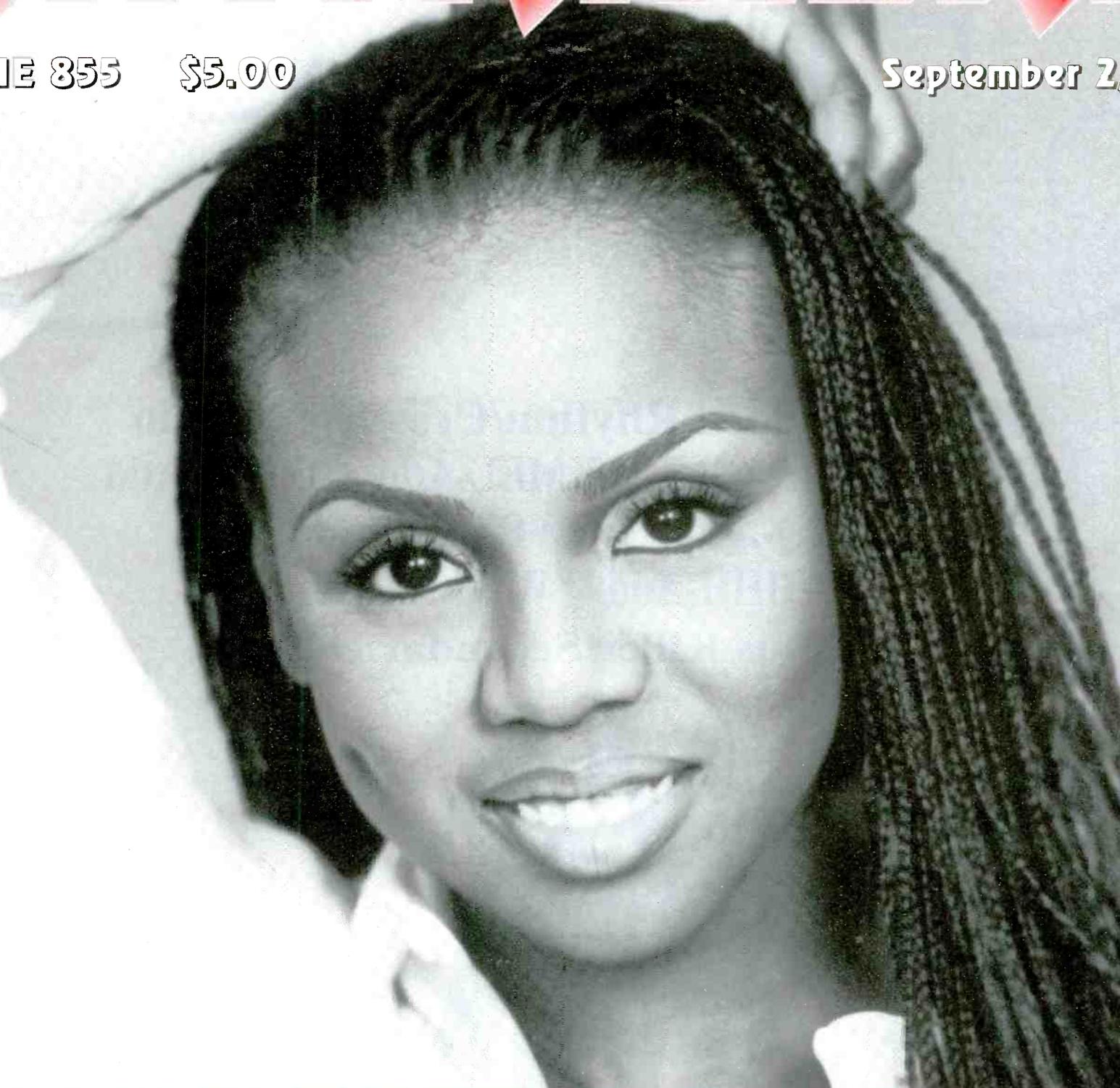


# HITMAKERS®

ISSUE 855 \$5.00

September 2, 1994

A black and white portrait of Cassandra Mills, a woman with long, dark, braided hair, wearing a white shirt. She is smiling slightly and looking directly at the camera. Her hands are raised behind her head, with fingers spread.

## CASSANDRA MILLS

*President/Urban Music - Giant Records*  
*The Complete Text of her N.Y. Seminar Keynote Address*

**ALSO IN  
THIS ISSUE!**

**B96 • KMEL/THE BEAT Wake Up Show, & Z90  
Reflect On The New York Meetings**

THE NEW, SEXIER SHADE OF

# JADE

IS GOING TO BLOW YOUR LISTENERS AWAY!

**#2 Most Added Rhythm/Crossover Radio**  
**HOT97-NY 4x A Day KMEI-Add WIOQ-Add**  
**92Q-Add POWER PIG-Add**  
**WHHH-Add WWKX-Add**  
**Plus Killer Secondaries!**



**5-4-3-2**  
**(YO! TIME IS UP)**

THE FIRST SINGLE FROM JADE'S NEW FORTHCOMING ALBUM, MIND, BODY & SONG

**IN STORE SEPTEMBER 27**



EXECUTIVE PRODUCER: CASSANDRA MILLS  
©1994 Giant Records.

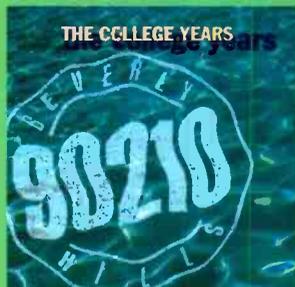
# 13 Million Viewers Are Listening.

From Beverly Hills to Boise to Boston,  
millions of  
Beverly Hills 90210 fans  
are waiting for  
the hit soundtrack of the season,  
featuring the premiere single

## “Make It Right” Lisa Stansfield

On your  
desk now—  
the R. KELLY  
Hot Mix!

- The first BH 90210 album went Gold in the U.S.
- Sold 1.4 million units worldwide
- Delivered three Top 10 singles
- Look for Lisa's single and video on Beverly Hills 90210 this fall.



Produced by Rhett Lawrence for Lawrence Productions and Ian Devaney for Bookman Trading Limited. Reproduction and remix by R. Kelly for Eas Productions, Ltd. Executive Producer: Jeff Aldrich.

 ©1994 Giant Records

New This Week At: Already On:  
**Y100** **KBXX**  
**Z90** **Q106**  
**WAHC** **PWR PIG**  
**93Q** **PWR96**  
**HOT105** **KKRZ**  
**WPRR** **and more**  
**KZMG**  
**KTMT**  
**WHTO**  
**KLYV**  
**WNKI**  
**WDBR**

The song will be featured on the *Beverly Hills 90210* Sept. 14th episode!

**69\*** *to* **21\*** *to* **?\***  
**(GREATEST GAINER/SALES)**



**AALIYAH** *"At Your Best (You Are Love)"*



BACKGROUND ENTERPRISES



**Information based on Billboard's HOT 100 Singles  
chart for week ending September 10, 1994**

# CRYSTAL WATERS

**New At:**

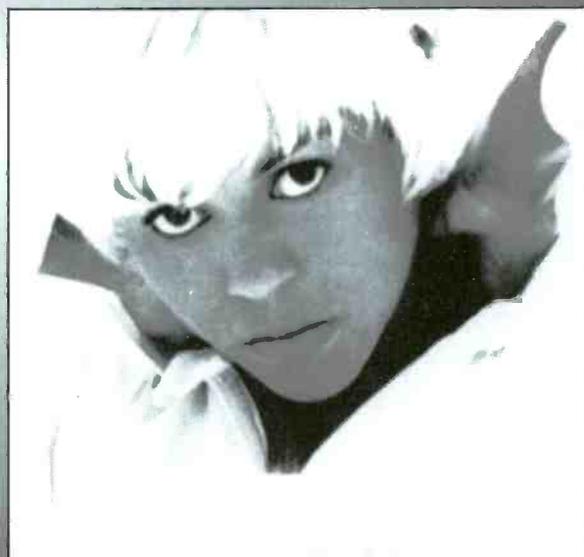
**"100% PURE LOVE"**

**KBXX  
WILD107  
HOT97.7  
K106  
WGLU  
KISR  
WPXR  
WRHT  
WIXX  
WKFR**

**Major Rotation At:**

**B96 59x  
WZPL 54x  
KS104 40x  
KKFR 43x  
KZHT 42x  
WAHC 45x  
KIIS-FM 43x  
WHJX 47x  
W100 41x  
And Many More**

- **Over 2000 Top40 BDS Spins**
- **Over 14,000 Units Sold This Week**



**SoundScan Single #31 - 26**

**BDS Mainstream Monitor 25 - 19\***

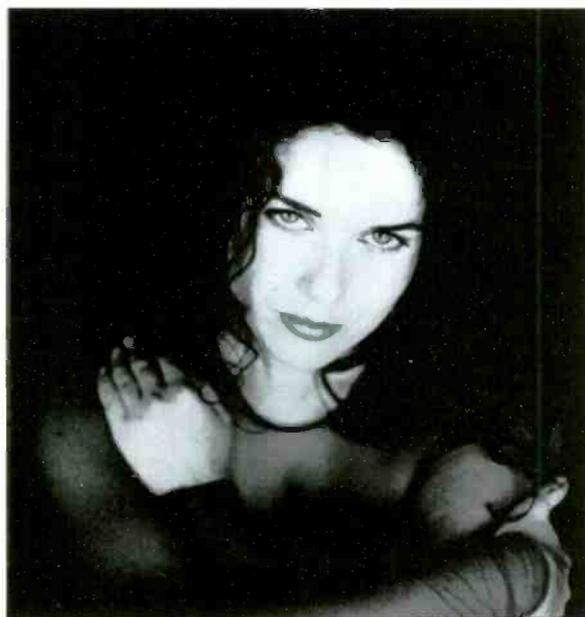


**(AIRPOWER OF THE WEEK)**

# LAUREN CHRISTY

**"COLOR OF THE NIGHT"**

**NEW AT:**



"If you're in search of a powerful balled, look no further than Lauren Christy".

*Dan Bowen APD/MD WNCI*

"Already getting female requests... Sounds excellent on the air."

*Bill Mitchell, PD, U93*

**Z104 WNSL  
WHTO KKRD  
KMCK KZ10  
KISR WZPK  
WWKZ**

**Early Rotation At:**

**WZPL 16x  
WNCI WBIZ  
WLAN U93  
KHTT KOKZ  
KZII KTMT  
K106 And  
WZYP more...**

**BDS AC AIRPLAY 32 - 24\*  
(BIGGEST MOVE ON THE CHART)**





# For Real

*"You Don't Know Nothin'"*

## New This Week

Y100/Miami

Q106/San Diego

KKRZ/Portland

PWR PIG/Tampa

KQKQ/Omaha

KIKI/Honolulu

KQMQ/Honolulu

B95/Fresno

HOT105/Modesto

KTMT/Medford

WZOK/Rockford

WKSI/Greensboro

WDBR/Springfield

KGOT/Anchorage

KLYV/Dubuque

WLAN/Lancaster



*"Look out SWV and En Vogue -  
these girls are 'for real.'"*

-Mike Ring, PD/MD, KHTT

From The Album:  
*It's A Natural Thang*



# HITMAKERS Faces & Places



**Ray Carlton**



**Jean Johnson**

## GIANT Restructures Promo Staff; Ray Carlton and Jean Johnson Upped

GIANT Records has re-aligned its Promotion Department, it was announced by Steve Backer, General Manager, of GIANT Records. In the new arrangement, Ray Carlton and Jean Johnson are promoted to Head of Promotion and Head of Pop Promotion, respectively. Both are based in Los Angeles.

Commented Mr. Backer, "We've structured our Promotion Department to reflect the diversity of the GIANT roster, allowing us the flexibility to break a record in any given genre and move it to other formats. In addition to Ray and Jean's promotions, which are very much deserved, we've brought in Barry Lyons as Head of Rock Promotion, and now Ray Mancison for College Promo, giving GIANT the best radio team we've ever had. It's a very exciting time for us."

Ray Carlton was most recently GIANT's Head of Pop Promotion, the position he has held since joining the company in 1990.

Jean Johnson was most recently GIANT's Sr. Director, Pop Promotion, the position she has held since coming to the company in 1990.

## This Issue...

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BEAT & Z90
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President-Urban Music  
GIANT Records
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*John Robson has been appointed Vice President, Programming/International for Video Jukebox Network.*



*MERCURY recording artist Lauren Christy is taking radio by storm with her latest single, The Color Of The Night, from the original motion picture soundtrack to the psychological thriller "Color Of Night" starring Bruce Willis, Jane March, Leslie Ann Warren, Ruben Blades and Scott Bakula. Pictured above are **Bruce Willis** and **Lauren Christy**.*

## Hot Sheet Publishing, Inc.

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**BARRY FIEDEL**

PRESIDENT:

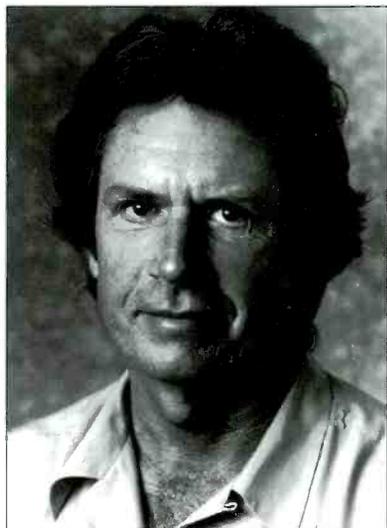
**BOB GREENBERG**

SR. EDITOR/GENERAL MANAGER:

**KEVIN CARTER**

Administrator: **KATHY FIEDEL**  
Business Affairs: **ANNE GREENBERG**  
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Director/Mainstream Top40: **BOBBII HACH**  
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Associate Director/Street: **SALWA SCARPONE**  
Operations Manager: **JAY RUBIN**  
Assoc. Computer Graphic Artists: **ANDY MUNITZ**  
**LISA MCCARTHY**  
Production Assistant: **PORTER B. HALL**

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*Dave Jerden has been appointed Vice President/Producer for ATLANTIC Records-Los Angeles.*



*EPIC executives present Luther Vandross with a plaque commemorating the Pop/Soul superstar's nine platinum and double-platinum EPIC albums. Pictured (l-r): **Vivian Scott**, VP of Black Music A&R, EPIC; **Richard Griffiths**, President, EPIC Records; **Luther Vandross**; **Lamont Boles**, Head of EPIC's Black Music Department; and **Dan Beck**, VP of Mktg. and Artist Development, EPIC Records.*

SECADA

# Whipped

**The Hot, Sexy, Steamy Version**

**#249 on **

**On Over 100 Top40 Stations  
Album Over 400,000**

**New Airplay At:**

**KKRZ    KKFR    WXKS    WZJM**

**WZPL – Top 5 Phones**

**PRO-FM and many more...**

EMI Records



Produced by: Jon Secada & Emilio Estefan Jr.  
Management: Emilio Estefan Jr. for Estefan Enterprises Inc.

# HITMAKERS

## MAINSTREAM TOP 40 DISCOVERY CLUB<sup>®</sup>

1. LUTHER/MARIAH "Endless..." (COLUMBIA)
2. ALL-4-ONE "Breathless" (BLITZZ/ATLANTIC)
- 2a. MAZZY STAR "Fade Into You" (CAPITOL)
3. FOR REAL "You Don't Know..." (PERSPECTIVE/A&M)
- 3a. KARYN WHITE "Hungah" (WARNER BROS.)
4. DANIELLE BRISEBOIS "What If God Fell..." (EPIC)
5. SHERYL CROW "All I Wanna Do" (A&M)
- 5a. STONE TEMPLE PILOTS "Interstate..." (ATLANTIC)
6. NINE INCH NAILS "Closer" (TVT/INTERSCOPE)
- 6a. REAL McCOY "Another Night" (ARISTA)
- 6b. WHYCLIFFE "Heaven" (MCA)
7. DEADEYE DICK "New Age Girl" (ICHIBAN)
- 7a. JADE "5, 4, 3, 2" (GIANT)
- 7b. JON SECADA "Whipped" (EMI RECORDS)
- 7c. LAUREN CHRISTY "The Color Of The..." (MERCURY)
- 7d. TYLER COLLINS "Thanks To You" (REPRISE)

# COLUMBIA RECORDS

Presents The

## HITMAKERS PROGRAMMER OF THE WEEK!

### COLUMBIA CRUSADES

#### LABOR DAY LISTENING

As the Summer comes to a close, the music continues to get hotter... We hope you spent Labor Day weekend with family & friends while listening to great music.

#### **TOAD THE WET SPROCKET**

"Something's Always Wrong"

The follow-up to "Fall Down," the #1 Alternative BDS song for a record six weeks straight.

September 13

#### **HARRY CONNICK, JR.**

"(I Could Only) Whisper Your Name"

His forthcoming single from the new album SHE.  
Early Airplay in New York, Chicago, Seattle, Detroit,  
Tampa, Charlotte, Memphis...

September 20

#### **SHAWN COLVIN**

"Every Little Thing (He) Does Is Magic"

From her new album, COVER GIRL, which debuts with 24,000 albums sold this week. Shawn uncovers the Police classic.

Coming Soon

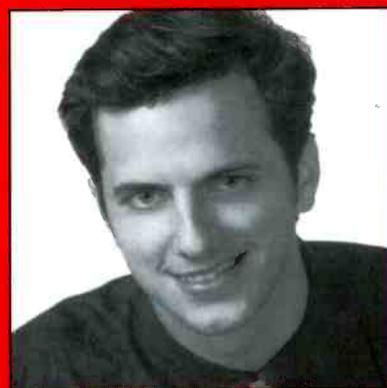
#### **AND YOUR FALL BOOK SECRET SINGLE...**

#### **INI KAMOZE**

"Here Comes The Hotstepper"

Starting in the Street...HOT97 - NYC, WJMN - Boston  
KBXX - Houston, 92Q - Baltimore  
WWKX - Providence.

## TOM



## POLEMA

#### **CAREER HIGHLIGHTS:**

My first shift at WVBR - Ithaca; Learning from everyone at WALK - Long Island; Helping KC101 - New Haven get a 14.7; Being recognized by my peers with industry awards like this; Working with the staff at KRBE.

#### **FAMILY:**

Wife of 6 years, Ginny. 2 year old son, Michael. KRBE staff (I know, sounds sappy, but I feel like I'm working with my friends).

#### **HOBBIES:**

Calling the Psychic Friends Network for guidance during the music meeting. Finding cool songs to break.

#### **QUOTE:**

"Trust the people you hire to do their jobs... and give them all the credit when things go right."

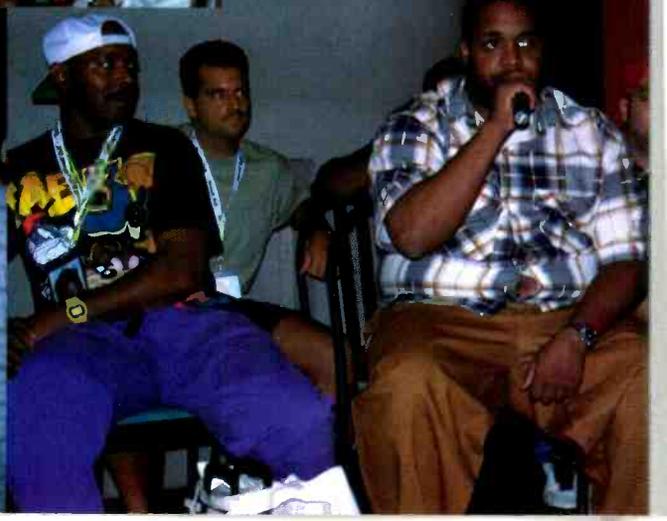
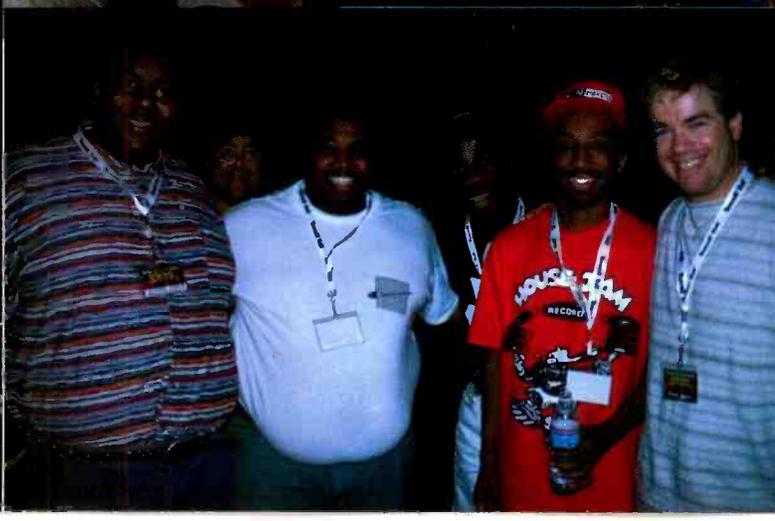
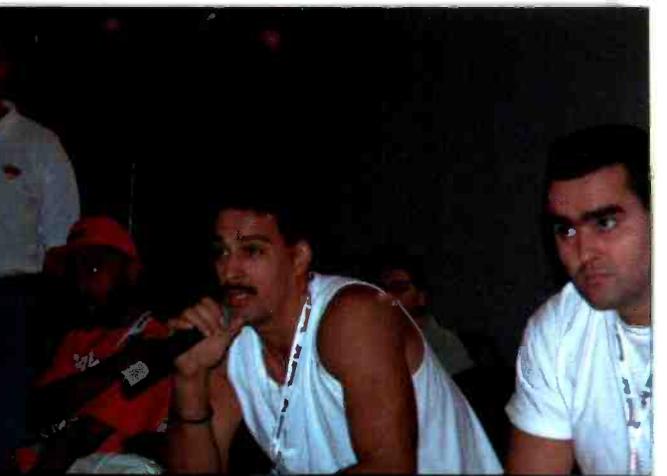
#### **NOMINEES FOR ISSUE 857**

##### VOTE FOR YOUR CHOICE

1. KEVIN PETERSON (APD/MD, KDWB/STAR94 - Min.)
2. DAN BOWEN (APD/MD, WNCI - Columbus)
3. TOM PEACE (MD, Y107 - Nashville)

Call Your HITMAKERS Account Executive  
(818) 887-3440

PROGRAMMER OF THE WEEK WINS A SONY WALKMAN™!



# ELTON JOHN

*On Over 100 Top40 Stations Including:*

**WXKS KDWB 12x WKSE 13x  
K92 and more**

**From the #1 Film of the Year.**

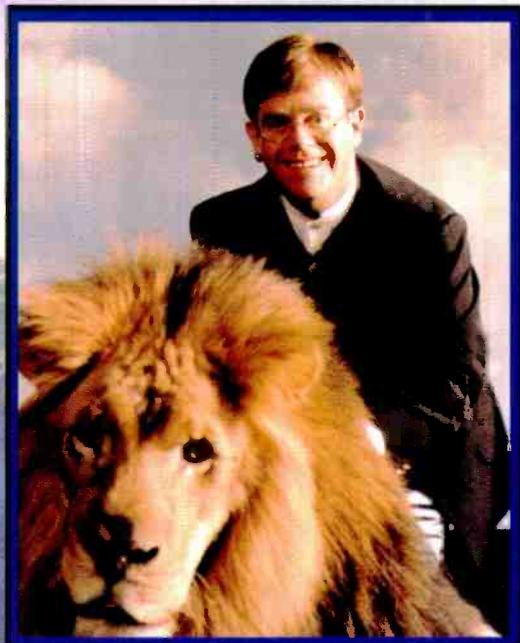
**#1-Selling Album 9 Weeks In A Row...5 Times Platinum.**

*Rotating At:*

**STAR94 32x B97 16x B94 22x WFLY 14x  
WNCI 16x WGTZ 14x and many more**



## Circle of Life



**The New Single**

**From The Original Motion Picture Soundtrack  
Of Walt Disney Pictures**

**THE  
LION KING**



**Produced by Chris Thomas.**

Also features courtesy of NCA Records. Photo by Rick Diamond.  
HR-64216-24 © The Walt Disney Company © 1994 William A. Bong, Ltd.  
Hollywood Records, 500 S. Flower Vista St., Burbank, CA 91521. Distributed by Elektra Entertainment  
A Division of Warner Communications Inc. © A Time Warner Company. Printed in the U.S.A.

# KARYN WHITE "HUNGARH"

## One Of The Most Added!

<u>Added At:</u>	<b>KMEL</b>	<b>KLYV</b>	<b>WHTO</b>	<b>WIFC</b>	<b>WVAQ</b>
<b>KKRZ</b>	<b>Q106</b>	<b>KTMT</b>	<b>KLUC</b>	<b>WWCK</b>	<b>KISR</b>
<b>WHHH</b>	<b>KZHT</b>	<b>WQGN</b>	<b>WVSR</b>	<b>WNOK</b>	<b>KQMQ</b>
<b>92Q</b>	<b>Q99</b>	<b>KKSS</b>	<b>KMCK</b>	<b>KWTX</b>	<b>KPSI</b>
		<b>WZOQ</b>	<b>HOT105</b>	<b>WBNQ</b>	
		<b>KOKZ</b>	<b>WFHN</b>	<b>KCAQ</b>	

**More Than 1200 All-Format BDS Spins!**  
**More Than 20 Million Listeners in its First Week!**

*Can/Box*  
**"FAR BEHIND"**

**Billboard Hot 100: 37-33\***  
**#34 Monitor Mainstream Chart**  
**8-8\* SoundScan Album Chart**  
**Still selling nearly**  
**80,000 Pieces a Week!**

<u>Added At:</u>	<u>Spinning At:</u>	<b>KKFR</b>	<b>12x</b>
<b>KDWB</b>	<b>KDGE</b>	<b>Q99</b>	<b>26x</b>
<b>PRO-FM</b>	<b>KROQ</b>	<b>KUBE</b>	<b>64x</b>
<b>KISF</b>	<b>99X</b>	<b>WPLY</b>	<b>14x</b>
<b>WIXX</b>	<b>WHJX</b>	<b>WNVZ</b>	<b>15x</b>
<b>WGTZ</b>	<b>HOT102</b>	<b>KC101</b>	<b>15x</b>
<b>WBBO</b>	<b>KDWB</b>	<b>and more</b>	
<b>KKMG</b>	<b>WKBQ</b>		
<b>WFLY</b>	<b>WZJM</b>	<b>Heavy</b>	
<b>KZMG</b>	<b>WAHC</b>	<b>30+ Spins</b>	
<b>WKXJ</b>	<b>WKSE</b>	<b>19th week No Burn</b>	
<b>WNSL</b>	<b>WGTZ</b>		
<b>WZKX</b>	<b>WTIC-FM</b>		
	<b>HOT97</b>		
	<b>WHYT</b>		
	<b>KRBE</b>		
	<b>B97</b>		

**More Than 1100 Top40 BDS Spins • More Than 11 Million Listeners**  
**More Than 3200 All-Format BDS Spins • More Than 32 Million All-Format Listeners**

# MC 900 FT. JESUS

## "IF I ONLY HAD A BRAIN"

<u>Added At:</u>	<b>WHYT</b>	<b>WPST-7x</b>	<b>WQGN</b>
<u>Spinning At:</u>	<b>WHJX</b>	<b>20x</b>	<b>WKSE</b>
	<b>KUBE</b>	<b>16x</b>	<b>KC101</b>
	<b>KJ103</b>	<b>10x</b>	<b>8x</b>

  
**Active!**



# PRINCE "LETITGO"

Added At:  
**KMXV**  
**WNCI**  
**KFMB-FM**  
**WFLY**  
**WAZY**  
**WNNK**  
**KZZU**  
**WSNX**  
**WNKI**  
**KZII**

Spinning At:	KDWB	24x	WDJX	15x	KUBE	29x	
Y107	31x	KISF	44x	WHYT	20x	WIOQ	38x
WAPE	16x	WAHC	43x	KHKS	27x	92Q	24x
WHJX	31x	B94	21x	KGGI	19x	WPGC	33x
PWR96	13x	WGTZ	20x	Q106	14x	KIX106	34x
XL106.7	20x	WHHH	35x	Z90	47x	WXKS	16x
PWR PIG	32x	WZPL	51x	Q99	42x	and more	
HOT102	42x	WKSE	21x	KZHT	29x		

More Than 2,000 Top40 BDS Spins • More Than 17 Million Listeners  
 More Than 3300 All-Format BDS Spins • More Than 35 Million Listeners  
 Monitor Mainstream Chart 33-24\*  
 Monitor Rhythm Crossover Chart: #17\*  
 Billboard Hot 100: 44-38\*

# PRETENDERS

## "I'LL STAND BY YOU"

Spinning At:	WAPE	21x	WKSE	31x	WPST	16x
WNVZ	XL106.7	29x	B97	39x	and more	
WKXJ	KDWB	11x	Q106	26x		
WXIL	WZJM	31x	Q99	25x		
Z100	10x	WAHC	29x	WPLY	24x	
STAR94	27x	WZPL	13x	WFLY	36x	
WEDJ	43x	WDJX	24x	HOT97	10x	



Active!

