF & THE FRESH PRINCE	"I'm Looking For The One..."	(Jive)
46-44	LEGACY	"Stay With Me Tonight"	(DJ International)
45-45	2 PAC	"Keep Ya Head Up"	(Interscope)
47-46	EVOLUTION	"Everybody Dance"	(Deconstruction/RCA)
49-47	DOMINICA	"Gotta Let You Go"	(Mic Mac)
50-48	DEBBE COLE	"Could You Be Loved"	(Next Plateau)
N-49	GEORGIE PORGIE	"All Because Of Me"	(Vibe)
N-50	JOEY WASHINGTON	"Watching You"	(Strictly Rhythm)



CULTURE BEAT "Mr. Vain"

Thanks to all the mixers for making
"Mr. Vain" #1 for 4 consecutive weeks!

With special thanks to
Frank Ceraolo and **Liz Montalbano**
for their efforts and dedication



AKINYELE

“the bomb”

Commercial Mix Show Airplay!

HOT97 - New York
WRKS - New York
WBLS - New York
WNWK - New York
Q102 - Philadelphia
WUSL - Philadelphia
WPGC - Washington D.C.
92Q - Baltimore
KBXX - Houston
WCKZ - Charlotte
KJMZ - Dallas
WOWI - Norfolk
WHYT - Detroit
WJLB - Detroit

WGCI - Chicago
WJPC - Chicago
KMJM - St. Louis
KMOJ - Minneapolis
WJMH - Orlando
WJMH - Greensboro
KMJJ - Shreveport
WLWZ - Greenville
WPEG - Greensboro
WJBT - Jacksonville
KMEL - San Francisco
THE BEAT - Los Angeles
POWER106 - Los Angeles
KUBE - Seattle

**"It's tha shit! Sounds like Onyx,
with a great hook. The kind of
phat jam you would expect
from Interscope."**

CHUCK FIELD, OM/MD, KSFM



3rd week in the Top 10 and moving up!

Checking in at #7*

**THE
ATLANTIC
GROUP**



RICHIE RICH & DJ RAY, 102 JAMZ, Orlando
LISA LISA *Skip To My Lu* (PENDULUM/ERG) - Smooth R&B sound with a fatt hip hop track behind it!
UMC's *Time To Set It Straight* (WILD PITCH/ERG) - Nuthin but krazee flava!

JOHNNY P. *For Real* (RELATIVITY) - Kenny Dope funk'd it up! A very good ragga/hip hop mix!

FAT JOE *Watch The Sound* (RELATIVITY) - Tha kombo of Grand Puba and Diamond D in tha "Beatnuts Remix" haz krazee 'Buttas'...definitely fulla fatt flavaz.

GEORGE CLINTON *Martial Law* (PAISLEY PARK/WARNER BROS) - This iz tha best example of true ole skool funk right here! This rekkard iz gonna blow up all over tha world! Thanx Ricky Leigh, you fatt...

MIKE NARDONE/EMZ, THE BEAT, Los Angeles
DOO WHOP AND THE BOUNCE SQUAD *Hit 'Em In The Head* (BOUNCE SQUAD) - An independent record out of NYC that's on the point, what a surprise. Doo Whop and crew come with a nicely flavored hip hop track that makes your head bob and will keep your listeners wanting more.

DE LA SOUL *Ego Trip* (TOMMY BOY) - Many mixes to choose from, so be sure to check'em all. The "LA Jay Mix" has much flavor and keeps the new Los Angeles vibe alive.

CYPRESS HILL *Hits From The Bong* (COLUMBIA) - T-Ray has given the B-side a breath of life with his remix. Downtempo Buddah blessed funk will keep this strong in da mix, don't forget the original will still work.

SHAQUILLE O'NEIL *Outstanding* (JIVE) - Most 'outstanding' cut on the LP. Requests immediately. Check it.

QUEEN LATIFAH *Superstar* (MOTOWN) - Hopefully, this is the next single. She's back to her debut form. Another hit for the Queen say the King.

JERRY McGEE, BOSS97, Atlantic City

THE FOG *Been A Long Time* (COLUMBIA) - Ain't gonna take a long time for this record to be a hit, Tribalicious.

INXS f/Ray Charles *Please* (ATLANTIC) - Great, great, great, oh...did I say GREAT!

Other records with potential...**STAXX** *Joy* (CHAOS), **LISA LISA** *Skip To My Lu* (PENDULUM/ERG), **RuPAUL** *Little Drummer Boy* (TOMMY BOY) - Ho Ho Ho.

GARY QUINTIN, BOSS97, Atlantic City

INXS f/Ray Charles *Please* (ATLANTIC) - What a combination! This track works! Yo Max, get it to radio!

DJ DERO *Batacada* (ZYX) - Totally fierce... Totally tribal.

HADDAWAY *Life* (ARISTA) - Ooooo!

JESSE 'Bad Boy' MARTINEZ, HOT97.7, San Jose
NYASIA *Don't Waste My Time* (MIC MAC) - Mic Mac iz back... it grooves with a mid-80's sound, but doesn't sound dated. Check out tha "House Mix."

RUN D.M.C. *Can I Get It Yo* (PROFILE) - P-H-A-T...P-H-A-T...P-H-A-T! Great choice for a B-side!

HAPPYHEAD *Digital Love Thing* (EASTWEST/ATL. GRP.) - Some things are better tha 2nd time around! "Underground Instrumental" iz smokin.

JEFF K., KDGE, Dallas

THE DAOU *Give Myself To You* (TRIBAL AMERICA) - Wonderful follow-up to last year's *Surrender Yourself*. The "Grand Ballroom Mix" is an epic journey through musical tapestries with beautiful female vocals. If you mix stuff like Opus III or One Dove, this one's for you!

DEEP CREED '94 *Can You Feel It?* (SORTED) - Another gem from the Nervous sub-label. Combines the best of house and hardcore in a very original way. Scam a promo quick.

PSYKOSONIK *Welcome To My Mind* (TVT/WAX TRAX) - If you were into Wax Trax bands in '89/'90 and wondered why most of them didn't make the techno/house transition...well Psykosonik stepped in to fill the gap. Typical Wax Trax indie vocal stuff, but the production is pure '93. Check the "Sonik Bender" mix...it's sweeeeeee!

CHANNEL 69 *I Never Felt* (PURE MUSIC) - Local Dallas boys with a slamm'n release on this New York underground label. Four mixes to choose from with the Krunchy Mix being the mix of choice. Progressive house to die for! Grab this one now and lead the way.

TITO AGUSTIN, KDON, Salinas

I personally recommend: **BOYZ II MEN** *Christmas Interpretations* (MOTOWN) and **LISA KEITH's** *I'm In Love* (PERSPECTIVE/A&M) - They'll keep the radio hot all winter long!

I TO I *The Right Time* (NEXT PLATEAU) - This is going to blow up from the mix shows first, naturally.

SHAMEN/808 STATE *YMO Reconstructions* (MOONSHINE) - It's piercing and innovative, and it's luminous on the 1200's!

THE OTHER TWO *Selfish* (QWEST/WARNER BROS.) - Be selfish and play it often.

DJ BLADE, KJYK, Tucson

HUGH K. *Shine On* (ZYX) - This is a great club and mixshow record! With three (3) great mixes it WILL work in any mix... Take it for a test spin.

COOLIO *County Line* (TOMMY BOY) - This thing slammed in the club...I can't wait to test the new remixes. Play this NOW!

JAZZY JEFF & THE FRESH PRINCE *I'm Looking For The One* (JIVE) - With that patented Teddy Riley sound, this track is looking for big numbers on the charts, sales, and airplay!

THA RUFFNEX, KKXX, Bakersfield

MARY J. BLIGE *You Don't Have To Worry* (UPTOWN/MCA) - This has always been my favorite song from da *Who's Da Man* soundtrack, and now it's on 12" with instrumentals and remixes! I'm OH SO HAPPY! This is da smoothest shit out since da new Portrait!

PORTRAIT *Be Thankful For What You Got* (ATLAS/PLG) - This is the way R&B should be! On da real this shit had phones when I first played it! I gotta give props to Alexander Mejia for opening my eyes to this fly shit! Props.

PHARCYDE *For Better Or For Worse* (EASTWEST/ATL. GRP.) - THIS IS DA SHIZNIT! Backed with *Pack The Pipe* and *Return Of The B-Boy!* Did I mention Colin is my muthaphuckin man! Props.

