

THE NETWORK

FORTY

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ETHNIC PROGRAMMING 101

82

4 • OCTOBER • 91



CHER'S BACK. "SAVE UP ALL YOUR TEARS." THE NEW SINGLE AND VIDEO.



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inside THE NETWORK FORTY

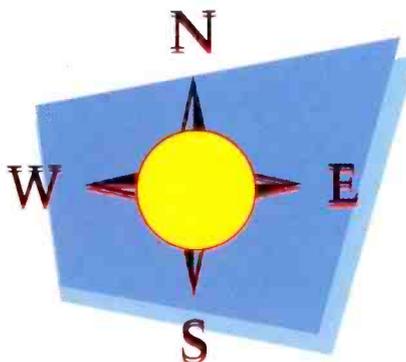
ISSUE 82
OCTOBER 4, 1991

FORTY™

120 North Victory Boulevard, Burbank, California 91502 1-818-955-4040 Fax 1-818-846-9870

features

Cubans, Mexicans, Central and South Americans...their rich and colorful cultures are as unique and individual as their tastes in music. This week, The Network Forty's Senior Broadcast Editor Pat Gillen talks with experts who program to these subtle musical preferences in "North Of The Border."

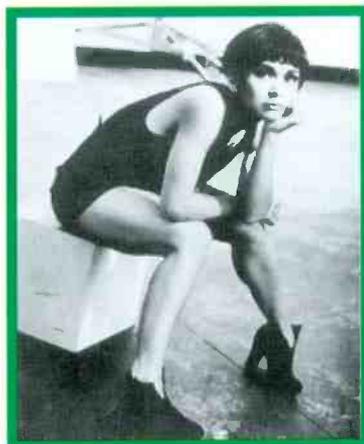


the biz

The mailbag is filling up at The Network Forty. This week, Steve Hoffman of Digital Planet responds to a previous *Programmer's Textbook* and WXXL Orlando General Manager Randy Rahe comments on Top 40 radio's ability to motivate a buying public – a key advantage for the format's economic survival over "selling by numbers." *Programmer's Textbook* prints more enlightened opinions!

top 40

It was a week of Killer Bee's at Top 40 as Bolton, Belinda, and Boyz all landed on Most Added street. It was also Park Avenue for Nia Peeples, right up the format's alley with "Street Of Dreams."



the music meeting

CHER
(Geffen)

ROD STEWART
(Warner Bros)

TINA TURNER
(Capitol)

KENNY LOGGINS
(Columbia)

SMOKEY ROBINSON
(SBK)

PAULA ABDUL
(Captive/Virgin)

CHRIS ISAAK
(Reprise)

THE ESCAPE CLUB
(Atlantic)

ROBYN HITCHCOCK
(A&M)

WHITE TRASH
(Elektra)

DILLINGER
(JRS)

STEVE PLUNKETT
(Quality)

ONE NATION
(IRS)

Gene Sandbloom's column, "The Music Meeting," page 38

hot crossovers

CEYBIL JEFFRIES
(Atlantic)

THOMPSON TWINS
(Warner Bros)

ANGELICA
(Ultra/Quality)

FOURPLAY
(Warner Bros)

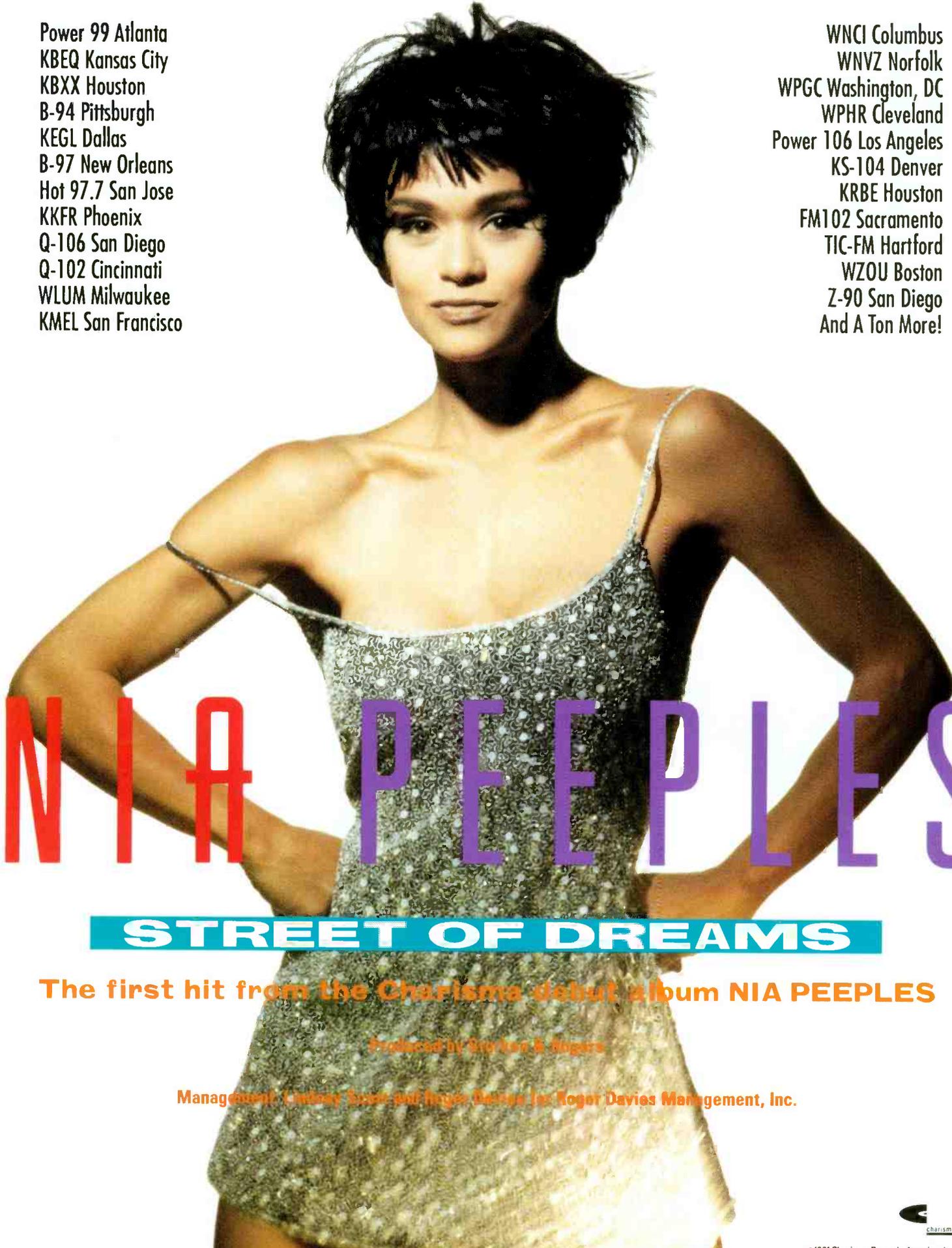
Darcy Sanders' column, "Hot Crossover Music Meeting," page 58

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☑ Most Added Top 40 With 112 First Week Adds!

Power 99 Atlanta
KBEQ Kansas City
KBXX Houston
B-94 Pittsburgh
KEGL Dallas
B-97 New Orleans
Hot 97.7 San Jose
KKFR Phoenix
Q-106 San Diego
Q-102 Cincinnati
WLUM Milwaukee
KMEL San Francisco

WNCI Columbus
WNVZ Norfolk
WPGC Washington, DC
WPHR Cleveland
Power 106 Los Angeles
KS-104 Denver
KRBE Houston
FM102 Sacramento
TIC-FM Hartford
WZOU Boston
Z-90 San Diego
And A Ton More!



NIA PEEPLES

STREET OF DREAMS

The first hit from the Charisma debut album NIA PEEPLES

Produced by Sly & Family

Management: Lindsey Street and Family, Dallas, TX; Roger Davies Management, Inc.



©1991 Charisma Records America, Inc.

ON THE ROAD AGAIN

track dates are fast becoming a viable tool for record companies and radio stations to use in exposing new artists and reintroducing established stars. With a litany of new performers out there, and intense competition for Top 40 airplay, track dates meet both radio station and record company needs, and just as important, substantiate an artist's growth. However, while recognition is registered with such activity, the question is whether it earns credibility. While acts customarily sing in front of taped music, a new trend receiving favorable response is the "unplugged," acoustic set.

Play It By Ear

Columbia Records VP/Top 40 Singles Promotion Jerry Blair cites the advantages of track dates, unplugged or not. "Utilized correctly, track dates can produce a rapid fan following. In fact, that's how Lisette Melendez started out, as did George LaMond. They developed a strong fan base wherever these dates occurred – this helped their careers from a marketing perspective – and with station support, it gave them name credibility. That assists in breaking an act...no question about it." Although track dates are characteristically one-night-stops, an

itinerary of sorts needs to be established. Blair continues, "Sending an artist from Grand Rapids to San Francisco and then back to New York doesn't make much sense. Too

many labels put dates together like this. I try to schedule them so they logistically make sense for the artist and don't kill them. A good plan also makes it easier to utilize retail as much as possible, along with press and video, to maximize the situation from a marketing perspective."

Too many record companies have a tendency to overindulge in track dates in order to get records played. This contributes to consumer overload. Blair explains, "Track dates were originally put together to break acts in clubs, to give the audience a taste of what was behind a hot record. Now that this has spread to radio, there are instances where a company will bring an artist in with additional motives. I'm dead set against using an artist for a track date to get another artist played on a station. The date should be utilized to

TRACK

DATES:

A RECORD

COMPANY

PERSPECTIVE

expose *that* artist. I try to think of the artist's credibility. Lisette Melendez and George LaMond are great examples of how we've used track dates to establish

artists. Next time we come out with a George LaMond record, since he's done so many things with so many stations – in New York and Hartford, Miami, San Jose, San Francisco and towns like that – the effects of his track dates exposure will prove advantageous to his career."

To Unplug Or Not To Unplug

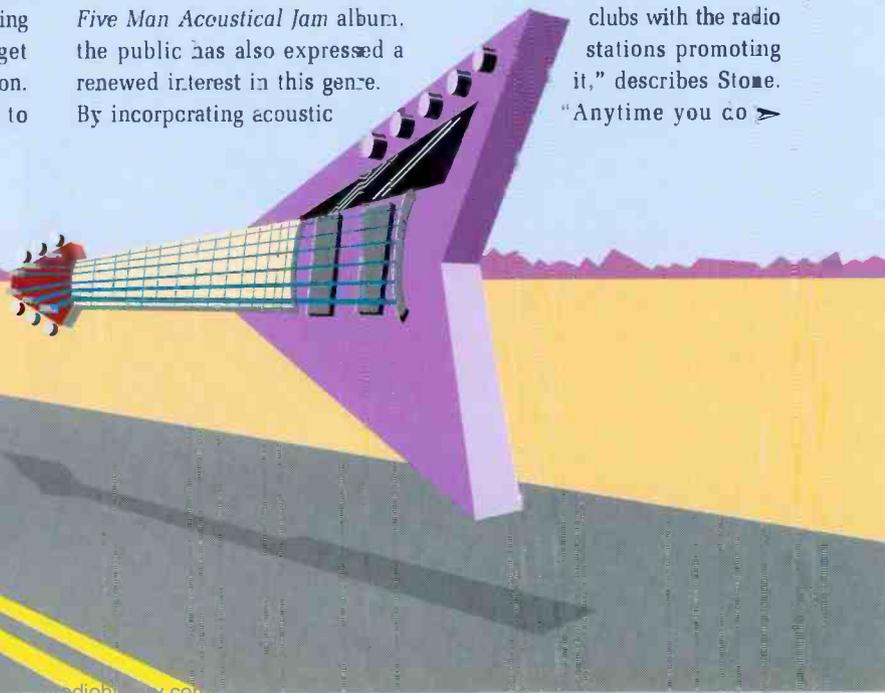
Unplugged track dates have become the industry's latest creative trendsetter. A takeoff from the popular "MTV Unplugged" show, numerous Top 40 stations, record companies, and artists have benefitted from the back-to-basics acoustic sound. With the recent success of material like Extreme's "More Than Words" and Tesla's *Five Man Acoustical Jam* album, the public has also expressed a renewed interest in this genre. By incorporating acoustic

music into standard track dates, credibility is enhanced with a no-frills artist portrayal. However, "We never looked at it as an unplugged track date, but instead, a way to work radio with a tremendously talented band. Extreme, which we wanted exposed," reveals A&M Senior VP/Promotion Rick Stone. "This enabled both programmers and – most importantly – the audience to feel the artist directly. Extreme and especially the song 'More Than Words' benefitted immensely from this."

To maximize a track date performance, it's important to delve deeper than playing a requisite number of songs and leaving. Stone continues, "From a company standpoint, we try to involve the sales department, retail, etc., and have the artist visit other people in the area. We make it a PA tour with track dates as one area of performance. Not every artist can do this, of course, but for certain ones it does lend itself positively."

"Upon the release of Extreme's album, we supplemented part of their tour with off days where they worked radio by playing acoustic sets, or were put in clubs with the radio stations promoting it," describes Stone. "Anytime you go ➤

ANN BARRON



ON THE ROAD AGAIN

these things, the benefits are mutual in terms of the band and the record company benefitting from exposure and the station benefitting from hosting a special, unique event. And it's important to the listeners. Reflecting on what we did with Extreme early in the year, with the band now 1.6 million albums later, you know anyone who saw them play acoustically, whether in a club or on the air, has a special memory because of the star status they've now achieved."

For a majority of new acts, track dates have contributed to emergence from unknown status to absolute recognition. "We have an artist, Ce Ce Peniston, whom we're putting on the road in October. Since she's already on the airwaves with a requested and selling record that's a hit, radio is requesting that she come out and do this," says Stone. "This is exciting for us, because that's the difference in imaging; between just having a song out there and having the audience know the face behind the song. This is going to be a major campaign for us. I find that radio definitely plays ball with this concept - it's important to them and important to us."

Stripped Down To The Basics

A relatively new concept a few years ago, track dates in any form have become an integral part of many promotion plans. DGC National Top 40 Director Steve Leavitt acknowledges the role both plugged and unplugged dates play in his artists' success. "Prior to their album, we went on an extensive promotional tour with Nelson; they played acoustically at some radio stations and also [pre-Uni distribution] the WEA sales branches. Due to the response, more dates were scheduled upon the record's release, including special station performances that included acoustic

songs." This gave radio the chance to meet the artists and realize they were smart, charming guys that could indeed play and sing. Leavitt continues, "The audiences

were the ones that really benefited. In fact, the band's initial exposure to the business was an acoustic set at the Bobby Poe Convention at 3am in the lobby. In

essence, the formula works."

The amount of record labels and consequent onslaught of product has forced both radio and records to confront the situation with innovative ideas and strategic marketing plans. "To me, track dates lend credibility," says Leavitt. "In the case of Nelson, these two guys could actually play guitars and sing in public without any type of modern recording technique. No overdubbing, just the purity of their natural talent. With the band Extreme, we witnessed how they won over audiences wherever they played by going out in a van, driving around America and playing for the people. All in all, this contributed to hits for them and breaking into the marketplace. It enabled radio to spend time with the artists and gauge early fan response. People would line up for hours for an autograph from the Nelsons. You could see the magic there."

With a Terri Nunn album coming in January, Leavitt knows track dates will secure her established fan base, and create new supporters. "This is her first solo recording and her album is just fantastic," he says. "She's got a great sexy voice and definitely has the right look. She's a good candidate for this because she's attractive and sells herself well. In addition, this gives the artist a sense of confidence, too."

An Endowment For The Arts

With the current exorbitant price of concert tickets, track dates are a refreshing alternative for cost-conscious listeners...and record companies! They provide a personal touch without the hype and expense that usually surrounds a concert event. Whether it's a Rock outfit displaying their raw talent or a Rap artist stripping down his signature sound, track dates are the perfect platform for exposure. ■

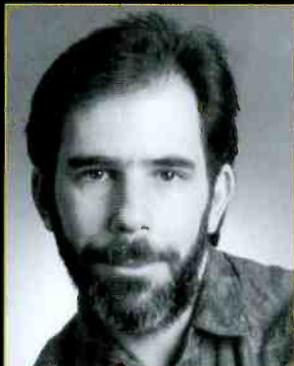


Jerry Blair
VP/Top 40 Single Promotions, Columbia



Lisette Melendez

"Utilized correctly, track dates can produce a rapid fan following. In fact, that's how Lisette Melendez started out..."



Rick Stone
Senior VP/Promotion, A&M



Extreme

"Not every artist can do this, of course, but for certain ones it does lend itself positively."



Steve Leavitt
National Top 40 Director, DGC



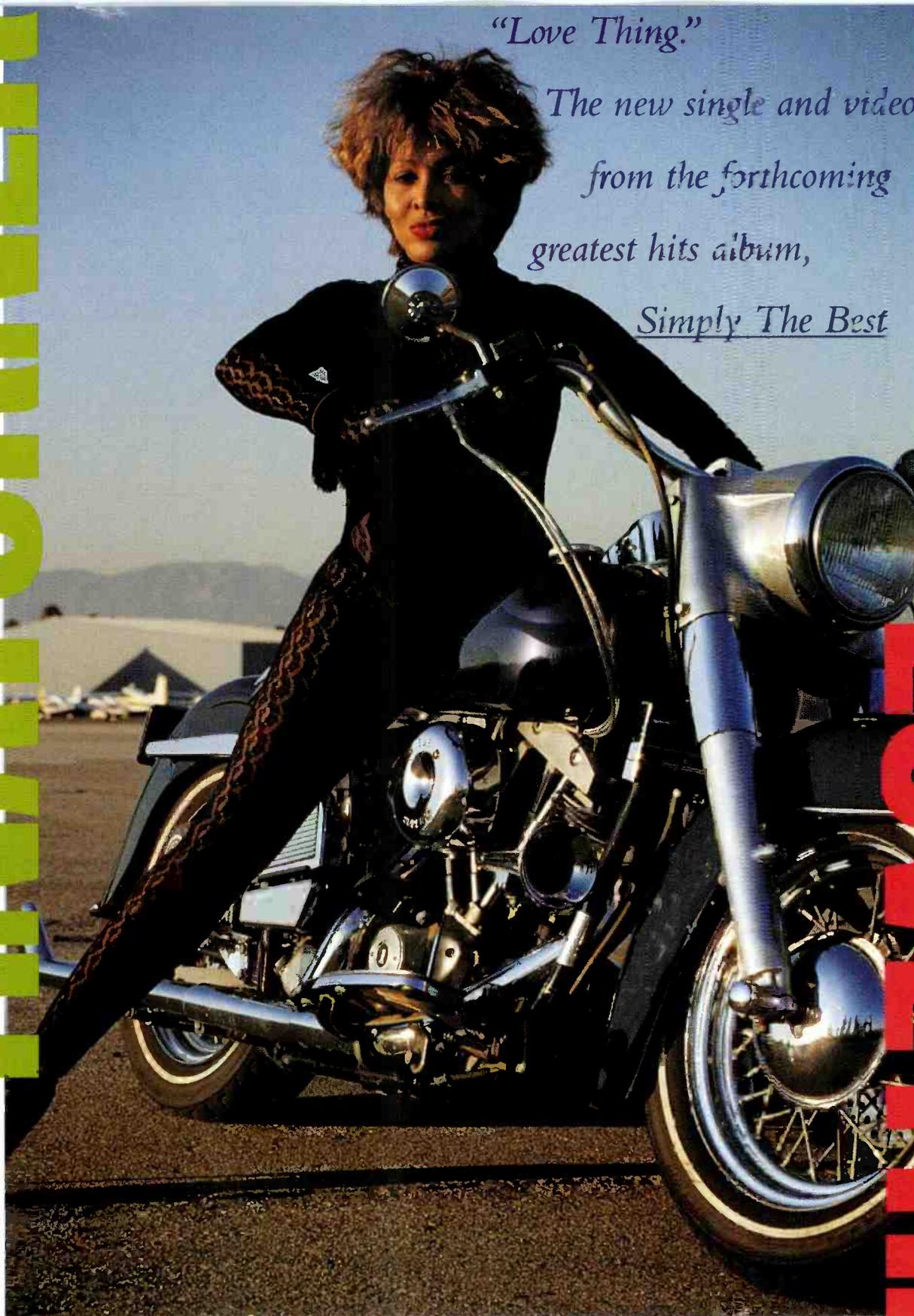
Terri Nunn

"[Terri Nunn is] a good candidate for this because she's attractive and sells herself well."

TINA TURNER

"Love Thing."

The new single and video
from the forthcoming
greatest hits album,
Simply The Best



LOVE THINGS

IT'S A LONG ROAD FROM STAR TO...SUPERSTAR. BUT TINA TURNER HAS MADE IT SEEM LIKE SHE'S FOUND A SHORTCUT. TWO #1 SINGLES INCLUDING A GRAMMY FOR RECORD OF THE YEAR. FOUR MULTI-PLATINUM ALBUMS. WORLDWIDE RECORD SALES OF OVER 25 MILLION. THE #1 INTERNATIONAL TOUR OF 1990 — 19 COUNTRIES AND 121 SOLD-OUT SHOWS TO OVER 3 MILLION PEOPLE. TINA'S NEVER GIVEN LESS THAN SIMPLY THE BEST.

Produced by Chris Lord-Alge, Tina Turner and Roger Davies. Management: Roger Davies for Roger Davies Management, Inc. 

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www.americanradiohistory.com

North



Board

An Hispanic Radio Review

The Hispanic population of the US grew at a fast pace throughout the 80s...a pace that's expected to continue well into the next century. Hispanics now total some 25 million residents, which makes them the second largest minority in the country. And according to recent research studies, among the electronic media, radio is best suited for reaching the Hispanic population nationwide.

It's important, when discussing the Hispanic radio listener, to understand the cultural and geographical differences present in the overall assemblage. Close to 60% of the US Hispanic population traces its country of origin back to Mexico. Central and South Americans account for the next largest group, with Puerto Ricans and Cubans ranking third and fourth respectively. Geographically, Hispanics are mainly concentrated in California, Texas, New York, and Florida. Nearly 75% live in these states, with the cities of Los Angeles, New York City, Miami, and San Antonio containing the largest communities.

Jeff Wakefield, Executive VP/Research Division of The Interep Radio Store in New York City, outlines some subgroup differences. "In the case of the Cubans, they immigrated primarily for political reasons. They came in waves, the first in 1959, and

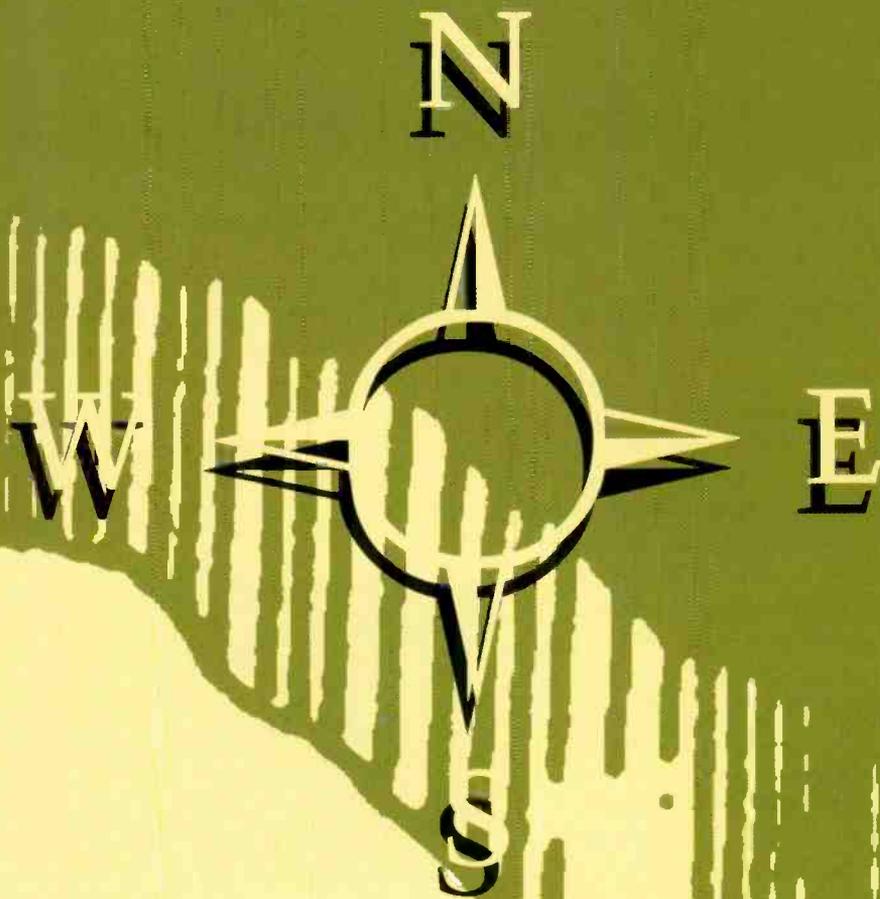
settled in South Florida. Because they're political rather than economic refugees, they tend to be more affluent than some of the other Hispanic immigrants. They're well established in Dade County now, accounting for about 40% of the population. That makes them the single largest ethnic group in the area."

In Texas, the influence is mostly Mexican. "You're seeing second and third generation Mexican-American families; in some cases the only thing Hispanic about them is their surname," continues Wakefield. "In other cases, residents still relate more to Mexican culture than American culture. California is similar to Texas, although the immigration is more recent." In the Northeast, New York is home to all the major Hispanic subgroups. "There are areas of Dominican, Honduran, Nicaraguan, and all the various Latin Americans. And they're not

P a t

G i l l e n

E R



just in New York City, but New Jersey and Long Island as well."

WQHT "Hot 97" New York APD/MD Kevin McCabe's audience is "primarily Puerto Rican. For the most part they were born and raised on the streets of New York. Second to Puerto Ricans is a large Dominican population." One of the key elements to Hot 97's music mix is the "freestyle" sound, which various radio outlets in the Southwest and California have had trouble with. Freestyle, found in the music of Lisette Melendez, Coro, Corina, and others is still popular in New York "because both the Hispanic and White audiences embrace it. However, much like what the West Coast has experienced, our audience is shifting toward acceptance of R&B and Black ballads. If I were to cite the breakthrough records for that sound, it would be 'Rock With You' by Bobby Brown and 'Poison' by Bell Biv DeVoe. Now, we're more able to play Tony Terry and Luther Vandross

than we were two years ago. It's provided more balance for Hot 97, and more variety to our music." The New York Latino communities, specifically the Puerto Ricans, demand a more upbeat sound than their Mexican counterparts. "It's both a cultural thing, and the pace and lifestyle of the New York streets," says McCabe.

Larry Martino, Operations Manager at KGGI Riverside/San Bernardino, CA, seconds the notion that Hispanic subdivisions are important when addressing the Latin-American community. "Each ethnic market is different. I get calls from record guys who want to tell me about something that's working on Hot 97 in New York, and I have to explain the differences between Puerto Rican and Mexican musical tastes. Southern California has more in common with Texas, but there are differences there, too. The Mexican population in Texas is generally from a different part of Mexico than the community that

has settled in California. Plus there's a difference in lifestyles between Texas and California, with this area tending to be trendier and hipper."

KPWR "Power 106" Los Angeles is clearly targeted at the Hispanic audience of the area. "Half our audience is Hispanic, and the biggest share of quarter hours comes from the Hispanic population" says APD/MD Al Tavera. "The Hispanic audience, we've learned, is more open to different types of music now than they were two years ago, and that's obvious in how huge the Bryan Adams and Extreme records have turned out to be for us. It used to be records like this were either very negative, or just didn't create a whole lot of passion. Now we're seeing a turnaround, and Hispanic tastes here are closer to the non-ethnic audience than they've ever been."

A common thread among all programmers in Hispanic markets is the importance of the family

unit. Rick Thomas, PD at XHTZ "Z90" San Diego, sums it up. "Two key words come to mind: culture and lifestyle. To successfully program to the Hispanic audience, you must be intimate with both these aspects. You'll find that in every city, the particular vibe of the culture and lifestyle is different. You need to learn your market and reflect it on the air." Thomas cites the differences between San Diego and other California cities. "San Diego isn't like LA. We're not a retreat city. There are parts of San Diego that are just as much home to Mexicans as Mexico is. This is true in Texas as well, in markets such as El Paso. The Hispanics in these cities tend to be less transient than others." The common denominator among all Hispanics, though, "is the family," according to Thomas. "No matter whom you're dealing with, no matter what age group, you're going to find that the family is deeply embedded in the culture. Again, if you're going to reflect >

North Of The Border

that culture back on your radio station, you've got to understand it and cater to it."