Great Callout Stories at:

**WKSE B97 STAR94 WEDJ WPLY**



More Than 1300 Top40 BDS Spins • More Than 8 Million Listeners  
 More Than 2200 All-Format BDS Spins • More Than 16 Million All-Format Listeners  
 Monitor Mainstream Chart: 34-29\*

# JOAN JETT "As I Am"

## COMING SOON!

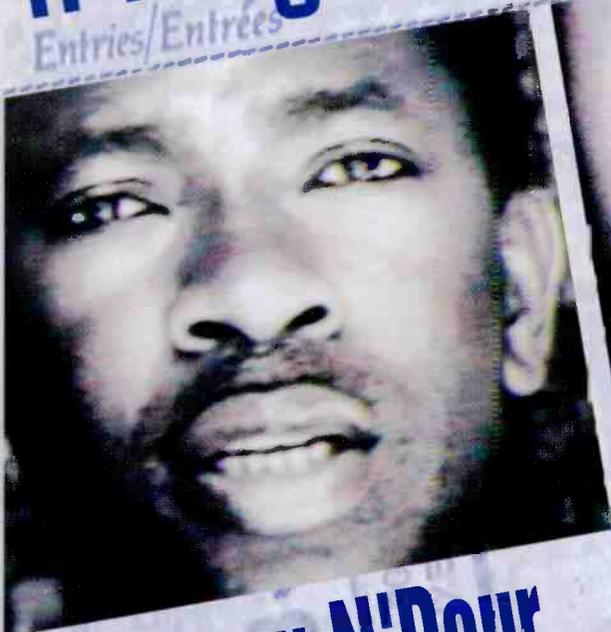
# A language we all understand.

Entries/Entrées

Departures/Sorties

## 7 Seconds

The duet and video that have grabbed the world and won't let go. From Youssou N'Dour's new album "The Guide (Wommat)."



### Youssou N'Dour



### Neneh Cherry

## Whether It's Across the World...

### The single, 7 Seconds:

- UK #18 - #11 - #8 - #4
- France #4 - #4 - #3 - #1
- Germany #13 - #8 - #5 - #4
- Belgium #1 - #1 - #1 - #1
- Holland #5 - #5 - #5
- Finland #8 - #2
- Switzerland #1 - #1 - #1 - #1

Certified GOLD!

20,000 to 30,000 to 40,000 albums sold each week in the last 3 weeks...  
over 300,000 albums sold in Europe alone!

## ...Or in America

### The single, 7 Seconds:

- Sales quadruple in the last month
- Breaking in New York, Los Angeles, Portland, Philadelphia, Detroit, Austin, Jacksonville, Albany, Buffalo, Raleigh/Durham & San Diego.

### The album, "The Guide (Wommat)":

- #6 in Switzerland
- Top 20 in Finland and Holland
- 25-20 in France
- 41-34 in Germany
- 10,000 albums sold in the UK
- As seen on Top Of The Pops last week...and next week, too!
- MTV Europe Heavy Rotation

- Impressions up 600,000 this week at radio
- On MTV, VH-1, BET, The Box
- Youssou played Woodstock twice
- As seen on David Letterman

6

Management: Verna Gillis/SoundScape  
Produced by Booga Bear & Jonny S.

Neneh Cherry appears courtesy of Circa Records Ltd. CHAOS and Chaos design are trademarks of Sony Music Entertainment Inc. ©1994 Sony Music Entertainment Inc.



# HITMAKERS Top40 Discovery Club<sup>®</sup>

**LARRY HUGHES, PD, 95XIL, Parkersburg**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Familiar song, women love it. They will cry all over again.

**HUEY LEWIS** *But It's Alright* (ELEKTRA) - Adults love this guy...Big hit all over again.

**BEN HAMILTON, PD, 95XXX, Burlington**

**SHERYL CROW** *All I Wanna Do* (A&M) - Very strong sales, very strong phones. Smells like a hit!

**MELISSA ETHERIDGE** *I'm The Only One* (ISLAND) - #1 in callout and the highest-testing record in the history of 95XXX.

**FOUR SEASONS** *December 1963 (Oh What A Night)* (CURB) - This should be a power now.

**BUDDY SCOTT, PD, B94, Pittsburgh**

**REAL McCOY** *Another Night* (ARISTA) - Very upbeat, a nice change of pace.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - An obvious monster hit record.

**SHERYL CROW** *All I Wanna Do* (A&M) - A huge hit! If you're not playing it, you're missing the boat.

**JOEY GIOVINGO, APD/MD, B97, New Orleans**

**GIN BLOSSOMS** *Allison Road* (A&M) - Another great song. Their Pop success will continue with this song.

**SHONEN KNIFE** *Top Of The World* (A&M) - This is from The Carpenters Tribute album. A really good remake.

**AMY GRANT** *Big Yellow Taxi* (A&M) - This should be a big follow-up to her current hit.

**MARK LANDIS, PD, K106, Beaumont**

**COLLECTIVE SOUL** *Breathe* (ATLANTIC) - This is an absolute smash. If you liked *Shine*, this is even better.

**ROBERT JOHN** *The Lion Sleeps Tonight* (CURB) - Another song from the soundtrack, good to play in the morning.

**LAUREN CHRISTY** *The Color Of The Night* (MERCURY) - What a great voice, a sexy song.

**CHRIS TAYLOR, PD, K92, Roanoke**

**SMITHEREENS** *Time Won't Let Me* (RCA) - They're rockin' old school.

**ALL-4-ONE** *She's Got Skillz* (BLITZZ/ATLANTIC) - I'm getting requests!

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - How come on that interstate it's 65 and I'm going 25.

**JOHN RAMSEY, PD, KCLD, St. Cloud**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Very close to the original. This is a smash.

**KEITA** *Boy You Are The One* (WATCHIT!/ZOO) - This is going to happen. Won five nights in a row on our 10 p.m. news 'New Music Challenge.'

**JON SECADA** *Whipped* (EMI RECORDS) - A nice change for Secada.

**RAD, MD, KDUK, Eugene**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - This is a bullseye for your 18-34 female demo.

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - Getting early phones from females.

**CHANGING FACES** *Stroke You Up* (BIG BEAT/ATL. GRP.) - A sexy ballad that's very smooth. Phones are starting to pick up.

**MARK BOLKE, PD, KDWB, Minneapolis**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - If you can't hear this one, don't bother applying for Kevin Peterson's job...

**FERNANDO VENTURA, MD, KHFI, Austin**

**RED RED GROOVY** *Come To Me Ecstasy* (CONTINUUM) - Sounds like Ace Of Base...Looks like we got a winner here.

**AARON HALL** *I Miss You* (MCA) - This will be a Mainstream smash. See the video and keep the tissues near by.

**ERASURE** *Run To The Sun* (MUTE/ELEKTRA) - No remix needed for this one. Take it straight from the CD and play the hell out of it.

**JAM & SPOON** *Right In The Night* (EPIC) - The vocals reminds me of Rozalla's *Everybody's Free*.

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

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Doesn't get any better than this...I love it!

**MIKE RING, PD/MD, KHTT, Tulsa**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - She could do Row Row Row Your Boat and it would be a hit.

**KARYN WHITE** *Hungah* (WARNER BROS.) - We've been waiting for this one for a couple of years.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Look out SWV and En Vogue, these girls are for real.

**TRACY AUSTIN, MD, KIIS-FM, Los Angeles**

**MADONNA** *Secret* (MAVERICK/SIRE/WARNER BROS.) - Heard a sneak preview of the new single. I'd tell you what it sounds like, but it's a secret.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Heavy rotation on HITMAKERS hold button...Nice to have a female Boyz II Men sound.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Nice duet from a couple of unknowns...Hope somebody gives these kids a shot...

**BOYZ II MEN** *Thank You* (MOTOWN) - Check out this album cut...You won't believe it's completely acapella.

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - Great remake...Starting it on the mix show.

**ICE CUBE** *Bop Gun* (PRIORITY) - It's a tribute to old school...It's da bomb in L.A.

**MAZZY STAR** *Fade Into You* (CAPITOL) - Very good, haunting record...We're watching it.

**MICHAEL STEELE, PD, KIXY, San Angelo**

**TONY TERRY** *When A Man Cries* (VIRGIN) - Great, great tune that'll kill my women.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Duh!

**JADE 5.4.3.2** (GIANT) - Love the poster. Wish they would move their arms.

**JIMI JAMM, MD, KIXY, San Angelo**

**JADE 5.4.3.2** (GIANT) - Great to have them back...But why does Michael Steele get a signed picture and not me?

**TONY TERRY** *When A Man Cries* (VIRGIN) - This guy never does anything halfway. What a voice. What a song!

**LISA STANSFIELD** *Make It Right* (GIANT) - I wish the 90210 series would go away, but not the soundtrack.

**JACK OLIVER, PD, KKRK, Wichita**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Great song...Can't wait to hear it again.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Has a great shot of being a hit.

**REAL McCOY** *Another Night* (ARISTA) - Fun, uptempo song...Good response.

**JOE DAWSON, PD, KLYV, Dubuque**

**SMASHING PUMPKINS** *Today* (VIRGIN) - Great hook...A little bit more of an edge than the last.

**ROBERT JOHN** *The Lion Sleeps Tonight* (CURB) - Big phone response from *The Lion King*...Adult familiarity.

**KARYN WHITE** *Hungah* (WARNER BROS.) - One-listen hit!

**SCOTT THOMAS, MD, KLYV, Dubuque**

**ROLLING STONES** *Out Of Tears* (VIRGIN) - The long-awaited follow-up to *Angie*.

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - This record will not go away. Still #1 phones and #1 sales after seven weeks.

**NINE INCH NAILS** *Closer* (TVT/INTERSCOPE) - It's dayparted for nights, but the phones ring around the clock.

**BOSTON** *What's Your Name* (MCA) - Has the usual Boston sound and feel to it.

**DAN OLSEN, PD, KOKZ, Waterloo**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - First in the string of fourth quarter smashes!

**JOE COCKER** *The Simple Things* (550 MUSIC/EPIC) - His best record since *When The Night Comes*. Fantastic message song.

**KARYN WHITE** *Hungah* (WARNER BROS.) - Fresh new song...Nice to have her back on the radio.

**ALL-4-ONE** *Breathless* (BLITZZ/ATLANTIC) - Could this be the remedy for the nonstop requests for *I Swear*.

**PAUL BRYANT, MD, KRBE, Houston**

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Will be the biggest, most mass appeal song off the *PURPLE* album.

**20 FINGERS** *Short Short Man* (ID) - Some listener named Lorena Bobbitt tipped me off to this one. Guaranteed phones.

**MARK TODD, PD, KRQ, Tucson**

**GIN BLOSSOMS** *Allison Road* (A&M) - Perfect fulltime record from a band that's already proven they can produce hit records.

**KARYN WHITE** *Hungah* (WARNER BROS.) - A little bit of Pop; a little bit of Soul...This hits dead center.

**JON ZELLNER, PD, KTHT, Fresno**

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Probably the biggest record of 1994. Already #3 phones in all demos after five days on the air.

**ALL-4-ONE** *Breathless* (BLITZZ/ATLANTIC) - Nice chance of pace for this incredibly popular band, and solid follow-up to *I Swear*.

**SHERYL CROW** *All I Wanna Do* (A&M) - Very catchy. Put the top down and turn it up.

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

**ALL-4-ONE** *Breathless* (BLITZZ/ATLANTIC) - An obvious uptempo hit.

**SMITHEREENS** *Time Won't Let Me* (RCA) - Great rocker for a whole new generation.

**LOVE SPIT LOVE** *Am I Wrong* (IMAGO) - Great Alternative record ready to cross.

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - It has its own wiggle sound.

**MARTHA STEELE, PD, KTRS, Casper**

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Take me to the road.

**DINOSAUR JR.** *Feel The Pain* (SIRE/REPRISE) - Watch out for this song!

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Everybody needs a little bit more harmony in their life.

# HITMAKERS Top40 Discovery Club®

## CHUCK GEIGER, PD, KWNZ, Reno

**ICE CUBE** *Bop Gun* (PRIORITY) - There will always be records you will have to deal with at night at Mainstream radio; we've learned this from Warren G and Nate Dogg, as well as Coolio...Now it's Ice Cube's turn.

**ROBERT JOHN** *The Lion Sleeps Tonight* (CURB) - From the label that remixed the Four Seasons *December 63*, here comes the '94 mix of the '72 cover of The Tokens original. (Still waiting for my remix of *The Night Chicago Died* by Paper Lace...)

## TOM MARTENS, PD, KWTX, Waco

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - An obvious hit. Even Bob Lewis can hear this song. And he can't hear anything.

**IMMATURE** *Never Lie* (MCA) - This is going to have huge female appeal. But I must check with my consultant, Bob Lewis first.

**ALL-4-ONE** *Breathless* (BLITZZ/ATLANTIC) - Terrific beat. Will be another strong single if Bob Lewis at KWIN plays it.

## BRENDA BENNETT, PD, KYIS, Oklahoma City

**LAUREN CHRISTY** *The Color Of The Night* (MERCURY) - Very mysterious song...Being tied in with the movie will make it go even farther.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Their voices were made for this song.

## JON NORTON, MD, KYYY, Bismarck

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - Just a beautiful song.

**BIG HEAD TODD & THE MONSTERS** *In The Morning* (550 MUSIC/EPIC) - This is a great song...Sounding similar to the Gin Blossoms.

**COUNTING CROWS** *Einstein On The Beach (For An Eggman)* (DGC) - Blew out the phones on 'Smash Or Trash.'

**JESUS & MARY CHAIN** w/Hope Sandoval *Sometimes, Always* (AMERICAN/WARNER BROS.) - This is a different sound for them and I dig it.

## PAUL WALKER, PD, OK95, Tri-Cities

**SMASHING PUMPKINS** *Today* (VIRGIN) - The ultra cool video has been out for a while and it's time for radio to catch up.

**LOVE SPIT LOVE** *Am I Wrong* (IMAGO) - Finally a cool Alternative-sounding song that's accessible for all dayparts.

**STONE TEMPLE PILOTS** *Interstate Love Song* (ATLANTIC) - Reminiscent of *Push*. The best Stone Temple Pilots song in a while.

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - If you're looking for a mid-tempo female sound with an edge, give this one a second listen.

## TED EDWARDS, AMD, PRO-FM, Providence

**JADE 5, 4, 3, 2** (GIANT) - Their sophomore effort will keep them in the leagues of other female super groups.

**COUNTING CROWS** *Einstein On The Beach (For An Eggman)* (DGC) - It's hugger (pardon the grammar) than *Mr. Jones*. Test it out if you're looking for something to open up the phones.

**TYLER COLLINS** *Thanks To You* (REPRISE) - I love this song. Thanks to B I got hip to this song and now it's my turn to share the information with you.

**SAM PHILLIPS** *Baby I Can't Please You* (VIRGIN) - This song got leaked to us a little early and thanks to Jamie Willis, our local rep, we have found a record that we all love.

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - What if God fell out of the sky into our laps and into yours...Get it on, don't miss the boat.

## RAY KALUSA, MD, Q106, San Diego

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - It really sticks out from anything on the radio right now.

**KARYN WHITE** *Hungah* (WARNER BROS.) - Smooth. I dare you to try to turn off the radio when this is on the air.

**REAL McCOY** *Another Night* (ARISTA) - The more I listen the more I like it.

## TOM GJERDRUM, PD, STAR100.7, San Diego

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - What can I say that hasn't already been said?

**HARRY CONNICK, JR.** *I Could Only Whisper Your Name* (COLUMBIA) - Very hip and contemporary-sounding. Early positive response from adults.

## TONY NOVIA, OM, STAR94, Atlanta

**AMY GRANT** w/Vince Gill *House Of Love* (A&M) - Oh my God...An absolute home run!

## BILL MITCHELL, PD, U93, South Bend

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - This was a fantastic song when Lionel Richie did it. Now it sounds even better...And yes, it still makes me cry.

**ALL-4-ONE** *Breathless* (BLITZZ/ATLANTIC) - Put this song on and it will take your listeners breath away...Fantastic.

**LAUREN CHRISTY** *The Color Of The Night* (MERCURY) - Already getting female requests... Sounds excellent on the air.

## MIKE LOWE, MD, WA1A, Melbourne

**MAZZY STAR** *Fade Into You* (CAPITOL) - Great jump start from MTV. Now radio should bring it home.

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - Definitely one to keep an eye on.

**WHYCLIFFE** *Heaven* (MCA) - Great Urban Crossover record that deserves a chance.

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - Curiosity calls. Yes it is Archie Bunker's niece.

## PETE DYLAN, PD, WAHC, Columbus

**DANIELLE BRISEBOIS** *What If God Fell From The Sky* (EPIC) - It's different and I think that's what people like.

**SMASHING PUMPKINS** *Today* (VIRGIN) - One of the hottest songs we've ever tested here. Huge response 89% positive.

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - If you need tempo, this is it, with familiarity too.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - #1 quickly.

## DAMON COX, MD, WAPE, Jacksonville

**MAZZY STAR** *Fade Into You* (CAPITOL) - Great song...With MTV support this should be big.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Smash!

**ERASURE** *Run To The Sun* (MUTE/ELEKTRA) - Good follow-up...Perfect upper demo Alternative sound.

## BEAU LANDRY, PD, WBIZ, Eau Claire

**SARAH McLACHLAN** *Good Enough* (ARISTA) - No passive listening allowed. A song that makes you listen to it.

**WHYCLIFFE** *Heaven* (MCA) - Great chorus...Excellent tempo song.

**JADE 5, 4, 3, 2** (GIANT) - Why does this song make me feel so good??

## DAVE DANIELS, MD, WBIZ, Eau Claire

**JON SECADA** *Whipped* (EMI RECORDS) - Finally, a

good upbeat male song. Is that instrumental George Michael or what?

**TYLER COLLINS** *Thanks To You* (REPRISE) - Stand-out female ballad.

**FOUR SEASONS** *December 1963 (Oh What A Night)* (CURB) - Great for the upper demos with a beat from the younger demos.

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - Follows the success of the Counting Crows and Collective Soul.

## BILL KLAPROTH, PD, WDBR, Springfield

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Smash...It will run chills up and down your back.

**REAL McCOY** *Another Night* (ARISTA) - Hot, very hot. Good dance record.

**LISA STANSFIELD** *Make It Right* (GIANT) - Good record from her with a nice feel.

## JILL MEYER, MD, WDIX, Louisville

**FOR REAL** *You Don't Know Nothin'* (PERSPECTIVE/A&M) - It made me snap my fingers and tap my toes. I can't imagine what it will do for my listeners.

**LISA STANSFIELD** *Make It Right* (GIANT) - Glad she's back...Nice-sounding record.

## STELLA MARS, MD, WERZ, Exeter

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Hands down smash!!

**KARYN WHITE** *Hungah* (WARNER BROS.) - Looks like it will be a strong record for us...Good Pop feel.

**AALIYAH** *At Your Best* (BLACKGROUND/JIVE) - An across-the-board song for everyone.

**TYLER COLLINS** *Thanks To You* (REPRISE) - Sounds amazing on the radio.

## JIM REITZ, PD, WFHN-FM, New Bedford

**KARYN WHITE** *Hungah* (WARNER BROS.) - It's great. It's worth the wait...Could be as big as late '80s hits.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - Automatic!

**JAKI GRAHAM** *Ain't Nobody* (CRITIQUE/BMG) - Instant adult females phones after first week.

## LOUIS KAPLAN, PD, WGTZ, Dayton

**JON SECADA** *Whipped* (EMI RECORDS) - A strong uptempo, mass-appeal record from an artist who's quickly become a Top40 staple.

**GREEN DAY** *Basket Case* (REPRISE) - Instant strong reaction in requests.

## JIM KELLY, MD, WJRZ, Monmouth/Ocean

**LAUREN CHRISTY** *The Color Of The Night* (MERCURY) - Very strong Pop female song...Great callout in the first week!

**TYLER COLLINS** *Thanks To You* (REPRISE) - Back with another smash! The movie will boost this record faster than the 'seal' could spin it!!

## KENNY KNIGHT, MD, WKBQ, St. Louis

**MAZZY STAR** *Fade Into You* (CAPITOL) - Reminiscent of Chris Isaak's *Wicked Game*...This bassy tune could do something.

**LUTHER VANDROSS & MARIAH CAREY** *Endless Love* (COLUMBIA) - #1 smash, hands down.

**KARYN WHITE** *Hungah* (WARNER BROS.) - Keep your eyes and ears on this one. Could be legit.

## WALLY McCARTHY, PD, WKDY, Utica

**KARYN WHITE** *Hungah* (WARNER BROS.) - Fantastic, fabulous...I love it!

**DEADEYE DICK** *New Age Girl* (ICHIBAN) - Great night novelty.

**ANITA BAKER** *Body & Soul* (ELEKTRA) - As sweet as she can be.

# SALT-N-PEPA

*"None Of Your Business"*

OVER 2.5 MILLION ALBUMS SOLD!

New At:

Performing At The   
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**KMEL, WKSE-14x, G105-5x, WILN**

Rotating At:

WZJM-17x, WHHH-22x, WFLY-11x, KLUC-15x, Z90-18x, KRQ-15x,  
WJMH-19x, 92Q-21x, WJJX-15x, KZFM-17x, WILD107-14x, KDON-14x,  
G105-13x, WJMN-49x, KIX106-31x, WFHN-17x, WKSE-15x, WHJX-11x,  
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# 4 P.M.

*"Sukiyaki"*

New At:

**KIIS-FM, KKXX, KZHT, KZFM, KGOT-15x**

OVER 500 TOP40 BDS DETECTIONS  
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Rotating At:

HOT97.7-70x, KLUC-44x, POWER106-20x, KKFR-26x, Z90-24x, KPRR-35x,  
KTFM-30x, 92Q-30x, KIX106-18x, WWCK-14x, KKSS-50x, WHHH-21x,  
KMXZ-11x, Q105-23x and more...



# HITMAKERS Top40 Discovery Club®

**DAVID SKINNER, PD, WLAN, Lancaster**

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - Got calls in my office after I played it once.

**WHYCLIFFE *Heaven*** (MCA) - A Pop tune with a touch of Haddaway.

**MAZZY STAR *Fade Into You*** (CAPITOL) - Huge buzz on this one. Been playing around with it at night and only getting good response.

**DAN BOWEN, APD/MD, WNCI, Columbus**

**SHERYL CROW *All I Wanna Do*** (A&M) - With the amount of phone calls we're already getting, both from listeners and jocks calling me at home, this one can't be denied.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - Faithful to the original...Two incredible vocalists showing their stuff.

**LYNN CHRISTAN, PD, WNSL, Hattiesburg**

**JON SECADA *Whipped*** (EMI RECORDS) - A different sound. Definitely not *Just Another Day*, Part III.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - A different take on the original. Possibly a #1!

**FOR REAL *You Don't Know Nothin'*** (PERSPECTIVE/A&M) - The best take on acapella singing since Boyz II Men's *End Of The Road*. These girls harmonize as well as En Vogue.

**DON LONDON, PD, WNVZ, Norfolk**

**PRETENDERS *III Stand By You*** (SIRE/WARNER BROS.) - Very good record.

**NINE INCH NAILS *Closer*** (TVT/INTERSCOPE) - Lighting up the phones everywhere it gets played...We spiked it on Z104 with good results.

**MAZZY STAR *Fade Into You*** (CAPITOL) - The next big Alternative crossover hit.

**LARRY DAVIS, MD, WNVZ, Norfolk**

**MAZZY STAR *Fade Into You*** (CAPITOL) - A haunting quality, reminiscent of *Wicked Game*...Can't say enough good things about it.

**NINE INCH NAILS *Closer*** (TVT/INTERSCOPE) - Get muddy, get naked, and get with it!

**DEADEYE DICK *New Age Girl*** (ICHIBAN) - Generating Top 10 phones after two weeks.

**MIKE PRESTON, APD/MD, WPLJ, New York**

**SHERYL CROW *All I Wanna Do*** (A&M) - After seeing this lady open for The Eagles here in New York, I know why A&M has continued to make the development of Sheryl Crow a priority. 18+ women love this song because it says the kind of things they'd like to say.

**GARETT MICHAELS, PD, WPLY, Philadelphia**

**NINE INCH NAILS *Closer*** (TVT/INTERSCOPE) - Turning into a very big nighttime phenomenon. They're on the cover of *Rolling Stone, U.S.A. Today* and of course, they are the buzz band from Woodstock. If you can get away with playing this, do it.

**MAZZY STAR *Fade Into You*** (CAPITOL) - A terrific mood record that will go beyond Alternative and seep into the consciousness of the Mainstream.

**STONE TEMPLE PILOTS *Interstate Love Song*** (ATLANTIC) - A #1 album, a concert that sold out in two hours, and basically, a band than can do no wrong at this point...What the hell else do you need???

**MICHELLE STEVENS, PD, WPST, Trenton**

**MAZZY STAR *Fade Into You*** (CAPITOL) - Reaction is huge on this record in every single daypart. Hip for the younger end due to MTV support and for adults because it's a very smooth, mellow record.

**MC 900 FT JESUS *If I Only Had A Brain*** (AMERICAN) - Very cool, very hip. Showing signs of early reaction.

**WEEZER *Undone (Sweater Song)*** (DGC) - This is an absolute monster.

**JEFF BANKS, APD/MD, WPXR, Davenport**

**FOR REAL *You Don't Know Nothin'*** (PERSPECTIVE/A&M) - It's got the groove! It's cool.

**KARYN WHITE *Hungah*** (WARNER BROS.) - Good to have her back.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - To the moon!

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - An uptempo song of their own.