CYPRESS HILL *Hits From The Bong* (COLUMBIA) - The "T-Ray Remix" is tha shit. Jump on dis shit!

JUNGLE BROS *On The Road Again* (WARNER BROS) To quote Redman, "Shit is thick." Props to Mike Nardone for putting me up on this shit.

MICHAEL ERICKSON, KMEL, San Francisco

PORTRAIT *Be Thankful For What You Got* (ATLAS/PLG) - The Addams Family Values good music...Portrait puts a nice cover on William DeVaughn's 1974 classic.

CHARLES CHAVEZ, KPRR, El Paso

ETERNAL *Stay* (EMI/ERG) - One listen is all you need...you will be hooked...guaranteed.

LIL SUZY *Turn The Beat Around* (WARLOCK/QUALITY) - Let's not wait two years for this one to haPpen... Vicki Sue Robinson remake... Should be older female familiar.

WHOOLIGANZ *Put Ya Hands Up* (TOMMY BOY) - I had to mention this one again...so listen to it again.

ARETHA FRANKLIN *A Deeper Love* (ARISTA) - Classic Aretha...with a dance beat...say no more.

CARLOS FUSARO, KTFM, San Antonio

VARIOUS ARTISTS *Disco Tech Compilation* (PROFILE) - These are some of 93's hottest underground goodies from across the pond, from labels such as Stress, Bosting, and Southern Fried. Some are actually very mixshow friendly, and I'm sure there's at least one cut in here that'll fit your format.

PET SHOP BOYS *Go West* (EMI/ERG) - New mixes are deep in there, stripped down and ready for the late set.

RuPAUL *Little Drummer Boy* (TOMMY BOY) - Yet another instant floor-filler from America's fave drag queen.

SOUND OF ONE *As I Am* (ONE) - Great vocal with remixes from Roger S., Farley & Heller, Nick Nice & Stonebridge on this fierce double 12". Did I mention written and produced by Allan George and Fred McFarlane (the cats behind Robin S.)?

NASTY NES, KUBE, Seattle

ICE CUBE *Bop Gun (One Nation)* (PRIORITY) - It may be 11 minutes off the LP, but you gotta get off yo ass and do an edit cause this cut is da Bomb!

ALT *All Nite Long* (PAR) - Remember the Mary Jane girls? ALT is in da mutha fu##in house with this well produced and slamm'n single. 104 phat BPM's! Peep it out.

TOO SHORT *Money In The Ghetto* (JIVE) - I told ya bout this three weeks ago. This has got the best of the old and new school flav to it, and I see dollar signs whenever I play this record.

DADDY-O *Flowin In File* (ISLAND/PLG) - This LP cut deserves to be the next single. Daddy-O at his best. This'll flow in da mix.

DOO WHOP AND THE BOUNCE SQUAD *Hit 'Em In The Head* (BOUNCE SQUAD) - Breakin in New York and in Los Angeles, (thanks Flexx and the Baka Boyz) looks like it's gonna break here in Seatown, too!

JOHN HOHMAN, METROMIX, Pittsburgh

HAPPYHEAD *Digital Love Thing* (EASTWEST/ATL. GRP.) - Nice crossover alternative sound. Check out the "MK Extended Mix."

STAXX *Joy* (CHAOS) - Cool uhro hip house dance feel, great production and vocals.

I TO I *The Right Time* (NEXT PLATEAU) - If you are looking for an uptempo happy love record, this one is for you.

HUGH K. *Shine On* (ZYX) - Male version on Robin S. It's getting a good club reaction.

INXS f/Ray Charles *Please* (ATLANTIC) - E-Smoove mixes are slamm'n... Go 'head Mr. Charles.

MATT 'The Bratt' Bradley, POWER PIG, Tampa

FREDDIE JAMES *I Can't Get Enough Of Your Love* (MONOGRAM) - You need to try a spin on the tables with this record. Hitting big, has lots of potential. Try it, you'll like it...

GEORGIE PORGIE *All Because Of Me* (VIBE) - Whew, this kut is a slamm'n, underground tune. There's a commercial sounding version that Tommy Musto put together for those who are afraid to go underground for such a cool record...

EVOLUTION *Everybody Dance* (DECONSTRUCTION/RCA) - Evolution is a need to play record. There's a big buzz in the clubs, plus it's in the mix. Don't pass this record up...

HADDAWAY *Life* (ARISTA) - Remix is on the tip. Strong vocals, check it out... Eyea, eyea, eyea, eyea,

STAN PRIEST, POWER PIG, Tampa

MARS PLASTIC *Find The Way* (RADIKAL/CRITIQUE) - Sounds similar to Black Box, Black Box, Black Box, Black Box, Black Box, Black Box, Black Box... Play the original mix.

WEST END GIRLS *Sexy* (JOHNNY JETT) - I really like that beat, it reminds me of Jade's Don't Walk Away. Vocals are cool...reminds me of the Rhythm Syndicate. This could work for you, it works for me.

I TO I *The Right Time* (NEXT PLATEAU) - Marco Navarra...the 'Magic' one himself. Has the flair, if he says he hears it, I'm there! Good job Marco!

KID FRESH, THE BOX, Houston

AKINYELE *The Bomb* (INTERSCOPE/ATL. GRP.) - ENUFF SAID!

BEAVIS & BUTT-HEAD *Come To Butt-Head* (GEFFEN) - Hey man, dis shit iz kool!

COOLIO *County Line* (TOMMY BOY) - Soundz good to me.

LORDS OF THE UNDERGROUND *Here Come The Lords* (PENDULUM/ERG) - Jus when you thought it wuz safe to put down that CD...

GEORGE CLINTON *Martial Law* (PAISLEY PARK/WARNER BROS) - Classic funk on tha '93/'94 tip... George iz back in a big way!

SHO *Dope Fiend In The Family* (ICHIBAN) - Anutha lokle smash with a little help from Willie D.

LUCIOUS ICE, THE BOX, Houston

NASTY NAS *It Ain't Hard To Tell* (COLUMBIA) - Let me be the first to tell ya, this is x-tra phat with the *Human Nature* sample rolling through it. Once again, Nasty Nas is in yo area.

ALNTEDD EXPERIENCE *Boom This In Your Vehicle* (FADER/MERCURY) - This shit is 'luge' (meaning large), do what they say, boom it! Peace to Brian Samson and Garnett.

ODD SQUAD *I Can't See It* (RAP-A-LOT) - It's a totally different vibe from 'L/J' and Da Crew. It has mass appeal on both coasts, and this should take Rap-a-lot to a new level. Good job guys.

THA MEXAKINZ *Phonkie Melodia* (MADHOUSE/MOTOWN) - Yo, don't be fooled by the freakin name, these kids came off. Don't sleep on it. Peace goes out to Ray Tamara and my man D.J. Wiz.

THE ALKAHOLIKS *Likwit* (LOUD/RCA) - This is another bomb from my boys from Cali. Check my man Tee La (King Tee) in it. Peace and love to Tammy Greer and Terri Ferguson (my little sistas).

REG-N-EFFECT, THE BOX, Houston

SHABBA RANKS f/PATRA and TERRI & MONICA *Family Affair* (ATLAS/PLG) - Great for mix show, and should crossover to Radio...Plenty of mixes to pick from.

ICE CUBE *Really Doe* and *My Skin Is My Sin* (PRIORITY) - *Really Doe* is da shit! *My Skin Is My Sin* sez it all... Chekk tha leerix. Big ups to Peter Parker, Pierre and Rick Tha Leighmeister!

JACKSON TAYLOR, WBCX, Gainesville

WHITNEY HOUSTON *Queen Of The Night* (CJ MackIntosh Mixes) (ARISTA) - I've been reading about this record for weeks in Hitmakers Disc-Overly Club, now I can hear why...the mixes are great, finally domestic! What took so long?

MIDI RAIN *Fire* (VINYL SOLUTION/COLUMBIA) - Very nice follow-up to *Shine On*. I liked all the mixes but the "Higher Mix" on side 2 is a personal fave... also includes a mix of *Shine On* for those who missed out on it the first time around.

MOBY *All I Need Is To Be Loved* (ELEKTRA) - Typical Moby...wonderful! The mixes on side 2 are cool house.

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Nice mixes for a second release from this artist, nice Top 40/crossover potential. Check out the "House Remix" and "Street Mix."

