

CAPITOL OFFENSE ♦ POWERHOUSE PARTIES ♦ THEME WEEKENDS

# THE NETWORK

## FORTY



*Johnny  
Gill*

**17**

6/22/90

# "HOW BAD DO YOU WANT IT?"

The New Single And Track From His Multi-Platinum Album  
The End Of The Innocence



# DON

# HENLEY

GRAMMY AWARD WINNER  
SOLD OUT NATIONWIDE TOUR

**THE PERFORMANCE OF THE DECADE  
THAT ROCKED THE R&R CONVENTION.**

Management: HK Management, Inc. © 1999 The David Geffen Company

[www.americanradiohistory.com](http://www.americanradiohistory.com)



GEFFEN

# THE *Inside* NETWORK

ISSUE 17 JUNE 22, 1990

**FORTY**™



## THE BIZ

His music is modern and mainstream, but without the trappings of teenage trends you might expect from so young a performer. And as his latest Motown single, "Rub You The Right Way," hopscoches past mid-chart success to the threshold of the top ten, Johnny Gill remains thankful for a brilliant voice, and no small amount of big help from influential friends he found along the way. Music Director Gene Sandbloom profiles the artist.

## TOP 40

It's the showcase of worldwide media attention, much more for its politics than its programming. But ours is the story of three powerful, creative and aggressive Top 40s, whose only common denominator is that they each believe their station is the only one that "sounds like the city," Washington DC. Managing Editor Brian Burns reports.



## CROSSOVER

Jazze B and Nellie Hooper's second album, with a great foundation already in place at Urban radio and retail (top ten USA sales), has begun to make all the right metro moves at Top 40, too. With a magnum force bullet at KMEL and new airplay this week at X-100, they'll be jammed to the rafters when Soul II Soul's US tour begins in Oakland mid-July. "A Dream's A Dream" hasn't connected with your subconscious yet? Give Network Forty's CD TuneUp #25 another spin...Soul II Soul has the power to move mind and body!

## THE MUSIC MEETING

### DON HENLEY

#### "How Bad Do You Want It?"

The first upbeat release from Henley's latest LP takes a good look at life in the big bad city.

(Geffen)

### POISON

#### "Unskinny Bop"

Poison's first single in more than a year is a Fairbairn party for Top 40 programmers.

(Capitol)

### THE PARTY

#### "Summer Vacation"

Give your listeners a month off with Disney's first release that Go-Go's well with the 90s heat.

(Hollywood)

### ELECTRIC BOYS

#### "All Lips N' Hips"

A steady current of rock charged with 70s psychedelia has already volted this hit into Rock radio's power rotation.

(ATCO)

### PAUL YOUNG

#### "Oh Girl"

Another old Young classic from Britain's premier vocalist.

(Columbia)

Capitol Offense	4	Ear To The Street	22	Retail Sales	44
Powerhouse Party	11	The Music Meeting	26	Urban Jams	46
Johnny Gill	14	Most Requested USA	30	Rock Tracks	48
Dave McKie	17	Hit Singles	34	Alternative	50
Conference Call	20	The Next Forty	36	Vital Stats	52

Gene Sandbloom's column, "The Music Meeting," page 26

# A CAPITOL

*Brian Burns*

*If all the world is a stage, then Washington, D.C. is front and center! There's no question that, when it comes to the media, that's where the action is. But as an outsider looking in, one can't help but wonder if the city that represents "The Free World" holds the same mystique that we envision on the evening news, or if it's just another major metropolitan area on the Atlantic Coast's landscape. This week, The Network Forty talks with Washington's Top 40 Program Directors about their impressions of what it's like to be in the middle of radio's Capitol offense!*

## **UNDERSTANDING YOUR ENVIRONMENT**

To understand any market, you must first get to know the diversity of lifestyles within the market. "The communities here tend to be less tight-knit due to their size," says Lorrin Palagi, Q-107 Program Director. "They're more diverse, people have more varying interests. By and large, the market is affluent and upscale. It's a beautiful city. The drug plagued inner city area that gains so much publicity is small and pretty far removed from most of us. It's an aspect of D.C. that we hear a lot about, but never see or deal with ourselves."

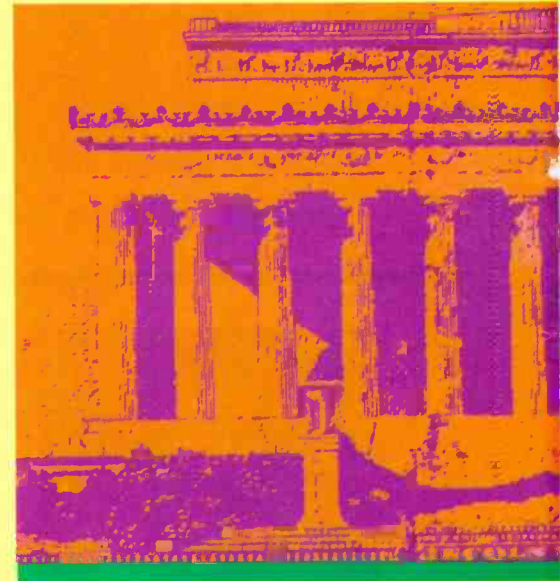
Palagi, who joined the ABC/Cap Cities Top 40 station almost two years ago, does see some contrasts in the nation's capitol. "You do see a lot of homeless people. It's amazing how you

can drive down Pennsylvania Avenue past the White House, and in the same glance see the homeless sleeping on park benches. It paints a visual image that embarrasses most Americans, as well it should."

Matt Farber, who recently resigned as Program Director at WAVA to join Arista Records in New York, was a consultant with Burkhardt/Douglas in Atlanta prior to joining the Emmis Top 40 in February 1989. Farber describes Washington as "a great city, although it isn't a particularly exciting city. It's cosmopolitan, but doesn't have the same fun-factor that a New Orleans or Los Angeles has. Washington is pretty conservative. People complain that it's a tough market for singles because geographically, it's a difficult circle for traveling's sake. It's like three different markets in some aspects. For instance, Maryland, Virginia and D.C. don't really mix at all. They're separate worlds. There's really nothing all



*Lorrin Palagi,  
Program Director at Q-107.*



three have in common except for the radio and TV stations they use and the sports teams they support."

"What makes markets the same, is that they're all different," says WPGC Program Director Dave Ferguson. "From the outside, Washington looks like a sophisticated city. Outside of the upper-middle class government workers, the metro has a lot of rednecks, down home country folks. They don't really consider themselves Southern, but they aren't New York, either. It's somewhere in between."

Ferguson, a three market veteran at WPGC, points out an important facet of programming Urban style radio in Washington. "Because of the high percentage of Blacks (a faction which has become upscale, breaking those stereotypes that were previously associated with the culture) combined with their large influence on ratings due to liberal diary return methods, this format can be very prosperous. Blacks set social trends in this city. It's an excellent programming position to occupy."

## **AN INSIDE LOOK AT THE WAS**

# OFFENSE



## IMPRESSIONS OF YOURSELF AND THE COMPETITION

When a Program Director interviews for a job and makes that first market visit, he or she formulates an impression about the



*John Bon Jovi and Matt Farber backstage at a WAVA live broadcast.*

radio war. However, once settled in the environment, those impressions can, and often do change.

"That wasn't true for me," says Palagi. "The market is pretty much the way I had interpreted it to be, though some stations have changed during my tenure. WPGC sounds almost identical to

the way it did when I arrived. They've been very consistent and it's worked on their behalf. The industry likes to look at WPGC as a Top 40, but they're no more Top 40 than Rock station DC-101. Essentially, I would describe WPGC as a White/Urban. WAVA, on the other side of the coin, is quite a bit different. They lean dance now, whereas they didn't almost two years ago. WAVA certainly has been and remains a more direct competitor to us than to WPGC."

When Palagi left WKSE in Buffalo for the opportunity in Washington, he was the fourth PD in as many years. "Quite a few well respected PD's have passed through Q-107. Alan Burns, Randy Lane and Chuck Morgan all preceded me. Each of them left his mark on the station. The personality of a Program Director tends to be reflected on their station. Such has been the case here."

As a matter of fact, Palagi is quite candid on this subject of Q-107's numerous programming changes. "One of the major problems we are trying to overcome is the lack of consistency these changes over the last five years have created."

Farber agrees with Palagi on his first impressions of Washington radio. "Nothing has changed my opinion since relocating to Washington. Almost anyone you ask will say WPGC is an Urban radio station, not Top 40 as the industry categorizes it. Its listenership is close to 75% Black. You won't hear Linear or New Kids on PGC; it's not a crossover station. Don't get me wrong, they have a

great radio station. But I believe WAVA can beat them in time. Regardless, there's room for two great stations in Washington. Compared to Q-107, WAVA is more rhythmic. We're somewhere between Q-107 and PGC."

"Before I arrived here, I thought Washington was what you see on TV," says Ferguson. "Statues, tourists, a lot of



*WPGC's "Dr." Dave Ferguson and Albie Dee with Sweet Sensation*

powerful people making worldly decisions. Now that I'm here, it's a big city, but a small town in many ways, too!"

"Musically, WAVA and Q-107 are not our competitors," states Ferguson. "65% of our audience is Black. The market as a whole is about 35% Black, over 80% Black in The District. That's a big influence. The people here are musically hip, but not trendy like in New York or LA. Whites and Blacks alike are into pop music like Young MC, MC Hammer and artists like that. New York is more Latino based with groups like Sweet Sensation. Funk and Rap are to Washington what Hispanic and Dance are to the West Coast. Whether you live here or are just a tourist driving around, WPGC is like the soundtrack to the city. We sound like Washington."

## WASHINGTON, D.C. RADIO WARS

# The Lightning Seeds

## Success...Pure and Simple Everytime

Lightning has struck with the hit single

### "PURE"

Well planted at radio and RETAIL giving **The Lightning Seeds** debut firm roots to grow on.

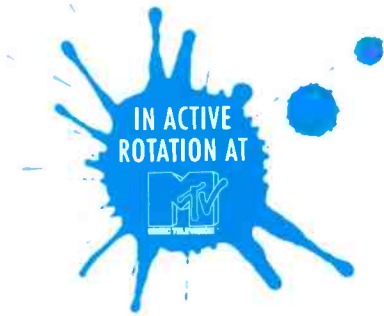
### CLLOUDCUCKOOLAND The Debut Album

Written, performed and produced by Ian Broudie.

Management:  
Paul Brown Worlds End Management — London

#### Just Added!

WIOQ	Philadelphia
WMJZ	Buffalo
PRO-FM	Providence
WZOU	Boston
WPHR	Cleveland
Power Pig	Tampa
KOY	Phoenix
KWOD	Sacramento



"One of the fastest developing new acts in our markets!"

**Paula Brown**  
Buyer, Sound Warehouse

"Sales are growing rapidly throughout the Strawberries/Waxie Maxie chain. The more you hear it, the more it sounds like a big summer hit!"

**Jeff Cohen,**  
Assistant to the Vice  
President of Purchasing,  
Strawberries

"I couldn't be more pleased with the success of the Lightning Seeds. 'Cloudeckooland' is one of those perfect pop records that come along all too seldom."

**Bob Bell,**  
Wherehouse Records

Tower Westwood  
**23\* - 13\***

Hastings Chain in Texas  
**Outside of the Top 100  
to 38\***

Western Merchandisers, Salt Lake  
**20\* - 17\***

Hastings Houston  
**5\***

# Pure

# A CAPITOL OFFENSE



## PROMOTIONAL HIGHLIGHTS

It can be a fierce challenge to be visible in a market that is so geographically spread out. Some programmers opt to stick with TV and direct mail to promote their messages. Palagi doesn't take that approach. "We are very active on the street, as visible as we can possibly be. We like to do appearances at festivals and fairs, the shaking hands and kissing babies approach. There aren't many billboards in the market, so bumper stickers are one of the tools we use for street presence, along with exclusive signage in the Cap Center and The Patriot Center, two of the larger venues for sports and concerts in the market."



*WAVA psyches up for the St. Patrick's Day parade down Constitution Avenue.*

"Each station in a market must be unique to differentiate itself from the competitors, and WAVA is relentless when it comes to promotion," according to Farber. "We're everywhere and like to get in people's faces. External promotion, contesting and appearances are all critical in a dogfight situation. We try to do things that get attention like giving away six Mazda Miatas, while Q-107, for instance, does more traditional promotions like spotting bumper stickers. You

have to be well balanced."

WPGC has its own promotional attitude. "WPGC is more street active than



*The first winner in WAVA's Mazda Miata Giveaway turns the key.*

on-air promotionally active. Cook Inlet has a different philosophy when it comes to outside advertising. We don't pay for street presence in the sense of buying TV and billboards, so we have to be physically active. There's an advantage to this in that you can't be lazy, you gotta hustle. When you work the street, you feel what you're suppose to portray on the air. We consider this research as opposed to just paying \$5000 for a billboard. There are so many ways to research your audience besides just doing callout or surveys. You get better answers to your questions talking with people face to face than over the telephone. It's tough in this market because of its size, be we organize our people to get the most coverage we possibly can."

## UNIQUE QUALITIES

The Network Forty asked each Program Director to describe the one thing that a professional radio observer should listener for on their station.

Palagi hesitates before giving his response. "I've talked with numerous

outsiders in the business who have told me they've never heard two more adult sounding Top 40 stations than Q-107 and WAVA. I'd love to get comments from people as to whether they get that impression, and if so, is that good or bad?"

WAVA's Farber preceded his response with this comment; "It's hard for anyone to realize this station (WAVA) matches the market musically. Unless you knew the market, you wouldn't know that. We use Rantel Research to do cluster analysis to forge a music strategy that's reflective of the market. With that in mind, listen to how well the music flows on WAVA, plus the excitement, energy and creativity, things that draw attention."

"When you turn on WPGC," says Ferguson, "you're going to say this station sounds like Washington. That means music that sounds like the city, and people who enjoy what they're doing. The big difference may be content. Hopefully, when you hear our station, you'll know what's going on in the city, and where you should go to be in the middle of what's happening."