**WHYCLIFFE *Heaven*** (MCA) - Starts out with the hook. Catches your ear right away.

**IMMATURE *Never Lie*** (MCA) - I was pleasantly surprised. Boyz II Men meets All-4-One.

**RUBY CHEEKS, PD, WRQK, Canton**

**KILLING JOKE *Millennium*** (ZOO) - With four mixes you can pick your mix and play it.

**GREEN JELLY *Slave Boy*** (ZOO) - Will be a huge phone record. I can feel it in my bones.

**MARK MCGILL, PD, WSNX, Muskegon**

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - Here we go again.

**MAZZY STAR *Fade Into You*** (CAPITOL) - Perfect record for us.

**GLORIA ESTEFAN *Turn The Beat Around*** (EPIC) - This one even sounded good over the phone.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - Need I say more?

**FOR REAL *You Don't Know Nothin'*** (PERSPECTIVE/A&M) - The next En Vogue.

**CINDY MERCER, MD, WSTO, Evansville**

**MAZZY STAR *Fade Into You*** (CAPITOL) - Definitely different.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - Huge smash!

**REAL MCCOY *Another Night*** (ARISTA) - Great uptempo song.

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - A great smash.

**J.J. WRIGHT, MD, WVIC, Lansing**

**DEADEYE DICK *New Age Girl*** (ICHIBAN) - Major sound. Try it on for size. Sounds like the MTV *Moonlanding* song.

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - Finally some tempo.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - One listen and you know it will be a hit.

**CURT KRUIZE, MD, WVKS, Toledo**

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - Gonna be huge.

**MAZZY STAR *Fade Into You*** (CAPITOL) - A haunting sound for adults as well as the younger demo.

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - After two ballads it's nice to hear them with an original as well as tempo.

**LEE ST. MICHAELS, PD, WWCK, Flint**

**KARYN WHITE *Hungah*** (WARNER BROS.) - It's great...Fantastic!

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - Is priceless.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - No comment needed.

**CALVIN HICKS, PD, WWXM, Myrtle Beach**

**SAM PHILLIPS *Baby I Can't Please You*** (VIRGIN) - Great name, great sound. It would be great to hear it on your station.

**DAVY CROCKETT, PD/MD, WYCR, York**

**WEEZER *Undone (Sweater Song)*** (DGC) - Started off as a test record one play a night, and after three weeks it exploded with Top 10 requests.

**MAZZY STAR *Fade Into You*** (CAPITOL) - Requests with no airplay...The audience already knows it's a hit, so play it.

**DANIELLE BRISEBOIS *What If God Fell From The Sky*** (EPIC) - A hip female singer with an edge.

**JERI BANTA, PD/MD, WYKS, Gainesville**

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - I'm breathless for a hit like this.

**MAZZY STAR *Fade Into You*** (CAPITOL) - She could live up to her name and become a...Star!

**DANIELLE BRISEBOIS *What If God Fell From The Sky*** (EPIC) - I just love saying her name.

**TOM GARRETT, PD, WZOK, Rockford**

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - So true to the original, it's scary.

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - A natural for us.

**FOR REAL *You Don't Know Nothin'*** (PERSPECTIVE/A&M) - People were crazy for missing their first few singles. Great record, great group.

**JIM CERONE, PD, WZPL, Indianapolis**

**WHYCLIFFE *Heaven*** (MCA) - Not much uptempo male Urban product available lately...Check out the radio Pop edit.

**STONE TEMPLE PILOTS *Interstate Love Song*** (ATLANTIC) - Finally a Stone Temple Pilots song with a hook, and it's under five minutes.

**CAT THOMAS, PD, WZYP, Huntsville**

**SARAH McLACHLAN *Good Enough*** (ARISTA) - Enormous potential - wonderful voice, wonderful reviews. Give it a listen.

**ALL-4-ONE *Breathless*** (BLITZZ/ATLANTIC) - Another really terrific-sounding vocal performance. We like it a lot.

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - Two great artists that sound fantastic together.

**CASEY KEATING, PD, Y100, Miami**

**LUTHER VANDROSS & MARIAH CAREY *Endless Love*** (COLUMBIA) - One of those rare instances where you have an instant 'A' rotation record.

**MIKE BROWNE, MD, Y102, Reading**

**SHERYL CROW *All I Wanna Do*** (A&M) - I like a beer buzz in the morning too. #8 requests with everyone. Sales have rebounded in the market.

**NINE INCH NAILS *Closer*** (TVT/INTERSCOPE) - Since Woodstock this band is in your face.

**GREEN DAY *Basket Case*** (REPRISE) - Coming home for us. Top 5 sales, Top 10 requests.

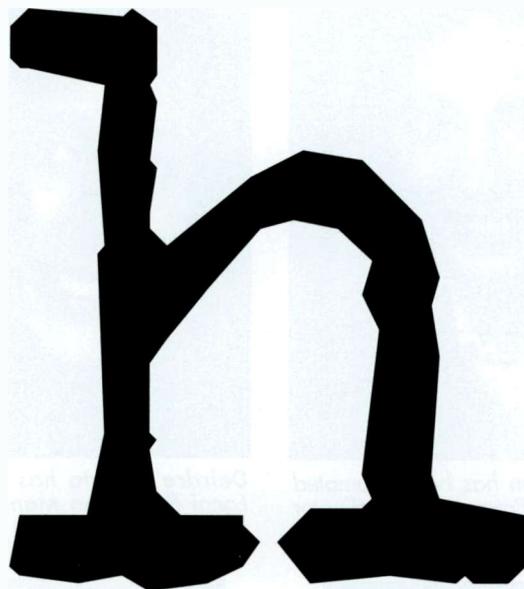
**JOHN MICHAELS, PD, Z104, Madison**

**STONE TEMPLE PILOTS *Interstate Love Song*** (ATLANTIC) - Pre-instant reaction from young demos male and female.

**GREEN DAY *Basket Case*** (REPRISE) - Listen to it twice and you will be hooked. Their poppiest single yet.

**20 FINGERS *Short Short Man*** (ID) - Good reaction on the morning show. Ask for the edited version. It's still racey, but fun.

( @ A T T B T X O U )



## Sophie B. Hawkins

Right Beside You

Massive callout at  
XL106.7, Y100, STAR94,  
WKSE, KKFR, WZPL,  
POWER PIG means  
Mainstream Mass-Appeal  
Growth = Z90, WNVZ,  
KRQ, WDJX, KQKQ, G105  
this week.

Monitor/Mainstream  
Debut 38\*, BDS HOT100+  
225 spins, Your  
Television Is On:  
MTV-Active...VH-1 add.

## C&C Music Factory

Do You Wanna Get Funky

Plant a seed and it  
grows. #23 Selling  
Single in America with  
huge jumps in NYC,  
Chicago, Philadelphia,  
San Francisco, Boston,  
D.C., Cleveland,  
Tampa, Seattle, St.  
Louis, Baltimore,  
Indianapolis. Huge  
callout at WJMN in  
Boston (#2), WIOQ in  
Philly (#9), and HOT97  
New York (#15).

Top40/Rhythm-Crossover  
15-14\* MTV-Active.

## INI KAMOZE

Here Comes The  
Hotstepper

"Here Comes The  
Hotstepper," brought  
to you by your friends  
in the street... This  
is the beginning. Top  
Five Requests at  
HOT97- NYC, ON THE AIR  
AT POWER PIG/Tampa,  
Z90/San Diego,  
PWR106/L.A.,  
KBXX/Houston,  
92Q/Baltimore,  
WJMN/Boston,  
WWKX/Providence...  
12"/Maxi cassette in-  
store 8/30 ...Cassette  
Single 9/6...Listen to  
your friends in the  
street. They Know.

**COLUMBIA**

Columbia Reg U.S. Pat & Tm. Off. Marca Registrada./© 1994 Sony Music Entertainment Inc.

# HITMAKERS Faces & Places



**Tom Casey** has been named Los Angeles Regional Promotion Manager for JIVE Records.



**Karen McLellan** has been promoted to Senior Pop Promotion Coordinator for JIVE Records.



**Deirdre Dagata** has been named Local Promotion Manager, Boston, for JIVE Records.



**John Butler** has been named National Promotion Manager for SILVERTONE Records.



RCA recording artists The Smithereens were taken on a trip through time by actor Jean Claude Van Damme, featured in the new video for "Time Won't Let Me," from Van Damme's new movie, 'Time Cop.' Front row (l-r): **Bennett Kaufman**, VP/A&R West Coast/Single Producer, RCA; **Nigel Dick**, Video Dir.; and **Ria Lewerke**, VP/Creative and Video Prod., RCA. Back row: **Dennis Diken** and **Pat DiNizio**, The Smithereens; **Jean Claude Van Damme**; **Jim Babjak** and **Mike Mesaros**, The Smithereens.



Eric Wright's Ruthless Records continues a healthy growth pattern in Rap and is also poised to add R&B product to its hefty release schedule. For these reasons, label has added a number of producers to its creative staff. Fearless leader, aka Eazy E., does not appear in this commemorative photo because immediately thereafter he ran out to buy some new wheels. Pictured (l-r): **Tony G.**; **Julio G.**; **Rhythm D.**; **Moti 8**; **Cold 187um**; **Charles Bryant**; **M-Smoov**; and **U-Neek** (not pictured).



VIRGIN Records recording artist Boz Scaggs posed for a picture backstage at L.A.'s House Of Blues following a recent showcase. Pictured (l-r): **Anita Dominguez**, KIIS-FM; **Boz Scaggs**; **Rosemary Jimenez**, KLOS-FM; and **Al Moinet**, VIRGIN Records.



The IMAGO Recording Company recently threw a party for the band Love Spit Love, whose debut album for the label was released on August 2, 1994. Pictured (l-r): **Ron Baldwin**, VP/A&R, IMAGO; **Jim Kelly**, VP/Sales and Mktg., IMAGO; **Richard Butler**, Love Spit Love; **Terry Ellis**, President, IMAGO; and **Tom Gorman**, VP/Promotion, IMAGO.

# Real McCoy

## "Another Night"

SoundScan Single #111-69\* • Audience Reach Already Over 20 Million  
Last Week's Total Plays: 1,149 - This Week's Total Plays: 1,612

**OVER 100 TOP40 STATIONS, INCLUDING 20 NEW STATIONS THIS WEEK!**

MAJOR ROTATION AT:  
WXKS - 25x  
WKSE - 33x  
WKSS - 40x  
98PXY - 21x  
WIOQ - 42x  
WEDJ - 35x  
XL106.7 - 26x  
PWR PIG - 46x

KHFI - 25x  
KHKS - 44x  
Y107 - 32x  
KMXV - 40x  
KRBE - 32x  
B96 - 63x  
WHHH - 21x  
KS104 - 27x

KLUC - 45x  
KIIS-FM - 45x  
KKFR - 47x  
Q99 - 21x  
Z90 - 21x  
KUBE - 22x  
and more...

# CRAIG MACK

## "Flava In Ya Ear"

### SOUNDFAN SINGLE #16-12\*

EARLY ROTATION AT: KIX106-25x, 92Q-17x, HOT97-54x, WPGC-34x, WJMN-29x  
and more...



Added To



"JAM OF THE WEEK"



# THE NOTORIOUS B.I.G.

## "Juicy"

### SOUNDFAN SINGLE #26-22\*



EARLY ROTATION AT: WJMN-10x, KIX106-26x, 92Q-20x, HOT97-43x,  
WIOQ-12x, WPGC-18x, WJMH-27x, KBXX-21x, and more...

# SARAH MCLACHLAN "Good Enough"

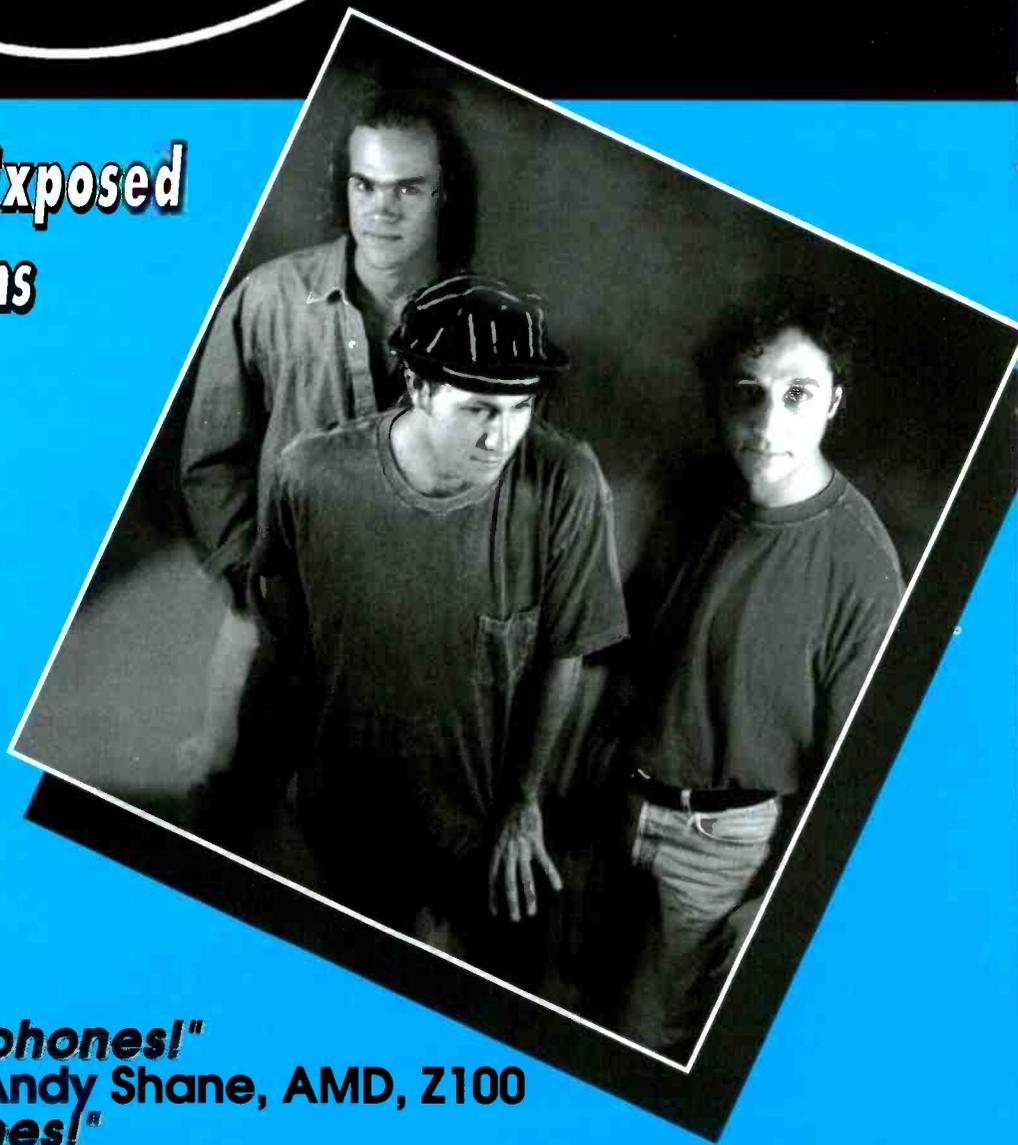
THE SONG EVERYBODY'S TALKING ABOUT!  
GOING FOR ADDS THIS MONDAY, SEPTEMBER 5TH



# DEADEYE DICK

- Over 7,000,000 Listeners Exposed
- Over 1000 Combined BDS Spins
- 73\* Hot 100 Singles

**NEW  
AGE  
GIRL**



## ADDED AT:

**KUBE  
WKSS  
95XXX  
WBBO  
WXKB  
WGRD  
WDJX  
and more!**

**"Top 10 phones!"**

Andy Shane, AMD, Z100

**"#6 phones!"**

Tom Poleman, PD, KRBE

**"Big phones All Demos!"**

Cruze, PD, WKBQ

**"Top 10 phones!"**

Kevin Peterson, APD/MD, KDWB

**"Expose this record to your market and it will be huge - you will see results!"**

Big Dave, MD, WZJM

**"#4 Phones!"**

Joey G, MD, B97

**"Top 5 Phones!"**

Pete Dylan, PD, WAHC

**#1 Adult Phones!"**

Dave McKay, MD, WPST

**"Top 10 Phones!"**

Dave Universal, AMD, WKSE

**"Top 10 Phones At Night!"**

Larry Davis, MD, WNVZ

**"Big Phones!"**

Ron Summers, MC, B94



**THE  
BOX**  
MUSIC TELEVISION  
YOU CONTROL





# ALTERNATIVE WORLD™



## MOST DISC-OVERED COMMERCIAL ALTERNATIVE

- LIZ PHAIR**  
"Supernova" (MATADOR/ATLANTIC)
- GREENDAY**  
"Basket Case" (REPRISE)
- MAGNAPOP**  
"Slowly, Slowly" (PRIORITY)
- OVER THE RHINE**  
"I'm Happy With Myself" (IRS)
- SUGAR**  
"Your Favorite Thing" (FYKODISC)
- THEY MIGHT BE GIANTS**  
"Snail Shell" (ELEKTRA)
- BEASTIE BOYS**  
"Sabotage" (CAPITOL)
- ECHO BELLY**  
"I Can't Imagine The World Without Me" (FAUV)
- ELASTIC BAND**  
"Running Up That Hill" (FLYING HIGH, ITALY)
- ERASURE**  
"Run To The Sun" (MUTE/ELEKTRA)

## MOST DISC-OVERED SPECIALTY SHOWS

- CRACKER**  
"Eurotrash Girl" (VIRGIN)
- BARENAKED LADIES**  
"Jane" (SIRE/REPRISE)
- ECHO BELLY**  
"I Can't Imagine The World Without Me" (FAUV)
- LIZ PHAIR**  
"Supernova" (MATADOR/ATLANTIC)
- SONIC YOUTH**  
"Superstar" (A&M)
- THAT DOG**  
"Old Timer" (Geffen)
- BAD RELIGION**  
"Stranger Than Fiction" (ATLANTIC)
- BECK**  
"In A Cold Ass Fashion" (Geffen)
- BIOHAZARD**  
"Tales From The Darkside" (ROADRUNNER)
- BLACK TRAIN JACK**  
"The Struggle" (ROADRUNNER)

## THE BUZZ...

**SHERYL CROW** All I Wanna Do (A&M)

What can we say...this record is spinning all over. The tune is so catchy, everybody is picking up on it. You'll wanna do it too!

**REVEREND HORTON HEAT** One Time For Me (INTERSCOPE)

A great week for the preacher of "psychobilly". New adds include: WENZ, KOME, KWOD, WCBR, KNNC, and more. Popularity is growing consistently, and it's on over 26 Modern Rock stations. It's totally unique sound makes you want to play it loud.

**LIZ PHAIR** Supernova (MATADOR/ATLANTIC)

Not what you expect. This song rocks from beginning to end. Talk about stars exploding, this one should be **HOT!**

**LIGHTNING SEEDS** Lucky You (TRAUMA)

Sounds great loud! It's got a great hook. The melody is easy to get into, and the beat is jammin'. The guitar is very strong. "Only you can make it happen, lucky you."

**MOIST** Push (EMI)

This song is growing on us every time we play it. The guitar work is excellent, drumwork is hot, and the lyrics, carry you through this tune. PUSH will become a favorite to all who listen.

**FRETBLANKET** Twisted (A&M)

The acoustic guitar introduction does not prepare you for the mega-sounds that come out of this band. It's got a hard edge rock sound, that reaches down deep! If you have not added this one to your playlist, DO IT!

*F.Y.I. Rich Russo has been programming & producing the Alternative show @ WZXL Atlantic City for 2 years, with #1 ratings. He is now out of work. If you can give this man a job, call him at (609) 589-8171.*

**P.S.** Have you seen the reaction on The Nine Inch Nails, "Burn" from the Natural Born Killers soundtrack (INTERSCOPE) Trent continues to blow people away.

*Josh & Lisa*

*Break Thru*

Promotion & Marketing

**Break Thru/Tower Records  
Top Five Alternative Picks  
for week ending: August 24, 1994  
(for more information call 415-626-7611)**

- MEAT PUPPETS** - Too High To Die (LONDON)
- SOUNDTRACK** - Speed (ARISTA)
- DAMBUILDERS** - Encendeur (EASTWEST)
- JAH WOBBLE** - Take Me To God (ISLAND)
- PULP** - His 'N Hers (ISLAND)

(advertisement)

# WEEZER

## (THE SWEATER SONG)

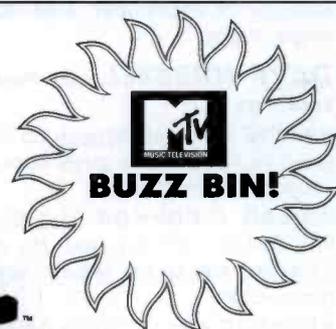
**SoundScan New Artist Chart:  
1\* (11,116 Units)**

### Top 5 Post Modern Record!

### Early Top 40 Airplay At:

WHYT	Detroit	54x	(#3 Phones)
KUBE	Seattle	15x	
B97	New Orleans	15x	
WHJX	Jacksonville	26x	

And 6 More Early Commitments



**NATIONWIDE TOUR WITH LIVE STARTS SEPTEMBER 30.**



# HITMAKERS Alternative Disc-covery Club®

**KEVEN & JOSH, Air Personalities, KDGE, Dallas**

**PALACE** *You Will Miss Me When I Burn* (DRAG CITY) - Palace Brothers drop part of their name and some members, but continue to delight with their offbeat acoustic yarns.

**BUILT TO SPILL** *Girl* (FACE THE MUSIC/ATLAS) - Dug Martsch tries his hand at the wiry singer/songwriter schtick, with catchy and humorous results. Lots of requests on this one.

**THEY MIGHT BE GIANTS** *Sleeping In The Flowers* (ELEKTRA) - Somewhat of a departure for They Might Be Giants, but an excellent one. One of many great tracks off **JOHN HENRY**. Josh loves this one.

**THESE ANIMAL MEN** *Jobs For Boys* (HUT/VERNON YARD US) - Get ready for the hype. Britain's latest trendsetters should follow Suede as the next-big-thing-you-already-know-about. Or something like that.

**READE MITCHELL, Alt. Show Producer, KMJX, Little Rock**

**SHAWN COLVIN** *Every Little Thing He Does Is Magic* (COLUMBIA) - Her music has always been a little folk-like. This should appeal to the Modern Rock audience. Definitely good audience reaction.

**FREEDY JOHNSON** *Bad Reputation* (ELEKTRA) - The potential to be the next Elvis Costello. He is a great songwriter. You can't beat his lyrics.

**BILL REID, Alt. Show Producer, KNDD, Seattle**  
L7 *Andre's* (REPRISE) - Growing on me.

**LES AARON, Air Personality, KPNT, St. Louis**

**OASIS** *Live Forever* (EPIC) - The best new British song in a long time.

**ECHO BELLY** *I Can't Imagine The World Without Me* (FAUV) - Good initial calls from females.

**RIPE** *Plastic Castle* (BEGGARS BANQUET) - Great new guitar band from Australia, hotbed of Alternative music from Melbourne.

**POLO IDAHO, Air Personality, KQEX, Fortuna**

**BIOHAZARD** *Tales From The Darkside* (ROADRUNNER) - It kicks ass.

**MACHINE HEAD** *Dividian* (ROADRUNNER) - Brainscrambler!

**NATURAL BORN KILLERS** *Soundtrack* (INTERSCOPE) - It's a dynamite soundtrack and mesmerizing aural trip.

**MARILYN MANSON** *Get Your Gunn* (INTERSCOPE) - Glam industrial mayhem.

**RODNEY BINGENHEIMER, Air Personality, KROQ, Los Angeles**

**OASIS** *Supersonic* (EPIC) - Godhead! Imagine Mod and Rockers combined. I am glad it has come out on EPIC, because I have been playing them for over a year. Phones have been lighting up ever since.

**ECHO BELLY** *I Can't Imagine The World Without Me* (FAUV) - Amazing sound like The Primatures meet The Smiths. They should be on their way to hits.

**ELASTICA** *Line* (Geffen) - It's time we have a British sound with rocking girls from the UK. They will be released here in September. Look for the five song EP in September. Also included, the other single, *Stutter*.

**DAVE HUBBELL, Air Personality, KSMB, Lafayette**

**KILLING JOKE** *Millennium* (ZOO) - Not only is it good to have these guys back, but they never sounded this good before.

**SINEAD O'CONNOR** *Fire On Babylon* (EMI RECORDS) - Oh my God! No way! Isn't this the chick who tore up the picture...never mind - What a great record.

**KERBDOG** *End Of Green* (MERCURY) - Helmet

meets anybody you know from Seattle. Very loud, very tight. Sounds dynamite on the radio.

**SACHEL** *Suffering* (EPIC) - The first line says listen to an angel sing...INDEED!

**COP SHOOT COP** *Release* (INTERSCOPE) - I have no idea what the single is, but it's going to be hard to go wrong.

**PAUL GRAY, DJ, KZFN, Moscow**

**TRUE LIES** *Soundtrack* (EPIC) - Darkness Darkness/Screaming Trees discovered it by accident, then didn't believe it was in the movie and had to go see it again to hear it. Just what the Alternative audience has been screaming for, more Screaming Trees.

**BARENAKED LADIES** *Jane* (SIRE/REPRISE) - Once again that Great White North has yielded another fine band. The sold out American and Canadian tour should be a hint to Alternative programmers everywhere that they are a staple in Post Modern music.

**JESUS & MARY CHAIN w/Hope Sandoval** *Sometimes Always* (AMERICAN/WARNER BROS.) - Short, sweet and to the point. Two minutes, 27 seconds of pure Post Modern ecstasy!

**HOOTIE & THE BLOWFISH** *Hold My Hand* (ATLANTIC) - Check out the video from this South Carolina band. It will move you!

**CHRISTINE DEAN, Alt. Show Producer, KZIO, Duluth**

**THEY MIGHT BE GIANTS** *Snail Shell* (ELEKTRA) - Their new sound should attract new fans without losing their old.

**LIZ PHAIR** *Super Nova* (MATADOR/ATLANTIC) - A guy recently told me girls can't rock. Liz proves him wrong. This is an incredible song..

**TIM JOHNSTONE, AMD, KZMG, Boise**

**LIZ PHAIR** *Super Nova* (MATADOR/ATLANTIC) - Adequately named, this rockets from the get-go and shakes it's booty right on through to the other side. It's a perfect way to kick off a great album.

**R.E.M.** *What's The Frequency, Kenneth?* (WARNER BROS.) - Oh, the heady days when R.E.M. rocked...and they rock again. The world is a better place for it. This will reign for a considerable time.

**GREEN DAY** *She* (REPRISE) - I guess it's no surprise that this is requesting before ever getting played. Another totally boastable slab of primal Pop for those about to rock.

**K'S CHOICE** *Me Happy* - This would have filled the Liz Phair void had her record not come out this week. On its own, it's a very catchy, very funny bitch of a song that just happens to have a big ol' hook. And there's more than enough stuff on the album to follow this up. I can't take this out of my deck.

**BLUR** *Parklife* (SBK/EMI RECORDS) - Anglo-philies everywhere rejoice. It's just like listening to the BBC. A strange and somehow brilliant follow-up to *Girls And Boys*. Good initial phones.

**TRANS ATLANTIC CRUSH** *Aviator Of Love* (SCREAMIN' FEZ) - A local band that has had three #1-requesting singles at MAGIC93.1. Their debut album is an exceptional cross section of modern Pop, well-produced and selling like hotcakes.