CLIFF HORVICK, WBHT, Scranton

Check out these kuts:

THE OTHER TWO *Selfish* (QWEST/WARNER BROS.)

BEAVIS & BUTT-HEAD *Come To Butt-Head* (GEFFEN)

GEORGIE PORGIE *All Because Of Me* (VIBE)

EVOLUTION *Everybody Dance* (DECONSTRUCTION/RCA)

And on the import tip, look for:

GABRIELLE *We Don't Talk Anymore* (GO! DISCS/LONDON/PLG)

LISA STANSFIELD *Little Bit Of Heaven* (ARISTA)

RONNIE 'Captain Kirk' MATTHEWS, WCKZ, Charlotte

GEORGE CLINTON *Martial Law* (PAISLEY PARK/WARNER BROS) - The remixes are so phucking hot they could only be pressed on red and green vinyl! Thank God for P-Funk!

THE PLAYGROUND *Desire* (CUTTING) - This is a smokin' hott erotic dance track. Reminds me of Club 69's, *Let Me Be Your Underwear*, hott.

FREDDIE JAMES *I Can't Get Enough Of Your Love* (MONOGRAM) - Maybe some of you old disco boobs out there will remember this guy, he had some really hot club hits. Well he's back with another hot jam, try it!

AVA *Forget Me Nots* (RADIKAL/CRITIQUE) - Excellent remix of Patrice Rushen's classic hit. Thanks to the guys at Radikal for getting me on their mailing list, some really hot shit there, call them! Jammz!

ODD SQUAD *I Can't See It* (RAP-A-LOT) - This is a different type of sound coming out of Rap-a-lot and it's a hit! Grab it, spin it, play it! Peace, love and harmony to you and yours this holiday season...

JOHN HUNTER, WEOW, Key West

k.d. lang *Just Keep Me Moving* (WARNER BROS.) - Instant reaction on the dancefloor AND is radio friendly. When's the add date?!

KATE BUSH *Rubberband Girl* (COLUMBIA) - Added this week. Been following this lady for a long time, mass appeal should be imminent.

LORI EMMITT *Time Is The Greatest Healer* (EMPIRE) - Don't know who she is, but judging by this track, and the 2nd on on the single CD, I'd BUY the full length. Let's push this lady up and over.

GEORGIE PORGIE *All Because Of Me* (VIBE) - Watch for this to be huge. As soon as we get the CD, it's going into regular rotation. Definitely the next *Yolanda*.

INXS f/Ray Charles *Please* (ATLANTIC) - Nice match up with these two. Cool groove and soulful vocals. Workin' it.

JOHN 'Italiano' CAVALLARO, WHHH, Indianapolis
WEST END GIRLS *Sexy* (JOHNNY JETT) - Hot! Hot! Hot! Crossover, crossover, crossover! Low BPM, hard drivin beat! Kickin song, we love it! Work!

GEORGE CLINTON *Martial Law* (PAISLEY PARK/WARNER BROS) - Get on it now! George is here as usual. Strong...Pick just one mix out of the eight, and play it.

CYNDI LAUPER *That's What I Think* (EPIC) - Cyndi's Back and on a different boat this trip. And on the house tip, check it out!

CLAUDE YOUNG, WHY?, Detroit

TITIYO *Back & Forth* (BMG/ARISTA) - Once again you heard it here first! Slammin vocals with hot production by Masters At Work and M.F. Get a clue and jump on this record now!

SCOTTY DEEP f/TONY WILLIAMS *Soul Searchin* (STRICTLY RHYTHM) - Detroit native Scott Kinchen hits us with a great club track/song that has radio written all over it. Additional production by the Deep Dish Boys and Mark 'MK' Kinchen. Makes this a go getter!

LA TRECE *I Want To Thank You* (AREA 10) - La Trece jams on this hot '93 cover of a classic R&B jam! Produced by 'MK' and Kenny Dickerson. Programmers take a chance on this song. I think you'll like the results!

CYNDI LAUPER *That's What I Think* (EPIC) - She's back! This record hit me like a fukkin brick the first time I heard it! Hot, hot, hot production by two of the best in the world: Tommy Musto and Junior Vasquez!

GARY CANNAVO/NEIL PETRICONE, WJMN, Boston

DEEP WALKER *4U* (NOISE) - I like this record very much. Great beat track for any mix show.

ROBIN S. *What I Do Best* (BIG BEAT/ATL. GRP.) - She does it again with another smoker song. Give a listen...5 stars.

VOLCANO *Let Your Body Be Free* (OLYMPIC) - Awsome record...love it, love it, love it. Watch out for this company, they're going to be hot! Six stars.

MARS PLASTIC *Find The Way* (RADIKAL/CRITIQUE) - We found out about this record through our conference call and they were right about this one...it smokes in our mix show.

TO THE CORE *We Got It Going On* (SELECT) - Omar Santana did a great job on this project. He's back and check out the Jerky Jam on this label.

ROSS WILSON, WOW!, Norfolk

LISA KEITH *I'm In Love* (PERSPECTIVE/A&M) - Great second single from her debut album. Should take her to new heights.

MG WHIZ, WPGC, Washington, DC

SNOOP DOGGY DOGG *Lodi Dodi* (DEATH ROW/INTERSCOPE/ATL. GRP.) - Heya'll...itz time to *Lodi Dodi*... This iz definitely a cupcake rekkard...jus ask Kid Fresh!

NORTHEAST GROOVERS *Water* (LIASON) - All ya'll hit tha go-go!

BLACK RAIN *I Gotta Be Me* - Itz hype...check it out.

MEGA BONTON *Sound Boy* (BP) - Reggae-mon...put it in tha mix and add sum reggae flava to ya show.

RON 'THE SUGAR BEAR' WILLIAMS, WRCK, Utica

SHABBA RANKS f/PATRA and TERRI & MONICA *Family Affair* (ATLAS/PLG) - One of the best remixes I've heard in a long time... Classic Song + Ragga Hip Hop Flava = Smash!

PRINCE OF HOUSE *Get It Started* (EPIC) - Not your typical hip house record...strong vocals with an infectious gospel flavored groove.

THE FOG *Been A Long Time* (COLUMBIA) - Solid hook. House is definitely moving in the right direction.

NUBIAN CRAKERS *As We Talk* (BIG BEAT) - Don'T' is the guest vocalist on this rough and rugged track. There's enuff mixes, even an a capella, so that we can get buzy!

SUDDEN CHANGE *Comin On Strong* (EASTWEST/ATL. GRP.) - I love this record. I love this record. It's strictly flaava from uptown. Don't sleep.

PETE DYLAN, WWHT, Columbus

INNER CIRCLE *Rock With You* (BIG BEAT/ATL. GRP.) - Such an upbeat, fun, carefree jam... Still waiting on the vinyl, boys!

ROZALLA *I Love Music* (EPIC) - Actually added two weeks ago, but this is official. In a world of remixes, this is one of the better ones.

LISA LISA *Skip To My Lu* (PENDULUM/ERG) - It'll fit... I've got the 12" cover on my ceiling and the wife's a bit pissed. I'll watch anytime, Lisa! OW!

DENINE "I Remember You"



VIPER RECORDS

Playing On: KIX106, POWER96

MIX PLAY: B96, WILD107, KMXZ, WEOW

DR. DAVE FERGUSON/CHUCK FIELD

PD/OM, KSFM102.5, Sacramento

by RICKY LEIGH

TELL US A LITTLE ABOUT WHERE YOU'VE WORKED...

Dave: I've worked at every shithole station in the nation, pretty much.

Chuck: I've worked at some pretty shitty stations too.

Dave: I remember working out of a trailer. You couldn't see anything. You could smell the cows on the pasture...

WHERE WAS THAT?

Dave: New Mexico. The first thing I could see when the sun started coming out was cows. I started off doing a Sunday night Soul show, and then within six months I was Program Director and Morning Man.

YOU CAME TO 'PGC IN '86.

Dave: It was right when we changed format. Albie got there about two weeks before me. It was called Classy95 at the time.

YOU WERE AT CLASSY95, AND I WAS WORKING THE RECEPTION DESK...

Dave: After a couple of years at 'PGC I was doing afternoons. Bob Mitchell was PD, I was APD. Then when he left, I became Program Director. The first book we had, we went to #1, and then we had six #1's in a row. The best book we had was an 8.2.

CHUCK, WHERE DID YOU GET YOUR START?