*A busload of WAVA listeners win admission to the Redskins/Giants game, along with "Jimmy Hoffa Finders" and a coffin (in case they do).*

*continued*

*FROM TWIN PEAKS, THE SHOW THAT'S  
CHANGING THE FACE OF TELEVISION, COMES  
THE MUSIC TO CHANGE THE SOUND  
OF RADIO.*



*“FALLING”*

*The Vocal Version by  
JULEE CRUISE*

*From the Debut Album FLOATING INTO THE NIGHT*

*The Instrumental TWIN PEAKS Theme by  
ANGELO BADALAMENTI*

*From the Upcoming TWIN PEAKS Soundtrack*



# A CAPITOL OFFENSE



## SAMPLE HOUR

*Poison*  
**B B D**

*U Can't Touch This*  
**MC Hammer**

*Pump Up The Jam*  
**Technotronic**

*My Kinda Girl*  
**Babyface**

*Push It*  
**Salt & Pepper**

*Make You Sweat*  
**Keith Sweat**

*Show Me*  
**Howard Hewett**

*Back To Life*  
**Soul II Soul**

*Vision Of Love*  
**Mariah Carey**

*Why You Treat Me So Bad*  
**Club Nouveau**

*Rub You The Right Way*  
**Johnny Gill**

*Do Me*  
**B B D**



## SAMPLE HOUR

*Enjoy The Silence*  
**Depeche Mode**

*Back To Life*  
**Soul II Soul**

*Step By Step*  
**New Kids On The Block**

*Father Figure*  
**George Michael**

*Girls Night Out*  
**Tyler Collins**

*Poison*  
**B B D**

*When I'm Back On  
My Feet*  
**Michael Bolton**

*True Faith*  
**New Order**

*She Ain't Worth It*  
**Glen Medeiros**

*Hold On*  
**Wilson Phillips**

*Vogue*  
**Madonna**



## SAMPLE HOUR

*Back To Life*  
**Soul II Soul**

*What It Takes*  
**Aerosmith**

*Your Baby Never Looked  
Good In Blue*  
**Expose**

*Something About You*  
**Level 42**

*U Can't Touch This*  
**MC Hammer**

*I'll See You In My Dreams*  
**Giant**

*Don't Be Cruel*  
**Bobby Brown**

*Do You Remember*  
**Phil Collins**

*Knocked Out*  
**Paula Abdul**

*We Belong*  
**Pat Benatar**

*Sittin' In The Lap  
Of Luxury*  
**Louie Louie**

*Hey Baby*  
**Henry Lee Summer**

*Love Will Lead You Back*  
**Taylor Dayne**

# AS GENUINE AS THEY COME

*25 First Week Adds, Including WKBQ, WZPL, KUBE and KISN!*

## JIMMY RYSER

SAME  
OLD  
LOOK

*The debut single by  
an outstanding talent.*

*From the album  
Jimmy Ryser.*

*Produced by Jim Vallance*

Management: Champion Entertainment Organization, Inc.



**ARISTA**

© 1990 Arista Records, Inc., a Bertelsmann Music Group Company.



# 100,000 WATT BLOW-OUT

## RESIREE STICH SCHUON

*What do you get when you combine several hot Top 40 acts, a "powerful" radio station, hours of planning, numerous meetings, a flexible budget, a strong promotion department and thousands of free tickets? A Powerhouse Party!*

With all the popularity surrounding this type of promotional extravaganza, it's no wonder we hear about these all-out parties from Boston to Oklahoma to LA.

I recently attended such a gala event here in Los Angeles that KPWR, Power 106 orchestrated, Powerhouse IX. It was one of the most extraordinary radio events I'd ever seen. The venue was star-studded with faces in the crowd like Jane Child, Tommy Page and Natalie Cole, and performing acts including M.C. Hammer and his 24 piece review, Michelle and Expose. In keeping with the event, the entire Power 106 staff donned formal tuxedos, with tails, no less! The spread

was first class all the way, the typical Hollywood party. The Power 106 boom box was blaring outside as the endless line of festive party goers, extending as far as a neighboring parking lot, filtered through the doors of the Powerhouse. Inside there was a burst of confetti, balloons, a full light show, electric rope lighting and nuclear silos to support the Power 106 theme, "Pure Energy...Dance Now!" Adding to the decor, Power 106 station banners adorned the otherwise unnoticeable balconies and walls. (Note: this type of signage should be a must for a promotion that you spend endless months and dollars preparing for. It looked great!)

With a dramatic laser light show and an anticipatory rumble of music, the show began with Program Director Jeff Wyatt on stage to start the party in true Powerhouse style. After proudly boasting their top ratings status and welcoming the listeners, Wyatt introduced the

Power 106 staff, giving the crowd a live glimpse of their favorite air personalities. The show's lineup of performers was spectacular and, with the attendance of track artists, was quite large and impressive. (Most Powerhouse parties use track artists in order to have numerous acts perform all in one night without much of a stage change! This trend was reported in detail in The Network Forty feature, "Live or Memorex?" in Issue 14.)

Duncan Payton, Power 106 Promotion Director explains why this type of promotion is so advantageous. "(Great) exposure, especially when we have it outside with a huge fireworks display. We want the people who see it to know it's Power 106's Powerhouse Party. One thing we always do to get the word out is bring the press in. By word of mouth and added media coverage outside of just the radio station, the talk about the event can get the attention of a large segment of the

audience that might not listen to the station on a regular basis.”

Of course it seems impossible for a promotion to come off without a hitch. But outside of a few problems with the Fire Marshall (which is not uncommon in LA) and the long line to get in, Powerhouse IX was surely a success for Power 106 and all in attendance.

## 100,000 WATT BLOW-OUT

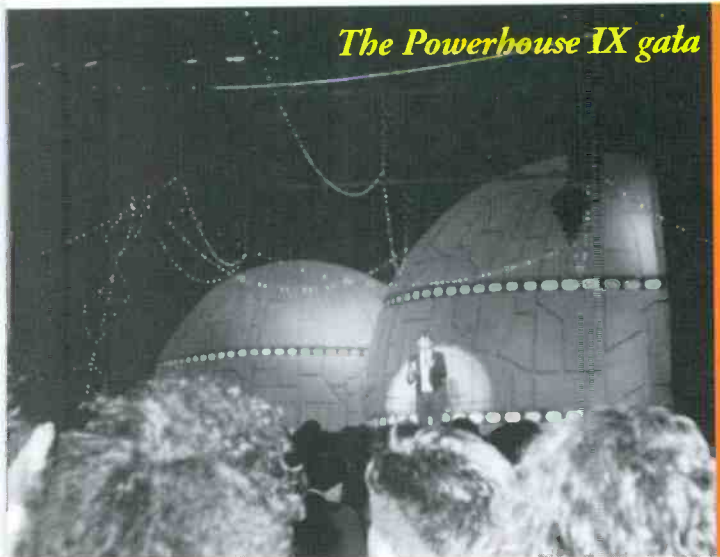
as November. Don Kelly, who consults our station, brought the concept of Powerhouse to us after working with Power 106 in LA. We decided to do it here in Phoenix because it's such a great event and would be an excellent marketing tool.” Newquist continues, “(PD) Steve Smith and (MD) Jim Morales were the big players in the organization of this event, as they worked with the record companies to

get all of the artists for Powerhouse. The lineup had eight acts, including Shana, Nikki, The Cover Girls and 2 Live Crew.”

All of the acts were track performances except for 2 Live Crew, who performed at Powerhouse minus one member, due to the uproar in Florida the night before at

a 2 Live Crew performance. Apparently one of the Crew, Luther Campbell was arrested, or as the band manager told KKFR, “detained” for illicit and sometimes offensive songs. But the other three members went on in Phoenix as scheduled, singing as uncensored as usual. Earlier in the day of the Powerhouse event, KKFR got wind of the incident in Florida and received several phone calls with worries about the performance creating a riot or other problems. Newquist voiced no concerns as “the event was not general admission and everyone had a seat. Besides, there were seven other acts on the bill that

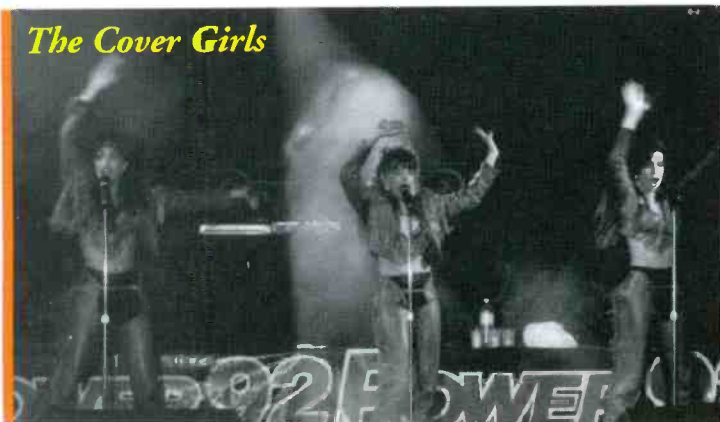
### *The Powerhouse IX gala*



The Network Forty researched this tremendous promotional event in detail with a another Power station that just threw such a party in Phoenix, KKFR - Power 92.

Power 92 Promotion Director Bob Newquist describes their Powerhouse experience: “First and foremost, I must attribute the success of this event to everyone at the station. The whole KKFR staff got involved, worked their tails off, and made it the best it could be. We began planning for our June 10 Powerhouse Party as far back

### *The Cover Girls*



*Power 106's Duncan Payton with Young MC*

the audience had also come to see, and 2 Live Crew was last to perform. The realistic threat of a possible riot was extremely minimal. We were lucky to have them still perform at all, because the next morning I heard that the other three Crew members had warrants out for their arrests, too!” That sure would've been interesting, if two of Phoenix's finest waltzed up on stage during “We Want Some P\*\*\*y” to apprehend the offenders!

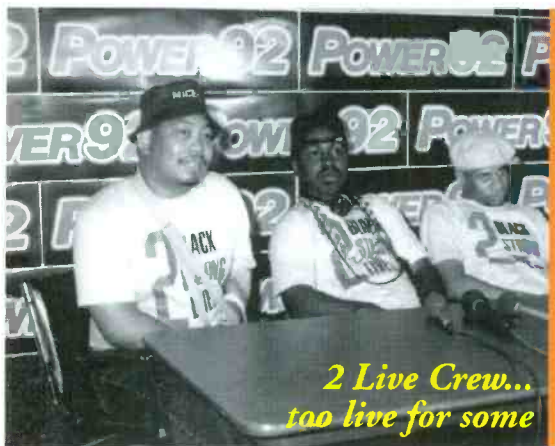
Newquist summarizes Power 92's Powerhouse Party. "We took the concept from 106, and then thought up other things to add to it, tailoring it with our own ideas. We wanted it to be a real production with a laser light show, fog machines, a produced voice, and a 2,000 KKFR balloon drop to make it the spectacular extravaganza it

## 100,000 WATT BLOW-OUT

We also put together an entire production package for the beginning of the show that had a bellowing voice counting down the minutes and seconds to Powerhouse, exactly coordinated with the laser light show. This approach combined with fog and the balloon drop made our first Powerhouse so dramatic and powerful! It was just incredible."

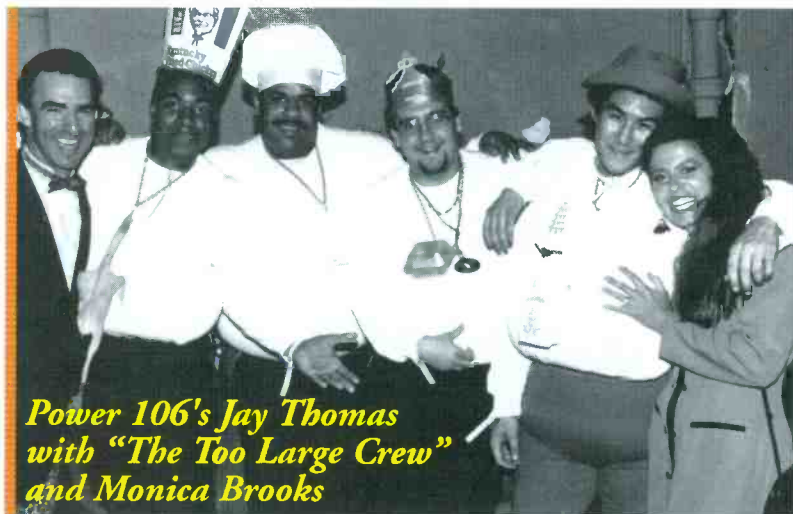
Commenting on the expense of such a lavish promotion, Newquist states, "Budgeting for this event is very important, let's put it that way. Getting strong sponsors is a key. The better the promotional sponsorship package

you put together to sell the event, the bigger it will be." Regarding the close to \$50,000 price tag, Newquist comments, "It's not impossible to handle if you get solid sponsorships. Obviously, the cost diminishes with the recruitment of a major sponsor. Miller Genuine Draft sponsored our promotion and they went crazy because it was such a success for them. Needless to say, Miller's



*2 Live Crew...  
too live for some*

was. The venue we used has a seating capacity of 2,600 and it was not general admission, so there were no problems with entry or turning listeners away. To add to the party itself, we did some merchandising, designing posters, banners, T-shirts, backstage passes, etc., to promote and enhance the Powerhouse Party.



*Power 106's Jay Thomas  
with "The Too Large Crew"  
and Monica Brooks*

involvement gave the Power 92 Powerhouse the extra push it needed. The Powerhouse concept is quite incredible and well worth the effort involved in organizing, selling and putting it on."

Newquist concludes, "This type of promotion gave our station and sponsors such tremendous exposure. It was simply the hottest ticket in town. I heard that people were even scalping tickets for \$75. The exclusivity of the whole thing made it that much bigger and more exciting. Due to the huge success of Powerhouse I, I'm already preparing for Powerhouse II."



*The Power 92  
crew and some  
close friends*



# Johnny Gill

HE BEGAN HIS VOCAL CAREER WHEN his family formed a singing group when he was only eight. "It was my mom, my brothers and my Dad. Because he was a minister we started out singing in church. My dad just called us up to perform one Sunday, and called us the 'Gill Special'."

Moving to Washington DC, Johnny grew up in the same neighborhood and went to the same school as fellow Motown artist, Stacy Lattisaw. By the time he was 15, he managed to capture Stacy's ear with his soulful voice. "Stacy told me she'd talked with Henry Allen, the president of her record company at the time, and said he wanted to hear my voice. I didn't know anything about going into a studio and making demo tapes. I just did (a demo) on a regular cassette recorder and gave it to her," Gill recounts.

The result was a record contract and two albums recorded on the Cotillion label. The first album is what Johnny calls his "introduction" record, with such covers as the Sam & Dave song "When Something Is Wrong With My Baby." His second effort was an all duet LP with Lattisaw which included his first hit, "Perfect Combination." "I never gave singing a second thought until Stacy approached me, and I signed my record contract. Before then, it never dawned on me to consider this as a career," remarks Johnny.