KDON Salinas PD Michael Newman programs in an area referred to as "The Salad Bowl," because of the high number of produce farms in the region. The transient population is a factor here, "but more so for the Spanish-language AM stations than for KDON," he figures. "There are assimilated and non-assimilated Hispanics. Our audience is made up of the assimilated Hispanics as well as Blacks and Whites. We don't really cater to the Hispanic audience on the air here, although off the air we're always involved with events like Mexican Independence Day and Cinco de Mayo. Events that bring the community together seem to be very popular with Hispanics." Is it important to be bilingual on the air? "Not here," says Newman. "We don't try to come across as Joe Cha Cha, or use Hispanic lingo, and we don't necessarily play the Spanish-language versions of songs. What we try to do is play the kind of music that appeals to as wide a group as possible, including our Hispanic listeners."

Newman was previously at KNRJ Houston, and noticed the difference in musical tastes of California versus Texas. "We thought Hispanics would just like Stevie B, Cynthia And Johnny O, and Sweet Sensation, and we found they liked Depeche Mode and The Cure, too! In Texas they really like Tejano music, which is a variation of Rock and Spanish. Here, Urban ballads are huge!"

At KGGI, the focus is on "hits and emotion" says Martino. "Lyrics are extremely important to our target group, which is young adult Hispanic females. We've also noticed that our audience is into certain types of oldies, and you'll hear us flavor

our music mix with some of them." Martino lists "Angel Baby" by Rosie & The Originals, "Together" by Tierra, and "Always And Forever" by Heatwave as examples. "The Hispanic culture is very much into emotion, and the songs they like on the radio need to touch them. The biggest hits are the

tened to at home. Mom and Dad listen to custom tapes they've made on their boom boxes with their favorite songs, and the entire family is exposed to it." Possibly because of this, KGGI finds itself with a wider demographic spread than a typical Anglo-targeted Top 40.

As the Hispanic audience

– that didn't have the high energy cha cha sound – that worked for us. At that point we realized the tastes of Hispanics in this town were really changing." And why did this change occur? "I think part of the reason is how generic the music became. Because one song worked, you had 10 more just like it. The music became very bland, and it was unexciting for the audience."

Recent research has Power 106 adjusting their sound. "When we did focus groups, we got comments that called the music fake. All the songs had the same female whiny voice, and that was a real negative we had to back away from. Women listen to lyrics carefully. When you've got a female-focused radio station, you need to play nice love songs and those with positive messages. A lot of music that tested negatively for us didn't have a lot to say," notes Tavera. With a bigger variety of music on Power 106 than ever before, "it's a nice change of pace," says Tavera. "When we choose music, it's still got to be Dance music, although our policy has changed over the past six to eight months. We're now open to ballads, and play more mid-tempo records. It used to be this radio station was very high energy, like Hot 97 still is in New York. But after doing this for five years, it became too much. We're working to make the station easier to listen to; one way to do it is vary the tempo."

It's obvious there's much diversity within the Hispanic community, and each radio station needs to understand the background and lifestyle of its audience in order to successfully program. Of course, whether programming in a market with a significant Hispanic population or not, researching your audience's wants and needs is always the key to success. ■



**"When we choose music,
it's still gotta be Dance
music, although our policy
has changed."**

– Al Tavera APD/MD KPWR "Power 106" Los Angeles

very emotional songs. The stereotype of the Hispanic listener being a Disco freak certainly does not play out here." On any given day, some of the top requests at KGGI are oldies. "Dedications are huge for us. We have an entire four-hour program called 'The Love Zone,' which sounds like something you'd hear on an AC station. I think the reason oldies are so big here, even for kids, is because of the way music is lis-

widens its musical tastes, radio stations need to grow with them. At Power 106, changes became apparent "about three years ago," remembers Tavera. "We share research with our sister station, Hot 97, and our rotations were quite similar some time ago. Now we're finding the two stations are quite different. The breakthrough record for us was Soul II Soul's 'Keep On Movin.' That was really the first record with an Urban feel

**so
you
think
you've
heard
it all?**

- #1 R&R New Rock**
- #1 HOTS, HITS Post Modern**
- #1 Gavin Alternative**
- #1 CMJ**
- #1 Rockpool**
- #1 Album Network Expando**
- #1 Hard Report New/Alternative**
- #1 FMQB Modern Rock**



single from **robbyn hitchcock and the egyptians**

« so you think you're in love » the uncommonly cool new

**from the new album « perspex island » (75021-5368-1/4/2) produced by
paul fox management > danny goldberg and michael krumper for gold
mountain entertainment © 1991 a&m records, inc. all rights reserved.**

textbook

The following is a letter we received from WXXL Orlando General Manager Randall L. Rahe, who shares insight on the benefits of the Top 40 format.



Randall L. Rahe
General Manager WXXL Orlando



The Network Forty
120 N. Victory
Burbank, CA. 91502

Dear Network Forty -

I read with great interest your "Top 40 Wrap-Up" feature on [NAB's] Radio '91 in San Francisco. While I understand the concerns of media buyers and media companies with respect to Top 40 ratings, the major point is yet unsaid: TOP 40 RADIO MOVES PRODUCT BETTER THAN ANY OTHER FORMAT.

This current era of "Lite AC, All Hits, No Hype, No Talk, Soft Love Stuff" that currently exists is great for creating TSL, but does nothing to call listeners to action. It makes better sense to place advertising on a radio station that is not afraid to sell. Selling is getting on the air, getting your audience involved, getting them excited about your product, and moving them to a purchase action. Radio can't do that by apologizing to a listener for interrupting their nap by playing a commercial.

Top 40 has a tremendous advantage in selling product - it's a monster cume animal. As a format, we reach more *different* people every day than any other. You don't see a newspaper bragging about how their percent noting is up. They sell with circulation figures. Top 40 has great circulation...use it!

I believe in Top 40 radio. I've seen it fill stores and empty shelves. Top 40 calls listeners to action. With a unique selling message and good frequency reaching the most people possible, advertisers exponentially increase their opportunity to move merchandise.

It takes courage for an advertiser buy beyond the top couple of stations on a ranker. I'm not saying that buying stations other than Top 40 is bad. Advertisers need a mix of listeners, but they need a station that is forefront. Top 40 is forefront. In the final analysis for the advertiser, results should be our ratings!

Best regards,

Rahe
Randall L. Rahe
General Manager

Ed. Note: Although *The Network Forty* editorial is primarily focused on programming, the future of Top 40 is directly linked to the ability to sell advertising. Programmers must reach for a new level of creativity that will show advertisers (and owners and managers in some cases) the actual value of the product - a value that can't be accurately measured or effectively judged from a quarterly book of listening estimates. *The Network Forty* welcomes your opinions and ideas.

If you would like to contribute to *Programmer's Textbook*, call Brian Burns at 800-443-4001

THE COMMITMENTS ARE SELLING

These Guys Are Committed!

WNVZ Norfolk	KJ-103 Oklahoma City
KKSS Albuquerque	WVSR Charleston
KYRK Las Vegas	KZHT Salt Lake City
KZZU Spokane	WRCK Utica
KFMW Waterloo	KFRX Lincoln
KIOK Tri-Cities	WJDQ Meridian
WKSF Asheville	KMCK Fayetteville
KQHT Grand Forks	KTUX Shreveport
WVBS Wilmington	KZFN Moscow
KZII Lubbock	WQID Biloxi
WVAQ Morgantown	



THE COMMITMENTS

Early Debuts!

KKHT Springfield D-23*
WRVQ Richmond D-26*
KUBE Seattle D-27*
KUTQ Salt Lake City D-28*
KKYK Little Rock D-29*
WERZ Exeter D-30*
WNTQ Syracuse D-30*
Y-107 Nashville D-30*
WFHM New Bedford D-33*
FLY92 Albany D-35*
WCGQ Columbus D-36*
KFMW Waterloo D-37*
W'WFK Bangor D-39*

 Debuts At #39* On Active AC

And #30* On R&R's AC Chart!

 4 Weeks In Stress Rotation!

 Added This Week!

 From The Red-Hot Movie

"The Commitments"!

 Single And LP Are Gold!

"Try A
Little
Tenderness"

MCA

BEACON
RECORDS™



Another Opinion

The Network Forty

received these comments about a guest editorial published in Issue 80.

Steve Hoffman
Digital Planet

In Richard Harker's recent Network Forty guest editorial on the failure of Pirate Radio, Harker misinterprets the cause/effect relationships of the actions and reactions that led to the station's rapid collapse. As is true of many failing radio stations, the marketing mistakes made at Pirate were not the cause of the station's failure – they were symptoms of something much larger. The key lesson of Pirate's demise is not that smart marketing can make or break a radio station, it's that neglecting to totally focus and coordinate programming and marketing efforts spells certain death.

Simply put, Pirate failed because: the station's collective programming staff did not understand the actual nature of the niche found in the Los Angeles marketplace; that is, they (we, really) did not understand who their (our) target audience was.

The excitement and uniqueness of Pirate Radio at sign-on, combined with showcasing multi-Platinum acts ignored in the marketplace, pushed the station to the 5.5 apex six months after its birth. However, the lack of focus and understanding that characterized Pirate's programming and marketing efforts doomed the station as soon as the initial excitement wore off.

Harker writes that, "To understand the genesis of Pirate Radio, one must consider the mindset of Top 40 in late 88." Well, one must also consider the mindset of Rock radio in late 88. The format had become so concerned with the threat of Classic Rock that most stations including, KLOS Los Angeles, had become violently conservative with new music, generally playing one to three current

APPLE PIE
the first single and video

WHITE FLASH

4 college dropouts with an attitude and...

- 1) a horn section
- 2) an album at 122* on Billboard top 200
- 3) a video in its 9th week on MTV's Buzz Bin
- 4) 14 consecutive weeks of increasing over-the-counter sales according to SoundScan
- 5) over 100,000 albums sold

Produced George Drakoulis
Mixed By Thompson & Barbiero
Executive Producer: Ross Eliot
Management: Q Prime



On Elektra Compact Discs and DIGALOG Cassettes

PROGRAMMER'S textbook

records an hour, most of which came from Classic Rock artists. Multi-Platinum Rock acts like Def Leppard and Bon Jovi were ignored. Not surprisingly, these two acts in particular became the cornerstones of Rock 40.

The niche in LA and most markets was for a radio station that played lots of current Rock product. In a strange twist, it was Top 40 programmers who picked up on this concept, and chose to consider it part of the Top 40 genre – ignoring the fact that psychologically, the folks who would be served by this new format were Rock 'N Roll listeners who weren't getting enough new music, not new music listeners who weren't getting enough Rock product.

This is best evidenced by: 1) the rising success of numerous Rock radio stations – like KRXQ Sacramento, WIYY Baltimore and KBPI Denver – who have differentiated themselves in their markets by playing plenty of new product, 2) the fact that the only survivors of the 1988 Rock 40 boom have survived – and grown – by evolving into a current-based Rock approach, and 3) every auditorium test this writer saw – and there were plenty from several Rock 40 stations – ended up with the station's core listeners giving Led Zeppelin and Pink Floyd at least five of the Top 10 testing records.

Given this failure to understand the nature of the "Rock 40 niche," it's not surprising to recollect that Pirate's programming tended to swing wildly from a female lean, characterized by the appearance of acts like Madonna and Martika in the music mix, to a male lean emphasizing plenty of "hair bands" with Classic Rock spiked in for upper demo appeal. At various times, the station also leaned either 12-24 or 18-34.

As you'd expect, these fluctuations made no one happy. The male Rock core drifted away whenever Martika showed up in power rotation; females did the same when the new Rolling Stones tracks were powered. Worse,

to both segments of the Pirate audience, the image of the station became irretrievably muddled.

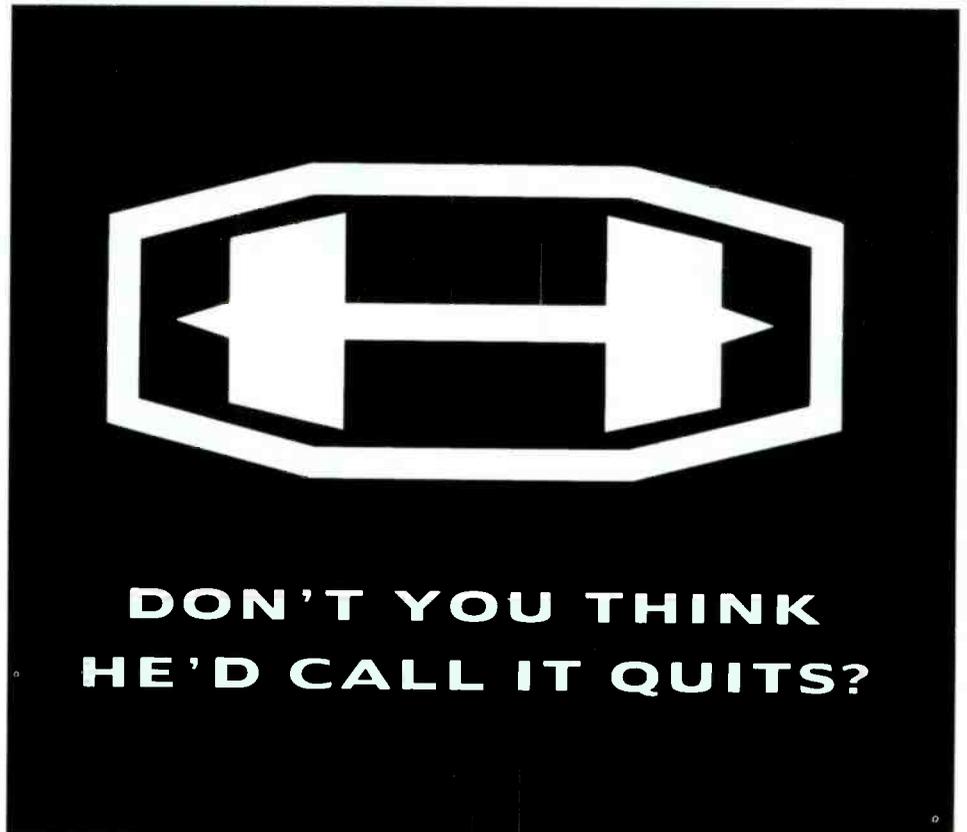
No target audience was consistently served, so no one consistently listened. Without consistent and focused programming, there can be no smart marketing. Pirate couldn't effectively market a product it couldn't consistently define...to a constantly changing target audience.

If, as was generally the case, the programming staff believed it was targeting women, then making a pig wear a "Bite Me" cap as the centerpiece of station billboards was a prime example of failing to focus music, programming, and marketing on the same audience. Similarly, club nights were located at spots female-targeted stations might frequent, while the image liners played were male-oriented (e.g. – "Pirate Radio, the station that makes Tiffany wanna puke").

Harker says, "If you're unhappy with the performance of your format, make sure you understand why it doesn't work..." Better still, make sure you're doing the format you think you are. Pirate Radio thought it was doing Rock-based Top 40; the station's core listeners expected what we industry types call a current-based Rock approach.

Between the regular fluctuations in the station's musical lean, and the mixed signals sent out by Pirate's marketing, the name Pirate Radio stood for little. To the LA market, Pirate was neither a Rock station playing new records or a Top 40 station playing Rock records. Pirate Radio was Scott Shannon's face on a billboard covered up by a pig wearing an earring and a baseball cap that said "Bite Me."

Had the minds behind Pirate Radio understood (and accepted) this simple point, the blurred mix of marketing and programming that led to the station's demise would not have happened.



**SOMETHING POWERFUL IS ABOUT TO
TAKE-OFF AT CHR.**



TUKETTO

"WINGS"

The New Single And Track
From The Debut Album Don't Come Easy



***These
Believers
Took Flight!***

KBEQ Kansas City

WRQK Canton

WPST Trenton

KUTQ Salt Lake City D-30*



conference call

REMOTE CONTROL

During the Top 40 panel discussion at the recent NAB in San Francisco, much was said about how Top 40 radio is a pro-active format and delivers customers to advertisers, especially during remote broadcasts. How does Top 40 deliver these customers, and what constitutes a successful remote broadcast?

THIS WEEK FEATURING:

CASEY KEATING

PD, KPLZ Seattle

MIKE McCOY

PD, KJYO Oklahoma City

DEANNA KAMISKI

Promotions Director, WDFX Detroit

QUESTION #1

The Network Forty: What is your policy on remotes, or do you handle each one differently?

CASEY: We have a blanket policy on remotes: they're handled just like commercials. They take up a unit, get two units an hour, and are the last thing in a stopset – no talk going in, it's held to exactly 60 seconds, and we go into a song immediately after. Once we're at the remote, we try to give it that circus feel.

MIKE: The client has to fit the criteria we've set for the station. That is, the 18-34 female demographic we target. We won't put any topless bars on the air – at least, we won't be doing any remotes from topless bars! (*Ed. Note: What you would talk about at a topless bar remote?*) We consider each situation on an individual basis in an attempt to make sure the client is compatible with the station.

DEANNA: The Fox doesn't do a lot of remotes simply because when [former PD] John [McFadden] and [another former PD] Chuck [Beck] were here, they were more concerned with sound quality. So, unless it's a huge event or something the radio station could own completely, we've generally avoided doing remote broadcasts.

QUESTION #2

The Network Forty: What elements have to be present for a remote to be successful?

CASEY: We've invested in some heavy-duty hardware. This includes two 27-foot mobile studios and an extensive Marti system that gets us 7kw quality from anywhere we choose to broadcast. We have a full-time, three-person promotions staff that makes sure all the details are taken care of. We send our "Z" team to hand out T-shirts, CDs, and set up the KPLZ "Wheel of Prizes." We always make sure everyone who shows up walks away with something, and that every remote is indeed an event.

MIKE: It should be a joint venture. The club or retail outlet needs to bring something to the table as well as the radio station. The station usually drums up the good ideas, and the client offers additional incentives to get listeners in. Too many times, at other places I've worked, people have sold remotes with a guarantee of results, and that was as far as it went. You really have to have good ideas and think things through, making sure those incentives to listeners exist before you commit yourself and your radio station.

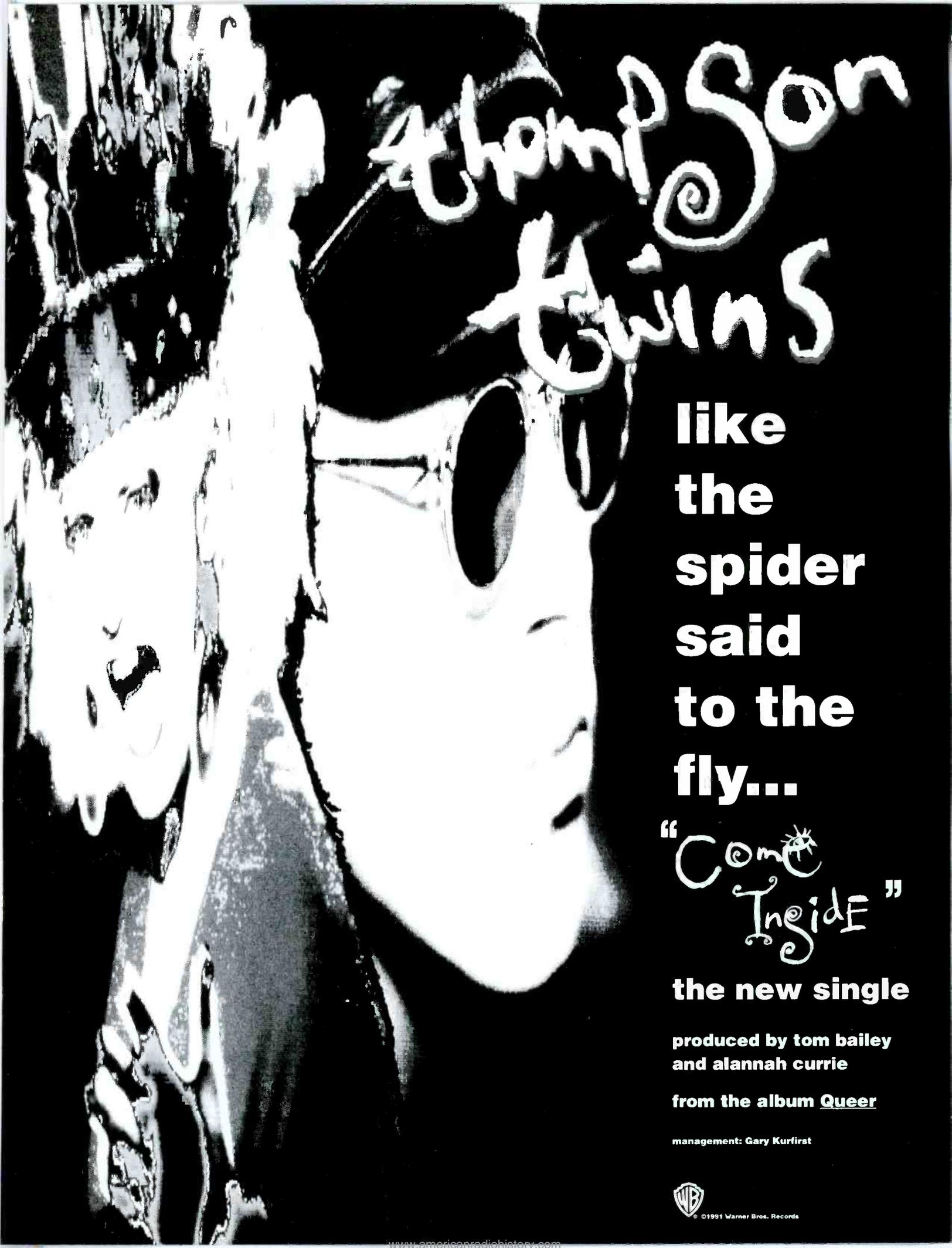


DEANNA: A visible and easily accessible location is always essential to success. If listeners and potential customers can't spot your setup from a distance, they won't drive to it, or get out of their cars to participate in what's going on. If we do a remote, it usually involves our morning show, and people only stop if it's convenient. I've found that one of the primary reasons people visit a remote broadcast is to see the personalities. They want to know what they look like...I don't want to offend anyone, but most jocks aren't that great looking, so they often walk away kind of disappointed. (*Ed. Note: how many times has someone approached you at a remote and said, "You look different than you sound." I always wondered if I sounded bad or looked worse.*) Once you get them there, it's important to make sure you have incentives to keep them, even if it's just coffee and doughnuts.

QUESTION #3

The Network Forty: Do you believe Top 40 radio can deliver more buyers to advertisers than other formats, and if so, why?

CASEY: It's the presentation, the music, and, in our situation, if you're a listener, you're probably an active listener. If you don't like excitement and activity, you probably don't listen to our station. But if you get into high profile jocks, new music, and a streetwise station, you'll probably get into our events. It's almost Pavlovian now – they know when they turn on KPLZ there is probably something going on they can participate in. We don't just do remotes for



The Thompson
Twins

like
the
spider
said
to the
fly...

“Come
Inside”

the new single

produced by tom bailey
and alannah currie

from the album Queer

management: Gary Kurfirst



© 1991 Warner Bros. Records

conference call

clients, we do a lot of promotion remotes, too. We have a lot of ski resorts around here, so we do a lot of ski trips, and as an extension of our sticker campaign, we have this thing we call the KPLZ "Z Ski Tag" which we distribute to sporting goods stores. Skiers pick them up, wear them on their parkas, and if we spot them on the slopes, we pull them aside and give them a prize. Things like this make us a lifestyle radio station.

MIKE: It's been my experience here at KJYO that we do deliver more potential buyers than the other stations. As a format – because of the large cume – Top 40 can deliver more potential customers. We've actually done remotes where KJYO and two or more other stations were present and, time after time, the client told us we were the station that brought in the most people. In other words, most of the people who walked into the remote said they heard it or heard about it on KJ103. As a mass appeal format, we offer so many different types of music and different types of people. Top 40 is definitely the one that delivers customers to advertisers.

DEANNA: We don't do remotes for clients. The reason for this is, if we were to do something live from a club one night, every other club we deal with would want the same thing. Our thinking is, it would defeat the purpose and dilute the intent of doing a remote from one type of business at a time. I think Top 40 delivers more people through advertising and remotes because it's a variety-based format; it's only natural that a variety of people would respond to advertising.

QUESTION #4

The Network Forty: With economics the way they are, are remotes an important part of a successful radio station?

CASEY: I think so, because more and more clients demand promotions in addition to just buying commercials. It doesn't work for everyone, but we have a highly trained team that knows how to approach a client who may have a hard time parting with advertising dollars and show them the advantages of remote broadcasts. It's great to have a specialized staff, the hardware, and tight formatics to know how to put together a successful remote...one that's palatable to the average listener.

MIKE: It's added revenue to the radio station so it's not something we take lightly. Because of the way things have become, I don't find myself turning too many of them down.

DEANNA: Clients always want remotes. There are always remotes available, but I hope we, as an industry, don't use the economic situation to deliver less than a great product to our listeners. If the remote fits, if it's profitable to both parties...go for it. If it's a revenue-driven event where there is no excitement or incentive, it's probably going to be dull and boring, no one will show up, and listeners will tune out.

– Dwayne Ward

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

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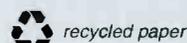
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For subscription information or change of address notification, contact Ann Barron at our Burbank editorial offices.



Boyz II Men

“It’s So Hard To Say Goodbye To Yesterday”

Over 80 Stations First Week Out!

B-96 Chicago
WRVQ Richmond
KJMZ Dallas #3*
Hot 97.7 San Jose
Y-107 Nashville
Hot 97 New York
WKSS Hartford
Z-90 San Diego 15-13*
KUBE Seattle
KXXR Kansas City

WAVA Washington, DC
KZHT Salt Lake City
KS-104 Denver #4*
FM102 Sacramento
WHYT Detroit 10-9*
WLUM Milwaukee
WWKX Providence
KKFR Phoenix 16-14*
WAPE Jacksonville
WCKZ Charlotte 23-16*

KBXX Houston
G-105 Raleigh
KllS Los Angeles
Hot 94.7 Chicago
Q-106 San Diego 13-10*
KPLZ Seattle
KQPW Fresno
KTFM San Antonio
WSSX Charleston
KOY Phoenix 24-18*

WDFX Detroit
KMEL San Francisco #2*
Power Pig Tampa
KHTK St Louis
WMXP Pittsburgh 17-11*
KGGI Riverside
Power 99 Atlanta 14-12*
TIC-FM Hartford
WWHT Columbus
WKBQ St Louis D-24*



A Double-Platinum Album!

A Biv-Entertainment Artist



EAR

TO THE STREET

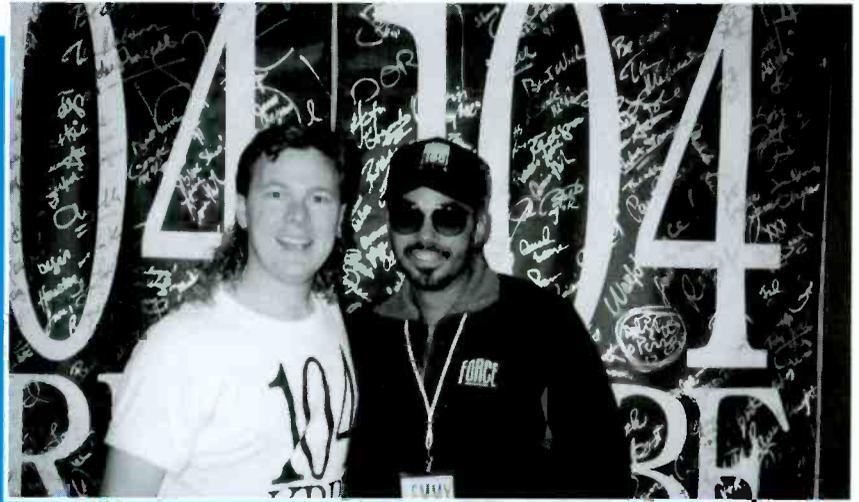


HOLLYWOOD IN SAN DIEGO

Hollywood recording artists Tony A. and Hi-C dropped by KKLQ "Q106" San Diego to hang out with night jammer Chio The Hitman. (L-R) Chio, Tony A., Hi-C, KKLQ PD Kevin Weatherly, and Hollywood Records' Ben Brooks.

KRBE & EMMY

James Ingram (R) stopped by to sing a few lines for KRBE Houston's afternoon jock Scott Sparks (L) during a special broadcast in LA during Emmy Awards week.



ROCKIN' PLANE

KKYK Little Rock News Director/Morning Show Co-Host Lauri Allen prepares for take off in a Navy F-18. The flight publicized the Blue Angels upcoming Little Rock air show.