Chuck: I got started in Dawson, GA. It was this little hole in the wall station in this little peanut-growing town. I did the morning show on this Country/Bible station. My very first words on the air were, "Oh, Shit, Jesus Christ!"

HOW DID THAT HAPPEN?

Chuck: I had the mic open, and I said, "Sunshine 99, the time is 7:54." Then I hit the wrong cart machine button, because you had to do it manually. I kept hitting the off button, instead of the on button, and I said, "Oh, Shit! Jesus Christ!" It was right during the Bible hour. Nobody called, so I don't think anybody was listening. A lot of things haven't changed in my career.

'PGC WAS ONE OF THE FIRST STATIONS TO GET INTO PLAYING THE TWELVE-INCH VERSIONS OF SONGS.

Dave: And doing remixes, and stuff like that. They had a lot of Urbans there, but nobody was doing hip stuff, they were all doing this Urban thing. We were doing remixes, and it made us different. I guess they were doing it in New York. Albie had a lot more experience with it than I did, because he was into the mixing stuff.

TAKE US UP TO DATE... CONGRATS ON THE NUMBERS.

Dave: Thank you.

Chuck: It's probably the highest numbers we've had since we were in Woodland, when there were only like three radio stations in Sacramento.

YOU USED TO HEAR "FM102 IS THE ONLY TOP40 IN THE MARKET." WHAT PEOPLE DON'T REMEMBER IS THAT THERE USED TO BE THREE TOP40s IN THE MARKET.

Chuck: Yeah, right. People always say, "God, you're in a format-exclusive market."

Dave: That's because we kicked their asses!

EXPLAIN YOUR STYLE OF MUSIC, CATEGORY BY CATEGORY.

**"This radio station is not just a jukebox...We're like the social planner, the information source."
- Dr. Dave Ferguson**

Dave: We play rap, hip-hop, slow jams, and old school. Most commonly referred to by people who need labels, as "Churban." They thought that in a market like this, you couldn't do a Churban, because they're wasn't a market for it...But they were wrong.

EXPLAIN THE PROCESS OF SELECTING THE MUSIC FOR SACRAMENTO?

Dave: Sales plays a big part. The record stores' Top 10 sales, I would guess-timate, probably 8 out of the Top 10 songs, we're playing.

YOU'RE NOT WAITING UNTIL SALES ARE GENERATED BEFORE YOU DECIDE TO PLAY A SONG...

Dave: No, we're generating the sales by playing it.

A LOT OF PEOPLE DON'T REALIZE SACRAMENTO IS ONE OF THE TOP SALES MARKETS IN THE NATION.

Chuck: Top 15 retail market in country. FM102 is largely responsible for that. That's why we rely on sales so much, because we do have a very active record-buying audience that listens to our station.

TELL US ABOUT THE AIRSTAFF, SHIFT BY SHIFT. I KNOW YOU'VE GOT THE NUMBER ONE MORNING SHOW IN THE MARKET, TOO.

Dave: I do mornings with Tina Macuha, who is our News Director and sidekick. Roger Hudson does traffic. He brings a lot to the table. He sets up all of the interviews, and not just anything, something cool that people will talk about in elevators or on the way to work. We've got Steve Trejo doing middays. He's from Sacramento, he's been here all his life. Afternoons, of course, Jammin' Chuck is #1.

At night, we've got the hottest night show, Davy-D and I-Bro. These



had improved so much...I said to Dave, "How come none of our jocks are as cool as this? He'd sound great in Sacramento." Even though he has kind of a Cajun accent -

Dave: Clifton said, "He sounds too Cajun, too New Orleans. It won't work anywhere else." I said, "You're wrong. He sounds like hip-hop - a rapper." The show just sounds like a party at night. They live the core lifestyle, and the core-er the station has gotten, the higher the ratings go. We're giving the audience what they want, I hope. It sure looks like we are.

I REMEMBER YOU SAYING THAT AS YOU WERE ADJUSTING THE PROGRAMMING OF THE STATION, IT STARTED CUMING BIGGER AND BIGGER...

Dave: You can always get better. Keep selling what's coming up. This radio station is not just a jukebox. We're like the social planner, the information source, all the parties that we throw, and the information that we give for their everyday lives. The better we get at serving the listeners outside of just the music, the better we get at serving their social plans, and with news and information, the more we are endeared to them. You should do nice things for the community to better the community. That's part of our reason for being here is to serve the community and to make their lives better.

TELL US ABOUT THE BEGINNING OF THE STOP THE VIOLENCE CAMPAIGN...

Dave: It was me and Clifton and Cliff Berkowitz sitting in a bar. We were



Club Chart

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

BREAKOUTS

WHITNEY HOUSTON "Queen Of The Night (RX)" (Arista)
 k.d. lang "Just Keep Me Moving" (Sire/WB)
 MIDI RAIN "Fire" (Vinyl Solution/Columbia)
 BEAVIS & BUTT-HEAD "Come To Butthead" (Geffen)
 THE OTHER TWO "Selfish" (Qwest/WB)

CLUB MOVERS

LW	TW	Artist	Track	Label
1-1		CULTURE BEAT	"Mr. Vain"	(550 Music/Epic)
2-2		CAPTAIN HOLLYWOOD	"All I Want"	(Imago)
3-3		EVOLUTION	"Everybody Dance"	(Deconstruction/RCA)
4-4		D:REAM	"Things Can Only Get Better"	(Sire/Giant)
5-5		UNCANNY ALLIANCE	"I'm Beautiful Dammit"	(A&M)
12-6		ULTRA NATE	"Show Me"	(WB)
6-7		GLORIA ESTEFAN	"Tradicion"	(Epic)
8-8		DAVID MORALES	"The Program"	(Mercury)
20-9		MK F/ALANA	"Love Changes"	(Charisma/Virgin)
10-10		B-TRIBE	"Fiesta Festival"	(Atlantic)
15-11		JODY WATLEY	"Your Love Keeps Working On Me"	(MCA)
9-12		SVEN VATH	"L' Esperanza"	(EYE/WB)
13-13		EN VCGUE	"What Is Love"	(EastWest/AG)
16-14		SNOOP DOGGY DOGG	"What's My Name"	(DeathRow/Interscope/AG)
35-15		LISETTE MELENDEZ	"Goody Goody"	(Fever/Ral/Chaos)
N-16		ROZALLA	"I Love Music"	(Epic)
17-17		SOUL SOLUTION	"Love, Peace & Happiness"	(ffrr)
18-18		SALT N PEPA	"Shoop"	(Next Plateau/London/PLG)
19-19		BEE GEES	"Paying The Price Of Love"	(PLG)
21-20		DOUBLEPLUSGOOD	"Conga Te"	(Sire/WB)
22-21		CHANTAY SAVAGE	"Betcha'll Never Find"	(ID/RCA)
7-22		ACE CF BASE	"All That She Wants"	(Arista)
23-23		DAS EFX	"Freakit"	(EastWest)
11-24		THE GOODMEN	"Give It Up"	(ffrr)
38-25		EAST17	"House Of Love"	(London/PLG)
27-26		BEAUTIFUL PEOPLE	"Rilly Groovy"	(Continuum)
25-27		GABRIELLE	"Dreams"	(Gol Discs/London/PLG)
N-28		HADDAWAY	"Life"	(Arista)
46-29		AWESOME 3	"Don't Go"	(American/WB)
31-30		REALITY	"Yolanda"	(Strictly Rhythm)
32-31		A TRIBE CALLED QUEST	"Award Tour"	(Jive)
28-32		THE URBAN COOKIE...	"The Key The Secret"	(Pulse 8/Critique)
33-33		GRACE JONES	"Sex Drive"	(Island Red Label)
34-34		FREEDOM WILLIAMS	"Groove Your Mind"	(Columbia)
N-35		TURBC B	"Get Wild"	(Polydor)
36-36		JOE	"The One For Me"	(Mercury)
41-37		WHITNEY HOUSTON	"Queen Of The Night"(RX)	(Arista)
39-38		FREDDIE JAMES	"I Can't Get Enough"	(Monogram)
40-39		LEGACY OF SOUND	"I Can't Let You Go"	(RCA)
37-40		FATHER	"69"	(Uptown/MCA)
24-41		LONNIE GORDON	"Happenin' All Over Again"	(SBK/ERG)
N-42		BELOVED	"Rock To The Rhythm Of Love"	(Atlantic)
44-43		BJORK	"Violently Happy"	(Elektra)
30-44		TOTAL DEVASTATION	"Many Clouds Of Smoke"	(Arista)
45-45		PLAN B	"Life's A Beat"	(Imago)
49-46		K7	"Come Baby Come (RX)"	(Tommy Boy)
48-47		2PAC	"Keep Ya Head Up"	(Interscope)
N-48		QUEEN LATIFAH	"U.N.I.T.Y."	(Motown)
50-49		WU-TANG CLAN	"Method Man"	(RCA)
N-50		THE BROTHERHOOD	"Love Will Make It Right"	(Imago)