While Johnny says he loves people, it was during his early performances that he began to meet some of the biggest stars in the business. "Eddie Murphy came to a show I was doing at the Red Parrot a long time ago when my first album came out. He told me how much he liked my voice and told me 'Your gonna make it. You're

gonna be all right. All you gotta do is stay away from the eyeliner and the lipstick," Gill remembers. "Sugar Ray (Leonard) invited me to a Halloween Party one time, and said 'What's happening? I haven't heard a record from you in a long time.' I was having contractual problems at the time, so he had his people help me out of this loophole. Since then he's been my big brother."

"These entertainers came to see me and encouraged me from the beginning. Knowing that they were behind me made me really feel I could do it. They are my heros. Being able to call and talk to them at any time has really inspired me and

vocal ability."

Taking time out to do the New Edition project not only gave Gill his first Platinum album, but he also became friends with two more hot producers, Jimmy Jam and Terry Lewis. So with an album already started with L.A. and Babyface, history was made by the joining of these two teams to finish Johnny's Motown album. Although they weren't in the studio at the same time, they were in constant touch with each other during the recording of the LP. There are even plans to have each production team remix each other's singles off the LP.

**WHILE MOST 23 YEAR-OLD ARTISTS ARE RAPPING, SCRATCHING OR ROCKING, JOHNNY GILL COMES FROM A DIFFERENT SCHOOL. "I LOVE THAT MUSIC AND AND LISTEN TO IT, BUT I KNOW MY BOUNDARIES," GILL SAYS. "BEING AS YOUNG AS I AM, BELIEVE IT OR NOT I STILL LIKE THE OLD SCHOOL SINGERS LIKE STEVIE WONDER, JEFFREY OSBORNE, LUTHER VANDROSS, FREDDIE JACKSON AND PEABO BRYSON."**

made me feel I am one of the blessed ones. It's like family," Johnny says.

It was through these friendships that he became acquainted with the hot production team of L.A. and Bayface, and he started recording his third album. But conversations with his old friends in the group New Edition convinced him that a short detour was in order. "New Edition knew they had the teen market, and they were growing up. They wanted to keep up with the times and solidify themselves as a group that would be here for a long time. They know Ralph holds his own as a vocalist and entertainer, but they wanted something more in the vein of the Temptations or The Four Tops."

"Also," Gill continues, "we knew going into my solo project we could capture the older audience. But I wanted to capture the younger audience and let them get familiar with me. No one in the group ever had the attitude that I was coming in to replace Bobby (Brown), or made me do anything that wasn't in my

With a reputation for slow songs, it was an easy decision to release one of the few groove tracks off the LP, "Rub Me The Right Way," as the first single. "It's basically about a man giving a woman a massage," Gill says. "I didn't want to get locked into that mode of just being a balladeer. I enjoy dancing as much as I enjoy singing."

His follow-up single, "My, My, My," is a trademark Gill ballad that compliments a woman. "I think a lot of us as men have a tendency to take our women for granted," Johnny explains. "We get so caught up and hung up in our work, (we forget) that complimenting a woman is one of the things that can make her feel good about herself. Every woman who's heard this record has basically fallen in love with it, because it's what they want to hear."

Being liked by both the critics and the fans is a rare accomplishment for any artist. So with a Platinum-plus album, three-format radio play and positive

reviews across the country, Gill is a bit in awe of it all. "That's a blessing from up above. No one knows how wonderful it feels to know that everyone you know or who is listening to your record loves what you're doing. It's a feeling I can't even describe. It amazes me, and feels so good."

Sometimes, trying to live up to all the media hype can put a lot of pressure on an artist, especially one who is so young. But Johnny says, "There's no pressure, because I don't have to work and sound like somebody I'm not. People say I sound like Stevie Wonder, Teddy Pendergrass, Marvin Gaye...I've heard them all. I love all these people I've really admired for a long time. I don't feel any pressure to live up to those standards, because that's just me being me."

Johnny still hopes to one day have an album produced by Quincy Jones, in part to make use of Jones' phenomenal songwriters. Just now beginning to write on his own, he would

eventually like to produce an album on his own someday, as well. He does play guitars, keyboards and base, but he only sings on his current record. "I realize my limitations," Johnny says, "When you have the greatest producers in the country, you let them do what they do best."

When he returned from Europe recently, Gill was amazed by the response he is already receiving. He leaves for Japan to do three shows at the end of July. He says New Edition hasn't broken up, and he will be joining them for a new record later this year, followed by a reunion tour that will feature Bobby Brown, as well.

He does play golf in what little spare time he has, but he's not worried about working too much. "I really long for that day when I can come home and find someone I really care about," Johnny says. "That's just something that hasn't happened yet. So staying busy doesn't bother me." — Gene Sandbloom



# maxi priest

**"CLOSE TO YOU"...**

**THE DEBUT SINGLE FROM THE ALBUM, BONAFIDE.**

***Get Close To The Priest...***

**NEW BELIEVERS COAST TO COAST!**

Power Pig Tampa	Kiss 108 Boston
HOT 97.7 San Jose	Q-105 Tampa
Power 106 Los Angeles	KJMZ Dallas
KRBE Houston	KUBE Seattle
FM 102 Sacramento	KISN Salt Lake City
	KRQ Tucson

**RIGHTEOUS MOVES AND DEBUTS!**

KITY 28-26*	WMJQ 30-27*
WPHR D-29*	WLOL D-29*
	WKSS D-30*

**VH1 5-Star Rotation**

**Produced by Geoffrey Chung for Penetrate Productions, Sly Dunbar and Handel Tucker. Don Taylor Management.**

© Charisma Records America, Inc.

charisma



# Programmer's TEXTBOOK

## CALLOUT RESEARCH 202 (PART II)

**(PREREQUISITE:  
CALLOUT RESEARCH 101  
NETWORK 40 ISSUE #16)**

*In last week's Programmer's Textbook, we gave you a basic introduction to building a Research Department. We talked generalities concerning all the facets of your new department. You may wish to review last week's article before we begin this week's more in-depth building process. Let's get started!*

### HIRING YOUR STAFF

The first step to begin passive music testing is hiring staff. A good place to look is local college media departments. Call counselors and let them spread the word around their classes (students may get academic credit). You also may head over to the campus and put an advertisement for help on the Student Union Building bulletin board. If you don't have a college, you may elect to use High School Seniors. Call the school Guidance Counselor for recommendations. Other possibilities are your state's employment agency, senior citizens organizations and handicapped agencies.

As you know, assembling a "great staff" is a major step in ensuring reliable results from an in-house Callout Research Department. Take the time to hire smart. It could take you two or three weeks to find qualified applicants, and it's not an easy task to find mature, dedicated employees for minimum wage or even five dollars an hour. And you'll want to nurture them, as you do your airstaff. Don't forget, they will be gathering the necessary information you'll be counting on for deciding the station's

music selection. You must give them some incentive, whether it's the possibility of a promotion to other areas, station freebies, or nickel and dime raises. Incentives help keep your new staff's morale solid in a position that is generally high in turnover and burnout.

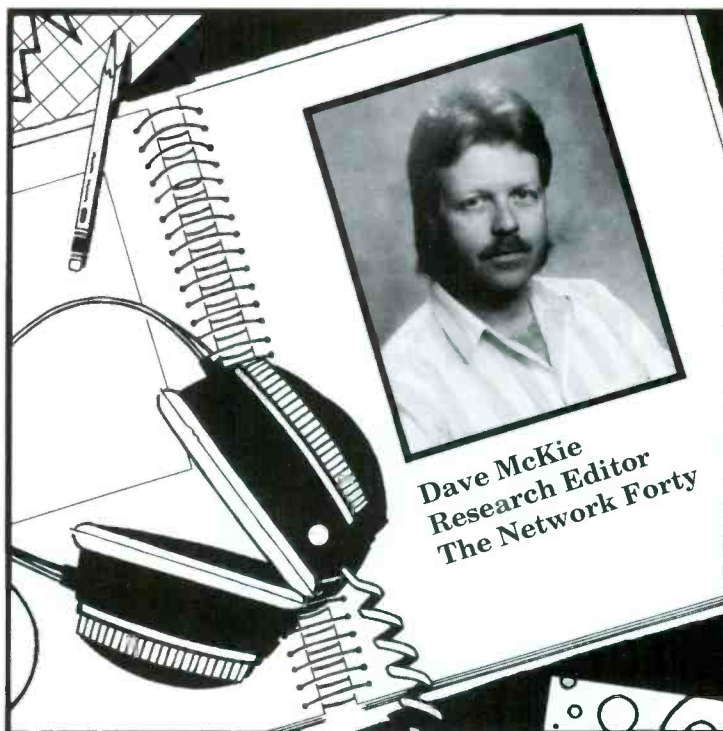
You may want to include callout personnel at station events, functions, promotions and appropriate staff meetings, in addition to their own department meetings. By explaining Arbitron procedures and the results of the music report they've been working so hard to complete, you'll help them to feel like they're making a major contribution to the station's success. Which they are!

Above all...make them sign a noncompete and confidentiality clause. Be absolutely certain they understand the consequences if they were to leak any information to anyone outside the station.

### BUILDING THE DATABASE

Now that your staffing is underway, it's time to develop a script to prescreen listeners. This includes a fictitious company name to be used by interviewers to avoid any bias from prospective respondents. Never identify your station! This could result in biased information.

Assuming you've assessed your needs and know what parameters you wish to use, such as demographics, primary and secondary



stations, ethnicity and so forth, it's time to put the pieces together. In the creative stage, write three or four questionnaires with input from the GM, consultant and staff until you've settled on a final script. (We've provided a sample prescreen script as a model.) You may also consider including perceptual questions about the market, promotions, air talent, leisure activities and consumer buying habits for your Sales Department. An added bonus is that you can also tally results of every call and project market ratings. But keep in mind that the more information you gather, the more time it will take with each respondent...and time is money!

In small and medium size markets, placing random calls encompassing the entire metro will fill your database recruiting needs. Larger markets can use Arbitron or Birch zip code diary placement percentages to divide up calls. This can save you a lot of time. For instance, say you are trying to reach a downtown Urban audience, only to discover you've been calling a prefix

# SOUL2SOUL



## A DREAM'S A DREAM

**\$** Album Network Retail 39-22-17\*

**PLATINUM** In Just 3 Weeks!

*New This Week!* X-100 Z-90 KCAQ KISR WWCK WPFM

*Early Action!* KMEL 17-15\* HOT 97 18-16\*

*Warming Up Everywhere!* Kiss 108 B-96 KKFR Q-106  
KUBE KROY KTFM WGY  
WDJX WFLY G-98 KTMT

**VH1** 3 Weeks Strong! **National Tour Starts July 19th!**

# KID FROST



## LA RAZA

**☎** Most Requested USA

Z-90 San Diego #1 Power 106 Los Angeles #5  
KMEL San Francisco #6 KKFR Phoenix #6  
KTFM San Antonio #7

**A Warm Reception To Frost!**

KDON Add 30\* KTFM Add 27\* KBOS Add Power 106 D-31\*  
KITY D-30\* B-97 D-18\* Q-106 29-25\* HOT 97.7 24-22\*

# SAKAMOTO



Featuring **JILL JONES**

## YOU DO ME

**America's Favorite New Japanese Import!**

**Early Believers!**

KMEL San Francisco 29-27\* HOT 97.7 San Jose 26-23\*  
KDON Salinas/Monterey 28-24\* KBOS Fresno 24-18\*

Virgin™

# N40 Programmer's TEXTBOOK

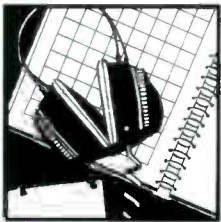
in a predominantly White suburb. A little investigation with the phone company will reveal the prefixes that coincide with each zip code.

There are also various computer programs available that generate random numbers by entering the prefix. But since saving money is the name of the game here, there are easier ways to generate random calls. For example, count and use every seventh number, or reverse the order of the last four digits and use all numbers. This will give you a completely random sample, including the elusive unlisted phone number.

Once you have found a useable respondent, gather all the necessary

information needed to make accurate callbacks when actually testing music. You may wish to file them in a computer database. If you don't have access to a computer, you can use a card file method. (We've also included a sample card).

In next week's Programmer's Textbook, we'll talk about fast and easy ways to make your music hook tapes, code your respondents reactions and interpret that data into tangible results you can put into action on the air. We invite you to call us with any questions or suggestions you may have about building your station's Callout Research Department.



## Sample Prescreen Script

Hello, my name is \_\_\_\_\_  
from Macaroni & Cheese Music Research.  
We're doing a survey for the radio stations in your area.  
What radio station do you listen to the most?  
\_\_\_\_\_

How many hours a day do you listen to (favorite station)? \_\_\_\_\_

What time do you start listening to (favorite station)? \_\_\_\_\_

What time do you stop listening to (favorite station)? \_\_\_\_\_

Are there any other radio stations you listen to?  
\_\_\_\_\_  
\_\_\_\_\_

May I have your age? \_\_\_\_\_ Zip code? \_\_\_\_\_

Your ethnic background? (if applicable) \_\_\_\_\_

*(If respondent does not meet the above requirements to qualify for music testing, just say thanks and discontinue the call. At this juncture, you have enough information for ratings tabulation.)*

In the next few weeks, we would like you to participate in a music survey. We will call you and play you portions of various songs you would likely hear on your favorite station. Would you like to participate?

*(If respondent answers YES, fill out the card at right, say "thanks for your time and participation!" and go to the next call.)*

First Name _____	Favorite Station _____		
M/F _____	Age _____	Zip Code _____	_____
Phone _____	Ethnic Group _____		
Cume Stations	2 _____	3 _____	4 _____
Testing Dates	2 _____	3 _____	4 _____
Prescreen Date _____	Initials _____		

Published By  
**THE NETWORK FORTY, INC.**  
120 North Victory Boulevard  
Burbank, California 91502  
Phone: (818) 955-4040  
Fax: (818) 846-9870

**GARY F. BIRD**  
**STEVE SMITH**  
*Publishers*

### THE NETWORK FORTY EDITORIAL STAFF

**BRIAN BURNS**  
*Vice President  
Managing Editor*

**GENE SANDBLOOM**  
*Music Director*

**TOM JEFFRIES**  
*Radio Editor*

**DIANA ATCHLEY**  
*Features Editor*

**DESIREE STICH**  
*Promotion Editor*

**DAVE MCKIE**  
*Research Editor*

**DAVE SPARKS**  
*News Editor*

**ANN BARRON**  
*Editorial Associate*

**BEVERLY RUBIN**  
*Editorial Associate*

### THE NETWORK FORTY STATE OF THE ART DEPARTMENT

**BETH ESCOTT**  
*Art Director*

**HOWARD LUCKMAN**  
*Senior Computer Systems Designer*

**BARBARA COWAN KOLB**  
*Senior Graphic Designer*

**VICTOR CABALLERO**  
*Computer Systems Associate*

©1990, The Network Forty Inc. All rights reserved. The information compiled herein is deemed to be proprietary, and cannot be copied, distributed or commercially exploited without the written permission of The Network Forty.

