

PALMESE PRESIDENT ♦ Z-100'S LUCKY SEVEN ♦ RADIO CLONES

THE

# NETWORK

FORTY

24

8/10/90

Glenn Medeiros



# GENE LOVES JEZEBEL

## GENE LOVES JEZEBEL

# Jealous

**If You're Looking For A  
Highly Reactive Hit, This Is It!**

WPST: "Jealous" Receives Top 5 Phones From Day One!

Pirate: "Jealous" Moves 27-11 In Requests!

KSAQ: "Gene Loves Jezebel has a new line-up, a new sound and a BIG HIT!"

WNYP: "Jealous' is a GREAT tune!"

**Already On Over 50 Top 40 Stations!**

WGH 31-23\*

Pirate D-17\*

KSAQ 36-28\*

WZZU 32-25\* (Hot)

WAPI D-28\*

KZZU D-40\*

KSLY D-40\*

WHHY D-34\*

WPST D-36\*

KFMW 29-23\*

WKHI 40-35\*

KZFN D-33\*

WOKI Add

KISR Add

KNIN Add

KIOK Add

**#1 R&R NEW ROCK!**

Former #1 Billboard  
Modern Rock!

R&R AOR Breaker!

**8 WEEKS  
STRESS ROTATION!**

**ON TOUR WITH  
BILLY IDOL!**



RECORDS  RANGU!

# THE NETWORK

# Inside

ISSUE 24 AUGUST 10, 1990

FORTY™



## THE BIZ

"The Spotlight Is On" and there's a familiar face center stage. MCA Music Entertainment Group Chairman Al Teller has announced the appointment of Richard Palmese to President of MCA Records. In his seven year tenure with MCA, Palmese has been largely responsible for the development of superstars such as Bobby Brown, Tom Petty, Bell Biv DeVoe, Elton John, Jody Watley and Palmese's latest project, Glenn Medeiros, who is featured in this week's Network Forty.

You've heard it time and time again: "There are no original ideas in radio!"

## TOP 40

Revitalizing old ideas has been common practice in Top 40 radio for decades. But today, that "monkey see-monkey do" attitude toward programming is producing a one dimensional approach to a format that was once the trendsetter in all of broadcasting. Has Top 40 radio lost its vision, or are there innovators waiting in the wings for their shot at fame and fortune? This week, Network Forty's Managing Editor Brian Burns confronts radio counterfeiters in "The Cloning Of Radio."



## CROSSOVER

As SBK Records CEO Charles Koppelman so aptly stated this week in Time magazine, "When times are good, people buy music and when times are bad, people buy music." This week, The Network Forty's Retail Crossover section spotlights four new faces making noise at the cash registers: Faith No More, Bell Biv DeVoe, Luke & The 2 Live Crew and World Party...plus Aerosmith's multi-Platinum *Pump*, on the charts for over a year and still going strong!



## THE MUSIC MEETING

### MICHAEL BOLTON

*"Georgia On My Mind"*

"Georgia" is a peach of a remake, and Bolton's fifth single in a streak of Top 5 radio action.

(COLUMBIA)

### EN VOGUE

*"Lies"*

Released just "en time," their second single is already Top 10 at Urban radio.

(ATLANTIC)

### LIGHTNING SEEDS

*"All I Want"*

Lightning strikes twice at Top 40 with the best Seed planted since the Pet Shop Boys.

(MCA)

### GUYS NEXT DOOR

*"I Was Made For You"*

From the Ninja capital, these new neighbors have all the airwaves covered.

(SBK)

### WORLD PARTY

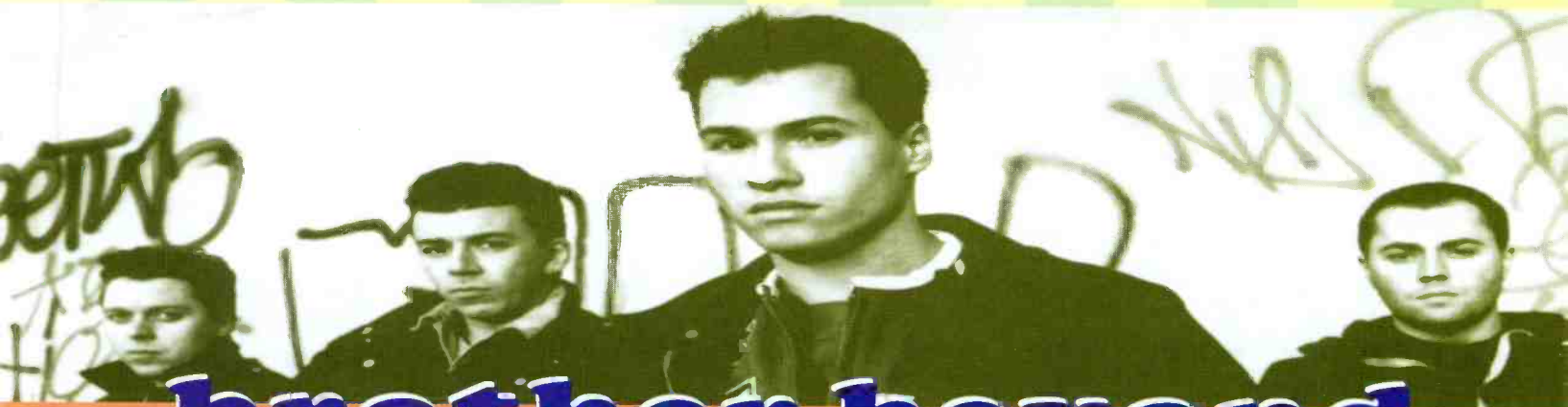
*"Put The Message In The Box"*

When Chrysalis calls this week, take a "Message" and join the Party of the 90s.

(CHRYSALIS)

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Gene Sandbloom's column "The Music Meeting," page 30



# brother beyond

**"THE GIRL I USED TO KNOW"**

***Closing Quickly!***

KBEQ Kansas City  
WBLL Long Island

B-94 Pittsburgh  
KAY 107 Tulsa

WPHR Cleveland  
Z-93 Dayton

***Look Who's Getting To Know This Girl!***

KDWB Minneapolis 11-10\*  
WPLJ New York 24-21\*  
KWOD Sacramento 29-25\*

WLUM Milwaukee 24-20\*  
KPLZ Seattle 25-22\*  
Power 106 Los Angeles 30-26\*

Kiss 108 Boston 23-20\*  
WZPL Indianapolis 27-24\*  
Q-102 Cincinnati 30-27\*

**THE NETWORK** 25-23\*  
40TV



# vixen

**"HOW MUCH LOVE"**

***Rock And Roll Is Back! On Over 75 Top 40 Stations!***

KKRZ Portland    KSAQ San Antonio    Pirate Los Angeles    KPLZ Seattle  
KXYQ Portland    WNVZ Norfolk    KKRD Wichita

**5 WEEKS IN ACTIVE ROTATION!**

**ROCK TRACKS 25-21\***

***The First All Girl Band To Sell Platinum Is Back And Ready To Rock!***

from **EMI**



# THE CLONING OF RADIO

## IMITATION WITHOUT EVALUATION

When a child is born, it starts life with a clean slate. There are no preconceived notions or fear of the unknown. Put a child into a room with an inanimate object and a snake, and the child will inevitably go for the snake. Like the child, radio vultures chased the Rock 40 snake without understanding either its pitfalls or opportunities.

Suddenly, consultants and industry heavies were hailing the concept as revolutionary, dubbing it with its newfound handle, "Rock 40." Some touted the format as a savior from the "classic hell" development at Rock radio, while others claimed it was an anti-dance Top 40 approach. Like AM stereo a few years ago, opinions var-

***One year ago, Rock 40 was the hottest topic in radio. Today, most broadcasters have scrutinized it into dormancy. Was Rock 40 doomed solely because of its formatics, or are broadcasters compromising their own futures by relying on old formulas and dismissing new ideas?***

ied from one extreme to the other.

Rock 40 wasn't a new concept. John Sebastian had a great deal of success several years ago in Boston using a similar philosophy, as did the late Bobby Hatrick in Kansas City and St. Louis a decade ago. For years, KEGL found a non-ethnic Top 40 position extremely viable in Dallas, and leg-

endary Rock station WMMS in Cleveland made the evolution to a rock-based Top 40 during the mid-80s.

## "FOLLOW THE LEADER"

So where did the Johnny-come-latelies go wrong during this revitalization of an old idea? It's amazing how we all commiserate when we meet during industry conventions about how little respect radio gets as a medium. We hear "If 96% of America listens to radio weekly, how come we can only muster a measly 7% of the advertising revenue spent annually?"

The answer may be simple. It's our monkey see – monkey do approach to the business, particularly in programming. In the case of Rock 40, suddenly facsimiles of this concept began popping up everywhere. Everyone



**BEATS INTERNATIONAL**  
**"WON'T TALK ABOUT IT"**

the new single and video  
from the album  
*Let Them Eat Bingo*

Produced by Norman Cook



On Elektra Cassettes, Compact Discs and Records

©1990 Elektra Entertainment, a Division of Warner Communications Inc. ®



## THE CLONING OF RADIO

*continued*

tried to duplicate the music, but few bothered to research the attitude or imaging of the station. Most copycats failed to probe in-depth and relied on their own unenlightened perceptions. For many, the translation was in error and it inevitably proved to be futile and costly.

Musically, 1989 was a banner year for rock hits. But as record labels watched radio's new trend, they, too, rushed to sign new found bands, many of which proved to be clones of existing superstars. There's only one Madonna, but there are a million "wanna bees." The modern day music consumer won't buy a wanna bee. They want the real thing.

### THE "ME TOO" MENTALITY

Was Rock 40 destined to lose from the start? Or does it go deeper than that? Perhaps it wasn't the format's failures at all, but the indifference within radio in general. Most of those who were quick to jump on the Rock 40 bandwagon at the height of its popularity were the same ones who were first to denounce it when the trend fell out of favor. Rock 40 was only a temporary symptom of a much larger dis-

***Was Rock 40 destined to lose from the start? Or does it go deeper than that? Perhaps it wasn't the format's failures at all, but the indifference within radio in general. Most of those who were quick to jump on the Rock 40 bandwagon at the height of its popularity were the same ones who were first to denounce it when the trend fell out of favor. Rock 40 was only a temporary symptom of a much larger disease which is devouring radio from within.***

ease which is devouring radio from within.

In 1990, there are few true visionaries in broadcasting. Every week programmers scurry to read the "back page" to reassure themselves they added the same songs as their contemporaries, or worse yet, to decide which songs they should add next week regardless of their stations' audiences or market profiles. Last year everyone was soliciting tapes from Kansas City and Los Angeles to sneak a peek at

KXXR and Pirate Radio. This year, it's Power Pig.

### IMITATION IS PLAGIARISM

If radio is to survive in an oversaturated world of messages and entertainment options, we must begin recreating. Top 40 radio has always been the innovator. Today, however, we are the imitators. Get in your car and drive from town to town. Every station sounds virtually the same; playing the same music, using the same voicers, making the same positioning statements.

It will take creativity, some risk and a great amount of vision to begin the evolution. It will be a difficult task given the financial restrictions placed on operating budgets by corporate debt. But it's imperative.

Let Rock 40, not as a format but as a principle, serve as a lesson for all of radio broadcasting. If we are content to simply replicate ideas and live by the same basic rules we've followed for the past twenty years, our key role in the industry will diminish and, perhaps, gradually perish. The time is long overdue for individuals to step forward with new visions to help lead radio into the 21st century.



# THE CLONING OF RADIO

## MORNINGS

Bruce Hornsby  
*Across The River*  
Love And Rockets  
*So Alive*  
Bad English  
*Possession*  
Alannah Myles  
*Black Velvet*  
Depeche Mode  
*Enjoy The Silence*  
Robert Palmer  
*Addicted To Love*  
Jude Cole  
*Time For Letting Go*  
The B-52's  
*Love Shack*  
Roxette  
*Listen To Your Heart*  
Paul Young  
*Oh Girl*  
Lou Gramm  
*Just Between You And Me*

## MIDDAY

Jon Bon Jovi  
*Blaze Of Glory*  
John Cougar Mellencamp  
*Jack & Diane*

*We couldn't resist imagining what a typical  
Rock 40 might sound like today!*

Cheap Trick  
*Can't Stop Fallin' Into  
Love*  
Midnight Oil  
*Beds Are Burning*  
Heart  
*I Didn't Want To Need  
You*  
Billy Joel  
*That's Not Her Style*  
INXS  
*Need You Tonight*  
Go West  
*King Of Wishful Thinking*  
Rod Stewart  
*This Old Heart Of Mine*  
Tears For Fears  
*Everybody Wants To Rule  
The World*  
Wilson Phillips  
*Hold On*  
Phil Collins  
*Something Happened On  
The Way To Heaven*  
Sinead O'Connor  
*Nothing Compares  
2 U*

## AFTERNOON DRIVE

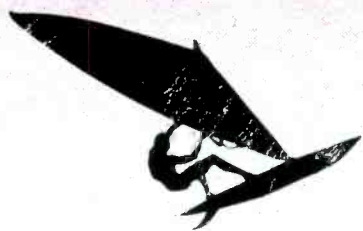
Aerosmith  
*The Other Side*  
Romantics  
*What I Like About You*  
Billy Idol  
*Cradle of Love*  
Richard Marx  
*Too Late To Say Goodbye*  
Chicago  
*Hearts In Trouble*  
Faith No More  
*Epic*  
John Parr  
*Naughty Naughty*  
Poison  
*Unskinny Bop*  
Smithereens  
*A Girl Like You*  
Don Henley  
*Dirty Laundry*  
The Lightning Seeds  
*Pure*  
Favorite Angel  
*Only Women Eleed*  
Journey  
*Separate Ways*

## NIGHTS

Electric Boys  
*All Lips N' Hips*  
Eddie Money  
*Shakin'*  
The Cult  
*Fire Woman*  
Danger Danger  
*Bang Bang*  
Concrete Blonde  
*Joey*  
Winger  
*Can't Get Enough*  
Robert Plant  
*Tall Cool One*  
Depeche Mode  
*Policy Of Truth*  
Def Leppard  
*Pour Some Sugar  
On Me*  
Nelson  
*Love And Affection*  
The Cure  
*Love Song*  
Vixen  
*How Much Love*  
The Clash  
*Should I Stay Or Should I  
Go*



# 4 BEACHIN' HITS



## PAUL YOUNG

*"Oh Girl"*

PRODUCED BY PETE WINGFIELD

TAKEN FROM THE COLUMBIA RELEASE: **OTHER VOICES** 46755

On Over 200 Top 40 Stations, Including:

WAVA Add 27\*  
Power 96 Add  
WNCI Add 27\*  
WZPL Add

B-97 D-31\*  
KCPX D-21\* (Hot)  
WPLJ 31-27\*  
Hot 102 25-22\*

Y-100 8-2\* (Hot)  
Q-95 13-9\* (Hot)  
WZOU 20-16\*  
WBLI 26-20\*

B-94 24-20\*  
PRO-FM 23-19\*  
KRBE 26-21\*  
KKBQ 23-19\*

A/C Radio 7-5\*

Hitmakers!

## GEORGE LAMOND

*"Look Into My Eyes"*

PRODUCED BY MARK LIGGETT & CHRIS BARBOSA FOR LIGOSA PRODUCTIONS

TAKEN FROM THE COLUMBIA RELEASE: **BAD OF THE HEART** 45488

On Over 50 Top 40 Stations, Including:

Hot 97  
WIOQ  
KKBQ  
Power Pig

Q-105  
Power 96  
KTFM  
WLOL

Q-106  
KMEL  
Hot 97.7  
TIC-FM

On Tour Now! Album Sales Exploding!

## FAVORITE ANGEL

*"Only Women Bleed"*

PRODUCED AND ENGINEERED BY JOHN FANNON

EXECUTIVE PRODUCER: LENNIE PETZE

On Over 100 Top 40 Stations, Including:

WEGX Add 28\*  
WXKS Add  
WPHR Add  
WHYT Add

TIC-FM Add  
KKBQ D-34\*  
KSAQ D-32\*  
WZOU 24-21\*

## BILLY JOEL

*"That's Not Her Style"*

PRODUCED BY MICK JONES AND BILLY JOEL

TAKEN FROM THE COLUMBIA RELEASE: **STORM FRONT** 44366

On Over 150 Top 40 Stations, Including:

WGH Add  
Q-107 30-27\*  
Y-100 29-25\*

WKBQ 27-25\*  
KXYQ 27-24\*  
KISN 40-37\*

Artist Development!

On Tour Now!

When you  
PLAY IT  
SAY IT!

# Happy Birthday To You...

AND WHAT A PARTY IT WAS...

*Desiree Stich Schuon*

**N**EW YORK may never be the same again... following Z-100's 7th birthday blowout! Talk about extravagant galas, this one proves, once again, to be one of the biggest and best radio events of the year to hit the Big Apple! In a city with 15 million people sampling the radio airwaves, if you were lucky enough to be one of the 4,000 attendees, you definitely got a good dose of what New York's Z-100 can do for its listeners.

Just hours after the celebration took place, The Network Forty spoke with an enthusiastic and understandably exhausted Marty Wall, Z-100 Promotion Director. Marty recapped the events of the evening and gave us the scoop as to what goes into planning and pulling off such a rip-roaring extravaganza.

## **Z-100'S 7TH BIRTHDAY BLOWOUT**

Marty Wall begins by pointing out the real goal of this promotion. "Sure, this is a great party. The staff attends and we invite clients

and VIPs. But seven years ago, the whole idea came out of wanting to give something back to the audience. It's the audience that has made us #1 for so many years. Those people thankfully fill out their Arbitron diaries saying they listen to Z-100. This is our way of giving it back and thanking them for making us #1. That's the whole reason to do it, besides the fact that it's a great promotion. If you start with a legitimate and honest goal and then appropriately exploit it, (and I think exploitation is a positive word in most cases, especially when you're talking about promotions) it's a win-win-win situation."

Running on about an hour and a half sleep over the last few days, Marty Wall describes the planning process of The Z-100 Lucky 7 Birthday Blowout. "Our VP of Programming, Steve Kingston and myself start laying out the groundwork for each birthday celebration literally a couple of days after the current one has happened. While it's still fresh in the minds of labels and managers, we discuss the huge

success of this year's party and convey our interest in having one of their artists join us next year. The actual acquiring of the talent primarily falls into Steve Kingston's hands. With the aid of his friends at the record labels, Steve goes into action. He explains that this is one of the few times when the radio station asks a record company to give something back, and it's for the biggest thing on the station, our birthday. Traditionally, acts start to get firmed up a couple of months prior to the date, and the minute the first act falls into place, it makes it a little easier to get the others. Once they know we have a heavy hitter involved, obtaining the next act is less difficult."

Wall continues, "For the event's logistics and management details, Steve generally turns things over to me. I begin with cutting a deal for a venue. This year, the party was held at the famous and very ornate Roseland Ballroom. It holds 4,000 people, has a big stage, high ceilings and is just a glamorous place to throw a party. Next, I contract a

AEROSMITH ★ BILLY IDOL ★ SEDUCTION ★ STEVIE B ★ TAYLOR DAYNE ★ RICHARD

# Z-100 Style!



concert producer or a stage person to help me with the technical aspects of putting on a show like this. For our birthday party, we had seven acts, which means we had seven tour managers, seven labels and seven management companies to deal with. This takes a tremendous amount of coordination which," he laughs, "basically amounts to a logistical nightmare!" Wall continues, "You should also request riders, a form or contract that lists the technical and the hospitality requirements of the group performing. Since the bands are theoretically doing this as a favor to the station, they don't receive any fees. Therefore, Z-100 usually picks up some, if not all, travel expenses, hotel expenses, ground transportation, etc. Last night, we had 13 limousines, seven tour buses and three 14-passenger vans, which the station paid for. We just had to have them."

"There are no sponsors for this event," Wall explains. "It's totally and completely from Z-100 to the listeners. Of course, you have to

walk that fine 'over budget' line constantly so I work with my concert producer on the technical aspects of the show and get his evaluation of the riders and equipment requests. That goes for anything from outrageously expensive guitars, drums and keyboards, to dressing room requests. However, nobody demanded caviar, Dom Perignon or only blue curtains in their dressing rooms. Everyone was very cooperative."