**BRYAN MICHAELS, Alt. Show Producer, KZOZ, San Luis Obispo**

**THAT DOG** *Old Timer* (Geffen) - Harmony meets grunge. A different sound that's sure to light up your phones.

**ENGINE ALLEY** *Old Lovers In A Basement Flat* (MOTHER/ISLAND) - Cool - Cool - Cool! It's Retro yet not New Wave. I can't figure out who it reminds me of.

**SONIC YOUTH** *Superstar* (A&M) - Suddenly Alternative bands are making The Carpenters cool. It

starts out slow, but is such a great cover. I can't wait to hear the Shonen Knife track.

**PAUL FINN, Alt. Show Producer, WABN, Tri Cities**

**SONIC YOUTH** *Superstar* (A&M) - It's frightening that The Carpenters are back and that it's on Alternative, but if it's going to be, it might as well be Sonic Youth.

**TOAD THE WET SPROCKET** *Something's Always Wrong* (COLUMBIA) - More upbeat, depressing music from them.

**BAD RELIGION** *Stranger Than Fiction* (ATLANTIC) - Destined for greatness. This band will finally get recognition they deserve.

**BILL HANSON, Alt. Show Producer, WHTF-FM, York**

**BARENAKED LADIES** *Jane* (SIRE/REPRISE) - Yes, the Yoko Ono song on the last album was hilarious, but *Jane* shows that they aren't a novelty act. They own Canada and deserve similar success here.

**CRACKER** *Eurotrash Girl* (VIRGIN) - I was thrilled when I saw them perform this recently, but since they buried it in the CD I never expected it as a single. Guess I'm not the only one who knows this is a wonderful, funny song!

**BLACK TRAIN JACK** *The Struggle* (ROADRUNNER) - I played *Handouts* a long time ago when it was released to the college stations, so now I'm moving on to my pick for the next single. Another stand-out cut from a steaming LP!

**ROB WELDON, Alt. Show Producer, SLAM, WHYY, Detroit**

**POP WILL EAT ITSELF** *R.S.V.P.* (NOTHING/INTERSCOPE) - Intimate, yet unreserved. Poppy, yet punchy. Too cool, yet accessible. Tasteful. I ate it.

**BECK** *In A Cold Ass Fashion* (Geffen) - You might have to go out and buy this like I did. Beck is just so warped and timely, you just wanna meet him and give him a jab in the arm.

**PRINCE** *Loose* (WARNER BROS.) - Before listening to this, do this simple meditation: 1.) Close your eyes (but read this first). 2.) Repeat to yourself - This is NOT Prince. 3.) Listen to the song. 4.) Open your eyes. 5.) This IS Prince. Accept it.

**STEVE REYNOLDS, Alt. Show Producer, WKLL, Utica**

**LIZ PHAIR** *Super Nova* (MATADOR/ATLANTIC) - Makes for good one-handed listening.

**THAT DOG** *Old Timer* (Geffen) - Play it and they will call. Also makes for good one-handed listening.

**AUSTIN GLENN, Alt. Program Director, WZOW, South Bend**

**OASIS** *Shakermaker* (EPIC) - I got tons of phone response on this one after just one play. Has a great hook. Catchy guitar work.

**CRACKER** *Eurotrash Girl* (VIRGIN) - Lots of calls saying that they didn't know this song was even on the CD. (See boys and girls, it pays to let that CD track all the way through)! Nice song, constant phones on this one.

**WIDESPREAD PANIC** *Airplane* - This is a classic example of a great radio-friendly Alternative song.

**SURFER DAVE, Alt. Show Producer, XL106.7, Orlando**

**FAMILY CAT** *Wonderful Excuse* (ARISTA) - The only cat I'll let in my house.

**BOINGO** *Insanity* (GIANT) - INSANE!

**INDIGO GIRLS** *Least Complicated* (EPIC) - Definitely a cool melody - Nice harmony.

**GREEN DAY** *Welcome To Paradise* (REPRISE) - Check it out. Gonna be huge.

**PULP** *Lipgloss* (ISLAND) - I like it!



# HITMAKERS Alternative Disc-covery Club®

**ROB DESHAY, PD, KAVS, Lancaster**

**STEREOLAB** *Ping Pong* (ELEKTRA) - Offbeat melody reminiscent of Prefab Sprout. Catchy as hell. Great, jazzy fun.

**MARTIN NEWELL w/Andy Partridge** *The Greatest Living Englishman* - For all of us XTC fans out there, this is pretty exciting stuff. Hook-laden Brit-Pop is something to treasure.

**THEY MIGHT BE GIANTS** *Snail Shell* (ELEKTRA) - They're back! Slightly less herky-jerky than before, but still full of wacky musical twists.

**LIZ PHAIR** *Super Nova* (MATADOR/ATLANTIC) - Here's hoping us radio types don't let this great artist slip through the cracks. Super track...Let's all play it! I love you all!!!

**DAVE LeVORA, PD, KLYV, Dubuque**

**LIZ PHAIR** *Super Nova* (MATADOR/ATLANTIC) - Whoa - you go girl! Great tune with an infectious hook. Expect this one to (excuse me) Blow Up!

**TOAD THE WET SPROCKET** *Something's Always Wrong* (COLUMBIA) - Strong follow-up to *Fall Down*. This one sounds a lot more like the Toad of old.

**MAGNAPOP** *Slowly Slowly* (PRIORITY) - Bob Mould's strong production makes these guys the coolest band to emerge from Athens, GA since, well...You know who.

**TIM BARRETT, PD, KLZR, Lawrence**

**OFFSPRING** *Self Esteem* (EPITAPH) - Like it a lot.

**GREEN DAY** *Basket Case* (REPRISE) - A lot of phones.

**MEAT PUPPETS** *Lake Of Fire (Remix)* - Really big.

**SARAH McLACHLAN** *Good Enough* (ARISTA) - Very cool.

**TED TAYLOR, MD, KPOI, Honolulu**

**ECHO BELLY** *I Can't Imagine The World Without Me* (FAUV) - Brilliant! Brilliant! Brilliant! Brilliant!!

**SUGAR** *Your Favorite Thing* (RYKODISC) - Same as above!!

**JEFFREY GAINES** *I Like You* (CHRYSALIS/EMI RECORDS) - He is incredible.

**MARIANNE DUPREY, MD, KTUX, Shreveport**

**OFFSPRING** *Come Out & Play* (EPITAPH) - Biggest phones.

**GREEN DAY** *Basket Case* (REPRISE) - Catchy.

**BEASTIE BOYS** *Sabotage* (CAPITOL) - Still a good phone record.

**LIVE** *Selling The Drama* (MCA) - Looking forward to the next track.

**SAT BISLA, DJ, RADIO LONDON, Fresno**

**ELASTIC BAND** *Running Up That Hill* (FLYING HIGH, ITALY) - No, you're not going crazy...this single is a remake of the Kate Bush classic from 1985. This Italian duo have done an absolutely brilliant job in remaking this track. Definitely more of a dance/energy mix, however, it's sure to please any Kate Bush fans and is sure to be a phone reaction record for those who like intelligent remakes of their favorite classics.

**LOVE & ROCKETS** *This Heaven* (BEGGARS BANQUET, U.K.) - Daniel Ash and David J. are back together as Love & Rockets. This single is quite different from their previous material in that they have gone towards more of a dance lean from their former gothic type of sound. Nonetheless, it's great to see this duo back together putting out a much-awaited single. It'll be interesting to see what the album sounds like in respect to *This Heaven*.

**LOFT** *Summer, Summer* (ARIOLA, GERMANY) - A very pleasant song indeed. Perfectly produced for a 'HIT' summer song! The keyboard Pop sound is overlapped by a pleasant Reggae vocal and female chorus that makes this a very enjoyable record. Sure to be embraced by both Alternative and Pop radio as well as many of their listeners. Look for this "chart bubbler" at an import store near you!

**RICK MICHAELS, PD, THE END, Cleveland**

**LIZ PHAIR** *Super Nova* (MATADOR/ATLANTIC) - Huge hit!

**SMITHEREENS** *Time Won't Let Me* (RCA) - Awesome!

**PULP** *Do You Remember The First Time* (ISLAND) - Starting to come around.

**BRYNN CAPELLA, AMD, THE FLASH, San Diego**

**OVER THE RHINE** *I'm Happy With Myself* (I.R.S.) - It makes you happy, and you can sing along. Very upbeat and has a cool groove to it!

**SOUP DRAGONS** *One Way Street* (POLYGRAM) - What can you say? It's a different sound. It's nice to hear a new sound from an artist that is still cool.

**LIZ PHAIR** *Super Nova* (MATADOR/ATLANTIC) - Different from what you'd expect! It's kind of funky and it's a fun song.

**THEY MIGHT BE GIANTS** *Snail Shell* (ELEKTRA) - I like the group. When I heard they had a new single, I couldn't wait to hear it. I think it's very catchy. It's a song that people will respond to.

**SWEDISH EAGLE, PD, THE IMPORT SHOW, Los Angeles**

**TERRY HALL** *Forever J* (ANXIOUS) - Ex-

Specials/Fun Boy 3/Colourfield singer along with Craig Gannon (The Smiths) and ex-Bunnyman Les Pattinson and produced by Ian Broudie (Lightning Seeds). There's enough talent there to fill a talent tree...Whatever, it's good.

**PIZZICATO FIVE** *Baby Love Child* (MATADOR) - Brilliant trio from Japan. Finally leaping into Alternative Rock.

**SALAD** *Your Ma/Plank/Open* (ISLAND RED LABEL UK) - This week's catchy Pop song extraordinaire!

**THE FAMILY CAT** *Goldenbook* (DEDICATED) - Don't be afraid to take this one home. It is already housebroken. It's got guitar, catchy vocals and plenty of catnip.

**THESE ANIMAL MEN** *Too Sussed? (Live)* (HUT U.S.A./VIRGIN) - If Green Day were British...??

**ROB NICHOLSON, PD, WCHZ, Grovetown**

**GRANT LEE BUFFALO** *Mocking Bird* (REPRISE) - Phenomenal. Everybody should jump on this one. Fresh sound, yet very familiar. Doing European tour with R.E.M.

**MAGNAPOP** *Slowly Slowly* (PRIORITY) - They've been doing it all the time.

**SUGAR** *Your Favorite Thing* (RYKODISC) - How does Bob Mould do it?

**OVER THE RHINE** *I'm Happy With Myself* (I.R.S.) - Sort of the anti-Hole *Miss World*. Gotta hand it to Courtney Love.

These are things that make my phones ring:

**G LOVE & SPECIAL SAUCE** *Cold Beverage* (550 MUSIC/EPIC)

**G LOVE & SPECIAL SAUCE** *Blues Music* (OKEH/EPIC)

**REVEREND HORTON HEAT** *One Time For Me* (INTERSCOPE)

**TRIPMASTER MONKEY** *Shutter's Closed* (SIRE/REPRISE)

**FISH** *Sample In The Jar* (ELEKTRA) - This is really getting a lot of reaction. Play it. I believe you will get reaction too! It appeals to the root side of the format.

**HARRY CONNICK, JR.** *I Could Only Whisper Your Name* (COLUMBIA) - Poke fun at me about this, but the Sales Department is laughing all the way to the bank.

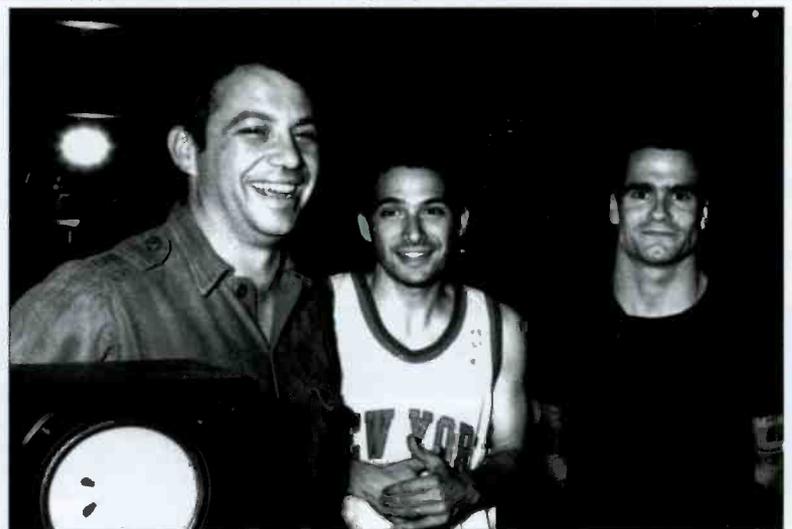
**SHARON STEEL, MD, WYYS, Ithaca**

**LOVE SPIT LOVE** *Am I Wrong* (IMAGO) - It's a great back-to-school record. Great with the college audience. Already our phones are ringing.

**ERASURE** *Run To The Sun* (MUTE/ELEKTRA) - The phones are jumping.



MERCURY recording artist Rusted Root are currently touring in support of their forthcoming debut release, *When I Woke*. Pictured (l-r): Rob Kos, Mgr., Metropolitan Ent.; Rusted Root's Jim Donovan, Ed Eckstine, President; Bob Skoro, Sr. VP/A&R, MERCURY; Daniel Savage, Dir. of Mktg., MERCURY; Rusted Root's Michael Glabicki, John Buynak, Jenn Wertz, and Jim Donovan. Front row: Rusted Root's Liz Berlin, John Mazzacco, VP/Mktg, MERCURY; and Rusted Root's Patrick Norman.



COLUMBIA recording artist Mike Watt listens to playbacks at Cherokee Studios in Los Angeles. Among the many artists performing on the album are Adam Horovitz of the Beastie Boys and Henry Rollins of the Rollins Band. The album is due in stores late October.

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

1. **4 P.M.** Sukiyaki (NEXT PLATEAU/ISLAND)
2. **IMMATURE** Never Lie (MCA)
3. **LUTHER VANDROSS & MARIAH CAREY** Endless Love (COLUMBIA)
4. **BOYZ II MEN** Yesterday (MOTOWN)
5. **FOR REAL** You Don't Know Nothin' (PERSPECTIVE/A&M)
6. **20 FINGERS** Short Short Man (ID)
7. **2 BAD MICE** Bomb Scare 94 (SMILE)
8. **AALIYAH** At Your Best (BLACKGROUND/JIVE)
9. **AHMAD** You Gotta Be (GIANT)
10. **BOYZ II MEN** ALBUM (MOTOWN)
11. **CE CE PENISTON** Hit By Love (A&M)
12. **INI KAMOZE** Here Comes The Hotstepper (COLUMBIA)
13. **JADE** 5, 4, 3, 2 (GIANT)
14. **KARYN WHITE** Hungah (WARNER BROS.)
15. **LIFTED** Big Time (NU BREED)
16. **MAZZY STAR** Fade Into You (CAPITOL)
17. **SAGAT** Luvstuff (MAXI)
18. **TONY TERRY** When A Man Cries (VIRGIN)
19. **WHITEHEAD BROS.** You're Love Is A 187 (MOTOWN)
20. **Y? N VEE** Chocolate (RAL)

## Salwa's Space

• Congratulations go out to Linda Fine from Avenue Records on the birth of her baby girl Sabrina weighing in at 7lbs 9 oz. Congratulations continue with marriages, Jerry Mac from WZJM and Charlie Maxx from KZFM... and no it's not to each other, they each have somebody else. Happy Birthday's to Davey D. from Arista who just reached the big 25 and to Michael Futagaki for finally reaching the big 31.

• People on the move... Maurice DeVoe makes the big label move and leaves WIOQ for Priority Records East Coast. Bob Burke from BOSS97 takes the trade way and heads over to FMQB. Charles Chavez heads over to KTFM...and Issy Sanchez calls in to say if Robin Flores moves to KPRR we'll have The Great Mexican Exchange. Also stay tuned for a move from Jason Silva currently at Scarface.

• Job openings at HOT97, HOT97.7...(check Ear for details)

• Peter Albertelli checks in with info on **DA YOUNGSTA'S** *Hip Hop Ride* already on WJMN, KMXX and HOT97. For more details call him at (212) 275-2560.

• Orders on the **BONE THUGS N HARMONY** are exploding...huge sales and orders everywhere. Adds this week include The Beat and Power106.

• Peaking a lot of interest off th Hitmakers CD is **2 BAD MICE** *Bomb Scare 94* on Smile Communications for more info check with Cary Vance at Profile.

• If you didn't check out **KARYN WHITE** *Hungah* on Warner Brothers this week go dig it out and give it a listen or give Greg Lee a call for your own personal copy.

• Out of leftfield, the **LUCAS** record on Big Beat is going both ways... Both Alternative and Rhythm-Crossover. Check this one out.

Records to watch:

• **4 P.M.** Sukiyaki (NEXT PLATEAU/ISLAND) - Check with Hurricane Shane at KBFM, Kozman at KKXX, Jamie Hyatt and T, John Hunter WEOW and many othershe Janitor at KTFM.

• **IMMATURE** Never Lie (MCA) - Tom Steele from the Power Pig says this one's racking up tons of requests.

• **LUTHER VANDROSS & MARIAH CAREY** Endless Love (COLUMBIA) - If you're not on this one stop sleeping...This one is huge, huge, huge, huge, huge, huge, huge!!!!

• **BOYZ II MEN** II (MOTOWN) - This album is going to be gigantic with 'I'll Make Love To You' already a smash and others to follow... On Bended Knee, Water Runs Dry, and Yesterday with some of these already getting early spins.

• **FOR REAL** You Don't Know Nothin' (PERSPECTIVE/A&M) - If you're not already on this one, you really don't know nothin, great harmonies...check with Steve Meade, Charlie Maxx and Cha Cha.

• **20 FINGERS** Short Short Man (ID) - This one's one to listen to.

• **AALIYAH** At Your Best (BLACKGROUND/JIVE) - Another huge hit from Aaliyah, Give Marco a call and let him know how this one's doing for you.

• **AHMAD** You Gotta Be (GIANT) - Dan Watson thiks that this one will be bigger than Back In The Day.

Other big one's to check:

• **CE CE PENISTON** Hit By Love (A&M)

• **INI KAMOZE** Here Comes The Hotstepper (COLUMBIA)

• **JADE** 5, 4, 3, 2 (GIANT)

• **TONY TERRY** When A Man Cries (VIRGIN)

• **WHITEHEAD BROS.** You're Love Is A 187 (MOTOWN)

• **Y? N VEE** Chocolate (RAL)

See ya,  
Salwa Scarpone

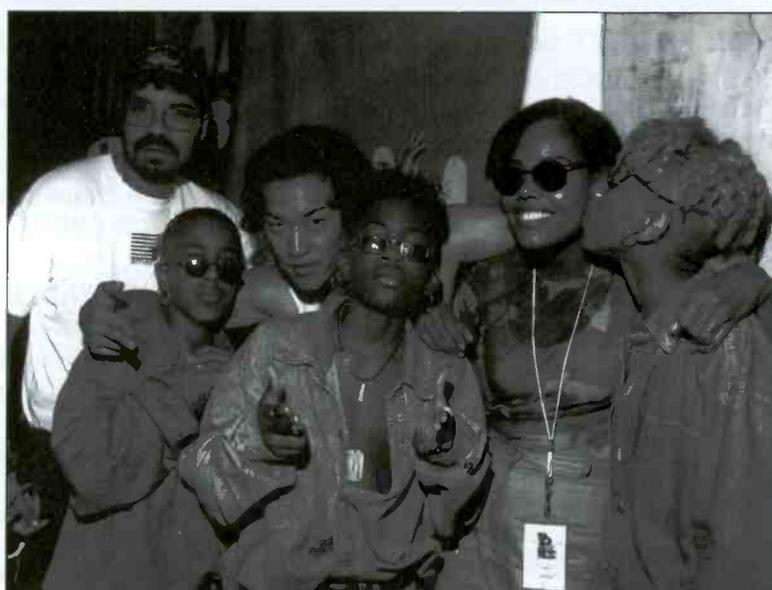
# MORE PHOTOS!



# THE BEAT Summer Jam



Pictured (l-r): **Theo**, air personality; **Lisa Canning**, NightBeat air personality; **John London** of KKBT's House Party morning show; **Tracie Spencer**; (front) **Shirley Clark**, House Party morning show and (back) **Ben Kelly** of the morning show; and **Dwayne Wiggins** of Tony Toni Tone.



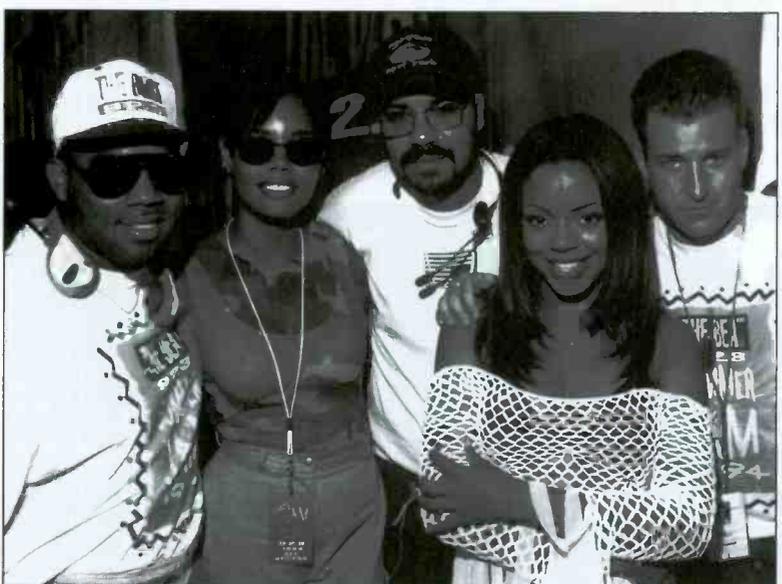
Pictured (l-r): **Harold Austin**, MD; **Theo**; and **Lisa Canning**, with MCA recording artists **Immature**.



Pictured: TOMMY BOY recording artist **Coolio** (center) and crew with **Keith Naftaly**, VP/Programming, KKBT (pictured second from left), and **Diana Steele**, KKBT air personality (far right).



Pictured (l-r): **Theo**; **Dominique DiPrima**, Community Action Director; WARNER BROS. recording artist **Tevin Campbell**; and **Harold Austin**.



Pictured (l-r): **Ben Kelly**; **Lisa Canning**; **Harold Austin**; MOTOWN recording artist **Shanice**; and **Keith Naftaly**.



Pictured (l-r): **Harold Austin**; **Keith Naftaly**; **Lisa Canning**; UPTOWN/MCA recording artist **Heavy D.**; and **John London**.



# HITMAKERS Street Sheet Disc-covery Club®

## ERIK BRADLEY, MD, B96, Chicago

BOYZ II MEN ALBUM (MOTOWN) - The album has dropped and it's spectacular. On Bended Knee is the obvious choice for the next single. They also did a good job on Yesterday.

MIRANDA Round And Round (SUNSHINE) - Feel strong about this one. Sounds like classic Madonna.

LAW One More Chance For Love (STRICTLY HYPE) - From Chicago, this freestyle record is researching well enough to go on full-time.

## PACO LOPEZ, APD, HOT97, New York

IMMATURE Never Lie (MCA) - Since I never lie, the truth is it's a smash!

HEAVY D. & THE BOYZ Black Coffee (UPTOWN/MCA) - Get a thermos full, drink all you want. He'll jam more.

LUTHER VANDROSS & MARIAH CAREY Endless Love (COLUMBIA) - This song is the GDMF shiznick. Guaranteed to be the biggest record of the year.

ARTIFACTS Wrong Side Of The Tracks (BIG BEAT) - Get on the right side of the tracks and play this...Tokens are available at the booth.

## HURRICANE SHANE, MD, KBFM, McAllen-Brownsville

4 P.M. Sukiyaki (NEXT PLATEAU/ISLAND) - Great remake. All day record.

MAZZY STAR Fade Into You (CAPITOL) - Good hook.

XSCAPE Who's That Man (CHAOS/COLUMBIA) - Cool '20s sound from a killer movie.

## MICHAEL JACK KIRBY, PD/MD, KFFM, Yakima

BLACKGIRL Where Did We Go Wrong (RCA) - Proof that these ladies can really sing.

IMMATURE Never Lie (MCA) - Are these tears I feel in my eyes...Nah, couldn't be.

BOYZ II MEN Thank You (MOTOWN) - This one went upside my head the first time I heard this. This is slammin'!

## CARMY FERRERI, PD, KGGI, Riverside

IMMATURE Never Lie (MCA) - Big street buzz.

TONY TERRY When A Man Cries (VIRGIN) - It's another When I'm With You. Love it.

C&C MUSIC FACTORY Do You Wanna Get Funky (COLUMBIA) - Like the For Real remix.

WHITEHEAD BROS. Your Love Is A 187 (MOTOWN) - Potential crossover...Big time.

## SONIA JIMENEZ, MD, KGGI, Riverside

NOMAR Zoomin' (SCOTTI BROS.) - Great mix show action. May cross over to full air play.

HEAVY D. & THE BOYZ Nuttin' But Love (UPTOWN/MCA) - Great phones.

LUTHER VANDROSS & MARIAH CAREY Endless Love (COLUMBIA) - Don't have to say anything... Great!

## JOHN 'The Horse' McMANN, MD, KIX106, Providence

Some records to check out:

AALIYAH At Your Best (BLACKGROUND/JIVE) - The R. Kelly remix.

PETE ROCK & C.L. SMOOTH I Got A Love (ELEKTRA)

KEITH SWEAT Get Up On It (ELEKTRA)

SAGAT Luvstuff (MAXI)

SLICK RICK & WARREN G. Behind Bars (POLYGRAM)

Check these out for your mix shows:

C&C MUSIC FACTORY Robby Rob's Boriqua Anthem (COLUMBIA)

SAGAT Luvstuff (MAXI)

LIFTED Big Time (NU BREED)

Peace to all my programming brothas and sistas...Be good to The Horse...Throw me a sugar cube every once in a while.

## M.C. BOOGIE D, PD, KJYK, Tucson

BOYZ II MEN ALBUM (MOTOWN) - Check out Water Runs Dry and Yesterday. They will be mega huge hits. Don't listen to the CD too much because you're gonna get burned out from playing it too much.

## KOZMAN, APD/MD, KKXX, Bakersfield

THE NOTORIOUS B.I.G. Juicy (BAD BOY ENTERTAINMENT/ARISTA) - It's slammin'!

Y? N VEE Chocolate (RAL) - Very cool jam!

4 P.M. Sukiyaki (NEXT PLATEAU/ISLAND) - I sat in the car in 110 degree weather listening to the entire thing in Vegas and I'm a guy...So play it!

20 FINGERS Short Short Man (ID) - What can you say about a record like this?

## CAT THOMAS, MD, KLUC, Las Vegas

KARYN WHITE Hungah (WARNER BROS.) - Great mid-tempo groove...The mid-tempo jam of the fall.

ICE CUBE Boyz n the Hood (PRIORITY) - The video is kickin'...Action at night.

20 FINGERS Short Short Man (ID) - In two weeks the #1 most-requested at night...All women of all ages.

## JOEY ARBAGEY, MD, KMEL, San Francisco

JADE 5, 4, 3, 2 (GIANT) - Nice track with a major hook.

MAD LION Take It Easy (NERVOUS) - Straight from the underground with major crossover potential.

CASSERINE Why Not Take All Of Me (WARNER BROS) - A new sound for the nine fo that needs the support of cutting edge radio.

Y? N VEE Chocolate (RAL) - Major mix show support with great radio potential with a killer video to boot.

MAXINE HARVEY Gimme A Little Sign (RCA) - Great dance mix with an uptempo radio-friendly track.