Printed in the USA and distributed throughout North America, Europe, Australia, New Zealand and Japan.

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

# N40 *Programmer's* CONFERENCE CALL

## "Theme Weekends"

by Tom Jeffries

*Just about every station in the country does something different on weekends. How often should a station present promotions on weekends? Is there a fear of burnout for your audience? What type of promotions work best? Are your weekend promotions music intensive? What should your audience expect from you on the weekend? On The Network Forty*

*Conference Call this week:*

**Andy Schuon**, KROQ Los Angeles

**Dave Robbins**, WNCI Columbus

**Steve Knoll**, KPXR Anchorage

### QUESTION #1

*The Network Forty: How often do you present special weekend promotions?*

**ANDY:** I schedule two per month. Our weekend specials are very music oriented. Once a month we offer "Flashback Weekends," where all the currents are removed and we play the best of the "Rock of the 80s" stuff. We'll also play the cult favorites, like The Surf Punks. We run a "Block Weekend" once a month, too. We'll play two to three songs by every artist back-to-back through the weekend.

**DAVE:** We run one just about every weekend. It could be a tie-in with a city event, movie tickets, concert tickets or whatever is topical and top of mind.

**STEVE:** We average every other weekend. I think every weekend would take the excitement out of what we're doing and be too much for the audience.

### QUESTION #2

*The Network Forty: How important do you feel special weekend promotions are to the overall sound of your station?*

**ANDY:** Weekends on any station are important. People are in a different frame of mind on the weekends. I like to give our audience something special. You should give them a "fun" reason to tune in and see what's going on. Even if we're not doing one of our special weekends, I slow down the rotation on the currents. The time spent listening is always longer on the weekends for KROQ.

**DAVE:** If you're a Top 40 station that's geared for fun, and also geared toward lifestyle, then it's obvious that you project that feeling on weekends. People spend the most time with you on weekends. The audience is looking for fun. There is no work involved and they don't have any cares. If your station is too "heavy" on weekends, they won't think of you as a place to go for fun.

**STEVE:** Weekend promotions are very important, especially when you're running a major book promotion at the same time. The big push promotions normally run Monday through Friday. But the weekend promotions will maintain the excitement on the station without burning your audience out on the major promotion. Most of your major promotions will last ten to twelve weeks.

### QUESTION #3

*The Network Forty: Do you offer prizes on the weekends? What kind of prizes are offered, and where do they come from?*

**ANDY:** Most all the prizes we give away are music oriented. We give away concert tickets every hour during the weekend. And I do mean every hour, even on the all-night show.

We also give away product supplied by the record companies.

**DAVE:** When it comes to soundtracks and things like that, we'll get it from the record companies. We pay cash for most of the trips. Purchasing the prizes on your own allows you to jump on something in a moment's notice. If something happens locally, for example, a bridge gets washed away by a flood, you can jump on the air and offer trips to London to see the London Bridge. In order to be spontaneous, you should be prepared to pay cash.

**STEVE:** Most of our promotions contain smaller prizes on the weekends. We'll trade for electronic equipment, like stereos and CD players. We run lots of "free music" weekends



**STEVE KNOLL,**  
**KPXR ANCHORAGE**  
*"Weekend promotions maintain excitement."*

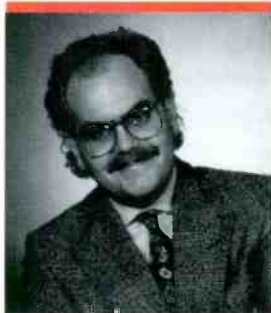
throughout the year with product supplied by the record companies. "Wash 'N' Wear" weekends are popular; listeners win car wash certificates and station T-shirts. We give away free tanning certificates all the time. In a place like Anchorage, you can believe how popular getting a tan is! There is a tanning salon on virtually every corner of every block. Our Summer weekend promotions are very outdoor oriented due to the shortness of the season. The biggest day of the year here is the Summer Solstice. (The first day of summer.) In the summer months it stays light for about 21 hours a day! To celebrate, there are midnight softball tournaments, midnight running competitions, and lots more. Our station becomes a big part of these activities. The masses participate and, so do we.

# Programmer's N40 CONFERENCE CALL

## QUESTION #4

*The Network Forty:* Describe the weekend promotions that work best for you.

**ANDY:** Image building music promotions work the best for this station. The audience knows what to expect from us. For example, the Depeche Mode concert at Dodger Stadium



**ANDY SCHUON,**  
**KROQ LOS ANGELES**  
*"Image building music promotions work best"*

sold out in less than an hour on a Saturday morning. For the next 50 hours, the only place you could get tickets for the show was by listening and winning on KROQ.

We gave a pair of tickets away every hour. It was hot! I think you should react to what is top of mind to your audience. If something is really hot on the street, the audience should be able to tune in your station to hear about it, and be able to participate in some way. Winning tickets to a show they otherwise couldn't get is a big positive in the minds of your audience. If you do it on a regular basis, they're yours.

**DAVE:** Our audience can win prizes by listening for "the sound of." It's always something silly and wacky. Last weekend we bought a quantity of tickets for the new movie, "Days Of Thunder." The audience was told to listen for the sound of Tom Cruise's race car running over the nerds. When we played the sound effects: race car, nerds screaming, "help, help! Get out of the way! (thud/squirt)!" it was time to call in and win. People remember you because of the silly, wacky, and even stupid things. They don't remember "Be the 13th caller and win." Who cares?

**STEVE:** We use forced listening types of promotions. The audience has to listen for a certain song during an hour. When they hear it, they call in to win. Contests that promote the music are the best for us.

## QUESTION #5

*The Network Forty:* Describe a recent promotion that sounded great on the air, and was well received by the listeners.

**ANDY:** I have to say that the "Flashback Weekends" garner the most positive response from our audience than anything else we have ever done. Some programmers might feel that these types of promotions burn out the listeners in a hurry. But I feel that by doing them on a regular basis, they become bigger than life. The audience expects it from you. I've looked at many diaries and have seen "Flashback Weekends" written down a lot of times. It's something that the audience likes, but most important, it's something that they remember.

**DAVE:** We did "bobbing for cow tongue" to commemorate National Dairy Month. We bought a three-pound cow tongue, put it in a big bucket filled with 20 gallons of milk, and listeners bobbed their heads in there to win. If you were able to pull the tongue out of the bucket in your teeth, you got \$97.00. (Editor's



**DAVE ROBBINS,**  
**WNCI COLUMBUS**  
*"There has to be an emotional reaction"*

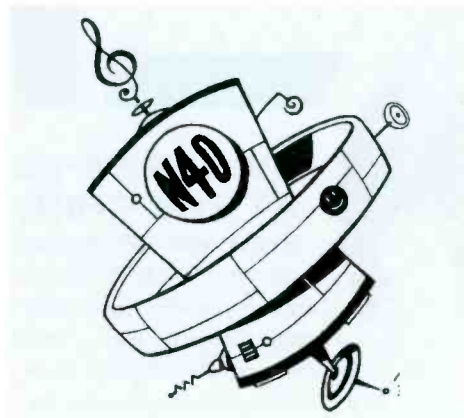
note: Hope you're not eating lunch as you read this!) Here's another one. We do a promotion called "Inflate Bob Simpson's Ego." He's the competing morning man. Listeners are invited to call in

and stroke Bob Simpson while one of our jocks blows up a balloon on the air. If you can keep stroking until the balloon explodes, you win \$97.00. If you can't stroke his ego long enough...you lose. Stuff like this is memorable; crazy and wacky enough to where people will say, "those guys are nuts!" If they can't say "those guys are nuts," then they better say "that's the largest cash giveaway I've ever heard!" There has to be some kind of emotional reaction to your promotions, or you might as well not do them at all.

**STEVE:** "The Taste Of Anchorage" was the biggest thing. About 40 restaurants prepared and served food over a weekend. We gave away tickets to attend this outdoor food fair for "Power-102 Day." The cost of each ticket was \$5.00. There were record crowds this year. We were given credit by the audience that this whole thing was ours. We turned it into a major promotion.

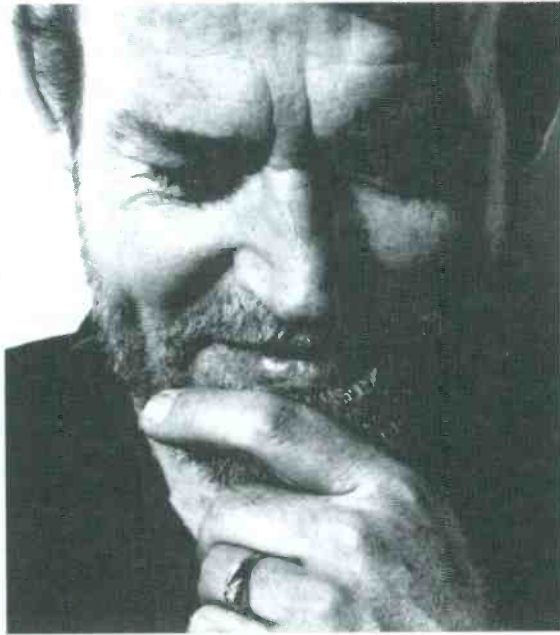
## IN THE NEXT PROGRAMMER'S NETWORK CONFERENCE CALL:

*Summer Programming*



# N40 EAR TO THE STR

Compiled by Diana Atchley

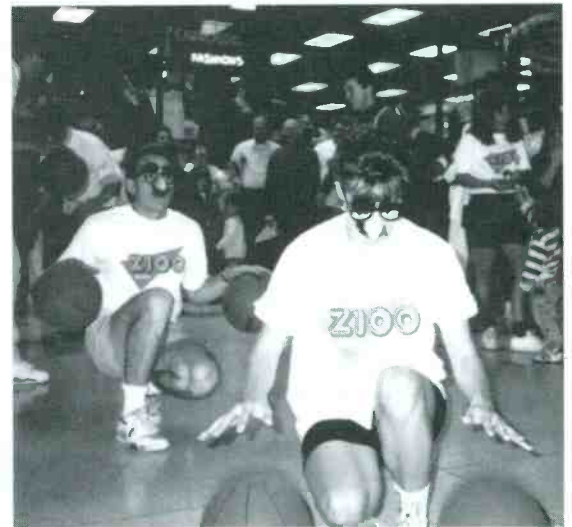


## COCKER GETS 2 LIVE CREW STATUS IN SINGAPORE...

*The Singapore government is cracking down on that renegade songster, Joe Cocker. The Controller Of Undesirable Publications (their answer to a censorship bureau) wants Cocker's latest effort, "Joe Cocker Live," pulled because of what the Asian country purports are "drug references" made in Joe's version of the Lennon/McCartney song, "With A Little Help From My Friends." The song containing the line "I get high with a little help from my friends," was banned in Singapore several years ago, as was The Beatles' album "Sgt. Pepper's Lonely Hearts Club Band." Public dissent is discouraged in Singapore, and a local music industry source there anonymously stated, "The censorship regulations here are antiquated. We're talking about a song that was written decades ago, when the social context, including the types of drugs involved, was very different from today. This shows that the censors simply haven't updated their thinking." (Now there's an understatement!) However, following negotiations between EMI and government reps, EMI plans to release "Joe Cocker Live" in Singapore late June, with the controversial track deleted. We think Cocker's expression in this photo conveys his thoughts on the subject!*

## PORTLAND GETS HUMPTIED!

No, it's not Digital Underground's "Humpty Dance." These alleged adults are competing for NBA Finals tickets. Just another wacky promotion from Portland's KKRZ! The Z100 Morning Zoo found 25 Blazermaniacs at the Beaverton Mall, outfitted them with Groucho Marx glasses and two basketballs apiece, then sent them into the mall where they dribbled the balls simultaneously. The last man on court, still dribbling, won the tickets.



## RICK DEES SEEN 'POSING' AT THE CHINA CLUB..

KIIS Radio's Rick Dees has been "giving out the dish" on the China Club ever since it became the vogue spot for superstars like of Eddie Murphy, Sam Kinison, Sly Stallone and Julian Lennon. We wonder how Rick's going to live down this shot of him and club co-owner Danny Fried. With his very own China Club jacket, looks like Dees may just become a regular.



# MEET



## WHADAYA MEAN YOU'RE THE HEADLINER!?

Poison's Bret Michaels and Aerosmith's Steven Tyler are shown here having it out over which band will headline the "Monsters Of Rock" fest scheduled for August 18 in the UK. Tyler feels since Aerosmith has been around longer, they should get top billing. And Bret thinks Poison should be the stars because they're better looking. Okay, okay! So we lied! This photo was actually taken backstage after a recent Aerosmith show. It was the duo's first meeting, and while they may have discussed the upcoming show, there was certainly no animosity between the two.

## FISH STORY

Here's Chrysalis' Steve Schnur and porn star Ron Jeremy comparing footage. Somebody's in the wrong biz...that's Schnur on the left!



## WHY ARE THESE PEOPLE SMILING?

Who knows? The Big Cheese said print this photo, so we did. There's no story here, just some smiling people. In the front row (L-R) are WMMS' Gaye Ramstrom, KDWB's Amy Kvam, and RCA's Denise Lutz. The happy guys in the back row are (L-R) KDWB's Brian Phillips, RCA's Randy Ostin and KDWB's Paul Williams. If anyone knows why these people are smiling, please let us know. We're especially concerned about Ostin's smile. If you look closely, you'll notice what looks like a knife in Phillips' hand.



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

As expected, KXXR KANSAS CITY turned dance on Friday, June 15th at 4:00 pm. This happened less than two days after parent company OLYMPIA BROADCASTING announced a Chapter 11 filing. For a complete story on all the changes, see THE NETWORK FORTY'S News of the Biz!

Will former Q-105 TAMPA OM/AM Driver MASON DIXON land in the morning chair at X-106 BIRMINGHAM?

NORM TANNER has returned to the programming chair at WILN PANAMA CITY after a three week sabbatical.