EAR

TO THE STREET

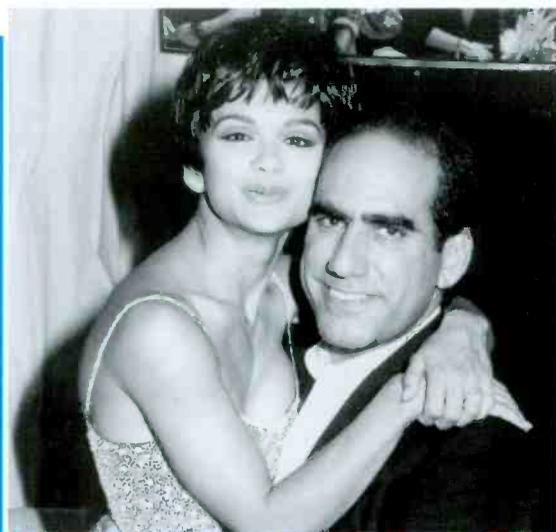


THE ONES AND ONLYS

Chesney Hawkes ventured by The Network Forty's offices to celebrate the success of his debut single, "The One And Only." (L-R) NF's Gene Sandbloom, Yvonne Olson, Desiree Stich Schuon, Dwayne Ward, and Ann Barron; Chesney Hawkes; NF's Darcy Sanders and Brian Burns; and Chrysalis' Justin Fontane.

SMILING HAPPY PEEPLES

Nia Peeples gave a smokin' performance at the WEA convention last month, all in preparation for her Charisma debut. Her first single, "Street Of Dreams," will be out September 23. Pictured here, Nia Peeples and Phil Quartararo, Charisma President.



TUX + FIXX

The Fixx recently performed an acoustic set at the Stars Club in Shreveport for over 1000 fans. (L-R) The Fixx's Jamie West-Oram; KTUX jock; KTUX MD Ken Wall; Impact's Gina Iorillo; KTUX PD Ken Shepard; and The Fixx's Cy Curnin.

blue TRAIN

All I Need Is You

**PASSENGERS FROM
COAST TO COAST
ALL WE NEED IS YOU**

This Train Keeps A-Coming!

WAEB Allentown	FLY92 Albany
WGRD Grand Rapids	WTHT Portland
WXXL Orlando	WFHN New Bedford
Z-102 Savannah	KFXD Boise
WILN Panama City	OK-95 Tri-Cities
WPST Trenton	

Gaining Steam!

KWOD Sacramento 25-20*
B-93 Austin 29-26*
KOY Phoenix D-27*
KHFI Austin 34-29*
Power 106 Los Angeles 32-29*
PRO-FM Providence 32-30*
WTLQ Wilkes-Barre 39,34*
WSPK Poughkeepsie D-39*

***It's A Runaway Hit!
Add It Or Get Out Of The Way!***

Z8 ENTERTAINMENT

PRODUCED BY GEORGE DALY AND BLUE TRAIN
MANAGEMENT: GEORGE GHIZ/ARTHUR SPIVAK

EAR TO THE STREET



A DAY IN THE LIFE OF PRO-FM

Lisette Melendez and her crew were recently caught smiling at Providence's WPRO-FM.

(L-R) Columbia Northeast rep Charles Walk, Lisette's dancer Nancy, Ms. Melendez, PRO-FM PD Paul "Boom Boom" Cannon, and Lisette's dancer Kathy.

TO MTV OR NOT MTV

KIIS-AM/FM Morning Man Rick Dees invited listeners to imitate their fave MTV stars for a look-alike contest at LA's The Shark Club. Pictured here are just a few of the entrants, standing (L-R) Virgin

Southwest rep Bob Frymire, Freedom Williams look-alike, Nelson look-alike, KIIS jock Wendi, L.L. Cool J look-alike, Gerardo look-alike, Rick Dees, Lady Miss Kier look-alike, Columbia Southwest rep Greg Pfifer,

Warner Bros LA rep Chris Crist. Sitting (L-R) Madonna look-alikes, Paula Abdul look-alike, and Mariah Carey look-alike.



FALLING TO THEIR FEET

Crowded House crowded the KWOD studios in Sacramento to mug with afternoon drive dude Adam Smasher.

(L-R) CH's Neil Finn and Paul Hester, Adam, CH's Tim Finn and Nick Seymour.

feel the passion

"do you feel Like I feel?"

☒ Most Added!

Belinda Feels Good This Week!

KRXY Denver	WAPE Jacksonville
Z-104 Madison	G-105 Raleigh
WGTZ Dayton	KHFI Austin
KIKX Colorado Springs	KKRD Wichita
KKYK Little Rock	KLUC Las Vegas
WNOK Columbia	WQGN New London
WRHT Coastal Carolina	WBBQ Augusta
KWNZ Reno	Y-97 Santa Barbara
Plus 16 More!	

**Belinda Is A Core Artist For
Top 40...Make Room For Her!**

Managed By Ron Stone/Gold Mountain Entertainment

BELINDA CARLISLE

*Belinda Carlisle is back with producer Rick Nowels (heaven)
on the first single from her fourth album,
Live Your Life Be Free.*

feel a hit

ATCO AND EASTWEST MERGE

ATLANTIC GROUP CO-CHAIRMAN/Co-CEO Doug Morris announces a new Atlantic Group division, Atco/EastWest Records, which combines the operations of Atco Records and EastWest Records into a single, unified company. The label will be headed by Chairman/CEO Sylvia Rhone, most recently Co-President/CEO of EastWest Records America. Rhone will report directly to Morris.



SYLVIA RHONE
Chairman/CEO
Atco/EastWest

Other important appointments include: Co-Presidents Vince Faraci and Harry Palmer, Executive Vice President Craig Lambert, and Senior Vice President Merlin Bobb. Faraci was most recently Co-President/CEO of EastWest Records America, while Palmer was President of Atco Records.

Doug Morris comments, "In forging this new alliance, we are creating what is undoubtedly one of the most powerful music operations in the world. This move is an integral part of an overall, long-term plan to continually strengthen our presence, to ensure The Atlantic Group remains on the leading edge of this ever-changing industry."

All artists currently recording for Atco and EastWest America will retain their separate la-

bel identifications, while all releases will be worked by the newly established joint staff. Atco/EastWest will maintain complete A&R, Marketing, Promotion, Publicity, and Sales staffs, and will also serve as the distributor of Interscope Records, established last year as a joint venture with The Atlantic Group.

Sylvia Rhone notes, "The new Atco/EastWest division

brings together the best of two great labels into one highly competitive, aggressive company. We have an exceptional executive talent pool and an artist roster of remarkable depth and diversity. Atco/EastWest has the promotional and marketing muscle to be uniquely responsive to the marketplace, while at the same time fostering an ideal creative environment for the nurturing of both established and new talent."

Atco Chairman Derek Shulman states, "Some six months ago, I made the decision to concentrate my energies on artists and the development of their musical careers in more of an A&R and production capacity. Now that this new division has been formed, I am confident it is an extremely strong operation with a great staff in place to support artists and their music."

HERE TODAY...WHERE TOMORROW?

LONE STAR SPECULATION

KHYI DALLAS, who recently dropped the "Y95" moniker for "POWER 95," may now lose its Top 40 format. Put your money on the EVERGREEN outlet to opt for current-intensive Rock with JONATHON BRANDMEIER pulling a "HOWARD STERN" simulcast between WLUP CHICAGO and KHYI.

DESERT HOME

Former WBPR MYRTLE BEACH PD GARY ZANE is heading back to SALT LAKE CITY as Program Director of KUTQ. Zane used to call former Top 40 KCPX SLC his home.

MORE RADIO ROULETTE

WAVA WASHINGTON, DC, welcomes former WLOL MINNEAPOLIS' ALAN KABEL to nights.

Y97 SANTA BARBARA MD BOBBY BEE has joined AMERICAN MUSIC RESEARCH, a new company which will supply radio with a monthly compilation CD of developing artists from independent labels looking for larger distribution.

WAEB ALLENTOWN has dropped its moniker "LASER 104.1" for "B104" while new PD PETE COSENZA announces a restructured line-up featuring KEN MATTHEWS and HEATHER MCCARTNEY in the morning; MIKE PHILLIPS, middays; CADILLAC JACK, PM-drive; MAD MAX, nights; JENNIFER KNIGHT, late nights; and T.J. ROBERTS, overnights.

CUMMINGS TO L.A.

JOINS KPWR AS PD

EMMIS BROADCASTING VP/PROGRAMMING Rick Cummings has decided to take on the additional responsibilities of programming the company's West Coast outlet, KPWR "Power 106" Los Angeles, effective immediately.

Says Cummings, "Power 106 is the single biggest thing with Emmis Broadcasting that I'm

involved with and have been since 1986. I'm thrilled to be part of a tremendous group of people at Power who are anxious to win...besides, I interviewed myself and liked what I had to say!"

"I'm pleased with Rick's decision to assume the programming duties," comments Power 106 GM Doyle Rose. "We've worked together for

nearly 10 years and were part of the original 1986 team that put this format on. Rick brings together a perfect combination of programming creativity and business acumen."

The Network Forty learned at presstime that Cummings was also about to be blessed with a child. Congratulations, Rick!

JOHN MELLENCAMP "get a leg up"

+ *One Of The Most Added For The 2nd Week!*

Power 95 Dallas
KAY107 Tulsa

WNVZ Norfolk
WIXX Green Bay

Kiss 108 Boston
KQKQ Omaha

KUTQ Salt Lake City
WYKS Gainesville

WABB Mobile
Plus 17 More!

These Guys Are Lifting "A Leg"!

WPXY Rochester D-20*
KUBE Seattle D-26*
KEGL Dallas D-29*

WZPL Indianapolis 28-22*
WEGX Philadelphia 30-27*
WPHR Cleveland D-29*

WNCI Columbus 29-24*
KHMV Houston D-27*
KPLZ Seattle D-29*

PRO-FM Providence 27-25*
KDWB Minneapolis D-28*
Q-105 Tampa D-29*

THE NETWORK #35* Debut!
FORTY

TV Exclusive Rotation!

RICHIE SAMBORA "ballad of youth"

Getting Rich!

KUTQ Salt Lake City WERZ Exeter WKDD Akron KQKQ Omaha WBIZ Eau Claire Plus 5 Others!

"Youth" Runs Wild!

Z-100 New York 22-18*
KHOP Modesto 28-22*
WLAAL Binghamton 35-29*

CK-105 Flint 21-18*
WIOG Saginaw D-25*
WKRZ Wilkes-Barre 37-29*

PRO-FM Providence 21-19*
WRQN Toledo 30-26*
WZPL Indianapolis D-30*

WJET Erie 23-19*
WLAN Lancaster 33-27*

TV Stress Rotation!

VANESSA WILLIAMS "running back to you"

Dancin' On Four More Lists This Week!

WXLK Roanoke

KCHX Midland

WLXR La Crosse

WNFI Daytona Beach

"Running" In Motion!

QMQQ Honolulu 6-1*
KMEL San Francisco 7-6*
KGGI Riverside 15-12*

Z-90 San Diego 5-4*
KIKI Honolulu 9-6*
Power 106 Los Angeles 16-13*
KOY Phoenix 19-15*

KDON Monterey 7-4*
WJMO Cleveland 10-8*
WMXP Pittsburgh 19-14*
PRO-FM Providence 18-15*

WZOU Boston 7-5*
TIC-FM Hartford 16-11*
WLUM Milwaukee 23-15*

THE NETWORK Moves 36-32*
FORTY



BILLY FALCON "power windows"

Added This Week At WTLQ Wilkes-Barre And WBPR Myrtle Beach!

"Power Windows" Are Rolling Up!

FM100 Memphis 5-4*
WKRZ Wilkes-Barre 16-8*

KKYK Little Rock 10-5*
WIXX Green Bay 13-9*

Z-102 Savannah 13-6*
KBEQ Kansas City 15-12*

WJET Erie 9-7*
KEGL Dallas 21-19*

Kiss 108 Boston 22-20* WZPL Indianapolis 24-20* WNCI Columbus 26-22*



THE NETWORK Moves 30-26*
FORTY

TV Active Rotation!



BENNETT HEADS DGC

DGC RECORDS PRESIDENT ED Rosenblatt announces the appointment of Bill Bennett to Director of Promotion.

"We're extremely pleased to have Bill join his many long-time friends at DGC and our sister label Geffen Records," states Rosenblatt. "He brings to us an unusually broad range of experience in promotion, artist development, A&R, marketing, and sales, all of which will be invaluable as he leads the DGC team. We owe a debt of thanks to MCA Records President Richard Palmese, who graciously allowed us to invite such a valued employee as Bill to move over to DGC."

Bennett adds, "I've admired the DGC staff and artists since the label's inception back in March 1990, and I'm looking forward to mak-



BILL BENNETT
Director of Promotion

ing a contribution to their already great reputation. The roster happens to be right in line with my personal taste in music and this feels like the payoff for a lot of years of hard work. I'm really proud of the staff at MCA and the work we did with artists like Trixter and Steelheart, and I'll miss all of them."

Bennett's illustrious career began with 13 years in the Promotion, Marketing, and Sales departments at Capitol Records. In 1986 he jumped to MCA as VP/Rock Promotion, and was then snatched by newly-formed Uni as Senior VP/GM. Bennett returned to MCA as Senior VP/A&R before taking his most recent post there overseeing the Rock, Alternative, and College Promotion and Marketing departments.

PLEN AND STEEL

RISE AT VIRGIN

VIRGIN MUSIC PRESIDENT KAZ Utsunomiya and Sr. VP/GM Jim Swindle announce the promotions of East Coast VP/GM David Steel to Senior Vice President, and VP/Field Promotion Michael Plen to Senior Vice President/Promotion.

On his new appointment, Steel quips, "Virgin must be scraping the bottom of the barrel if they're stuck with me as Senior Vice President!" Steel will assist Utsunomiya in overseeing the company while continuing to coordinate the activities of the East coast office. Prior to joining Virgin, Steel worked as International Manager at Chappell Music for several years. He began his career at PolyGram Records, where he held various positions.

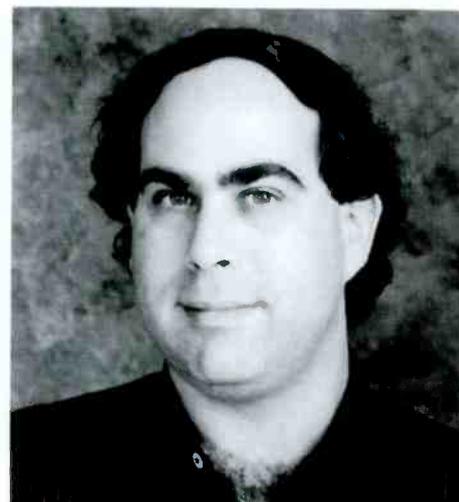
Plen, who'll continue organizing the overall Pop promotion efforts of the company, comments, "I'm thrilled that Virgin believes in



DAVID STEEL
Senior Vice President

me. We will continue to break and develop acts the industry deems unbreakable."

Plen joined Virgin at the inception of the US company. He has been instrumental in



MICHAEL PLEN
Senior Vice President/Promotion

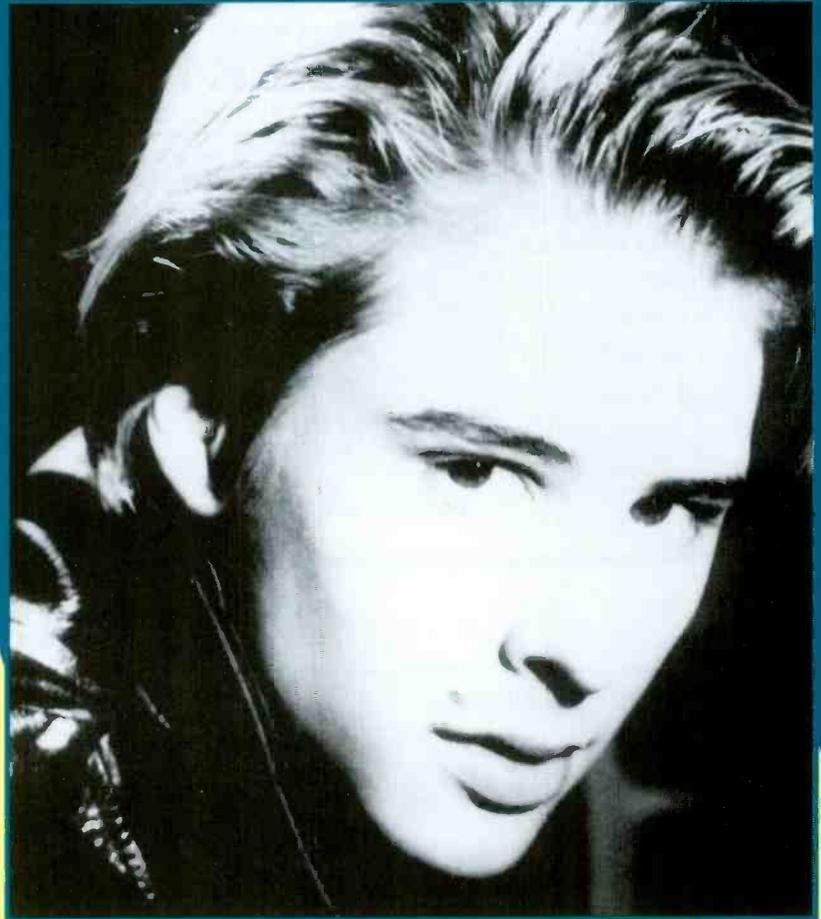
the success of such artists as Paula Abdul, UB40, Ziggy Marley, and others. Previously, he served as VP/Promotion at I.R.S. Records.

CHESNEY HAWKES

*"The one
and only!"*

**When You
Have A Hit...
You Can't Quit!**

**Chesney Breaks
After 14 Weeks!**



These Stations Needed A Hit This Week!

B-104 Baltimore
WAPE Jacksonville
KQKQ Omaha
KWNZ Reno
WKEE Huntington

KOY Phoenix
WNTQ Syracuse
WSSX Charleston
WOKI Knoxville
WKZW Peoria

KRBE Houston
Z-104 Madison
KUTQ Salt Lake City
KFRX Lincoln
And More!

These Stations Prove Chesney Is A Major Hit!

Power 99 Atlanta 4-2*
KBEQ Kansas City 3-2*
WKBQ St Louis 10-7*
KDWB Minneapolis #15*
WLUM Milwaukee 24-16*
WZPL Indianapolis 21-16*
WNCI Columbus 32-26*

WKRZ Wilkes-Barre 2-1*
WRQK Canton #2*
WAAL Binghamton 6-4*
KRNQ Des Moines 10-5*
WPXR Quad-Cities 13-7*
WRQN Toledo 12-7*
WKZL Winston-Salem 19-12*

WBIZ Eau Claire 5-2*
WQUT Johnson City 5-3*
WHTO Owensboro 6-5*
WIFC Wausau 9-5*
KISR Ft Smith 6-5*
KTMT Medford 7-6*
WILN Panama City 15- 8*

THE NETWORK
FORTY

Explodes 24-19*

23% Of All Airplay Is Charted Top 10!

Chrysalis.

DANA KEIL UPPED AT COLUMBIA

COLUMBIA SENIOR VP/Promotion Burt Baumgartner has announced the promotion of Dana Keil to National Director, Top 40 Secondary Promotion, West Coast. In her new post, Ms. Keil's duties will be to obtain and maximize radio airplay at Top 40, coordinate



DANA KEIL

radio promotions, and formulate strategies to enhance product exposure.

Baumgartner comments, "Her diligence and commitment has set Dana apart from all others, and made her the best Secondary Promotion person out there. The foundation for major

Top 40 airplay that Dana provides at the secondary level is an indispensable building block for the success of every new and developing artist."

Ms. Keil, most recently Associate Director, National Secondary Promotion at the label, began her career in 1982 as National Sales Coordinator and later served in the Top 40 and AC promotion areas there.

WORD HAS IT

RECESSION REACHES RECORDS...

The U.S. Music Biz isn't so recession proof after all. Mid-year R.I.A.A. sales figures say the industry has been hit harder than many American businesses with overall unit shipments down 11% from last year. Although revenues were nearly flat at \$3.5 billion for the first six months – which can be attributed to the higher priced CD – shipments of the usual favorite, the cassette, fell a stunning 23% while vinyl LP layouts were down 63%. However, with an upcoming onslaught of superstar releases including U2, Michael Jackson, Hammer, Barbra Streisand, Dire Straits, as well as current best-sellers like Guns N' Roses and Metallica, most labels are optimistic about finishing out 91 with a profitable smile.

RUSSIA ROCKED...

Moscow was the place and AC/DC, The Black Crowes, and Metallica made the noise. As a gift to Russian youths for their resistance to last month's coup, these three bands jammed for 10 hours, free, to half a million people who packed an airfield in Moscow. This unforgettable Rock 'N Roll extravaganza

was the biggest Western Rock concert in the Soviet Union.

PRESIDENT DEDICATED TO COUNTRY...

We're not talkin' "country" as in the good ol' USA...it's "Country" music we refer to as President and Mrs. Bush are expected to attend this year's Country Music Awards in Nashville. With such heavies in the audience, additional big name acts have immediately been added to the bill. Mmmmmm...wonder why George opted to attend this awards show and not MTV's? Perhaps his leather & studs outfit wasn't back from the cleaners.

CHARITABLE MENTION...

At a recent Rock Art Charity auction held in Los Angeles, the highest bid went for a canvas by noted abstract deconstructionist, the multi-talented Madonna, raking in a big \$1,150. Not deviating from her well-known, tell-it-like-it-is or how-she-sees-it attitude, Madonna's work of art read, "Get off my dick! Love Madonna." As an interesting twist to this fine story, the bidder taking home this prize was actor Jason Hervey from "The Wonder Years"!

NOT SO SUAVE?...

Latin rapper Gerardo is probably not feelin' too "Rico Suave" now that he's being sued for more than \$10 million by his alleged former partner, Fabian Cooke. The jilted one charges that he formed a partnership with Gerardo Mejia in the late 80s, co-writing the music, and producing and co-creating Gerardo's act. Gerardo supposedly breached the partnership and has failed to give Cooke credit or compensation as a co-writer. Also named as defendants were Interscope Records and its distributors, EastWest America and Atlantic Recording Corp.

OH, TO BE TINA...

First it was Whitney, and now it's Anita. Tina Turner's autobiography, "I, Tina" is set to be made into a film, but "Who will play Tina?" has been the question. Whitney Houston was the first to accept, taking 18 months to make up her mind and then reneging to concentrate on her own singing career...now cameras are set to roll this fall with Anita Baker in the legendary lady's lead role.

DESMOND CHILD

The new single from the debut solo album Discipline.

Produced by Desmond Child & Sir Arthur Payson
Written by Desmond Child & Diane Warren
C. Winston Simone Management

**Over 70 Stations
Love This Story!**

FM100 Memphis
WAEB Allentown
WBBO Columbus
WBNQ Bloomington
KHTT Santa Rosa

The Story Unfolds!

WNCI Columbus 25-21*
WLAN Lancaster 30-23*
CK-105 Flint 31-24*
KHMV Houston D-26*
WERZ Exeter D-28*
FLY92 Albany 34-31*
KFXD Boise 37-28*
WQUT Johnson City 34-28*
KZOZ San Luis Obispo D-36*

 Active AC 35-31*

YOU'RE THE STORY OF MY LIFE

ENTER SANDMAN
the first single and video
from the new album

Produced by Bob Rock with Hetfield & Ulrich
Management: Q Prime

**Just Added At WZPL Indianapolis
And WCGQ Columbus!**

This Record Isn't Sleeping!

WAPE Jacksonville 17-12* WRVQ Richmond 19-12* WYCR York 19-14*
WABB Mobile 18-15* WJET Erie 24-18* WRQN Toledo 23-19*
WHYT Detroit 23-19* WBBQ Augusta 26-22* KBEQ Kansas City 29-23*

"Metallica's 'Enter Sandman' is a contemporary hit. KBEQ is a contemporary hit radio station. So, by definition, we'd be crazy not to play a song that sells and requests like this one does!"

Jon Anthony, PD
KBEQ Kansas City

"'Enter Sandman' has been Top 10 phones since it hit the air here. The retail on this record in Seattle is huge. No wonder Metallica is one of the few bands that stands out on Top 40 radio."

Randy Irwin, MD
KPLZ Seattle

"Top 5 singles sales in Detroit, and Top 10 phones - all ages! 'Enter Sandman' is having a tremendous musical impact at our station!"

Mark Jackson, MD
WHYT Detroit 23-19*

"Consistent #1 album sales! Not even Guns N' Roses could knock it out! Big requests and growing every week!"

Jeff McCartney, PD
WAPE Jacksonville 17-12*

"If you want to lose don't play it, if you want to win play it. When your listeners are calling, and spending their money to buy the product in such great proportions, they are telling you it's a hit record."

Mark St. John, PD
I-95 Birmingham



On Elektra Cassettes and Compact Discs.

 Heavy Rotation!

She's headed back to the Top 10...her last visit there was 13 years ago when this former classmate of Donny Hathaway released her fifth single to go Gold, "The Closer I Get To You." One of the perennial vocalists of our day, Roberta is managing her Top 40 radio reunion thanks a new album that blends classic songs with modern musical ideas. Not afraid to try anything at least once, *Set The Night To Music* even opens with a Rap...an idea that becomes more absurd when you find out Quincy Jones is doing it. "Do you know Quincy's album *The Dude*?" Roberta asks, turning the interview around. "There's a picture of a sculpture on it. A very modern, little black sculpture. If it had a voice, it would sound like the one on that song. I think Quincy is a lot more talented than a lot of people realize. [As for Rap] it's proven its longevity as an art form and it's a wonderful combination of music and words. Why not experiment? I've done songs we thought would appear on various albums in past and they didn't make it because they didn't work. If this had not worked, I would be the last person to insist that I've got to have a Rap."

Welcome back, roberta

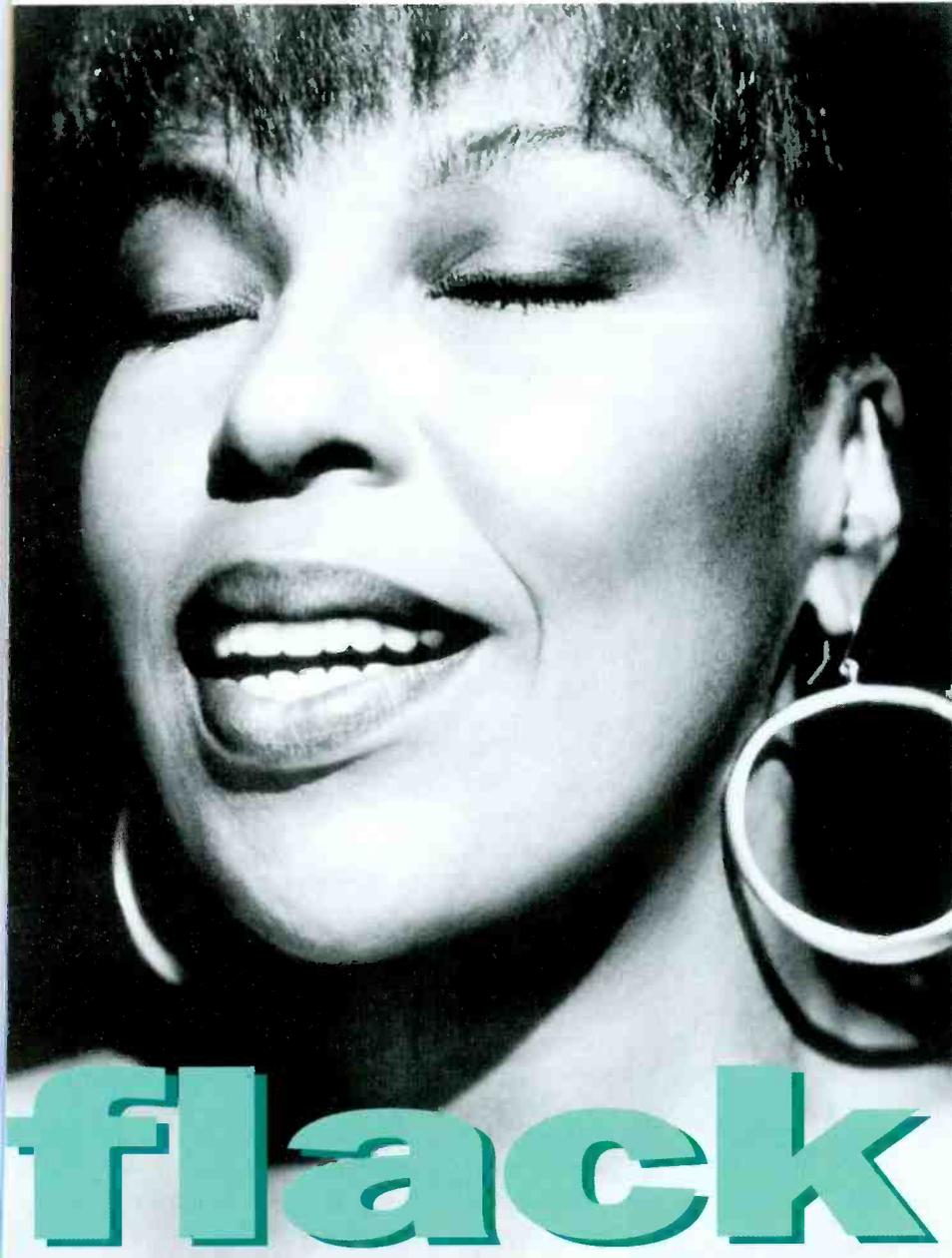
Another combination on the album few would have ever considered is her duet with Maxi Priest, "Set The Night To Music," that in three short weeks is already scaling the charts. "My production manager Zola Burse worked with Maxi last year and found him to be a nice guy," she says. "I also liked the idea of me singing with a Reggae artist because I've been in love with Reggae music as long as I can remember. I was personal friends with Bob Marley and very close to him just before he died. I've also been very close to the Reggae

scene in general and I know a lot of the musicians in Jamaica who wrote with Bob Marley. I did a commercial for Eastern Airlines, and part of the deal was that I would get a trip to the Caribbean. So I chose Jamaica and went to Kingston where the excitement was. The city reminded me of New York, so I eventually moved down and found a place in a little section of Kingston called Stoney Hill. I lived there off and on for seven years and even made friends with a lot of the underground Reggae artists. I'd love to do a Reggae album."