NINE INCH NAILS Closer (TVT/INTERSCOPE) - My favorite track off the album. Should be a monster for multiple formats.

BOSS Congo (STRICTLY RHYTHM) - As usual, fierceness comes from STRICTLY RHYTHM.

JULIO Oye Como Va (COLUMBIA) - Something I'd never imagine, but it's real. Check it out.

## RANDY FOX, PD, KMVR, Las Cruces

ACE OF BASE Young & Proud (ARISTA) - Top 8 phones.

ARIA My World Is Empty (SPEED RECORDS) - My world is empty without Aria.

ERASURE Run To The Sun (MUTE/ELEKTRA) - This record's gonna be hot.

2 BAD MICE Bomb Scare 94 (SMILE) - This record is fun and a total jam. Check it out.

## TONY VALERA, MC, KMXZ, Salinas/Monterey

ALEXANDER Be Mine (UPSTAIRS) - Has that typical Hispanic feel. Very reminiscent of George Lamond. Nice production, should do well.

2 BAD MICE Bomb Scare 94 (SMILE) - If you liked it the first time, you'll like it the second time.

JV Nayba'hood Queen (THUMP) - Cool samples... Great street vibe.

FACE NORTH Can You Feel It? (MODERN) - Great hook...Very, very funky.

Also check out these album cuts:

AALIYAH Throw Your Hands Up (JIVE)

R. KELLY Honey Lover Friend (JIVE)

CRYSTAL WATERS Ghetto Day (MERCURY)

## A.J., APD, KSFM, Sacramento

FOR REAL You Don't Know Nothin' (PERSPECTIVE/A&M) - Good tight vocals.

N-PHASE Spend The Night (REPRISE) - Another sex song by R. Kelly. A little Urban, but a good remix. Could be another hit.

# RAPPIN 4-TAY

## "Playaz Club"

### Sold Over 30,000 Albums in the Bay Area!

### On Your Desk Now!



Spinning At:	
KMEL	43x
HOT97.7	50x
KWIN	30x
HOT105	13x
KLUC	19x
KDON -Add	10x
WILD107	16x
KMXZ	23x
Z90	8x
and more	

**CHA CHA/JOHN DICKINSON, MD/AMD, KS104, Denver**

**AALIYAH Back & Forth** (BLACKGROUND/JIVE) - This one's working very well for us.

**REAL McCOY Another Night** (ARISTA) - Lot's of energy. Females love it.

**FOR REAL You Don't Know Nothin'** (PERSPECTIVE/A&M) - Very different, very refreshing and upbeat.

**DANIELLE BRISEBOIS What If God Fell From The Sky** (EPIC) - If God fell from the sky he would say play this, it's the shit.

**INNER CIRCLE Black Roses** (BIG BEAT/ATL. GRP.) - Our future pick of the year.

**DAN WATSON, PD/MD, KSIQ, Imperial Valley**  
**LUTHER VANDROSS & MARIAH CAREY Endless Love** (COLUMBIA) - Ok, I'll take a chance...

**AHMAD You Gotta Be** (GIANT) - Should be bigger than Back In The Day. I loved this one from the start.

**JAMIE HYATT/THE JANITOR, PD/APD, KTFM, San Antonio**

**FORTE Girl I Want You Back** (AVENUE) - A great female 18-24 mind blower.

**BOYZ II MEN Yesterday** (MOTOWN) - Better than The Beatles.

**IMMATURE Never Lie** (MCA) - Hotter than two pigs making love in a blanket.

**JAM & SPOON Right In The Night** (EPIC) - Killer!

**4 P.M. Sukiyaki** (NEXT PLATEAU/ISLAND) - Blowin' up!

**KEN CARR, MD, KWIN, Stockton**

**COLLEGE BOYZ Rollin'** (VIRGIN) - The big phat hook makes this jam hot...It's already pullin' phones!

**JADE 5, 4, 3, 2** (GIANT) - A little more edge than their previous stuff - but it works. Too bad the T-shirt they sent me had a hole in it!

**KARYN WHITE Hungah** (WARNER BROS.) - Good choice if you need an uptempo Pop track.

**SAH-B Summa Day** - Mary J. Blige meets Salt-N-Pepa. Sounds like a hit to me.

Other stuff to check...

**RAPPIN 4-TAY Playaz Club** (EMI RECORDS) - Only had this on a few weeks and it's Top 5 phones and the #2-selling album at Tower-Stockton.

**BOYZ II MEN Yesterday** (MOTOWN) - Remake of The Beatles done acapella. Wow! Make sure you check out Thank You (it's uptempo) and Water Runs Dry on their new CD II.

**WHITEHEAD BROS. You're Love Is A 187** (MOTOWN) - Pullin' Top 5 phones - It's a huge hit for KWIN!

**CHARLIE MAXX, APD/MD, KZFM, Corpus Christi**

**WHITEHEAD BROS. You're Love Is A 187** (MOTOWN) - Smooth...

**AALIYAH At Your Best** (BLACKGROUND/JIVE) - Shows her versatility on this record.

**FOR REAL You Don't Know Nothin'** (PERSPECTIVE/A&M) - Great harmonies...A different sound.

**TOM STEELE, MD, POWER PIG, Tampa**

**SIR MIX-A-LOT Ride** (AMERICAN) - A mixture of all kinds of cool, weird stuff.

**M PEOPLE One Night In Heaven** (EPIC) - Doing great in local clubs, taking off on requests.

**IMMATURE Never Lie** (MCA) - Already racking up tons of phone requests.

**SHERYL CROW All I Wanna Do** (A&M) - All of our wives love it, so will yours. Huge female record.

**G-MO It's An Everyday Thing To Roll** - Huge requests on the phones after just a few spins.

**LUCY BARRAGAN, MD, Q105, Oxnard**

**BOYZ II MEN On Bended Knee** (MOTOWN) - Sounds a lot like End Of The Road.

**BOYZ II MEN Water Runs Dry** (MOTOWN) - Babyface?

**CHANGING FACES Foolin' Around** (BIG BEAT/ATL. GRP.) - R. Kelly and Changing Faces...You can't go wrong with this one.

**SHANICE Turn Down The Lights** (MOTOWN) - You won't know how great it sounds until you hear it on the radio.

**GREG HEAD, MD, THE BOX, Houston**

**INI KAMOZE Here Comes The Hotstepper** (COLUMBIA) - Big street buzz. Great phones off weekend test play.

**TONY TERRY When A Man Cries** (VIRGIN) - Tony is back.

**AHMAD You Gotta Be** (GIANT) - Very strong.

**JOHN HUNTER, APD, WEOW92.5, Key West**

**MAZZY STAR Fade Into You** (CAPITOL) - Love this record. It's definitely from the heart.

**LAFAYETTE Better Late Than Never** (EASTWEST) - From the mix to the playlist. It's selling.

**4 P.M. Sukiyaki** (NEXT PLATEAU/ISLAND) - Calls are coming in.

**CE CE PENISTON Hit By Love** (A&M) - Like the subtle Chicago kick. She's hot. Again!

**MICHAEL MARTIN, APD/MD, WILD107, San Francisco**

**LUTHER VANDROSS & MARIAH CAREY Endless**

Love (COLUMBIA) - So what if I leaked Mariah and Luther? Number one request after the first five seconds of the song. Luther's CD is full of remakes, including Always And Forever by Heatwave. A must for your leaking pleasure.

**SALT-N-PEPA None Of Your Business** (NEXT PLATEAU/ISLAND) - Is quickly becoming another female anthem. Already hittin' big phones. This one will go to the top with the others.

On the street tip check out **CRAIG MACK Flava In Ya Ear** (BAD BOY ENTERTAINMENT/ARISTA). **THE NOTORIOUS B.I.G.'s Juicy** (BAD BOY ENTERTAINMENT/ARISTA) and **PARIS' Guerilla Funk** all are blowin' up in the streets and the mix shows.

Also check out the new **TONY TERRY When A Man Cries** (VIRGIN). Tony delivers another smooth jam with great lyrics and a cool-ass haircut.

**STEVE MEADE, MD, Y97, Santa Barbara**

**KARYN WHITE Hungah** (WARNER BROS.) - She's back.

**JADE 5-4-3-2** (GIANT) - It's time.

**FOR REAL You Don't Know Nothin'** (PERSPECTIVE/A&M) - Love to hear it on the hold button at Hitmakers. Love the a capella vibe.

**JAKI GRAHAM Ain't Nobody** (CRITIQUE/BMG) - Sounds fresh.

**JEFF NELSON, MD, Z90, San Diego**

**BRANDY I Wanna Be Down** (ATLANTIC) - Great song. Definitely well worth taking a listen to.

**WEST END GIRLS Reunited** (CALIBER) - Nice remake of the classic Peaches and Herb tune.

**ROLLING STONES Love Is Strong** (VIRGIN) - That's right, the Rolling Stones! Check out the Teddy Riley remix.

**LISA LOEB Stay** (RCA) - This song fits great in the midday vibe we've got going. If you don't believe me just listen to our station.

**JAMES DEE, MC, Z90, San Diego**

**LORD FINESSE Shorties Kaught In The System** (MOTOWN) - Slammin' track! Definitely generating a buzz in the streets. Don't sleep on this cut.

**INI KAMOZE Here Comes The Hotstepper** (COLUMBIA) - This is a phat ass Reggae track with a Hip-Hop feel to it. Check out the Heartical mix for the Heartbeat sample.

**CE CE PENISTON Hit By Love** (A&M) - Great double vinyl pack filled with slammin' mixes. Try the full body mix.

**GENIUS I Gotcha Back** (LOUD/RCA) - Straight out of the Wu-Tang camp so you know it's the shit.

**FORTE**

**"Girl I Want You Back"**

**Added At:**

**KPRR - 19x**  
**KKSS**  
**KTFM - 14x**  
**WDAS**  
**WBLX**  
**and more**

**On At:**

**HOT97.7 - 13x**  
**WKSI**  
**KQIZ**  
**HOT105**  
**KMJM**  
**WHRK**  
**and more**



**AVENUE RECORDS**

## NEW IN THE MIX

CECE PENISTON "Hit By Love" (A&M)  
 20 FINGERS "Short Short Man" (ID Records)  
 LIME LIFE "Some Bah (In The Bush)" (Freeze)  
 NOMAR "Zoomin" (Scotti Bros.)  
 THE NOTORIOUS B.I.G. "Juicy" (Bad Boy Entertainment/Arista)

## MIX SHOW MOVERS

LW - TW	Artist	Song	Label
1-1	REAL McCOY	"Another Night"	(Arista)
2-2	C&C MUSIC FACTORY	"Do You Wanna Get Funky"	(Columbia)
9-3	LADY OF RAGE	"Afro Puffs"	(Interscope)
4-4	M PEOPLE	"One Night In Heaven"	(Epic)
5-5	DA BRAT	"Funkdafied"	(Chaos)
6-5	COOLIO	"Fantastic Voyage"	(Tommy Boy)
7-7	CRYSTAL WATERS	"100% Pure Love"	(Mercury)
10-8	WARREN G.	"This DJ"	(Interscope)
11-9	REEL 2 REAL	"Go On Move '94"	(Strictly Rhythm)
18-10	JOCELYN ENRIQUEZ	"Make This Last Forever"	(Classified)
8-11	MARIAH CAREY	"Anytime You Need A Friend"	(Columbia)
16-12	HEAVY D.	"Nuttin But Love"	(Uptown/MCA)
23-13	ICE CUBE	"Bop Gun (One Nation)"	(Priority)
12-14	JAM & SPOON	"Right In The Night"	(Epic Dance)
13-15	KRISTINE W.	"Feel What You Want"	(Champion/EastWest)
26-16	AALIYAH	"Back & Forth"	(Jive)
15-17	OPUS III	"When You Made The Mountains"	(EastWest)
14-18	HOUSE OF PAIN	"On Point"	(Tommy Boy)
31-19	NOMAR	"Zoomin"	(Scotti Bros.)
37-20	JAKI GRAHAM	"Ain't Nobody"	(Avest/Critique/BMG)
21-21	CRAIG MACK	"Flava In Your Ear"	(Bad Boy/Arista)
22-22	BLACKSTREET	"Bootie Call"	(Interscope)
25-23	20 FINGERS	"Short Short Man"	(ID)
23-24	808 STATE	"Bombadin"	(Tommy Boy)
17-25	LAFAYETTE	"Better Late Than Never"	(Champion/EastWest)
27-26	OUTKAST	"Southernplayalisticadillacmuzik"	(La Face/Arista)
29-27	JUJZ 2 BROTHERS	"Frenzy Dance"	(Afterdark/Freeze)
20-28	MIRANDA	"Your Love Is So Divine"	(Sunshine)
35-29	THE BOSS	"Congo"	(Strictly Rhythm)
30-30	BODY, RHYTHM & SOUL	"Bang, The Body Goes Boom"	(Eastwest)
19-31	2 UNLIMITED	"Real Thing"	(Radikal/Critique)
28-32	JANET JACKSON	"Anytime, Anyplace"	(Virgin)
34-33	DAJAE	"Is It All Over My Face"	(Cajual)
N-34	BLUR	"Girls & Boys"	(SBK/EMI)
N-35	SHAI	"The Place Where You Belong"	(Gasoline Alley/MCA)
33-36	PROHIBITION	"Prohibition Groove"	(ZYX)
43-37	PUBLIC ENEMY	"Give It Up"	(Def Jam)
N-38	J. SOUNDTOOLS	"Whistling In Paradise"	(Logic/RCA)
45-39	THE NOTORIOUS B.I.G.	"Juicy"	(Bad Boy/Arista)
40-40	SANDALS	"Feet"	(ffrr)
36-4	PAULINE HENRY	"Feel Like Making Love"	(550 Music/Epic)
N-42	MEECHIE	"Bring Me Joy"	(Vibe)
N-43	MICHELLE SWEENEY	"This Time"	(Big Beat)
46-44	AB LOGIC	"Real World"	(RCA)
42-45	LSOB	"If You Want To Groove"	(Mercury)
N-46	DOOP	"Doop"	(MCA)
47-47	ADELE BERTEI	"Zami Girl"	(Imago)
48-48	KORELL	"Paradise II"	(Thump)
N-49	BASIA	"Drunk On Love"	(Epic)
39-50	NAS	"The World Is Yours"	(Columbia)

# COLUMBIA

RECORDS *Presents The*

## HITMAKERS MIXER OF THE WEEK!



**JIMMY KIM**  
**KIIS-FM**  
 Los Angeles

### CAREER HIGHLIGHTS:

To have been able to have worked with some of the best people in the industry throughout the years I've been in it. To finally be involved with a #1 station which is home to Rick Dees.

### HOBBIES:

Thrillseeking, adventurous, spontaneous things...

### SHOUT OUTS:

To everybody I've worked with and have maintained a working relationship with all along. You know who you are. Thanks to Jeff Wyatt and Mark Kaye for the shot. Thanks to my current PD Steve Perun and MD Tracy Austin for bringing the mix show to a whole new level. Thanks to Hitmakers and Sony for making this opportunity available to mixers. Thanks to Michael Futagaki for working it all the way from the Bay Area.

# COLUMBIA CUTZ

### *Ini Kamozi*

**Here Comes The Hotstepper**

### *C&C Music Factory*

**Do You Wanna Get Funky (Cheryl Lynn Remix)**

### *Fugees*

**Nappy Heads**

### *Inner City*

**Share My Life**

### *Julio Iglesias*

**Guajira/Oye Como Va**

## NOMINEES FOR ISSUE 856

VOTE FOR YOUR CHOICE

1. JAMZ CITY (Sir T., Delano)
2. INFINITY (Charlie Alessi, New York)
3. CONN. MUSIC POOL (Stephen M. Richardson, Orange)

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

MIXER OF THE WEEK WINS SONY HEADPHONES!



# I'LL TAKE HER

THE HIT SINGLE & VIDEO FROM

# ILL

# AL SKRATCH

AND FEATURING BRIAN MCKNIGHT

TAKING RADIO BY STORM. IMPACTING NOW!!

"IF YOU DON'T WANT HER, DON'T WASTE HER TIME..."

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## As The Vinyl Spins

By Michael Futagaki  
(415) 282-4466

• It's been hectic lately, but a wise man once told me, "Every day that you wake up is a good day because some folks didn't wake up today." I'm taking that one to the bank!

• Thanks to Shaun Lee at Avenue Records for the hook up on the **FORTE** record and the **INDONESIA Phunke Assfalt** joint. That **FORTE** record looks strong. All mixers need to stand with John 'The Horse' McMann soon to be formerly of KIX106 as he readies to move to his new national mix show promotions gig at JIVE. Break our man off plenty of support and return his calls. Call Scotti Bros. if you haven't received the new remixes on **NOMAR Zoomin**, (310) 314-7213...everybody's talking about those remixes! While your at it, have them hit ya off with the new **SWEET SABLE Tonight** and if you're into bass, he should hook you with the **CREO D. Watch Out**.

• Much appreciation to Cary Vance at Profile for the information on **POTNA DEUCE Dat's My Potna B/W Funky Behavior**. Cary sends shouts out to KMEL, KSFM, and KBXX for the love. Call Cary and have him hook you up across-the-board from **POTNA DEUCE** to **SIMPLE SIMON La Bamba**.

• Big ups to James Israel and Franco lamello at Mercury for the early peeps on **ILL/AL SKRATCH f/ Brian McKnight I'll Take Her**. We felt ya on that one early! Also that **CRYSTAL WATERS** remix is looking good. Did that Humpty guy have something to do with that or what?

• Shouts to Troy Shelton of Warner Bros. for calling in a 'What's Up' to me. Speaking of Warner Bros., the **CASSERINE Why Not Take All Of Me** is heating up as is the **KARYN WHITE Hungah**. Karyn's looking pretty cool too! Yo Greg Lee, can I get an autographed photo? I stopped by the Music People One Stop in Oakland the other day and saw that **RAPPIN 4TAY** had sold 18,000 full-length tapes and CD's in the Bay Area in two weeks. Now that ERG has it, look for it to blow up. Monte Lipman and crew have a big street record here! Also peep the sales on the **69 BOYZ Tootsie Roll** on Rip It Records 700,000 singles and 400,000 albums. I've got to thank Russell Simmons and Mike Kyser for that early peep weeks ago on **Y? N-VEE Chocolate** (RAL). Just like we said fellas, it's blowing up!

• Congratulations to John Hunter of WEOW who recently became APD. Hunter's good people and he deserves it! Everybody's favorite Homee, DJ Rich of KRBE and KHFI leaves Texas on September 19th and breaks for Miami. He'll be doing a live mix show from the Bermuda Bar in North Miami Beach for Y-100. He'll still be working with KHFI via tape and FedEx. Look for his digits here as soon as he lands. We're with ya baby boy!

• Watch for an upcoming freestyle remix of **MIRANDA's Round And Round** by B-96's Tim 'Spinnin' Schommer and J.J. Florez of **20 FINGERS** fame. Thanks to my man Julian 'Jumpin' Perez also of B-96 for the good conversations in New York and here via telephone. If you can't find a record, call Julian's store, Jumpin Music at (312) 745-5483. Since we're on B-96 Bad Boy Bill has some new **REALITY** comin at ya soon! On a final note: I apologize for the mistake in Darin Taoka A.K.A. DJ Blade's (KJYK) address. It's 5525 South Mission #9102, Tucson, AZ 85746. That's it! God bless us all and I'm out!

## Urban Records being Talked Up:

• **ILL/AL SKRATCH f/ Brian McKnight I'll Take Her** (MERCURY) - This record ain't no joke! Boogie D. (KJYK), James Dee (Z-90), Rory McAlister (KCEP) and John McMann (KIX106) stand with it.

• **CRAIG MACK Flava In Ya Ear** and **THE NOTORIOUS B.I.G. Juicy** (BAD BOY ENTERTAINMENT/ARISTA) - Puff sure don't play. Ya can hear a pin drop when you ask who's not playing either one! By far, the most talked about records on the conference calls and my daily conversations! John McMann's sneaking **THE NOTORIOUS B.I.G.'s Dreams** too! On the Arista tip, peep **TOTAL DEVASTATION's Wonderful World Of Skins b/w Da Horny Man**. No Rags, we ain't talkin about ya!

• **SWEET SABLE Tonight** (SCOTTI BROS.) - Rory McAlister (KCEP) and James Dee (Z-90) are hittin this tight for ya cheeks joint!

• **KARYN WHITE Hungah** (WARNER BROS.) - Rory McAlister (KCEP) vouches for the LP mix, but the Frankie Knuckles club mixes are getting love on the dance call. John McMann's (KIX106) optimistic about the future of this record too!

• **MAD LION Take It Easy** (Nervous) - James Dee (Z-90), John McMann (KIX106) and Rory McAlister (KCEP) are on the case! Mad Lion's busy because they're also talking about **Real Love** and James speaks of **Love Woman So**.

## Urban Records Comin At Ya:

**SUPERCAT South Central** (Columbia), **LORD FINESSE Shorty's Caught In The System** (Mad Sounds/Motown), **DA YOUNGSTAS Hip Hop Ride**

(Eastwest), **INI KAMOZE Here Comes The Hot Stepper** (Columbia), **BRANDY I Wanna Be Down** (Atlantic)

## Urban Records Not Going Away:

**O.C. Time's Up** (WILD PITCH), **RAYVON No Guns, No Murders** (VP), **BONE THUGS & HARMONY Thuggish, Ruggish Bone** (RELATIVITY), **TERROR FABULOUS Action** (EASTWEST)

## Dance Records Being Talked Up:

• **REAL McCOY Another Night** (ARISTA) - Down the rool call the boys on the call are all into this one! Newest addition to the call, David Gold (WPST) in in with us. My favorite female partner called this one early!

• **20 FINGERS Short Short Man** (ID) - Another one across the conference call board! What more can I say?

• **JOCELYN ENRIQUEZ Make This Last Forever** (Classified) - Tim Schommer (B-96), John Hunter (WEOW), DJ Rich (KRBE and KHFI) and Shawn Phillips (KUTQ) are just a few of many on the train. The record's building.

• **PIRATES OF THE CARRIBEAN VOLUME III Rumba** and **Puerto Rico** (Strictly Rhythm) - Albert Lugo (Z-90), Richard 'Humpty' Vission (POWER 106) and Tim Schommer (B-96) talking about these tracks.

• **NOMAR Zoomin** (Scotti Bros.) - Everybody on the call was talking about this one because there's something for everyone on the wax!

## Dance Records Comin At Ya!

**BROWNSTONE Pass Some Lovin** (MJJ/EPIC), **THAT KID CHRIS Big Time** (LIFTED RECORDS), **CASSERINE Why Not Take All Of Me** (WARNER BROS.), **K-7 Move It Like This** (TOMMY BOY)

## Dance Records Not Going Away:

**C&C MUSIC FACTORY Do You Wanna Get Funky** (COLUMBIA), **CRYSTAL WATERS 100% Pure Love** (MERCURY), **KORELL Paradise** (EMPORIA/THUMP), **JAKI GRAHAM Ain't Nobody** (AVEX/CRITIQUE)

• That's it! God bless us all and I'm out!

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

1. **CE CE PENISTON** Hit By Love (A&M)
2. **DA YOUNGSTAS** Hip Hop Ride (EASTWEST)
3. **KARYN WHITE** Hungah (WARNER BROS.)
4. **CASSERINE** Why Not Take All Of Me (WARNER BROS)
5. **COOLIO** I Remember (TOMMY BOY)
6. **INI KAMOZE** Here Comes The Hotstepper (COLUMBIA)
7. **INNER CITY** Share My Life (COLUMBIA)
8. **MICHELLE SWEENEY** This Time (ATLANTIC)
9. **NOMAR** Zoomin' (SCOTTI BROS.)
10. **THE NOTORIOUS B.I.G.** Juicy (BAD BOY/ARISTA)
11. **RHYTHM FACTOR** You Bring Me Joy (STRICTLY RHYTHM)
12. **20 FINGERS** Short Short Man (ID)
13. **CRAIG MACK** Flava In Ya Ear (BAD BOY /ARISTA)
14. **DEEE-LITE** Picnic In The Summertime (ELEKTRA)
15. **ILL AL SKRATCH f/Brian McKnight** I'll Take Her (MERCURY)
16. **JAKI GRAHAM** Ain't Nobody (CRITIQUE/BMG)
17. **MACK MACHINE f/Karen** Count On Me (GEE STREET)
18. **M PEOPLE** One Night In Heaven (EPIC)
19. **SALT-N-PEPA** None Of Your Business (NEXT PLATEAU/ISLAND)
20. **SOUND FACTORY** Come Take Control (RCA)
21. **TODD TERRY** The Unreleased Project #6 (FREEZE/MOONROOF)



# HITMAKERS Mix Show Disc-overly Club®

## DJ SPEN, 92Q, Baltimore

Aquarius/Let The Sunshine In (WHITE LABEL) - I have no idea where it came from, or who sent it to me. All I know is that I'm happy to have it! This record is a crankin dance version of a 60's classic by the 5th Dimension. It wrecked the club some terrible and the phones at the station went crazy! It will definitely be a dance classic for some time to come, that is if it ever comes out.

**KARYN WHITE** Hungah (WARNER BROS.) - Jay and Teddy flip da script on this one! It's one of the best dance remixes I've heard all year! This is one of the few times I actually liked a remix at 120 bpm of a song that was 100 bpm in its original form. There are a few remixers who can take a lesson from this.

**GRAVEDIGGAZ** Freak The Sorceres (GEE STREET) - I HOPE AMERICA CAN GET WITH THIS CRAZY PHAT SHIT, DEEZ BOYZ IZ PUTTIN ON WAX! I said the same thing about the A-side, Nowhere To Hide, but after checkin' out Freak The Sorceres, I lost my mutha f#@%in mind! Check dis shit out without a doubt.

**THE BLACK SCIENCE ORCHESTRA** Philidelphia (JR. BOYS OWN) - This one's gonna be large on the underground dance tip because it's got an unbelievable groove that just consumes a dance floor! Check it!

**BRAND NEW HEAVIES** Midnight At The Oasis (ffrr) - I sincerely hope that Eastwest/Delicious Vinyl will release these slammin Roger S. mixes of what I think is potentially their best dancefloor record!

## JULIAN 'Jumpin' PEREZ, B96, Chicago

**BROOKLYN-QUEENS EXPRESS** Musek (HENRY STREET) - A pumping house sample track guaranteed to move the dance floor.

**ARMAND VAN HELDEN** OLD SCHOOL JUNKIES EP (HENRY STREET) - All three cuts are slammin! Another great sample track record!

## TONY MORRIS, BOSS97, Atlantic City

**RHYTHM FACTOR** You Bring Me Joy (STRICTLY RHYTHM) - There's not much to see that this is a radio record. I'm into the Bop 'Til U Drop Mix. Thanks Bari.

**DA YOUNGSTAS** Hip Hop Ride (EASTWEST) - Love it, love it, love it, but you need two records to make it nice to mix with.

## GARY Q, BOSS97, Atlantic City

**20 FINGERS** Short Short Man (ID) - I do remember picking this as a hit two months ago within the clubs, however now the radio edits should propel this to the Top 10. By the way...it's in the mix Hazel!

**THE X-FACTOR** Paranza Remix (PROGRESSIVE MOTION IMPORT) - Domestic labels! Wake up and jump on this before it slips through the cracks! A slammin house trac that Julian Perez kicked out at the Sound Factory in N.Y. two weeks ago. I heard it, I bought it and now it packs my dance floor. No vocals but sounds great in the mix show!