KFRX LINCOLN Program Director J.J. COOK has been appointed his city's "Diplomatic Ambassador" to LINCOLN's sister city in RUSSIA. J.J. will accompany two local high school students to the U.S.S.R. this summer which includes a tour of the KREMLIN in MOSCOW.

Thanks to PAUL CANNON, Program Director of PRO-FM PROVIDENCE, yet another satisfied new subscriber to THE NETWORK FORTY. PAUL's comment as he authorized the subscription check..."THE NETWORK FORTY...don't do music without it!" Thanks BOOM BOOM!

If you haven't sent us your station logo (camera ready), we can't include you in our "MOST REQUESTED USA" section. Ask your Promotion Director to express one to us today!

# Sweet Sensation

**"IF WISHES CAME TRUE"**



**Over 180 Top 40 Stations!**



### Sweet Moves!

- PRO-FM Providence 31-24\*
- Hot 97 New York 26-23\*
- TIC-FM Hartford 34-26\*
- WKBQ St. Louis 32-26\*
- Power 99 Atlanta 21-11\*
- KITY San Antonio 19-14\*
- Q-105 Tampa 25-18\*
- Q-106 San Diego 16-13\*
- KKRZ Portland 30-24\*
- KPLZ Seattle 30-25\*
- KROY Sacramento 28-23\*



### Sweet Phones!

- PRO-FM Providence #5
- KKRZ Portland #6
- B-97 New Orleans #9
- Hot 97 New York #7
- KC-101 New Haven #9
- KDON Salinas/Monterey #8
- Craig Lambert's Car #1



**36-30\***

## BAD COMPANY

### "HOLY WATER"

**Is Starting To Make A BIG SPLASH At Top 40 Radio!**

- KDWZ Des Moines 21-15\*
- WZZU Raleigh 21-16\*
- WOXI Knoxville 26-23\*
- KMYZ Tulsa Add!
- KRZR Fresno D-20\*
- KZZU Spokane Add!



Album Network 2-1\*



#1 Most Requested At Rock Radio

### "ALL LIPS N' HIPS"

**Already Struttin' Its Stuff At Top 40 Radio!**

- KDWZ Des Moines 16-12\*
- WZZU Raleigh 35-31\*
- WRQK Canton 24-21\*
- WVKZ Schenectady 31-24\*
- WAAF Boston 18-11\*



Album Network 16\*



#5 Most Requested At Rock Radio

## ELECTRIC BOYS

**READY FOR TOP 40 ADDS THIS WEEK!**





## KXXR Hits The Dance Floor PARENT OLYMPIA FILES FOR CHAPTER 11

ON THE HEELS of a Chapter 11 filing in a U.S. Bankruptcy Court in Seattle, Olympia Broadcasting's KXXR Kansas City dropped its Rock 40 format on June 15 in favor of dance-oriented Top 40. Considered the Rock

40 format's flagship radio station, KXXR became "X-106" positioning itself as "Triple The Music" and sporting "21 Hits In A Row."

Ironically, the first song to be played when KXXR signed on in July 1988, "Roll With It" from Steve Winwood was the last to song to be played prior to the 4:00 pm switch. Under the consultancy of the Programming Works, X-106 debuted with "Me So Horny" from 2 Live Crew. A weekend monitor of the station included airing of artists such as M.C. Hammer, Tyler Collins

and Digital Underground. Most recent Arbitrends show KXXR up from 4.4 to 4.8 (12+) and 8.1 to 9.5 (18-34) prior to the change.

**With "Triple The Music" and "21 Hits In A Row", KXXR Kansas City is reborn as dance-oriented X-106.**

During the transition, former MD/Afternoon Drive personality Steve Douglas was promoted to Operations Manager. Douglas will replace exiting Morning Drive host John Langan. Program Director Gary Franklin will remain in his current position.

Douglas, who joined KXXR at the inception of its pioneer format, told The Network Forty, "I'm excited about the position. In light of of the latest trends showing Urban KPRS ranked second and Mainstream KBEQ ranked third, we think we're going in

the right direction." Douglas added, "It will be a challenge in light of Olympia's financial uncertainties. However, we remain a separate subsidiary."

In Olympia's filing for financial reorganization and protection from creditors, the Seattle-based company listed assets of \$21.9 million and liabilities of \$38 million. A spokesman for the company says the filing does not include Olympia Broadcasting Networks or any radio stations owned by its subsidiaries. Olympia is, however, seeking offers for stations it owns. Earlier this month, the company signed an agreement to sell KRZR Fresno for \$1.5 million dollars. They reportedly paid \$2.88 million dollars for the California FM nearly four years ago.

## PAT MC MAHON JOINS VALLIE

KEZB El Paso Program Director Pat McMahon has resigned to join Vallie Consulting. He will relocate to the Washington, D.C. area and begin his new assignment on June 25.

Commenting on McMahon's new position, Vallie Consulting President Dan Vallie says, "In Pat, we found another one of the country's bright young programmers, and we found him through the recommendation of clients and friends we respect. He can deliver the kind of

support and services our clients want and have come to expect."

McMahon remarks on his new position, "Everything about this change feels right. I didn't realize that such a great opportunity would present itself this quickly in my career. I definitely feel up to the challenge that lies ahead with Vallie Consulting."

Prior to a one year tenure at KEZB, Pat spent three years at WNCI Columbus.

## ELEKTRA UPS WILLIAMS TO SENIOR NATIONAL DIRECTOR OF TOP 40 PROMOTION



Elektra Entertainment Senior VP/ General Manager Brad Hunt has named Del Williams to the position of Senior National Director/Top 40

Promotion. Williams, who joined Elektra in 1988, was most recently Regional Director/Promotion out of Los Angeles.

Williams graduated from the University of Oregon in 1983 and has since programmed radio in Salt Lake City, San Jose and Eugene. He began his label career as a local promotion manager with PolyGram in Denver. He joined Elektra in Los Angeles as Promotion Manager and will remain based in Los Angeles with this new title.

Hunt comments, "Del is the ideal candidate for national Top 40 Promotion. His regional work on the West Coast has been innovative and consistently productive. I'm proud to announce his new position."

Official word is expected from Elektra next week on the appointment of EMI local rep George Silva to the position of National Director/Top 40 Promotion, based out of Chicago. Of Elektra's revamped Top 40 promotion department, Williams tells Network 40, "We are going to be more innovative and more aggressive, to the point where we are really going to make people stand up and take notice. We're gonna shake things up!"

# Top 40 MUSIC MEETING



**Don Henley**

**DON HENLEY**  
**"How Bad Do You Want It?"**  
(Geffen)

Henley has spent so many years recounting life in Hollywood and Malibu, his latest album's ode to the East Coast and New York City has thrown more than a few people for a loop. It's hard to imagine this California kid in a New York frame of mind! But while his last three singles painted a musical picture of LA with New York City lyrics underneath, his latest single propels you through the Metropolis lifestyle with the throttle (and tenor saxophones) on full. His first truly upbeat release from the album is so musically Big Apple, you can almost envision Paul Shaffer and his band performing on the track in the back of a long black limo. The slap you in the face lyrics could be bicoastal, but are delivered in Henley's best sarcasm laced "All She Wants To Do Is Dance" style, and features NY's own Patty Smyth doing backups. Everyone loves this ex-Eagle for his ballads, but summer's here and radio can use this, for sure.

**POISON**  
**"Unskinny Bop"**  
(Capitol)

These guys work to maintain their identity as both hard rock and Top 40 artists, and the upcoming release of Poison's third LP "Flesh And Blood" has something for everyone. Going to producer Bruce Fairbairn, who has produced multiformat monsters for Aerosmith and Bon Jovi, has turned this LA based band into a group of tight musicians and helped define their musical identity. As band leader Bret Michaels sums it up, the new LP cov-

ers all the bases "from the hip to the heart to the head." "Bop," the first single, is exactly what the name implies: an infectious party record that you can sing from the first listen and can almost dance to, thanks to the relentless drumbeat. And like the great harmony laden Aerosmith hits that consistently go Top 10, this will have equal results. They have enough fans to take their new LP Gold as soon as it is released, and their worldwide summer tour, winding up in the U.S. this September will push the radio demand even higher. Featured on Network Forty's CD TuneUp #26.

**JANET JACKSON**  
**"Come Back To Me"** (A & M)

Eclipsing even brother Michael's "Thriller" record for Top 5 singles in a row off the same LP, Janet's fifth single has enough fresh twists to take it Top 5 as well, and push her "Rhythm Nation" LP over the Quintuple Platinum mark. A subtle and beautifully orchestrated ballad written by Janet along

with Jimmy Jam and Terry Lewis, her CD single features no less than six different versions of the song. Most unusual is "Vuelve A Mi," a mirror image of the single mix except for a surprisingly well done delivery in Spanish. All this, just as Janet's "Rhythm Nation" tour dances through California and the South for a second time.

**JULEE CRUISE/  
ANGELO  
BADALAMENTI**  
**"Falling (Theme From  
'Twin Peaks')"** (WB)

The slightly off-center TV series "Twin Peaks" may be over for the season, but judging from the fan mail, both Laura Palmer and the haunting music are still fresh in viewers' minds. With fans searching in vain for a "Twin Peaks" soundtrack, and the record label screaming about a Julee Cruise album, the gap is finally closing. First off is Alternative radio's odd entrance about a month ago. Amid Morrissey and Lou Reed, progressive audiences have discovered that Julee Cruise and "Twin Peaks" are one in the same. Consequently, sales on her album have tripled in the last few weeks. Second is the unique CD single package from Warner Bros. featuring the original Julee Cruise version of "Falling," along with the Angelo Badalamenti instrumental theme used in the series. The package even features photos of prom queen Laura Palmer, and should lead listeners to radio request lines and back to the record stores to pick up more copies of the Julee Cruise LP.

**ELECTRIC BOYS**  
**"All Lips N' Hips"** (ATCO)

Breaking a new band on oldie intensive Rock radio today is no easy task, but this U.K. band is one of the few to break the barrier. Combining elements of 90s rock and roll with early 70s psychedelia has netted a sound both



**Electric Boys**

new and innovative, yet vaguely familiar. As their first single goes Top 20 at rock radio, the subtle mix of rock and funk on "All Lips N' Hips" should keep all Top 40 stations with a Rock lean charged. Developing their musical blend was easy, as the group sums it up, "We listened to our hearts, not the charts." Even their marketing tactics are unusual. The single was originally released only in Sweden, where it shot into the Top 5 and created an immediate demand throughout Europe. Featured on Network Forty's CD TuneUp #25.

## **PAUL YOUNG**

### **"Oh Girl" (Columbia)**

One of the best selling and most respected artists to come out of the U.K., Paul Young will be the first to admit he is a singer, not a writer. So after nearly a decade as a pop star, Young still feels content giving a fresh dressing to some already great material. This time around, the biggest record in the career of the Chi-Lites, their #1 "Oh Girl," gets his blues/soul treatment. Always at home with the most soulful selections, this 34 year-old Brit first hit it big with Marvin Gaye's, "Wherever I Lay My Hat," which not only went Top 10, but also received rave reviews from England's hypercritical New Music Express magazine. Since then, he's gone on to worldwide recognition, which includes 1985's

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

#1 hit in the U.S., "Everytime You Go Away." Featured on Network Forty's CD TuneUp #26.

## **LINEAR**

### **"Don't You Come Crying" (Atlantic)**

When this dance rock trio got their start a couple years back in Fort Lauderdale, they couldn't get the attention they felt they deserved from the various record labels. So instead of settling for a deal they didn't like, they started their own record label and financed it on a credit card. It was knowing and living the Florida music scene that gave them the confidence to put their necks on the line. It wasn't long before Atlantic picked up on the action, and took their debut single Top 10. This same knowledge of exactly what radio likes to play and the audience likes to dance to, should give Linear's second single the same star treatment.

## **THE PARTY**

### **"Summer Vacation" (Hollywood)**

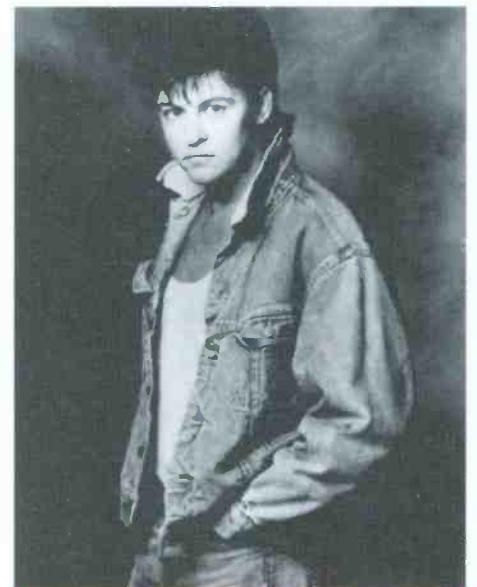
How a group of five teenagers got the inspiration to sing about summer vacation is hardly mysterious. What's strange is that in the onslaught of teen artists, no one thought of it before. The setting is urban summertime, and the delivery is pure 1990 rap-dance. So while the Go-Go's took "Vacation" to the Top 10 in the middle of the "New Wave" era of 1982 and made it a summertime recurrent ever since, this second chapter update should be around for years to come. Plus, this quintet of 14-16

year old singers has an album just around the corner featuring a who's who of just about every major producer in the business. Featured on Network Forty's CD TuneUp #26.

## **THE CHRISTIANS**

### **"I Found Out" (Island)**

The fanfare surrounding this U.K. group is so low, you may have missed some of the facts behind their history-making debut of 1987. Surpassing both U2 and Robert Palmer, The Christians LP debut delivered five hit singles across the Atlantic, and was the best selling debut LP in the long history of Island Records in the U.K. So as their second, and latest LP "Colour" gets a rave reception back home, "I Found Out" takes its first shot at U.S. Rock and Top 40 radio. Like all their songs, the single features an oddly and almost haunting vocal, vaguely reminiscent of Smoky Robinson and Terence Trent D'Arby, that becomes more enthralling with each listen. And as for the group's name, the only religious overtones come from the artists' last names; Garry and Russel Christian and the group's main writer, Henry Priestman.