Wall points out, "I've been exclusively doing radio promotions for over 11 years and for any promotion to run smoothly, focus is the key. The important thing is to take good notes, ask for everything in writing, give everything in writing, have tremendous follow-up and constant communication back and forth. The station needs to be as accessible as possible to make this happen. I look at my role as something like this: as the Promotion Director I am the person ultimately responsible for what happens when the doors open and the curtain drops. I have to insure that all of

the logistics are nailed down and make it an extremely convenient as well as pleasant experience for all of the artists. Z-100 spends a lot of time making sure everyone is taken care of, thus creating a good rap about the radio station."

## **PUBLICITY**

Wall describes the scene on West 52nd that night. "There was a tremendous line almost all the way down the street to get into the Z-100 party. And that wasn't a problem, that was a good thing. It looks great to have "Z-100 Lucky 7 Birthday Blowout" on the marquee with a line going half a mile around the block. The doors opened at 8:00 pm and the line started forming at about 6:00 pm and by about 7:00 pm there were probably 3,000 people waiting to get in! In all, we had approximately 3,500 contest winners and maybe another 600 VIPs and clients. My job at that point in the project is to get the people in. Once they're in, they take care of themselves."

"Scalpers were out in front of the

# Happy Birthday To You... Z-100 Style!

venue and I heard the highest price that tickets were going for was \$350 a piece! If a scalper got too obnoxious, a security guard and I escorted them down the street. But on the other side of the coin, it's kind of flattering that a radio station would produce and put together a party that was so attractive and in demand that scalpers could get hundreds of dollars for invitations to Z-100's private birthday party."

Marty continues, "Both The Daily News and New York Post carried articles about the event and who all would be performing. Also, two of the major local TV stations and Entertainment Tonight covered the event. We also broadcast from the lobby of the club. Our DJ, Kid Kelly

did his entire show live from the party, which was neat because if you weren't fortunate enough to be there, at least you could be a part of it. It's tough in New York to make an impression because there's just so much going on all the time. But even as tough as it is, events like last night do just that."

## **POTENTIAL PROBLEMS?**

Regarding alcohol consumption and liability, Marty explains, "This was the first year that it hasn't been a 21 and over. We made it 16 to party, 21 to drink. To buy a drink, you had to go to a wristband booth, show proper ID and get a wristband. It was simple and we didn't have to deal with it at the door. Z-100 has a standard insurance policy that covers everything we do. I always have discussions with bartenders reminding them that they should not hesitate to not serve somebody if they feel that person has had enough to drink. But for listeners, we never, ever, under any circumstances give away alcohol. No drink tickets or buy one get one free. I don't know the legal

ramifications, but it just doesn't make good sense to give away booze."

"As far as any guest that attended the party could see, The Z-100 Birthday Blowout was flawless," Wall says. "But there are always going to be conflicts. Besides being about 30 minutes behind on the stage schedule because one of the performers arrived late, and having to send a runner out for a bottle of champagne for Billy Idol when he decided he wanted one at midnight, the party was perfect. And if that's the biggest problem that you have, who cares?"

## **THE NIGHT ITSELF**

"Once I arrived at the site at 7:30 am the day of the event, it was payment time." Wall explains, "The Union, all the caterers, half a dozen electricians and instrument rental companies needed to be handled. It was a Union Hall and there were 21 crew people loading in and setting up and everything. Z-100 was responsible for feeding them breakfast, lunch and dinner, along with organizing the catering for the



*Z-100's VP of Programming Steve Kingston puts on the Ritz at the Roseland Ballroom.*



# Happy Birthday To You... Z-100 Style!

VIP party, which included open bar, buffet and finger foods. Once everything was set up, then came the sound checks and before we knew it, people were already outside. I literally got there at 7:30 in the morning and got home at 4:00 the following morning."

Wall continued, "After seven spectacular performances, Steven Tyler and Paul Shaffer brought the Z-100 staff up on stage and the audience sang 'Happy Birthday' to us. And then, the entire DJ staff thanked me on stage for throwing the best birthday party they'd ever had. Just that 15 seconds on stage, under the spotlight, with my peers and my co-workers clapping, made it all worthwhile. Not only was it the best party the station's ever thrown, but somebody thought enough of all the hard work and everything to thank me and the promotion department. That was great."

## PROS AND CONS

"Really, the only negative is that it can be a logistical nightmare at times," Wall admits. "Planning and

*Aerosmith parties heartily with Z-100 on the occasion of its seventh birthday. To quote a current movie promotion, "Even Atilla the Hun was seven once."*



carrying out a party such as this takes an awful lot of hard work and dedication. Z-100 is such a busy promotional station anyway. We'll do 25-35 station promotions on a normal weekend, so it's not like the station can stop all other activities to devote all of our time to producing this event. But it's the biggest thing that the station does and I don't feel comfortable letting loose of it. It needs to have one person focusing on it to keep everything straight, and that's me!"

Wall concludes with the pros. "You throw a hell of a party; every-

body remembers it and it's a great image builder for the radio station – not just for the people who go to the party but for the millions of people who heard about it. In addition, you have a VIP party to stroke the clients that have spent money on the station over the years. And obviously, the press exposure is great for the station. But if there is anything to put in the bold type face, it would be that *the best part of this promotion is having the ability to give something back to the listeners.*"

QUINCY JONES

“I Don't  
Go For  
That”

The New  
Single  
From

The Platinum-Plus Album  
BACK ON THE BLOCK



PRODUCED BY

**Q**  
QUINCY  
JONES



FEATURING

Siedah  
Garrett

WITH  
HOT NEW  
REMIXES  
BY  
TEDDY  
RILEY,  
JON  
NETTLESBY  
AND TERRY  
COFFEY



## THE ROLE OF A CONSULTANT

**K**im Travis programmed Top 40 stations in Toledo, Saginaw and Detroit before joining Drake Chenault Programming Consultants in 1986. In September 1989, he formed Kim Travis Programming Consultants. Kim has helped build winning Top 40, Urban and A/C stations all over America. In this week's Programmer's Textbook, he shares his views on consultants and their roles and goals.

### WHAT DOES A CONSULTANT REALLY DO?

There are a million answers to this question, ranging from "absolutely nothing" to "programs the radio station." The best answer is, "A consultant does whatever needs to be done in order to make money for the radio station." It sometimes seems as though programming people are in this business because it's fun, and in some cases that's fine. But when the fun gets in the way of the station's bottom line, the party is over!

Over the past few years, radio stations have been sold for huge amounts of money. When an owner has the bank breathing down his neck for thousands of dollars every month, the old programming philosophies go out the window. It's no longer appropriate to do things on the radio because "they sound good." Couple this with the fact that a good PD in a medium market costs nearly \$60,000 a year. Most of these stations can't justify that salary. This is a perfect scenario for a Programming Consultant. Many GMs look at consultants as the PD they couldn't otherwise afford. Add a competent legman on the local level and, hopefully, the problem is solved!

Let's be realistic for a moment. With the grace of God, Kim Travis Programming Consultants will be here ten years from now, and



if the radio station is a winner, it too will be here for years to come. Most good PDs will be on an airplane at the first hint of a better opportunity. Consultants offer radio stations stability. I've personally consulted one station through four PDs in the past two years. Even with all of these changes, the station has never missed a beat.

This is not to say that the PD isn't appreciated. A consultant can only be as good as the PD at the radio station. Decisions are being made every day in the programming department that could effect the station to the tune of hundreds of thousands of dollars. If the PD isn't feeding the consultant the correct information, this whole relationship is useless, and soon we'll all be out of work. We all make decisions based on the information that's available to us. The consultant may

need to teach a PD how to gather this information, but the PD determines whether or not the information is correct. Today's successful station owners respect the opinion of consultants. Many station operators chose their PD as a result of their consultant's recommendation. Remember, consultants work for the person who signs the check and we want to continue getting that check, just like you. When a consultant agrees to work with a radio station, he sometimes has to make decisions that cause people to lose their jobs. No consultant will recommend that a good programmer be dismissed. Consultants need good programmers!

In the best of all possible worlds, the PD, GM and consultant would be friends as well as co-workers. This situation is not mandatory, but a friendly environment promotes



**Now on  
tour  
with  
L.A. Guns**

**TRISH MERCELLO-WPST/Trenton:**  
"It's been #1 in requests for the past twenty-one days in a row. It's been beating out MOTLEY CRUE, MADONNA and DEPECHE MODE."

**JENNIFER STARR-WWRB:**  
"#1 Top Requested record at our 'Hot Eight At Eight.' The requests are unbelievable in all day parts."

**GARY CUMMINGS-KZFN/Moscow:**  
"The record has been Top 15 in requests the past five weeks, mostly 18-34 year-olds. Record has been Top 30 on our chart and #20-25 in sales. A solid mass appeal record."

**BOB FORSTER-WOMP/Wheeling:**  
"It immediately won the Top 10 at 10 Challenge for five straight weeks, then stayed in the Top 10 at 10 for weeks afterward. Lower demos loved it and burned up the phones with no negative calls."

**FRANK TURCK-WVKZ/Albany:**  
"Constantly Top 10 phones on our countdown for the last four weeks."

# Pratty Boy Pratty

**"I WANNA BE WITH YOU"**

THE HIT TRACK FROM THE DEBUT ALBUM

**LEATHER BOYZ WITH ELECTRIC TOYZ**

**ANOTHER MCA SUCCESS STORY... IN THE MAKING**

Produced By: Howard Benson

**MCA**  
THE SPOTLIGHT IS ON

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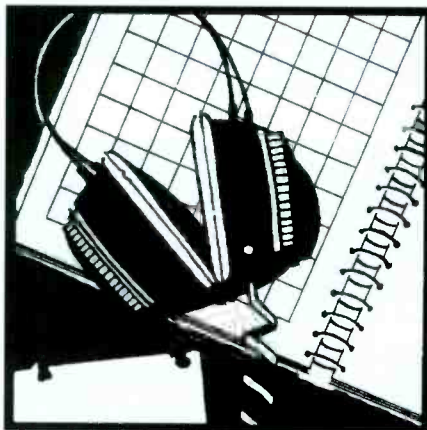
# N40 PROGRAMMER'S TEXTBOOK

good work habits. I've consulted radio stations with PDs who thought I took their power away. If they had thought about this situation, they'd have realized that I gave them greater power at the station level and within the industry.

Two years ago, I worked with a PD in Raleigh, North Carolina. Today, he's PD of WRKS in New York. Working with various consultants over the years helped him develop and grow into the PD that he is today. The fact is that most PDs don't dislike consultants because of philosophical differences. It has to do with the PD's lack of confidence in his own abilities. If you consider yourself a good PD and your GM is thinking about hiring a consultant, don't resist. Start looking for a consultant that can help you and your station improve. Give your manager recommendations as to who would be good for the radio station. A consultant could be a valuable resource for your situation. I recently called a PD in a major market to offer assistance. He was offended that I called and asked why he should consider working with a consultant that would end up dominating his radio station. I politely told him that if I'd wanted to dominate the station, I'd have called his boss, not him. None of us knows everything, and if we're smart we'll use all the resources at our disposal.

Here's how a perfect station/consultant relationship would work:

There should be one or two days per week for the consultant and PD to speak regarding the music and positioning of the radio station. Your consultant should also be available to discuss unforeseen events that could effect the radio station's day-to-day opera-



tions. During these conversations, you should establish what needs to happen over the next few days in an effort to make the station the best that it can be. If the GM wants some promotional ideas that he can wrap around sales packages, talk about it and come up with a couple of ideas. Remember, this guy is paying thousands of dollars to the bank every month. The station needs to find new and unique ways to generate revenue. Your consultant has been in a lot of competitive situations over the years and his brain is a stockpile of promotional ideas. When two programming minds work together, great things can happen. In all relationships, there

are conflicts. When conflicts arise, the GM should be called in for a discussion of the circumstances. The station must always be the winner!

I believe that all PDs should be forced to learn how to read a Profit and Loss statement. Too many times PDs complain about the sales department whoring the product. The company that owns your radio station wants to make money. That's why they call this "the radio business." A very wise man once said to me, "sales solves everything." It's true! If a consultant can help you improve your product and make you a better professional in the process, you're crazy not to take advantage of his experience.

If you'd like to speak with Kim Travis about consultants and how they can help you reach your station's goal and your career goals, call him at (505) 897-1376.

**If you would like to be a contributing editor of *The Programmers Textbook*, call The Network Forty 818-955-4040**

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*Ms. Adventures*

"Unquestionably,  
the best record of  
the week."

Kevin McCabe, MD  
Hot 97 New York

**MAKES NO MS. TAKES  
WITH THEIR FIRST SINGLE.**

*"Undeniable"*

By Ms. Adventures  
The first single from their self-titled debut album.

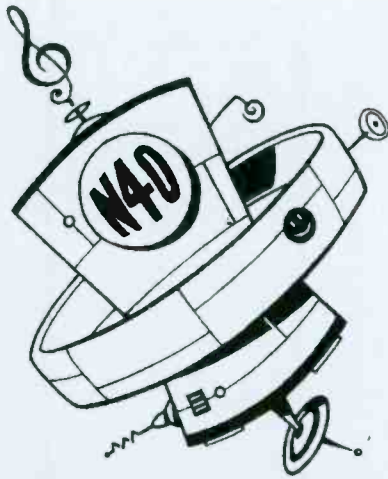


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90

  
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# CONFERENCE CALL



## RATINGS SERVICES: ARBITRON VS. BIRCH

by Tom Jeffries

*We all know that the ratings services are accurate. The methodology used to obtain radio listening information is factual. Mathematics majors from the highest caliber schools have painstakingly worked to bring us the information we need; who's listening to the station, how often and when. But which ratings service is more accurate in its findings?*

*And how accurate can they be when the stats are called "estimates"? Listening estimates...Who has the best estimates, Arbitron or Birch?*

**On The Network Forty  
Conference Call This Week:**

**Chuck Holloway, SM./PD.  
WKZL Winston-Salem**

**Cat Thomas, WPHR Cleveland  
Stef Rybak, WKCI New Haven**

### QUESTION #1

*The Network Forty: What ratings services does your station subscribe to?*

**CHUCK:** Only Arbitron. It's a corporate deal.

**CAT:** Arbitron, for the time being.

**STEF:** We buy Arbitron and Birch.

### QUESTION #2

*The Network Forty: In your opinion, which ratings service is more credible in its methodology?*

**CHUCK:** I have problems with both methods. Arbitron has a credibility that stems from the ad agencies. We'd use Birch if more



**CHUCK HOLLOWAY  
WKZL WINSTON-SALEM**

*"It's difficult for the diary system to track the listening habits of an active lifestyle."*

agencies used their results to purchase time, although I don't understand how they achieve quarter hour estimates with phone calls. How does a person remember what they listened to yesterday at 12 noon? I've done two Arbitron diary reviews in two years, and I found that most diaries' day-to-day entries are filled out with the same pen, meaning that the person likely filled out the entire diary the same day. It's difficult for the diary system to track the listening habits of an active lifestyle. The sample size is too small. Statistically it's right, but in our case, there

are 2000 diaries used to cover seven counties. I guess it boils down to one thing: I believe the accuracy of the ratings service that gives me the best numbers in a given month!

**CAT:** Diary reporting is an antiquated system. I believe phone research is a better way to get reported listening. People don't have time to fill out diaries, so they tend to wait until the end of the week to fill them out. They don't have them in their cars and they don't take them to work. They sit down at the end of the week and think, okay, what did I listen to this week? There's no spontaneity.

**STEF:** I hesitate to use the word "credible." They each have strong and weak points. The plus for Birch is that they survey my market all year. Arbitron is only twice per year. Society has become so fast paced, I question how Arbitron will be able to keep getting enough responses to put out a book. People don't have the idle time to fill out a diary anymore. I've reviewed diaries and found that many were filled out on the same day; how does a person remember what they listened to five days ago? My criticism of Birch is a station fares better if it's Album or teen oriented. I'm not either one. But it's hard to complain about the numbers when you've got the ratings success this station has.

### QUESTION #3

*The Network Forty: Do you feel the latest Arbitron (soft diary) methods have hurt or helped Top 40 radio?*

**CHUCK:** Arbitron tends to favor the natural time spent listening stations, those which are the least offensive in a work environment. Most of these stations have inflated quarter hour numbers in middays, while their morn-

There are still those rare moments when a singer and a song touch such a universal emotional chord with an audience, the impact is undeniable.

# KIMM ROGERS Right By You



PRODUCED AND ARRANGED BY J. STEVEN SOLES



THE FIRST SINGLE AND VIDEO FROM HER DEBUT ALBUM  
**'SOUNDTRACK OF MY LIFE'.**



# CONFERENCE CALL

ing numbers are nonexistent. The soft diaries help these stations, and damage active stations like Top 40s. The new diary is also confusing in structure. To some people, "morning" is 6 to 11 am, for others it's 6 to 7:30 am. For people who go to work at 6 in the morning, 8am could be middays.

**CAT:** Soft diary methods hurt Top 40. The difference between "what did you hear" and



**CAT THOMAS**  
WPHR CLEVELAND

*"Diary reporting is an antiquated system,"*

"what did you listen to" has made A/C the choice of owners, not listeners. For example, if a market's A/C is the norm in a work place and you ask the employees what station they listen to most, it'll be that A/C station. But that's

not necessarily the station they choose for themselves. They're hearing it, but maybe not listening. I think A/C has boomed because of this.

**STEF:** Based on what I've seen, they've hurt Top 40. I question the use of the phrase "list the stations that you heard today." It should say, list the stations that you *listened* to today.

## QUESTION #4

**The Network Forty:** *Do you ever direct station programming toward the ratings services? Such as liners or positioning statements that include basic ratings verbiage?*

**CHUCK:** No way. I almost fell into that once. I don't think programming to diary keepers is the way to win. Be top of mind. If the audience associates your call letters with good things and they like you, they'll write you down. Match the programming with the mood and lifestyle of the listener.

**CAT:** To a very small extent, and only because I hear it going on at other stations in this market. It sounds stale and boring, and takes the fun out of radio, making it *totally* a business. Radio is supposed to be fun to listen to, not a structured, formatic liner card reading system that panders to diary keepers. And I've never seen any proof that it works. What works is a good radio station, with good community involvement, good promotions and good music.

**STEF:** We don't go overboard, but we do some. Ratings are affected by marketing. I've seen stations in our market do great campaigns and have significant increases in ratings. If you've got a great product, and it's marketed well, you'll do well in Birch and Arbitron. But if you don't have a great product, your marketing will work short term; it won't last.

## QUESTION #5

**The Network Forty:** *Is too much emphasis placed on ratings results rather than how the station performs for advertisers?*

**CHUCK:** We give qualitative numbers for sales of the station. We work with Impact Resources. The last thing we use to sell locally is the numbers. The national agencies base the majority of their buys on numbers, because that's all they have to go by. All the national buys have a promotion attached to

them these days. One of the greatest lines I ever heard on this matter came from my predecessor, "Newspapers don't give away the front page...why should radio be forced to give it away?" A high frequency schedule will produce the same or better results.

**CAT:** Advertisers definitely need a guideline. But ratings services should be nothing more than a tool for the advertiser. They should listen to the radio; find out what's going on in town instead of relying on figures. The station with the numbers isn't always the station to put the money on. Advertisers need to be more aware. If you asked an ad agency how they would do research, they'd say by phone. None of them would say, let's make up this diary...Why, then, do they still rely on this antiquated diary system? If you asked, they wouldn't know how to answer you.

**STEF:** The numbers are a great place to start, but shouldn't be the only reason a buy is placed. If you live by the numbers, you die by the numbers. That cliché holds true. If all you sell is numbers, what happens when the numbers go down? Here at KC-101, we use the big num-



**STEF RYBAK**  
WKCI NEW HAVEN

*"People don't have the idle time to fill out a diary anymore."*

bers, of course. But that's not the whole story. We sell our excitement, bigger than life promotions, the personalities, and the fact that we are very proud of our product.

**If you would like to participate in The Programmer's Conference Call, call The Network Forty at 818-955-4040**

HONESTY MAY BE THE BEST POLICY BUT LIES  
WILL TAKE THESE GIRLS TO THE TOP.

# ENVOGUE



*Lies*

The follow-up to the number two, platinum single "Hold On," from the gold-plus album **Born To Sing.**  
Produced by Thomas McElroy & Deniz Foster for 2 Tuff-E-Nuff Productions.