REPORTING POOLS

INFINITY RECORD POOL • Staten Island
 Charlie Alessi (718) 967-4793
 • CYPRESS HILL, KD LANG, MIDI RAIN, SAGAT, WHITNEY HOUSTON

FOR THE RECORD • New York
 Jeffrey Allen (212) 598-4177
 • BJORK, THE FOG, JOHN ROBINSON PRESENTS, KD LANG, LISA LISA

PACIFIC COAST DJ ASSOC. • Long Beach
 Steve Tsepelis (310) 433-6569
 • BEAVIS & BUTT-HEAD, LISA LISA, MINISTRY, THE OTHER TWO, TAG TEAM

SOUTHERN CAL. D.J. ASSOC. • Hollywood
 A. J. Miller/Joe Pierce (213) 467-6855
 • DANNY JAMES, THE FOG, MIDI RAIN, WHITNEY HOUSTON

LET'S DANCE/IRS MUSIC POOL • Chicago
 Mike Macharello (312) 525-7553
 • THE FOG, HADDAWAY, L.E.D., PET SHOP BOYS

BADDA • San Francisco
 N. Lygizos/David X (415) 882-9700
 • BJORK, ONE DOVE, PRINCE OF HOUSE, SHABBA RANKS, THE WHOOLIGANZ

PHILADELPHIA SPINNERS ASSOC. • Cherry Hill
 Bob Pantano/Tony Harris (609) 662-7222
 • CYNDI LAUPER, THE FOG, THE OTHER TWO, P.M. DAWN, WHITNEY HOUSTON

ADVANCED MUSIC PROMOTION • Detroit
 Lee Eckinger (313) 543-1764
 • BEAVIS & BUTT-HEAD, KD LANG, MIDI RAIN, THE OTHER TWO, SHABBA RANKS

DANCE DETROIT • Detroit
 Steve Nader (313) 541-4323
 • BEAVIS & BUTT-HEAD, DJ DISCIPLE, NU COLOURS, PET SHOP BOYS, TAG TEAM

MID-WESTERN DANCE ASSOC. • Detroit
 Enola-Gaye Porter (313) 546-8448
 • BEAVIS & BUTT-HEAD, CYPRESS HILL, LISA LISA, MIDI RAIN, WHITNEY HOUSTON

NORTH TEXAS DANCE ASSOC. • Dallas
 Tony Aco (214) 826-6832
 • DJ DISCIPLE, HADDAWAY, HIS BOY ELROY, LISA KEITH, WARREN RIGG

BOSTON RECORD POOL • Boston
 Robin Springer (617) 325-7665
 • 2 UNLIMITED, THE FOG, KD LANG, MOBY, WHITNEY HOUSTON

MASSPOOL • East Boston
 Gary Cannavo (617) 567-2900
 • CYPRESS HILL, CYNDI LAUPER, KD LANG, LISA LISA, ORIGINAL FLAVOR

OUR MID-ATLANTIC POOL • Washington, DC
 B. Keart/A. Chasen (202) 483-8880
 • BEAVIS & BUTT-HEAD, BJORK, KD LANG, LISA LISA, PRINCE OF HOUSE

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 M. Moretta/P. Zon Zon/T. Roca (305) 532-4487
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 Scott Allan (516) 845-1938
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LONG ISLAND RECORD POOL • Long Island
 Jackie McCloy (516) 796-6596
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NORTHWEST DANCE MUSIC • Seattle
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 Jim Kolich (412) 885-1472
 • KD LANG, MC LYTE, PRINCE OF HOUSE, SHABBA RANKS

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 • JOHNNY P, KD LANG, LISA KEITH, MIDI RAIN, PRINCE OF HOUSE, PET SHOP BOYS, REEL 2 REAL, RUPAUL, STING, TLC

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DANCING DISC'S OF DENVER • Denver
 Lawana Sims (303) 333-6901
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CENTRAL OHIO RECORD CORP • Columbus
 Joe Dillon (614) 221-5907
 • FACTORY OF LOVE, MC LYTE, NEFERTITI, THE OTHER TWO, WEST END GIRLS

SOBAD • San Jose
 Joel Wyrick (408) 277-0111
 • BEAVIS & BUTT-HEAD, CYNDI LAUPER, HADDAWAY, PLAN B, PRINCE OF HOUSE

CONNECTICUT'S MUSIC POOL • Orange
 Stephen M. Richardson (203) 789-0035
 • 2 UNLIMITED, AFRO RICAN, KELLER TAGG, LISA LISA, SHABBA RANKS

RICKETTS RECORDS • Morristown, NJ
 Bill Rickett (201) 478-5764
 • BOYZ II MEN, E.G. FULLALOVE, FUNKTION/SIR CHARLES, KIM CUMMINGS, SHABBA RANKS

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 Scott H. Covert (513) 436-2558
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LAS VEGAS RECORD SYSTEMS • Las Vegas
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 Kevin Okada (808) 926-3591
 • HADDAWAY, MC LYTE, THE OTHER TWO, TAG TEAM, WHITNEY HOUSTON

5 STAR • Kentucky
 Mark Burney (606) 261-6972
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KEYSTONE SPINNERS RECORD POOL • Wilkes Barre
 Carl Gross (717) 823-5233
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CULTURE BEAT "Mr. Vain"

Thanks to all the record pools for making
 "Mr. Vain" #1 for 4 consecutive weeks!

With special thanks to

Frank Ceraolo and **Liz Montalbano**

for their efforts and dedication

CULTURE BEAT
 mr. vain



trying to think of something that betters the community. Something that people really care about, that wasn't a promotion. We asked, "What's the biggest problem in the community right now? Well, we've got over 500 shootings this year," which told us right away what we should do, which was try to get people to stop shooting each other. Luckily Ben Hill was behind us, and helped us pull it off. And you learn, every time you try to do something like that, how to do it better next time. It's just like having these concerts, every time you make a mistake, you learn what not to do to make it better the next time. So the first 'Stop The Violence' campaign probably was the best because it was the first one, the first time. But just like my first concert I ever gave, back at 'PGC, compared to the ones we do now, they get better every time, because hopefully, you learn from your mistakes.

NOW IT SEEMS LIKE EVERYBODY'S DOING IT. DO YOU FEEL IT'S GOTTEN WATERED DOWN AS A RESULT OF THAT?

Dave: Stop The Violence doesn't mean much anymore. Now it's like a commercial. We were doing it from the heart because we were out in those streets worrying for our own lives as much as anything else.

HOW DO YOU GO ABOUT CONVINCING YOUR AUDIENCE THAT IT IS FROM THE HEART NOW, INSTEAD OF JUST SOUNDING LIKE JUST ANOTHER RADIO STATION...

Dave: You don't want to sound like you're preaching, especially when you're playing records that have to do with violence. You've got to really be there, not just by paying it lip service - you've got to prove that you really care, by going out and doing something about it. I always used to stress to the jocks not to come down on the gang-bangers on the air, not to sound 'holier-than-thou,' calling names and acting like they're the problem. The problem is society as a whole. They aren't learning it just from anybody, they're learning it from society, from TV...from music...from real life.

I WAS THINKING ABOUT DYLAN'S 'EVERYBODY MUST GET STONED,' 'HEY JOE,' BY JIMI HENDRIX, 'DOWN BY THE RIVER,' BY NEIL YOUNG: SONGS ABOUT DRUG USE AND VIOLENCE. THE CONTENT OF THIS MUSIC IS NO DIFFERENT THAN THE STUFF IN THE 'GANGSTA RAP' OF TODAY.

Dave: I think because we see what that kind of stuff can do...

Chuck: It's a different time now...

Dave: It doesn't mean I won't play 'em, if they're hits. You've got to have a social conscience about what's going on around you, take a stand sometimes.