**Paul Young**

ROCK

Flesh &

AN INDELIBLE MARK ON ROCK  
FEATURING THE FIRST  
SINGLE AND VIDEO

UNSUBSTITUTABLE

ON ENIGMA / CAPITOL CASSETTES, C

Capitol  
© 1984 ENIGMA RECORDS

[www.americanradiohistory.com](http://www.americanradiohistory.com)

SON

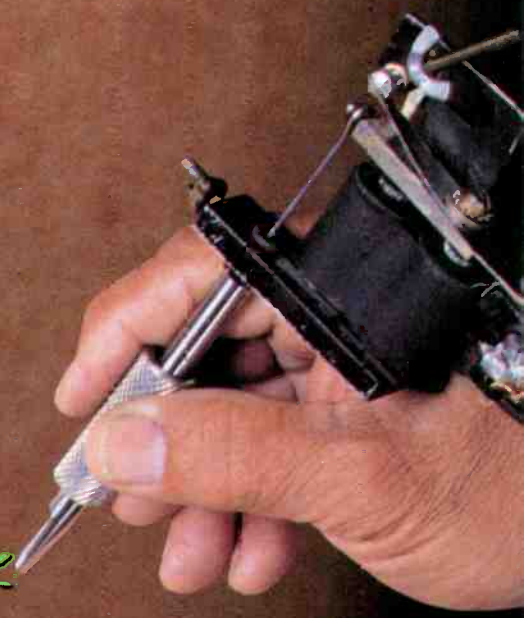
Blood

W' ROLL COMING JULY 10<sup>TH</sup>.

my bop

COMPACT DISCS AND RECORDS.

PRODUCED BY BRUCE FAIRBAIRN  
CO-PRODUCED BY MIKE FRASER  
MANAGEMENT: HK MANAGEMENT, INC / HOWARD KAUFMAN



# Top 40 MOST REQUESTED



WMJQ Buffalo, Mike Steele

1. Digital Underground, Humpty
2. M.C. Hammer, U Can't Touch
3. Timmy T, Time After Time
4. Tyler Collins, Girls Nite
5. Snap, The Power
6. Madonna, Hanky Panky
7. New Kids, Step By Step
8. Mellow Man Ace, Mentirosa
9. The Time, Jerk Out



WZPL Indianapolis, Jeff Lewis

1. M.C. Hammer, U Can't Touch
2. New Kids, Step By Step
3. Motley Crue, Don't Go Away
4. Bell Biv Devoe, Poison
5. Glenn Medeiros, She Ain't
6. Wilson Phillips, Hold On
7. Billy Idol, Cradle Of Love
8. Digital Underground, Humpty
9. Michael Bolton, When I'm



WBZZ Pittsburgh, Zak Szabo

1. New Kids, Step By Step
2. M.C. Hammer, U Can't Touch
3. Slaughter, Up All Night
4. Bell Biv Devoe, Poison
5. Motley Crue, Don't Go Away
6. Seiko/D. Wahlberg, The Right
7. Billy Idol, Cradle Of Love
8. Go West, King Of Wishful



1. NEW KIDS, STEP BY STEP
2. M.C. HAMMER, U CAN'T TOUCH THIS
3. BELL BIV DEVOE, POISON
4. DIGITAL UNDERGROUND, THE HUMPTY DANCE
5. MELLOW MAN ACE, MENTIROSA
6. NEW KIDS, TONIGHT
7. MADONNA, HANKY PANKY
8. WILSON PHILLIPS, HOLD ON
9. JOHNNY GILL, RUB YOU THE RIGHT WAY
10. GLENN MEDEIROS, SHE AIN'T WORTH IT



WYHY Nashville, Hawk Harrison

1. New Kids, Step By Step
2. Kyper, Tic-Tac-Toe
3. Timmy T, Time After Time
4. U-Krew, Let Me Be Your Lover
5. Johnny Gill, Rub You The
6. George LaMond, Bad Of The
7. Madonna, Vogue



WEZB New Orleans, Eddie Munster

1. M.C. Hammer, Have You Seen
2. Bad English, Possession
3. Glenn Medeiros, She Ain't
4. Madonna, Hanky Panky

5. Seiko/D. Wahlberg, The Right
6. Digital Underground, Humpty
7. Timmy T, Time After Time
8. Depeche Mode, Enjoy The
9. Sweet Sensation, If Wishes



WQHT New York, Freddie Colon

1. New Kids, Step By Step
2. Mellow Man Ace, Mentirosa
3. Madonna, Hanky Panky
4. India, The Lover Who Rocks
5. Snap, The Power
6. Tiani, First True Love
7. Sweet Sensation, If Wishes
8. Coro, Can't Let Go



KDWB Minneapolis, Bobby Wilde

1. M.C. Hammer, U Can't Touch
2. New Kids, Step By Step
3. Digital Underground, Humpty
4. Janet Jackson, Black Cat
5. Bell Biv Devoe, Poison
6. Aerosmith, What It Takes
7. The Time, Jerk Out
8. Ana & J Knight, Angel Of



KMEL San Francisco, Evan Luck

1. Bell Biv Devoe, Do Me
2. Nikki, Notice Me
3. Mellow Man Ace, Mentirosa
4. 3rd Bass, Brooklyn Queen
5. Johnny Gill, My, My, My
6. Kid Frost, La Raza
7. Troop, All I Do Is Think Of



WFLZ Tampa, Tim & Tom

1. Power Pig, Johnny Pee
2. Mellow Man Ace, Mentirosa
3. Young And Restless, B Girls
4. New Kids, Games
5. M.C. Hammer, U Can't Touch
6. Johnny Gill, Rub You The
7. Tyler Collins, Girls Nite

## BREAKOUT!

TYLER COLLINS

GIRLS NIGHT OUT

- Q-107, Washington D.C.
- WKSE, Buffalo
- Power Pig, Tampa
- WFLY, Albany
- KUBE, Seattle
- KBEQ, Kansas City



THE VOICE CALLS YOU BACK.

# PAUL YOUNG

OH GIRL.

**PAUL YOUNG. A voice whose soulful passion is unmistakable and unforgettable. A voice whose power and intensity drove Everytime You Go Away to be a number one single, and brought him to a worldwide audience. Paul Young now releases OH GIRL from his forthcoming album, "OTHER VOICES." ON COLUMBIA.**

38T-73377

CT/CK 46755

Produced by **Pete Wingfield**.

Management: **God Doherty** for **Renegade Artists' Management Booking Agency; International Talent Group**

"Columbia" Reg. U.S. Pat. & Tm. Off. by CBS Records Inc. © 1990 CBS Records Inc.

Columbia

# Top 40 MOST REQUESTED

## PIRATE RADIO 100.3 FM

KQLZ Los Angeles, Cadillac Jack

1. Faith No More, Epic
2. L.A. Guns, The Ballad Of
3. Killer Dwarfs, Doesn't
4. Slaughter, Up All Night
5. Poison, Unskinny Bop

## Z100 New York

WHTZ New York, Kid Kelly

1. Bon Jovi, Blaze Of Glory
2. New Kids, Step By Step
3. New Kids, Tonight
4. M.C. Hammer, U Can't Touch
5. Young And Restless, B Girls

## 96TIC-FM

WTIC FM Hartford, A.J.

1. New Kids, Step By Step
2. Kyper, Tic-Tac-Toe
3. Seiko/D. Wahlberg, The Right
4. Bell Biv Devoe, Poison
5. M.C. Hammer, U Can't Touch

## POWER 93 92.9 KITY

KITY San Antonio, Rick The Stick

1. New Kids, Step By Step
2. New Kids, Tonight
3. Bell Biv Devoe, Do Me
4. New Kids, Valentine Girl
5. Young And Restless, B Girls
6. En Vogue, Hold On
7. Bell Biv Devoe, Poison
8. M.C. Hammer, Have You Seen
9. West Coast Rap All-S, We're



## HOLLYWOOD HAZE

KKSS SANTE FE

1. SNAP, THE POWER
2. MELLOW MAN ACE, MENTIROSA
3. THE 49ERS, DON'T YOU LOVE
4. NEW KIDS, STEP BY STEP
5. BELL BIV DEVOE, POISON

## Q107

WRQX Wash. DC, Danny Wright

1. New Kids, Step By Step
2. Giant, I'll See You In My
3. Madonna, Hanky Panky
4. Motley Crue, Don't Go Away
5. M.C. Hammer, U Can't Touch
6. Depeche Mode, Enjoy The
7. Tyler Collins, Girls Nite
8. Roxette, It Must Have Been
9. Snap, The Power
10. Del Amitri, Kiss This Thing

## KG101 Connecticut

WKCI New Haven, Kelly Nash

1. New Kids, Step By Step
2. Digital Underground, Humpty

## Q 106.5 ALL HIT MUSIC

WKQB St Louis, Jimmy Paige

1. M.C. Hammer, U Can't Touch
2. Faster Pussycat, House Of
3. New Kids, Step By Step
4. Motley Crue, Don't Go Away
5. Taylor Dayne, I'll Be Your
6. Aerosmith, What It Takes
7. Nelson, Can't Live W/O

## POWER 108 FM

WPHR Cleveland, Cat Thomas

1. New Kids, Step By Step
2. Digital Underground, The
3. M.C. Hammer, Have You Seen
4. Motley Crue, Don't Go Away
5. M.C. Hammer, U Can't Touch
6. Bell Biv Devoe, Poison
7. Depeche Mode, Enjoy The
8. Billy Idol, Cradle Of Love

## EAGLE-106

WEGX Philadelphia, Jay Beau Jones

1. New Kids, Valentine Girl
2. New Kids, Step By Step
3. Digital Underground, Humpty
4. Unknown Artist, Bart
5. Motley Crue, Don't Go Away

## B96

WBBM FM Chicago, George McFly

1. New Kids, Step By Step
2. Mellow Man Ace, Mentiroza
3. Young And Restless, B Girls
4. New Kids, Tonight
5. Kyper, Tic-Tac-Toe

## Power 106 FM

KPWR Los Angeles, Frank Lozano

1. Mellow Man Ace, Mentiroza
2. New Kids, Step By Step
3. En Vogue, Hold On
4. Bell Biv Devoe, Do Me
5. Kid Frost, La Raza
6. Bell Biv Devoe, Poison



# Storming The Airways! Thompson Twins

## "Bombers In The Sky"

The New Single

From The Warner Bros. Motion Picture **GREMLINS 2**  
THE NEW BATCH

Written, Performed and Produced by Tom Bailey and Alannah Currie  
Specially Mixed by Phil Thornalley From the album **BIG TRASH**  
Management: Gary Kurfirst



©1990 Warner Bros. Records Inc.

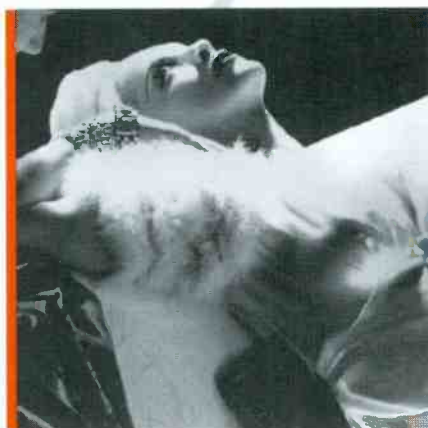
[www.americanradiohistory.com](http://www.americanradiohistory.com)

# N40 HIT SINGLES

(For The Research Week Ended 6/19/90)



Johnny Gill

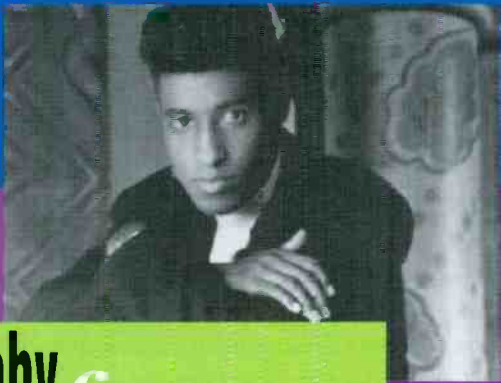


Madonna



Motley Crue

2W	LW	TW	Artist/Song	Label
5	2	1	NEW KIDS ON THE BLOCK. Step By Step	Columbia
4	3	2	PHIL COLLINS. Do You Remember	Atlantic
12	10	3	GLENN MEDEIROS. She Ain't Worth It	MCA
6	4	4	BELL BIV DEVOE. Poison	MCA
7	5	5	TAYLOR DAYNE. I'll Be Your Shelter	Arista
2	1	6	M.C. HAMMER. U Can't Touch This	Capitol
13	11	7	AFTER 7. Ready Or Not	Virgin
1	6	8	ROXETTE. It Must Have Been Love	EMI
15	12	9	DEPECHE MODE. Enjoy The Silence	Sire/Reprise
19	15	10	MICHAEL BOLTON. When I'm Back On My Feet	Columbia
17	14	11	TYLER COLLINS. Girls Nite Out	RCA
14	13	12	LOUIE LOUIE. Sittin' In The Lap Of Luxury	WTG/Epic
3	7	13	WILSON PHILLIPS. Hold On	SBK
22	17	14	JOHNNY GILL. Rub You The Right Way	Motown
27	20	15	MARIAH CAREY. Vision Of Love	Columbia
8	8	16	RICHARD MARX. Children Of The Night	EMI
21	19	17	NIKKI. Notice Me	Geffen
26	21	18	BILLY IDOL. Cradle Of Love	Chrysalis
9	9	19	JUDE COLE. Baby It's Tonight	Reprise
28	25	20	GO WEST. King Of Wishful Thinking	EMI
23	22	21	ALANNAH MYLES. Love Is	Atlantic
30	26	22	EN VOGUE. Hold On	Atlantic
10	16	23	MADONNA. Vogue	Sire/WB
31	28	24	MOTLEY CRUE. Don't Go Away Mad	Elektra
34	31	25	LISA STANSFIELD. You Can't Deny It	Arista
32	29	26	DEL AMITRI. Kiss This Thing Goodbye	A&M
29	27	27	ELTON JOHN. Club At The End Of The Street	MCA
20	23	28	BRENT BOURGEOIS. Dare To Fall In Love	Charisma
D	40	29	MADONNA. Hanky Panky	Sire/WB
D	36	30	SWEET SENSATION. If Wishes Came True	ATCO
D	35	31	BAD ENGLISH. Possession	Epic
D	39	32	GEORGE LAMOND. Bad Of The Heart	Columbia
18	24	33	HEART. All I Wanna Do Is Make Love To You	Capitol
D	37	34	SEDUCTION. Could This Be Love	Vendetta/A&M
11	18	35	JANET JACKSON. Alright	A&M
▶ DEBUT!	36	36	BRUCE HORNSBY. Across The River	RCA
D	38	37	JANE CHILD. Welcome To The Real World	WB
33	30	38	TOMMY PAGE. When I Dream Of You	Sire/WB
▶ DEBUT!	39	39	SNAP. The Power	Arista
▶ DEBUT!	40	40	MELLOW MAN ACE. Mentiroso	Capitol