David Lombard Management

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# N40 EAR TO THE STR

Compiled by Diana Atchley

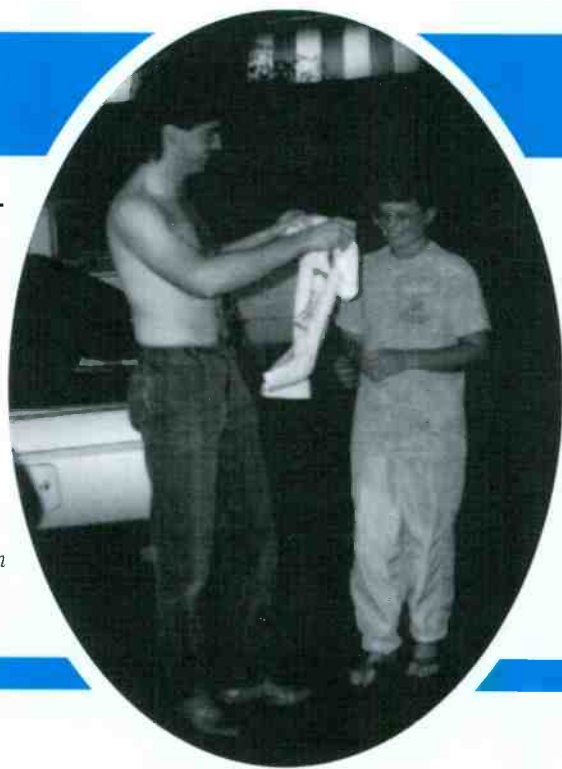


## THERE'S NO PLACE LIKE HOME

Jimmy Ryser and his band got a standing ovation when they went home to Columbus, Indiana. Over 4,000 fans attended a free concert put on by Ryser and company. After the show, the group made an in-store appearance at the Karma record store where they were bombarded by throngs of fans in search of autographs. The record store didn't have "The Same Old Look" following the in-store. They had to shut down for cleanup and repairs the next day.

## GENEROUS NIGHT JOCK GIVES FAN THE SHIRT OFF HIS BACK

Tallahassee was a city in great despair when Milli Vanilli cancelled their show. As part of the promotion for the show, Z103 was in possession of an autographed Milli Vanilli T-shirt, which was to be presented to a grand prize winner. In a quandary over what to do with the T-shirt since the show was cancelled, resourceful night-jock /MD Jimmy Jamm took the bull by the horns. One night during his shift he announced to listeners that he was wearing the shirt and if they wanted it, they could meet him at a certain location and the first listener to track him down could have the shirt right off his back. Here's Jimmy presenting the much coveted wearing apparel to the lucky winner. How this youngster found Jimmy is anyone's guess. From the looks of the overwhelming crowd, the other listeners must have gotten lost.



## FUN 'N GAMES IN THE MIDWEST

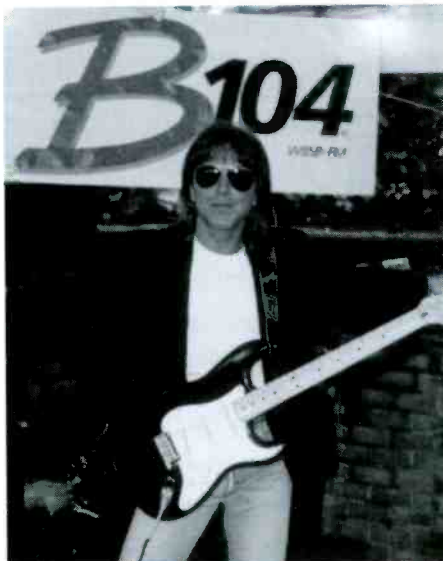
What happens when you get a fun group of radio, record and trade folks together? It's called a convention, but in the Midwest, they call it a Conclave. Here's our editor, Brian Burns (L) with (L-R) Main Street's Lisa Nordmark, X106 AM Jock Jamie White, Steve Douglas, X106 OM, and Dene Hallam, KCMO OM. Wonder what Dene had on his cheek...?



# EET

## COME ON, GET HAPPY!

First it was Donny Osmond. Now it's David Cassidy. Who's next? It seems old TV tunesters never grow old, they just keep coming back. Not as in syndicated reruns, but as talented and viable recording artists. David Cassidy is currently blitzing radio stations throughout the country as part of a promotion for his forthcoming album, due in September. While Dave was doing his thing at Baltimore's B104, he got coerced into a musical performance. The station was sponsoring a wedding in their parking lot that very same morning and they needed music, so as soon as the morning show was wrapped up, Dave plugged in and turned on. Here's David taking bows following his electrifying rendition of the "Wedding March." (No, he did not sing "I Think I Love You," however appropriate it may have seemed. According to Michael Krum of Enigma Records, "Mr. Cassidy doesn't sing at weddings.")



## WHADYA' MEAN I'M TOO OLD FOR THE GROUP?!!

That's why they're called kids, Jack. Here's Tommy Page (L) explaining to WXIL MD Jack Horton why he can't go on tour with NKOTB. Jack put up a good argument, but Page convinced him to stay in radio. He softened the blow by agreeing to be Horton's guest for two "Just Say No" shows which aired on Jack's evening show.



## OH ANDREW, YOU'RE SUCH AN ANIMAL!

Sleeze Beez' Andrew Elt is shown here modeling his souvenir of Boston following the Beez' performance as part of WAAF's Untamed Rock Night Summer Series. The series also included Kiss, Tesla, Heart, LA Guns, London Quireboys and a host of other rock luminaries. In return for their performances, they all got T-shirts just like Andrew's.



## HERE TODAY... WHERE TOMORROW...?

### Stop The Presses

Sneaking under the wire at press time, THE NETWORK FORTY learned that CHARLEY LAKE has resigned from EPIC RECORDS. Rumor has it that LAKE will be joining ATLANTIC's new label, EAST WEST RECORDS!

### Down For The Count

JANET JACKSON cancelled her August 4th concert in ST. LOUIS when she felt ill. The following night, she collapsed on stage after just three songs. Doctors diagnosed JANET as having an inner ear infection and suffering from exhaustion. She's expected to be back on tour within a few days.

### Cha-Cha-Changes

Former WKXX BIRMINGHAM PD MARK EVANS returns to Omaha as OPERATIONS MANAGER of KXKT and KOIL.

MARK BLAKE has been named PROGRAM DIRECTOR at KATM COLORADO SPRINGS, transferring from co-owned KATT OKLAHOMA CITY.

### Quote Of The Week

"People landmark their lives through music!"

—PAM TRICKETT, MD  
B-104

## TELLER NAMES RICHARD PALMESE MCA RECORDS PRESIDENT

MCA Music Entertainment Group Chairman Al Teller has announced the promotion of Richard Palmese to the position of MCA Records President. In this new role, Palmese will oversee all day-to-day domestic activities of MCA Records.

Teller comments, "Richard Palmese has had a long and distinguished career in the music business. His appointment to MCA Records President is a fitting acknowledgment of his substantial accomplishments. Richard's genuine passion for music, his special rapport with artists and his proven leader-



**RICHARD PALMESE**

ship abilities will be great assets as he leads MCA Records into the 90s."

Palmese's career in the industry began in the late 60s at KSHE/St. Louis, where he held down that station's morning slot. Palmese joined MCA Records in 1983, after a long tenure at Arista Records, as

Executive Vice President/Marketing and Promotion. In 1988, Palmese was named Executive Vice President/General Manager, the title he has held until this promotion. Palmese notes, "It has been gratifying to be a part of the explosive growth and development of MCA Records. The artists and the music have always been the creative force that drives this business and I'm particularly excited about the depth and diversity of our artist roster. I am eagerly looking forward to working even more closely with Al Teller to maximize the exciting opportunities that lie ahead."

## BRODEY TO HEAD GIANT RECORDS MARKETING AND PROMOTION

IRVING AZOFF, OWNER OF GIANT RECORDS, HAS NAMED John Brodey, former PolyGram Records Senior VP/Promotion, to be Head of Marketing and Promotion for the label. Brodey will be based in Los Angeles and will report directly to Azoff.

Azoff notes, "It is with great pleasure I welcome my friend, John Brodey, to Giant. John is uniquely qualified to fill this important senior position and we both are extremely excited to begin putting together our Marketing and Promotion teams."

Brodey, who also previously headed Geffen's Pop Promotion department prior to joining Giant, comments on his new label, "It's new, it's exciting, it's Irving and it's the easiest decision I can remember ever making. It's just a terrific job. I'm also thrilled to be working with my old friends at WEA and Warner Bros. again. There is no doubt in my mind that Giant Records will prove to be uniquely prepared to meet head on the challenges that are certain to confront our industry in the 90s."

## EMI MUSIC WORLD- WIDE ACQUIRES PART INTEREST IN I.R.S. RECORDS

EMI PRESIDENT/CEO JAMES FIFIELD HAS ANNOUNCED that EMI Music Worldwide has acquired a partnership interest in I.R.S. Records, one of the last independent labels. Under this new agreement, EMI Music Worldwide will now join I.R.S. principals Miles Copeland III and Jay Boberg as joint owners of the label.

I.R.S. Records will remain autonomous, while EMI will provide substantial funding for future talent development and expansion of the company's operations. Both Copeland and Boberg will remain in their current executive positions of Chairman and President respectively.

Copeland notes, "I.R.S. has always been known as an innovative and unconventional label, and that will not change. However, we will now have significant backing to help make our acts happen."

Boberg adds, "The partnership with EMI Music provides I.R.S. with the opportunity, framework, and support necessary to expand. We have a very diverse roster and will be even better able to serve our artists' interests."

## BUZIAK STEPS DOWN... JOE GALANTE NAMED RCA RECORDS PRESIDENT



**JOE GALANTE**

Bertelsmann Music Group Chairman/CEO Michael Dornemann has announced that Joe Galante has been appointed President of RCA Records.

Galante replaces Bob Buziak, who steps down by mutual agreement. Buziak has already begun discussions about a new joint venture with BMG.

Galante was most recently President of RCA's Nashville Entertainment and Music Operations. In making the announcement, Dornemann said that Galante's "outstanding performance as head of BMG's RCA Country Music unit has made him

the logical choice to succeed Buziak. Under Joe's leadership, BMG's RCA label has become a dominant force in Country Music and I believe that in his new position he will have the same impact on the larger RCA Records operation."

Regarding Buziak, Dornemann notes, "Bob has made a major contribution to revitalizing BMG's RCA label and positioning it for future growth." Buziak spoke of his pride in the role he played in building RCA's label team and its creative spirit, and also described Galante as one of the strongest record executives in the industry.

Galante notes that he "will be building upon the foundation and taking BMG's RCA artists and BMG's RCA label management team to a higher level of success."

# The Lightning Seeds

## Lightning Strikes Twice

"ALL I WANT"

The second hit track

**NOW ON**



From the critically acclaimed  
debut album

**cloudcuckooland**

Now approaching Gold

Created



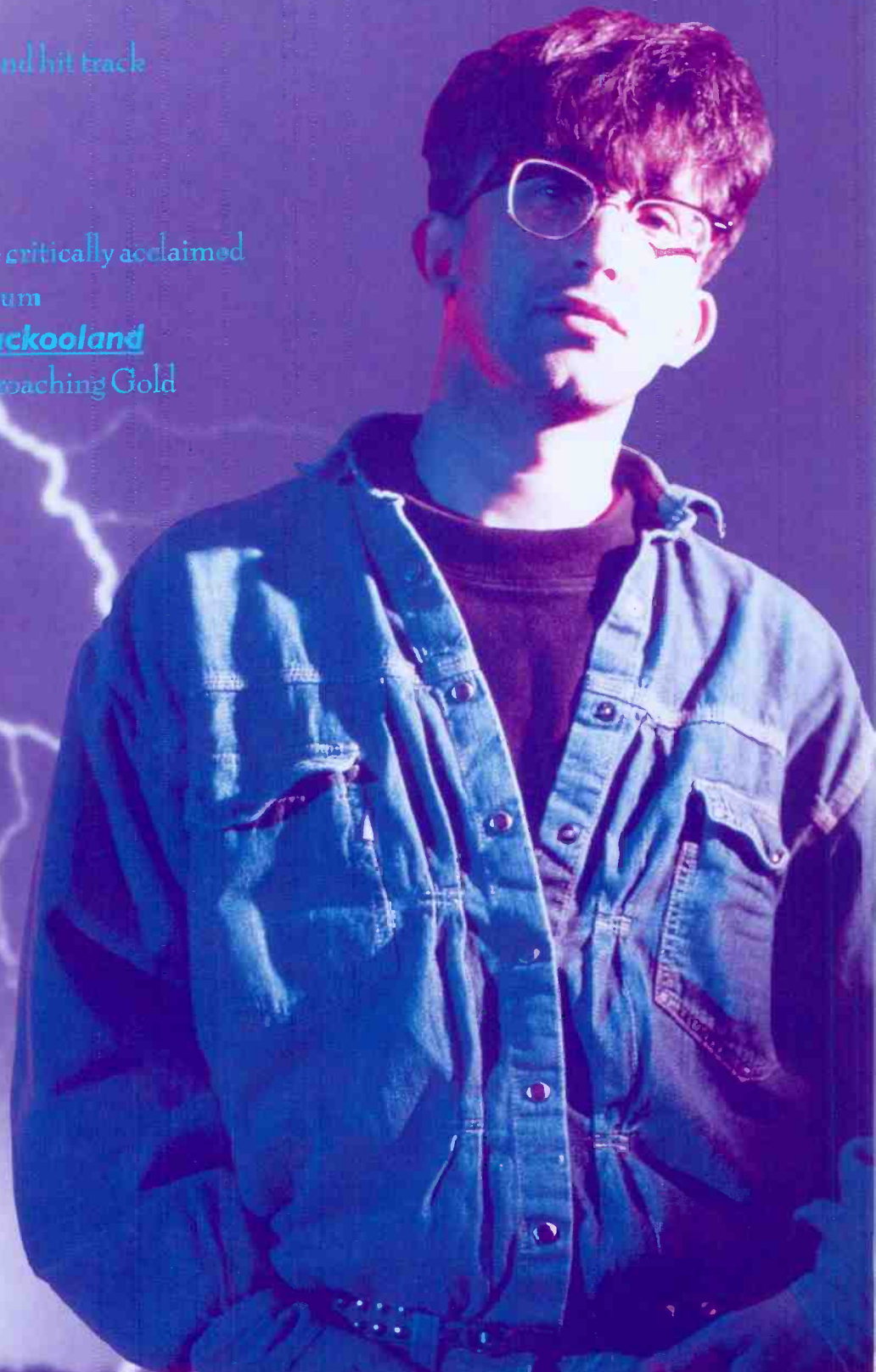
Arranged and



Produced by



Ian Broudie



BY ANN BARRON

# Hawaiian

## GLENN MEDEIROS. DAZZLING IS THE WORD.

GLENN MEDEIROS can belt out a pop standard with the heat of a seasoned crooner, then simmer it down to a silky-smooth whisper. He'll rock the audience hard, leaving 'em exhausted from the motion and unable to catch their breath. Then without warning, he'll have them swooning to a power ballad. With his heartthrob good looks and enough creative drive to stand the test of time, he is unquestionably the top pop singer of the moment.

Thrust into the limelight at the tender age of 15, this talented native Hawaiian got his first taste of success, and a glimpse of the happy hysteria soon to follow, when he scored an international pop hit with the single "Nothing's Gonna Change

My Love For You." Defying the odds, this neophyte secured his big break through a contest sponsored by a local radio station; Glenn won the opportunity to cut a single and recorded one of his favorite songs off an old George Benson album. "Nothing's Gonna Change My Love For You" became a #1 requested hit in Honolulu, setting the stage for his phenomenal worldwide reception.

An instantaneous hit, he began appearing on television shows around the globe. (Glenn received a rare standing ovation on *The Johnny Carson Show*.) Soon Hollywood beckoned with television and motion picture offers. With his feet firmly on the ground, Glenn played himself in a cameo role in "Karate

Kid Part III" and recorded two songs for the film score. Yet somehow, he managed to keep his sudden fame and demand in perspective.

Glenn became his own toughest act to follow. But now, three years later, he's back with his self-titled third LP, which he considers to be the best he's done in his career thus far. Merging a pop mixture with heavy, rhythmic R&B and soul, many of the tracks possess a contemporary dance flair. The LP also features a can't-miss collaboration with his good friend Bobby Brown on "She Ain't Worth It." All in all, Glenn is sitting on top of the music world with his trademark style of progressive pop savvy and solid production.

From the opening chords, the listener is struck by an indelible impression of direction and power. Medeiros covers many musical moods on this album, from one track to the next, producing compelling songs with his identifiable singing style. Attracted to lyrics that say something about himself, his vocal virtuosity creates fresh and energetic sounds that listeners find wonderfully intoxicating.

Not believing in album fillers, Glenn has given his all to produce songs that reach people at an emotional level. He believes in the power of music and has created a foundation based on a variety of musical styles. Weaned on Black music and everything from reggae to

# Funk

rap, Glenn has perfected the formula of R&B and soul with artistic success. With his mixture of strong, forceful vocals meshed with funky pop-oriented sounds, he has amassed both an adult and teen following.

Rising above the competition, his first single, "She Ain't Worth It," achieved Gold status, and Glenn credits Bobby Brown's midway ad for the record's success. He believes that Bobby helped him get the initial attention, and now he can ease into a following of his own. Skyrocketing up the charts, the second single off the *Glenn Medeiros* album is a Ray Parker Jr. composition entitled "All I'm Missing Is You," assuring Glenn a respectful position in the world of pop stardom on his own.

What makes this all such an extraordinary accomplishment is

that Glenn has succeeded without a major concert tour or band. He is content playing modest promotional shows, and when he feels he's ready and comfortable, he'll venture into the full-scale concert scene.

Otherwise, this very young, very gifted singer will continue creating excitement with his energetic and passionate performances on a more intimate scale.

Citing Michael Jackson and Lionel Richie as musical influences, Glenn has winningly explored the nexus between pop and soul. Reigning supreme in the eyes of the public, he has progressed from overnight sensation to seasoned professional. His smooth delivery and astute calculations reflect an individual with deep artistic conviction and the talent for bigger things to come.



# MUSIC MEETING



*En Vogue*

**MICHAEL BOLTON**  
**“Georgia On My Mind” (Columbia)**

With Bolton’s prowess as a songwriter, many people are asking why he would bother with a cover, much less one as popular as this. But when Ray Charles and the Righteous Brothers covered the song in the 60s, fans learned that some songs are so classic that there is no limit to the possibilities. Bolton, who is coming off a hot streak of Top 5 hits, will bring back memories of Elton John and Billy Vera with his contemporary version. Now a core artist at Top 40 and A/C radio, he will no doubt duplicate the all demo success that call-out research has been reaffirming from coast-to- coast.

**EN VOGUE**  
**“Lies” (Atlantic)**

When San Francisco newcomer Maxine Jones’ hairdresser introduced her to fellow client Dawn Robinson, both girls launched into an

impromptu set right there in the beauty salon. Few would have thought these two girls would get together a few years later with two other Bay area transplants to form this fashionable four-some. The first group to fuse modern rap, hip hop and soul sounds with classic a cappella, En Vogue’s class act has already netted them a #1 Urban hit with stellar crossover action. With producers Denzil Foster and Thomas McElroy (whose idea it was to form the group) on

board again, this sophomore single glides with the same ease as “Hold On,” and is already storming up Urban 40 charts.

**LIGHTNING SEEDS**  
**“All I Want” (MCA)**

One of the most influential British producers today, Ian Broudie is not only the driving force behind the Lightning Seeds, he is the Lightning Seeds. With modern music a natural off-shoot of the late 70s dance era, so are groups like The Seeds, Depeche Mode and Electronic a natural spin-off today. Broudie has spent years behind the scenes giving English groups a hit radio sound back home, and this first solo outing is giving him the opportunity to apply his wizardry to songs he’s written and been holding on to for this rainy day. His debut single, “Pure,” was the logical first choice. Months of Alternative radio play established the necessary base to cross it over into the mainstream. But “All I

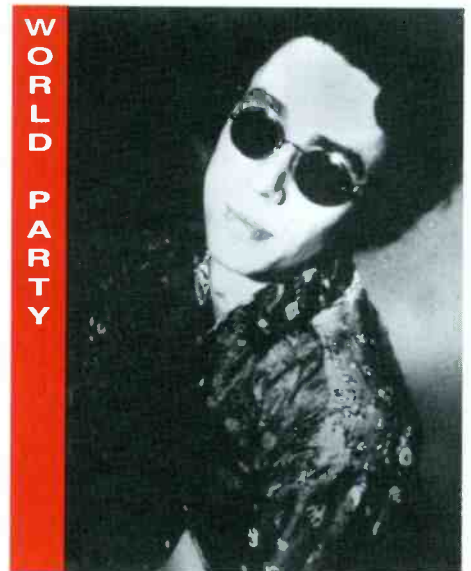
Want” is the Top 40 gem from this LP filled with modern-edged pop songs. Pure Pet Shop Boys techno-pop and all hook.