**JAKI GRAHAM** Ain't Nobody (CRITIQUE/BMG) - Took me a while to get hooked on this one.

**MICHELLE SWEENEY** This Time (ATLANTIC) - Stonebridge does it again! I'm outta hea...C-YA!

## RORY 'Madness' McALISTER, FM88, Las Vegas

**KARYN WHITE** Hungah (WARNER BROS.) - Funky comeback for Karyn, with a 'smooth' house mix by Frankie Knuckles. Only an album version and edit for the urban mixes? What's up doc?

**MACK MACHINE** f/Karen Count On Me (GEE

STREET) - The dominance of this track falls more on the Trance side, but with a unique twist...VOCALS! With a little soul at that! My pick of the 'Mix Litter' is the Tranz Atlantic Mix.

**CASSERINE** Why Not Take All Of Me (WARNER BROS) - Jazzy hip hop vibe with some decent house mixes. Nice!

**JOCELYN ENRIQUEZ** Make This Last Forever (CLASSIFIED) - Excellent combinations of freestyle and house elements generated in the mixes. Great follow-up to I've Been Thinking.

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

**LIME LIFE** Some Bah (FREEZE) - Another X-ellent Todd Terry house production incorporating the old disco slogan, 'Push Push In The Bush.'

**TODD TERRY** The Unreleased Project #6 (FREEZE/MOONROOF) - So many samples set to fierce rhythms and outstanding trax (five in all).

**PRINCE BOBO SATIDE** I Want To Go Home (Mama Mama) (FREEZE) - Very tribal featuring a ragga/world beat vocal that'll have you singing along in no time.

**SYNESTHASIA** Slope (HARTHOUSE) - From one of Sven Vath's labels in Frankfurt, Germany. This is progressive trance for those of you who really like to groove. We need a U.S. release soon.

**AQUAFORM** El Sueno (EYE Q) - More progressive trance form another one of Sven Vath's labels in Frankfurt, Germany. Sounds like hyperdisco for the 21st century.

## MARKUS SCHULZ, HOTMIX, Phoenix

**ABSOLUTELY FABULOUS** Absolutely Fabulous (PARLAPHONE) - The title says it all! This record already has a big buzz in the Gay community. A must play for all formats.

**LOLEATTA HALLOWAY** The Queens Anthem (VISCIOUS MUSIC) - This record is non-stop energy. Johnny Vicious tears up another one. The Rollers In My Hair mix is just a party.

**LOVE & ROCKETS** This Heaven (BEGGARS BANQUET, U.K.) - It's only available on import, but if you play Cause & Effect or Always (the Downtempo mix), play this one. Also, an instant reaction.

**CE CE PENISTON** Hit By Love (A&M) - Our girl is at it again! This time Jr. Vasquez tore it up. The David Morales mixes will work if you play more soulful and mellow, but for 'balls-to-the-wall' thump, Jr's the man.

## JEFF K., KDGE, Dallas

**DEEE-LITE** Picnic In The Summertime (ELEKTRA) - Can't say I dig this one as much as Bring Me Your Love, but after a few weeks in the mix it's testing well, especially Ronin's Get Down Tempo mix.

**RALPHI ROSARIO** A Sexual Factor (UNDERGROUND CONSTRUCTION) - Ralphi's back, hittin hard house style with Sharon Stone samples from Basic Instinct...yes!

**THAT KID** Big Time (Carlito's Dream) (LIFTED) - Import of the month! Cool progressive track that breaks into Santana's Oye Come Va along with a nasty sample from Pacino in Carlito's Way.

**REBIRTH** Migration Of Da Party People (BASSEX) - The latest 'insta-hit' from LA. Fat, funky and fresh.

## TITO 'Indamix' AGUSTIN, KDON, Salinas

**CASSERINE** Why Not Take All Of Me (WARNER BROS) - Cato's mixes are phat and vox are kickin'.

**CONSCIOUS DAUGHTERS** We Roll Deep

(SCARFACE/PRIORITY) - Btwn Da Sheets track gives new life for this street hit.

**MELLOW MELLOW** One 4 Love (ASTRALWERKS) - 4 those with balls...play it.

## ADAM FLORES, KDON, Salinas

**INI KAMOZE** Here Comes The Hotstepper (COLUMBIA) - Definitely a record for the younger demos!

**NOMAR** Zoomin' (SCOTTI BROS.) - Play this record and watch the phones light up!

**MARIA NICOLE** Give A Little Love (MIC MAC) - One of my hottest freestyle records! Watch for this one! Shout out to Ellen at Mic Mac.

## DJ LYNNWOOD, KGGI, Riverside

**XAVIERA GOLD** Good Love (MUSIC BOX) - Check the EFX Mix. Strong at the club level.

**20 FINGERS** Short Short Man (ID) - Biggest house record in the clubs. Huge response on mix show. This record is the shit. Now.

**NOMAR** Zoomin' (SCOTTI BROS.) - Remixes slam! Six mixes on the vinyl from Humpty, Tony & AJ including a Spanish mix. Record has been strong in the mix show for six weeks. The remixes should take it to the next level.

## KUTMASTER SPAZ, KIKI, Honolulu

**BROTHER** Getto Love (EASTWEST) - Check the remix...it's paid in full!

**ZHANE** Vibe (MOTOWN) - All I can say is catch the vibe!

**KEITA** Boy You Are The One (WATCHIT!/ZOO) - Nice and smooth, but I'm still having a spaz.

## CURTY CUT, KIX 106, Providence

**P.M.D.** Step To The Underground (RCA) - That's some classic EPMD funk!

**MAD LION** Box Of Blunts (NERVOUS) - Phat! Phat! Phat! Phat! Phat! Phat!

**PUBLIC ENEMY** I Stand Accused (RAL) - This is just like the first P.E. TIME BOMB LP.

**GENIUS** I Gotcha Back (LOUD/RCA) - Butter! Not Parkay! Butter!

**GROUND FLOOR** f/Lord Finesse One Two, One Two (BANDOLA) - New hip hop group with old school flavor.

## DJ BLADE, KJYK, Tucson

**TERROR FABULOUS** Action (EASTWEST) - Crossing over to the West Coast, this cut is already heating up the phones. Smooth reggae that crosses over to radio without being UB40'ish or to hard.

**XSCAPE** Who's That Man (CHAOS/COLUMBIA) - Doowhop meets hip hop! Smooth sounds that gives the mix a nice twist. Look for this to surprise a lot of people. Sounds better with every spin.

**BROTHERS IN RHYTHM** Forever & A Day (EPIC) - Hot club track that works in the mix. Nice mixes to choose from...this one sizzles!

## MICHAEL ERICKSON, KMEL, San Francisco

**SALT-N-PEPA** None Of Your Business (NEXT PLATEAU/ISLAND) - Sassy, sexy and straight up hittin!

## JOE QUIXX, KMEL/KKBT, San Francisco/Los Angeles

**THE NONCE** Mix Tapes (WILD WEST) - A classic West Coast representation! Everyone should be checkin for these guys because they're hot and ready to blow up! Call my man Ray at Wild West (213) 651-9384.

**JUAN 'The Wonderous' ROJAS, KPRR, El Paso**  
**DARIO 'The Broken Promise' (WISEGUY) - El Paso's** first freestyle artist blooms with this song. Heavy in the mix show and should create a buzz! Try the club mix! Props to Jorge and Omar!

**CASSERINE 'Why Not Take All Of Me' (WARNER BROS) - Good solid effort by Miss Casserine with a variety of mixes to choose from. Should crossover to radio.**

**TODD TERRY 'The Unreleased Project #6' (FREEZE/MOONROOF) - Like Todd told me at the W.M.C., he makes records for his DJ's; he ain't lying. Get it, it's the shit! A must!**

**ALEXANDER 'Be Mine' (UPSTAIRS) - Good male vocals on this freestyle song. Delivering great energy on the dancefloor and mix show! Don't let it pass you by.**

#### DJ RICH, KRBE, Houston

**DJ MIKO 'What's Up' (ZYX) - The new mixes are really great. Call Harry over at ZYX RIGHT NOW! Even though it's been in the mix for a while, the new mixes will be more refreshing, giving this record a couple more months of play. There are new Tribal Mixes with another Hi-Energy Mix to choose from.**

**INTERFACE 'Is What You're Doing Right' (STONE AGE) - These guys from Big D. are gonna make some noise in the mix show. Check it out and see for yourself. This record should do better than the Dallas Cowboys this year. Sorry Jeff K., but it's a Houston thing! Great mix show record. Call Joe Davis at (214) 528-3223.**

**TONY DIBART 'The Real Thing' (MAXI) - Great success in Europe that will carry over in the States. Thanks to Sheila for giving this cut at Sinmakers in N.Y. Give her a call at (212) 932-3807 and she'll hook you up!**

At this time I would like to thank all the people who have helped me so far. Especially all the DJ's like Tim Schommer, Bobby O., Eddie Mixx, Bad Boy Bill, Richard 'Humpty' Vission, Carlos Fusaro, and all the other mixers I have met that have been so cool with me. All the record people like Marco (Jive), Peter (Eastwest), Carmen (RCA), Kelly (Logic), Davey D. (Arista) and all the other record people. Finally, I want to thank the other people in the industry like Michael Futagaki, Salwa, Barry Fidel, Vince Pelligrino, Tony Monte, Halli, George and Issy, and all the others for being so supportive and I hope to continue to work with all of you in the near future.

#### CARLOS FUSARO, KTFM, San Antonio

**DEEE-LITE 'Picnic In The Summertime' (ELEKTRA) - Great new sound (it's much more street). Goes great**

with hip hop and old school funk records.

**CE CE PENISTON 'Hit By Love' (A&M) - Could this be the one to hit in S.A? Much better hook than the previous two (one man's opinion). Did I mention it packed my floor at the club on one play?**

#### BOBBY O., KUBE, Seattle

**CHEVELLE FRANKLIN 'Nice & Naughty' (WHITE LABEL) - This cut is filthy. Dancehall at its finest...Chevelle is workin' it!**

**R. KELLY 'Summer Bunnies' (JIVE) - Perfect summer jam! The Contest Winners Remix is the track! With 'It's A Shame' samples, it's a shame I didn't get this earlier, but ya know it's hittin'!**

**JAKI GRAHAM 'Ain't Nobody' (CRITIQUE/BMG) - I didn't think anyone could come close to Chaka, but Jaki's got a huge club hit. Phones lightin' up!**

#### SHAWN PHILLIPS, KUTQ, Salt Lake City

**MICHELLE SWEENEY 'This Time' (ATLANTIC) - From the 'START THE PARTY' EP, this is the song to pack any dance floor and keep ya singin all week long. Great production and vocals.**

**LOS LOCOS 'Bienchevere' (STRICTLY RHYTHM) - Latin market or not, this will work anywhere! Underground house with tech flavor! A must have for all DJ's spinnin the 90's sound.**

**SHAY JONES 'Good Love' (GROOVE ON) - This one spells George Morel all over it! That sound, that vibe and those vocals. This one is worth a million spins.**

**FUNKY VIBE EP 'Sonic Mind Pause' (REAL TIME) - Four cuts to move your body. Soulful house at its best. This 12 inch is definitely a DJ's secret weapon.**

#### JOHN HOHMAN, METROMIX, Pittsburgh

**INNER CITY 'Share My Life' (COLUMBIA) - This one will grow on you. Cool vocals with a good hook. Check it out!**

**BROWNSTONE 'Pass The Lovin' (MJJ/EPIC) - Slammin vocals. Provides both house and R&B mixes. Props go out to Maurice Joshua and UBQ.**

**MICHELLE SWEENEY 'This Time' (ATLANTIC) - Great club cross-over sound. Should do well on radio.**

#### 'Jammin' GEORGE PEREZ, POWER96, Miami

**DA UNDERDOGGS 'Once You Go Black' (UP FRONT) - After only a few months, great phones. Da Underdoggs will control the airwaves.**

**JON SECADA 'Whipped' (EMI RECORDS) - What can I say about Jon Secada, 'just another hit.'**

**TORIA 'Where Are You Now' (BACKSTAGE) - If you're a freestyle junky, you'll be hooked on this one.**

**M PEOPLE 'One Night In Heaven' (EPIC) - Rumor says that this one is better than the first. Very smooth track.**

**PRINCE RAHIEME 'Rock Wit It' (4TH & BROADWAY) - This is gonna be a PHAT bass track, great response so far. Definitely check this one!**

#### DON MACK, POWER99, Philadelphia

**ILL AL SKRATCH f/Brian McKnight 'I'll Take Her' (MERCURY) - Great radio friendly cut that still maintains street credibility.**

**SWEET SABLE 'Tonight' (SCOTTI BROS.) - Phat R&B record workin in my show and in the club.**

**THE LEGION 'Legion Groove' (MERCURY) - Pumpin phat hip hop grooves.**

**LADY KIMBERLY 'Best In The East Coast' (MAX'N) - She could possibly be the next lady of rap.**

#### DJ ENRIE, POWER106, Los Angeles

**CE CE PENISTON 'Hit By Love' (A&M) - Finally a house track that serves Ce Ce justice.**

**DA YOUNGSTAS 'Hip Hop Ride' (EASTWEST) - Zhane-type groove and phat ass phunk!**

**RHYTHM FACTOR 'You Bring Me Joy' (STRICTLY RHYTHM) - Robin S.-ish tribal track.**

#### REGGIE HARRELL, WHY?, Detroit

**CRAIG MACK 'Flava In Ya Ear' (BAD BOY ENTERTAINMENT/ARISTA) - One of my personal five phattest records of the year.**

**BONE, THUGS & HARMONY 'Thuggish, Ruggish Bone' (RELATIVITY) - Detroit's phones are blowing up over this record.**

**DA ENNA C. 'Throw Your Hands In The Air' (UP TOP) - Fresh new flava from Detroit! All A&R reps open your ears, minds and wallets. Let the bidding begin.**

**THE NOTORIOUS B.I.G. 'Juicy' (BAD BOY ENTERTAINMENT/ARISTA) - Huge phones turning to huge sales in Detroit!**

**BOOGIE MONSTERS 'Recognized Thresholds of Negative Stress' (PENDULUM) - The only thing better than this record is waking up with Heather Hunter's lips wrapped around your \$+&@!**

#### DAMIAN PAUL, WJMN, Boston

**COOLIO 'I Remember' (TOMMY BOY) - One listen and you'll be hooked, plenty of mixes 4 everyone!**

**INI KAMOZE 'Here Comes The Hotstepper' (COLUMBIA) - Here comes a smash!**

**SOUND FACTORY 'Come Take Control' (RCA) - Sound Factory is 4 for 4 with another slammin track!**

**CE CE PENISTON 'Hit By Love' (A&M) - Morales + Vasquez = Phat!**



MIX SHOW 31-19\*

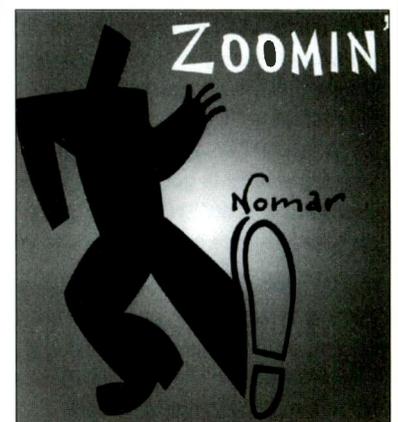
CLUB CHART 16-14\*



# NOMAR

IS

# "ZOOMIN"



# The New Album featuring the Funky Hits of..

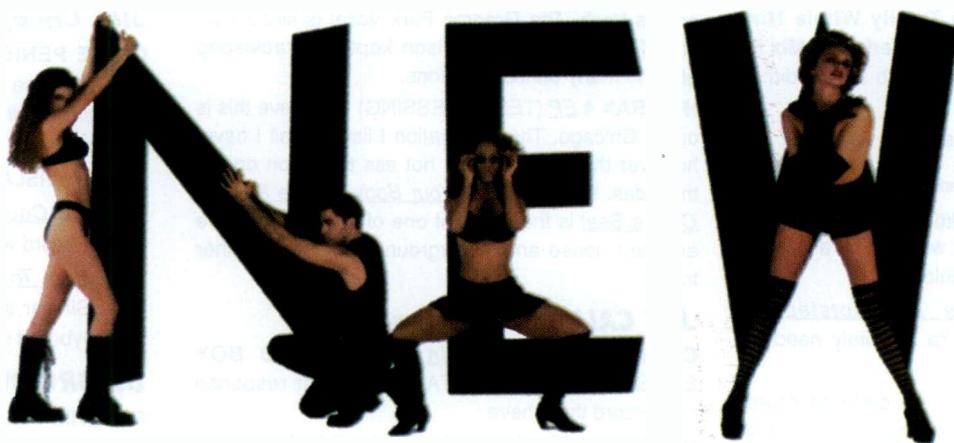
**Nona Gaye & ♀** - "Love Sign"

**George Clinton** - "Hollywood"

**Mavis Staples** - "You Will Be Moved"

And Many More!!!

## All Songs Written And Performed By ♀



This package includes hits such as:

**Nona Gaye & ♀** - Love Sign

**George Clinton** - Hollywood

**MPLS** - Minneapolis

**Mayte** - If I love U 2Night

**The Steeles** - Color



Marketed, Manufactured & Distributed by Bellmark/Life Records



**The A.P.G.** - 2Gether  
**Margie Cox** - Standing At The Alter  
**Mavis Staples** - You Will Be Moved  
**Madhouse** - 17  
**Nona Gaye** - A Women's Gotta Have It  
**MPLS** - Minneapolis Reprise



# HITMAKERS Mix Show Disc-overly Club®

**MATT 'The Bratt' BRADLEY, POWER PIG, Tampa**  
**SAGAT *Luvstuff* (MAXI)** - Here's a phat record that demanding attention in our market. Props out to the Maxie Crew for the Maxie Mix. If hip hop is your bag, check out the Ghetto Mix. The Ghetto House dub is slammin. Something for everyone. **Luv dat stuff...**

**KARYN WHITE *Hungah* (WARNER BROS.)** - Another smash from Karyn White. Dig the Classic Def Mix. I hear that a double pack with hot remixers like Frankie Knuckles and others is soon to be released, if it hasn't been already. Hot-mixers, get your hands on this. It promises to be huge.

**KYLIE MINOGUE *Confide In Me* (RCA)** - Radio should **confide** in this record. Import mixes, **The Master Mix** is down tempo with sweet harmonics. **Big Brothers Mix** has lots of energy so don't sleep on this one.

**NATALIE *I Want Your Love* (HIGH POWER/QUALITY)** - Speaking of sleeping, here's a sleeper that's waking the freestyle world up. Been playing this record for a while now, getting a great response to the record from the club and radio play. Freestyle is not dead or sleeping, not in Tampa, don't you sleep on this one...

**SOUND FACTORY *Come Take Control* (RCA)** - Looking for a powerful record to move people. Take control of your airwaves with Sound Factory. Plenty of mixes to choose from. The **Totally Whole Mix** works for me in my mix shows. The **Dark Age Mix** is a smooth mix. Emil Hellman and Rob Below did a lovely job on the remixes.

Until next time, yeae, yeae, yeae, yeae, yeae...

## **KID FRESH, THE BOX, Houston**

**THE NOTORIOUS B.I.G. *Unbelievable* (BAD BOY ENTERTAINMENT/ARISTA)** - It wouldn't be a little R. Kelly on the hip hop tip, now would it?

**INI KAMOZE *Here Comes The Hotstepper* (COLUMBIA)** - Phat ass jam! Ya definitely need to peep it out!

**AHMAD *Ya Gotta Be* (GIANT)** - Ya gotta be down with this one. If you liked the first one, you definitely want to make room like the Alkoholiks for this one.

**SIR MIX-A-LOT *Ride* (AMERICAN)** - I'm sure he'll be ridin this one all up in your rotations.

## **HAROLD BANKS, V103, Atlantic**

**KARYN WHITE *Hungah* (WARNER BROS.)** - It's nice to have my girl back!

**PUBLIC ANNOUNCEMENT *Too Hot* (POCKET TOWN/WEA)** - Real nice tune! Check it out!

**DA YOUNGSTAS *Hip Hop Ride* (EASTWEST)** - The

kids are paying homage to hip hop.

**ILL AL SKRATCH f/Brian McKnight *I'll Take Her* (MERCURY)** - Definitely workin! Worth a listen! Ya need to get on it! Heavy!

## **CHRIS BARAKET, WAEB, Allentown**

**PRESTA/DELEON *We're Here To The Music* (ZYX)** - It's circus time! Time to bust out the tent pole! Great fast paced novelty floor packer with a strong techno-style keyboard hook!

**NOMAR *Zoomin'* (SCOTTI BROS.)** - Check the Mission Mix. This remix adds flava to a very flavaful track. It's in da mix heavy!

**COOLIO *I Remember* (TOMMY BOY)** - Great follow-up to his last. Testing this cut and it's doing well.

**K7 *Move It Like This* (TOMMY BOY)** - Props to Victor Lee on this remix. The House Mix is my fav. Pumpin out of the box! Props to Maurice, Paco, Tony Q and Mario! Peace, Urie 1620!

## **STACEY 'Hot Waxx' HALE, WHY?, Detroit**

**SIMPLY RED *Thrill Me* (BIG BEAT)** - Located on the *Start Party Vol 1* with other songs. Maw mix has the vocals smooth with the groove. If it was released as a single, I missed it but I'm sure glad it's smoking the airwaves and the dance floor for me now. Great response from the people.

**INNER CITY *Share My Life* (COLUMBIA)** - I think vocalist Paris is doing some of the finest vocal work on this track. The Graeme Park Vocal is kinda right and Kevins, Park and Wilson kept the track/song going in many dance directions.

**HIT TRAX 4 EP (TEST PRESSING)** - I believe this is out of Chicago. The information I listed is all I have, however the EP has three hot ass tracks on one of the sides. I'm sure *Work Your Body To The Rhythm Of The Beat* is the name of one of the tracks. There are hard house and underground grooves on other tracks.

## **JOE CALLARI, WIOQ, Philadelphia**

**CRAIG MACK *Flava In Ya Ear* (BAD BOY ENTERTAINMENT/ARISTA)** - The most response new record that I have.

**DA YOUNGSTAS *Hip Hop Ride* (EASTWEST)** - Great record delivered by those kids from Philly.

## **DJ DRE D., WPGC, Washington, DC**

**BLACK MOON *Buck Em Down (Remix)* (WRECK/NERVOUS)** - Black Moon just keeps comin' back with more hits.

## **DJ TRE, WPGC, Washington, DC**

**MAD LION *Take It Easy* (NERVOUS)** - Great track with Mad Lion kickin the dope, fat, lyrics! I love this shit...play it!

**BOSS *Congo* (STRICTLY RHYTHM)** - The Goodmen sample sounds so good in this record. The response is incredible when you play this dance track! If you like house, tribal, dance...whatever, check it out!

**DA YOUNGSTAS *Hip Hop Ride* (EASTWEST)** - This is definitely a radio friendly record that I think could bust out of da mix into regular rotation.

## **DAVID GOLD, WPST, Princeton**

**OPUS III *Hand In Hand* (EASTWEST)** - Opus III has now reached a fully matured level in this second release off of the *GURU MOTHER* LP. Incredible! Certain to pack a dance floor.

**COOLIO *I Remember* (TOMMY BOY)** - Great for radio. Nice clean mixes! Coolio delivers positive vocals backed by a funky groove to insure *I Remember* to be a smash.

## **JIM WALKER, WZHT, Montgomery**

**PROGRAM 2 *The Feeling* (WARNER BROS.)** - Smooth trance/house/club...lots of potential if played.

**MASS IN MOTION *Release Me* (UNAUTHORIZED)** - Good vocals by Portia Griffin, good mix by DJ Duke...work it!

**INNER CITY *Share My Life* (COLUMBIA)** - Did you expect any less from Inner City? Funky, very traditional, kind of old school...check it out.

## **JIM 'Chopper' COHN, Z100, New York**

**CE CE PENISTON *Hit By Love* (A&M)** - Another smooth dance record much like her previous hit, but don't mess with success.

**SALT-N-PEPA *None Of Your Business* (NEXT PLATEAU/ISLAND)** - Sounds like another smash.

**G-ZONE *Count On Me* (GEE STREET)** - Good dance record with great beats and a hook.

**24-7 *Slave To The Music* (ZYX)** - Euro-dance at its best. Similar style to Culture Beat with great vocal and keyboard samples.

## **DJ GROOVE, Z90, San Diego**

**RHYTHM FACTOR *You Bring Me Joy* (STRICTLY RHYTHM)** - All four cuts are slam'n! Check this record out!

**MACK MACHINE f/Karen *Count On Me* (GEE STREET)** - You've got to check the Work Mix! This cut is slamm'n!

**CE CE PENISTON *Hit By Love* (A&M)** - This two-record set is slam'n! Mixes by David Morales and Junior Vasquez. Slam'n record!

# Y? N-VEE "Chocolate"

Rotating at:

**POWER106** Los Angeles

**Z90** San Diego

**WPGC** Washington D.C.

**92Q** Baltimore

"We love this record...works great as a transition between all the rap and ballads out there. Plus, the girls have given me a new appreciation for underwear."