# Babyface

## "My Kinda Girl"

**Over 120 Top 40 Stations With 15 New Adds!**  
WAVA WLOL Power 99  
KKBQ KSND **And 10 More!**

### My Kinda Moves!

FM 102 16-12\* Power 106 26-24\* TIC-FM 38-33\*  
Power Pig 22-15\* KJMZ 25-23\* KRBE 21-17\*  
Q-105 26-22\* C-106 28-27\*

**Multi-Platinum Album With Top 10 Sales In  
Baltimore, Tampa, Richmond, Las Vegas,  
Savannah, and Tallahassee.**



# Bad English

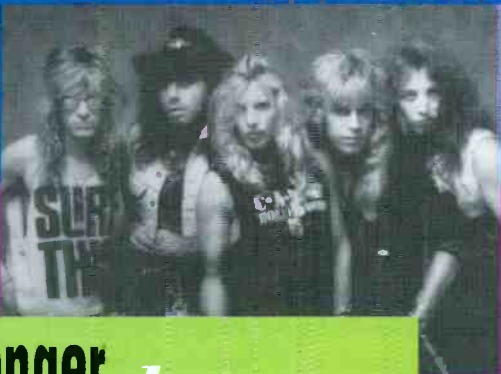
## "Possession"

**THE NETWORK** D-35-31\*  
40TV

**Possession is 9/10ths Of The Law!**  
Y-108 Denver Y-10C Miami WNVZ Norfolk  
**And 10 More Adds!**

### Good Numbers For Bad English!

WKBQ 21-13\* B-97 21-10\* KWSS 25-19\*  
KXYQ 24-19\* WZPL 29-26\* KCPX 25-18\*  
KISN 33-27\*



# Danger Danger

## "Bang Bang"

**11 New Top 40's Enter The Danger Danger Zone!**

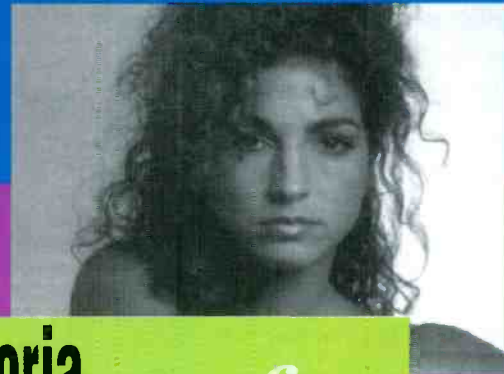
KKRD WDLX WZAT KZFM  
Yes 57 WRCK WJKZ WLRW  
KNOE KISR WPRR

### Living Danger Dangerously!

92X 15-12\* Pirate 16-14\*  
KWSS 17-14\* KXYQ D-24\*  
WGY 25-13\* KRZR 13-10\*

**Medium Rotation!**

**Will Host One Hour Of MTV July 26  
9pm Eastern & Pacific Time  
8pm Central Time**



# Gloria Estefan

## "Cuts Both Ways"

**+ Most Added**

**38 "Glorious" New Stations!**

WPLJ PRO-FM WZOU Power Pig KTFM  
KITV KUBE KPLZ KWSS KISN  
KCPX KXYQ B-93 Y-107

### Moving One Way...UP!

PFO-FM D-34\* WZOU D-28\* Q-95 D-24\*  
Y-10C 18-13\* WSTR 19-17\* KWSS D-29\*

**VH1 4 Weeks!**

- \$ Platinum Album**
- Top 10 In England**
- Top 15 at A/C Radio**



# N40 *Top 40* THE NEXT 40™

## **AEROSMITH**

### **"The Other Side" (Geffen)**

With 25 million Aerosmith records sold going into the "Pump" album, the group has been averaging a million copies sold for each single released off the new LP. Most added two weeks in a row, with solid chart moves that should have this "side" scaling the Network 40 next week. 127 stations.



MAJOR MOVES: 13, including WYCR(30-26), WZZU(31-23), WIQB(36-23), KHOP(21-15), WXXL(34-27), KQHT(27-24)

MOST ADDED: 34, including WPLJ, WPRO, WRQX, WFLY, WAAF, WRCK, WKHI, WKZW, WMEE, KZIO, WAPE, WOKI

MTV SUPPORT: 2 weeks, in Exclusive rotation

SALES BREAKOUT: LP is Triple Platinum

CROSSOVER: Moves 15-8\* at Rock radio with #7 requests

TOURING: Currently in Maine, New York, Ohio

## **HEART**

### **"I Didn't Want To Need You" (Capitol)**

Getting back to their rock roots for their current LP, this second single gives a closer hint to what this album is all about. Already breaking wide open in their Northwest home base and their stronghold in the Midwest. 125 stations.



REQUEST ACTION: KUBE, KZZU

MAJOR MOVES: 17, including WKBQ(31-21), KEGL(14-11), KXYQ(25-22), WVKZ(24-20), WIQB(19-13), KHOP(28-23)

MOST ADDED: 37, including WPLJ, WRQX, WAPW, WFLY, WERZ, CKOI, WKRZ, WNNK, WGH, KZIO, KQKQ, WCGQ

SALES BREAKOUT: LP is Platinum and Top 10 in 37 markets.

CROSSOVER: Moves 42-23\* at Rock radio

TOURING: Currently in Missouri, Kansas and Tennessee

## **BABYFACE**

### **"My Kinda Girl" (Solar/Epic)**

Breaking out of Indianapolis where he wrote his first song at age seven, this hot producer/writer/performer has another two format smash. Strong chart moves and request action make this a strong contender for next week's chart. 122 stations, with 15 new adds, including KKBQ, WAVA and WLOL.



REQUEST ACTION: KKRZ, KUBE, WFLY, WZZG, KKSS

MAJOR MOVES: 31, including WFLZ(22-15), WRBQ(26-22), KRBE(21-17), KSFM(16-12), KXXX(24-16), WOHT(29-23), WYHY(33-24), WCKZ(32-28), KZBS(32-26), KBTS(37-26)

SALES BREAKOUT: LP is Platinum and Top 10 in Richmond, Baltimore, Savannah, Tampa, Tallahassee and Vegas

CROSSOVER: Moves 38-27\* at Urban radio

## **THE LIGHTNING SEEDS**

### **"Pure" (MCA)**

Shaping the sound of British music over the past decade as both performer and producer, Seeds' lead man Ian Broudie has an album packed with pure alternative-pop gems. Already Top 10 at KIOC, KZHT and KROQ, with 114 stations total.



REQUEST ACTION: KHFI, KFMW

MAJOR MOVES: 40, including KKBQ(14-12), WERZ(29-24), WQUT(27-23), KHFI(23-18), KIOC(14-9), KISN(20-16)

MOST ADDED: 21, including WPRO, WZOU, WMJQ, WIOQ, WFLZ, WPHR, KOY, KWOD, WSSX, WKDD, WWRB, WIQB

MTV SUPPORT: 8 weeks, in Active rotation

SALES BREAKOUT: LP is Top 10 in Los Angeles

CROSSOVER: Former Top 10 at Alternative radio

## **KEITH SWEAT**

### **"Make You Sweat" (Elektra)**

The first single from this Harlem born artist's second LP can't miss taking the #1 slot at Urban radio, while Urban Top 40's clear the path for mainstream action. Adding new fire to the sales blitz this week are adds by WBXX, WQUT and KKBQ. 98 stations.



TOP TEN: KJMZ, KKFR, XHTZ, KWOD, WCKZ, KKMZ

REQUEST ACTION: 7, including WPRO, WMJQ, KJMZ, XHTZ, WZZG, WGY, KKSS

MAJOR MOVES: 42, including KHTK(22-18), KJMZ(18-10), KITY(17-13), KQKS(16-14), KKFR(13-9), KKLQ(17-12)

SALES BREAKOUT: LP is Top 10 in 45 markets, including NY, Boston, DC, Norfolk, Minneapolis, KC, Omaha, Indy, Lansing, Atlanta, Miami, Charlotte, Denver, Phoenix, San Diego, LA, Sacramento and Portland. Top 30 National 12-inch sales.

CROSSOVER: Moves 12-5\* at Urban radio

CLUBS: Breaking in the clubs, too

## **BROTHER BEYOND**

### **"The Girl I Used To Know" (EMI)**

This British soul-pop quartet's first U.S. release features 11 songs, styled from dance to ballads to Latin influenced material. Picking up Top Phones at KKRZ, BB is most added for the third straight week. 110 stations.



MAJOR MOVES: 21, including WLOL(20-15), WKHI(23-19), KRNB(19-17), WOHT(33-29), KZBS(34-31), KBTS(39-32)

MOST ADDED: 19, including WIOQ, KNRJ, KKRZ, WHXT, WYCR, KXKT, WAPE, WKZL, WDJX, WAEB, WFMF, KZFM

INTERNATIONAL: LP is a former #1 in the Far East and has sold more than 200,000 copies outside North America

# THE U-KREW



LET ME  
BE  
YOUR  
LOVER

7 75069-4 / 7 75541-0

THE NEW SINGLE AND VIDEO  
TAKEN FROM THEIR ENIGMA RELEASE *THE U-KREW*  
7 73524-1/2/4

ON OVER 70 TOP 40 STATIONS!  
*Just Added At WMJQ And PRO-FM!*

# HURRICANE

## Next To You

7 75078-4

The new single, track  
and video taken from  
their Enigma release

*Slave To The Thrill*

7 73577-2/4

Produced by Michael James Jackson



YO! PLAY THE  
@#%\* HURRICANE RECORD  
AND GET ME OUT OF  
THIS @#%\* CHAIR!



DON'T BLOW IT. ADD IT!

WHY YOU  
SAY IT!

© 1998 Enigma Records. All Rights Reserved.

www.americanradiohistory.com

# N40 *Top 40* THE NEXT 40™

## THE TIME

### "Jerk Out" (Reprise)

The reunion story of the year and the most added release of the week. The seven member group is already creating major request line action, and the aptly title LP will no doubt create "Pandemonium" when it hits the stores.



REQUEST ACTION: WMJQ, KDWB, KKFR, XHTZ, WZZG, KRQQ

MOST ADDED: 92, including WQHT, WXKS, WZOU, WKCI, WKSS, WTIC, WEGX, WIOQ, WPGC, WBBM, KDWB, WLOL

MTV SUPPORT: MTV is preparing an hour long documentary

CROSSOVER: #1 most added and debuts 39\* at Urban radio

## DANGER DANGER

### "Bang Bang" (Imagine/Epic)

Formed in New York back in 1987 by Bruno Ravel (who used to play with Michael Bolton's band), these five artists know the value of a great song. Picking up 11 new adds, including WDLZ, WZAT and KNOE. 94 stations.



REQUEST ACTION: KXXR, WFLY, WKRZ

MAJOR MOVES: 23, including WXGT(15-12), KWSS(17-14), WVKZ(15-9), WKRZ(24-19), WPST(30-23), KRZR(13-10)

MTV SUPPORT: 4 weeks, in Medium rotation

CROSSOVER: Moves to 45\* at Rock radio

## SEIKO/DONNIE WAHLBERG

### "The Right Combination" (Columbia)

Using western producers and giving up her cute image for a tougher and more sultry American edge, critics say Seiko is the best shot in more than a decade for a Japanese artist to cross the Pacific and become a US success. Picking up 16 new believers, including KTFM, KMEL and WGH. 78 stations.



REQUEST ACTION: 11, including WBLI, WKCI, WTIC, WYTZ, KDWB, WBZZ, KHYI, WEZB, KXXX, KPLZ, WFLY

MAJOR MOVES: 16, including WKCI(27-23), WTIC(28-22), KHTK(18-15), KEGL(19-15), WWCK(13-8), WDBR(30-24)

## LEGEND

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

NETWORK FORTY CD

## M.C. HAMMER

### "Have You Seen Her?" (Capitol)

Generating revenue faster than Donald Trump can spend it, M.C. puts the hammer down and nails the third most added single of the week. Hip to the original Chi-Lites version or not, this is a runaway! 75 stations.



REQUEST ACTION: WPHR, WEZB, KITY, KTFM, XHTZ, KZZU

MAJOR MOVES: WFLZ(33-25), KITY(D-17), KQKS(17-12), KROY(30-22), KSFM(27-19), WWCK(27-19), KLUC(30-16)

MOST ADDED: 64, including WPLJ, WXKS, WMJQ, WKSS, WTIC, WIOQ, WBSB, WPOW, WRBQ, WPHR, WHYT, KJMZ

MTV SUPPORT: Debuts on Yo! MTV Raps

SALES BREAKOUT: LP is Double Platinum and Top 10 in 135 markets, including NY, Albany, Philly, Baltimore, Chicago, Minneapolis, St. Louis, Dayton, Indy, Detroit, Atlanta, Miami, Nashville, Dallas, Denver, Salt Lake, Phoenix, Vegas, LA, Honolulu, Portland and Seattle

CROSSOVER: Breaking at Urban radio

TOURING: Currently in Virginia, Georgia, Florida

## U-KREW

### "Let Me Be Your Lover" (Enigma)

Featuring two brothers and one member that was almost drafted to play pro football, this community minded group is still revered as a Portland, Oregon favorite. Picking up hot phones at WYHY, U-Krew picks up 8 new adds, including WPRO, WMJQ and KKSS. 71 stations.



MAJOR MOVES: 17, including KKRZ(24-21), WOHT(22-19), KZFM(20-14), KBOS(28-22), KFBQ(15-9), KISR(30-23)

SALES BREAKOUT: LP is Top 10 in Portland

CLUBS: Breaking in the clubs

## ANITA BAKER

### "Talk To Me" (Elektra)

Following in the footsteps of her mentors Sarah Vaughn and Nancy Wilson, Baker recorded both the vocal and rhythm tracks together on her latest LP "Compositions," giving the record a spontaneous live sound. Most added for the second straight week, with three format action.