SO THE RECORD GOES TOP 5 IN SALES, THE MARKET IS DEMANDING IT, BUT IF YOU DON'T THINK IT'S APPROPRIATE, THEN YOU'RE GONNA STAY OFF OF IT.

Dave: It's done on a song-by-song basis. I'm not going to say in a general term that any song like that, that has that kind of content...I think it's just on a song-by-song basis. I think a station like ours has to be very socially conscious, because we're making an impact. I mean everything we're doing, people believe, or they should, if we're doing it right. We have an opportunity to better our community.

CHECKING THE NUMBERS, IT LOOKS LIKE YOU GUYS ARE OWNING THE ADULT FEMALES.

Dave: We're the #1 music station for the fifth or sixth book in a row with a 10.6, 12+...Our female numbers are strong in every demo.

Chuck: #1 18 to 49. #1 12-49...all the way up.

Dave: Top 5 25-54. Top 3 25-34. That's not as much because of the music, as it is that when we turn on the microphone, I have pictures up there of our listeners, and they're supposed to look at those pictures cuz, it's directed to them...

Why would a 25-34 female want to hear dick jokes?

I DON'T EXPECT YOU TO GIVE AWAY ANY SECRETS, AS SUCCESSFUL AS YOU ARE...

Dave: You know what, there are none. There are no great secrets. It's gut, it's instinct.

TELL US ABOUT YOUR VOICE WORK. YOUR VOICE DROPS, YOUR PROMOS...

Dave: Our stuff is usually pretty tongue-in-cheek in most cases. It's got an attitude, but it's not screaming at you. We don't have to scream at people to get them to listen to us. With the drops and all that stuff... back when I grew up most of the stations sounded like screamers, so that's kind of what I grew up hearing until I started hanging out with Jerry

Clifton, and he kind of changed my thoughts on that. When you realize there's a better way to do it, that's what you should do. Luckily, through Jerry, I've got a lot of clients now.

HAVE YOU FOUND A DIFFERENT DELIVERY FROM MARKET TO MARKET...?

Dave: Every station has a different sound. What I would do for WILD107 in San Francisco, I wouldn't do for 102JAMZ in Orlando, because the vibe is different. I don't have any stations that want screaming voice-overs. They want a big, ballsy, sexy voice like mine.

I GOTTA ASK YOU GUYS THE QUESTION THAT MUCH OF THE RECORD INDUSTRY WANTED ME TO ASK YOU TWO: WHAT ARE YOUR LIKES AND DISLIKES ON HOW YOU'RE PROMOTED ON RECORDS?

Dave: I just want to hear the record and see if it fits. There's so much politics in between the record guys and the music director before it gets to me. I try to stay out of the politics of it. Chuck's very good at handling that part.

Chuck: I don't really enjoy the politics of it, but the way Top40's are today, with promotion budgets being cut, politics is a necessary evil in this business. In essence, if a record is a hit, we're going to play it...

You'll never find a record being played on FM102 because of a record company's promotion. It's if the record is performing. That's why we have various forms of research: callout, sales, top-of-mind requests. They all balance out each other, and we can find out what the hits really are. And as far as being worked on a record, the best information you can give me is sales. If you don't give it to me, I'll get it somewhere else.

WHAT CAN THEY GIVE YOU THAT YOU DON'T HAVE ACCESS TO THAT WOULD MAKE THEM MORE IMPORTANT TO YOU.

Chuck: In all honesty, nothing. There's nothing you can tell me or Dave or anybody that is going to qualify your record. The thing that's interesting is that most of the people that work records that tell you that their record's a hit for your market have never, worked in a radio station in their careers. What qualifies them to tell you that a record's going to be a hit at your radio station? Their job is to give us the information that's right for FM102. The best labels are the ones that are service oriented, and the ones that will be patient, and when we

ask for support on a project, to maybe bring in an act for a concert. That's the best way you can work FM102 on a record, because that will benefit the station, and it will benefit the record company.

DO YOU LOOK AT OTHER STATIONS AROUND THE COUNTRY?

Dave: Every market's different. I don't really key into any particular market. If it's a winning station, that's what I look at.

CAN YOU TALK ABOUT THE ROLE OF JERRY CLIFTON?

Dave: He comes about twice a year...

Chuck: And I particularly enjoy the experience...

WHEN HE COMES IN AND PUTS HIS FEET UP ON YOUR DESK, AND SPENDS ABOUT HALF THE DAY ON YOUR PHONE...

Dave: Yeah. Steals my office, basically, and uses my phone to call his other stations.

UNLIKE A LOT OF PD'S YOU'RE ALSO DOING FULL-OUT PRODUCTION.

Dave: I'm also a musician. That helps a lot in the production aspect. It also helps in imaging a station, because to me, the station is like a song...I look at it like a painting. Radio is art. It's a business, but it's art, too. GMs and sales people look at it a different way, but they have to; it's their job.

LET'S GO BACK TO THE MUSIC. YOUR OWN OPINION: WHY ALL OF A SUDDEN THIS 'OLD SCHOOL' PHENOMENON?

Dave: The Old School concept came about at a Clifton/New World brainstorming session in San Diego last year. It works because it's conducive to the format. It's the only really old product we can play that really conforms to the format.

Chuck: These were almost forgotten records...

Dave: Yeah, they were House Party records. They weren't records that were usually played on the radio at all. Those were the songs that everybody liked. The old Cameo records, and the Zapps, and stuff you would hear at House Parties. You would hear it booming in everybody's cassette deck in their car, but you'd never hear the radio stations play it.

We see a lot of 30 year-olds at Old School nights at local clubs.

"WE
AIN'T
GOIN'
OUT
LIKE
THAT."



WE
JUST
AIN'T
GOIN'
OUT.

THE NEXT ONE.
CYPRESS HILL.

- OVER 2.6 MILLION ALBUMS SOLD WORLDWIDE ON THE STRENGTH OF ONE GOLD SINGLE - "INSANE IN THE BRAIN"
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Chuck: We throw an Old School party about once a month at some cool location around Sacramento, and it's always packed, lines waiting to get in.

Dave: A lot of clubs have these parties. One reason is to keep out the hoodlums. It kind of better the quality of your audience.

YOU'RE GOING TO GET THE ADULT FEMALES. YOU'RE PLAYING RECORDS THAT THEY GREW UP WITH.

Dave: Yeah, you go back to when they first got musically active, when they were around 16 or 17.

Chuck: We have research that goes back ten years.

A LOT OF MAJOR RECORD COMPANIES HAVE THEIR POP DEPARTMENTS, AND YOU HAVE SOME RECORDS THAT GET WORKED URBAN, AND THEY DON'T SERVICE THEM TO YOU UNTIL THE RECORD COMPANY DECIDES...

Dave: And we have to call and say, "Hey, man, this record has really gone pop. Why haven't you serviced it yet?" Because they're still working it Urban.

Chuck: But at the same time, most of the successful Urban stations are in a sense Churban. A lot of the real successful Urban stations, like JAMZ in Dallas, and 'GCI in Chicago, those are just like any Clifton-based Churban stations. They're playing hits. No matter what the trades or the record companies define as the format, it doesn't sound a whole lot different than FM102.

Dave: I don't like the way you have to categorize, especially when we first came on with the format. All the Urbans went on the air saying "don't listen to 'PGC, because it a bunch of white folks trying to take the black dollar... blah, blah, blah..." That wasn't really the case. It's just the politics you've got to play sometimes. When you step on somebody's turf, they're gonna try to bite ya.

DO YOU FIND IT DIFFICULT TO GET THE SAME ACTS FOR SHOWS WHEN THEY PLAY YOUR BAY AREA COMPETITORS JUST 90 MILES AWAY?

Chuck: I know myself that when someone pulls that kind of shit, I know I don't forget it. We've worked very hard to where that doesn't happen nearly as much, if at all. We've had a sold-out Fall Jam with Tony Toni Tone, Shai, Zapp N Roger, George Clinton, DRS, Duice... We always sell out, and we always get a huge ratings spike in the months that we do these concerts.

Dave: If they can sell units here, and they can sell tickets here, they'll bring them here. Concerts not promoted by us tend to go to the Bay Area, but that's why ours are so successful, because we don't get a lot of the concerts that come down the pike and go to San Francisco and L.A. We do our own.

I'M AT THE DR. DAVE SCHOOL OF PROGRAMMING. WHAT ARE YOU GOING TO TEACH THIS FUTURE PD?