**GUYS NEXT DOOR**  
**“I Was Made For You” (SBK)**

As if today’s string of hot teen artists need any help jumping on the charts, here comes the latest edition with their own Saturday morning TV show to seal the deal. The show features videos of the songs on their debut LP, as well as teen vignettes and tips. Each of these five guys have held jobs, ranging from touring with Michael Jackson to dancing with Madonna and Tiffany. From the label that put “Teenage Mutant Ninja Turtles” on the radio, so don’t underestimate this one’s potential as a request line rocket.

**WORLD PARTY**  
**“Put The Message In The Box” (Chrysalis)**

In addition to being asked what we think is going to be a hit here at the Network Forty, real music fans are always asking us what they should take home and listen to “on their own time.” This group’s second album, *Goodbye Jumbo*, is always on the list. Karl



Wallinger is a modern poet in the style of Bob Dylan, who sees two musical revolutions; one of the 60s and the other of the 90s. While the 90s revolution hasn't happened yet, Wallinger has not only defined it, but combined it with 60s angst for a "comfort in the eye of the storm" sensation. Within days of *Goodbye Jumbo's* release, World Party audiences around the country were singing the words out loud to "Message," a song that's lyrics take on the globe with the simplicity of a nursery rhyme. Please stop taking this album home and keeping it to yourself. This could be the hippest "Message" on the airwaves.

### **BREATHE**

**"Say A Prayer" (A & M)**

White soul-pop with smooth Philly horns plunges this group straight down the middle of the middle. Two schoolboy chums, vocalist David Glasper and guitarist Marcus Lillington have an obvious love for "radio records." And using the George Michael school of production, they love delivering songs that are eagerly received at Top 40 radio. Their latest venture, "Say A Prayer," continues down that course, and is the perfect all-demo programming record for Top 40 and A/C radio.

### **QUINCY JONES FEATURING SIEDAH GARRETT**

**"I Don't Go For That"  
(Qwest/Warner Bros)**

More than six months after its release, the Platinum *Back On The Block* album by Quincy Jones is still going strong, thanks to its unprecedented diversity. With production credits ranging from a classic Ray Charles and Chaka Khan ballad to 13-year-old Tevin Campbell's debut, Jones is the one producer to top every artist's most wanted list. For the fourth single, Michael Jackson's former duet

partner Siedah Garrett delivers the first dance track off the LP. Like all of Jones' work, the production on this funky and soulful groove is stunning, and will no doubt become the fourth Urban radio chart topper from the LP. Plus, the latest round of re-mixes gives the track endless potential in the clubs and on Top 40 radio.

### **KIMM ROGERS**

**"Right By You"  
(Island)**

The culture shock of leaving Cleveland, Ohio, to learn the ins and outs of Nashville and then settling into a Venice Beach, California, apartment sum up the musical styles of this new voice. Dubbing her debut album the "Soundtrack Of My Life," her music has the simplicity of Cleveland with Nashville's unglossed sound and LA's carnival spirit. This first single highlights the work of several major session musicians, and fits right in with the unplugged-in sound of 90s Top 40 and A/C radio.

### **BEATS INTERNATIONAL**

**"Won't Talk About It" (Elektra)**

When the modern-edged English pop group the Housemartins broke up, the members all left to pursue musical directions miles from what they had been doing. Not to be out done, bass player Norman Cook formed this group with revolving musicians to express his love for modern funk. His following in the UK has already made this single a Top 10 hit, no doubt converting his old fans to a new style of music and picking up some new fans along



**BREATHE**

the way. Beautiful vocals and a cool synth beat are brought together with Norman's bass. This International hit has Urban, A/C and Top 40 potential, and is already breaking at several of the trendsetting Urban 40 stations.

### **BRENT HUTCHINS** **"Arachnophobia" (Hollywood)**

The new kid on the block at Hollywood Records, Hutchins had both the pleasure of writing the title track to the new Steven Spielberg film, and the pain of turning a song about spiders into a pop hit. Believe it or not, that's exactly what he does on this Urban and dance-edged song. Born in Flint, Michigan, Hutchins joined his first band in Los Angeles at age 13. It wasn't long before he began doing work as a background singer with James Ingram, which brought him in contact with some of the giants in the recording business, including Elton John, Peter Wolf and Siedah Garrett. You may barely be able to say "Arachnophobia" now, but after a few listens, believe it or not, you'll be singing it. Featured on Network Forty's CD TuneUp #27.

# MUSIC MEETING



**Ms. Adventures**

## **MS. ADVENTURES**

### **"Undeniable" (Atco)**

It's not uncommon for groups today to insist on creative control when they sign a record deal. But when the group consists of three teenagers, you can just imagine a record company's reluctance. Not so with Ms. Adventures. Featuring sisters Amy, Kindra and Charity Morriss, these girls have not only been singing together since they could walk, but they've been planning their professional careers as well. Writing several songs on their debut LP, the girls had a direct hand in every facet of recording. With no lead singer on any of their songs, "Undeniable" takes the lead, putting their gospel roots and love for dance music together. Undeniably not your average teen trio. Featured on Network Forty's CD TuneUp #27.

### **TONY! TONI! TONE!**

#### **"Feels Good" (Wing/Polydor)**

Oakland, California may have trouble holding onto their football team, but they've held onto their title as an Urban music proving ground

since the area began cranking out talent more than 20 years ago with Sly & The Family Stone. Since then, the Pointer Sisters, Tower Of Power, Sheila E., M.C. Hammer and Digital Underground have all left the "City By The Bay" for stardom. The newest legacy-to-be is Tony! Toni! Tone!, six brothers and cousins who have trademarked the term "greazy" hooks. Their debut LP netted five Top 3 Urban radio hits (three went #1), their second LP is already Gold and just a couple weeks away from what looks like their second #1 Urban single, "Feels Good." A danceable funk jam that will break wide open from nighttime play once it's on the air. Featured on Network Forty's CD TuneUp #27.

## **JOHNNY VAN ZANT**

### **"Brickyard Road" (Atlantic)**

Johnny's late brother Ronnie Van Zant, of the all time #1 Southern Rock band Lynyrd Skynyrd, used to live on Brickyard Road. So this track recounting the last day Johnny spent with his brother at that address lays bare all the emotions he, and in turn

Skynyrd's fans, have felt over the years. #1 across the board at Rock radio, and if your station has any musical ties to this band of the past whatsoever, this song is a must play.

## **PRIVATE LIFE**

### **"Domino" (Warner Bros)**

There's a small bar in Malibu, California, where the locals know every time they see Private Life's name on the marquee, that Eddie Van Halen is inside jamming with his favorite group. Now, Eddie and Van Halen producer Ted Templeman, having finished Private Life's second LP, are intent on seeing this former Louisiana band get their break. Highlighted by Kelly Breznik, who has the stage presence of Stevie Nicks with straight ahead rock vocals, Private Life takes on this former Top 10 Van Morrison hit.

## **DURAN DURAN**

### **"Violence Of Summer" (Capitol)**

When this band out of Birmingham, England got together a decade ago, they pulled no punches with their straight ahead, guitar driven sound punctuated with modern keyboards. It was the music magazines that gave these guys press long before the glamour rags took over. Now, the modern Duran strikes back with the same force that made "Girls On Film" a cult classic. Kicking off with honky-tonk piano and moving into a classic 60s keyboard the Doors might have used, be sure you back announce this cut, because few will have a clue as to who it is. An odd title for a song that sounds like a party anthem, but for their eighth LP "DD" is playing it the way they see it. Smash!!!

*The Music Meeting is researched and prepared weekly by The Network Forty's Music Director, Gene Sandbloom.*



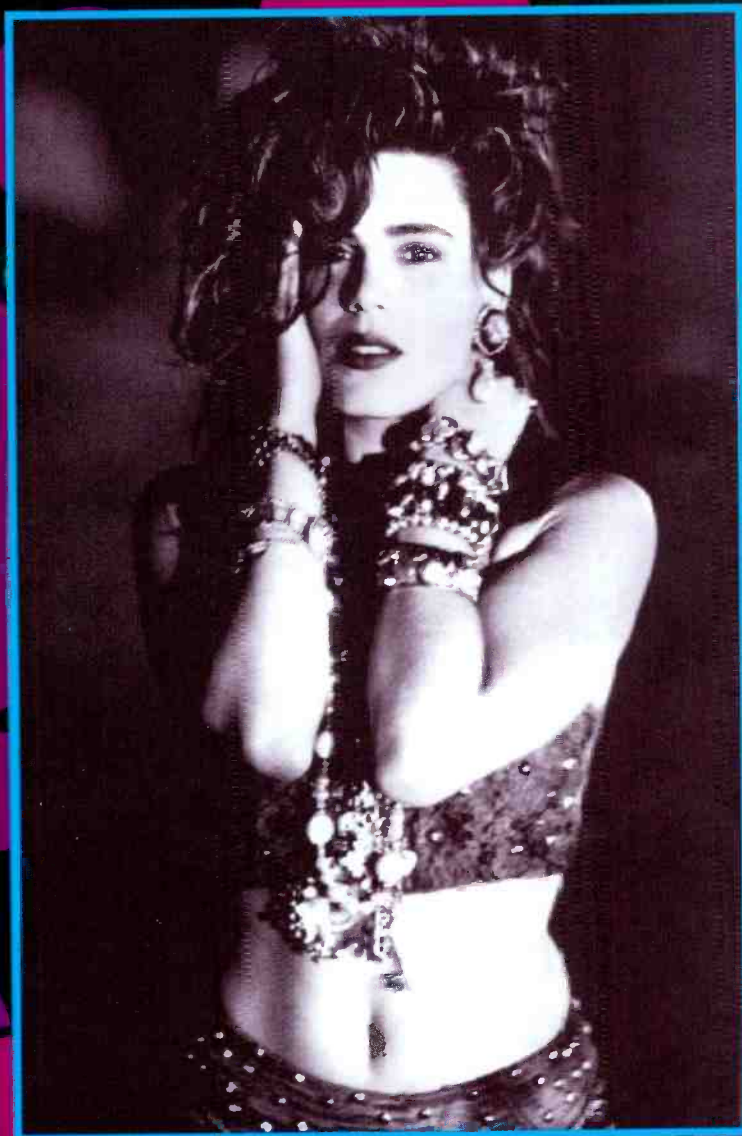
# Tricia Leigh Fisher

## “Empty Beach”

### *Everybody's Digging In!*

Hot 97 New York  
Hot 97.7 San Jose  
WLOL Minneapolis  
Y-107 Nashville  
KKRZ Portland  
KZBS Oklahoma City  
And Over Two Dozen More!

*Make Waves With Your Listeners  
And “Shore” Up Your Summer  
Playlist Today!*



## Sweet Sensation

“If Wishes  
Came True”

# #1

*Thanks Radio For Making  
Our Wish Come True!*



# N40 TOP 40 MOST REQUESTED

## POWER 93

92.9 KITY

KITY San Antonio, Stephanie Gramm

1. Bell Biv DeVoe, Do Me
2. New Kids, Step By Step
3. Doc Box & B. Fresh, Slow
4. New Kids, Tonight
5. Troop, All I Do Is Think Of
6. Luke & 2 Live Crew, Banned
7. M.C. Hammer, Have You Seen
8. Digital Underground, Do
9. Seiko/D. Wahlberg, The Right



KHYI Dallas, Shadow Haze

1. Kyper, Tic-Tac-Toe
2. Jon Bon Jovi, Blaze Of Glory
3. Digital Underground, Humpty
4. Wilson Phillips, Release Me
5. M.C. Hammer, U Can't Touch
6. New Kids, Tonight
7. Mellow Man Ace, Mentiroso
8. Candy Flip, Strawberry
9. New Kids, Step By Step



WFLY Albany, Shadow Michaels

1. New Kids, Tonight
2. Sweet Sensation, If Wishes
3. Snap, The Power
4. James Ingram, I Don't Have
5. Maxi Priest, Close To You
6. M.C. Hammer, Have You Seen
7. Seduction, Could This Be
8. Janet Jackson, Come Back To
9. Phil Collins, Something
10. The Lightning Seeds, Pure



1. NEW KIDS, TONIGHT
2. BELL BIV DEVOE, DO ME
3. POISON, UNSKINNY BOP
4. JON BON JOVI, BLAZE OF GLORY
5. M.C. HAMMER, HAVE YOU SEEN HER?
6. KYPER, TIC-TAC-TOE
7. SNAP, THE POWER
8. FAITH NO MORE, EPIC
9. LUKE & 2 LIVE CREW, BANNED IN THE U.S.A.
10. NEW KIDS, STEP BY STEP



WPRO FM Providence, Big John Bina

1. New Kids, Tonight
2. Snap, The Power
3. Poison, Unskinny Bop
4. Kyper, Tic-Tac-Toe
5. Dino, Romeo
6. The Time, Jerk Out
7. Taylor Dayne, I'll Be Your
8. Stevie B, Love & Emotion
9. Billy Idol, Cradle Of Love
10. Go West, King Of Wishful



KQLZ Los Angeles, Cadillac Jack

1. Guns N' Roses, Civil War
2. Jon Bon Jovi, Blaze Of Glory

3. Nelson, Love And Affection
4. Poison, Unskinny Bop
5. Slaughter, Fly To The Angels



WEGX Philadelphia, Jay Beau Jones

1. New Kids, Tonight
2. Poison, Unskinny Bop
3. Bell Biv DeVoe, Do Me
4. Paula Abdul, Knocked Out
5. Faith No More, Epic



WEZB New Orleans, Eddie Munster

1. Jon Bon Jovi, Blaze Of Glory
2. M.C. Hammer, Pray
3. Poison, Unskinny Bop

4. New Kids, Tonight
5. Prince, Thieves In The
6. Luke & 2 Live Crew, Banned
7. Snap, The Power
8. Ana & J Knight, Angel Of
9. M.C. Hammer, Have You Seen



WYTC Chicago, Steven Craig

1. M.C. Hammer, U Can't Touch
2. Jon Bon Jovi, Blaze Of Glory
3. Go West, King Of Wishful
4. Luke & 2 Live Crew, Banned
5. Mariah Carey, Vision Of Love
6. Guns N' Roses, Civil War
7. Johnny Gill, Rub You The
8. Digital Underground, Humpty



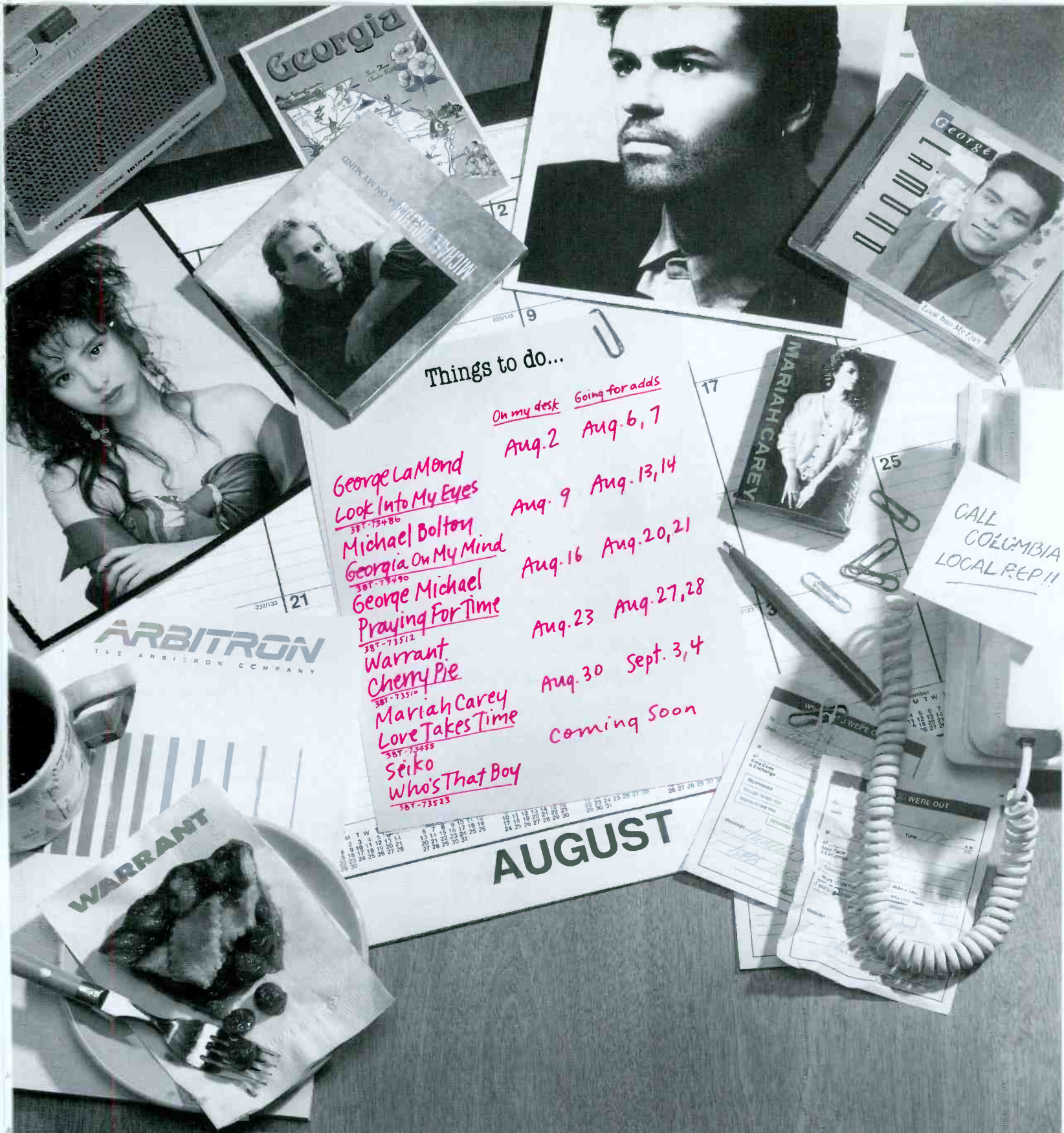
WZOU Boston, Karen Kitty Blake

1. New Kids, Tonight
2. M.C. Hammer, Have You Seen
3. Bell Biv DeVoe, Do Me
4. Poison, Unskinny Bop
5. M.C. Hammer, Pray



WBSB Baltimore, Downtown Billy Brown

1. New Kids, Tonight
2. M.C. Hammer, U Can't Touch
3. Jon Bon Jovi, Blaze Of Glory
4. M.C. Hammer, Have You Seen
5. Wilson Phillips, Hold On
6. Billy Idol, Cradle Of Love
7. New Kids, Step By Step
8. Bell Biv DeVoe, Do Me



Things to do...

*On my desk*      *Going for adds*  
 Aug. 2      Aug. 6, 7  
 Aug. 9      Aug. 13, 14  
 Aug. 16      Aug. 20, 21  
 Aug. 23      Aug. 27, 28  
 Aug. 30      Sept. 3, 4  
 Coming Soon

S							M							T							W							T							F							S						
							1							2							3							4							5							6						
8							9							10							11							12							13							14						
16							17							18							19							20							21							22						
24							25							26							27							28							29							30						
31																																																

AUGUST

# MAKE A DATE WITH DESTINY.

The hottest dates this summer are on Columbia.



# N40 TOP 40 MOST REQUESTED

## HOT 102 fm

WLUM Milwaukee, Chris Kerr

1. Bell Biv DeVoe, Do Me
2. M.C. Hammer, Have You Seen
3. Brother Beyond, The Girl I
4. Janet Jackson, Come Back To
5. Billy Idol, Cradle Of Love
6. Prince, Thieves In The

## 96TIC-FM

WTIC FM Hartford, A.J.