An artist who believes in the honesty of her music, when you listen to Roberta and Maxi, you get the feeling both were actually singing to each other in the studio, something that is almost never done anymore; technology now allows entire bands to record an album and never be in the studio at the same time. "We were and it is rare," Roberta says. "He did such a wonderful job, when he came in we rehearsed for about an hour and then we went into the studio the next day and did it. It happened like that. Reggae music requires

a very personal approach and so much of it is like Country music which is basically a story. Like in 'No Woman, No Cry.' A lot of it is not only Reggae music, but something called Ragamuffin Reggae, because it has a lot of the same chord changes over and over with melodies that are built around the same chord and three-part harmonies."

Yet another surprise on many of the album's tracks is a singer named Mark Stevens, who just happens to be Chaka Khan's brother. "He was with a group called The Jamaica Boys



flack

when I first met him," she recalls. "I don't want to say he's a male version of Chaka, but I can tell as a musician that they're in the same musical family because he has that undeniable energy. You hear some very, very strong vocal licks that a lot of people attempt, but don't quite get to — just as you do when you hear Chaka sing. He brought some very fresh energy, particularly to the songs that he sings solo with me on. I hate to say 'duets' because we tried to approach our performances as 'conversations.' He would sing and I

would sing and if we wanted to talk at the same time, we wound up singing in harmony."

Needless to say, Roberta is an avid music fan herself, and enjoys collaborating with a wide variety of artists. One of the songs on the album, "Something Your Heart Has Been Telling Me," was co-written by Bette Midler. "I'm a big fan of hers," she says. "I met her through a make-up artist who used to work with both of us. I got to admire her as a musician and as a great actress. This song she wrote to include on her last album but,

like most of us do, we go in and over-record. It sounds like a Bette Midler song because it has such a great movie kind of story and the meaning is so clear."

And it's when you've heard a painful love song like "Something Your Heart Has Been Telling Me," that you realize its message is not alone on the album. After all, this is the artist who once had a #1 hit with "Killing Me Softly With His Song." Roberta reflects, "There's a lot of joy in pain unfortunately. I'm not suggesting I'm masochistic, but I'm saying there are lessons in life. Some are painful lessons of love, and the joy comes in moving on with your life and growing beyond what kept you

stuck in one groove. I sing songs that are passionate and emotional and dig deep, because that's the way I feel about love. I can't say I've experienced all those words, but in some form or another I have come so close, that I feel qualified to say them. I continue to explore my own feelings and be as honest as I can, which is not easy to do, even as an actor or actress. It's not easy to unzip and open up and let everything come tumbling out. Whether it's a ballet, an opera, or the symphony, I'm moved by the honesty of a performance."

Probably the most obvious instance on *Set The Night To Music* of Roberta mixing old with new is her version of the 17-year-old Stylistics hit "You Make Me Feel Brand New." Also remarkably contemporary is a redo of the 40-year-old Nat King Cole classic "Unforgettable," which, as it turns out, is the sole remnant of what would have been an LP of Nat's classics. You can guess why that was scratched. "We did 'Unforgettable,' just to see if we were on the right track, almost two years ago. A great song is a great song, just like a great work of art. It [simply] has [to have] a good melody that people can sing back immediately, and a good set of lyrics that tell a story even if it's not an earth-shattering 'Citizen Kane.' People hear 'First Time Ever I Saw Your Face' and they say, 'Boy, I saw my girlfriend the first time I heard this song. I was driving my car and I looked up and there she was in the next lane, and we've been married 15 years and we have six kids...' and things like that. It's not because I sang it necessarily, but because what they heard related to how their heart beats. Nothing is worse than to be on stage and not be able to hook in and open the door to your own soul."

No shortage of soul here. Born in Asheville, North Carolina, and raised in Arlington, Virginia, Roberta has devoted her whole life to music. And it's not difficult to see where she got the inspiration, with history's most famous Gospel musicians playing at the Baptist church just down the street. "Not only Sam Cooke and Mahalia Jackson, but The Mighty Clouds Of Joy, Clara Ward, Sister Rosetta Tharp; all these great Gospel singers who influenced not only religious music in the Black community, but all kinds of music," Roberta remembers. "That's why you have Gospel music today that sounds like R&B. For Black people, it's basically the same pulse. It has that won- ➤

gene sandbloom

roberta

derful African-influenced backbeat. A lot of wonderful musicians came out of the church and not just the obvious ones. I grew up in an African Methodist Episcopal Zion church. All of those words meant something in terms of what I was able to hear musically. I heard Handel's 'Messiah' and the Gospel choir every fourth Sunday in my church. And every Sunday at the Baptist Church there was somebody. If it wasn't a big star, then it was choir from another city or community. There would be tons and tons of wonderful food and music from three in the afternoon until 10 at night."

That's not to say there weren't sacrifices. At one point in the then segregated town of Farmville, North Carolina, Roberta taught grammar to high school kids just to expose them to music at any given opportunity. Later at a junior high, she tried to teach music to kids who couldn't read yet. "I went to college when I was 15, so at 20 I was teaching," she says. "The first Black teacher in an all-White school in Washington, DC. It was kind of challenging, but you know when you're young, you're brave. I was very well armed. I was strictly about music from my head to my toes. All my social interactions with my peers, the adults in my life, special groups like the Girl Scouts or the church groups I belonged to, I was involved in because I was a musician. If a song needed to be played, I could play it. The toughest kids were my friends because I could play Doo-Wop and and teach them four-part harmony. My mother was church organist, and I

have strong memories of being four years of age sitting on the organ bench with her. Probably getting on her nerves, but trying to play the organ, and by the time I was 10 or 11 I was playing the church organ myself. When I was young and I would read the stories of great musicians like Chopin and Mozart, I would fantasize that if I'd been born into another family, in another country, I might have been one of those creations."

By the time Roberta recorded her first album for Atlantic, her repertoire had reached 600 songs. Perhaps even more, because she says she had a photographic memory in those days, stressing the word *had*. It was a talent that allowed her to record her first record in just 10 hours. "I was in and out in a couple of days, that's why we called it *First Take*. I knew all those songs and I was perfectly satisfied. Then I had to resist people who told me 'The First Time Ever I Saw Your Face' was too slow, or

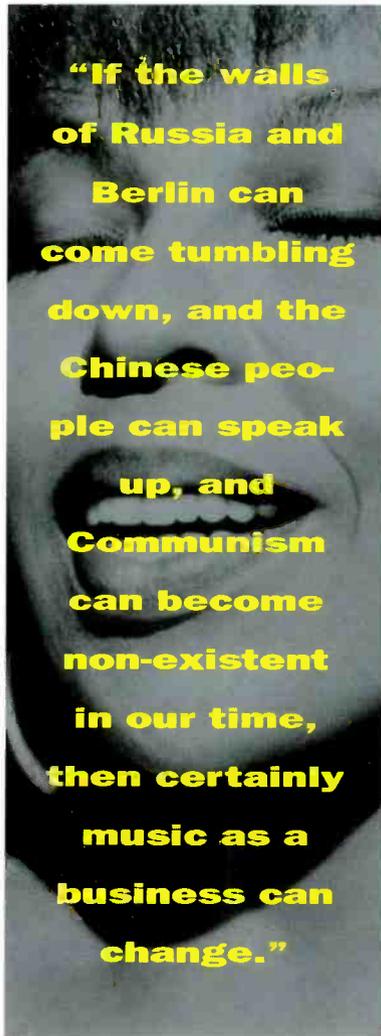
'I Told Jesus' was not a good song to put on the album. I didn't know what they were talking about, it was wonderful music to me. I probably could have done it even sooner had I just been singing into a mike and not heard my voice come back into the earphones [for the first time]. You know that song 'You

Can't Hurry Love?' That's just the way it is in the studio. You can't rush it."

With the same record label for 21 years, it's no surprise to find her hanging out in the office of the company's Chairman, Ahmet Ertegun, bouncing song ideas off each other. She was even signed by Ahmet's brother, the late Nesuhi Ertegun, and sings Irving Berlin's "Always" on the album as a tribute to him. While she loves the fact that the head of her company is always there to talk music, she reminisces about times when musicology abounded. "When you come into [the business], you approach it as pure, pure music. Pure art," Roberta figures.

"Consequently, you get a little waylaid or side tracked when it becomes a business and the record doesn't sell. And the record company says, 'Ahem' [clearing her throat]. So, after a long period of time comes a serious understanding that it is, first of all, a business."

"I've seen the time come when musicians can become millionaires as a result of writing, arranging, producing, and performing songs," Roberta continues. "I don't want to sound like I know that Nat King Cole didn't make a lot of money. But knowing the history of our country at that time, could he ever have made as much money as Michael Jackson, or even Lionel Richie, Kenny Rogers, or Run DMC have made? The one positive I've seen in the many years I've been in the recording industry is, music has achieved a level of acceptance that makes people spend money and buy it. Things have changed, and I think everybody benefits from it. The radio stations, MTV and VH1... everybody. There are more opportunities for Country Western singers to cross over and be accepted as great musicians instead of being isolated. The same thing is true about Spanish recording artists, [as in] Gerardo who sings 'Rico Suave.' We're living in a great time, and I think the world has gotten smaller as a result. If the walls of Russia and Berlin can come tumbling down, and the Chinese people can speak up, and Communism can become non-existent in our time, then certainly music as a business can change." ▀



flack



Corina "whispers"

These New Stations Heard Corina's "Whispers" And Responded With Adds!

- | | | |
|------------------|-----------------------|-------------------|
| Z-100 New York | KOY Phoenix | WPHR Cleveland |
| WPOW Miami | Q-105 Tampa | WLAN Lancaster |
| WQGN New London | WRHT Coastal Carolina | WBPR Myrtle Beach |
| WFHT Tallahassee | KGOT Anchorage | KIXY San Angelo |

Corina Climbs Higher!

- | | | |
|--------------------------|------------------------|------------------------------|
| Hot 97 New York 8-5* | Power Pig Tampa 19-15* | Hot 94.7 Chicago 26-15* |
| TIC-FM Hartford 24-22* | WJMO Cleveland 34-26* | Mojo New York 29-26* |
| PRO-FM Providence 31-27* | WZOU Boston 30-28* | Power 106 Los Angeles 33-30* |
| Z-90 San Diego D-30* | WWKX Providence 33-30* | |

 **Move 38-34* On The Street 40!**

**Over 60 Stations Have Spoken Up For "Whispers"...
How 'bout You?**



Natural Selection featuring Niki Haris

"Do Anything"

**Over Half of 235 Reporting Stations Have
Natural Selection Charted Top 10!
Overnight Requests At Over 50 Stations
From Coast To Coast!**

 **4-3***

 **Moves 5-4* On The Street 40!**

 **3 Weeks In Active Rotation!**

Headed For #1!



west records america



music meeting

With virtually all releases this week coming from big name stars, this is perfect timing for Top 40 radio to kick off the Fall book with a thankfully lighter load of recurrences. Here's how the menu looks:

CHER

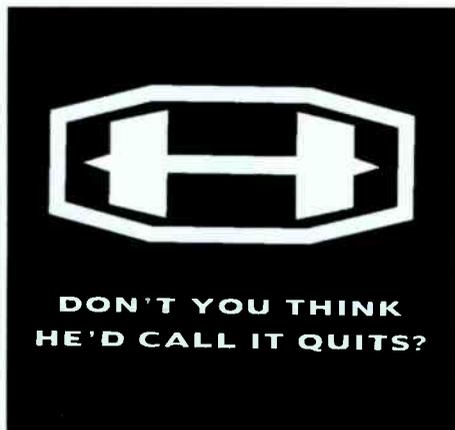
"Save Up All Your Tears" (Geffen)

About 28 seconds into this Desmond Child/Diane Warren composition, the hook kicks in. It then sticks around for the remainder of this four-minute, textbook, optimistic, sing-a-long Pop/Rocker that kicks off Cher's *Love Hurts* album. As if the two biggest songwriters aren't enough, she also enlists successful producers Bob Rock and Richie Zito. This is what the format is all about, with Hot and Soft AC versions to placate slow starters. Looks Top 10 from our P.O.V.

ROD STEWART

"Broken Arrow" (Warner Bros)

As subtle as it is powerful, this love song is so potent it will reduce just about anyone to rubble. A very *unplugged* track, as you might expect for a Robbie Robertson-penned piece, producer Patrick Leonard sparingly and refreshingly uses just enough piano and organ to give it something of a spiritual feel. The simpler the better – this is simply great stuff. Perfect for Rock and AC radio, with a great shot for the top of the Pop chart as well.



TINA TURNER

"Love Thing" (Capitol)

There aren't simply big names this week, there are big songs to go with them. One of three new songs from an upcoming *Greatest Hits* package, "Love Thing" is a classic Pop hit given a Rock edge that slowly melts away with every listen. A killer hook and a killer look for this pentagenarian who still manages to create steam as she glides through her accompanying video. A bit hard for AC radio, this is a good opportunity for Top 40 to steal the show with a great image artist.



cher

KENNY LOGGINS

"Conviction Of The Heart" (Columbia)

Listening to Kenny Loggins' new *Leap Of Faith* is like watching a home movie of the last few years of his life. It's not a very happy film, yet since painful experiences usually bring about the most inspired songwriting, Kenny has really outdone himself. This artist takes our planet's condition very seriously – when you listen to this first single's story of environmental distress, you'll find the sadness hitting just a bit closer to home and a bit more personal than the anthems we're used to. If you're looking for an artist with a huge upper demo fan base and a new and beautiful angle on Pop music, this is your choice.

SMOKEY ROBINSON

"Double Good Everything" (SBK)

After four decades as not only one of Motown Records' best selling artists but one of the most prolific songwriters on staff there, Smokey Robinson makes his move to SBK Records. Getting back to basics, the Rock

And Roll Hall Of Famer has written and produced his own material once again, and the result is easy going Pop hits like "Double Good Everything." A hum-it-from-the-first-listen song with Top 40, Urban, Street 40, and AC potential, this is the first established artist to join the SBK ranks; they're out to bring it home.

PAULA ABDUL

"Blowing Kisses" (Captive/Virgin)

Choosing a new single for an artist of Paula's caliber almost inevitably leads to controversy, and this third release from the already Double-Platinum *Spellbound* album is no exception. But opting for a mega-ballad over the oft-times bizarre "Vibeology" was a very astute move for the moment. A core artist for Street 40, those stations have already shifted to "Blowing Kisses" which has far more across the board potential at the format. As



the farm "groovy train"

Look Who Climbed Aboard!

B-94 Pittsburgh
KYRK Las Vegas
WILN Panama City
KQIZ Amarillo

WHYT Detroit
WZOK Rockford
KPXR Anchorage
WWFX Bangor

WOKI Knoxville
WBPR Myrtle Beach
KQHT Grand Forks
Y-93 Bismarck

CK-105 Flint
WIFC Wausau
KSND Eugene
K106 Beaumont

Makin' Tracks To The Top!

KWOD Sacramento 14-12*
KS-104 Denver 18-16*
Hot 94.7 Chicago 27-19*
WDFX Detroit D-24*
KRBE Houston 29-24*
KKYK Little Rock 29-26*
G-105 Raleigh 30-27*

KLUC Las Vegas 14-12*
KPLZ Seattle 21-18*
Power 99 Atlanta 26-24*
WXXL Orlando 27-24*
WPXR Quad-Cities 30-25*
Power 95 Dallas 30-27*
KZZU Spokane 33-29*

KRQ Tucson D-30*



10th Week On MTV!



National Tour Now Under Way!



music meeting

"Rush Rush" and "The Promise Of A New Day" became her fifth and sixth #1 hits, you can bank this one Top 5 at the very least.

CHRIS ISAAK

"Blue Spanish Sky" (Reprise)

When director David Lynch plucked Isaak's "Wicked Game" off the long forgotten *Heart Shaped Wheel* album for his film "Wild At Heart," the brooding hit sent both the soundtrack and Isaak's album up the charts. And while the upbeat follow-up, "Why Don't You Dream About Me," was a great song, the contrast killed it. Now as Isaak continues work on his fourth album, the Stockton artist is back with something even moodier and broodier – another lonely ballad, "Blue Spanish Sky" was also used in the film "Wild At Heart," but never made it onto the soundtrack. Your adults l-o-v-e this guy, so despite it's haunting style, a few spins during mid-days may show this to be a monster.

THE ESCAPE CLUB

"So Fashionable" (Atlantic)

The quintessential MTV record with a money-chasing "girl in the cat-black dress" as the focal point of this edgy, mid-tempo song. While it's miles from "Wild, Wild West," that debut hit from this London-based quartet is close to the vibe of this latest release.

ROBYN HITCHCOCK AND THE EGYPTIANS

"So You Think You're In Love" (A&M)

A flashback to the 1980 LA club scene when almost all you heard were bands who secretly wished they had grown up in 1968; an era with lots of jangly guitars, simple lyrics about love, and real drum sounds that all too often people tagged Rockabilly. This first Top 40 single from Robyn goes to all those extremes and more with R.E.M.'s Peter Buck

reliving his 1980 guitar memories here as well. Already breaking at forward thinking Rock radio stations, and #1 at Alternative radio for the umpteenth week.

WHITE TRASH

"Apple Pie" (Elektra)

Released to Rock radio three months ago with a minimum of fanfare, White Trash has since been exploding in several markets at that format. Now as MTV enters its 15th week in Buzz Bin (its heaviest) rotation, Elektra is re-blitzing the track to Rock radio and pressing a CD-Pro for Top 40's benefit. A grungy guitar song with un-production, the Axl Rose-style vocals of Dave "D-Bone" Alvin is well geared to nighttimers at radio and the bins at retail.

DILLINGER

"Home For Better Days" (JRS)

Deservedly Top 30 at Rock radio thanks to this band's heartland roots style, Dillinger is a four-piece band that followed The Black Crowes' lead in not sprucing up their product for the mainstream. This first single, geared for stations who have recently beefed up their Rock mix, is a well-written, hooky offering that demonstrates the group's prowess in mixing electric and acoustic guitars.

STEVE PLUNKETT

"Louie Louie" (Quality)

Since 1963 when The Kingsmen first recorded "Louie, Louie" and sent it all the way to #2 for six weeks (must have been a Mariah Carey single out at the time), everyone has been trying to take this hit to #1. John Belushi and the Fat Boys gave it a shot with no luck...now testing the power of metal, Autograph lead man Steve Plunkett makes his go marking the first Rock release for this traditionally Street-based record label. Actually not as loud as you might think, the Club mix may even give Timmy T a run for his money.



robyn hitchcock

ONE NATION

"Love's Rock" (IRS)

When you hear this single has been burning up import bins, the immediate temptation would be to label it an Alternative/Dance record. After all, what else sells in import bins these days? Actually, "Love's Rock" is a straight ahead ballad with essentially pure Pop appeal. It's off the second album for a UK group now well-known on the UK charts and club circuit thanks in part to Kipper, the group's innovative leader.

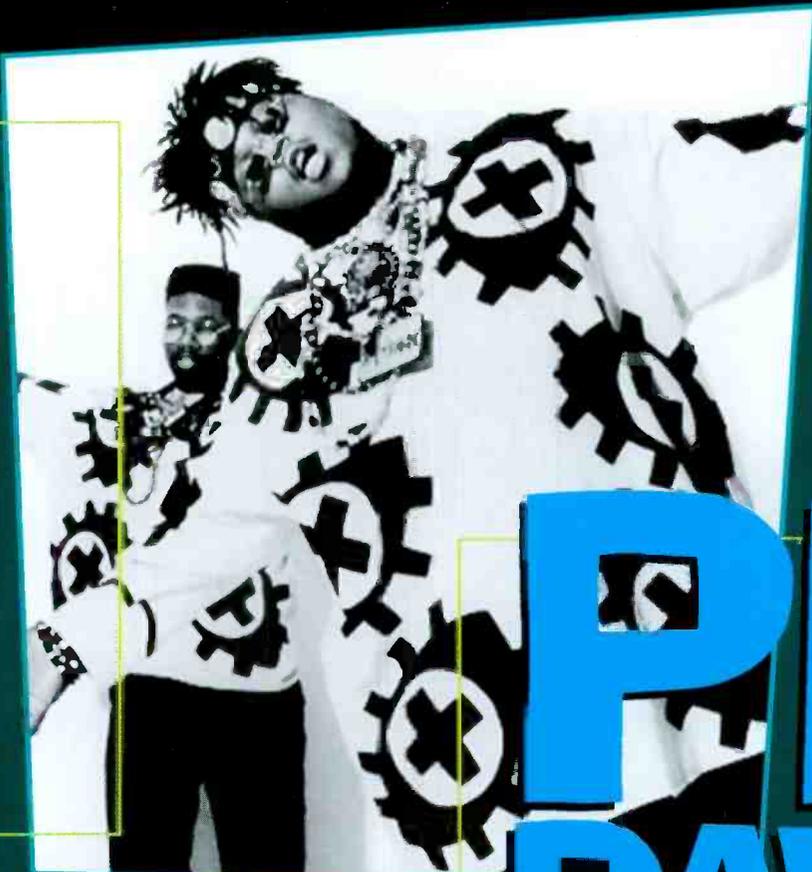
AND...

Also going to Top 40 this week is a new release from the **Thompson Twins** on Warner Bros., featured in Darcy Sander's *Hot Crossover Music Meeting*.

– Gene Sandbloom

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

*set
adrift
on
memory
bliss*



P.M. DAWN

 **Buzz Bin!**

Breaking Dawn! Just Added!

WAVA Washington, DC
Power 106 Los Angeles D-32*
KCAQ Ventura D-35*
KKXX Bakersfield
WVSR Charleston
KYRK Las Vegas

B97 New Orleans
WZOU Boston D-34*
KDON Monterey
KQMQ Honolulu
WXLK Roanoke
KFFM Yakima
KPSI Palm Springs

WHYT Detroit D-18*
KBFM Brownsville D-39*
KHTK St Louis
ERQ Tucson
WXXL Orlando
WFHT Tallahassee
KWIN Stockton D-31*

KIIS Los Angeles D-28*
KBTS Austin D-21*
KHTT Santa Rosa
WTLQ Wilkes-Barre
KXXF Kansas City
KHTY Santa Barbara

Hot At!

WPGC Washington, DC 15-10*
WHYT Detroit D-18*
KKFR Phoenix 29-22*
Hot 97.7 San Jose 34-24*
WJMO Cleveland 38-30*
WCKZ Charlotte 33-17*
KC101 New Haven D-28*

KBXX Houston 15-11*
KRBE Houston D-18*
Hot 97 New York D-22*
WMXP Pittsburgh 29-26*
WLUM Milwaukee D-30*
WKSS Hartford 28-24*
KZFM Corpus Christi D-40*

Q106 San Diego 22-16*
KS104 Denver 24-19*
KGGI Riverside D-23*
KOY Phoenix D-26*
TIC FM Hartford 34-30*
Power 102 Fresno 32-26*
WMMZ Gainesville/Ocala D-27*
KIOC Beaumont D-31*

KMEL San Francisco 21-16*
FM102 Sacramento 24-21*
KTFM San Antonio 30-23*
Power 99 Atlanta 30-27*
KBOS Fresno 26-14*
Hot 105 Columbus D-26*
WYKS Gainesville D-34*

 **Moves 34-21* On The Street 40!**

 **Top 10 Requests!**

Power 99 Atlanta
KC101 New Haven

WDFX Detroit
KLUC Las Vegas

KIIS FM Los Angeles
WFHT Tallahassee

Power 106 Los Angeles
WMMZ Gainesville/Ocala

WOHT Jackson

GEE STREET

P.M. Dawn Has A "True" Hit!



most requested



WPLJ New York, AJ Hammer

1. Naughty By Nature, O.P.P.
2. Bryan Adams, (Everything I Do)
3. Corina, Whispers
4. Natural Selection, Do



KKYK Little Rock, Gregster

1. Tuff, I Hate Kissing You
2. Kiss, God Gave Rock And
3. Metallica, Enter Sandman
4. Firehouse, Love Of A
5. C & C Music Factory, Things



WAPW Atlanta, Domino

1. Firehouse, Love Of A
2. Naughty By Nature, O.P.P.
3. Boyz II Men, It's So Hard
4. Marky Mark & The Funky Bunch, Good
5. Guns N' Roses, Don't Cry



KLUC Las Vegas, Cat Thomas

1. Icy Blu, I Wanna Be Your
2. Salt-N-Pepa, Let's Talk
3. Color Me Badd, I Adore Mi
4. Natural Selection, Do
5. P.M. Dawn, Set Adrift On
6. The Escape Club, I'll Be
7. Marky Mark & The Funky Bunch, Good
8. Martika, Love...Thy Will Be



WDJX Louisville, Mike Shannon

1. Guns N' Roses, Don't Cry
2. Mariah Carey, Emotions
3. Firehouse, Love Of A
4. Boyz II Men, Motownphilly
5. Prince, Cream
6. Heavy D And The Boyz, Now



1. NATURAL SELECTION, DO ANYTHING
2. MARKY MARK & THE FUNKY BUNCH, GOOD VIBERATIONS
3. NAUGHTY BY NATURE, O.P.P.
4. PRINCE, CREAM
5. COLOR ME BADD, I ADORE MI AMOR
6. BOYZ II MEN, MOTOWNPHELLY
7. GUNS N' ROSES, DON'T CRY
8. MARIAH CAREY, EMOTIONS
9. FIREHOUSE, LOVE OF A LIFETIME
10. BRYAN ADAMS, (EVERYTHING I DO) I DO IT FOR YOU

7. Color Me Badd, I Adore Mi
8. Natural Selection, Do
9. Marky Mark & The Funky Bunch, Good



WYHY Nashville, Gator Harrison

1. Guns N' Roses, Don't Cry
2. Naughty By Nature, O.P.P.
3. Prince, Cream
4. Salt-N-Pepa, Let's Talk
5. Vanilla Ice, Cool As Ice
6. Firehouse, Love Of A
7. Boyz II Men, Motownphilly



KKRD Wichita, Greg Williams

1. Prince, Cream
2. Natural Selection, Do

3. Heavy D And The Boyz, Now
4. Van Halen, Top Of The World
5. Bryan Adams, (Everything I Do)
6. Tony Terry, With You
7. Jesus Jones, Real, Real,
8. Naughty By Nature, O.P.P.
9. Karyn White, Romantic
10. Mariah Carey, Emotions



WQHT New York, Freddie Colon

1. Naughty By Nature, O.P.P.
2. Laissez Faire, In Paradise
3. Lisette Melendez, A Day In
4. Voyce, Within My Heart
5. Ce Ce Peniston, Finally
6. Or-N-More, Everyotherday



WPHR Cleveland, Yo! Sunny Joe

1. Karyn White, Romantic
2. Natural Selection, Do
3. Naughty By Nature, O.P.P.
4. Tami Show, The Truth
5. Boyz II Men, Motownphilly
6. Salt-N-Pepa, Let's Talk
7. Color Me Badd, I Adore Mi
8. Jesus Jones, Real, Real,



KPWR Los Angeles, Frank Lozano

1. Marky Mark & The Funky Bunch, Good
2. Color Me Badd, I Adore Mi
3. Hi-C, I'm Not Your Puppet
4. Naughty By Nature, O.P.P.
5. P.M. Dawn, Set Adrift On
6. Heavy D And The Boyz, Now



WFHT Tallahassee, Ric Austin

1. Naughty By Nature, O.P.P.
2. Boyz II Men, It's So Hard
3. Prince, Cream
4. The Farm, Groovy Train
5. Salt-N-Pepa, Let's Talk
6. Lenny Kravitz, Stand By My
7. Color Me Badd, All 4 Love
8. Siouxsie & The Banshees, Kiss
9. P.M. Dawn, Set Adrift On



KPLZ Seattle, Mark Allan

1. Crash Test Dummies, Superman's
2. Metallica, Enter Sandman
3. Boyz II Men, Motownphilly
4. Guns N' Roses, Don't Cry
5. Natural Selection, Do
6. Boyz II Men, It's So Hard
7. John Mellencamp, Get A Leg

“the real power of music is in its honesty”

KENNY LOGGINS



Conviction Of The Heart
The first single from his new album
“Leap Of Faith”

Adds — 10/7 and 10/8.