Dave: Well, by industry standards, they probably don't consider me a successful PD. I don't get off on seeing my picture or name in magazines, unlike other PD's who have half the ratings I do. I want my station to win big and make money. So in that sense, that's success to me. I'm a real private person; I don't like to do these kinds of things very often. You either see it or you don't; it's a vision.

YOU'VE TAKEN TWO LOSING MAJOR MARKET STATIONS TO #1 - HOW DID YOU DO IT?

Dave: It was easier at 'PGC because it was already in the works, the vibe was already there, so it didn't take us long to take it to the top. It was already on the way up and I was already a part of it instead of starting all over. FM102 was a great experience, in that it was the opposite of WPGC. It

Dave: We drive around, listen to the station, and talk about what we're going to do that day. I try to be there for as many hours a day as possible, but I'm not getting anything done if I'm there. I'd rather be out observing people and listening to the station. You can't be a PD if you ain't listening to your station. I eat, sleep, and drink this radio station. I have a real high car phone bill because I'm always listening in my car and calling in. I'm out there like the listeners are, listening to the radio.

SO THE LARGEST NUMBER OF CALLS ON YOUR CAR-PHONE BILL WOULD BE THE HOTLINE NUMBER?

Dave: Very few bad hotline calls ... most of the time, I'm calling to say, "Hey, that was good. The traffic here at such-and-such corner is stalled, so mention that I'm sitting here behind this fool whose tire is flat." It's the sense of immediacy. The closer to your listeners you get, the more the station is like their lives.

CHUCK, WHAT CAN YOU TEACH ME ABOUT PROGRAMMING?

Chuck: I think that, if you're going to be a successful programmer, you need to have a philosophy behind what you do. You've got to have a philosophy on what it means and takes to be successful.

the way we approached it did. If you're truly serving your audience, you can't lose.

Dave: We try to beat ourselves. There's no one else to beat at this point. We had a meeting at my house last week. We called all the jocks over, ordered a pizza, and we sat there and put down what we thought were our weak points and tried to create a station that could beat us. We're not as good as we think we are; we have a lot of growth areas.

CHUCK, WHAT'S IN THE FUTURE FOR YOU?

Chuck: Definitely programming. The Churban format is my format of choice, and I plan to be at my own station soon. I've been here 3 1/2 years and this has been the greatest job that I have ever held. Not only have I become a decent programmer and a good air talent, but in my personal and professional life I think I've grown up a lot and really learned the ropes of the business. I can really say, "If I don't ever go on to do anything else in this business, I really have lived the business at this station."

TALK A LITTLE BIT ABOUT THE RELATIONSHIP BETWEEN THE TWO OF YOU.

Chuck: It's cool because we live two blocks from each other. We watch each other's back. We confer with each other constantly. There's a lot of communication between us ...

Dave: ...and we're friends. That helps... you can't really communicate that closely 24 hours a day and read each other's minds if you're not friends.

CHUCK'S CLOSING REMARKS:

If people want to know me, come to Sacramento, and I'll buy... I'm into meeting new people face-to-face.

And Ricky, it's nice to do this interview with someone we know and trust; so thanks!

DAVE'S CLOSING REMARKS:

1. Thanks to record companies who are so supportive of their product, and of our station... Warner Bros., Mercury, Atlantic, Capitol, Gasoline Alley/MCA, Interscope, A&M, and all the others. Sorry if I didn't name you.

2. Thanks to employees who help "paint the picture" Sonia, Shannon, and the GM Jerry McKenna, who stays out and lets us "play radio."

3. Thanks to Jerry Clifton, who helps by having an "outside ear" and "dissecting" the station's weaknesses.

**"If I don't ever go on to do anything else in this business, I really have lived the business at this station."
- Chuck Field**

needed a "vibe" desperately, and in creating that "vibe," we had to replace the people who were holding us back from success. Looking back, I think that the "clean sweep" theory may have been smarter than the "slow-fix," but you live and learn. I'm glad we finally did get that "vibe," and things seem to be on the right track. All in all, both stations have been great learning experiences, and I'm looking forward to many more challenges.

I SPEAK TO GUYS WHO PROGRAM FROM THEIR OFFICE ...

Dave: It's the opposite of what we do. I force myself to get out of the station because I can't get any work done there. You're always putting out fires and it's boring.

Chuck: The first thing Dave and I do every single morning is have a meeting outside of the radio station.

Dave: You have to have a philosophy, but you can't be so rigid that you won't change if you find something that works better.

Chuck: Top40 is an ever-changing, ever-evolving format. Your philosophy can stay the same, but you've got to be able to adapt to the changing times. The kind of station I'd like to program is music-oriented, hip, service-oriented Top40 that appeals in certain times of the day to the needs of the listener. That's the basic philosophy of my programming.

We found that becoming more core is what the audience wants. The Old School thing is a perfect example. There is a demand for that and we filled that demand. We served the listener with what they wanted to hear. We found the jocks that would serve our audience best. We changed with the times. But that's all within the framework of the same philosophy. The philosophy never changed, it's just



OVER 200,000 ALBUMS SOLD

HOT97/New York - 65 Plays

WIOQ/Philadelphia - 30 Plays

WWKX/Providence - 24 Plays

WPGC/Washington DC - 10 Plays

METHOD MAN



CHANTAY SAVAGE "Betcha'll Never Find"

**JUST ADDED: WJMO-FM Q99 FLY92 WKSS
FUN107 WOVV HOT105 KWIN**

**ALREADY ON: HOT97.7 92Q WGTZ HOT102 WHHH
KLYV KKSS WA1A KZHT WJMX KKMG WERZ WQGN
KKFR Z90 WHYT KTFM KPRR KIXY**

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Ear To The Ground



Here's MCA recording artist Meat Loaf hanging out backstage after his recent L.A. concert. Pictured (L-R): MCA's Trish Merelo and Mark Gorlick, Meat Loaf, MCA's Bruce Tenenbaum and Gina Iorillo, HITMAKERS own Ricky Leigh, and MCA's Paula Tuggey

Late-Breaking News And Inflammation:

As we hinted at last week, the new APD at KMEL/San Francisco is KGGI/Riverside-San Bernardino APD/MD MIKE MARINO. KMEL PD DAVE SHAKES told THE EAR, "Many excellent candidates have presented themselves, but we think Mike is the perfect fit. He's smart, passionate, creative, and he 'gets it.' I'm thrilled to work with him."

Not to be outdone, Marino added, "It's always difficult to leave a great station like KGGI, and a great company like American Media. But a chance to work for EVERGREEN and KMEL is a chance of a lifetime, and I'm excited to be a part of the team."

Look for Marino to wrap up his business in Southern California and begin in the Bay Area on January 3.

Congrats to RICH STEVENS, who lands his first PD position at HERITAGE Broadcasting's WFKS-(KISS) Daytona Beach, FL. Stevens, who spent many fine years at 102JAMZ/Orlando and WPLJ/New York, most recently did swing at The POWER PIG-Tampa.

KISS was one of six Heritage stations purchased this week by FRANK OSBORN for a reported \$22.5 million. The other properties include WKSF-FM/WWNC-AM/Asheville (home base for Heritage Group PD, J.J. COOK), WOLZ/Ft. Meyers, and WAAX-AM/WQEN-FM/Gadsden, AL.

Osborn, who apparently had a few bucks left over after the Heritage buying spree, also purchased WAYV-Atlantic City for an undisclosed sum.

SUE KELLY has exited the PD chair at KZHT-Salt Lake City. No replacement has been named, but THE EAR hears a couple of JEFF's could be interested in the job - JEFF BALLENTINE, formerly of 92Q/Baltimore, and JEFF DAVIS, formerly of POWER102/Fresno. Stay tuned.

CASEY KEATING checks in to let us know he's inked MIKE TIERNEY as Music Coordinator. Tierney programmed the Syracuse University college station, and also interned and worked in the promotion department at HOT97/New York. He recently relocated to Seattle because of the fine weather, (have you been to Syracuse lately?) and also appreciates the many industrial applications of flannel.

WOMX/Orlando ups APD/PM Driver NICK

SANDERS to the PD slot vacated by PAT PAXTON, now programming sister station KHMx-Houston. Sanders, a four-year station vet, is taking himself off the air, with the exception of his 70's Saturday Night show. He also worked at the late, great Y106 as FAST BOBBY a few years back. Sanders told THE EAR, "I'm very excited to be able to take over the reins of a station that PAT PAXTON has already positioned so successfully, both musically and promotionally. Programming has been a life-long dream of mine since I got into this business 17 years ago. Working with Nationwide in a market like Orlando is an unbeatable combination."