1. Bell Biv DeVoe, Do Me
2. New Kids, Tonight
3. The Party, Summer Vacation
4. Seiko/D.Wahlberg, The Right
5. Digital Underground, Do

## POWER 93<sup>FM</sup>

THE POWER 93<sup>FM</sup>

WFLZ Tampa, Tim & Tom

1. Kyper, Tic-Tac-Toe
2. New Kids, Tonight
3. New Kids, Step By Step
4. Bart Star, Work That Body
5. Bell Biv DeVoe, Do Me
6. Janet Jackson, Black Cat
7. Doc Box & B. Fresh, Slow

## HOT 91.1 FM

KHQT San Jose, Dwaine Luna

1. Cynthia & Johnny O, Dream
2. Seduction, Could This Be
3. Johnny Gill, Rub You The
4. Doc Box & B. Fresh, Slow
5. TKA, I Won't Give Up On You

## Z100

New York

WHTZ New York, Kid Kelly

1. Jon Bon Jovi, Blaze Of Glory
2. New Kids, Tonight
3. Poison, Unskinny Bop
4. Kyper, Tic-Tac-Toe
5. Jon Bon Jovi, Blaze Of Glory



## DOMINO

WPLJ, NEW YORK

1. BELL BIV DEVOE, DO ME
2. NEW KIDS, TONIGHT
3. JON BON JOVI, BLAZE OF GLORY
4. JANET JACKSON, COME BACK TO ME
5. DURAN DURAN, VIOLENCE OF SUMMER

## 98 WGRD

WGRD Grand Rapids, J.J.

1. Kyper, Tic-Tac-Toe
2. New Kids, Tonight
3. Luke & 2 Live Crew, Banned
4. The Time, Jerk Out
5. Bell Biv DeVoe, Do Me

## 99.7 WDJX

WDJX Louisville, Chris Randolph

1. New Kids, Tonight
2. Snap, The Power
3. Billy Idol, Cradle Of Love
4. Poison, Unskinny Bop
5. Mariah Carey, Vision Of Love
6. Faith No More, Epic
7. Luke & 2 Live Crew, Banned
8. St. Paul, Stranger To Love
9. Stevie B, Love & Emotion

## 93.7 KRQQ

KRQQ Tucson, Bruce St. James

1. New Kids, Tonight
2. Bell Biv DeVoe, Do Me
3. Jon Bon Jovi, Blaze Of Glory
4. Doc Box & B. Fresh, Slow
5. After 7, Can't Stop
6. M.C. Hammer, Have You Seen
7. Billy Idol, Cradle Of Love
8. Technotronic, Rockin' Over

## POWER 106 FM

WPHR Cleveland, Cat Thomas

1. Kyper, Tic-Tac-Toe
2. New Kids, Tonight
3. Poison, Unskinny Bop
4. Nelson, Love And Affection
5. Sweet Sensation, If Wishes
6. M.C. Hammer, U Can't Touch

7. Jon Bon Jovi, Blaze Of Glory
8. Snap, The Power

## JAMMIN' Z 90

XHTZ San Diego, Jacko Adams

1. Candyman, Knockin' Boots
2. Troop, All I Do Is Think Of
3. Bell Biv DeVoe, Do Me
4. Beats International, Won't
5. Kyper, Tic-Tac-Toe
6. Doc Box & B. Fresh, Slow
7. Bel Biv DeVoe, Dope

## X:100 FM

KKXX San Francisco, Super Snake

1. New Kids, Tonight
2. Bell Biv DeVoe, Do Me
3. Troop, All I Do Is Think Of
4. Kyper, Tic-Tac-Toe
5. M.C. Hammer, Have You Seen
6. Janet Jackson, Come Back To

## POWER 92 FM

KKFR Phoenix, Paco Lopez

1. Candyman, Knockin' Boots
2. Doc Box & B. Fresh, Slow
3. Kyper, Tic-Tac-Toe
4. Dino, Romeo
5. The Boys, Crazy
6. George Michael, Praying For
7. Calloway, All The Way

## THE FOX

WDFX Detroit, Terry Young

1. Seiko/D.Wahlberg, The Right
2. Poison, Unskinny Bop
3. Bell Biv DeVoe, Do Me
4. Guns N' Roses, Civil War
5. Kyper, Tic-Tac-Toe
6. Jon Bon Jovi, Blaze Of Glory
7. Luke & 2 Live Crew, Banned
8. M.C. Hammer, Pray
9. Soho, Hippie Chick

ATLANTIC

HOME OF THE HITS!

EARLY MAJOR ACTION!  
WKBQ  
WDFX  
KXYQ  
92X  
WHYT  
WZPL  
KSAQ

Rock Tracks 11-8\*  
Billboard Albums 43-18\*



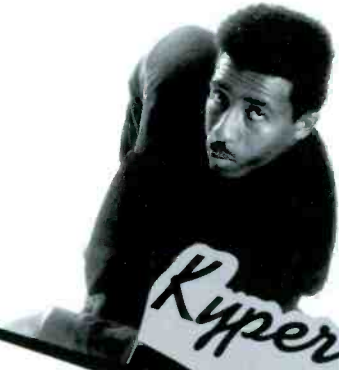
Winger

"CAN'T GET ENUFF"

MAJOR LEAGUE HIT!  
Q-106 San Diego 1-1\*  
WHYT Detroit 1-1\*  
Power Pig Tampa 7-3\*  
B-96 Chicago 6-5\*  
Q-102 Philadelphia 9-2\*  
#1 Most Requested!



#1 Most Requested!



Kyper

"TIC TAC TOE"

EARLY PERFORMANCE!  
KSAQ San Antonio 37-29\*  
KWSS San Jose A-29\*  
KFTZ Idaho Falls 39-25\*  
KZZU Spokane 38-35\*  
KMOK Lewiston 35-32\*  
Breaking at WKBQ St. Louis!



Alannah Myles

"LOVER OF MINE"



On Atlantic

# MOST REQUESTED



WGY Schenectady, Jim Jakala

1. Bell Biv DeVoe, Do Me
2. After 7, Can't Stop
3. Dino, Romeo
4. New Kids, Tonight
5. Doc Box & B. Fresh, Slow
6. Glenn Medeiros, All I'm
7. The Party, Summer Vacation
8. Kyper, Tic-Tac-Toe
9. Salt-N-Pepa, Expression



WIOQ Philadelphia, Joe Mamah

1. Bell Biv DeVoe, Do Me
2. L.L. Cool J., Booming
3. M.C. Hammer, Have You Seen
4. Cynthia & Johnny O, Dream
5. Dino, Romeo



WAPW Atlanta, The Janitor

1. Faith No More, Epic
2. Snap, The Power
3. M.C. Hammer, Have You Seen
4. Linear, Don't You Come
5. Wilson Phillips, Release Me



WMJQ Buffalo, Mike Steele

1. Kyper, Tic-Tac-Toe
2. New Kids, Tonight
3. Bell Biv DeVoe, Do Me
4. Janet Jackson, Black Cat
5. Glenn Medeiros, All I'm
6. Dino, Romeo
7. Digital Underground, Humpty
8. Luke & 2 Live Crew, Banned
9. Adventures/Stevie V., Dirty



## BREAKOUT!

DINO, "ROMEO"

- Q-102, PHILADELPHIA
- KKFR, PHOENIX
- PRO-FM, PROVIDENCE
- WMJQ, BUFFALO
- WZZG, CHARLOTTE
- WGY, SCHENECTADY



KRBE Houston, Suzy Waud

1. Kyper, Tic-Tac-Toe
2. The Party, Summer Vacation
3. M.C. Hammer, Have You Seen
4. Kid Frost, La Raza
5. Luke & 2 Live Crew, Banned
6. Adventures/Stevie V., Dirty
7. New Kids, Tonight
8. Jon Bon Jovi, Blaze Of Glory
9. Bell Biv DeVoe, Do Me



KKRZ Portland, Bill Kezley

1. Bell Biv DeVoe, Do Me
2. Janet Jackson, Black Cat
3. Calloway, All The Way
4. New Kids, Tonight
5. Stevie B, Love & Emotion

6. Jon Bon Jovi, Blaze Of Glory
7. Wilson Phillips, Release Me
8. TKA, I Won't Give Up On You
9. Poison, Unskinny Bop
10. St.Paul, Stranger To Love



KKRD Wichita, Greg Williams

1. Bell Biv DeVoe, Do Me
2. Kyper, Tic-Tac-Toe
3. Poison, Unskinny Bop
4. Nelson, Love And Affection
5. Maxi Priest, Close To You
6. Cheap Trick, Can't Stop
7. Faith No More, Epic
8. Jon Bon Jovi, Blaze Of Glory
9. The Time, Jerk Out
10. M.C. Hammer, Have You Seen



KKSS Albuquerque, Hollywood Haze

1. Bell Biv DeVoe, Do Me
2. New Kids, Tonight
3. Kid Frost, La Raza
4. M.C. Hammer, Have You Seen
5. Wilson Phillips, Release Me
6. The Time, Jerk Out
7. Poison, Unskinny Bop
8. After 7, Can't Stop
9. Calloway, All The Way



KDWB Minneapolis, Bobby Wilde

1. Billy Idol, Cradle Of Love
2. Prince, Thieves In The
3. Poison, Unskinny Bop
4. Bell Biv DeVoe, Do Me
5. Janet Jackson, Black Cat
6. Jon Bon Jovi, Blaze Of Glory
7. New Kids, Tonight
8. Faith No More, Epic



WQHT New York, Freddie Colon

1. Bell Biv DeVoe, Do Me
2. Cynthia & Johnny O, Dream
3. Coro, Can't Let You Go
4. Adventures/Stevie V., Dirty
5. George LaMond, Look Into My
6. Tiana, First True Love
7. Seduction, Could This Be
8. Pebbles, Giving You The

# WORLD PARTY

THE NEW SINGLE AND VIDEO

## "MESSAGE IN THE BOX"

FROM THEIR HIGHLY-ACCLAIMED ALBUM "GOODBYE JUMBO"



Chrysalis.

**MTV** *Exclusive!*

WRITTEN, RECORDED AND PRODUCED BY KARL WALLINGER

ensign



Wilson Phillips



Cheap Trick



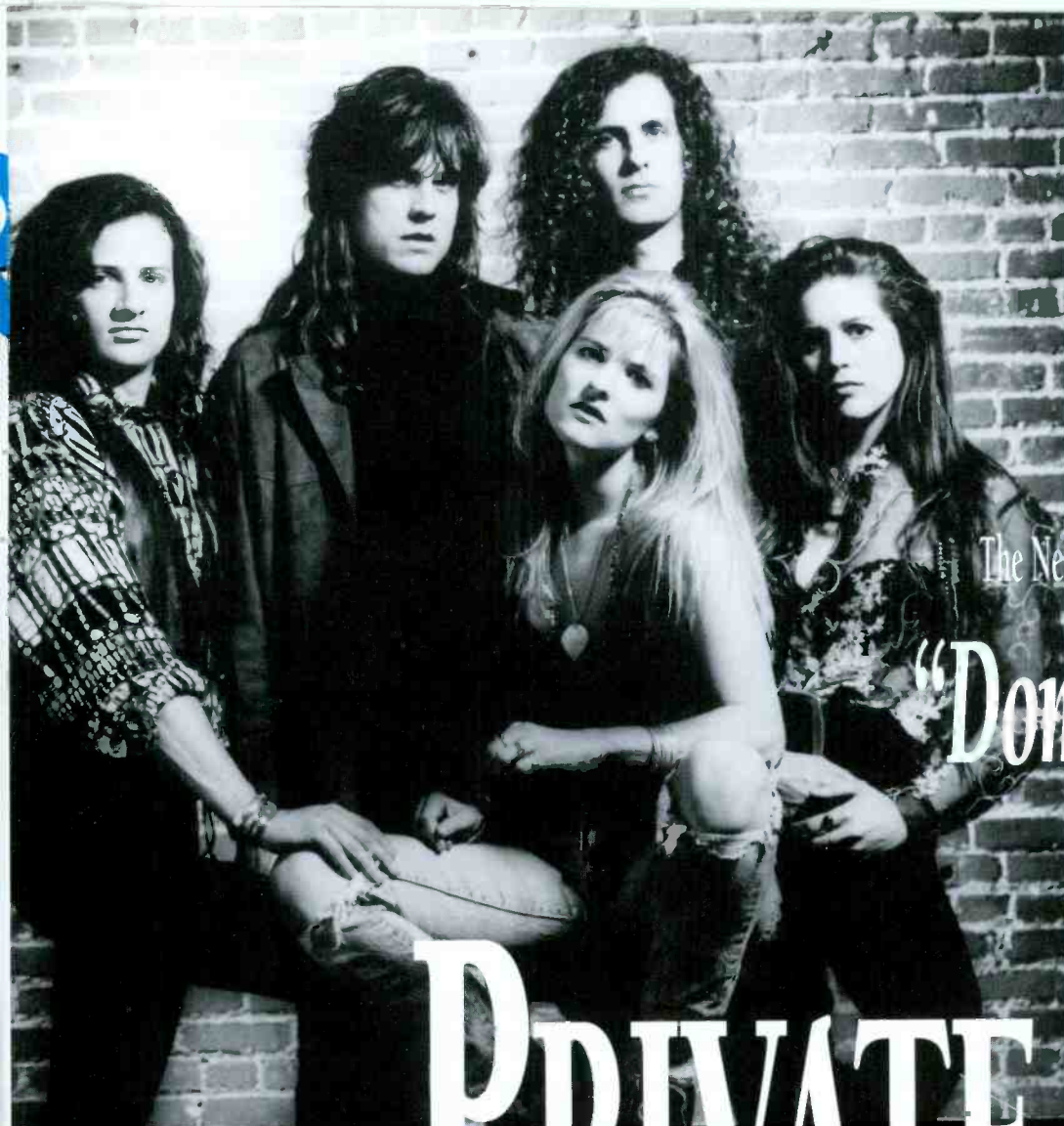
Prince

# N40 HIT SINGLES

(For The Research Week Ended 8/7/90)

2W	LW	TW	Artist/Song	Label
6	2	①	SWEET SENSATION. If Wishes Came True	Atco
8	3	②	JANET JACKSON. Come Back To Me	A&M
1	1	3	MARIAH CAREY. Vision Of Love	Columbia
7	5	④	GO WEST. King Of Wishful Thinking	EMI
19	12	⑤	WILSON PHILLIPS. Release Me	SBK
15	11	⑥	POISON. Unskinny Bop	Enigma/Capitol
14	8	⑦	SEDUCTION. Could This Be Love	Vendetta/A&M
11	9	⑧	THE TIME. Jerk Out	Reprise
13	10	⑨	M.C. HAMMER. Have You Seen Her?	Capitol
10	7	10	BAD ENGLISH. Possession	Epic
5	4	11	BILLY IDOL. Cradle Of Love	Chrysalis
17	13	⑫	BRUCE HORNSBY. Across The River	RCA
23	15	⑬	NEW KIDS. Tonight	Columbia
16	14	⑭	SNAP. The Power	Arista
18	16	⑮	AEROSMITH. The Other Side	Geffen
25	19	⑯	JON BON JOVI. Blaze Of Glory	Mercury
2	6	17	JOHNNY GILL. Rub You The Right Way	Motown
24	21	⑰	KEITH SWEAT. Make You Sweat	Elektra
22	20	⑱	HEART. I Didn't Want To Need You	Capitol
32	27	⑳	CHEAP TRICK. Can't Stop Fallin' Into Love	Epic
31	23	㉑	STEVIE B. Love & Emotion	RCA
38	28	㉒	PRINCE. Thieves In The Temple	Paisley Park/WB
28	25	㉓	BROTHER BEYOND. The Girl I Used To Know	EMI
30	26	㉔	FAITH NO MORE. Epic	Slash/Reprise
33	29	㉕	BELL BIV DEVOE. Do Me	MCA
35	30	㉖	NELSON. Love And Affection	DGC
D	34	㉗	PHIL COLLINS. Something Happened On The Way	Atlantic
34	31	㉘	MAXI PRIEST. Close To You	Charisma
36	32	㉙	PAUL YOUNG. Oh Girl	Columbia
26	24	30	BABYFACE. My Kinda Girl	Solar/Epic
D	36	⑳	TAYLOR DAYNE. Heart Of Stone	Arista
39	35	㉑	DON HENLEY. How Bad Do You Want It?	Geffen
4	22	33	MICHAEL BOLTON. When Im Back On My Feet	Columbia
40	37	㉓	ST. PAUL. Stranger To Love	Atlantic
9	18	35	GLENN MEDEIROS. She Ain't Worth It	MCA
3	17	36	TYLER COLLINS. Girls Nite Out	RCA
▶ DEBUT!	⑳	㉑	KYPER. Tic-Tac-Toe	Atlantic
D	40	㉒	INDECENT OBSESSION. Tell Me Something	MCA
▶ DEBUT!	⑳	㉓	DINO. Romeo	Island
▶ DEBUT!	⑳	㉔	JUDE COLE. Time For Letting Go	Reprise





The New Single

# "Domino"

# PRIVATE LIFE

Produced by Edward Van Halen and Ted Templeman  
Remixed by Chris Lord-Alge  
From the album Private Life

Management:  
Chris Pollan/ E.L. Management



© 1991 Warner Bros. Records Inc.

# N 40 TOP 40 THE NEXT 40™

## JOHNNY GILL

### "My, My, My" (Motown)

A great shot at #1, with lots of Top 10 chart moves already and requests at KKRZ. Most added and next in line for The Network Forty with 102 fast reacting stations.



TOP TEN: WPGC, KJMZ, KKLQ, XHTZ, KSFM

MAJOR MOVES: 29, including WFLZ(33-24), WRBQ(27-20), KJMZ(10-6), KRXY(26-13), KKFR(25-18), KMEL(20-11)

MOST ADDED: 38, including WXKS, WZOU, WEGX, WAVA, WRQX, WLUM, KHYI, KIIS, KWOD, WSPK, WNNK, WKHI

SALES BREAKOUT: LP is Platinum and Top 10 in 43 markets, including NY, Baltimore, Chicago, Minneapolis, Detroit, Atlanta, Miami, Houston, Phoenix, LA, San Fran, Portland and Seattle

CROSSOVER: Former #1 at Urban radio with #1 requests

NETWORK FORTY CD: Featured on CD TuneUp #26

## DEPECHE MODE

### "Policy Of Truth" (Sire/Reprise)

As their US major venue tour comes to a close with two sold-out shows at Dodger Stadium, the Mode is coming off two Gold singles, and a Top 5 smash. Third most added; on 102 stations.



REQUEST ACTION: WLOL, KPLZ, KZZP

MAJOR MOVES: 14, including WHYT(13-10), KKBQ(15-12), KSAQ(D-10), KPWR(27-22), WRQK(29-20), WIQB(28-9)

MOST ADDED: 71, including WKCI, WLUM, WYTZ, KDWB, KHTK, WEZB, KSAQ, KQKS, KRXY, KQLZ, KROY, KWOD

MTV SUPPORT: 3 weeks, in Heavy rotation

SALES BREAKOUT: LP is Platinum and Top 10 in 45 markets, including NY, Boston, Chicago, Dallas, New Orleans, Denver, Phoenix, LA, San Diego and Eugene. #1 National 12-inch sales

CROSSOVER: Former #1 at Alternative radio

TOURING: Re-commences late August in Australia

CLUBS: Former Top 5 National Club action

INTERNATIONAL: LP is former Top 5 in Europe and Canada

NETWORK FORTY CD: Featured on CD TuneUp #27

## GLENN MEDEIROS

### "All I'm Missing Is You" (MCA)

Featuring Ray Parker Jr., this 18-year-old artist from Hawaii has a multi-demo fan club and a new love for Urban grooves. His second hit picks up fifth most added honors for the week. 111 stations.



REQUEST ACTION: WPRO, WMJQ, WYHY, WGY

MOST ADDED: 50, including WPLJ, WRQX, KHTK, KXXR, WEZB, KHMV, KRBE, KKFR, XHTZ, KXXX, KUBE, WFLY

SALES BREAKOUT: LP is Top 10 in Buffalo

NETWORK FORTY CD: Featured on CD TuneUp #27

## AFTER 7

### "Can't Stop" (Virgin)

These three related musicians say they're big fans of The Whispers (elsewhere on The Next 40), and say singing to them "is like breathing." Lots of playlist action makes their second hit chartbound. 95 stations.



TOP TEN: KJMZ, KMEL, KROY

REQUEST ACTION: KRQQ, WGY, KKSS

MAJOR MOVES: 36, including WLUM(21-16), WFLZ(18-12), KJMZ(13-9), KOY(21-17), KROY(15-10), KWOD(23-16)

MOST ADDED: 20, including WQHT, WXKS, WIOQ, WLOL, WNCI, KIIS, KPWR, WKHI, WIXX, WSRZ, WAPE, WDCG

SALES BREAKOUT: LP is near Platinum and Top 10 in Las Vegas. Top 20 National 12-inch sales

CROSSOVER: Former Top 5 at Urban radio with Top 5 requests

TOURING: Currently in Ohio, Michigan and Illinois

CLUBS: Top 30 National Club action

## WINGER

### "Can't Get Enuff" (Atlantic)

Taking off at radio and retail like their multi-Platinum debut, this song is already Top 10 at WVKZ and KRZR, and picking up Top 5 phones at WHYT and WQEN. 12 new adds include, WINK, KFXD and KCMQ. 85 stations.