On Columbia.

Watch for Kenny on tour in these cities:

Oct. 3 Dallas, Oct. 6 San Antonio, Oct. 9-10 Las Vegas, Oct. 11-12 Palm Springs, Oct. 16-17 Los Angeles, Oct. 18-19 San Diego,
Oct. 20 Phoenix, Oct. 22-23 Salt Lake City, Oct. 28-29 San Francisco, Nov. 7 St. Louis, Nov. 8-9 Detroit, Nov. 11 Toronto, Nov. 13-14 Cleveland,
Nov. 15-16 Chicago, Nov. 19-20 New York, Nov. 22 Washington, DC, Nov. 23 Springfield, Nov. 24 Boston, Jan. 16-19 Lake Tahoe

“Columbia” Reg. U.S. Pat. & Trm. Off. Marca Registrada. © 1991 Sony Music Entertainment Inc.

Management:  Shep Gordon & Deniz Feigelson

most requested

8. Prince, Cream
9. Big Audio Dynamite I I, Rush
10. Marky Mark & The Funky Bunch, Good



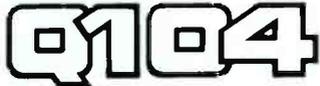
WHYT Detroit, Bo The Jammer

1. Naughty By Nature, O.P.P.
2. Grandmaster Slice, Thinking
3. Marky Mark & The Funky Bunch, Wildside
4. K.M.C. KRU, The Devil Came



WRVQ Richmond, Billy Surf

1. Metallica, Enter Sandman
2. Marky Mark & The Funky Bunch, Good
3. P.C. Quest, After The
4. Naughty By Nature, O.P.P.
5. Bryan Adams, (Everything I Do)



KBEQ Kansas City, Steve E B

1. Bryan Adams, (Everything I Do)
2. Metallica, Enter Sandman
3. Natural Selection, Do
4. Marky Mark & The Funky Bunch, Good
5. Firehouse, Love Of A



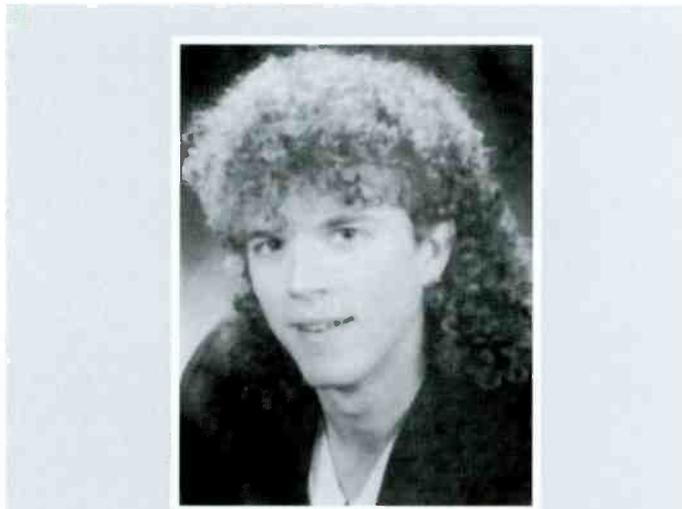
WIOQ Philadelphia, Joe Mamma

1. Boyz II Men, It's So Hard
2. Salt-N-Pepa, Let's Talk
3. Naughty By Nature, O.P.P.
4. Natural Selection, Do
5. Marky Mark & The Funky Bunch, Good



WHTZ New York, Kid Corona

1. Naughty By Nature, O.P.P.
2. Guns N' Roses, Don't Cry
3. Prince, Get Off



JOJO WRIGHT
KHYI DALLAS

1. BOYZ II MEN, MOTOWNPHELLY
2. GUNS N' ROSES, DON'T CRY
3. MARKY MARK & THE FUNKY BUNCH, GOOD VIBRATIONS
4. BRYAN ADAMS, (EVERYTHING I DO) I DO IT FOR YOU
5. COLOR ME BADD, I ADORE MI AMOR

4. Jesus Jones, Real, Real,
5. Marky Mark & The Funky Bunch, Wildside



KDON Monterey, Marty Party

1. Bryan Adams, (Everything I Do)
2. Boyz II Men, It's So Hard
3. Marky Mark & The Funky Bunch, Good
4. Natural Selection, Do
5. Salt-N-Pepa, Let's Talk
6. D.J. Jazzy Jeff, Ring My
7. Color Me Badd, I Adore Mi
8. Mariah Carey, Emotions



WXLK Roanoke, Eddie Haskell

1. Natural Selection, Do
2. Firehouse, Love Of A

3. Hi-Five, I Can't Wait
4. Prince, Get Off
5. Russ Irwin, My Heart



WKCI New Haven, Johnny Dark

1. Bryan Adams, (Everything I Do)
2. Color Me Badd, I Adore Mi
3. Marky Mark & The Funky Bunch, Good
4. Firehouse, Love Of A
5. Mariah Carey, Emotions
6. Bryan Adams, Can't Stop
7. Boyz II Men, Motownphilly
8. Jesus Jones, Real, Real,
9. Naughty By Nature, O.P.P.
10. Amy Grant, That's What Love



KTFM San Antonio, Lorenda Rae

1. Boyz II Men, Motownphilly
2. Color Me Badd, I Adore Mi
3. Boyz II Men, It's So Hard
4. Naughty By Nature, O.P.P.
5. Angelica, Angel Baby



WSSX Charleston, Jimmy Jay

1. Guns N' Roses, Don't Cry
2. Natural Selection, Do
3. Jesus Jones, Real, Real,
4. Amy Grant, That's What Love
5. Salt-N-Pepa, Let's Talk



KRQQ Tucson, Hurricane Wayne

1. Boyz II Men, It's So Hard
2. Salt-N-Pepa, Let's Talk
3. K.M.C. KRU, The Devil Came
4. Color Me Badd, All 4 Love
5. Firehouse, Love Of A
6. Siouxsie & The Banshees, Kiss
7. Color Me Badd, I Adore Mi
8. Natural Selection, Do



WBSB Baltimore, Billy Brown

1. Prince, Cream
2. Jesus Jones, Real, Real,
3. Firehouse, Love Of A
4. Boyz II Men, Motownphilly
5. Mariah Carey, Emotions
6. Marky Mark & The Funky Bunch, Good
7. Bad English, Straight To
8. Heavy D And The Boyz, Now



KDWB Minneapolis, Bobby Wilde

1. Marky Mark & The Funky Bunch, Good
2. Guns N' Roses, Don't Cry

Roberta Flack

**"Set The Night
To Music"**

A Certified Smash!

Marc Cohn

"True Companion"

*The Ultimate
Love Song!*

The Escape Club

"So Fashionable"

*Make A Fashion
Statement With
This Top 10
Follow-Up!*

most requested

3. C & C Music Factory, Things
4. Bryan Adams, (Everything I Do)
5. Prince, Cream
6. Firehouse, Love Of A
7. Paula Abdul, Blowing Kisses
8. Bryan Adams, Can't Stop



WKZL Winston-Salem, Penny West

1. Bryan Adams, (Everything I Do)
2. C & C Music Factory, Things
3. Natural Selection, Do
4. Marky Mark & The Funky Bunch, Good
5. Boyz II Men, Motownphilly
6. Russ Irwin, My Heart
7. Bryan Adams, Can't Stop
8. John Mellencamp, Get A Leg
9. Steelheart, She's Gone
10. Firehouse, Love Of A



KUBE Seattle, Chet Buchanan

1. Prince, Cream
2. Extreme, Hole Hearted
3. Naughty By Nature, O.P.P.
4. Firehouse, Love Of A
5. Natural Selection, Do
6. Metallica, Enter Sandman
7. Heavy D And The Boyz, Now
8. Big Audio Dynamite II, Rush
9. Boyz II Men, It's So Hard
10. Mariah Carey, Emotions



WZPL Indianapolis, Jeff Lewis

1. Boyz II Men, Motownphilly
2. Color Me Badd, I Adore Mi
3. Heavy D And The Boyz, Now
4. Firehouse, Love Of A
5. Natural Selection, Do
6. Marky Mark & The Funky Bunch, Good
7. Bryan Adams, (Everything I Do)
8. Salt-N-Pepa, Do You Want Me
9. Guns N' Roses, Don't Cry



BREAKOUT!

BOYZ II MEN

"IT'S SO HARD TO SAY GOODBYE TO YESTERDAY"

WIOQ	PHILADELPHIA	#1
WDCG	RALEIGH	#1
KRQQ	TUCSON	#1
WAPW	ATLANTA	#3
KTFM	SAN ANTONIO	#3



WDJB Fort Wayne, Phlash Phelps

1. Mariah Carey, Emotions
2. Jesus Jones, Real, Real,
3. Guns N' Roses, Don't Cry
4. Natural Selection, Do
5. Metallica, Enter Sandman
6. Prince, Cream
7. EMF, Lies
8. Bryan Adams, Can't Stop
9. The Farm, Groovy Train
10. Rythm Syndicate, Hey Donna



WHYI Miami, Chio The Hitman

1. Firehouse, Love Of A
2. Color Me Badd, I Adore Mi
3. The Escape Club, I'll Be

4. Bryan Adams, Can't Stop
5. Mariah Carey, Emotions



WPRO FM Providence, Magic Mark

1. Naughty By Nature, O.P.P.
2. Marky Mark & The Funky Bunch, Wildside
3. Color Me Badd, I Adore Mi
4. D.J. Jazzy Jeff, Ring My
5. Bell Biv DeVoe, Word To The



KOKZ Waterloo/CedarRapids, Ron Newman

1. Natural Selection, Do
2. Guns N' Roses, Don't Cry
3. Color Me Badd, I Adore Mi

4. Michael W. Smith, For You
5. Extreme, Hole Hearted
6. Amy Grant, That's What Love
7. Marky Mark & The Funky Bunch, Good
8. Billy Falcon, Power Windows
9. Bryan Adams, Can't Stop



WDFX Detroit, The Janitor

1. K.M.C. KRU, The Devil Came
2. Salt-N-Pepa, Let's Talk
3. Marky Mark & The Funky Bunch, Wildside
4. Naughty By Nature, O.P.P.
5. Prince, Cream
6. P.M. Dawn, Set Adrift On
7. D.J. Jazzy Jeff, Ring My
8. Firehouse, Love Of A



WWCK Flint, Catfish Cooper

1. Salt-N-Pepa, Let's Talk
2. K.M.C. KRU, The Devil Came
3. Metallica, Enter Sandman
4. Boyz II Men, It's So Hard
5. Naughty By Nature, O.P.P.
6. Prince, Cream
7. Marky Mark & The Funky Bunch, Wildside
8. Erasure, Chorus
9. Martika, Love...Thy Will Be
10. Guns N' Roses, Don't Cry



KJYO Oklahoma City, Todd Tucker

1. Natural Selection, Do Anything
2. Extreme, Hole Hearted
3. Mariah Carey, Emotions
4. Michael W. Smith, For You
5. Guns N' Roses, Don't Cry
6. Boys II Men, Motownphilly
7. Firehouse, Love Of A Lifetime
8. The KLF, 3 am Eternal

KKMG KRDU

“The Devil Came Up To Michigan”

The Story Continues...

Key Adds!

B-96 Chicago

KKFR Phoenix

KBOS Fresno

KWNZ Reno

KYRK Las Vegas

KFXD Boise

Key Testimonials!

I-95 Birmingham (Debut #26*)

“I don’t like it. I didn’t like it. HOWEVER, it is very rare that you find a song that you play twice and have it generate #1 phones the next day. In my book that’s a rare treasure.”

Mark St. John, PD

WABB Mobile

“Yeah, I don’t like it either. BUT, my audience does and I don’t argue with them. Therefore, it’s on the air blowin’ the phones out.”

Dusty Hayes, PD

Key Moves!

WHYT Detroit 6-5*

“#1 phones 12-34 with Top 10 callout and #1 sales at the Harmony House chain, Adult phones and sales and Teen phones and sales. We even have people calling the business line for it.”

Mark Jackson, MD

KPRR El Paso 11-9*

“One of the most reactive records we’ve played. On first listen, you might not think it’s anything to deal with, but just a few plays and the listeners tell a different story. And isn’t that who really matters?”

Eli Molano, PD

KKXX Bakersfield 7-5*

Y-107 Nashville 8-7*

WWHT Columbus 20-17*

KKMG Colorado Springs 26-20*

KZFM Corpus Christi 35-27*

WJMO Cleveland 32-28*

The Devil’s In The House...Stay Tuned!

CURB
RECORDS

hit singles

(for the research week ended 10/01/91)



prince

most added

1. Michael Bolton, When A Man Loves A Woman
2. Nia Peeples, Street Of Dreams
3. Boyz II Men, It's So Hard To Say Goodbye To Yesterday
4. Van Halen, Top Of The World
5. Belinda Carlisle, Do You Feel Like I Feel?
6. John Mellencamp, Get A Leg Up
7. P.M. Dawn, Set Adrift On Memory Bliss
7. The Storm, I've Got A Lot To Learn About Love
9. Stevie B, Forever More
10. Tara Kemp, Too Much

major moves

1. Prince, Cream
2. Karyn White, Romantic
3. Bryan Adams, Can't Stop This Thing We Started
4. Natural Selection W/ Niki Haris, Do Anything
5. Jesus Jones, Real, Real, Real
5. Mariah Carey, Emotions
7. Roberta Flack W/Maxi Priest, Set The Night To Music
8. Extreme, Hole Hearted
9. Rythm Syndicate, Hey Donna
10. Amy Grant, That's What Love Is For

2W	LW	TW	Artist/Song	Label
2	1	①	MARIAH CAREY. Emotions	Columbia
5	2	②	KARYN WHITE. Romantic	WB
7	4	③	NATURAL SELECTION W/NIKI HARIS. Do Anything	Atco/EastWest
1	3	4	COLOR ME BADD. I Adore Mi Amor	Giant
12	6	⑤	EXTREME. Hole Hearted	A&M
13	8	⑥	BONNIE RAITT. Something To Talk About	Capitol
10	5	7	MARKY MARK & THE FUNKY BUNCH. Good Vibrations	Interscope
14	11	⑧	AARON NEVILLE. Everybody Plays The Fool	A&M
15	12	⑨	MARTIKA. Love...Thy Will Be Done	Columbia
21	14	⑩	BRYAN ADAMS. Can't Stop This Thing We Started	A&M
6	7	11	BOYZ II MEN. Motownphilly	Motown
4	9	12	FIREHOUSE. Love Of A Lifetime	Epic
23	17	⑬	JESUS JONES. Real, Real, Real	SBK
20	16	⑭	BAD COMPANY. Walk Through Fire	Atco
35	21	⑮	PRINCE. Cream	Paisley Park/WB
3	10	16	MICHAEL BOLTON. Time, Love And Tenderness	Columbia
22	20	⑰	LUTHER VANDROSS. Don't Want To Be A Fool	Epic
28	23	⑱	RYTHM SYNDICATE. Hey Donna	Impact
30	24	⑲	CHESNEY HAWKES. The One And Only	Chrysalis
37	28	⑳	ROBERTA FLACK W/MAXI PRIEST. Set The Night To Music	Atlantic
—	35	㉑	AMY GRANT. That's What Love Is For	A&M
8	13	22	CATHY DENNIS. Too Many Walls	PLG
40	33	㉓	GUNS N' ROSES. Don't Cry	Geffen
39	32	㉔	CURTIS STIGERS. I Wonder Why	Arista
19	18	25	HEAVY D AND THE BOYZ. Now That We Found Love	Uptown/MCA
33	30	㉖	BILLY FALCON. Power Windows	Jambco/Mercury
32	29	㉗	BAD ENGLISH. Straight To Your Heart	Epic
11	15	28	C & C MUSIC FACTORY. Things That Make You Go Hmmm...	Columbia
16	22	29	R.E.M.. Shiny Happy People	WB
27	25	30	BOB SEGER. The Real Love	Capitol
36	34	㉑	SIOUXSIE & THE BANSHEES. Kiss Them For Me	Geffen
38	36	㉓	VANESSA WILLIAMS. Running Back To You	Wing/Mercury
9	19	33	PAULA ABDUL. The Promise Of A New Day	Captive/Virgin
—	40	㉔	TONY TERRY. With You	Epic
▶	DEBUT!	㉕	JOHN MELLENCAMP. Get A Leg Up	Mercury
▶	DEBUT!	㉖	MICHAEL BOLTON. When A Man Loves A Woman	Columbia
▶	DEBUT!	㉗	SIMPLY RED. Something Got Me Started	Atco/EastWest
18	26	38	BRYAN ADAMS. (Everything I Do) I Do It For You	A&M/Morgan Creek
▶	DEBUT!	㉙	EMF. Lies	EMI
▶	DEBUT!	40	RUSS IRWIN. My Heart Belongs To You	SBK



Van Halen

“Top Of The World”

+ Most Added For The Second Straight Week!

KJ-103 Oklahoma City
I-95 Birmingham
KIKX Colorado Springs
WERZ Exeter

WPXY Rochester
KAY107 Tulsa
WHHY Montgomery
WPXR Quad-Cities

WNVZ Norfolk
G-105 Raleigh
WABB Mobile
KWNZ Reno

KUTQ Salt Lake City
FLY92 Albany
WIXX Green Bay
KPXR Anchorage

On Top Of The Charts!

KEGL Dallas 16-12*
PRO-FM Providence D-35*
WYCR York D-24*

B-94 Pittsburgh D-24*
WRQK Canton 23-13*
KKRD Wichita D-26*

KBEQ Kansas City D-26*
WJET Erie 22-17*
WAAL Binghamton 37-28*

WKBQ St Louis 29-27*
KKYK Little Rock D-20*

Dire Straits

“Calling Elvis”



Calling In “Elvis” Adds!

KWOD Sacramento
KKYK Little Rock
WOMP Wheeling
WWFX Bangor
WQUT Johnson City D-38*

WJET Erie
KISR Ft Smith
WQUT Johnson City
WVBS Wilmington 37-33*



Jasmine Guy

“Just Want To Hold You”

Just Want To Add Jasmine!

Kiss 108 Boston
Hot 94.7 Chicago D-29*

Q-102 Cincinnati
Hot 97 New York D-34*

Hot 102 Milwaukee
WJLQ Pensacola

B-93 Austin D-27*
KSMB Lafayette

Hotter Than Ever!

KS-104 Denver #1*
KMEL San Francisco #3*
Q-106 San Diego 15-12*

Hot 97.7 San Jose 3-2*
WPGC Washington, DC 9-4*
WHYT Detroit 18-15*
Y-100 Miami 28-25*

Z-90 San Diego 3-2*
KBXX Houston 12-9*
KRQ Tucson 22-16*
KKRZ Portland 30-27*

KGCI Riverside 4-3*
WJMO Cleveland 14-11*
KOY Phoenix 23-17*



Just Don't Miss This Hit!

the next 40™

NIA PEEPLES

"Street Of Dreams" (Charisma)

NEW ADDS: 113, including WJMO, WMXP, WZOU, WTIC, WNVZ, WPGC, WLUM, KBEQ, WAPW, WPHR. **CROSSOVER:** Debuts 38* on The Street 40. **TOTAL STATIONS:** 115.

VAN HALEN

"Top Of The World" (Warner Bros)

REQUEST ACTION: WYCR, KKRD. **MAJOR MOVES:** KEGL(16-12), WAAL(37-28), WAPE(22-19), WRQK(23-13), WJET(22-17). **NEW ADDS:** 46, including WNVZ, WFLY, WERZ, WPXY, WXLK, WIXX, WPKR, WZOK, WSTO, WRFY. **SALES BREAKOUT:** LP is Platinum. **CROSSOVER:** Moves 7-5* at Rock radio with Top 10 requests. **TOTAL STATIONS:** 112.

BIG AUDIO DYNAMITE II

"Rush" (Columbia)

TOP TEN: KWOD. **REQUEST ACTION:** KDWB, KPLZ, KUBE, WJLQ. **MAJOR MOVES:** 32, including KWOD(8-6), KUBE(26-22), WKCI(16-13), WKRZ(36-28), WLAN(26-20), WOVV(28-23). **NEW ADDS:** 18, including KOY, KDWB, WERZ, WFHN, WKSS, WYCR, KHTK, WMMZ, KMOK, WZKS. **MTV SUPPORT:** 10 weeks, in Buzz Bin rotation. **SALES BREAKOUT:** LP is Top 10 in NY, New Haven, Richmond, LA, and Seattle. **CROSSOVER:** A former Top 5 Alternative radio track and moves 56-52* at Rock radio. **CLUBS:** Top 40 National Club action. **TOURING:** Currently in Pennsylvania, Michigan, and Illinois. **TOTAL STATIONS:** 96.

MICHAEL W. SMITH

"For You" (Reunion/Geffen)

TOP TEN: WKBQ, WNCI, WZPL, WOMX, WVIC, WSNX. **REQUEST ACTION:** KAYI, KOKZ. **MAJOR MOVES:** 38, including WKBQ(7-5), WNCI(11-8), WZPL(16-9), WKRZ(24-16), WRVQ(20-13), WZAT(31-21). **NEW ADDS:** WRQN, KGLI, WJLQ. **SALES BREAKOUT:** LP is Gold. **CROSSOVER:** Moves 17-15* at AC radio. **TOTAL STATIONS:** 82.

BOYZ II MEN

"It's So Hard To Say Goodbye To Yesterday" (Motown)

TOP TEN: WHYT, KJMZ, KQKS, KKLQ, KMEL. **REQUEST ACTION:** 17, including WPRO, WIOQ, WAPW, KTFM, XHTZ, KHQT, KPLZ, KUBE, WQGN, WDCG. **MAJOR MOVES:** 16, including WMXP(17-11), KOY(24-18), WHYT(10-9), KGGI(D-15), KKLQ(13-10), WCKZ(23-16). **NEW ADDS:** 59, including WQHT, WTIC, WAVA, WBBM, WLUM, WFLZ, WDFX, KBXX, KTFM, KGGI. **CROSSOVER:** Moves 5-4* at Urban radio and 36-22* on The Street 40. **TOTAL STATIONS:** 83.

RICHIE SAMBORA

"Ballad of Youth" (Mercury)

REQUEST ACTION: WHTZ, WQGN. **MAJOR MOVES:** 20, including WHTZ(22-18), WJET(23-19), WWCK(21-18), KHOP(28-22), WKHI(37-28), WQUT(23-18). **NEW ADDS:** WERZ, KQKQ, WZAT, WKDD, KUTQ, WAZY, WBIZ, WKSF, KTXV, KXKT. **MTV SUPPORT:** 6 weeks, in Stress rotation. **SALES BREAKOUT:** LP is Top 10 in LA. **CROSSOVER:** Moves 15-13* at Rock radio. **TOTAL STATIONS:** 79.

THE FARM

"Groovy Train" (Sire/Reprise)

TOP TEN: KBIU. **REQUEST ACTION:** WAPW, KLUC, WFHT, WDJB. **MAJOR MOVES:** 21, including KRBE(29-24), KQKS(18-16), KWOD(14-12), KPLZ(21-18), WYTZ(27-19), KLUC(14-12). **NEW ADDS:** 17, including WBZZ, WHYT, WZOK, WOKI, WWCK, KHFI, KYRK, KSNL, WFX, WIFC. **MTV SUPPORT:** 11 weeks, in Active rotation. **SALES BREAKOUT:** LP is Top 10 in Rochester, Chicago, and Columbus. **CROSSOVER:** A former Top 10 Alternative radio track. **CLUBS:** Top 10 National Club action. **NETWORK FORTY TUNEUP:** Featured on CD #39. **TOTAL STATIONS:** 73.

DESMOND CHILD

"You're The Story Of My Life" (Elektra)

MAJOR MOVES: WNCI(25-21), WLAN(30-23), WWCK(31-24), WQUT(34-28), KFSD(37-28). **NEW ADDS:** WBNQ, WMC, WBBO, WAEB, KHIT, WPST, WOMP, WPRR, KISR, KOKZ. **CROSSOVER:** Moves 35-31* at AC radio. **TOTAL STATIONS:** 71.

JASMINE GUY

"Just Want To Hold You" (Warner Bros)

TOP TEN: 21, including WPGC, KBXX, KQKS, KKFR, KGGI, XHTZ, KHQT, KMEL, KSFM, KZFM. **REQUEST ACTION:** WNCI, KKSS, KCAQ, WFMF. **MAJOR MOVES:** 31, including WJMO(14-11), KOY(23-17), WPGC(9-4), WHYT(18-15), KBXX(12-9), KQKS(1-1), KKLQ(15-12). **NEW ADDS:** WQHT, WXKS, WLUM, WKRQ, WYTZ, KBTS, WJLQ, KSMB. **CROSSOVER:** Moves 8-6* on The Street 40. **NETWORK FORTY TUNEUP:** Featured on CD #37. **TOTAL STATIONS:** 68.

THE COMMITMENTS

"Try A Little Tenderness" (Beacon/MCA)

REQUEST ACTION: WRQX. **MAJOR MOVES:** WRQX(22-19), WBBQ(39-31), WKHI(30-27), WJLQ(32-24), KHTY(32-27). **NEW ADDS:** 21, including WNVZ, WVSR, KJYO, KKSS, KZHT, KYRK, KZZU, WRCK, KFMW, KQHT. **MTV SUPPORT:** 4 weeks, in Stress rotation. **VH-1 SUPPORT:** 1 week, on "What's New." **SALES BREAKOUT:** LP is Top 10 in 74 markets, including NY, Boston, Philly, DC, Chicago, KC, St Louis, Miami, Dallas, Denver, Salt Lake, Phoenix, LA, San Diego, San Fran, Seattle, and Boise. **CROSSOVER:** Debuts 39* at AC radio. **FILM/TV:** From the film "The Commitments." **TOTAL STATIONS:** 67.

METALLICA

"Enter Sandman" (Elektra)

TOP TEN: WAPI, WWCK, WCIL, WBXX, KNIN, WVKZ. **REQUEST ACTION:** 15, including KBEQ, KPLZ, KUBE, WQGN, WYCR, WRVQ, WZOK, WRQN, WVIC, WWCK. **MAJOR MOVES:** 27, including WYCR(19-14), WRVQ(19-12), WABB(18-15), WAPE(17-12), WJET(24-18), WWCK(10-8). **NEW ADDS:** WZPL, WCGQ, WZAT, KZZU, WYKS, WSNX, KPXR. **MTV SUPPORT:** 11 weeks, in Heavy rotation. **SALES BREAKOUT:** LP is Platinum and Top 10 in 97 markets, including Philly, Milwaukee, Indy, Atlanta, Miami, Dallas, Denver, Salt Lake, Phoenix, Vegas, San Diego, LA, San Fran, Portland, and Seattle. **CROSSOVER:** A former Top 10 at Rock radio with Top 5 requests. **TOURING:** Currently in Europe. **INTERNATIONAL:** LP is #1 in Canada and Germany and formerly Top 5 in Australia, Sweden, the Netherlands and across Europe. **TOTAL STATIONS:** 66.

SALT-N-PEPA

"Let's Talk About Sex" (Next Plateau)

TOP TEN: 18, including WJMO, WMXP, KOY, WTIC, WBBM, WFLZ, WPHR, WDFX, WHYT, KBXX. **REQUEST ACTION:** 21, including KOY, WIOQ, KBEQ, WPHR, WDFX, WHYT, KTFM, KPWR, WWKX, WQXA. **MAJOR MOVES:** 42, including WMXP(12-8), KOY(11-4), WLUM(21-13), WRBQ(24-15), WPHR(10-6), WDFX(13-6). **NEW ADDS:** KBTS. **MTV SUPPORT:** 6 weeks, in Stress rotation. **SALES BREAKOUT:** LP is Gold. Top 40 12-Inch Single sales. **CROSSOVER:** Top 10 Rap single. Moves 13-9* on The Street 40. **TOTAL STATIONS:** 65.

CORINA

"Whispers" (Cutting/Atco)

TOP TEN: WQHT. **REQUEST ACTION:** WPLJ, WYTZ. **MAJOR MOVES:** 14, including WJMO(34-26), WQHT(8-5), WFLZ(19-15), KPWR(33-30), WWKX(33-30), WYTZ(26-15). **NEW ADDS:** 12, including KOY, WHTZ, WPOW, WRBQ, WPHR, WQGN, WLAN, WRHT, WFHT, WBPR. **CROSSOVER:** Moves 38-34* on The Street 40. **TOTAL STATIONS:** 64.