Stand by for a lucrative job opportunity!

Actual Damn Jobs:

HOT97-New York has a rare part-time on-air opening. PD STEVE SMITH says if you live in the Tri-State area, and think you're ready to step up to the plate at New York's Hip-Hop station, send him a package. Steve Smith, PD, HOT97, 1372 Broadway, 16th Floor, New York, NY 10018. EOE.

PETE JONES of HOT105/Merced-Modesto checks in to let us know he's in immediate need of a new morning show. Seems J.V., ALIX PETERSON, and Producer HOLLYWOOD are exiting for a new gig to be announced shortly. Send your winning package to: Pete Jones, PD, HOT105, 1723 N Street, Merced, CA 95340. EOE.

Nationwide's WOMX/Orlando is in immediate need of afternoon air talent. Presentation should be positive, natural and friendly, with an emphasis on relatability to the 25-34 female demo. Send your T&R: NICK SANDERS, PD, WOMX-FM, P.O. Box 8105, Winter Park, FL 32790. EOE. No Calls Please.

In Other News:

Congrats to WVIC/Lansing, celebrating 30 years as a Top40 radio station with a gala anniversary show on January 8 at the Michigan State Auditorium. Come party with 3800 of your closest friends. Confirmed at presstime: FIREHOUSE, BOY KRAZY, JOSH KADISON, and 38 SPECIAL.

More special guests TBA.



American Recordings paid their own cheeky tribute to WEA Distribution's Henry Droz, who is retiring after 16 years as President. They deployed the infamous Sir Mix-A-Lot "Butt Balloon" on the roof of their building, which is conveniently located across the street from Droz' office. Said Henry, overcome with emotion, "This is the greatest tribute anyone has ever paid me." American was later reprimanded by building management, who deflated the Butt, and took away their key to the roof...



Here is Sister Mary Jacqueline Satter taking a spiritual pause to catch up on the latest industry info about her favorite record label, Jive.

INTERSCOPE Records ups NINO CUCCINELLO to West Coast Regional Promo Rep, filling the immense void created when SEAN LYNCH got the national gig.

Congrats to ARISTA VP/International ELIZA BROWNJOHN, who was married to DAVID DIAMOND on December 3.

Former KDWB Morning Guy STEVE COCHRAN lands in Chicago for mornings at WPNT-FM. Look for this gig to actually last longer than his last Windy City opportunity, which unraveled before he hit the airwaves at WCKG-FM several months ago.

Look for more broadcast groups to follow the lead of INNER CITY, who announced this week it was banning songs that contained what they considered "derogatory, profane, or misogynist lyrics, or lyrics which advocate violence." Inner City stations include WBLS/New York and KACE/Los Angeles. POWER106-L.A. has announced it will bleep out offensive words.

Love those good, old-fashioned radio war stories we all will be telling our grandchildren. Case in point: KDGE/Dallas PD JOEL FOLGER is hired to DJ the Christmas party for a company called Kelly International Security Services. (check those initials...) No one was more surprised than Mr. Folger when the group of pencil-pushers he thought he was spinning for turned out to be the entire staff of crosstown rival KHKS! Folger, who was a good sport and actually stayed for the entire party (he had to; he signed a contract), was presented with a T-shirt imprinted with "Joel Folger Loves 106.1 KISS-FM!" Acting PD SEAN PHILLIPS promises to send along some fab pix and video of this most memorable evening.

Next Week: HITMAKERS Year-End Issue

HITMAKERS REGIONAL SEMINARS

1994 SCHEDULE:

SAN DIEGO NEW YORK

Stay tuned for complete details.

The Smash Euro Remixes Invade America Freddie Mercury "Living On My Own"

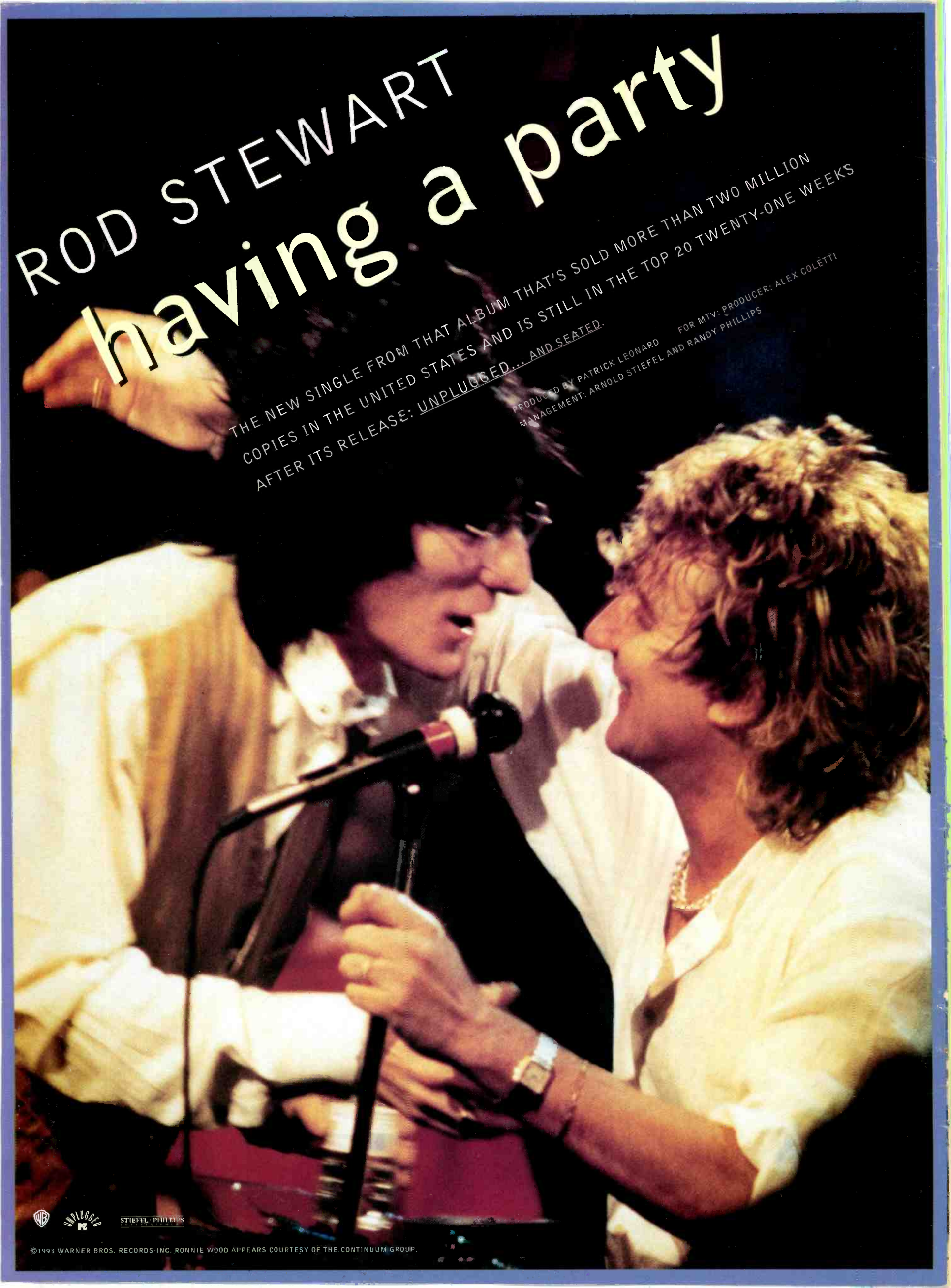
Rearranged, produced and recorded by Serge Ramaekers, Colin Feter and Carl Ward for 'No More Brothers' Productions at No More Studio 1, Antwerp. Special thanks to Jay Burdis.

Hot Action At: 95QQ (Add #27) KRBE (8-5) Q99 (Add) WAAL (Add) WQGN (Add)
KHFI (20-15) K106 (Add) WXKB (Add) WMMZ (Add) WZAT (32-27)
KWTO (Add) WHTO (Add #39) KQIZ (Add) KISR (Add) KCHX (Add)
WBNQ (Add) KMGZ (Add) KGGG (Add) KTRS (Add) KQIX (Add) KTMT (Add)

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ROD STEWART having a party

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