MAJOR MOVES: 29, including WAAF(14-12), WVKZ(12-8), WYCR(34-27), KDWZ(19-14), WJET(30-23), KTUX(24-19)

MTV SUPPORT: 7 weeks, in Heavy rotation

SALES BREAKOUT: LP is Top 10 in 49 markets, including Boston, Norfolk, Pittsburgh, Milwaukee, Chicago, Omaha, Indy, Cincinnati, Atlanta, Miami, Houston, Denver, Phoenix and Portland

CROSSOVER: Moves 11-8\* at Rock radio with #5 requests

## LEGEND

TOP TEN	CROSSOVER
REQUEST ACTION	MAJOR MOVES
MTV SUPPORT	CLUB SCENE
SALES BREAKOUT	INTERNATIONAL
MOST ADDED	TOURING
RESEARCH	MOTION PICTURE
NETWORK FORTY CD	

# Slaughter

## "FLY TO THE ANGELS"

### 21 Out-Of-The Box Adds!

Pirate Los Angeles B-94 Pittsburgh WHYT Detroit 92X Columbus  
KSAQ San Antonio WDFX Detroit KATM Colorado Springs WZZG Charlotte

And 13 More Lucky Stations!

☎ PIRATE LOS ANGELES #4  
WZZG CHARLOTTE #1

📺 #1 DIAL MTV!

📻 ROCK TRACKS 30-28\*

💰 PLATINUM ALBUM!

*If You Played "Up All Night," You Already Know About Slaughter.  
If You Missed It, Play "Fly To The Angels" And Watch  
Your Phones Explode!*

# Was(Not Was)

## "PAPA WAS A ROLLING STONE"

*The Top 40 Song Your Upper Demos Know The Words To!*

KKEQ Houston KDWB Minneapolis  
KROY Sacramento KOY Phoenix  
Y-100 Miami Kiss 108 Boston  
KQMQ Honolulu KKMJ Colorado Springs

And Two Dozen More!

📻 MEDIUM ROTATION!

ALSO ON **VHF1** !

📺 TOP 20 NATIONAL CLUB ACTION!

Chrysalis 

# N 40 TOP 40 THE NEXT 40™

## JAMES INGRAM

### "I Don't Have The Heart" (Warner Bros)

Ingram is one of the most sought after voices in the business. Serious adult action is now spreading to other demos. Top 10 most added; on 81 stations.



REQUEST ACTION: WKQI, WFLY, WCIL

MAJOR MOVES: 22, including WHYI(19-15), WNCI(14-8), KQKS(D-18), KROY(28-23), WERZ(29-21), KQMQ(24-11)

MOST ADDED: 25, including WKCI, WKTI, WLUM, KTFM, KQKS, KRXY, KKLQ, KKRZ, WPXY, WKZW, KRNQ, WABB

CROSSOVER: Top 5 at A/C radio

## LISA STANSFIELD

### "This Is The Right Time" (Arista)

Losing her English accent when she sings, Stansfield is able to take American soul and deliver it like the natives. #1 most added.



MOST ADDED: 97, including WHTZ, WPLJ, WQHT, WXKS, WZOU, WKSS, WEGX, WIOQ, WAVA, KXXR, WAPW, WFLZ

SALES BREAKOUT: LP is Platinum and remains Top 10 in NY, Baltimore and San Francisco

CROSSOVER: Most added at Urban radio

TOURING: Re-commences September in Denmark

INTERNATIONAL: Former Top 10 in Canada, Australia and UK

## BILLY JOEL

### "That's Not Her Style" (Columbia)

The biggest concert draw so far in 1990, Joel also has one of the hottest albums of his 16 year solo career. Request action at KFMW with new action at WGH, WHTT and KQHT. 83 stations.



MAJOR MOVES: 19, including WHYI(29-25), WVKZ(34-28), WQUT(33-27), KATM(25-17), KRZR(20-18), KFMW(18-15)

MTV SUPPORT: 2 weeks, debuts in Active rotation

SALES BREAKOUT: LP is triple-Platinum

CROSSOVER: Moves 93-86\* at Rock radio

TOURING: Currently in New Jersey

INTERNATIONAL: Former Top 10 in Canada, Australia and UK

## THE WHISPERS

### "Innocent" (Capitol)

With 1990 the tenth anniversary of their first Gold single, "And The Beat Goes On," this quintet picks up 11 new adds, including KSND, KYRK and KMEL. 64 stations.



MAJOR MOVES: 14, including WIOQ(28-23), KRBE(21-17), KRXY(19-12), WFME(26-19), KDON(29-19), KKSS(26-21)

CROSSOVER: Moves 9-7\* at Urban radio

## PEBBLES

### "Giving You The Benefit" (MCA)

By the time she was 25, Pebbles had two #1 Urban hits and was nominated for a Grammy. Her long awaited follow-up takes off with #2 most added status at Top 40.



REQUEST ACTION: WQHT, WYHY

MOST ADDED: 79, including WQHT, WXKS, WZOU, WKCI, WKSS, WTIC, WIOQ, WRQX, WLUM, KDWB, WLOL, WKBQ

CROSSOVER: #1 most added and debuts 35\* at Urban radio

## ADVENTURES OF STEVIE V

### "Dirty Cash" (Mercury)

Picking up steam like the international crossover hit by Snap, the similarities end there for this modern-edged dance song. New adventures at 12 stations, including KKLQ, WANS and WZZG with proven Top 10 action at WQHT and WXKS. 78 stations.



REQUEST ACTION: 10, including WQHT, WPRO, WMJQ, WBBM, WLUM, KXXR, WAPW, KRBE, KHQT, KKRZ

MAJOR MOVES: 18, including WPLJ(25-19), WQHT(15-8), WXKS(9-5), WKSS(16-13), WIOQ(27-22), KQKS(19-16)

SALES BREAKOUT: Top 10 National 12-inch sales

CLUBS: #1 National Club action

INTERNATIONAL: Former Top 10 across Europe

NETWORK FORTY CD: Featured on CD TuneUp #27

## VIXEN

### "How Much Love" (EMI)

At their debut listening party last week at a Los Angeles hilltop estate, we knew part of the crowd would end up in the pool before the night ended. Also jumping in right away were 23 stations this week, including KKRZ, WINK and KIKX. 73 stations.



MAJOR MOVES: 10, including KQLZ(D-19), WAAF(20-17), WVKZ(40-27), WZZU(19-14), WRQK(25-18), KATM(29-22)

MOST ADDED: 23, including KSAQ, KKRZ, WNVZ, KKRZ, WHHY, WINK, WSRZ, WYYS, KIOC, KIKX, WWFX, WWGT

MTV SUPPORT: 5 weeks, in Active rotation

SALES BREAKOUT: LP is Top 10 in Omaha, Phoenix and LA

CROSSOVER: Moves 25-21\* at Rock radio

## FAVORITE ANGEL

### "Only Women Bleed" (Columbia)

The word is out on this Beatles meets Enya version of the classic Alice Cooper hit. A reaction record for adults, with WZOU (24-21) plus heavenly phones, and KIKX (D-18). A favorite at 62 stations.



MOST ADDED: 21, including WXKS, WTIC, WEGX, WPHR, WHYT, KWSS, WVKZ, WPST, KXKT, WAPI, WAYS, WRQK

# BREATHE

# "say a prayer"

75021-1519-4, 75021-2337-11

*the new single.*



## Your prayers are answered.

Breathe's gold debut album **All That Jazz** delivered three Top 10 singles, two #1 AC tracks, and songwriters David Glasper and Marcus Lillington jumped onto **Billboard's** list of Top Songwriters of 1989.

"Say A Prayer" is the first single from Breathe's much-anticipated new album **Peace Of Mind**.

[7502-15320-1/2-4]

Produced by Bob Sargeant and Breathe  
Mixed by Julian Mendelsohn  
Additional Production and Remix by Daniel Abraham for White Falcon Productions  
Management: Jonny Too Bad and Paul King



# N 40 TOP 40 THE NEXT 40™

## CHICAGO

### "Hearts In Trouble" (DGC)

The first Chicago track in years to garner three format action, this Tom Cruise driven track picks up Top phones at KFMW and new action at WOKI. 74 stations.



REQUEST ACTION: KFMW

MAJOR MOVES: 22, including WNCI(17-15), WVKZ(28-23), WYCR(33-29), WQUT(26-22), WYHY(24-20), KRZR(22-19)

SALES BREAKOUT: Soundtrack is Top 10 in New Haven, Rochester, OK City, San Fran and Portland

CROSSOVER: Moves 79-66\* at Rock radio. Breaking at A/C radio

TOURING: Currently in Georgia, Pennsylvania and Ontario

FILM: From "Days Of Thunder"

## BLACK BOX

### "Everybody Everybody" (RCA)

Exploding from Europe, breaking from the clubs and raking it in at retail, this Italian dance group with US and UK sounds has everybody talking. 11 new stations, including KDON, WYHY and KFBQ. 59 stations.



REQUEST ACTION: WKSE, WLWL

MAJOR MOVES: 20, including WHTZ(24-16), WQHT(5-3), WXKS(28-19), WKSS(23-17), WIOQ(26-21), KMEL(21-18)

SALES BREAKOUT: Top 5 National 12-inch sales

CROSSOVER: Moves 27-21\* at Urban radio

CLUBS: Former #1 National Club action

INTERNATIONAL: Former Top 20 in UK. LP is a former Top 15 in Italy, Australia and UK

## GENE LOVES JEZEBEL

### "Jealous" (Geffen)

Originally featuring twin brothers and co-vocalists Jay and Michael Aston, this fifth Jezebel album marks Jay's takeover as sole lead singer. With their Alternative base stronger than ever (Top 10 at KITS and KROQ), their best Top 40 yet picks up seven adds, including WKRZ, WIQB and KISR. 52 stations.



TOP TEN: KROQ, KITS

MAJOR MOVES: 11, including KSAQ(36-28), KQLZ(D-17), WGH(31-23), WZZU(32-25), WRQK(27-19), KROQ(9-7)

MTV SUPPORT: 8 weeks, in Stress rotation

SALES BREAKOUT: LP is Top 10 in Phoenix

CROSSOVER: Top 5 at Alternative radio. Moves to 14\* at Rock radio

## TROOP

### "All I Do Is Think Of You" (Atlantic)

Their debut LP netted the Top 10 Urban radio hits "Mamacita" and "My Heart," and were the perfect intro for this single, their first #1. New action at WRBQ. 49 stations.



TOP TEN: 11, including WPGC, KJMZ, KITY, KQKS, KRXY, KOY, KMEL, KROY, KSFM, KWOD, WFHT

REQUEST ACTION: KJMZ, KITY, XHTZ, KXXX, KKRZ

MAJOR MOVES: 21, including KJMZ(11-7), KKLQ(19-13), KSFM(7-5), KXXX(17-15), WQXA(23-20), KJYO(21-18)

SALES BREAKOUT: LP is Gold and Top 5 in San Francisco

CROSSOVER: Former #1 at Urban radio with #1 requests

## LOUIE LOUIE

### "I Wanna Get Back With You" (WTG/Epic)

Starting out as an avid dancer, by the time he was 20, Louie was a highly paid car salesman by day and an LA dance club star by night. His second single is most added two weeks in a row. 50 stations.



MOST ADDED: 22, including KXXR, WFLY, WRCK, KZIO, KKRZ, WCGQ, WHHY, WKDD, WVKS, WWCK, KTUX, KISN

## THE PARTY

### "Summer Vacation" (Hollywood)

The debut release for Hollywood Records, these five teens that met in Central Florida will no doubt be spending their "Summer Vacation" at Disney World. Joining the vacationers this week are WHXT, KQKQ and KKMG. 45 stations.



REQUEST ACTION: 13, including WHTZ, WTIC, WBBM, WGY, WLWL, WDFX, WHYT, KRBE, KTFM, WCKZ, WZZG, KZZB

MAJOR MOVES: 15, including WBBM(19-16), WLWL(16-13), KRBE(20-15), WCKZ(20-14), KZZB(31-24), KDON(24-18)

NETWORK FORTY CD: Featured on CD TuneUp #26

## TKA

### "I Won't Give Up On You" (Tommy Boy/WB)

With their previous dance hits featured in the films "Lean On Me," "Modern Girls" and "The Secret Of My Success," this New York trio is well known around the world. New action includes WKBQ, KKMG and WFHT. 39 stations.



REQUEST ACTION: KTFM, KHQT, KKRZ

MAJOR MOVES: 12, including WQHT(19-13), WKSS(27-24), WFLZ(37-30), KMEL(25-21), WOHT(31-27), KPRR(28-20)

CLUBS: Breaking in the clubs

NETWORK FORTY CD: Featured on CD TuneUp #27

From  
The  
Album  
A  
VIEW  
FROM  
3RD  
STREET



**Already On Over 125 Top 40 Stations!**

KSAQ San Antonio      WDJX Louisville  
KKRD Wichita          KIKX Colorado Springs  
KZFM Corpus Christi    **And A Dozen More!**

**"Letting Go" Is Cutting Loose!**

WKBQ St. Louis 35-29\*    Q-95 Detroit 22-20\*  
WAPW Atlanta 31-28\*    KXYQ Portland 25-21\*  
KWSS San Jose 29-24\*    PRO-FM Providence 34-32\*

**NETWORK DEBUT 40\***

**TOP 30 ROCK TRACKS!**

**FEATURED ON CD TUNEUP #26!**

**ALBUM APPROACHING GOLD!**

# jude cole

## "TIME FOR LETTING GO"

*The New Single*

**#3 MOST ADDED!**

*These Stations Know A Hit When They Hear One!*

**These Adds Don't Lie!**

Z-95 Chicago	KDWB Minneapolis
X-100 San Francisco	Y-108 Denver
Pirate Los Angeles	KUBE Seattle
WLUM Milwaukee	B-97 New Orleans

**And 63 More!**

**The "Truth" Hurts (The Competition)!**

KKBQ Houston 15-12*	WHYT Detroit 13-10*
Kiss 108 Boston 21-18*	WAVA Washington 24-20*
B-96 Chicago 29-26*	Q-105 Tampa 30-27*
KRBE Houston 19-16*	KIIS Los Angeles 28-25*
Power 106 Los Angeles 27-22*	Q-106 San Diego 24-21*

**PLATINUM ALBUM!**

**3 WEEKS IN HEAVY ROTATION!**

**FEATURED ON CD TUNEUP #27!**

# "POLICY OF TRUTH"

*The New Single*

# depeche mode

From  
The  
Platinum  
Album  
VIOLATOR



# vonda shepard

## "I SHY AWAY"

*The New Single*

**Now Ready For Adds!**

**Don't Be Shy!**

**#1 MOST ADDED AT A/C RADIO!**



From  
The  
Album  
VONDA  
S-SHEPARD



© 1990 Reprise Records

© 1990 Sire Records Company

# N40 TOP 40 THE NEXT 40™

## DOC BOX & B. FRESH

### "Slow Love" (Motown)

Through their music, this duo aims to exemplify better life choices. New stations taking it slow this week include WIOQ, KBFM and KZII. 32 stations.



TOP TEN: KKFR, KOY, KKLQ, KMEL, KROY, KWOD, KSFM  
REQUEST ACTION: 11, including WFLZ, KITY, KTFM, KKFR, KOY, XHTZ, KHQT, KSFM, KRQQ, KZZP, WGY

MAJOR MOVES: 13, including KTFM(14-12), KKLQ(9-5), KHQT(18-15), KMEL(10-8), KJYO(20-17), KWOD(3-2)

## KID FROST

### "La Raza" (Virgin)

With a resume that includes opening for New Edition, Lisa Lisa and Run DMC, Frost makes his headlining debut. New stations frostbitten include WQHT, KXXX and KZFM. 33 stations.



TOP TEN: KPWR, KPRR, KITY, KKFR, XHTZ, KBOS, KEZB  
REQUEST ACTION: KRBE, KIIS, KPWR, KKSS

MAJOR MOVES: 8, including KIIS(15-12), KPWR(10-9), KROY(18-15), KWOD(16-13), KBFM(30-23), KBOS(13-10)

SALES BREAKOUT: Top 30 National 12-inch sales

CROSSOVER: Top 20 National Rap record

## CONCRETE BLONDE

### "Joey" (IRS)

Poetic, direct and intense come to mind when describing "Joey". Cementing eight new stations this week including KHMV, WIQB and KZHT, this trio already boasts Top 10 marks at KROQ and KITS. 32 stations.



REQUEST ACTION: KSAQ, KQLZ, KFMW

MAJOR MOVES: 12, including KQLZ(17-15), WRQK(18-15), WIQB(D-16), KROQ(7-6), KATM(30-20), KHOP(14-11)

MTV SUPPORT: 9 weeks, Buzz Bin rotation

SALES BREAKOUT: LP is Top 10 in Boston, Phoenix and LA

CROSSOVER: 13\* at Rock radio. Former Top 5 at Alternative

NETWORK FORTY CD: Featured on CD TuneUp #26

## TRICIA LEIGH FISHER

### "Empty Beach" (Atco)

As the daughter of pop music legends Connie Stevens and Eddie Fisher, this LA native is young, funky and hungry. Early moves at WFLZ(35-26), "Empty Beach" stretches on 35 total stations.



MOST ADDED: 16, including WQHT, WLUM, KHQT, WERZ, WKHI, KZIO, WOHT, WSRZ, WQUT, WVSR, KPRR, KZBS

NETWORK FORTY CD: Featured on CD TuneUp #27

## SLAUGHTER

### "Fly To The Angels" (Chrysalis)

Named after vocalist Mark Slaughter, this quartet's debut album gives way to their second and most added single. Beginning its flight up the Next 40 with 28 stations.



REQUEST ACTION: KQLZ, WZZG

MAJOR MOVES: WAAF(19-11), WVKZ(31-26), WDLX(A-18), KMYZ(24-17)

MOST ADDED: 21, including WXGT, WBZZ, WDFX, WHYT, KSAQ, KQLZ, WPST, WXLK, WZZG, WSKZ, WDLX, KQKQ

MTV SUPPORT: 5 weeks, in Active rotation

SALES BREAKOUT: LP is Gold and Top 10 in Rochester, Norfolk, Battle Creek, Charlotte, Salt Lake and Portland

CROSSOVER: Moves 30-28\* at Rock radio with #9 requests

## GEORGE LAMOND

### "Look Into My Eyes" (Columbia)

Jeepers, creepers, where'd George get this chart leaper?! Inspired by Bobby Brown and New Edition, LaMond hopes to record R&B and soul along with his trademark dance music. Early moves at WQHT(25-22) with Top request action. 26 stations.



MOST ADDED: 23, including WKSS, WTIC, WIOQ, KHQT, WLLOL, KHTK, KXXX, WFLZ, WRBQ, KKLQ, KKBQ, KMEL

SALES BREAKOUT: LP is Top 5 in Chicago

## STRYPER

### "Shining Star" (Enigma)

Casting away their image and going for a shiny new look and sound, this well-known quartet gives us their fifth LP. With lyrics made famous by Earth, Wind & Fire, Stryper's "Star" is now on 26 stations.



MOST ADDED: 23, including KSAQ, WKHI, WZOK, WAYS, WSRZ, WOKI, KATM, KIKX, KRZR, KZZU, WWFX, WWGT

MTV SUPPORT: Debuts in Breakout rotation

NETWORK FORTY CD: Featured on CD TuneUp #27

## GIANT

### "It Takes Two" (A & M)

With members from Nashville, Memphis and New Jersey, Giant's Heavy Metal style and passionate lyrics make this single Top 10 at WPXR and pulls in new adds from WIXX, WSKZ and WJMX. 35 stations.



MAJOR MOVES: WPXR(9-8), WQUT(38-32), KFMW(31-28)

TOURING: Currently in California



# Thou hast heard nothing yet!



## “GOD TONIGHT” BY REAL LIFE

KSAQ 36\*-22\*-18\* #1 Requests 6 Weeks In A Row!