P.M. DAWN

"Set Adrift On Memory Bliss" (Island)

TOP TEN: WPGC. **REQUEST ACTION:** WAPW, WDFX, KIIS, KPWR, WKCI, KLUC, WFHT, WMMZ, WOHT. **MAJOR MOVES:** 20, including WPGC(15-10), KBXX(15-11), KKFR(29-22), KKLQ(22-16), KHQT(34-24), KMEL(21-16). **NEW ADDS:** 25, including WZOU, WAVA, WHYT, WEZB, KIIS, KPWR, WXLK, KHTK, KXXR, WVSR. **MTV SUPPORT:** 3 weeks, in Buzz Bin rotation. **CROSSOVER:** Moves 34-21* on The Street 40 and debuts 30* at Alternative radio. **INTERNATIONAL:** LP is a Former Top 10 in the UK. **TOTAL STATIONS:** 61.

NAUGHTY BY NATURE

"O.P.P." (Tommy Boy)

TOP TEN: 14, including WHTZ, WQHT, WPGC, WPOW, WHYT, KJMZ, KBXX, KGGI, KKLQ, KHQT. **REQUEST ACTION:** 34, including KOY, WHTZ, WPLJ, WQHT, WPRO, WEGX, WIOQ, WAVA, WAPW, WPHR. **MAJOR MOVES:** 34, including WHTZ(12-7), WQHT(3-1), WZOU(15-11), WAVA(24-17), WPOW(13-5), KTFM(29-19). **NEW ADDS:** KOY, WPRO, WLUM, KQKS, KBFM, KKSS, KQMQ, KWIN, WXXL, WIKZ. **MTV SUPPORT:** 7 weeks, in Heavy rotation. **SALES BREAKOUT:** Top 5 National 12-Inch sales. **CROSSOVER:** #1 National Rap single. Moves to 12* at Urban radio and 20-15* on The Street 40. **CLUBS:** Top 20 National Club action. **TOTAL STATIONS:** 61.

Voice **OF THE** Beehive

“monsters & angels”

Over 30 Stations Have Already
Picked Up On The Beehive's Buzz!

These New Stations Hear The Voice!

WDFX Detroit	WNVZ Norfolk	WRQN Toledo
KFMW Waterloo	KKHT Springfield	KTMT Medford
KTRS Casper	WVFX Bangor	KZFN Moscow
	And More!	



CD Featured On
CD TuneUp #39!

Monstrous Debuts!

KWOD Sacramento D-25*	KHTT Santa Rosa D-30*
WILN Panama City D-33*	



Zuccherro **FEATURING** Paul Young

“Senza Una Donna (Without A Woman)”

Check Out These Early Players!

KHTT Santa Rosa	WLAN Lancaster
WQGN New London	KKHT Springfield
KLYV Dubuque	KTRS Casper
K106 Beaumont	

♣ Moves 26-22* At Active AC!

VH1 Featured On
“What's New On VH-1”



PolyGram Label Group

the next 40™

THE BRAND NEW HEAVIES

"Never Stop" (Delicious Vinyl/Island/PLG)

TOP TEN: KPWR, KZFM. **MAJOR MOVES:** 14, including WMXP(23-19), WDFX(21-18), KKLQ(21-18), KZFM(16-9), KQMQ(17), KPRR(25-20). **NEW ADDS:** KKXX. **CROSSOVER:** Moves 19-17* on The Street 40 and a former Top 5 Urban radio track. **TOTAL STATIONS:** 61.

GLORIA ESTEFAN

"Live For Loving You" (Epic)

MAJOR MOVES: WHYI(15-8), KBFM(34-30), KEZB(25-22). **NEW ADDS:** 22, including WHTZ, WPLJ, KPWR, WAAL, WABB, WHHY, WOJV, WYHY, WBBO, WRHT. **VH-1 SUPPORT:** 4 weeks, on "Greatest Hits." **SALES BREAKOUT:** LP is Platinum. **CROSSOVER:** Moves 15-9* at AC radio. **TOTAL STATIONS:** 54.

CROWDED HOUSE

"Fall At Your Feet" (Capitol)

MAJOR MOVES: 9, including KHMV(25-20), KRXY(19-17), KWOD(18-14), KKHT(26-16), WJLQ(38-32), KTMT(23-18). **NEW ADDS:** 14, including WNNK, WBBO, WBBQ, KJYO, KIKX, WKPE, KLYV, WVBS, WGLU, WPRR. **MTV SUPPORT:** 4 weeks, in Active rotation. **SALES BREAKOUT:** LP is Top 10 in NY. **CROSSOVER:** Moves 37-32* at AC radio. **TOURING:** Currently in Pennsylvania and Ohio. **TOTAL STATIONS:** 54.

BLUE TRAIN

"All I Need Is You" (Zoo)

MAJOR MOVES: 9, including KWOD(25-20), WTLQ(39-34), KBTS(29-26), KHFI(34-29), KROQ(19-16). **NEW ADDS:** 11, including WFLY, WFHN, WTHT, WZAT, WAEB, WGRD, WXXL, WPST, WILN, KFXD. **TOTAL STATIONS:** 53.

THE REMBRANDTS

"Save Me" (Atco)

MAJOR MOVES: WGTZ(26-21), WWCK(36-32), WPRR(26-23). **NEW ADDS:** WKRQ, KRXY, KCHX. **NETWORK FORTY TUNEUP:** Featured on CD #39. **TOTAL STATIONS:** 45.

K.M.C. KRU

"The Devil Came Up To Michigan" (Curb)

TOP TEN: WDFX, WHYI, WYHY, WCKZ, WWCK, KKXX, KTUX, WFMF, KPRR. **REQUEST ACTION:** WDFX, WHYI, WYTY, WRQN, WWCK, KKSS, KRQQ, WJLQ, WBXX, WFMF. **MAJOR MOVES:** 17, including WDFX(17-10), WHHY(15-11), WWHT(20-17), KKMG(26-20), KTUX(9-7), WFMF(1-1). **NEW ADDS:** WBBM, KKFR, KWNZ, KYRK, KBOS, KFXD. **TOTAL STATIONS:** 45.

D.J. JAZZY JEFF & THE FRESH PRINCE

"Ring My Bell" (Jive)

REQUEST ACTION: KOY, WQHT, WPRO, WDFX, WWKX, WYTY, KDON. **MAJOR MOVES:** 10, including WQHT(33-27), KBXX(D-18), KPWR(30-23), WCKZ(32-27), KKMG(34-28), KWLN(31-23). **NEW ADDS:** 14, including WMXP, KOY, WZOU, WDFX, WHYI, WKSS, WYTY, WWHT, WWCK, KZFM. **MTV SUPPORT:** 3 weeks, in Stress rotation. **CROSSOVER:** Debuts 30* on The Street 40. **FILM/TV:** Featured in the TV show, "The Fresh Prince Of Bel Air." **TOTAL STATIONS:** 44.

VANILLA ICE

"Cool As Ice" (SBK)

REQUEST ACTION: WBSB, WYHY, KAYI. **NEW ADDS:** 13, including WNVZ, WLUM, WPOW, WFLZ, WPHR, KPLZ, KXXR, WABB, KZHT, KDON. **MTV SUPPORT:** 2 weeks, in Active rotation. **TOURING:** Currently in New Zealand. **TOTAL STATIONS:** 42.

LISETTE MELENDEZ

"A Day In My Life Without You" (Fever/RAL/Columbia)

REQUEST ACTION: WQHT, WYTY, KHFI, WJLQ. **MAJOR MOVES:** 14, including WPOW(18-14), XHTZ(24-17), WKSE(30-18), WYTY(28-23), WWHT(26-22), KHFI(33-26). **NEW ADDS:** WXKS, WAEB. **SALES BREAKOUT:** Top 20 12-inch sales. **CROSSOVER:** Moves 39-36* on The Street 40. **TOTAL STATIONS:** 41.

LENNY KRAVITZ

"Stand By My Woman" (Virgin)

REQUEST ACTION: WFHT. **MAJOR MOVES:** WBBO(30-24), WFHT(34-31), KIOC(36-22). **NEW ADDS:** 11, including WXLK, WYTY, WZEE, WSTO, KJYO, KYRK, WCIR, WIFC, WCIL, KISR. **MTV SUPPORT:** 3 weeks, in Active rotation. **TOTAL STATIONS:** 38.

CE CE PENISTON

"Finally" (A&M)

REQUEST ACTION: WQHT. **MAJOR MOVES:** 19, including WQHT(17-11), WZOU(22-19), WPGC(24-20), KKFR(24-18), KSFM(22-17). **NEW ADDS:** Moves 32-26* on The Street 40. WXKS, KKLQ, WQXA, WYTY, KXXR, KKMG, KHIT, KPSI, WZKX, WILN. **SALES BREAKOUT:** Top 20 12-Inch Single sales. **CLUBS:** Top 5 National Club action. **TOTAL STATIONS:** 37.

BELINDA CARLISLE

"Do You Feel Like I Feel?" (MCA)

NEW ADDS: 32, including KRXY, WQGN, WZEE, KKRD, WAPE, WBBQ, WDCG, WNOK, WRHT, WGTZ. **TOTAL STATIONS:** 33.

M.C. SKAT KAT & THE STRAY MOB

"Skat Strut" (Captive/Virgin)

REQUEST ACTION: WFLY, WDCG, WWCK, WOHT. **MAJOR MOVES:** WJMO(37-32), WYHY(33-28), KKMG(33-27), KYRK(26-23), WOHT(28-21). **NEW ADDS:** KOY, WWHT. **MTV SUPPORT:** 7 weeks, in Active rotation. **TOTAL STATIONS:** 31.

VOICE OF THE BEEHIVE

"Monsters And Angels" (London/PLG)

TOP TEN: KROQ. **MAJOR MOVES:** KIOC(28-18), KROQ(8-4). **NEW ADDS:** WNVZ, WDFX, WRQN, WWFX, KFMW, KKHT, KTRS, KTMT, KZFN, KBIU. **CROSSOVER:** A former Top 5 Alternative radio track. **TOTAL STATIONS:** 30.

ROBBIE NEVIL

"For Your Mind" (EMI)

MAJOR MOVES: WWCK(33-28). **NEW ADDS:** 11, including KOY, WXKS, WZOU, KKFR, WSSX, KKMG, KZHT, KSND, WBWB, KZIO. **TOTAL STATIONS:** 28.

TRACIE SPENCER

"Tender Kisses" (Capitol)

REQUEST ACTION: KCAQ, WFHT. **MAJOR MOVES:** 11, including WPGC(20-15), KBXX(16-13), KMEL(32-24), WLAN(32-25), WCKZ(26-20), WFHT(23-19). **NEW ADDS:** WHYI, KGGI, KKLQ, KHQT, KSFM, KKXX, KWLN, WILN. **CROSSOVER:** Moves to 11* at Urban radio and debuts 39* on The Street 40. **TOTAL STATIONS:** 28.

THE STORM

"I've Got A Lot To Learn About Love" (Interscope)

NEW ADDS: 25, including KBEQ, KEGL, WBNQ, WSTO, KKRD, WCGQ, WRHT, WRQK, WJET, KWNZ. **CROSSOVER:** Moves 27-18* at Rock radio. **TOTAL STATIONS:** 27.

TARA KEMP

"Too Much" (Giant)

NEW ADDS: 24, including WJMO, WTIC, WNVZ, WFLZ, XHTZ, KSFM, WPXR, WYHY, WBBO, WGRD. **TOTAL STATIONS:** 26.

STEVIE B.

"Forever More" (LMR/RCA)

NEW ADDS: 24, including WFLZ, KTFM, WQGN, WHHY, WRHT, KBFM, KZFM, KIKX, KUTQ, KQMQ. **TOTAL STATIONS:** 25.

CRASH TEST DUMMIES

"Superman's Song" (Arista)

TOP TEN: KWOD, KFMW, KSKG. **REQUEST ACTION:** KPLZ. **MAJOR MOVES:** WNVZ(25-22), KWOD(9-7), KPLZ(16-12), KFMW(14-10), KSKG(10-5), KISR(22-19). **NEW ADDS:** KZHT, KFXD. **MTV SUPPORT:** Debuts On. **INTERNATIONAL:** LP is a former #1 in Canada. **TOTAL STATIONS:** 24.

Touring Data Courtesy Of
PERFORMANCE

KEEP

Crowded House
"Fall At Your Feet"

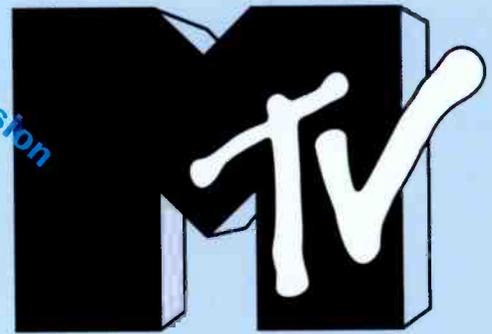
Tracie Spencer
"Tender Kisses"

Heart
"You're The Voice"

The Smithereens
"Top Of The Pops"



LISTENING



NEW VIDEO ADDS:

Marky Mark & The Funky Bunch	"Wildside"	(Interscope/East West)	The KLF	"What Time Is Love"	(Arista)
Queensryche	"Another Rainy Night (Without You)"	(EMI)	Russ Irwin	"My Heart Belongs To You"	(SBK)
LL Cool J	"Who's Afraid Of The Big Bad Wolf"	(Columbia)	Pschedelic Furs	"Until She Comes"	(Columbia)
Robyn Hitchcock	"So You Think You're In Love"	(A&M)	Crash Test Dummies	"Superman's Song"	(Arista)

ROTATIONS:

WKS ON CHRT	ARTIST	TITLE	LABEL
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BUZZ BIN:

10	Big Audio Dynamite II	"Rush"	(Columbia)
7	EMF	"Lies"	(EMI)
4	Nine Inch Nails	"Head Like A Hole"	(TVT)
3	PM Dawn	"Set Adrift On Memory Bliss"	(Gee Street/Island)
3	Red Hot Chili Peppers	"Give It Away"	(Warner Bros)
15	White Trash	"Apple Pie"	(Elektra)

EXCLUSIVES:

4	Mariah Carey	"Emotions"	(Columbia)
D	Marky Mark & The Funky Bunch	"Wildside"	(Interscope/East West)
3	John Mellencamp	"Get A Leg Up"	(Mercury)
2	R.E.M.	"Radio Song"	(Warner Bros)

HEAVY:

7	Bryan Adams	"Can't Stop This Thing..."	(A&M)
6	Bell Biv DeVoe	"Word To The Mutha"	(MCA)
13	Extreme	"Hole Hearted"	(A&M)
16	Firehouse	"Love Of A Lifetime"	(Epic)
9	Jesus Jones	"Real, Real, Real"	(SBK)
11	Metallica	"Enter Sandman"	(Elektra)
7	Motley Crue	"Primal Scream"	(Elektra)
7*	Naughty By Nature	"O.P.P."	(MCA)
6	Tom Petty/Heartbreakers	"Into The Great Wide Open"	(MCA)
3	Prince/Power Generation	"Cream"	(Paisley Park/Warner Bros)
10	Van Halen	"Runaround"	(Warner Bros)

STRESS:

4	The Commitments	"Try A Little Tenderness"	(MCA)
2	Alice Cooper	"Love's A Loaded Gun"	(Epic)
3	DJ Jazzy Jeff/F Prince	"Ring My Bell"	(Jive)
D	Queensryche	"Another Rainy Night"	(EMI)
13	Bonnie Raitt	"Something To Talk About"	(Capitol)
6	Salt N' Pepa	"Let's Talk About Sex"	(Next Plateau)
6	Richie Sambora	"Ballad Of Youth"	(Mercury)
14	Siouxsie & The Banshees	"Kiss Them For Me"	(Geffen)
4	Tesla	"Edison's Medicine"	(Geffen)
9	Karyn White	"Romantic"	(Warner Bros)

WKS ON CHRT	ARTIST	TITLE	LABEL
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ACTIVE:

6	Alice In Chains	"Sea Of Sorrow"	(Columbia)
6	Chesney Hawkes	"The One & Only"	(Chrysalis)
4	Crowded House	"Fall At Your Feet"	(Capitol)
3	The Cult	"Wild Hearted Son"	(Sire/Reprise)
6	Dire Straits	"Calling Elvis"	(Warner Bros)
4	Billy Falcon	"Power Windows"	(Jambco/Mercury)
11	The Farm	"Groovy Train"	(Sire/Reprise)
D	The KLF	"What Time Is Love"	(Arista)
D	LL Cool J	"Who's Afraid Of The Big Bad Wolf"	(Columbia)
3	Lenny Kravitz	"Stand By My Woman"	(Virgin)
4	Ziggy Marley/Melody Makers	"Good Time"	(Virgin)
7	MC Skat Kat w/Paula Abdul	"Skat Strut"	(Virgin/Captive)
3	Natural Selection	"Do Anything"	(East West)
4	Ozzy Osbourne	"No More Tears"	(Epic)
2	Public Enemy	"Can't Truss It"	(Def Jam/Columbia)
2	Shabba Ranks/Maxi Priest	"House Call"	(Epic)
4	Smithereens	"Top Of The Pops"	(Capitol)
2	Vanilla Ice	"Cool As Ice"	(SBK)

ON:

D	Crash Test Dummies	"Superman's Song"	(Arista)
D	Robyn Hitchcock	"So You Think You're In Love"	(A&M)
2	Four Horsemen	"Nobody Said It Was Easy"	(Def American/Reprise)
D	Russ Irwin	"My Heart Belongs To You"	(SBK)
10	Martika	"Love...Thy Will Be Done"	(Columbia)
2	Nirvana	"Smells Like Teen Spirit"	(DGC)
D	Pschedelic Furs	"Until She Comes"	(Columbia)
3	Tin Machine	"One Shot"	(Victory/PLG)

* Indicates rotation increase this week

HOT NEW VIDEOS:

WKS ON CHRT	ARTIST	TITLE	LABEL
D	Marky Mark & The Funky Bunch	"Wildside"	(Interscope/East West)
D	Queensryche	"Another Rainy Night"	(EMI)
2	Public Enemy	"Can't Truss It"	(Def Jam/Columbia)
3	Red Hot Chili Peppers	"Give It Away"	(Warner Bros)
2	R.E.M.	"Radio Song"	(Warner Bros)

NEW ON:

NEW ON 120 MINUTES:

The Dylans	"Godlike"	(Beggars Banquet/RCA)
Thin White Rope	"The Rudy Sea"	(Frontier)
Nirvana	"Smells Like Teen Spirit"	(DGC)
Elvis Costello	"So Like Candy"	(Warner Bros)
The Katydids	"The Boy Who's Never Found"	(Reprise)

NEW ON HEADBANGERS BALL:

Lita Ford	"Larger Than Life"	(RCA)
Alice Cooper	"Love's A Loaded Gun"	(Epic)
Europe	"Prisoners In Paradise"	(Epic)
Metal Church	"In Harm's Way"	(Epic)
Nirvana	"Smells Like Teen Spirit"	(DGC)

NEW ON YO! MTV RAPS:

Ice T	"Ricochet"	(Warner Bros)
Massive Attack	"Day Dreaming"	(Virgin)
Poor Righteous Teachers	"Shakiyla"	(Profile)
Terminator X	"Juvenile Delinquenz"	(P.R.O./Columbia)
Compton's Most Wanted	"Straight Check 'Em"	(Orpheus/Epic)

MTV reaches over 55.3 million U.S. households, and is seen in 38 other countries worldwide, including Australia, Austria, Belgium, Bolivia, Brazil, Bulgaria, Chile, Czechoslovakia, Denmark, Finland, France, Germany, Greece, Honduras, Hungary, Iceland, Ireland, Israel, Italy, Japan, Kenya, Luxembourg, Mexico, Netherlands, Norway, Panama, Paraguay, Poland, Portugal, Romania, Spain, Sweden, Switzerland, United Kingdom, USSR and Yugoslavia.

Where Do America's Most Respected Top 40 Programmers Go To Check The Musical Climate Before Starting Their Music Meeting?

Tuesday

FORECAST

Checking the radio climate before you venture into the Music Meeting!

This Week's Breakthrough

Martika "Love...Thy Will Be Done" (Columbia)
160 Total Stations/31 Added Last Week
Buzz Factor (Stations Not Playing): 25%
"This song is for real — if you're not playing it...get with it!"

New And Noticed

<p>Mariah Carey "Emotions" (Columbia) Buzz Factor: 96% <i>"Nothing else to say — it's a number one record!"</i></p>	<p>Bad English "Straight To Your Heart" (Epic) Buzz Factor: 70% <i>"Women love John Waite's sexy voice...surefire audience pleaser."</i></p>	<p>Michael W. Smith "For You" (Geffen) Buzz Factor: 29% <i>"Pure pop — adds flavor to the mix of music."</i></p>	<p>Pretty In Pink "All About You" (Motown) Buzz Factor: 17% <i>"All demos will like this song — UP-TEMPO!"</i></p>
<p>Great White "Lovin' Kind" (Capitol) Buzz Factor: 16% <i>"Not just another rock record — make sure you listen to it!"</i></p>			

Encore Performers

<p>Bad Company "Walk Through Fire" (A&O) 72 Total Stations/70 Added Last Week Buzz Factor (Stations Not Playing): 31% <i>"Bad Company are becoming a core artist for Top 40 in the 90s."</i></p>	<p>Bob Seger "Real Love" (Capitol) 78 Total Stations/75 Added Last Week Buzz Factor (Stations not playing): 31% <i>"Major 25+ hit."</i></p>	<p>Jesus Jones "Real, Real, Real" (SBK) 51 Total Stations/45 Added Last Week Buzz Factor (Stations Not Playing): 30% <i>"His image record that will work in all dayparts."</i></p>	<p>Steelheart "She's Gone (Lady)" (MCA) 45 Total Stations/42 Added Last Week Buzz Factor (Stations Not Playing): 23% <i>"Good balance for the station."</i></p>
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Buzz Record Of The Week

Bell Biv DeVoe "Word To The Mutha" (MCA)
Buzz Factor (Stations Not Playing): 20%
"This one's gonna be huge — hot vocals and awesome hook!"

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FORTY

**Coffee, Donuts, and the Tuesday Forecast...
On Your Desk Every Tuesday Morning!**

THE NETWORK
FORTY

the street 40



pm dawn

most added

1. Nia Peeples, Street Of Dreams
2. Boyz II Men, It's So Hard To Say Goodbye To Yesterday
3. Michael Bolton, When A Man Loves A Woman
4. P.M. Dawn, Set Adrift On Memory Bliss
5. DJ. Jazzy Jeff And The Fresh Prince, Ring My Bell

major moves

1. Prince, Cream
2. Salt-N-Pepa, Let's Talk About Sex
3. Mariah Carey, Emotions
4. Naughty By Nature, O.P.P.
5. P.M. Dawn, Set Adrift On Memory Bliss

most requested

1. Naughty By Nature, O.P.P.
2. Salt-N-Pepa, Let's Talk About Sex
3. Marky Mark And The Funky Bunch, Good Vibrations
4. Boyz II Men, It's So Hard To Say Goodbye
5. Color Me Badd, I Adore Mi Amor

2W	LW	TW	Artist/Song	Label
3	1	①	MARIAH CAREY. Emotions	Columbia
4	3	②	KARYN WHITE. Romantic	WB
2	2	3	MARKY MARK & THE FUNKY BUNCH. Good Vibrations	Interscope
6	5	④	NATURAL SELECTION W/NIKI HARIS. Do Anything	Atco/EastWest
9	7	⑤	VANESSA WILLIAMS. Running Back To You	Wing/Mercury
10	8	⑥	JASMINE GUY. Just Want To Hold You	WB
11	9	⑦	LUTHER VANDROSS. Don't Want To Be A Fool	Epic
12	10	⑧	BELL BIV DEVOE. Word To The Mutha!	MCA
16	13	⑨	SALT-N-PEPA. Let's Talk About Sex	Next Plateau
14	11	⑩	MARTIKA. Love...Thy Will Be Done	Columbia
13	12	⑪	TONY TERRY. With You	Epic
28	17	⑫	PRINCE. Cream	Paisley Park/WB
1	4	13	COLOR ME BADD. I Adore Mi Amor	Giant
19	16	⑭	RYTHM SYNDICATE. Hey Donna	Impact
25	20	⑮	NAUGHTY BY NATURE. O.P.P.	Tommy Boy
21	18	⑯	AARON NEVILLE. Everybody Plays The Fool	A&M
22	19	⑰	THE BRAND NEW HEAVIES. Never Stop	Delicious Vinyl
5	6	18	BOYZ II MEN. Motownphilly	Motown
8	14	19	HEAVY D AND THE BOYZ. Now That We Found Love	Uptown/MCA
27	23	⑳	EX-GIRLFRIEND. Why Can't You Come Home	Reprise
—	34	㉑	P.M. DAWN. Set Adrift On Memory Bliss	Island
—	36	㉒	BOYZ II MEN. It's So Hard To Say Goodbye To Yesterday	Motown
29	25	㉓	OR-N-MORE. Everyotherday	EMI
31	27	㉔	SIOUXSIE & THE BANSHEES. Kiss Them For Me	Geffen
34	28	㉕	ROBERTA FLACK W/MAXI PRIEST. Set The Night To Music	Atlantic
—	32	㉖	CE CE PENISTON. Finally	A&M
35	31	㉗	JESUS JONES. Real, Real, Real	SBK
18	24	28	HI-FIVE. I Can't Wait Another Minute	Jive/RCA
7	15	29	C & C MUSIC FACTORY. Things That Make You Go Hmmm...	Columbia
▶	DEBUT!	⑳	DJ. JAZZY JEFF AND THE FRESH PRINCE. Ring My Bell	RCA
36	33	㉑	HI-C. I'm Not Your Puppet	Hollywood
15	21	32	CATHY DENNIS. Too Many Walls	Polydor/PLG
38	35	㉓	ANOTHER BAD CREATION. Jealous Girl	Motown
—	38	㉔	CORINA. Whispers	Cutting/Atco
40	37	㉕	ZIGGY MARLEY & THE MELODY MAKERS. Good Time	Virgin
—	39	㉖	LISETTE MELENDEZ. A Day In My Life Without You	FeverRAL/Columbia
▶	DEBUT!	㉗	AMY GRANT. That's What Love Is For	A&M
▶	DEBUT!	㉘	NIA PEEPLES. Street Of Dreams	Charisma
▶	DEBUT!	㉙	TRACIE SPENCER. Tender Kisses	Capitol
▶	DEBUT!	㉚	MICHAEL BOLTON. When A Man Loves A Woman	Columbia

Lenny Kravitz

S t a n d

B y

M y

W o m a n



 **Active Rotation!**

Standin' By Lenny – Just Added!

KJYO Oklahoma City	WSTO Owensboro	WXLK Roanoke	KYRK Las Vegas
WYTZ Chicago D-26*	WZEE Madison	WCIL Carbondale	WCIR Beckley
WIFC Wausau	KISR Ft Smith	KPXR Anchorage D-33*	

Lenny's Not Standing In One Place!

WBBO Columbus 30-24*	WZAT Savannah D-29*	WIXX Green Bay D-31*
KZZB Beaumont D-37*	WJLQ Pensacola D-27*	WOHT Jackson D-28*
KSMB Lafayette D-30*	WFHT Tallahassee 34-31*	WKHI Ocean City D-34*
KIOC Beaumont 36-22*	KEZB El Paso D-25*	

At Top 40 Now!!

Virgin

music meeting

CEYBIL JEFFRIES

"Open Your Heart" (Atlantic)

If you're looking for one of those records that breaks through on the first listen – check out Ceybil Jeffries' first major radio offering. Every time "Open Your Heart" is heard in this office, someone asks, "Who's that singing?" Ceybil (pronounced SABLE) has a liquid Jazz voice that pours over a stylized adult Dance record; with the help of remixes created by New York DJ Tony Humphries, Ms. Jeffries, a Brooklyn native, is breaking like wildfire at NY clubs and radio (WQHT "Hot 97" New York, WIOQ Philadelphia). The daughter of an ordained minister, Ceybil has taken her gospel roots and put some S-o-u-l into an awesome Pop/Dance hit!

THOMPSON TWINS

"Come Inside" (Warner Bros)

Just shipping to Crossover radio this week is the latest from Thompson Twins – already working in clubs, the track is Top 15 on the Dance charts. There are some different mixes around...check out the "Feedback Max" mixes on Warner Bros.' "Go Ahead...Leak This Tape" cassette released to radio this week, or try those done by C + C Music Factory available on UK import. Original members Alannah Currie and Tom Bailey felt it was important to reinforce the club and Alternative base that gave them their start. Whatever the case, Thompson Twins are



thompson twins

back and stronger than ever with their catchy "Come Inside." Be on the lookout for the new single from their album called ...err...ummm..."Queer."

ANGELICA

"Angel Baby" (Quality)

With one of the most requested oldies of all time to her credit (it went Top 5 in 1961), it's no wonder Angelica is stirring up action at every station who slaps her single on the air. Already netting #1 single sales in San Diego, "Angel Baby" is a Top 5 requested record there at KKLQ and also at KTFM San Antonio. Her debut album features the work of producers whose clients include Stacy Q, Bardeaux, and Smokey Robinson. Recording in both English and Spanish, 19-year-old Angelica's musical idol is Gloria Estefan. Originally from the Hispanic LA suburb of El Monte, she made her singing debut in her father's and uncle's band in Mexico.