- Bruce St. James, MD, POWER106





# Club Chart

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

## BREAKOUTS

**CECE PENISTON "Hit By Love" (A&M)**  
**KARYN WHITE "Hungah" (Warner Bros.)**  
**BASIA "Drunk On Love" (Epic)**  
**WATERLILLIES "Tempted" (Sire/Reprise)**  
**CASSERINE "Why Not Take All Of Me" (Warner Bros.)**

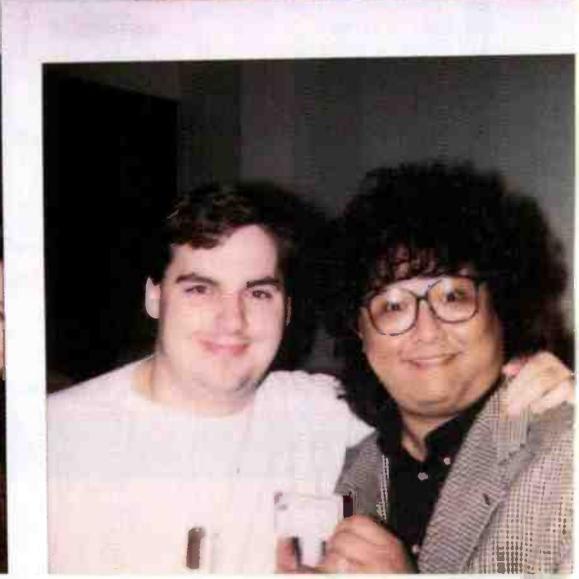
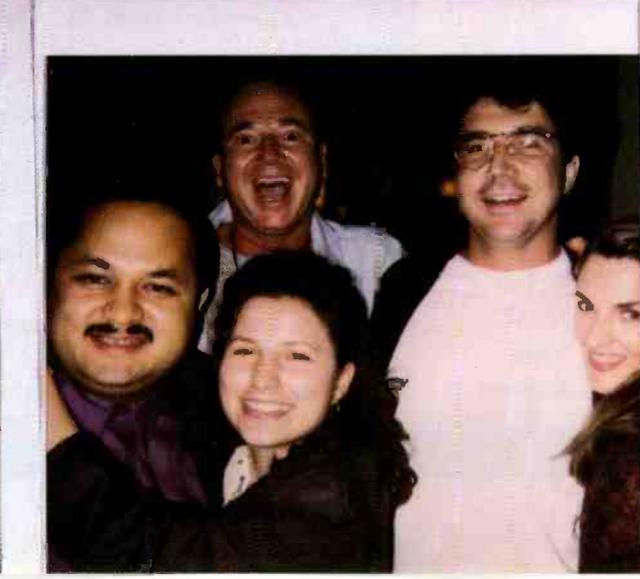
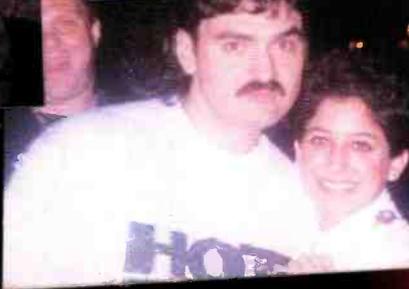
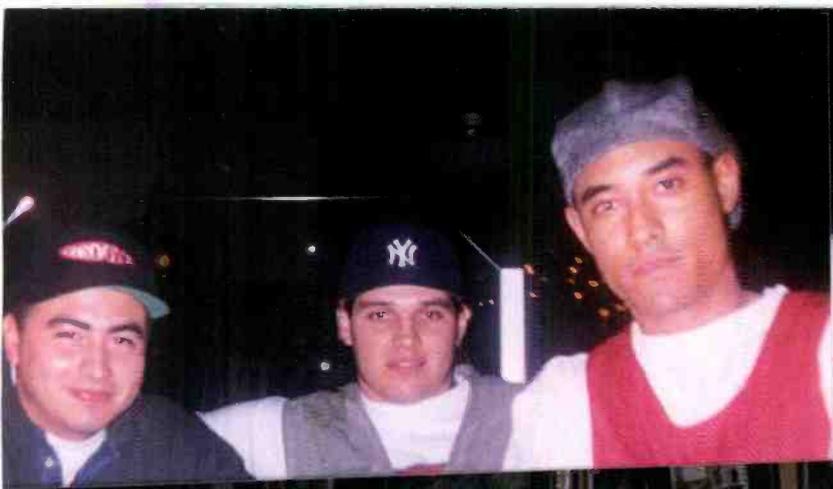
## CLUB MOVERS

LW	TW	ARTIST	SON	RECORD LABEL
5-1		C&C MUSIC FACTORY	"Do You Wanna Get Funky"	(Columbia)
3-2		REAL McCOY	"Another Night"	(Arista)
1-3		LOVELAND	"Let The Music (Lift You Up)"	(Big Beat/AG)
2-4		MARIAH CAREY	"Anytime You Need A Friend"	(Columbia)
4-5		k.d. lang	"Lifted By Love"	(Sire/Warner Bros.)
10-6		M PEOPLE	"One Night In Heaven"	(Epic)
12-7		2 UNLIMITED	"The Real Thing"	(Radikal/Critique)
8-8		DEEE-LITE	"Bring Me Your Love"	(Elektra)
9-9		JAM & SPOON	"Right In The Night"	(Epic)
13-10		KRISTINE W.	"Feel What You Want"	(Champion/EastWest)
11-11		PAULINE HENRY	"Feel Like Making Love"	(550 Music/Epic)
7-12		PATTI LABELLE	"The Right Kinda Lover"	(MCA)
6-13		JULIET ROBERTS	"Caught In The Middle"	(Reprise)
16-14		NOMAR	"Zoomin'"	(Scotti Bros.)
17-15		REEL 2 REAL	"Go On Move '94"	(Strictly Rhythm)
20-16		LADY OF RAGE	"Afro Puffs"	(Interscope)
15-17		BLACKSTREET	"Boof! Call"	(Interscope)
14-18		DA BRAT	"Funkdafied"	(Chaos)
22-19		WILD PLANET	"Love So Strong"	(Imago)
18-20		ARLENE BURTON	"Shot In The Dark"	(Columbia)
26-21		ICE CUBE	"Bop Gun"	(Priority)
31-22		PUBLIC ENEMY	"Give It Up"	(Def Jam)
39-23		BLUR	"Boys and Girls"	(SBK/EMI)
27-24		AB LOGIC	"Real World"	(RCA)
29-25		HEAVY D. & THE BOYS	"Nutin But Love"	(Uptown/MCA)
38-26		SEAL	"Prayer For The Dying"	(Sire/Warner Bros)
35-27		HOUSE OF PAIN	"On Point"	(Tommy Boy)
28-28		UNCANNY ALLIANCE	"Everbody Up"	(A&M)
N-29		DEEP FOREST	"Deep Forest"	(Epic)
30-30		MIRANDA	"Your Love Is So Divine"	(Sunshine)
N-31		69 BOYZ	"Tootsie Roll"	(Rip It)
N-32		ENIGMA	"Age Of Loneliness"	(Charisma)
37-33		DOOP	"Doop"	(MCA)
N-34		JAKI GRAHAM	"Ain't Nobody"	(Critique)
34-35		HAMMER	"Don't Stop"	(Giant)
46-36		SHARA NELSON	"Down The Road"	(Chrysalis/EMI)
33-37		LAFAYETTE	"Better Late Than Never"	(Champion/EastWest)
41-38		ERASURE	"Run To The Sun"	(Elektra)
19-39		OPUS III	"When You Made The Mountain"	(EastWest)
43-40		PATRA	"Romantic Call"	(Epic)
42-41		WARREN G.	"This DJ"	(RAL)
21-42		CULTURE BEAT	"Anything"	(550 Music/Epic)
47-43		MICHAEL WATFORD	"Love To The World"	(EastWest)
49-44		ZHANE	"Vibe"	(Motown)
23-45		OUR TRIBE	"Love Come Home"	(Champion/EastWest)
24-46		JANET JACKSON	"Anytime, Anyplace"	(Virgin)
48-47		BAHA MAN	"Dancing In The Moonlight"	(Big Beat)
45-48		ARETHA FRANKLIN	"Jump To It"	(Arista)
50-49		ADELE BERTEI	"Zami Girl"	(Imago)
N-50		RED RED GROOVY	"Come To Me Ecstasy"	(Continuum)

## REPORTING POOLS

**INFINITY RECORD POOL • Staten Island**  
 Charlie Alessi (718) 967-4793  
 • CASSERINE, KARYN WHITE, OPUS III, SANDRA BERNARD, WATERLILLIES  
**V.I.P. • Bronx**  
 AL PIZARRO, DIR. (212) 733-5072  
 • CASSERINE, GROUND FLOOR/LORD FINES, SAGAT, SOUND FACTORY, SWEET SABLE  
**AMERICAN TRAX • Beverly Hills**  
 Shawn Willms (310) 659-7852  
 • BABBLE, BASIA, TOTAL DEVASTATION, UNDERWORLD, Y ? N-VEE  
**RESOURCE RECORD POOL • Los Angeles**  
 Craig Spy (213) 651-2085  
 • ALICIA BRIDGES, BLAST/VDC, CAMILE, INNER CITY, JAKI GRAHAM  
**LET'S DANCE • Chicago**  
 Mike Macharello (312) 525-7553  
 • INNER CITY, JAKI GRAHAM, JAZMINA, THE OTHER TWO, UNDERWORLD  
**BADDA • San Francisco**  
 N. Lygizos/David X (415) 882-9700  
 • ALICIA BRIDGES, CORO, ENIGMA, JON SECADA, UNDERWORLD  
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 Martin Keown (215) 732-7949  
 • BLAST/VDC, MELANIE WILLIAMS, N.P.G., TONY REBEL/DIANA KING, VOLUME 10  
**PHILADELPHIA SPINNERS ASSOC. • Cherry Hill**  
 Bob Pantano/Tony Harris (609) 662-7222  
 • BASIA, CECE PENISTON, INNER CITY, MELANIE WILLIAMS, MICHELLE SWEENEY  
**ADVANCED MUSIC PROMOTION • Detroit**  
 Lee Eckinger (313) 543-1764  
 • BASIA, CASSERINE, KARYN WHITE, KYLIE MINOGUE, WATERLILLIES  
**DANCE DETROIT • Detroit**  
 Steve Nader (810) 541-4323  
 • BASIA, BLAST/VDC, CECE PENISTON, CHICCO SECCI PROJECT, GWEN DICKEY/KWS  
**MID-WESTERN DANCE ASSOC. • Detroit**  
 Enola-Gaye Porter (313) 546-8448  
 • BROWNSTONE, CASSERINE, CECE PENISTON, KARYN WHITE, WATERLILLIES  
**OUR MID-ATLANTIC POOL • Washington, DC**  
 B. Keart/A. Chasen (202) 483-8880  
 • AALIYAH, KARYN WHITE, OPUS III, PET SHOP BOYS, WATERLILLIES  
**TABLES OF DISTINCTION • Washington, DC**  
 Eardrum (301) 270-2604  
 • CECE PENISTON, DA BUSH BABEES, JIMMIE BO HORNE, R. KELLY, TRELINI/DINO  
**BOSTON RECORD POOL • Allston, MA**  
 M. Wilkey & J. Hughes (617) 731-1500  
 • AALIYAH, BASIA, CASSERINE, CECE PENISTON, CULTURE CLASH  
**MASSPOOL • East Boston**  
 Gary Cannavo (617) 567-2900  
 • AALIYAH, BROWNSTONE, COOLIO, TONY REBEL/DIANA KING, TWENTY 4 SEVEN  
**FORT LAUDERDALE/MIAMI REC. POOL • Fort Lauderdale**  
 Louis Possenti (305) 563-6889  
 • CECE PENISTON, DAMIAN, THE OTHER TWO, PROGRAM 2, SAGAT  
**FLAMINGO RECORD PROMOTIONS • Miami**  
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**HITZ • Miami Beach**  
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**DIXIE DANCE KINGS • Alpharetta**  
 Dan Miller (404) 740-0356  
 • BASIA, BLAST/VDC, CECE PENISTON, INNER CITY, YELLO

**DIRECT HIT • Long Island**  
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 • AALIYAH, BROTHERS IN RHYTHM, CECE PENISTON, GABRIELLE, JON SECADA  
**LONG ISLAND RECORD POOL • Long Island**  
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 Ted Thornton (314) 533-8833  
 • AARON HALL, AHMAD, CECE PENISTON, CHANGING FACES, ILL AL SKRATCH  
**PITTSBURGH DJ ASSOC. • Pittsburgh**  
 Jim Kolich (412) 885-1472  
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 Terry Gilson (602) 249-9214  
 • CECE PENISTON, CHANGING FACES, KARYN WHITE, MAXINE HENRY, SAGAT  
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 Howard Tripp & Rafael Roman (813) 544-7609  
 • AMY GRANT, CECE PENISTON, INNER CITY, JON SECADA, KYPER/KAREN GRANT  
**5 STAR • Covington**  
 Mark Burney (606) 261-6972  
 • ANGELIQUE KIDJO, BLAST/VDC, CECE PENISTON, SANDRA BERNARD, WATERLILLIES  
**CENTRAL OHIO RECORD CORP • Columbus**  
 Joe Dillon (614) 221-5907  
 • CASSERINE, CECE PENISTON, FOR LOVERS ONLY, KARYN WHITE, WATERLILLIES  
**STARFLEET MUSIC POOL • Charlotte**  
 Ronnie Matthews (704) 532-8496  
 • ABIGAIL, BLANKMAN, DJ TRANS, R. KELLY, ZHANE  
**BACKSTAGE RECORD POOL • Centerville**  
 Scott H. Covert (513) 436-2558  
 • ABIGAIL, AMY GRANT, BIGOD 20, THE OTHER TWO, TWENTY 4 SEVEN  
**LAS VEGAS RECORD SYSTEMS • Las Vegas**  
 Rory McAlister (702) 256-1567  
 • CECE PENISTON, KARYN WHITE, MELANIE WILLIAMS, PRINCE, VOLUME 10  
**HAWAII DISC JOCKEY ASSOC. • Honolulu**  
 Kevin Okada (808) 926-3591  
 • BLAST/VDC, CECE PENISTON, COOLIO, MELANIE WILLIAMS, THE OTHER TWO  
**KEYSTONE SPINNERS RECORD POOL • Wilkes Barre**  
 Carl Gross (717) 823-5233  
 • ABSOLUTLY FABULOUS, JERKY BOYZ, MAC MACHINE, OPUS III, RED RED GROOVY  
**JAMZ CITY RECORD POOL • Delano**  
 Sir T (805) 396-9522  
 • AARON HALL, AALIYAH, COOLIO, LEGION, PUBLIC ANNOUNCEMENT  
**CONNECTICUT'S MUSIC POOL • Orange**  
 Stephen M. Richardson (203) 789-0038  
 • CASSERINE, KYPER/KAREN GRANT, THE MACK MACHINE, NOMAR, SANDRA BERNARD  
**RICKETTS RECORDS • Morristown, NJ**  
 Bill Rickett (201) 478-5764  
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*Marta Sánchez*

---

"Desesperada"



**A.C. CRUZE, APD, KBFM**

**"A major hit with all demos... We thought this was only gonna be a Summer record, but it's carrying us over into the Fall after three months on the air..Un exito tremendo."**

**PolyGram**  
**LATINO**

# 1994 NEW YORK MUSIC SUMMIT & RADIO SEMINAR MIXER REVIEW

by SALWA SCARPONE & MICHAEL FUTAGAKI

*Ed. Note: The following mixers who attended our recent New York Music Summit & Radio Seminar offer their thoughts on some of the topics covered: Bad Boy Bill, B96; James Dee, Z90; Albert Lugo, Z90; Julian 'Jumpin' Perez, B96; Joe Quixx, KMEL/THE BEAT; DJ Rags, Z90; Tim 'Spinnin' Schommer, B96*

JOE QUIXX, KMEL/KKBT, San Francisco/Los Angeles: I spin on the Ten O'Clock Bomb which airs on KMEL Tues. through Thurs. night from 10 p.m. to midnight. On Friday nights we do The Wake Up Show on KMEL from 10 p.m. to 1 a.m. and on Sat. nights we have The Wake Up Show on KKBT from 9 p.m. to midnight.

JULIAN PEREZ, B96, Chicago: Mix Show Mon.-Sat. Mon. 10 p.m.-11 p.m. Fri. & Sat. nights - an 8 hour show from 10 p.m.-4 a.m. It's a rotating shift so we rotate it through the week.

## DO YOU GUYS ROTATE BETWEEN THE THREE OF YOU OR HOW DOES THAT WORK?

JULIAN: There's five of us currently in the rotation. We're on at least six to eight times a week in half-hour segments.

## HOW ABOUT Z90?

JAMES DEE: DJ Rags and myself have a show Mon.-Thurs. from 9 p.m.-10 p.m. which is a live hip hop mix. I also do the Fri. Night Traffic Jam from 5 p.m. to 6 p.m. and also on Friday's from 8 p.m.-midnight I do The Street Party. On Fri. and Sat. nights from 8 p.m.-2 a.m. I do a live mix from a club. DJ Groove comes in from 2 a.m. to 4 a.m. to do the the House Of Z show which features house music exclusively. On Sat. nights I do the Street Party from 8 p.m.-midnight. After that from midnight-2am, DJ Rags and myself do The Arena, which is strictly Hip-Hop, then DJ Groove comes in and does The House Of Z from 2 a.m.-4 a.m.

## LET'S START OFF WITH JOE. HOW DID YOU GET INTO THE BUSINESS AND WHAT'S YOUR BACKGROUND?

JOE: I got into the business through Sway and Tech, who previously had a record deal with GIANT Records. Sway and Tech had developed several relationships throughout the industry one of which was with then KMEL Program Director, Keith Naftaly. Tech had a mix show on the station and I switched off with him when he wasn't able to spin. Tech wanted a show

where he could feature artists and help them promote their records with interviews along with us playing records. Keith said "Cool" and Tech brought Sway and myself on. Sway became the host and I became the DJ. Tech's the in between man covering both bases.; that was about 2 1/2 years ago and we've been on ever since.

## AND HOW DID THE BEAT COME ABOUT?

JOE: That was recent. What happened was Tha Baka Boyz were really becoming more and more popular on POWER 106, but since they had their morning show, they didn't want to do Sat. nights. Since we only had our show here on Fri. nights, they asked us to come down to POWER 106 and fill that particular time slot. Since KMEL and KKBT are in the same family, THE BEAT (KKBT) asked us to come down and do a show for them instead of POWER 106.

## HOW ABOUT YOU, BAD BOY BILL? WHY DON'T YOU TELL US YOUR BACKGROUND AND HOW YOU GOT INVOLVED IN MIXING.

BAD BOY BILL: I started about nine years ago on the radio at WBMX

years before I went over to WGCI to start their dance party. I left GCI and went back to BMX until they left the air and I got on at B96. Since playing hit songs in the dance party wasn't very successful, I decided to bring house music to a totally different audience. We made a team effort with, Bill, Tim, Frankie Hollywood and myself. The numbers went through the roof. I've been doing it for about 10 years on the radio.

## HOW ABOUT YOU TIM?

TIM SCHOMMER: I started mixing in Wisconsin a long time ago than I met Julian in Chicago. Julian used to come to my club and kept asking me for a tape. One day he called me at my house and told me, "This is your break, this is your chance." So I put a tape together, he liked it and the rest is history.

## JAMES, HOW ABOUT YOU? HOW DID YOU GET STARTED?

JAMES: I got into mixing eight or nine years ago in jr high school doing little house parties in parties in garages. Two years ago I met Michael Moyer in a club. Mike was the mixer at Z90 at the time and he asked me for a tape. I took it to the station, but didn't hear anything for 6 months until

**"Radio is basically a research game and when there's no research, no numbers - how could a song be so big? It's something that they didn't understand at first."**

**- Julian Perez, B96**

with Julian and Farley Jackmaster Funk than over to WGCI with Farley, Mike 'Hitman' Wilson and Fast Eddie. I happened to be at the right place at the right time. I was working with Julian and Frankie Hollywood when Julian got B96. I've been on B96 for about 5 years. I've also been doing record production, remixing, editing, producing, etc.

## JULIAN, HOW ABOUT YOU? HOW DID YOU GET STARTED IN THIS BUSINESS?

JULIAN: I started as a Mobile DJ, did little parties and what not in high school and then started working in 21 and over clubs when I was 17. I did guest mixes with the HOT MIX 5 from WBMX before conflicts ended that. Through a DJ battle victory, I got a spot on BMX where I stayed a 1 1/2

he called one day out of the blue and asked me to come in and start mixing that weekend. Mike left and Jeff Nelson and I started mixing together. Jeff moved to Music Director and now it's Rags, DJ Groove and myself. Besides Jeff really pushing to have the mix show expanded, I became Music Coordinator 2 weeks ago. So now we're able to give the kids the hip hop and house that they want.

## WHAT ABOUT YOU RAGS?

DJ RAGS: My older brother had always been a DJ so there were always turntables at our house. When I was 12, my friends and I would have these DJ battles. I was a surfer kid into hip hop doing mobiles. I started talking. I did a guest spot that became a weekly guest spot.

## ALBERT HOW DID YOU GET STARTED?

ALBERT LUGO: I started as a mobile doing a couple of parties with Rags. I was pretty much into the underground when James and I got together a year ago and I started doing a little 5 minute set on his show. After that I started doing a 20 minute house set on the 8-12 show before they gave me the House Of Z show.

## DOES ANYBODY HAVE AN INTEREST IN GOING INTO PROGRAMMING AT A RADIO STATION, OR DO MOST OF YOU JUST WANT TO HAVE YOUR OWN COMPANIES DOING PRODUCTION AND REMIXES?

JULIAN: We're pretty much involved with the programming at our station because we have good ties with our MD and PD. We suggest records that they should get on. It was hard at first, but after 5 years of accurately predicting what's a hit and what's not, they respect us for it.

## DID YOU HAVE A DIFFICULT TIME GETTING YOUR PROGRAMMERS TO LISTEN TO YOU ABOUT WHAT WAS GOING TO BE THE NEXT HIT OR DID THEY ALWAYS GIVE YOU THE OPPORTUNITY?

JULIAN: I mentioned this at the HITMAKERS/SINMAKERS Seminar in New York, if you have a rapport with your programmers and you tell them about a record and they don't agree, I say ok I'll see you in 2 months. Two months later, the record is a hit and you give them the old 'I told you so.' When you're at the street level, in the clubs, at retail you know what people want to hear, want to buy and want to dance to. Make your PD and MD notice that you know what you're talking about. When we went to B96 it was a Top 40 station and we started the dance party. Buddy Scott asked me why do you play these records, there's no research behind them, there's no numbers behind them. Radio is basically a research game and when there's no research, no numbers - how could a song be so big? It's something that they didn't understand at first. I think with the evolution of dance music and how it is now, it's like a major part of programming now in any inner city. They basically are trying to realize that the mix show guys really know what's going on.

**HAS ANYBODY ELSE RUN INTO THE PROBLEM WHERE THEIR PROGRAMMER IS GIVING THEM A HARD TIME? JOE, HOW ABOUT YOU?**

JOE: No, we've never, since day one, had any problems. They let us play anything we want.

**BUT DO THEY EVER CONSIDER THE RECORDS THAT YOU ARE PLAYING ON THE MIX SHOW TO GO INTO ALL-DAY PARTS OR DO THEY LISTEN TO YOU AND TAKE YOUR ADVICE AHEAD OF TIME, BEFORE SOMETHING ACTUALLY IS BEING WORKED BY A RECORD REP?**

JOE: The way we work with it is we really don't have much to do with the way they program the station. Our show is just like a specialized show and that's how we've always kept it, so our format has never been anything close to what they play. Of course, once in a while, we'll play a record and it'll become a huge hit like Outkast or Rage.

**DO YOU TAKE RECORDS TO YOUR PROGRAM DIRECTOR AND SAY, HEY I NEED YOU TO TAKE A LOOK AT THIS?**

No. We really don't have anything to do that. Probably now at THE BEAT Tech does that, but as far as when we were doing the Wake-up Show out here in San Francisco it was never like that, really. The thing is that the program director was into our show a lot so they would listen so if they caught anything from our show that they liked they would ask us about it. But we never sat in on meetings, that was never really one of our goals.

**WHAT ABOUT YOU GUYS AT Z90?**

JAMES: Right now we don't have a PD, so Jeff is filling in the slot as MD and he's a mix show DJ himself, not to mention 10 years mixing in clubs in the city and if we have a song we just tell him about it casually. It's not like a big meeting formal or anything, we just go out and have some pitchers and talk about music. He's really open to suggestions about what we can play on the station and what we can't. He sees the mix show as a building block before it can go in rotation at the station.

**DO ANY OF YOU HAVE ANY SUGGESTIONS FOR MIXERS THAT ARE HAVING A DIFFICULT TIME INFLUENCING THEIR PD? WHAT ADVICE WOULD YOU GIVE THEM?**

TIM: Trying to develop a better rapport and just what Julian said, say okay I'll talk to you in two months when the record is a hit. Keep putting that in their face.

JULIAN: What you could do is even put together a list of records that you told them is going to be a hit. If they're not getting the respect from their program directors and I think every mix show should, but if they're not, just every time they feel strong about a record and they tell a PD or MD, just write the date down that you told them and later on, four or five months down the line, bring them the list and show them every hit that you've picked. A lot of times they'll come back at you and say the mix shows are testing wrong and you guys need to break it and then we'll jump on it. The audience isn't ready for it.

TIM: It's like they're behind you, but they don't want to take any chances, which I think is the whole programming problem. I think nobody wants to make that decision anymore. They want it researched to death and by the time it comes on research six months later, it's on the radio and everybody else is going oh yeah. Oh this record they're playing, I can't believe it. And they're laughing.

JULIAN: If you look now I think we're kind of fortunate because if you look at the B96 playlist there's a lot of this stuff that the station is playing now is stuff that you would never expect that station to play in regular rotation. The mix show should be the breaking ground for the record before

JULIAN: I think that comment made by the consultants are very uneducated comments. I think if they would go to the marketplace and actually see what's going on with the mix shows and if they would see what the hottest records in the rotation have been and if they check the music logs and the dance party and see that we were on those records two or three months prior to the station ever playing that record, I think they would know what exactly the mix show does.

**ANOTHER TOPIC DISCUSSED WAS ABOUT RECORD POOLS. ARE ALL OF YOU PART OF RECORD POOLS AND HOW IMPORTANT DO YOU FEEL THEY ARE?**

JOE: No, I'm not.

**IS IT BECAUSE YOU HAVE NO INTEREST IN BEING IN A RECORD POOL OR IS THERE NO RECORD POOL AVAILABLE TO YOU?**

JOE: There's a lot of them available, but I was never in one and once I started getting into radio most of the labels just sent things to my house, so I never really saw a need.

**ALBERT, YOU RUN A RECORD POOL RIGHT? AND WHAT DO YOU FEEL ABOUT RECORD**

**"He's really open to suggestions about what we can play on the station and what we can't. He sees the mix show as a building block before it can go in rotation at the station."**

**-James Dee about Z90's Jeff Nelson**

it goes all the way through. I think it's one of the big tools for the station.

**DO YOU FEEL THAT MIX SHOWS ARE JUST AS STRONG AS EVER BECAUSE I KNOW THAT WAS ONE OF THE POINTS THAT WAS BROUGHT UP AT THE SEMINAR. SOME PEOPLE WERE SAYING THAT AT LEAST FOR THEIR STATION MIX SHOWS WERE PART OF THE '70S AND WENT OUT WITH DISCO.**

BILL: At least in Chicago, mix shows are breaking the ground for a lot of the records that are in rotation. That's the whole point of them. I have a big problem with program directors trying to make the mix show start playing hits and trying to format the mix show because the mix show should be the mixers, who are the people in the street, breaking new records and that's what mix shows are for as far as I'm concerned.

**POOLS?**

ALBERT: I think record pools are necessary for everybody because sometimes even mix show guys don't receive a record that a record pool receives. Basically mix show guys, record pools, labels... we all need each other.

**WHAT ABOUT YOU GUYS AT B96?**

JULIAN: I'm just opening a pool.

**SO YOU MUST FEEL THAT IT'S IMPORTANT?**

JULIAN: Yes, I do. If you're a mix show jock you're going to get direct service from everybody anyway regardless, so you don't need to be in the pool, but then what happens is the labels start forgetting about the little guys who break records at the club level. If you want to keep dance music strong, I think record pools are

invaluable. Back in the day we had some real cool pools in Chicago. Now there's a lot of pools just in it for the money. There's no unity-type thing. Let's get together, let's get behind this circle, let's make this record a good record.

**THAT'S BEEN THE COMPLAINT FOR A LOT OF YEARS, THAT THERE'S NOT A LOT OF REAL VIABLE, TRUE-BLUE, LEGITIMATE POOLS.**

JULIAN: So hopefully we'll be able to change that.

**THAT'S A TEAM-UP WITH AL PIZARRO, RIGHT?**

JULIAN: Exactly.

**HOW DO YOU FEEL ABOUT THE MOM AND POP RETAILERS? DO THEY HELP YOU OUT JUST AS MUCH AS A RECORD POOL WOULD?**

TIM: I think those are the only record stores. Who's going to go into Coconuts and buy...especially when most of those stores don't have vinyl. Those are the only record stores. How can you go into any other record stores without laughing.

JULIAN: Another thing too is that the mom and pop stores are the ones that carry the imports. They really tell you what's going on in the marketplace as far as the dance music is concerned.

**SO YOU FEEL THAT THEY'RE MORE REPRESENTATIVE OF WHAT'S HAPPENING OUT ON THE STREET THAN A MAJOR RETAILER?**

TIM: Behind the counters. If you go to Coconuts there's some kid who has no idea what you're asking for.