Leo Vela KSAQ, *“A totally positive record...if you’re against drugs, war, poverty and the abuse of our planet, this song will reflect your station’s commitment.”*

■ Post Modern/Street Party Billboard Dance Chart #11  
R&R Modern Rock Chart 19\*-13\*

*The First Single & Video From The Album “LIFETIME” (D-71271)  
Featuring All New Material!*

**CURB**  
RECORDS

**LONG RUN**  
RECORDS

# N 40 TOP 40 THE NEXT 40™

## WAS (NOT WAS)

### "Papa Was A Rolling Stone" (Chrysalis)

Established vocal arranger and former member of the O'Jays, Sir Harry leads this eclectic funk band onto the Top 40 music scene of the 90s. "Papa" rolls in new action at KKBQ and KCHX. 32 stations.



MTV SUPPORT: 2 weeks, in Medium rotation. On VH-1



SALES BREAKOUT: LP is Top 10 in Ann Arbor, San Diego and LA



CLUBS: Top 20 National Club action



INTERNATIONAL: Former Top 15 in UK

## LITA FORD

### "Lisa" (RCA)

Co-writing most of the songs on the album, this touching ballad is dedicated to Lita's mother and creates a strong, sensitive mood enhanced by her talented display of guitar work. 23 stations.



MOST ADDED: 23, including KSAQ, KXYQ, WKRZ, WNVZ, KDWZ, WBBQ, WYYS, KHFI, KATM, KCPX, KIKX, KISN



CROSSOVER: Moves 71-59\* at Rock radio

## BOOM CRASH OPERA

### "Onion Skin" (Giant/Warner Bros)

Fashioning an urgent, intriguing sound anchored equally in expertise and emotion, this socially conscious quintet gives WKHI, WRQN and WCIR a crash course in modern music. Already Top 10 at KITS; on 23 stations.



REQUEST ACTION: KPLZ, KUBE



MAJOR MOVES: KZHT(21-19), KRZR(16-14), KZZU(34-30)



MTV SUPPORT: 11 weeks, in Medium rotation



CROSSOVER: Former Top 10 at Alternative radio



INTERNATIONAL: LP is a former Top 10 in Australia



NETWORK FORTY CD: Featured on CD TuneUp #24

## LONDON QUIREBOYS

### "I Don't Love You Anymore" (Capitol)

Beautiful sopranos meshed with fluid harmonies ensconced in stylistic arrangements and RAUNCHY GUITARS?! Yes, rankling the old visions of what a proper schoolboy's choir should be, these fine gentlemen deliver their version of 90s tabernacle. Gutsy adds on KQLZ, WYCR and KSND. 20 stations.



MTV SUPPORT: 4 weeks, in Breakout rotation



INTERNATIONAL: LP is a former Top 10 in UK, Japan, Scandinavia and across Europe



NETWORK FORTY CD: Featured on CD TuneUp #27

## ALANNAH MYLES

### "Lover Of Mine" (Atlantic)

Belting out torch songs since the tender age of five, this vibrant Canadian writes and arranges original compositions with an intelligent ear. New action at WYCR. 17 stations.



MAJOR MOVES: KSAQ(37-29), WWCK(24-21), KFTZ(39-25)



SALES BREAKOUT: LP is Platinum and Top 5 in NY



CROSSOVER: Breaking at A/C radio



TOURING: Currently in California



INTERNATIONAL: Former Top 5 LP and Top 10 single in UK and Canada

## CANDY FLIP

### "Strawberry Fields Forever" (Atlantic)

It's hard to improve on a masterpiece. With its definite 90s groove and surrealistic sound, this duo takes a classic of yesteryear and expresses a modern feel. Accepting Candy on WDFX, KSAQ and KJYO. 11 stations.



REQUEST ACTION: WDFX, KHYI, KZZB



MAJOR MOVES: WDFX(14-10), KHYI(21-19), KROQ(16-11)



SALES BREAKOUT: Top 30 National 12-inch sales



CROSSOVER: Moves 27-21\* at Alternative radio



CLUBS: Top 40 National Club action



INTERNATIONAL: Former Top 5 in UK and Top 10 across Europe

## EVERYDAY PEOPLE

### "Headline News" (SBK)

Charming people wherever they play, this English trio's rise to prominence is based on a commitment to the power of music as a form of expression. Making Headlines on WAPW, WAYS and KBFM. 21 stations.



CROSSOVER: Breaking at A/C radio

## TOMMY PAGE

### "Turn On The Radio" (Sire/Warner Bros)

Be still my beating heart! Personifying the classic American idol with his heartthrob good looks, simplistic songs and boyish charm, Tommy is turning on more than just radios! New action at WPLJ, KPLZ and KTMT. 10 stations.



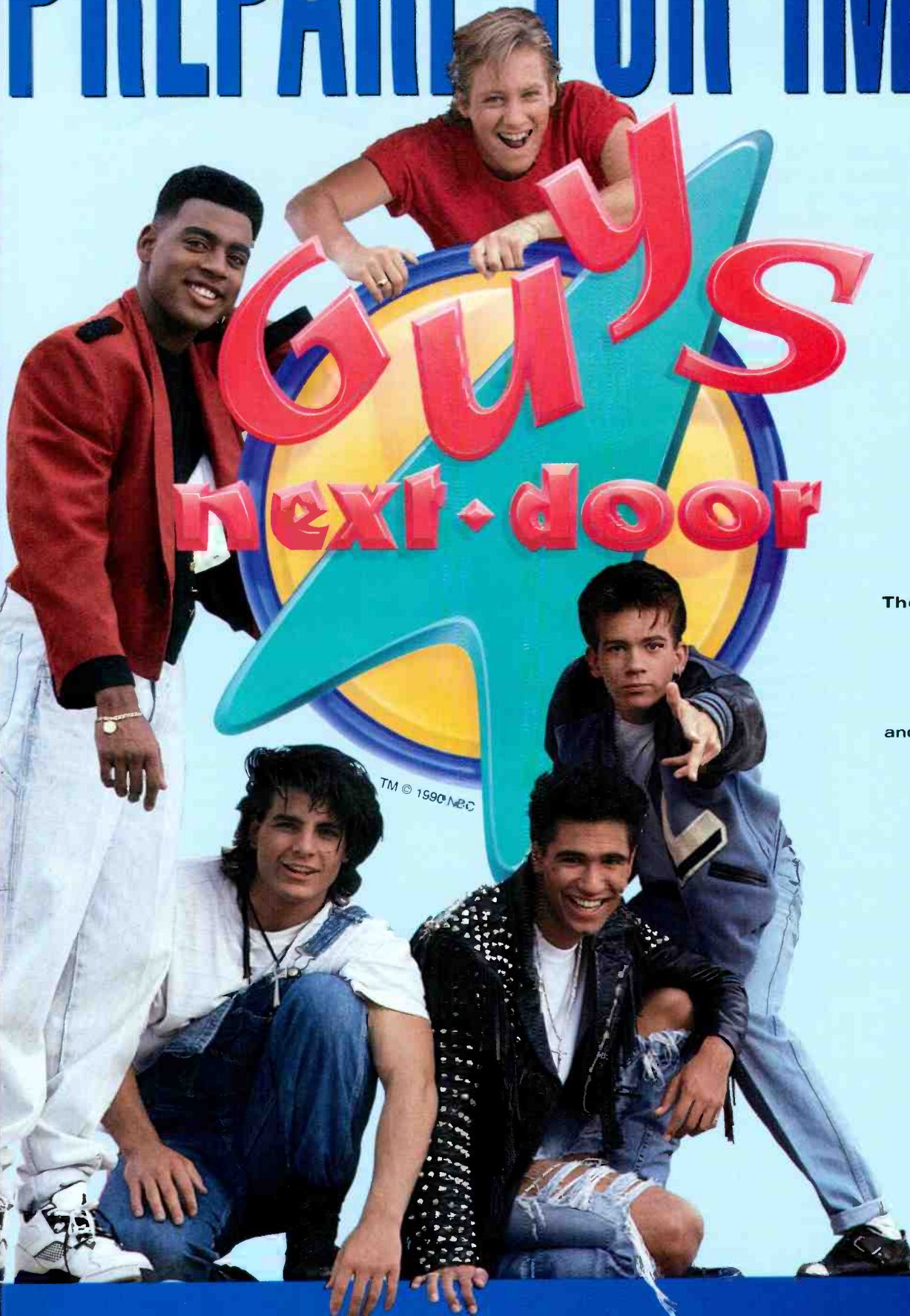
SALES BREAKOUT: LP is Gold



TOURING: Currently in Connecticut, New York and Pennsylvania

Touring Data Courtesy Of  
**PERFORMANCE**

# PREPARE FOR IMPACT



## GUYS next-door

TM © 1990 NBC


### Meet Guys Next Door.

They've just moved in and all hell is about to break loose. With a debut album, a powerful new single and a much anticipated television series, these Guys won't be satisfied until they've turned America and all of Top 40 topsy turvy.

The collision course is set. When talent this explosive meets head-on with an unprecedented avalanche of media and marketing be prepared for a release of blockbuster proportions.

**Guys Next Door.**  
There goes the neighborhood.

"I Was Made For You," the hard-hitting debut single and video from the forthcoming SBK Records album *Guys Next Door*.

- **Guys Next Door** premiere in primetime on NBC  Monday August 27th at 8:30 p.m.
- **Guys Next Door** regularly scheduled NBC  series begins on Saturday morning September 8th 11:30 E.S.T., 10:30 C.S.T. and P.S.T.
- "I Was Made For You" Video world premieres Friday August 10th.

**I Was Made For You**

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**Living Colour** "Type" **Aztec Camera** "The Crying Scene"  
**Dino** "Romeo" **L.A. Guns** "I Wanna Be Your Man"  
**Indecent Obsession** "Tell Me Something" **The Rave-Ups** "She Says"  
**Trip Shakespeare** "Pearle" **Stryper** "Shining Star"

## ROTATIONS:

### Exclusive Videos

**Billy Idol** "L.A. Woman"  
**Living Colour** "Type"

### Heavy Rotation

**Aerosmith** "The Other Side"  
**Bell Biv DeVoe** "Do Me"  
**Jon Bon Jovi** "Blaze Of Glory"  
**Cheap Trick** "Can't Stop Fallin"  
**Phil Collins** "Something Happened"  
**Depeche Mode** "Policy Of Truth"  
**Faith No More** "Epic"  
**Heart** "I Didn't Want To Need"  
**Janet Jackson** "Come Back To Me"  
**Luke/2 Live Crew** "Banned In The"  
**MC Hammer** "Have You Seen Her"  
**Nelson** "Love And Affection"  
**Poison** "Unskinny Bop"  
**The Time** "Jerk Out"  
**Wilson Phillips** "Release Me"  
**Winger** "Can't Get Enough"

### Active Rotation

**Bruce Dickinson** "All The Young"  
**Dino** "Romeo"  
**Go West** "King Of Wishful Thinking"  
**Billy Joel** "That's Not Her Style"  
**Maxi Priest** "Close To You"  
**Prince** "Thieves In The Temple"  
**Slaughter** "Fly To The Angels"  
**Social Distortion** "Ball And Chain"  
**Kelth Sweat** "Make You Sweat"  
**Vixen** "How Much Love"  
**Johnny Van Zant** "Brickyard Road"

### Medium Rotation

**The Black Crowes** "Twice"  
**Boom Crash Opera** "Onion Skin"  
**Damn Yankees** "Come Again"  
**Steve Earle** "The Other Kind"  
**Hothouse Flowers** "Give It Up"  
**Collin James** "Just Came Back"  
**L.A. Guns** "I Wanna Be Your"  
**New Kids On The Block** "Tonight"  
**R.E.O. Speedwagon** "Live It Up"  
**Railway Children** "Every Beat"  
**Sonic Youth** "Kool Thing"  
**Was (Not Was)** "Papa Was A"

### Breakout Rotation

**Happy Mondays** "Step On"  
**Indecent Obsession** "Tell Me"  
**Ziggy Marley** "All Love"  
**The Rave-Ups** "She Says"  
**Red House** "I Said A Prayer"  
**Steve Wynn** "Carolyn"  
**Stryper** "Shining Star"  
**The Boys** "Crazy"  
**Trip Shakespeare** "Pearle"

## HOT NEW VIDEOS:

### Hot New Videos

**Dino** "Romeo"  
**Billy Idol** "L.A. Woman"  
**Bell Biv DeVoe** "Do Me"  
**Living Colour** "Type"  
**Aztec Camera** "Crying Scene"

### Stress

**Gene Loves Jezebel** "Jealous"  
**Iggy Pop** "Home"  
**World Party** "Put The Message"

### Buzz Bin

**Aztec Camera** "Crying"  
**Concrete Blonde** "Joey"  
**Midnight Oil** "King Of Mountain"

## NEW ON:

### 120 Minutes

**Aztec Camera** "The Crying"  
**Dread Zeppelin** "Heartbreaker"  
**Jellyfish** "The King Is Half"  
**The Breeders** "Hellbound"  
**The Charlatans** "The Only"

### YO! MTV Raps

**Earle The Poet** "High Noon"  
**Everlast** "The Rhythm"  
**Ice Cube** "Who's A Mack"  
**MC Lyte** "Cappacino"  
**Partners In Kryme** "Undercover"

### Headbangers Ball

**Alice In Chains** "We Die Young"  
**Bruce Dickinson** "All The Young"  
**L.A. Guns** "I Wanna Be Your Man"  
**Pantara** "Cowboys From Hell"  
**Vio-Lince** "World In A World"



**TOMMY MOTTOLA**

PRESIDENT OF CBS RECORDS

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| Billy Joel         | Barbra Streisand    |
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# N40 CROSSOVER RETAIL SALES

## FAITH NO MORE

### "The Real Thing" (Slash/Reprise)

One of the most talked about records at retail for the past year has been *The Real Thing* from Faith No More. In the last few months, sales have reached incredible proportions, now totaling 650,000 sold and headed for Platinum! Reorders continue to be strong, with each week bringing more over the counter action. MTV has the video in Heavy rotation (after a record breaking 21 weeks!) and airplay on "Epic" at both Rock and Top 40 radio proves effective. As *The Real Thing* nears the Top 10 on the Retail chart, upward moves include the Strawberries Chain Boston (10-8), Musicland Minneapolis (11-9), Tower Records Long Island (31-18) and the Buz-zard's Nest Chain Columbus (11-4).

## BELL BIV DEVOE

### "Poison" (MCA)

Much to the credit of MCA Records, we can't see Bell Biv DeVoe's *Poison* disappearing from the charts for a long, long time! This record is enjoying yet another increase in sales, with continued video airplay and one hit single after another adding to the exist-ing battle in the Top 10 on the Retail chart. More than 140 retail stores are reporting Top 50 sales for *Poison*, with 84 of those Top 20 or better, including Musicland Minneapolis, Spec's Music Miami, the Music + Chain LA, Tower Records Chainwide Sacramento, Record Bar Warehouse Durham and Where-house Entertainment LA.

## AEROSMITH

### "Pump" (Geffen)

Turn on MTV for any length of time and you're more than likely to run into at least three Aerosmith videos. Tune in your local Rock or Top 40 station and you'll hear any-thing from "Janie's Got A Gun" to "The Other Side." The immense success of *Pump* just

FAITH  
NO  
MORE



keeps getting bigger. It's been Top 15 on the Retail chart for most of 1990, and each single brings sales to new levels. Top 20 at: National Record Mart Pittsburgh (#16), Record World New York (#13), the Strawberries Chain Boston (#16), Wall To Wall New Jersey (#13), Rose Records Chain Chicago (#13) and the Turtles Chain Atlanta (#20).

## LUKE & THE 2 LIVE CREW

### "Banned In The U.S.A."

(Luke/Atlantic)

Newspapers all across the country continue to cover the issue of censorship, and the stronger the controversy, the bigger the sales! Reviews on *Banned In The U.S.A.* are plentiful and sales are off to an incredible start. In its first week, the album grabbed a Top 30 debut on the Retail chart, with 89 buyers reporting Top 50 sales. Twenty-eight buyers report #1 sales, including National Record Mart Pittsburgh, Music + LA, Main-stream Records Milwaukee, Michigan Where House Lansing and Spec's Music Miami, as

well as 11 different Tower Records stores. More than 50 Top 40 radio stations are play-ing the single and title track, while MTV has the video in Heavy rotation.

## WORLD PARTY

### "Goodbye Jumbo"

(Chrysalis/Ensign)

Before you do anything else, listen to "Put The Message In The Box." If you can't hear this, there are plenty of openings at a shoe store near you! World Party has laid a very successful base at Rock radio and has a full-blown commitment from MTV. The channel has had three World Party videos in rotation for several months, with "Put The Message In The Box" currently in Active. Add to this an incredible base of support at retail, and you have a band that is on the verge of a major breakthrough. Markets with jumbo *Jumbo* sales include Boston, Washington D.C., Chicago, Dallas, Phoenix and the entire West Coast. *Goodbye Jumbo* has already broken through the Top 50 on the Retail chart, and the Top 40 is just around the corner.

Music retail crossover research is prepared by Mark Cope and the staff of The Album Network.

- Yvette Ziraldo

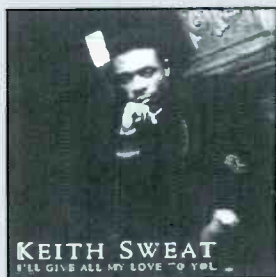
A COUPLE OF OUR  
TOP TEN REASONS  
FOR LIVING

## KEITH SWEAT



I'LL GIVE ALL  
MY LOVE TO YOU

the crossover smash  
"Make You Sweat"

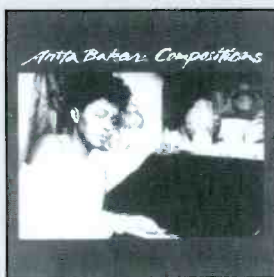


KEITH SWEAT  
I'LL GIVE ALL MY LOVE TO YOU

Retail Sales 6  
Network Forty 21-18\*

## Anita Baker Compositions

the #1 Urban & AC single  
"Talk To Me"



Retail Sales 5



The music you actually want to  
listen to...on Elektra cassettes,  
compact discs and records.

# N40 RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
1	2	1	M.C. HAMMER. Please Hammer	Capitol/92857
5	1	2	POISON. Flesh And Blood	Enigma/Capitol/91813
2	3	3	WILSON PHILLIPS. Wilson Phillips	SBK/93745
9	6	4	MARIAH CAREY. Mariah Carey	Columbia/45202
4	4	5	ANITA BAKER. Compositions	Elektra/60922
3	5	6	KEITH SWEAT. I'll Give All My Love	Elektra/60861
8	8	7	BELL BIV DEVOE. Poison	MCA/6387
13	11	8	FAITH NO MORE. The Real Thing	Slash/Reprise/25878
10	10	9	DEPECHE MODE. Violator	Sire/Reprise/21328
7	9	10	JOHNNY GILL. Johnny Gill	Motown/6283
6	7	11	MADONNA. I'm Breathless	WB/26209
14	14	12	MICHAEL BOLTON. Soul Provider	Columbia/45012
11	13	13	PRETTY WOMAN. Pretty Woman OST	EMI/93492
D	29	14	LUKE AND THE 2 LIVE CREW. Banned In The U.S.A.	Luke/Atlantic/91424
12	12	15	NEW KIDS. Step By Step	Columbia/45129
22	16	16	THE TIME. Pandemonium	Paisley Park/27490
29	22	17	SNAP. World Power	Arista/8536
18	18	18	BRUCE HORNSBY. A Night On The Town	RCA/2041
D	36	19	WINGER. In The Heart Of The Young	Atlantic/82103
17	17	20	BILLY IDOL. Charmed Life	Chrysalis/21735
16	19	21	THE 2 LIVE CREW. As Nasty As They Wanna Be	Luke's Records/XR 107
15	15	22	EN VOGUE. Born To Sing	Atlantic/82084
19	20	23	SINEAD O'CONNOR. I Do Not Want What I...	Chrysalis/Ensign/21759
26	24	24	AEROSMITH. Pump	Geffen/GHS 24254
D	37	25	NELSON. After The Rain	DGC/24290
28	26	26	THE SUNDAYS. Reading, Writing And Arithmetic	DGC/GHS24277
24	27	27	PHIL COLLINS. ...But Seriously	Atlantic/82050
34	28	28	DAYS OF THUNDER. Days Of Thunder OST	DGC/24294
23	25	29	ICE CUBE. Amerikkka's Most Wanted	Priority/57120
21	21	30	STEVE VAI. Passion And Warfare	Relativity/1037
35	34	31	HARRY CONNICK JR. We Are In Love	Columbia/46146
20	23	32	JEFF HEALEY. Hell To Pay	Arista/8632
33	33	33	TAYLOR DAYNE. Can't Fight Fate	Arista/8581
38	35	34	MOTLEY CRUE. Dr. Feelgood	Elektra/60829
40	40	35	SLAUGHTER. Stick It To Ya	Chrysalis/21702
D	38	36	VAN MORRISON. Best Of Van Morrison	Mercury/841970
27	30	37	HEART. Brigade	Capitol/91820
31	31	38	BAD COMPANY. Holy Water	Atco/91371
32	32	39	DIGITAL UNDERGROUND. Sex Packets	Tommy Boy/1026
▶	DEBUT!	40	ALLMAN BROTHERS. Seven Turns	Epic/46144

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# N40 CROSSOVER URBAN JAMS

## **MAXI PRIEST**

### **"Close To You" (Charisma)**

Sounding something like a reggae-fied George Michael, Maxi Priest has a sensual summertime single that is steaming up the Urban radio charts. "Close To You" is on close to 40 stations, is already Top 10 at WEBB Baltimore (14-6) and is making good moves at stations such as WNJR Newark (50-29) and WZAK Cleveland (24-19). Maxi's second album, *Bonafide*, debuted on the Urban Retail chart at #43. We're not sure if his lyrical messages are ordained by the higher authority, but this 'priest' is definitely headed for the heavens of the radio charts with this one!