FOURPLAY

"After The Dance" (Warner Bros)

Who can resist the subtle sensuality of a Marvin Gaye track like "After The Dance"? Backed by three Jazz greats with El DeBarge

on vocals, this version keeps all the Soul and adds a mainstream Pop feel. DeBarge masterfully weaves his R&B style into this perfectly crafted number – in a recent LA performance, the audience loved this song so much, they played it twice! With previous Pop successes under their belts, Fourplay's lead guitarist Lee Ritenour and frontman El DeBarge will be instantly familiar to your music-lovin' ears.

A BEAT AHEAD

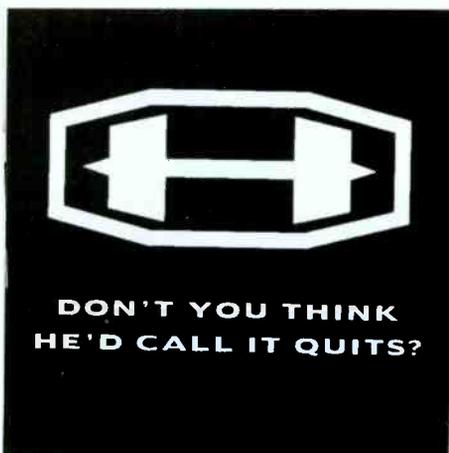
By now the "Go Ahead...Leak This Tape" tape should be sitting on your desk. It includes mixes and advances of lots of new, slammin' Warner Bros. product, check it! (If you missed it – it's in the brown paper bag.)

Look for **Tevin Campbell's** first single from his new album *T.E.V.I.N.* to make its way to your station on Thursday. Produced by (of course) **Quincy Jones**, "Tell Me What You Want Me To Do" (Qwest/Warner Bros.) is a beautifully done ballad that brings shudders.

Damn, that **Public Enemy** album is fat! The first single from *Apocalypse 91...The Enemy Strikes Back* (DefJam/Columbia), entitled "Can't Truss It," is already on MTV, and their performance on "Saturday Night Live" last week was awesome. This record has *all* the potential to go all the way!

And lastly, WQHT, New York's "Hot 97," put on another killer "High School Hot Night" last weekend. It was great to watch the crowd's reaction when Hot 97's Hot Mixer Glenn Friscia put on **Naughty By Nature's** "O.P.P." – it's become nothing short of an anthem.

– peace...Darcy



Hot Crossover music research is prepared by Darcy Sanders and the staff of The Network Forty.

The Network Forty

C EYBIL J EFFRIES

OPEN

YOUR

HEART



Open Your Ears.

Open Your Playlists.

“Open Your Heart”

To An Exciting New Artist,

Ceybil Jeffries.

**Beating At Hot 97 10-8*!
Huge Sales, Big Requests!**

WQHT “Hot 97” New York
APD/MD Kevin McCabe says:
*“Ceybil Jeffries has demonstrated pure
staying power at Hot 97. Consistent
sales on this quality song.”*

Pumping At WIOQ!

WIOQ “Q102” Philadelphia
MD Glen Kalina says:
*“One of the most interesting songs out this year.
It’s a must listen. Don’t hesitate! Get it on!”*

**Here’s What’s Happening On The Street Beat:
Billboard Dance 25-21* Billboard Retail 37-34***

On Over 50 Mix Shows!

This Is A Killer 18-35 Female Record!


ENTERTAINMENT
GARY SALZMAN
CARY VANCE



on the tip

Kevin McCabe, APD/MD
WQHT "Hot 97" New York

Sabrina Johnston
 Nice 'N Smooth ("Hip Hop Junkies")
 Shabba Ranks

Hosh Gureli, APD/MD
KMEL San Francisco

Hammer ("Too Legit To Quit,"
 "This Is The Way We Roll")
 Prince ("Insatiable,"
 "Diamonds And Pearls," "Strollin")
 Lisa Stansfield

Tom Casey, PD
KJMZ Dallas

MC Breed
 Grandmaster Slice
 Boyz II Men ("Oooh Ahhh")

Michelle Santosuosso, MD
KKLQ "Q106" San Diego

Prince ("Diamonds And Pearls")
 Jodeci
 Kid 'N Play

Michael Martin, MD
KIIS-AM/FM Los Angeles

P.M. Dawn
 Prince ("Diamonds And Pearls")
 Color Me Badd ("All For Love")

Glen Kalina, MD
WIOQ "Q102" Philadelphia

Ceybil Jeffries
 Hi-Five ("Just Another Girlfriend")
 X-Pansions

Monroe Greer, MD
XHTZ "Z90" San Diego

Angelica
 Grandmaster Slice
 MC Skat Kat

Chuck Fields, MD
KSFM "FM102" Sacramento

Jodeci
 Ex-Girlfriend ("You (You Are The One)")
 P.M. Dawn

Tad Bonvie, Music Coord.
WXKS "Kiss 108" Boston

Zucchero W/ Paul Young
 P.M. Dawn
 Kym Simms

Dana Lundon, MD
WLUM "Hot 102" Milwaukee

Voice Of The Beehive
 Kid 'N Play
 Candyland



dana lundon

Steve Wyrostock, PD
KRBE Houston

Prince ("Diamonds And Pearls")
 Altered States ("Step Into My Groove")
 Nia Peeples

Rich Anhorn, MD
WRBQ "Q105" Tampa

Nia Peeples
 P.M. Dawn
 Sabrina Johnston

Rob Scorpio, PD
KBXX "The Box" Houston

Boyz II Men ("Please Don't Go")
 Jodeci
 P.M. Dawn

Gary Zane, PD
WBPR Myrtle Beach

Belinda Carlisle
 Lisette Melendez
 The Farm

Rich Hawkins, PD
WMXP Pittsburgh

Sounds Of Blackness ("The Pressure")
 Raze ("Bass Power")
 Kym Simms

Michael Newman, PD
KDON Monterey/Salinas

B Angie B ("Sweet Thing")
 Knight And Day ("Give Me A Chance")
 Jodeci

Rob Morris, PD
WWHT "Hot 105" Columbus

Nia Peeples
 P.M. Dawn
 Sabrina Johnston

Eric Bradley, MD
WCKZ Charlotte

Tony Terry ("Everlasting Love")
 Lisa Stansfield
 Color Me Badd ("All For Love")

Tom Poleman, APD/MD
WCKI "KC101" New Haven

Color Me Badd ("All For Love")
 Michael Bolton
 Boyz II Men

Roger Scott, MD
KRQ Tucson

Prince ("Diamonds And Pearls")
 P.M. Dawn
 Michael Bolton

Larry D, MD
WXXL Orlando

Another Bad Creation ("Say It")
 The KLF
 P.M. Dawn

Michael Knight, MD
WKSS Hartford

Nia Peeples
 Boyz II Men
 Marky Marky And The Funky Bunch

*Hot Crossover music research is prepared by
 Darcy Sanders and the staff of The Network Forty.*

Angelica

“Angel Baby”



Angelic New Adds!

KKFR Phoenix

KBFM Brownsville

KQMQ Honolulu

WJLQ Pensacola

KPRR El Paso

Major Moves!

KGGI Riverside 6- 5*

Z90 San Diego 8- 5*

Q106 San Diego 8- 6*

KTFM San Antonio A-24*

B95 Fresno 27-15*

KWIN Stockton 26-15*

Power 102 Fresno 29-19*

KKXX Bakersfield D-21*

KEZB El Paso D-24*

#1 Sales In San Diego

When You Play It...Your Listeners Will Say It's A Hit



active AC



michael bolton

most added

1. Michael Bolton, When A Man Loves A Woman
2. Rod Stewart, Broken Arrow
3. Bonnie Raitt, I Can't Make You Love Me
4. Amy Grant, That's What Love Is For
5. James Taylor, Copperline
6. Marc Cohn, True Companion
6. Roberta Flack w/Maxi Priest, Set The Night To Music
8. Curtis Stigers, I Wonder Why
9. Gloria Estefan, Live For Loving You
10. Natalie Cole, Route 66

major moves

1. Gloria Estefan, Live For Loving You
2. Michael Bolton, When A Man Loves A Woman
3. Roberta Flack w/Maxi Priest, Set The Night To Music
4. Amy Grant, That's What Love Is For
5. Curtis Stigers, I Wonder Why
6. James Taylor, Copperline
7. Bonnie Raitt, I Can't Make You Love Me
7. Neil Diamond, If There Were No Dreams
9. Michael W. Smith, For You
9. Simply Red, Something Got Me Started

2W	LW	TW	Artist/Song	Label
3	2	1	CATHY DENNIS. Too Many Walls	Polydor/PLG
1	1	2	AARON NEVILLE. Everybody Plays The Fool	A&M
7	4	3	BOB SEGER. The Real Love	Capitol
9	5	4	MARIAH CAREY. Emotions	Columbia
8	6	5	BETH NIELSEN CHAPMAN. All I Have	Reprise
10	7	6	THE TRIPLETS. Sunrise	Mercury
2	3	7	MICHAEL BOLTON. Time, Love And Tenderness	Columbia
12	9	8	LUTHER VANDROSS. Don't Want To Be A Fool	Epic
20	15	9	GLORIA ESTEFAN. Live For Loving You	Epic
15	13	10	NEIL DIAMOND. If There Were No Dreams	Columbia
11	11	11	BETTE MIDLER. The Gift Of Love	Atlantic
14	12	12	BILLY DEAN. Somewhere In My Broken Heart	SBK
5	8	13	BONNIE RAITT. Something To Talk About	Capitol
6	10	14	HUEY LEWIS AND THE NEWS. It Hit Me Like A Hammer	EMI
21	17	15	MICHAEL W. SMITH. For You	Reunion/Geffen
4	14	16	ROD STEWART. The Motown Song	WB
35	27	17	ROBERTA FLACK w/MAXI PRIEST. Set The Night To Music	Atlantic
27	23	18	CURTIS STIGERS. I Wonder Why	Arista
24	21	19	DIANA ROSS. When You Tell Me That You Love Me	Motown
13	16	20	BRYAN ADAMS. (Everything I Do) I Do It For You	A&M/Morgan Creek
31	25	21	SIMPLY RED. Something Got Me Started	Atco/EastWest
30	26	22	ZUCCHEROPAUL YOUNG. Senza Una Donna (Without A Woman)	London/PLG
39	30	23	AMY GRANT. That's What Love Is For	A&M
26	24	24	HI-FIVE. I Can't Wait Another Minute	Jive/RCA
—	40	25	MICHAEL BOLTON. When A Man Loves A Woman	Columbia
16	19	26	CHICAGO. You Come To My Senses	Reprise
17	20	27	AMY GRANT. Every Heartbeat	A&M
—	38	28	JAMES TAYLOR. Copperline	Columbia
19	22	29	ROXETTE. Fading Like A Flower	EMI
▶ DEBUT!	30	30	BONNIE RAITT. I Can't Make You Love Me	Capitol
—	35	31	DESMOND CHILD. You're The Story Of My Life	Elektra
—	37	32	CROWDED HOUSE. Fall At Your Feet	Capitol
18	18	33	PAULA ABDUL. The Promise Of A New Day	Captive/Virgin
38	34	34	BEE GEES. Happy Ever After	WB
▶ DEBUT!	35	35	JAMES INGRAM. Where Did My Heart Go	WB
▶ DEBUT!	36	36	NATALIE COLE. Route 66	Elektra
25	31	37	MARTIKA. Love...Thy Will Be Done	Columbia
23	29	38	LENNY KRAVITZ. It Ain't Over 'Til It's Over	Virgin
▶ DEBUT!	39	39	THE COMMITMENTS. Try A Little Tenderness	MCA
28	32	40	CHER. Love And Understanding	Geffen



SMOKEY ROBINSON

“DOUBLE GOOD EVERYTHING”

The new single

SMOKEY'S SBK RECORDS DEBUT



©1991 SBK Records

Produced by Smokey Robinson
Personal Manager: Michael Roshkind
213-461-9954

progress report

HOT AC

- | | | |
|----|---|--------------|
| 1 | Cathy Dennis, Too Many Walls | Polydor/PLG |
| 2 | Escape Club, I'll Be There | Atlantic |
| 3 | Bryan Adams, Can't Stop This Thing We Started | A&M |
| 4 | Extreme, Hole Hearted | A&M |
| 5 | Scorpions, Wind Of Change | Mercury |
| 6 | Karyn White, Romantic | Warner Bros. |
| 7 | Martika, Love...Thy Will Be Done | Columbia |
| 8 | Hi-Five, I Can't Wait Another Minute | Jive/RCA |
| 9 | Bad Company, Walk Through Fire | Atco |
| 10 | Color Me Badd, I Adore Mi Amor | Giant |

LOVE SONGS

- | | | |
|----|---|--------------|
| 1 | Neil Diamond, If There Were No Dreams | Columbia |
| 2 | Beth Nielsen Chapman, All I Have | Reprise |
| 3 | James Ingram, Where Did My Heart Go | Warner Bros. |
| 4 | Billy Dean, Somewhere In My Broken Heart | SBK |
| 5 | Diana Ross, When You Tell Me That You Love Me | Motown |
| 6 | Michael Bolton, When A Man Loves A Woman | Columbia |
| 7 | Amy Grant, That's What Love Is For | A&M |
| 8 | Bonnie Raitt, I Can't Make You Love Me | Capitol |
| 9 | Desmond Child, You're The Story Of My Life | Elektra |
| 10 | Russ Irwin, My Heart Belongs To You | SBK |

ACTIVE AIRPLAY

ROD STEWART

"Broken Arrow" (Warner Bros.)

TOTAL STATIONS: 24 **#2 MOST ADDED:** KLSI, WSTR, KBIG, KESZ, WARX, WHAI, WKYE, KEZA, WLDR, KKMY, KBLQ, KMAJ, WNMB, KGY, KMJC, KKAZ, WMT, KPAY, WQLR, KRNO, KSCB, 3WM, WYFM, KZLT **MAJOR MARKETS:** Kansas City; Atlanta; Los Angeles; Phoenix **ROTATIONS:** Added into Heavy at KPAY; Added into Medium at KLSI, KBIG, KESZ, WLDR, KZLT, KBLQ, KRNO **CROSSOVER:** Going for Top 40 adds this week

RUSS IRWIN

"My Heart Belongs To You" (SBK)

TOTAL STATIONS: 22 **MAJOR MARKETS:** Buffalo; Houston; San Diego; Savannah **ROTATIONS:** Medium at WMJQ, WSKI, WQLR, KXLK, KZLT, KELT, WJCL, WSGY, KBLQ **CROSSOVER:** D40* on the Top 40 chart with 126 stations

MARC COHN

"True Companion" (Atlantic)

TOTAL STATIONS: 14 **#6 MOST ADDED:** KLSI, WIVY, KKCW, B100, WARX, WHAI, WKYE, WQLR, KBLQ, 3WM, KKLK, KZLT **MAJOR MARKETS:** Kansas City; Jacksonville; Portland; San Diego; Toledo; Tucson **ROTATIONS:** Added into Medium at KBLQ, KZLT **CROSSOVER:** 15 adds out of the box at Top 40

JULIA FORDHAM

"Love Moves In Mysterious Ways" (Virgin)

TOTAL STATIONS: 13 **MAJOR MARKETS:** Cincinnati; Jacksonville; Madison; Tucson; Savannah **ROTATIONS:** Medium at WJCL, WQLR, KZLT **FILM/TV:** Featured in the upcoming "The Butcher's Wife," starring Demi Moore **VIDEO:** Added at VH-1 **TOURING:** Offered opening slot for Michael Bolton

GINO VANELLI

"Sunset On L.A." (Vie/BMG)

TOTAL STATIONS: 10 **ADDS:** KIZZ, KZLT, WSGY **MAJOR MARKETS:** Cincinnati; Portland **ROTATIONS:** Medium at KBLQ, KZLT

BANDERAS

"Why Aren't You In Love With Me" (London/PLG)

TOTAL STATIONS: 8 **ADDS:** KXLK, KAAK **MAJOR MARKETS:** Wichita; Cheyenne **ROTATIONS:** Added into Medium at KAAK

BRYAN ADAMS

"Can't Stop This Thing We Started" (A&M)

TOTAL STATIONS: 8 **ADDS:** B100 **MAJOR MARKETS:** Washington DC; Philadelphia; Chicago; Houston; Tampa; Atlanta; San Diego **ROTATIONS:** Medium at WRQX, KHMV, WMTX, WSTR **CROSSOVER:** Moves 14-10* at Top 40; 3-2* at Rock Radio

CURTIS SALGADO

and the
STILETTOS

HE WAS

the inspiration for
the Blues Brothers

lead singer for
Roomful of Blues

vocalist for
Robert Cray Band

HE NOW IS



Manufactured and distributed in the United States by BMG Music, Inc.

RECORDS is a registered trademark of BMG Music

music meeting

KENNY LOGGINS

"Conviction Of The Heart"
(Columbia)

Taking time off between records, Kenny Loggins traveled an introspective road in the interim that led to an album running the gamut of emotions. The lead track, "Conviction Of The Heart," is such a plea for environmental consciousness, you want to hand out copies to all the oil corporations, or perhaps just to a mother strapping a disposable diaper on her baby. Strong lyrics and strong music too; undoubtedly set for response from anyone with ears.

SMOKEY ROBINSON

"Double Good Everything" (SBK)

Can you spell S-M-A-S-H? Smokey Robinson makes his debut on SBK Records with a song that is, simply, a hit. Easy going, sing-along, primed for chart action...it's Smokey, a format favorite, with all the elements in place. Listen now.

CHER

"Save Up All Your Tears" (Geffen)

Yet another Diane Warren/Desmond Child epic, this song has the same vibe as Cher's now flagship "If I Could Turn Back Time," with all the right rhymes in all the right places, and a hook that zings in so fast your head spins. Just in time for the superstar Fall onslaught, this simultaneous Top 40 /AC release will surely add up to big numbers at retail come Christmas.

NANCI GRIFFITH

"Late Night Grande Hotel" (MCA)

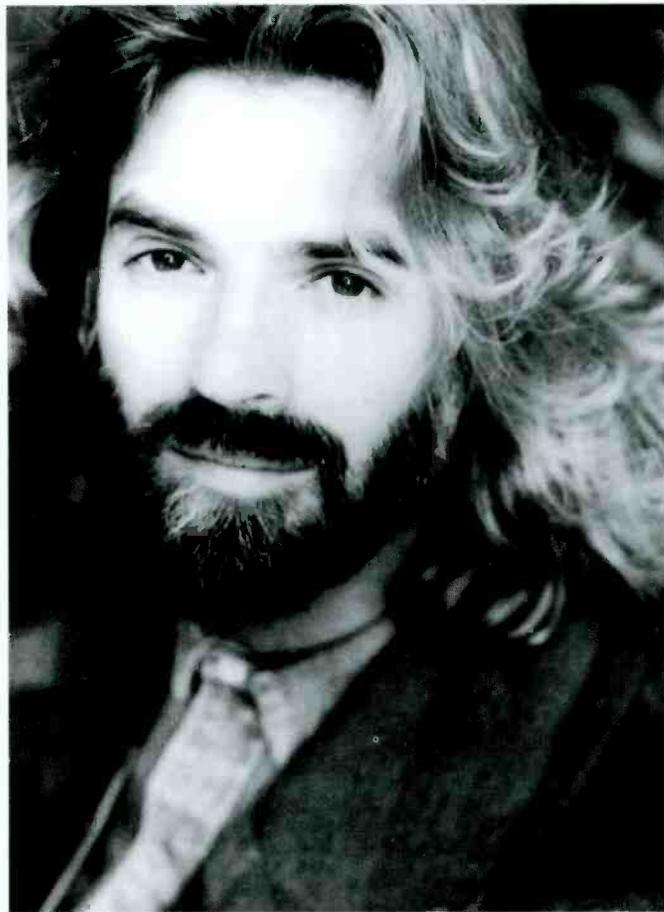
MCA pet project Nanci Griffith returns to AC with the well-written, emotional, *true artiste* approach we now expect from her. Off a forthcoming greatest hits package, "Late Night Grande Hotel" initially seems like a sad ballad but becomes a ode of hope before it's over. Sweeping instrumentation

and a smooth delivery tugs at the heartstrings – definitely a song for females.

CURTIS SALGADO AND THE STILETTOS

"More Love, Less Attitude"
(JRS)

JRS debuts industry-wide with several worthy acts, not the least of which is Curtis Salgado And The Stilettos. "More Love, Less Attitude" is an upbeat, bar-band kind of tune that will no doubt keep a foot tapping throughout your listen. Sure to remind you of the best of Huey Lewis, it's a good candidate to stave off all those slow movers.



kenny loggins

TARA KEMP

"Too Much" (Giant)

Many Hot ACs had success with Tara Kemp's first two Top 10 singles; now she hits the entire format with a tightly-produced, slick-yet-sensitive song that's a ballad but moves with intensity thanks to a pulsating underbeat. The result is perhaps the most unique sound out this week.

AND...

With 10 releases going to AC this week, we could not possibly find space to write about everything. Also newsworthy is the latest from **Belinda Carlisle**, who returns with "Do You Feel Like I Feel?" (MCA) from

her forthcoming *Live Your Life Be Free* album...**Harry Connick, Jr.** releases the title track from *Blue Light, Red Light* (Columbia), which shipped Gold and brings his total to four albums on the retail charts this week...**Van Morrison** offers "Why Must I Always Explain" (Polydor/PLG) from the incredibly beautiful *Hymns To The Silence*...and A&M introduces well-known Adult Alternative artist **David Wilcox** with "She's Just Dancing."

– Yvonne Olson

Adult Contemporary music research is prepared by Yvonne Olson and the staff of The Network Forty

**§ Sales Highlights For
The CS/CD For The First Week Out:**

Waterloo (Austin) #4

Street Side (St Louis / Kansas City) #28

Lechmere (Boston) #12

Tower (Atlanta) #10

Tidal Wave (MI) #8

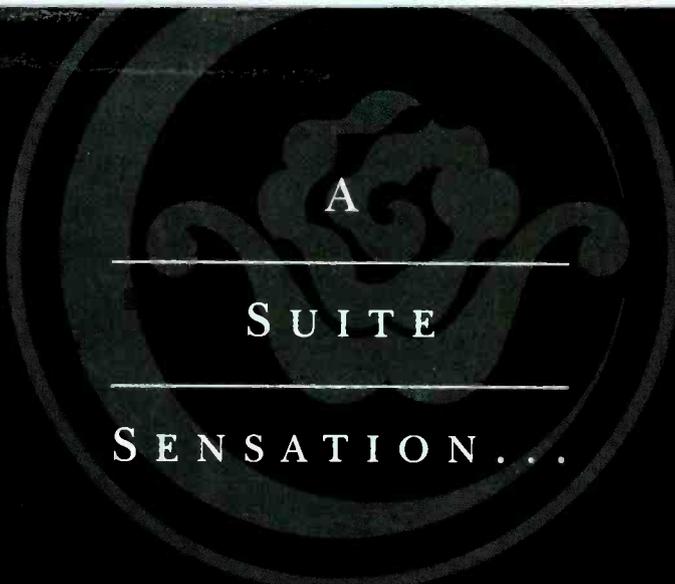
Tower (Boston) #16

Sound Warehouse Debut #65

Tower (Nashville) #7

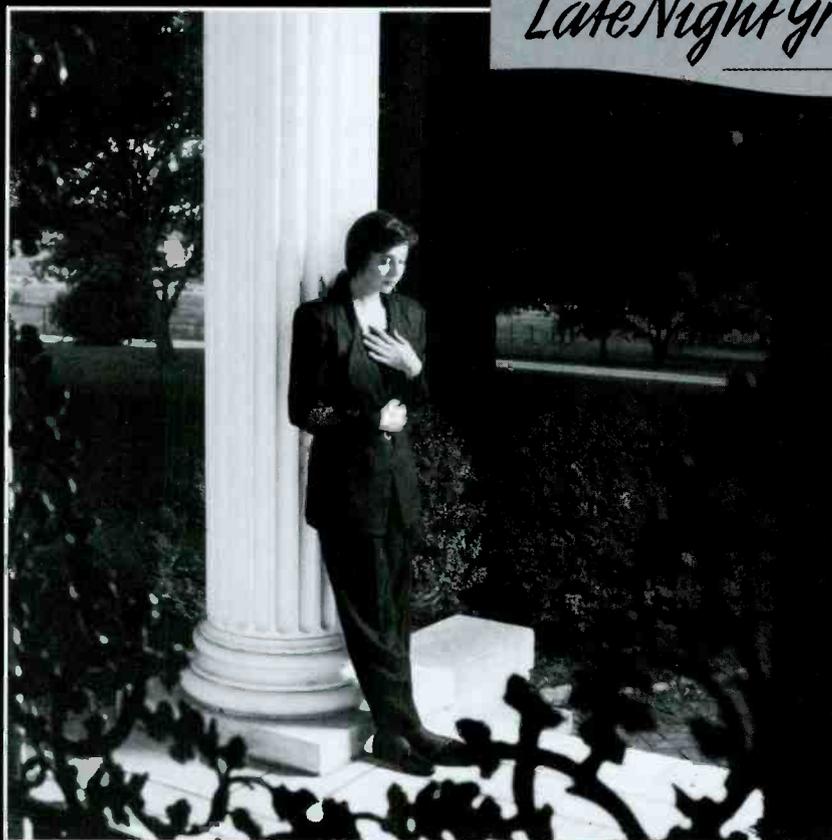
Corner Compact Disc (Atlanta) #1

Northeast One Stop (Albany) #8



NANCI GRIFFITH

"Late Night Grande Hotel"



THE TITLE TRACK
AND FIRST SINGLE
FROM HER NEW ALBUM
TAKES THE TEXAS-RAISED
SINGER/SONGWRITER

FAR BEYOND

HER POSITION AS

ROLLING STONE'S

"QUEEN OF FOLKABILLY."

check it out

Produced by PETER VAN-HOOKE AND ROD ARGENT.

MCA.

5 STAR

Weeks on VH-1

Artist and Title

Label

Add SMOKEY ROBINSON / DOUBLE GOOD EVERYTHING

SBK

GREATEST HITS

Weeks On VH-1

Artist and Title

Label

5	PAULA ABDUL / THE PROMISE OF A NEW DAY	VIRGIN
10	MICHAEL BOLTON / TIME, LOVE & TENDERNESS	COLUMBIA
4	GLORIA ESTEFAN / LIVE FOR LOVING	EPIC
9	HUEY LEWIS / IT HIT ME LIKE A HAMMER	EMI
16	AARON NEVILLE / EVERYBODY PLAYS THE FOOL	A&M
15	BONNIE RAITT / SOMETHING TO TALK ABOUT	CAPITOL
13	ROD STEWART / THE MOTOWN SONG	WARNER BROS.

HEAVY

Weeks on VH-1

Artist and Title

Label

10	EXTREME / HOLE HEARTED	A&M
4	MARTIKA / LOVE..THY WILL BE DONE	COLUMBIA
2	SIMPLY RED / SOMETHING GOT ME STARTED	ATCO / EASTWEST
5	CURTIS STIGERS / I WONDER WHY	ARISTA
7	LUTHER VANDROSS / DON'T WANT TO BE A FOOL	EPIC
6	KARYN WHITE / ROMANTIC	WARNER BROS.

WHAT'S NEW

Weeks on VH-1

Artist and Title

Label

3	DIRE STRAITS / CALLING ELVIS	WARNER BROS.
ADD	BILLY FALCON / POWER WINDOWS	MERCURY
2	BUDDY GUY WITH JEFF BECK / MUSTANG SALLY	SILVERTONE
1	RUSS IRWIN / MY HEART BELONGS TO YOU	SBK
2	CHRIS ISAAK / BLUE SPANISH SKY	REPRISE
1	THE COMMITMENTS / TRY A LITTLE TENDERNESS	MCA
1	TUCK AND PATTIE / DREAM	WINDHAM HILL

ARTIST OF THE MONTH

Weeks on VH-1

Artist and Title

Label

8 VANESSA WILLIAMS / RUNNING BACK TO YOU MERCURY



THE **NETWORK**

FORTY

Next Forty CD TuneUp #40

THE **ONLY** CD SAMPLER THAT COVERS BOTH RADIO AND RETAIL!