JULIAN: They have no clue. When they get into the mom and pop stores. They know what the music scene is. They know what you're playing on the radio and they're constantly calling you to find out what record is this, what record is that.

**BILL, HOW OFTEN ARE YOU AT RETAIL?**

I try and go a lot. I'm always buying records. I have to. Most of the stuff is on independent labels. I get some independents that ship out records, but a lot of the smaller ones don't have the money to be servicing the whole country, so I just go out and buy stuff and imports.

**WHEN YOU GET AN IMPORT THAT YOU THINK IS COOL, DO YOU EVER CALL A RECORD COMPANY AND TELL THEM THAT YOU THINK THAT THEY SHOULD PICK THEM UP DOMESTICALLY?**

"I consider El DeBarge a classic vocalist like

Stevie Wonder, Luther Vandross, Marvin Gaye and Smokey Robinson, his voice is timeless. As a writer, I learned from El, and I still do. He's one of my favorites of all time."

Kenny "Babyface" Edmonds

**R&R Black Urban Chart 45-25\* 73/15**  
**938 Spins, Up 526**

**Early Crossover Play:**

WPGC-Washington, D.C. 22 spins KBXX-Houston 20 spins  
92Q-Baltimore Add 6 spins

SoundScan Singles Chart 92 - 4,638 Weekly Sales

**el**  
**DeBARGE**

**"where is  
my love?"**

Featuring Babyface

Produced by Babyface

From the new album **Heart, Mind & Soul**

Management: Fred Moultrie, MOULTRIE ENTERTAINMENT GROUP 

Babyface appears courtesy of Epic Records

TIM: I'm always playing stuff over the phone for everybody. I tell everybody. When I'm excited about a record, everybody knows I'm excited about it.

#### DOES ANYBODY ELSE DO THAT?

JULIAN: I do that all the time. I remember a big one, Pump Up The Jam I got on an import. People were picking it up going nah, I don't think it's going to work.

#### HOW DO YOU GUYS GAUGE WHETHER A RECORD IS GOING TO BE A GOOD OR NOT...FROM YOUR AUDIENCE'S REACTION?

RAGS: It goes both ways. I remember the first time we played Masta Ace Slaughterhouse at a club, nobody responded. James and I tried it in the mix show and it blew up hard!

#### HOW ABOUT YOU GUYS AT B96? HOW DO YOU USUALLY JUDGE WHETHER SOMETHING'S GOING TO BE HUGE, IS IT JUST YOUR OWN PERSONAL OPINION OR IS IT AUDIENCE REACTION?

TIM: Most of the time we know what we're looking for.

JULIAN: You've got to know what's going to work for you and what's not going to work that way when you take it to the club...usually when you play it in the mix that one Friday or Saturday morning they'll be calling all the stores asking what the record is, so that's a quick response.

#### RECORD REPS HAVE BEEN COMPLAINING ABOUT MIXERS AND HOW DIFFICULT THEY ARE TO GET A HOLD OF. WHAT DO YOU GUYS FEEL ABOUT THAT? DO YOU RETURN PEOPLE'S PHONE CALLS AND ARE YOU PROMPT AND CONSISTENT?

BILL: No comment. It's not really that, it's just hard. It's not that they're even annoying. It's just that a lot of times I'm up all night in the studio and I sleep all day. So if they want me to call them back at 2 a.m. I could do that because they're calling me while I'm sleeping so maybe I should call them when they're sleeping.

#### BUT IF THEY REALLY WANT TO TALK TO YOU, THEY SHOULD CALL YOU WHEN YOU'RE AWAKE. YOU SHOULD JUST TELL THEM CALL ME AT 2 A.M.

BILL: I tell people to call me in the evenings because usually I'm up by 5 or 6 p.m. I have a messed-up schedule.

#### HOW ABOUT YOU GUYS AT Z90? DO YOU GUYS RETURN ALL YOUR RECORD REP CALLS?

JAMES: We try to as much as possible. I'll even give my pager number and call them back on the spot. Sometimes you just can't.

#### HOW ABOUT YOU JOE?

JOE: I think it's best not to give out the home number, just give the voice mail number and then you can get back to them when you can.

#### DO YOU TRY TO GET BACK TO EVERYBODY?

JOE: Most definitely, but a lot of times especially now with shows going on in San Francisco and L.A. it's so hard to really be home. That's what I mean. It's better just to have you give them your voice mail so then you can call back from wherever.

TIM: Call days are pretty important. I take calls on Tuesdays between 2 p.m. and 4 p.m.

JULIAN: Don't call us with records that we'll never be able to play. They know what we play. We can't play any of the Alternative shit. I know they want to service us with everything, but you've got to look at the market and who you're servicing. You wouldn't send me a Reggae record because I can't play a Reggae record. Don't call us and say you need us to get on this, this and this because it's not going to happen. Sometimes they call and want

shouldn't expect the mix shows to play regular rotation music. The problem is, especially in a station where they play the same song four or five times a day you're going to get into burnout factor and people are tuning into the dance party to get an alternative, it's a specialty show and if you put on a dance party hit, the same shit you listen to all day on the radio, what's the specialty of it.

#### IS THERE ANY THING THAT YOU GUYS WANT TO BRING UP THAT WE HAVEN'T TOUCHED UPON HERE THAT IS A PET PEEVE OF YOURS?

JULIAN: Don't have those MF's from Oklahoma tell you what to play in Chicago or Los Angeles or any other place. Go out on the streets, see what is going on in your market and do your shit. You don't need to pay somebody \$50,000 to tell you that whites don't like Salsa music.

#### DO YOU FEEL THAT A LOT OF LABELS ARE CLUELESS OF WHAT GOES ON IN THE STREET?

JULIAN: Are we talking major labels? The independents come from the streets. You've got a lot of people who don't even go to clubs and they go to clubs because they have to, not because it's the thing they know.

**"It seems like the higher up people get, the more removed they get."**  
**- Joe Quixx, KMEL/THE BEAT**

you to play eight records of theirs.

BILL: The record reps that I really respect will just talk to me about good music regardless if they're promoting it or if they're not. Those are the people I can relate to because they're being straight up with me. They're just telling me about good music.

#### DO YOU FEEL THAT EVERYTHING YOU PLAY ON YOUR MIX SHOW IS SOMETHING THAT CAN CROSS OVER TO RADIO OR DO YOU GUYS JUST PLAY WHATEVER YOU THINK IS GOING TO BE GOOD ON YOUR MIX SHOW?

JULIAN: I think the mix show is a different entity. It's a specialty show so you're not going to play or program your show looking at what's going to work for the "radio audience." But there's a lot of stuff that actually crosses over from the mix show into the regular programming. Programmers

#### SO YOU FEEL IT'S IMPORTANT FOR THESE RECORD REPS TO GO OUT TO THE CLUBS AND SEE WHAT'S ACTUALLY GOING ON?

JULIAN: No, I think it's important that we have record reps that know what's going on. You can't take a housewife from Boston and put her in the Southside in New York. She's not going to click with that. They've got to get more programmers involved from mixers. They've got to have more mixers involved in the programming.

TIM: People that know what the hell is going on.

JULIAN: The sign all these wack-ass acts that God knows who's cousin it is but the shit isn't going to make any money. They've got to have somebody out in major positions like the Hosh Gureli that are able to make a difference. You've got too many people making decisions that don't know what's going on.

#### JOE, ON THE HIP-HOP LEVEL, WHAT DO YOU HAVE TO INTERJECT ON THAT?

JOE: It seems like the higher up people get the more removed they get. The MF's they really don't know shit. A lot of shit we play on the station is local or very underground stuff that never came out. It's just a bad situation. The guys that promote records from major labels always have a hard time of it because no one ever likes their records and that's how the promotion guys, they never keep their jobs that long because it's not really that they're not doing their job, it's just the label is signing so much bullshit and it makes them look bad and they blame the promotion guys when that's not it. It's the people who are signing it, but those people never get fired. It's always the promotion guys who couldn't make the record work and it was just a bullshit record.

JULIAN: And you know what the problem is too, it hurts the dance music thing because they keep signing these bullshit dance music artists and it doesn't work and then they say see, dance music doesn't sell. But dance music does sell and a lot of these little mom and pop stores are selling hundreds and thousands of records, hundreds and thousands that are not in your SoundScan. Nobody knows how many records they're selling unless somebody is in touch with the retail aspect of it. They're not going to know either, so we could blow off five or six thousand copies for the store and nobody knows about it except the actual little label itself.

TIM: But a lot of times record labels, they say okay we've got Nightcrawlers now we need to have 30 others just like it...they go out and you have 20 other copycat records that sound just like Nightcrawlers.

#### ANY FINAL COMMENTS?

RAGS: First of all I do want to say that BDS is shit. Promoters are always calling and crying, "Are you playing my records? I don't see any BDS." Too many people base their entire lives around that shit.

#### AND EVERYBODY AGREES WITH THAT?

TIM: Yes. If we're playing the record it doesn't matter.

RAGS: They limit your creativity.

JULIAN: I don't mind, we don't work for the promoters. We don't have to do shit for them. Our main thing is working for the audience and keeping them happy.

# CASSANDRA MILLS

## KEYNOTE ADDRESS, NEW YORK MUSIC SUMMIT & RADIO SEMINAR, AUGUST 6, 1994

"Entertainment 2000...In Tune, or Out of Touch?"



Imagine if you will, just a short six years ahead to the year 2000...The Information Superhighway is up and running...Your home television is no longer for viewing your favorite sitcom or talk show...It's now your home computer to service consumers/customers with every imaginable type of entertainment, from satellite radio, to home shopping; from

the latest blockbuster movie to an old movie classic; from interactive games to video shows...It's all one touch away, and the question is, "Are you ready?"

Before you answer, let's come back to 1994 and see how we're dealing with today's changes, attitudes and issues, for if we're not in tune with the trends that are happening right before us, I'm sure we don't even need to consider where we'll be in six years...

Are you a cookie-cutter radio programmer who only programs according to the research data of BDS and SoundScan or what your competitor across town is doing? If you are, then Arbitron rating breakthroughs like the one occurring at POWER106 in Los Angeles may not be in your future. Who would ever have thought "2 Fat Mexicanz," (as they refer to themselves) could make such a difference in the numbers; in the listeners...But they have. Could there be a

correlation between two DJ's who play things not in the research that has given them the fresh new sound that is stealing listeners from their competitors? Or could it be that they play music that their listeners don't have to wait to catch on MTV or The Box that has

given them "the edge?" Could it be a reflection of a Time Magazine article in April of 1990 in which statistics showed that one in four Americans defines his or herself as Hispanic or another ethnic background that make up the success story unfolding before us at POWER106?

The point that I'm making here is that it is a combination of all these things...The freedom to go off the "playlist" and play something new, the fact that the listeners tune in hoping they will hear something new and exciting, and the fact that there is a growing culture that can relate to the personalities are all a part of the successes being experienced. The courage by that management staff to be different is what the Information Superhighway is all about...

Back in 1991, Giant Records released a soundtrack that many of you supported and helped to make one of the top releases for the year, garnering many awards and accolades. But the most important thing that soundtrack did was take a tool of our business that was not really being used to its fullest potential, and put it back into the spotlight as a viable marketing tool for films, a credible musical outlet for radio, and a mechanism for breaking new acts for record companies. That project was called NEW JACK CITY. In hindsight, many of you would say that project did well because it had several hits on it. But getting people to accept the fact that we were creating a soundtrack with both singing and rapping artists' records in one unit was not an easy sell. I will tell you that almost every time I turned in a track for the soundtrack, someone would tell me, "You can't put singing records and rapping records on this soundtrack...Either make a rap album or a singing album, but you can't combine the two." When I inquired "Why?," the unanimous response was, "That's not how the industry does it." In retrospect, that answer tells me why it was such a breakthrough... Because it hadn't been done like that before. Therefore, it stood out!! The point here...Don't be afraid to test and try the things that the research does not show you. Instead of following the trail, you may find yourself "trailblazing"!!

Success will always surround those who have one foot forward into the future and the vision to recognize that we live in such a changing world...Who would have thought that we would be listening to our music off of CDs and watching it on TV screens. Many thought the consumer would never go for that "space age" stuff...but here we are. Who would have thought ten years ago that today's Billboard Hot 100 would have five out of ten slots dedicated to R&B and Rap (now there's a new sound). Who would have thought six months ago that

one of the six major record labels would be chaired by a woman...but it is. Welcome, Sylvia Rhone...Being a woman in this industry, I recognize how difficult this accomplishment is.

In closing once again I wish to make you aware that your "uplink to reality" is what will keep you a constant

in a constantly changing world...Don't run from the new trends, instead, be the first to run to them...Don't look at the new X Generation (this multi-aged, multi-sex, multi-cultural group) as the enemy...embrace it, because, like it or not, it's coming. The good news is that the Superhighway will need their help. Stay true to talent, because in every generation, history shows us that real talent always makes it to the top. Look for it in the nooks and crannies...Independent labels, up- and-coming managers, small clubs. You will always find yourself with something that others are asking you, "Where did you get that from?" And when that happens - You are in touch with the future.

God Bless -



Current POWER106/L.A. billboard campaign.

Major Market Airplay:

WPLY  
STAR94  
KDWB  
POWER PIG  
Y100  
POWER96

WKBQ  
KKFR  
Q106  
WHHH  
WZPL  
HOT102

WEDJ  
B97  
WNVZ  
Z90



# SOPHIE B. HAWKINS



**Debut Mainstream Monitor #38\***  
**Debut R&R #37\***  
**OVER 150 STATIONS**

"As familiarity increases with airplay callout, scores continue to increase. We're spinning Sophie 3-4x a day on STAR."  
Tony Novia, OM, STAR94/Atlanta

"The song is Top 10 callout and doing better than ever expected. Definitely worth the wait for a smash like this."  
Larry D., MD, XL106.7/Orlando



# RIGHT BESIDE YOU



*The first single from the new album, "Whaler."*



**Album in stores now!**

COLUMBIA

# Ear To The Ground



KISS108/Boston Entertainment reporter Billy Costa (2nd from right) paired with Martina Navratilova in a charity doubles match in Boston last week, raising over \$50,000 for Elton John's AIDS Foundation. (Pictured L-R): Elton John, Billie Jean King, Costa, and Martina. (The match ended with Elton & Billie Jean winning in a tie-breaker.) Photo By Carol L. Newsom

## IMPORTANT INDUSTRY STUFF BELOW:

THE EAR has learned that RCA RECORDS President JOE GALANTE has been promoted to Chairman of RCA's Nashville division. He'll reportedly be taking Sr. VP/Marketing RANDY GOODMAN and VP/Sales RON HOWIE with him back to Nashville. Look for Galante to remain in place until a replacement has been found.

STAR94/Atlanta has concluded its intensive search for LEE CHESNUT's replacement, by naming KDWB/Minneapolis APD/MD KEVIN PETERSON to the same role. Chesnut was recently hired as VP/Programming for VH-1 in New York. OM TONY NOVIA told THE EAR, "Lee's shoes are very, very big shoes to fill, and we were overwhelmed with the amount of quality people that wanted to work at STAR94 and live in Atlanta." He added, "Kevin was chosen because of his music excellence, reputation, and winning record."

Peterson remarked, "KDWB is a legendary radio station, and it's hard to leave great people like GM MARC KALMAN and PD MARK BOLKE." He added, "STAR94 is well on its way to building a dynasty in Atlanta, and I look forward to working with JEFFERSON-PILOT President CLARKE BROWN, GM MARK KANOV, and OM TONY NOVIA."

Peterson has been at KDWB for two years. Prior to that, he programmed XL93/Grand Forks, and was MD at WABB/Mobile. He will start at STAR94 on September 26.

Meanwhile, MARK BOLKE is currently buried in tape, resumes, and about 63,000 of those little pink phone message slips...Don't expect a quick decision.

**HITMAKERS** Street Sheet Editor FRANK MINIACI is leaving after nearly three years to open his own company, FM ENTERTAINMENT, specializing in marketing, consulting and radio syndication. Miniaci has been reunited with his former Y95/Dallas Promotions Director/syndication specialist VIC DELGIORNO, who has been named VP/GM of this new venture. New address: 16133 Ventura Blvd., Suite 955, Encino, CA. Phone: (818) 783-3792. Fax: (818) 783-9935. The boys are looking for record service from all labels.

Former KC101/New Haven PD KID KELLY has been named PD of SUSQUEHANNA's WBHT/Wilkes-Barre. Kelly told THE EAR, "I had originally intended to get out of the day to day radio battle to devote my full attention to 'BACKTRAX U.S.A.' (his nationally-syndicated 80's retro show) However, this ground-floor opportunity with Susquehanna was too good to pass up...Besides, I talked to SCOTT WRIGHT at B97, and he told me to go for it and do both..."

95.9KHI/Ocean City APD/MD DANNY OCEAN has been named WBHT MD/Midday personality.

## LATE FLASH:

STEVE RICHARDS exits his Sr. VP post at INTERSCOPE over philosophical differences.

WIOQ/Philly MD MAURICE DEVOE to PRIORITY.  
BOSS97/Atlantic City PD BOB BURKE to FMQB.

## In Other News:

HOT97/New York Production Director RICK ALLEN is leaving after eight years to hang out his own shingle. He will concentrate on marketing his own CD production library, 'Continuous Climax,' currently used on over 200 stations worldwide. EMMIS Broadcasting will continue to use RICK ALLEN CREATIVE SERVICES. He can be reached at: (201) 986-0569.

Stand by for an incredible career opportunity!

Q99/Salt Lake City is buying crosstown KZHT for a reported \$1.1 million. Q99 GM/PD GARY WALDRON will take over duties at both stations TFN.

Look for BONNEVILLE to purchase KDGE/Dallas (#10 12+ in the latest book) to pair up with Classic Rocker KZPS-FM for a reported \$11 million.

Look for KKSS/Albuquerque MD/Mornings JACQUE JAMES to re-locate to L.A. within two weeks. THE EAR hears she's very close to a primo radio gig TBA.

Former KKXX/Bakersfield GM ALLAN HAMMEREL has been named OM for KJYK-AM/KKLD-FM/Tucson, and will also oversee duopoly buddy KKHG-FM.



For an unprecedented third week in a row, here is another action photo of Columbia's Dana Keil, along with HITMAKERS Publisher Barry Fiedel comparing their exquisite wardrobe taste after an exhausting all-day shopping spree.

Congrats to TONY NOVIA's lovely wife, MATY MONFORT, as her ABC daytime show 'MIKE & MATY' has been renewed for another 13-week cycle.

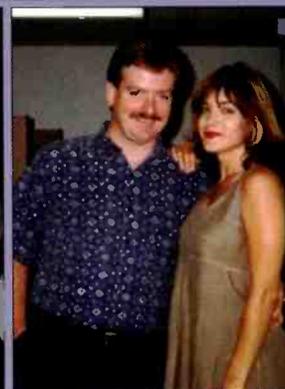
The red-hot HOUSE OF BLUES is about to get even hotter: a syndicated weekly concert series, 'Live From The House Of Blues,' will debut this fall, as well as the formation of a record label, 'House Of Blues Music Company,' a joint venture with PRIVATE MUSIC, funded by BMG.

## Actual Damn Jobs:

HOT97/New York PD STEVE SMITH checks in to alert you to this once-in-a-lifetime Production Director opportunity. RICK ALLEN's departure is your foot in the big door! This is the first production director opening since the station signed on in 1986, and Steve is looking for the best production wizard in America. Smith said, "In my opinion, HOT97 is the best-produced radio station in the country, and I'm looking for someone special to continue that winning tradition." If you feel you can fill Rick Allen's shoes, overnight your best stuff to STEVE SMITH, HOT97, 1372 Broadway, 16th Floor, New York, N.Y. 10018 EOE. No calls please.

Looking for a morning show in the Sunbelt. Big money for the right people. T&R to: BARRY RICHARDS, c/o HITMAKERS, 22222 Sherman Way, Suite 205, Canoga Park, CA 91303.

HOT97.7/San Jose is still in search of a hot 7-midnight jock. Must be down with the street and ready to jam, sez PD BOB PERRY. Package to: HOT97.7, KQHT,



You asked for a double shot of Danielle Brisebois straight up??? You got it...Here she is in Florida, hanging with Y100/Miami PD Casey Keating (left) and WOVV/West Palm Beach PD Neil Sullivan, (right) promoting new EPIC single, *What If God Fell From The Sky*.

2860 Zanker Road, Suite 201, San Jose, CA 95134. EOE.

Former WSNX/Grand Rapids PD JIM RICHARDS has been named PD at WWST/Knoxville, and needs a morning show that understands and relates to a 24-34 target audience. No 'Morning Zoo' mentality required. T&R to: JIM RICHARDS, WWST, 8419 Kingston Pike, Knoxville, TN 37919 EOE.

## Available Now! Operators Standing By:

NATIONWIDE's KDMX/Dallas is making a morning show change. Three-year vet BOBBY MERCER has left the building, along with partner ANNA de HARO. Rumors are flying that J.R. from Boston may be in line for the gig...Mercer can be reached today: (817) 421-6413. De Haro is available at (214) 650-0359.

DOMINO, (No, not the guy at KIIS-FM) formerly of WHYT and WDFX/Detroit, is currently consulting, and looking to back into Rhythm/Crossover radio fulltime. Call (813) 978-8891 today.

## Receivers Of Great Uppage:

WEDJ/Charlotte's own TOM NAYLOR, a.k.a 'JAMMER,' is ironing on his new MD stripes as we speak. Naylor made his radio debut at age 16 at WIOQ/Philly.

98PXY/Rochester PD JOHN IVEY ups J.J. RICE to MD. Rice crossed the street from WDKX six months ago as 11pm-3am personality. Music calls are Monday 11a-2p. Call (716) 262-6514.

## Label Notes:

Independent RAP-A-LOT Records has inked a deal with VIRGIN RECORDS and their newly-formed street-based label NOO TRYBE Records. Rap-A-Lot product will be distributed and marketed by Noo Trybe beginning in April 1995, following the expiration of Rap-A-Lot's current deal with PRIORITY. Noo Trybe will launch its campaign in October with a new album from Rap-A-Lot artist SCARFACE, called THE DIARY.

EPIC RECORDS is on fire for Christmas! Four mega-projects are on the front burner, including the LUTHER VANDROSS' SONGS CD, including the already-huge Endless Love with MARIAH CAREY. Catch Luther on The Tonight Show live from Las Vegas on September 19...Anxiously awaiting the new GLORIA ESTEFAN remakes album, featuring the first single, Turn The Beat Around... Also coming: SADE's Greatest Hits, and the long-awaited MICHAEL JACKSON Greatest Hits CD featuring several new tracks.

## Finally:

Our sincere condolences to ISLAND VP/Promo VICKI LEBEN on the death of her brother last week.

In observance of Labor Day and the Jewish holidays, HITMAKERS offices will be closed from September 6-9.

# Mazzy Star

## "Fade Into You"

**Most Added!**

**#2 Most Disc-overed!**

**Z100 WLUM**

**WPLY B97**

**WHYT WAHC**

Plus 25 More Stations

**Hot 100 Panel: 1,000 Spins**

**Top40 BDS: 300 Spins, First Week!**

*SoundScan Sales Over 25,000*

*This Week!*

*250,000 Albums Sold Over*

*The Counter!*



from the album  
So Tonight That I Might See

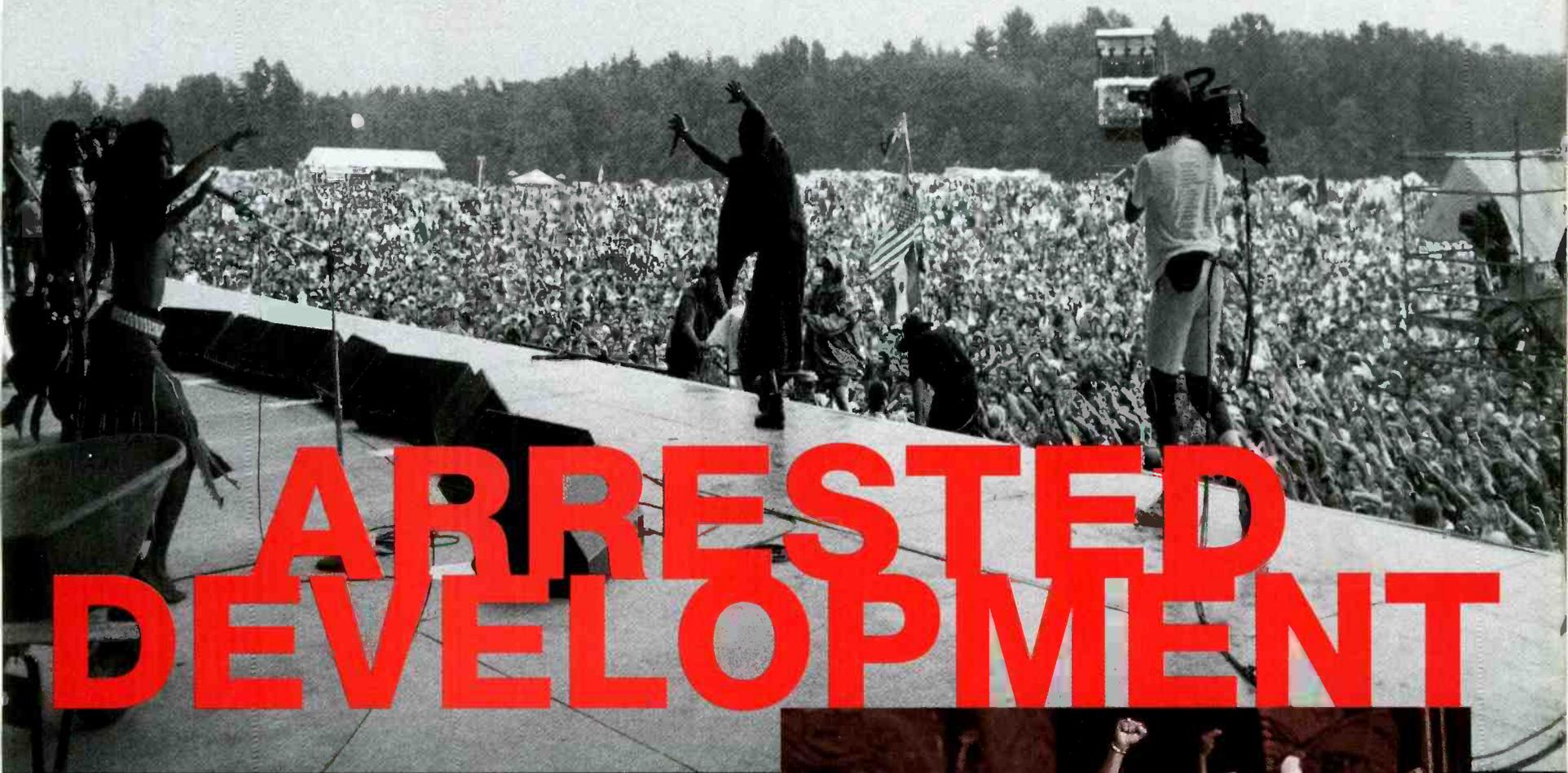
Produced by David Roback

Lookout Management: Elliot Roberts/Frank Gironda



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August 14, 1994. The new Woodstock Nation unites behind the music of...



# ARRESTED DEVELOPMENT

# UNited front

the new single from  
Arrested Development

produced by speech



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