## **WHISPERS**

### **"Innocent" (Capitol)**

Outside of rappers M.C. Hammer and Mellow Man Ace, veteran Los Angeles vocal quintet The Whispers have effortlessly established themselves as one of the most played Capitol recording artists of 1990 with this label debut single from the album *More Of The Night*. Close to 100 Urban stations have this one charted, 11 in Top 10 positions! It's just the sort of reception we expected for this well-loved group. Their last album, *Just Gets Better With Time* (featuring the L.A. & Babyface produced hit "Rock Steady") is a good three years old, so anticipation for new music was very high. The Whispers will be in demand well past Christmas with their latest 14-song collection.

## **TEDDY PENDERGRASS & LISA FISHER**

### **"I'm Just Glad To Be Alive" (Elektra)**

Don't ask us how somebody as smooth and mellow as crooner Teddy Pendergrass wound



up with a song on the soundtrack of controversial comic Andrew "Dice" Clay's latest flick, "The Adventures Of Ford Fairlane." This duet with lovely newcomer Lisa Fisher is pleasing fans at more than 60 stations, including WMYK Norfolk, where it is a Top 5 request and in their chart's Top 10. Teddy's long-awaited follow-up to his Gold status *Joy* LP is called *Truly Blessed*, and is set for release in mid-November. This is a mouth watering teaser to the main course to come with healthy crossover capabilities.

## **CALLOWAY**

### **"All The Way" (Solar/Epic)**

Reggie and Vincent Calloway are on the trail of another smash to match the yuppie anthem "I Wanna Be Rich," with this third single and title track to their debut album as a duo. Already successful as members of Midnight Star, as well as writers/producers for the likes of Natalie Cole, these brothers are chasing the competition up the charts at about 65 stations, including recent converts KJLH Los Angeles and WNHC North Haven. "All The Way" is the perfect slogan for The Calloways' current rally for chart topdom.

## **OLETA ADAMS**

### **"Rhythm Of Life" (Fontana/Mercury)**

This Kansas City native spent the past 15 years honing her voice to perfection in nightclubs around the world. By the time she toured as keyboardist and vocalist for Tears For Fears' "Sowing The Seeds Of Love" shows in 1989, she was strong enough to grab a hefty slice of the band's spotlight for herself. This first single from her American debut album, *Circle Of One*, was co-penned by Roland Orzabel of "TFF," and has just picked up steam on the Urban radio chart. Over 50 stations charting, with strong moves evident at WKWM Grand Rapids (47-31) and WILD Boston (37-34). The single has natural appeal for Urban and Top 40 radio, and the other seven cuts on the richly diversified album are shoo-ins for Jazz, NAC and traditional A/C stations.

—A. Scott Galloway

*Urban radio and retail research is prepared by Jerry Boulding and the staff of The Urban Network.*





Tony! Toni! Tone!



Prince



Black Box

# N40 URBAN JAMS

(As Reported By The Urban Network)

2W	LW	TW	Artist/Song	Label
8	6	1	JANET JACKSON. Come Back To Me	A&M
4	2	2	ANITA BAKER. Talk To Me	Elektra
5	3	3	THE TIME. Jerk Out	Reprise
6	5	4	BABYFACE. My Kinda Girl	Epic/Solar
10	8	5	TONY! TONI! TONE!. Feels Good	Wing/Polygram
7	7	6	BELL BIV DEVOE. Do Me	MCA
14	9	7	THE WHISPERS. Innocent	Capitol
1	1	8	MARIAH CAREY. Vision Of Love	Columbia
15	11	9	EN VOGUE. Lies	Atlantic
16	12	10	M.C. HAMMER. Have You Seen	Capitol
11	10	11	GEOFF MCBRIDE. Gotta Good Thing	Arista
22	15	12	THE BOYS. Crazy	Motown
20	17	13	BASIC BLACK. She's Mine	Motown
17	14	14	TERRY STEELE. If I Told You	SBK
37	26	15	PRINCE. Thieves In The Temple	Paisley Park/WB
24	19	16	NAJEE. I'll Be Good To You	EMI
28	20	17	MELBA MOORE. Do You Really Want My Love	Capitol
33	24	18	LALAH HATHAWAY. Heaven Knows	Virgin
2	4	19	AFTER 7. Can't Stop	Virgin
23	18	20	WEST COAST RAP ALL STARS. We're All In The...	WB
34	27	21	BLACK BOX. Everybody Everybody	RCA
27	22	22	BARRY WHITE. When Will I See You Again	A&M
35	29	23	THE WINANS. A Friend	Qwest/WB
30	25	24	BODY. Touch Me Up	MCA
32	30	25	Z'LOOKE. Girl Danz With Me	Orpheus
31	28	26	POOR RIGHTEOUS TEACHERS. Rock Dis Funky...	Profile
D	32	27	PENDERGRASS AND FISHER. Glad To Be Alive	Elektra
D	38	28	RUBY TURNER. It's A Crying Shame	Zomba/Jive
D	31	29	CALLOWAY. All The Way	Solar/Epic
D	37	30	PERFECT GENTLEMEN. One More Chance	Columbia
▶ DEBUT!	31	31	NAYOBE. I Love The Way	WTG
D	39	32	HOWARD HEWETT. If I Could Only Have That...	Elektra
D	40	33	LUKE AND THE 2 LIVE CREW. Banned In The U.S.A.	Atlantic/Luke
40	34	34	PUBLIC ENEMY. Brothers Gonna Work It Out	Def Jam/Columbia
▶ DEBUT!	35	35	PEBBLES. Giving You The Benefit	MCA
3	13	36	KEITH SWEAT. I Can Make You Sweat	Vinter/Elektra
▶ DEBUT!	37	37	FATHER M.C.. Treat Them Like	Uptown/MCA
13	16	38	BARBARA WEATHERS. The Master Key	Reprise
▶ DEBUT!	39	39	MAXI PRIEST. Close To You	Charisma
▶ DEBUT!	40	40	FORCE M.D.'S. Are You Really	Tommy

# ROCK TRACKS

## WINGER

### "Can't Get Enuff" (Atlantic)

Kip Winger is well on his way to making his second album a runaway monster at Rock radio and Retail. As "Can't Get Enuff" heads for the Top 10, request action is extremely lively in Atlanta, Providence, Grand Rapids and Corpus Christi, to mention a few. Sales on the just released album are staggering and the buzz continues to grow at the major retail chains. And just wait until the tour kicks in. There will be no stopping the impact *In The Heart Of The Young* will have on audiences from coast-to-coast. Winger has proven that he's one of rock's hottest new talents, the kind of artist that not only generates airplay and requests, but sales, sales, sales!



WINGER

## QUEENSRYCHE

### "Last Time In Paris" (Elektra)

With each passing album, Queensryche comes closer to breaking into the mainstream. With "Last Time In Paris" (taken from the soundtrack to the new Andrew "Dice" Clay film, "The Adventures Of Ford Fairlane"), Queensryche airplay is at an all-time high. Pushing Top 10 at Rock radio, this act can't be classified "nighttime only" any longer, as upward airplay rotations are reported in Sacramento, Miami, Detroit and Akron. It's time to throw away any preconceived notions about this band and just listen to the tune. Their writing ability has gained considerable mainstream potential over the past few years, and "Paris" proves that Queensryche is on the brink of major league crossover success.

## VIXEN

### "How Much Love" (EMI)

Just in case you haven't been keeping an eye on Vixen, their debut album was a multi-Platinum smash worldwide. "How Much

Love," the first single from the ladies' sophomore effort, *Rev It Up*, is destined to bring these Vixens of rock even greater success. At Rock radio, this track continues to assault the airwaves, with the Midwest showing the greatest airplay concentration. MTV is reporting the video in Active rotation with significant requests. The sales story is growing, as future projections begin to pour in from retailers all across North America. The Top 40 picture looks very bright for Vixen and the new album is chock-full of radio-ready tunes that will become automatics.

## MICHAEL PENN

### "Brave New World" (RCA)

Released nearly one year ago, Michael Penn's debut is as strong as ever at the rock 'n roll format. The new push and title cut is quickly winning accolades from programmers across the nation. Rotation increases are showing up weekly, while new major adds include stations in Seattle and Los Angeles. Sales on the album are significantly on the rise in the Denver and Cleveland markets and "Brave New World" is just the shot in the arm needed to reignite sales interest everywhere else. Michael's writing and performance on "Brave New World" are sure to make him a contender when Best New Artist honors are handed out in just a few short months. Michael Penn's work is much too

important to be overlooked and it's quite obvious he, as an artist, is in for the long haul.

## WORLD PARTY

### "Put The Message In The Box" (Chrysalis/Ensign)

Rock radio is quickly getting the "message" loud and clear that World Party's new album is among the best to arrive this year! There's no hype involved when the expression "one-listen smash" is used to describe "Put The Message In The Box." Karl Wallinger and company's finger-poppin' track is already getting requests and major adds in Tampa and San Jose. Sales are tremendous in Pittsburgh, New England, St. Louis, Chicago and Washington D.C., with MTV's influence emerging as a major factor. And when the tour kicks in, audiences everywhere will finally figure out what all the hype is about. Their mini-tour a few months ago left audiences around the country floored, and if you were lucky enough to catch this show, you know that the Party is on at much larger venues this summer.

-Jackie Bodner

Rock radio crossover research is prepared by Tommy Nast and the staff of The Album Network.



R.E.O. Speedwagon



Jeff Healey



Bad Company

# N40 ROCK TRACKS

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
1	1	①	ALLMAN BROTHERS. Good Clean Fun	Epic
3	2	②	JOHNNY VAN ZANT. Brickyard Road	Atlantic
2	3	③	JON BON JOVI. Blaze Of Glory	Mercury
5	4	④	CHEAP TRICK. Can't Stop	Epic
8	5	⑤	COLIN JAMES. Just Came Back	Virgin
10	7	⑥	BLACK CROWES. Twice As Hard	Def American
9	8	⑦	POISON. Unskinny Bop	Enigma/Capitol
14	11	⑧	WINGER. Can't Get Enough	Atlantic
24	14	⑨	GUNS N' ROSES. Civil War	WB
12	10	⑩	SANTANA. Mother Earth	Columbia
15	12	⑪	JOHN HIATT. Child Of The Wild Blue Yonder	A&M
D	19	⑫	R.E.O. SPEEDWAGON. Live It Up	Epic
18	13	⑬	CONCRETE BLONDE. Joey	IRS
19	15	⑭	GENE LOVES JEZEBEL. Jealous	Geffen
4	6	15	DAMN YANKEES. Come Again	WB
20	18	⑯	GUNS N' ROSES. Knockin' On Heaven's Door	DGC
▶ DEBUT!	17	ASIA. Days Like These	Geffen	
7	16	18	BRUCE HORNSBY. Across The River	RCA
D	32	⑰	JEFF HEALEY. While My Guitar Gently Weeps	Arista
27	21	⑱	QUEENSRYCHE. Last Time In Paris	Elektra
30	25	⑳	VIXEN. How Much Love	EMI
28	24	㉑	NELSON. Love And Affection	DGC
D	35	㉒	BRUCE HORNSBY. Night On The Town	RCA
33	27	㉓	BILLY IDOL. L.A. Woman	Chrysalis
▶ DEBUT!	㉔	BAD COMPANY. Boys Cry Tough	Atco	
11	20	㉕	DON HENLEY. How Bad Do You Want It	Geffen
6	9	27	AEROSMITH. Other Side	Geffen
D	30	㉖	SLAUGHTER. Fly To Angels	Chrysalis
32	29	㉗	JUDE COLE. Time For Letting Go	Reprise
16	22	30	HEART. I Didn't Want To Need You	Capitol
38	36	㉘	THE RED HOUSE. Said A Prayer	SBK
35	34	㉙	MIDNIGHT OIL. King Of The Mountain	Columbia
34	33	㉚	FAITH NO MORE. Epic	Slash/Reprise
37	37	㉛	ERIC JOHNSON. Cliffs Of Dover	Capitol
40	38	㉜	MICHAEL PENN. Brave New World	RCA
▶ DEBUT!	㉝	WORLD PARTY. Put The Message In The Box	Chrysalis/Ensign	
39	39	㉞	MARSHALL TUCKER BAND. Stay In Country	Sisapa
13	26	38	BAD COMPANY. Holy Water	Atco
17	17	39	ALIAS. Haunted Heart	EMI
31	31	40	FLEETWOOD MAC. Skies The Limit	WB

# N40 CROSSOVER ALTERNATIVE

## LIGHTNING SEEDS

"All I Want" (MCA)

Lightning Seeds' debut in America has done quite nicely since its release back in March. The album, *Cloudeuckooland*, continues to sell while the singles just keep on coming. "Pure" led the way to Top 10 status for the album, which led to "All I Want," an out-and-out popfest, which is ripe for Network Forty consumption. The album remains in a strong position on the Alternative charts, as we get ready for another new single. Liting and uplifting, "All I Want" will keep your listeners happily ensconced in pop heaven for the rest of the summer.



REAL LIFE

## ULTRA VIVID SCENE

"It Happens Every Time" (4AD/Columbia)

Kurt Ralske and his Ultra Vivid Scene bring a relaxed sound to the radio. Confident and serene, "It Happens Every Time" has been garnering rave reviews on both playlists and at the cash registers. Ralske's mellifluous

songwriting style glides out of the speakers, and you can almost hear your listeners sigh at its freshness. Ralske's spacey vocals and the fact that he's signed to 4AD might suggest his nationality as English, but he's indeed a New Yorker. Lodged in the Top 10, we expect this album's presence will be felt long into the fall, when the band begins a solo tour before picking up a national tour.

dy pop sound for your station... "Could you feel much better?" Not without this song!

## REAL LIFE

"God Tonight" (Curb)

Real Life first made it onto the Alternative radio scene somewhere in the mid-80s with their first hit, "Send Me An Angel." You witnessed the success of that track firsthand. Now, here's your chance to reap the rewards of this band's talent again with their current single, "God Tonight." This modern dance song has experienced a steady pattern of growth on the Alternative charts for the past few weeks, and is currently in Heavy rotation in major markets such as Los Angeles, San Diego, Boston and Phoenix. It's still making the rounds at Alternative radio, picking up new adds every week. Custom-made for radio, this one sounds like it could be a standard for years.

- Diane Tameecha

Alternative music crossover research is prepared by Diane Tameecha and the staff of The Album Network.



LIGHTNING SEEDS

## SOMETHING HAPPENS

"Hello Hello Hello Hello Hello" (Charisma)

Something Happens has a way with a pop song. The album's been lodged prominently on the Alternative charts for the past month or so, based on this single, "Hello Hello Hello Hello Hello." The track opened our ears to the fact that this band writes strikingly beautiful pop songs. They're mighty big in their native Ireland, where they even beat U2 in being named the Best Irish Band and Best Live Act by that country's biggest music magazine. This Dublin quartet offers a bright and stur-

# CANDY

# FLIP

## "STRAWBERRY FIELDS"

WDFX Detroit 14-10\*

KJ-103 Oklahoma City 4-4\*

Y-95 Dallas 21-19\*

WCKZ Charlotte 39-36\*

KZZB Beaumont 40-35\*

KSAQ San Antonio D-21\*



**Massive  
Phone  
Buzz!**



**Alternative  
27-21\***

**Now Crossing Bigtime!**



# N40

# ALTERNATIVE

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
4	2	1	DAVID J. Songs From Another Season	RCA
2	1	2	SONIC YOUTH. Goo	DGC
9	5	3	AZTEC CAMERA. Stray	Sire/Reprise
3	3	4	GENE LOVES JEZEBEL. Kiss Of Life	Geffen
14	7	5	IGGY POP. Brick By Brick	Virgin
1	4	6	CONCRETE BLONDE. Bloodletting	IRS
D	12	7	THE PIXIES. "Velouria"	Elektra/4AD
6	6	8	ULTRA VIVID SCENE. Joy: 1967-1990	4AD/Columbia
12	9	9	RAILWAY CHILDREN. Native Place	Virgin
24	14	10	DEVO. Smooth Noodle Maps	Enigma
7	10	11	WORLD PARTY. Goodbye Jumbo	Chrysalis/Ensign
▶	DEBUT!	12	JANE'S ADDICTION. "Stop"	WB
22	19	13	HAPPY MONDAYS. "Step On"	Elektra
5	8	14	HOTHOUSE FLOWERS. Home	London/Polydor
11	18	15	JOHN HIATT. Stolen Moments	A&M
13	13	16	JESUS JONES. Liquidizer	SBK
10	11	17	ADRIAN BELEW. Young Lions	Atlantic
20	24	18	KATYDIDS. Katydids	Reprise
25	21	19	REVENGE. One True Passion	Capitol
15	15	20	STRANGLERS. 10	Epic
37	27	21	CANDY FLIP. "Strawberry Fields"	Atlantic
17	17	22	SOMETHING. Stuck Together	Charisma
18	23	23	BREEDERS. Pod	4AD/Rough Trade
▶	DEBUT!	24	CHARLATANS UK. "The Only One I Know"	Situation Two
8	16	25	BOOM CRASH OPERA. These Here Are...	Giant/WB
31	29	26	REAL LIFE. Lifetime	Curb
21	20	27	PRETENDERS. Packed	Sire
▶	DEBUT!	28	HEART THROBS. "Dreamtime"	Elektra
19	25	29	MIDNIGHT OIL. Blue Sky Mining	Columbia
D	38	30	SOUP DRAGONS. Lovegod	Big Life/Mercury
32	26	31	WIRE. Manscape	Enigma/Mute
35	32	32	24-7 SPYZ. Gumbo Millenium	In-Effect
16	22	33	DEPECHE MODE. Violator	Sire/Reprise
▶	DEBUT!	34	JAZZ BUTCHER. Cult Of Basement	Rough Trade
28	35	35	MAZZY STAR. She Hangs Brightly	Rough Trade
38	37	36	THE ORIGIN. The Origin	Virgin
▶	DEBUT!	37	DREAD ZEPPELIN. Un-Led-Ed	IRS
34	34	38	MODERN ENGLISH. Pillow Lips	TVT
D	40	39	YO LA TENGO. Fakebook	Restless/Bar None
▶	DEBUT!	40	STEVE WYNN. Kerosene Man	Rhino

# Photo Finish



## ***This is a stick up boys!***

*Okay, okay, we know Detroit's a tough town, but there's really no need to resort to violence, guys! WHYT Program Director Rick Gillette and Music Director Mark Jackson got a special delivery from the Detroit Marine Troop who delivered TROOP's new single, at gunpoint! Hey, we thought TROOP stood for Total Respect Of Other People...so what is this???*

A night scene with a large full moon, a spider hanging from a tree branch, and a town in the distance.

# BRENT HUTCHINS "ARACHNOPHOBIA"

from the soundtrack album on HOLLYWOOD RECORDS  
for the HOLLYWOOD PICTURES and AMBLINE ENTERTAINMENT film:

**ARACHNOPHOBIA**

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"Lisa," a daughter's loving tribute. The new single by  
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