1. BLUE TRAIN
ALL I NEED IS YOU
(Zoo) 3:51

2. ANIMAL LOGIC
ROSE COLORED GLASSES
(I.R.S.) 4:07

3. DIRE STRAITS
CALLING ELVIS
(Warner Bros) 4:35

4. CONTRABAND
TONIGHT YOU'RE MINE
(Impact) 4:02

5. CORINA
WHISPERS
(Cutting/Atco) 4:16

6. DEF DAMES
KING OF ROMANCE
(SRC/Zoo) 4:16

7. SCORPIONS
SEND ME AN ANGEL
(Mercury) 4:32

8. TYKETTO
WINGS
(DGC) 3:40

9. HEART
YOU'RE THE VOICE
(Capitol) 5:03

10. TRANSVISION VAMP
I JUST WANT TO BE WITH YOU
(MCA) 4:25

11. THE REMBRANDTS
SAVE ME
(Atco) 4:42

12. INCOGNITO
ALWAYS THERE
(Mercury) 3:35

13. MARC COHN
TRUE COMPANION
(Atlantic) 4:10



**On
Your
Desk
Now!**



most added

1. **Gerald Levert**, Private Line
2. **Atlantic Starr**, Love Crazy
3. **Fourplay f/ El DeBarge**, After The Dance
4. **Riff**, Everytime My Heart Beats
5. **D.J. Jazzy Jeff & The Fresh Prince**, Ring My Bell

major moves

1. **Mariah Carey**, Emotions
2. **Karyn White**, Romantic
3. **Jodeci**, Forever My Lady
4. **Boyz II Men**, It's So Hard To Say Goodbye To Yesterday
5. **BeBe & CeCe Winans f/ Mavis Staples**, I'll Take You There

most requested

1. **Karyn White**, Romantic
2. **Vanessa Williams**, Running Back To You
3. **Boyz II Men**, It's So Hard To Say Goodbye To Yesterday
4. **Mariah Carey**, Emotions
5. **The O'Jays**, Keep On Lovin' Me

CROSSOVER

urban jams

(as reported by The Urban Network)

2W	LW	TW	Artist/Song	Label
3	2	1	VANESSA WILLIAMS . Running Back To You	Wing/Mercury
6	3	2	MARIAH CAREY . Emotions	Columbia
4	1	3	KARYN WHITE . Romantic	WB
9	5	4	BOYZ II MEN . It's So Hard To Say Goodbye To Yesterday	Motown
8	6	5	THE O'JAYS . Keep On Lovin' Me	EMI
15	8	6	JENNIFER HOLLIDAY . I'm On Your Side	Arista
22	15	7	JODECI . Forever My Lady	Uptown/MCA
12	9	8	LISA FISCHER . Save Me	Elektra
18	14	9	GUY . D-O-G Me Out	Uptown/MCA
16	11	10	BELL BIV DEVOE . Word To The Mutha	MCA
20	12	11	TRACIE SPENCER . Tender Kisses	Capitol
17	13	12	NAUGHTY BY NATURE . O.P.P.	Tommy Boy
24	20	13	DAMIAN DAME . Right Down To It	LaFace/Arista
21	16	14	STEVIE WONDER . Fun Day	Motown
1	4	15	COLOR ME BADD . I Adore Mi Amor	Giant/Reprise
25	17	16	S.O.S. BAND . Sometimes I Wonder	Tabu/A&M
27	18	17	SHABBA RANKSW/MAXI PRIEST . Housecall (Your Body Can't Lie To Me)	Epic
10	7	18	PRINCE & THE NEW POWER GENERATION . Gett Off	Paisley Park/WB
29	25	19	RUDE BOYS . Are You Lonely For Me?	Atlantic
30	23	20	GLADYS KNIGHT . Superwoman	MCA
37	27	21	BEBE & CECE WINANS . I'll Take You There	Capitol
26	21	22	DONNA SUMMER . When Love Cries	Atlantic
28	26	23	JOHNNY GILL . I'm Still Waiting	Giant/Reprise
23	24	24	ANOTHER BAD CREATION . Jealous Girl	Motown
—	29	25	PATTI LABELLE . Feels Like Another One	MCA
—	31	26	BARRY WHITE . Put Me In Your Mix	A&M
—	36	27	SOUNDS OF BLACKNESS . The Pressure Pt. 1	Perspective/A&M
31	30	28	SMALL CHANGE . Teardrops	Mercury
40	39	29	GENE RICE . You're A Victim	RCA
5	10	30	EX-GIRLFRIEND . Why Can't You Come Home?	Reprise
▶ DEBUT!	31	31	CHRIS WALKER . Giving You All My Love	Pendulum/Elektra
34	28	32	SURFACE . You're The One	Columbia
39	37	33	MARC NELSON . I Want You	Capitol
▶ DEBUT!	34	34	PEABO BRYSON . Closer Than Close	Columbia
35	34	35	TONY! TONI! TONE! . Me And You	Qwest/WB
—	38	36	QUEEN LATIFAH . Fly Girl	Tommy Boy
7	19	37	WHITNEY HOUSTON . My Name Is Not Susan	Arista
▶ DEBUT!	38	38	ZIGGY MARLEY & THE MELODY MAKERS . Good Time	Virgin
19	33	39	LUTHER VANDROSS . Don't Want To Be A Fool	Epic
▶ DEBUT!	40	40	PHIL PERRY . Forever	Capitol/Manhattan

Rythm Syndicate "Hey Donna"

Donna Is Breaking Through The Crowd
At Top 40 On 182 Stations!

THE NETWORK 23-18*
FORTY

R&R 23-17*

"Donna" Is Coming On Strong At
Radio, TV, And On Tour!

See Rythm Syndicate On:

"Showtime At The Apollo"	Saturday October 5
"Dance Party U.S.A."	Saturday October 5
"Hit Line U.S.A."	Sunday October 6
"Friday Night Videos"	Taping October 8
"Club MTV" & B.E.T.	Taping October 15

THE NETWORK 23-18*
FORTY

 On Tour Through December With C+C Music Factory
Then, A December Through March Tour With
Marky Mark And The Funky Bunch!

**IT'S BEEN A LONG
TIME HASN'T IT?**



CROSSOVER

rock tracks

(as reported by The Album Network)



heart

most added

1. Heart, You're The Voice
2. Shadow King, I Want You
3. Queensryche, Another Rainy Night (Without You)
3. Robbie Robertson, What About Now
5. Primal Scream, Movin' On Up

major moves

1. John Mellencamp, Whenever We Wanted
2. Van Halen, For Unlawful Carnal Knowledge
3. The Cult, Ceremony
4. Bob Seger, The Fire Inside
5. The Storm, The Storm

most requested

1. Guns N' Roses, Don't Cry
2. Metallica, Enter Sandman
3. Rush, Dreamline
4. Ozzy Osbourne, No More Tears
5. John Mellencamp, Get A Leg Up

2W	LW	TW	Artist/Song	Label
3	2	1	GUNS N' ROSES. Don't Cry	Geffen
4	3	2	BRYAN ADAMS. Can't Stop This Thing We Started	A&M
1	1	3	RUSH. Dreamline	Atlantic
—	5	4	JOHN MELLENCAMP. Get A Leg Up	Mercury
8	7	5	VAN HALEN. Top Of The World	WB
6	6	6	EDDIE MONEY. Heaven In The Back Seat	Columbia
2	4	7	DIRE STRAITS. Calling Elvis	WB
18	14	8	BOB SEGER. The Fire Inside	Capitol
13	11	9	LITTLE FEAT. Shake Me Up	Morgan Creek
15	13	10	SCORPIONS. Send Me An Angel	Mercury
29	22	11	TOM PETTY. Into The Great Wide Open	MCA
11	10	12	METALLICA. Enter Sandman	Elektra
17	15	13	RICHIE SAMBORA. Ballad Of Youth	Mercury
21	17	14	THE CULT. Wild Hearted Son	Sire/Reprise
12	9	15	BAD COMPANY. Walk Through Fire	Atco
7	8	16	BAD ENGLISH. Straight To The Heart	Epic
20	18	17	TESLA. Edison's Medicine	Geffen
32	27	18	THE STORM. I've Got A Lot To Learn About Love	Interscope/EastWest
27	24	19	OZZY OSBOURNE. No More Tears	Epic Associated
25	23	20	38 SPECIAL. Rebel To Rebel	Charisma
5	12	21	STEVIE NICKS. Sometimes (It's A Bitch)	Modern/Atlantic
—	29	22	ROBBIE ROBERTSON. What About Now	Geffen
▶	DEBUT!	23	HEART. You're The Voice	Capitol
22	20	24	MOTLEY CRUE. Primal Scream	Elektra
38	35	25	DIRE STRAITS. Heavy Fuel	WB
30	28	26	THE SCREAM. Man In The Moon	Hollywood
19	19	27	THE SMITHEREENS. Top Of The Pops	Capitol
▶	DEBUT!	28	QUEENSRYCHE. Another Rainy Night (Without You)	EMI
34	31	29	DILLINGER. Home For Better Days	JRS
37	33	30	ALLMAN BROTHERS. Bad Rain	Epic
▶	DEBUT!	31	BONNIE RAITT. Slow Ride	Capitol
—	37	32	ALICE IN CHAINS. Sea Of Sorrow	Columbia
▶	DEBUT!	33	SHADOW KING. I Want You	Atlantic
—	38	34	RTZ. There's Another Side	Giant
—	36	35	GUNS N' ROSES. Live And Let Die	Geffen
▶	DEBUT!	36	MR. BIG. To Be With You	Atlantic
16	16	37	TIN MACHINE. One Shot	Victory/PLG
—	40	38	GUNS N' ROSES. November Rain	Geffen
23	30	39	EXTREME. Hole Hearted	A&M
9	21	40	JETHRO TULL. This Is Not Love	Chrysalis

Take it from Dr. Ruth:

"Try Good Sex With Bad Company!"



Bad Company

"Walk Through Fire"

**Igniting Radio Across The Nation!
Just Added At KHMx Houston!**

Hanging Out With Bad Company!

KBEQ Kansas City 17-13*
Y-108 Denver 17-15*
PRO-FM Providence 23-21*

WKBQ St Louis #13*
Q-102 Cincinnati 19-17*
KHMx Houston D-24*

WPHR Cleveland 15-14*
KKRZ Portland 22-17*
KPLZ Seattle 27-24*

The Company You Keep!

WJET Erie 8-5*
WLAN Lancaster 15-11*
Z-104 Madison 17-13*
G-105 Raleigh 18-15*
WZOK Rockford 20-17*
WIXX Green Bay 27-22*

F-95 Birmingham 12-9*
Z-102 Savannah 18-12*
KAY107 Tulsa 17-14*
WGRD Grand Rapids 22-15*
KIKX Colorado Springs 21-18*
KJ-103 Oklahoma City 27-24*

KKYK Little Rock 14-10*
Y-107 Nashville 16-13*
WSSX Charleston 16-14*
WBBQ Augusta 21-17*
KZZU Spokane 25-21*
KWNZ Reno 30-26*



Moves 16-14*



A Top 10 Track At Rock Radio!

On CD TuneUp #39!



Simply Red "Something Got Me Started"

These Stations Got Something Started This Week!

Hot 97 New York
KKYK Little Rock

KBEQ Kansas City
Y-107 Nashville
KXKT Omaha

WPHR Cleveland
KQIZ Amarillo
And More!

KDON Monterey
95XXX Burlington

Simply A Hit!

Y-100 Miami 23-19*
WNVZ Norfolk 33-24*
WAPE Jacksonville 29-26*
KJ-103 Oklahoma City 30-27*
WLAN Lancaster 39-31*

WNCI Columbus 23-20*
KWOD Sacramento 28-24*
WOKI Knoxville 30-26*
WLUM Milwaukee 32-27*
KXXR Kansas City 37-32*

KZFM Corpus Christi 26-20*
Hot 94.7 Chicago 30-25*
KZZU Spokane 32-26*
G-105 Raleigh 34-28*



Debut #37*



Moves 25-21* On Active AC!



east west records america



"Red" Hot On VH1!



ATCO

alternative

(as reported by The Album Network)



pm dawn

most added

1. **The Pixies**, "Letter To Memphis"
2. **They Might Be Giants**, "Hey, Mr DJ, I Thought You Said We Had A Deal"
3. **The Shamen**, "Move Any Mountain"
4. **Erasure**, "Love To Hate You"
5. **Primal Scream**, "Movin' On Up"

major moves

1. **Golden Palominos**, Drunk With Passion
2. **Billy Bragg**, Don't Try This At Home
2. **Nirvana**, Nevermind
4. **Lloyd Cole**, Don't Get Weird On Me, Babe
5. **Blue Aeroplanes**, Beatsongs

most requested

1. **Nirvana**, Nevermind
2. **Red Hot Chili Peppers**, Blood Sugar Sex Magik
3. **Big Audio Dynamite II**, The Globe
4. **The Cult**, Ceremony
5. **Billy Bragg**, Don't Try This At Home

2W	LW	TW	Artist/Song	Label
1	1	①	ROBYN HITCHCOCK . Perspex Island	A&M
8	2	②	BILLY BRAGG . Don't Try This At Home	Go!Discs/Elektra
9	5	③	NIRVANA . Nevermind	DGC
15	6	④	RED HOT CHILI PEPPERS . Blood Sugar Sex Magik	WB
11	8	⑤	LLOYD COLE . Don't Get Weird On Me	Capitol
4	4	⑥	VOICE OF THE BEEHIVE . Honey Lingers	London/PLG
3	3	⑦	BIG AUDIO DYNAMITE II . The Globe	Columbia
21	14	⑧	GOLDEN PALOMINOS . Drunk With Passion	Charisma
5	9	⑨	THE SMITHEREENS . Blow Up	Capitol
24	17	⑩	THE CULT . Ceremony	Sire/Reprise
20	18	⑪	BLUR . Leisure	SBK/Food
6	11	⑫	TIN MACHINE II . Tin Machine II	Victory/PLG
17	15	⑬	HOUSE OF FREAKS . Cakewalk	Giant/Reprise
10	10	⑭	TRANSVISION VAMP . Little Magnets Versus The Bubble Of Babble	MCA
14	13	⑮	NORTHSIDE . Chicken Rhythms	Geffen
2	7	⑯	PSYCHEDELIC FURS . World Outside	Columbia
7	12	⑰	CROWDED HOUSE . Woodface	Capitol
29	20	⑱	BLUE AEROPLANES . Beatsongs	Ensign/Chrysalis
34	22	⑲	THE OCEAN BLUE . Cerulean	Sire/Reprise
13	16	⑳	SQUEEZE . Play	Reprise
39	23	㉑	AMERICAN MUSIC CLUB . Everclear	Alias
16	21	㉒	NED'S ATOMIC DUSTBIN . God Fodder	Columbia
12	19	㉓	MARY'S DANISH . Circa	Morgan Creek
▶	DEBUT!	㉔	THE PIXIES . "Letter To Memphis"	4AD/Elektra
—	26	㉕	FIVE THIRTY . Bed	Atco
▶	DEBUT!	㉖	PRIMAL SCREAM . "Movin' On Up"	Sire/WB
18	24	㉗	SIOUXSIE AND THE BANSHEES . Superstition	Geffen
—	31	㉘	DRAMARAMA . "Haven't Got A Clue"	Chameleon/Elektra
▶	DEBUT!	㉙	ROBBIE ROBERTSON . Storyville	Geffen
▶	DEBUT!	㉚	PM DAWN . Of The Heart, Of The Soul	Gee Street/Island
19	25	㉛	CANDY SKINS . Space I'm In	DGC
26	28	㉜	MEAT PUPPETS . Forbidden Places	London/PLG
40	33	㉝	WOLFGANG PRESS . Queer	4AD
27	29	㉞	WONDER STUFF . Never Loved Elvis	Polydor/PLG
▶	DEBUT!	㉟	TIMBUK3 . Big Shot In The Dark	I.R.S.
38	36	㊱	THE KATYDIDS . Shangri-La	Reprise
23	27	㊲	CARTER THE UNSTOPPABLE SEX MACHINE . 101 Damnations	Chrysalis
25	30	㊳	SMASHING PUMPKINS . Gish	Caroline
37	37	㊴	MUDHONEY . Every Good Boy Deserves Fudge	Sub Pop
35	40	㊵	THE ORB . The Orb's Adventures Beyond The Ultraworld	Big Life/Mercury



erasure

Chorus

"Chorus (Fishes In The Sea)"

Already Getting Action On These Majors!

Power 99 Atlanta
B-96 Chicago
KRBE Houston
KWOD Sacramento
WMXP Pittsburgh
WDFX Detroit

they covered up the sun until the birds have flown away
and the fishes in the sea have gone to sleep

Produced by Martyn Phillips
From the album **CHORUS**

U.S. Representation - Second Vision

New Top 40 Mixes
Ship This Week For
Adds Tuesday,
October 15!



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CROSSOVER

retail sales

(as reported by The Album Network)

2W	LW	TW	Artist/Song	Label
—	1	①	GUNS N' ROSES. Use Your Illusion II	Geffen/24420
—	2	②	GUNS N' ROSES. Use Your Illusion I	Geffen/24415
4	3	③	GARTH BROOKS. Ropin' The Wind	Capitol/96330
—	4	④	MARIAH CAREY. Emotions	Columbia/47980
1	5	⑤	METALLICA. Metallica	Elektra/61113
—	17	⑥	OZZY OSBOURNE. No More Tears	Epic/46795
2	6	7	NATALIE COLE. Unforgettable	Elektra/61049
10	8	⑧	DIRE STRAITS. On Every Street	WB/26680
22	18	⑨	THE COMMITMENTS. OST	MCA/10286
3	7	10	RUSH. Roll The Bones	Atlantic/82293
12	11	⑪	NAUGHTY BY NATURE. Naughty By Nature	Tommy Boy/1044
13	12	⑫	BELL BIV DEVOE. WBBB - Bootcity!	MCA/10345
6	9	13	BONNIE RAITT. Luck Of The Draw	Capitol/96860
18	14	⑭	TESLA. Psychotic Supper	Geffen/24424
7	10	15	BOB SEGER. The Fire Inside	Capitol/91134
5	13	16	R.E.M.. Out Of Time	WB/26496
8	15	17	COLOR ME BADD. Color Me Badd	Giant/Reprise/24429
▶ DEBUT!	⑮	18	BRYAN ADAMS. Waking Up The Neighbours	A&M/5367
9	16	19	BOYZ II MEN. Cooleyhighharmony	Motown/6320
▶ DEBUT!	⑯	20	RED HOT CHILI PEPPERS. Blood Sugar Sex Magik	WB/26681
11	19	21	VAN HALEN. For Unlawful Carnal Knowledge	WB/26594
15	20	22	MICHAEL BOLTON. Time, Love And Tenderness	Columbia/46771
16	21	23	GETO BOYS. We Can't Be Stopped	Rap A Lot/57161
17	23	24	EXTREME. Pornograffiti	A&M/5313
19	22	25	C & C MUSIC FACTORY. Gonna Make You Sweat	Columbia/47093
14	24	26	SEAL. Seal	Sire/WB/26627
20	25	27	TOM PETTY. Into The Great Wide Open	MCA/10317
▶ DEBUT!	⑳	28	THE CULT. Ceremony	Sire/Reprise/26673
23	26	29	PAULA ABDUL. Spellbound	Captive/Virgin/91611
31	30	⑳	AMY GRANT. Heart In Motion	A&M/5321
21	27	31	BOYZ N THE HOOD. OST	Qwest/WB/26643
25	28	32	N.W.A.. EFIL4ZAGGIN	Priority/57126
▶ DEBUT!	㉑	33	HARRY CONNICK, JR.. Blue Light, Red Light	Columbia/48685
29	29	34	JESUS JONES. Doubt	SBK/95715
36	35	㉓	RICHIE SAMBORA. Stranger In This Town	Mercury/848895
—	36	㉔	KARYN WHITE. Ritual Of Love	WB/26320
30	31	37	QUEENSRYCHE. Empire	EMI/92806
28	33	38	MARKY MARK & THE FUNKY BUNCH. Music For The People	Interscope/EastWest/91737
▶ DEBUT!	㉒	39	A TRIBE CALLED QUEST. The Low End Theory	Jive/1418
34	34	40	STEVIE NICKS. Timespace: The Best Of Stevie Nicks	Modern/Atlantic/91711

METALLICA

ENTER SANDMAN
the first single and video
from the new album

Produced by Bob Rock with
Hetfield & Ulrich
Management: Q Prime

\$ Triple Platinum LP!

Heavy Rotation!

A Top 10 Hit
At Rock Radio!



On Elektra Cassettes and Compact Discs

A photograph of Vanilla Ice and Naomi Campbell. Vanilla Ice is on the left, wearing a black leather jacket over an orange hoodie, a black helmet with a camera, and blue mirrored sunglasses. Naomi Campbell is on the right, wearing a white and black bikini top and dark sunglasses. She has her hand on Vanilla Ice's shoulder.

**Not Too Cool For
These Playlists!**

Hot 97 New York
KMEL San Francisco
Power Pig Tampa
WLUM Milwaukee
WNVZ Norfolk
WPHR Cleveland
KPLZ Seattle
KXXR Kansas City
KZHT Salt Lake City
WDFX Detroit
Q-102 Philadelphia
KKFR Phoenix
B-104 Baltimore
WPOW Miami
TIC-FM Hartford
WMXP Pittsburgh
KHTK St Louis
KLUC Las Vegas
KBOS Fresno
WABB Mobile
KDON Monterey
KQPW Fresno
And More!

 **2 Weeks In
Active Rotation!**

It's Another Hit, ~~Not~~, Baby!

**COOL
AS
ICE**

**(EVERYBODY GET LOOSE)
VANILLA ICE featuring Naomi Campbell**

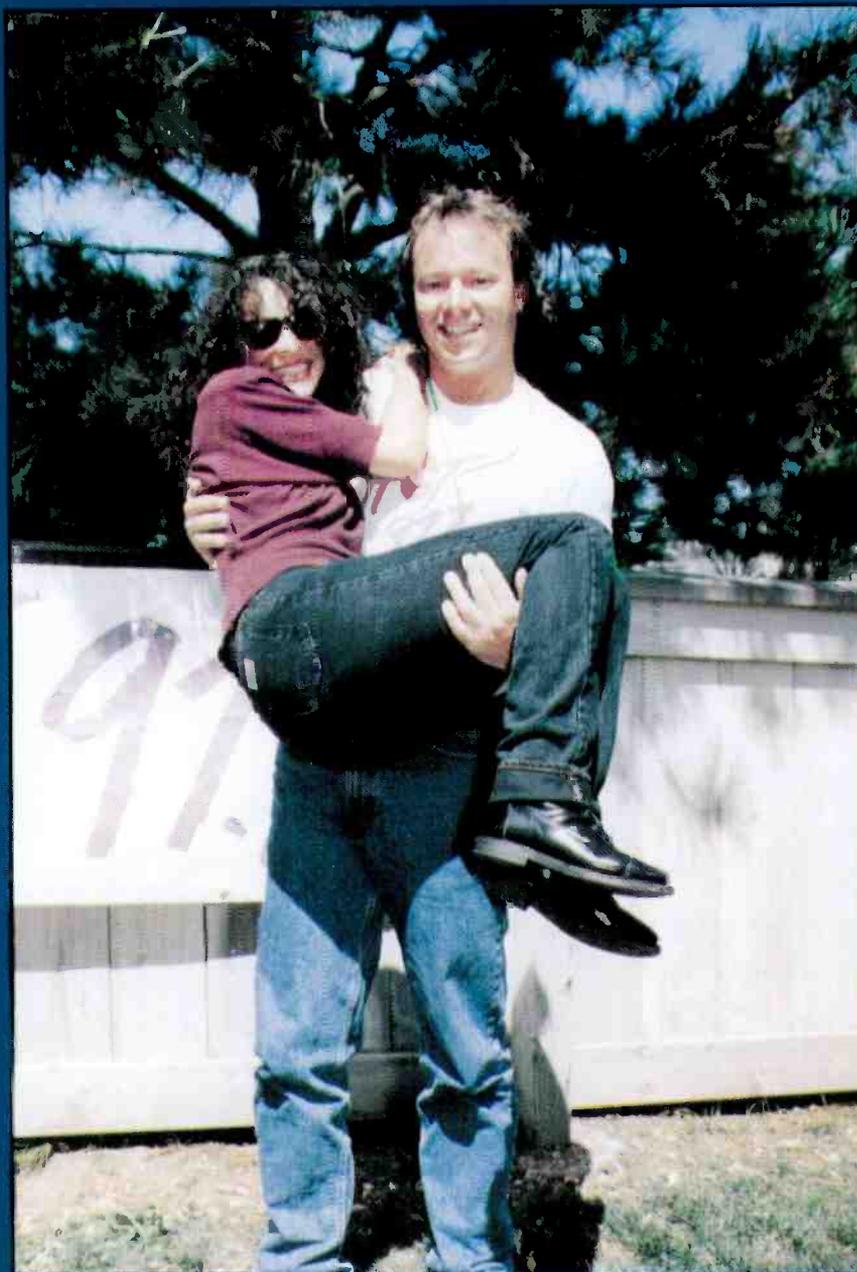
From the forthcoming motion picture soundtrack "COOL AS ICE."

COOL AS ICE opens nationwide October 18.



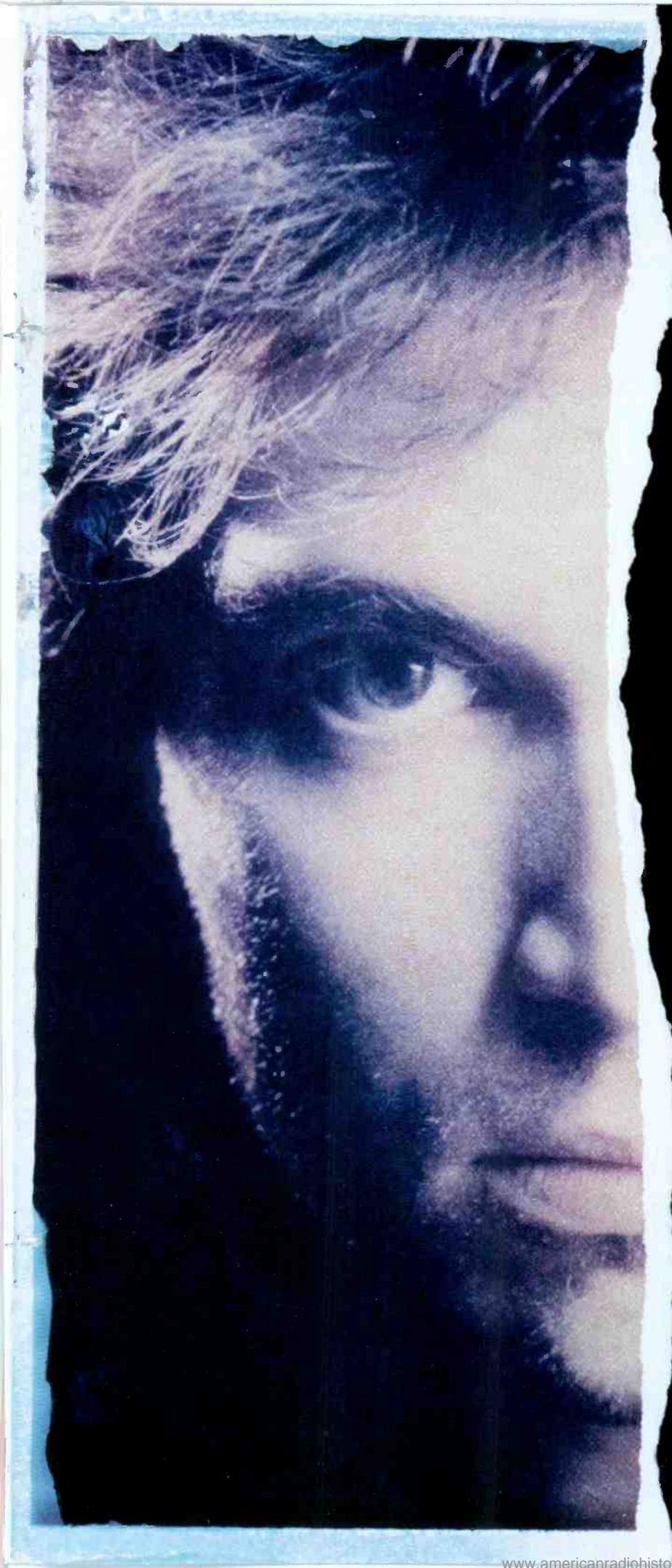
PHOTO

FINISH



NOW THIS IS A PICK-UP!

No, these aren't two newlyweds ready for the threshold...and no, there isn't a flood approaching...in fact, we're not exactly sure *what* possessed KHQT "Hot 97.7" San Jose APD/MD John Christian to show off his manliness and whisk the ever-lovely and talented Jasmine Guy off her feet. Ms. Guy doesn't seem too miffed about it, though, and it definitely makes for a great shot!



WHAT DO YOU DO AFTER
SEVEN TOP 5 SINGLES
AND OVER 10 MILLION
ALBUMS SOLD WORLDWIDE?

KEEP COMING BACK.

Capitol

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Rod Stewart

Broken Arrow

An extraordinary performance of the sensuous ballad
by one of rock's greatest voices.



From the triple-platinum-plus album Yagabond Heart.

Written by Robbie Robertson ♥ Produced by Patrick Leonard ♥ Co-Produced by Lenny Waronker

**The Sold-Out
Tour Continues!**



STEELE PHILLIPS
PRODUCTIONS

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