MAJOR MOVES: WHYI(28-23), WNCI(23-19), WFLY(38-34), WCKZ(33-29), KRQQ(33-29), WDBR(39-34)

MOST ADDED: 31, including WKQI, KJMZ, KSFM, KWSS, WNTQ, WPST, WYCR, KKRD, WABB, WAYS, WHHY, WOHT

CROSSOVER: Moves 42-31\* at Urban radio and Top 30 at A/C radio



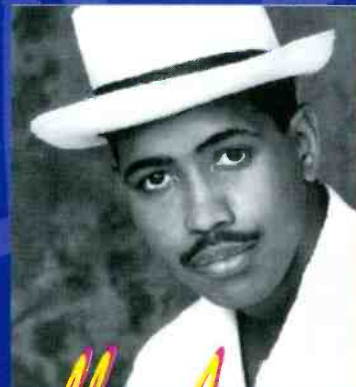
# Heart

## "I Didn't Want To Need You"

**+** *Most Added With Over 125 Top 40 Believers!*  
 WPLJ New York Q-107 Washington Power 99 Atlanta *And 35 More!*

**↑** *Major Moves!*  
 WKHQ St. Louis 31-21\* KEGD Dallas 14-11\* KXYQ Portland 25-22\*

- ♣** *Album Network D-42-23\**
- \$** *Album Now At 1.5 Million And Growing!*
- *Touring The Midwest*



# Mellow Man Ace

## "Mentiroso"

**30% OF CHARTED STATIONS ARE TOP 5!**

**Working In The East!**  
 Hot 97 New York 31-18\* Q-102 Philadelphia 27-21\*  
 WKSS Hartford 28-21\*

**Working In The Midwest!**  
 B-96 Chicago 17-12\* KHTK St. Louis 26-20\* WHYT Detroit D-20\*

**Working In The West!**  
 KIIS Los Angeles 5-2\* KKFR Phoenix 2-1\* KS-104 Denver 4-3\*

### WORK IT INTO YOUR PLAYLIST!

- ☎** *Most Requested!*
- KIIS Los Angeles #1
- Hot 97 New York #1
- KKFR Phoenix #2
- KDON Salinas/Monterey #1
- WCKZ Charlotte #2
- WZZG Charlotte #4
- Power Pig Tampa #5
- KRQ Tucson #5
- KRBE Houston #5
- WDFX Detroit #7



# MC Hammer

## "Have You Seen Her"

**HOT OFF THE NUMBER #1 HIT...U CAN'T TOUCH THIS!**

**+** *Most Added With 64 Top 40's Out Of The Tool Box!*

WPLJ New York	Q-102 Philadelphia	Kiss 108 Boston
B-104 Baltimore	TIC-FM Hartford	WMJQ Buffalo
WHYT Detroit	WPHR Cleveland	Q-105 Tampa
WPOW Miami	KKHQ Houston	KJMZ Dallas
B-97 New Orleans	Y-108 Denver	KIIS Los Angeles
Q-106 San Diego	KKFR Phoenix	Hot 97.7 San Jose

**♣** *Triple Platinum Album*

**☎** *Yo! MTV Raps*

**→** *Touring The Southeast*



On Capitol CD's, Records and Cassettes!

# N40 *Top 40* THE NEXT 40™

## SINEAD O'CONNOR

### "The Emperor's New Clothes" (Chrysalis)

Still wild on stage, the 23-year-old O'Connor revels in her spiritually-aware life which includes a new husband, child and life as a vegetarian. Most added for the second week, the LP's sole "rocker" is proving to be an addictive piece. 73 stations.



MAJOR MOVES: WPHR(D-20), WPST(36-26), WDCG(34-29), WIQB(31-22), KROQ(7-2), WXXL(33-28), KQHT(29-22)

MOST ADDED: 20, including WKBQ, KQLZ, KUBE, WFLY, WVKZ, WNVZ, KXKT, WSRZ, WZZU, WBXX, KWNZ, KFXD

MTV SUPPORT: 2 weeks, in Exclusive rotation

SALES BREAKOUT: LP is near Triple Platinum and Top 10 in 102 markets, including NY, Boston, Philly, DC, St. Louis, Wichita, Atlanta, Miami, Nashville, New Orleans, Denver, Salt Lake, Phoenix, LA, San Diego, Honolulu, San Francisco, Portland, Seattle, and Boise

CROSSOVER: Former Top 10 at Alternative radio. Moves to 55\* at Rock radio

TOURING: Recommences in August in Michigan

INTERNATIONAL: LP is a former #1 in UK and across Europe and remains #1 in Canada

## WILSON PHILLIPS

### "Release Me" (SBK)

With a Top 5 debut single, this trio's sophomore release picks up second most added status for the week. Early moves at WAPW(30-25), WSTR(D-19) and WNCI(22-18) indicate power rotation isn't far away.



MOST ADDED: 79, including WMJQ, WKCI, WXGT, WZPL, WBZZ, KWSS, KKRZ, KPLZ, KUBE, WERZ, WVKZ, WNTQ

MTV SUPPORT: 3 weeks, in Active rotation

SALES BREAKOUT: LP is Gold and Top 10 in 68 markets, including NY, Philly, Baltimore, Chicago, Minneapolis, St. Louis, Indy, Tampa, Ok City, Dallas, New Orleans, Salt Lake, Tucson, San Diego, LA, Sacramento, Eugene and Seattle

CROSSOVER: Breaking at A/C radio

## A'ME LORAIN

### "Follow My Heartbeat" (RCA)

Learning her trade from dad, an LA studio guitarist and songwriter, Lorain's follow-up to her Top 15 debut "Whole Wide World" picks up 6 new stations, including KCPX, KWNZ and WPPR. 72 stations.



MAJOR MOVES: 13, including WHXT(D-20), WKHI(26-21), WYHY(22-15), WWCK(32-27), KHFI(29-24), KKMGM(27-21)

## FAITH NO MORE

### "Epic" (Reprise)

One of the hottest videos to hit MTV this year, this boundary breaking quintet is creating a retail explosion that follows radio airplay around the country. Even Rock radio is saying okay to rap for this slightly "Beatlesque" venture. 16 new adds, include KBEQ, WXGT and KEGL. 64 stations.



REQUEST ACTION: 10, including WBSB, KXXR, WPHR, WDFX, WHYT, KQLZ, KPLZ, WZZG, KZZB, KZZU

MAJOR MOVES: 16, including WDFX(22-13), WHYT(19-7), WVKZ(35-23), WAPI(24-18), WKXX(19-14), KIOC(29-20)

MTV SUPPORT: 15 weeks, in Stress rotation

SALES BREAKOUT: LP is Top 10 in 17 markets, including Albany, Norfolk, Omaha, Dayton, Indy, Nashville, Houston, Phoenix and Portland

CROSSOVER: Moves 82-63\* at Rock radio

## STEVIE B.

### "Love & Emotion" (RCA)

With his Top 40 hit "Love Me For Life" his calling card a few months ago, Stevie B.'s follow-up is well received by stations who already know him as a Top 10 artist. Dancing at 59 stations, and the fourth most added single of the week.



REQUEST ACTION: WMJQ, WZZG

MOST ADDED: 55, including WHTZ, WPLJ, WPRO, WXKS, WZOU, WKSE, WKSS, WIOQ, WLLO, WAPW, WFLZ, WRBQ

## GLORIA ESTEFAN

### "Cuts Both Ways" (Epic)

This 32-year-old Cuban emigrant has been setting dance clubs on fire in her hometown Miami for years, but American radio took an immediate attachment to her great ballads like "Cuts Both Ways." Early request action includes WKQI, as the single is most added out of the box. 45 stations.



MAJOR MOVES: WSTR(19-17), WHYI(18-13), KBOZ(34-29)

MOST ADDED: 38, including WPLJ, WPRO, WZOU, WFLZ, WKQI, KITY, KTFM, KWSS, KPLZ, KUBE, KXYQ, WKRZ

SALES BREAKOUT: LP is Platinum and Top 10 in Miami

CROSSOVER: Top 10 at A/C radio

INTERNATIONAL: LP is Top 20 in UK

Touring Data Courtesy Of  
**PERFORMANCE**



Sales Over 200,000!  
Double-Digit Add Week!



THE MISSION UK.  
*butterfly on a wheel*  
876 490-4

Music by  
(Adams/Brown/Hinkler/Hussey) Words: Hussey

Produced by Tim Palmer  
Management: Worldwide Tony Perrin for Golden Dawn Enterprises, London  
North America: In association with Burton Management Inc., New York.

When you  
**PLAY IT,  
SAY IT!**



© 1990 POLYGRAM RECORDS, INC.

# N40 *Top 40* THE NEXT 40™

## BRAT PACK

### "I'm Never Gonna Give You Up" (Vendetta/A&M)

This duo featuring Ray-Ray Frazier came together when Frazier's father, a Baptist minister, introduced him to Richard Marx's producer David Cole, who happened to be church organist. 44 stations.



MAJOR MOVES: KRNQ(23-20), WOHT(31-26), WWCK(33-29)

MOST ADDED: 19, including WLUM, KRXY, KMEL, KXXX, KUBE, WFLY, WKHI, WNVZ, WTFX, KJYO, KISN, KBOS

## MAXI PRIEST

### "Close To You" (Charisma)

Beyond the reggae image of his debut American single, the cover of Cat Stevens' "Wild World," Maxi Priest has several musical focuses. This soul track, which takes on a new life on the air, is picking up Top Requests at KKRZ, and has 15 new adds this week, including WFLZ, KJMZ and KPWR. 46 stations.



MAJOR MOVES: 3, including WMJQ(30-27), KKMG(35-31), WCIR(30-24)

INTERNATIONAL: Top 40 in U.K.

## THE 49ERS

### "Don't You Love Me" (Island)

Invited to teach singing at the Italian Center of Music in Verona, lead vocalist Dawn Mitchell has also sung on TV commercials for Gillette and Johnson's Baby Shampoo. Early phones at KKSS with new action at KISR, KDON and WHXT. 32 stations.



MAJOR MOVES: 9, including WKSS(23-20), WLWL(26-20), KPWR(22-20), KMEL(23-20), KWOD(28-25), WOHT(30-25)

SALES BREAKOUT: Top 30 National 12-inch sales

CLUBS: Top 10 National Club action

INTERNATIONAL: Former Top 15 in UK

## LITA FORD

### "Hungry" (RCA)

Gearing up for a major US tour this July, Ford is still reeling in the Platinum success of her self-titled RCA debut two years ago. 16 stations the first week out as a single, include KXYQ, WYYS and WJET. 25 stations total.



MAJOR MOVES: 6, including WAAF(20-13), WVKZ(20-16), KDWZ(29-26), WRQK(13-9), KRZR(D-19), KFMW(38-29)

MTV SUPPORT: 4 weeks, in Active rotation

SALES BREAKOUT: LP is Top 10 in Rochester, Minneapolis and LA

CROSSOVER: Moves 19-17\* at Rock radio

## SOUL II SOUL

### "A Dream's A Dream" (Virgin)

With their second LP certified Platinum within two weeks of its release, new adds include KXXX, WCGQ and WWCK. 29 stations.



MAJOR MOVES: WQHT(18-16), KMEL(17-15), WQXA(27-20)

SALES BREAKOUT: LP is Platinum and Top 10 in 39 markets, including NY, Boston, Philly, DC, Chicago, Atlanta, Memphis, Phoenix, LA, San Fran, and Seattle. Top 20 12-inch sales.

CROSSOVER: Moves to 37\* at Urban radio

TOURING: Tour begins in July in California

CLUBS: Top 15 National Club action

INTERNATIONAL: LP is Top 5 in Europe & Top 10 in Australia

CD: Featured on Network Forty's CD Tune-Up #25

## JANET JACKSON

### "Come Back To Me" (A & M)

There's more early action on Janet's fifth "Rhythm Nation" single than most artists see on a first release. 23 stations.



REQUEST ACTION: WHYI, KHQT, KUBE

MAJOR MOVES: KJMZ(30-27), KMEL(22-19), WTHZ(33-28)

MOST ADDED: 18, including WQHT, KBEQ, WAPW, WBZZ, WHYT, WEZB, KRXY, KIIS, KKLQ, CKOI, WKRZ, WBBQ

MTV SUPPORT: 3 weeks, in Heavy rotation

SALES BREAKOUT: LP is Quadruple Platinum and Top 10 in 15 markets, including NY, Hartford, Baltimore, Chicago, Cleveland, Miami, Nashville, Denver, LA and Seattle

TOURING: Currently in California

CROSSOVER: Breaking at Urban radio

## BELL BIV DEVOE

### "Do Me" (MCA)

MCA couldn't hold back the floodgates on BBD's second single any longer. With "Poison" still Top 5 and climbing, "Do Me" should have this trio's debut LP Double Platinum before the end of the month. 12 adds include KITY, WHYT and KLUC. 19 stations, with the official release around the corner.



REQUEST ACTION: KITY, KKFR, KPWR, XHTZ, KHQT, KMEL

MAJOR MOVES: WPGC(22-20), KJMZ(19-16), KITY(D-16), KQKS(D-17), KOY(29-23), KKLQ(26-23), KMEL(18-14)

SALES BREAKOUT: LP is Platinum and Top 10 in 77 markets, including NY, Boston, Baltimore, Philly, Cleveland, Detroit, Atlanta, Tampa, Nashville, St. Louis, Indy, Chicago, Minneapolis, Houston, Denver, LA, Sacramento, Portland and Seattle

CROSSOVER: Moves 37-24\* at Urban radio

# N40 *Top 40* THE NEXT 40™

## NELSON

**"(Can't Live Without Your) Love & Affection"**  
(DGC)

Dedicating this album to their father, Rick Nelson, these twins are identical (except Gunnar is left-handed and Matthew is right-handed)! Listeners are already requesting "Love & Affection" at WKBQ. On 21 stations.



MOST ADDED: 21, including WKBQ, WPHR, WKRQ, WPST, WTFX, KQKQ, WHHY, WBBQ, WYYS, KSND, WWGT, KPAT



MTV SUPPORT: 2 weeks, in Active rotation



CROSSOVER: Debuts 80\* at Rock radio

## ST. PAUL

**"Stranger To Love"** (Atlantic)

Joining *The Time* for their "Ice Cream Castles" LP, St. Paul grew up in Minneapolis and borrows his name from the latter of the twin cities. An infectious groove-rock song, "Stranger" is most added out of the box and already moving at WKBQ(34-28).



MOST ADDED: 27, including WLOL, WKRQ, KEGL, KXYQ, WTFX, KZIO, WKXX, KIOC, KISN, KZHT, KSND, WWFX

## JIMMY RYSER

**"Same Old Look"** (Arista)

Playing the violin since age five, this Columbus native gave up a classical music scholarship for rock and roll. Together with his band for two years, Ryser is managed by Richard Mellencamp, John's father.



MOST ADDED: 25, including WKBQ, WZPL, KUBE, KZIO, KDWZ, WAYS, WHHY, WQUT, WSKZ, WZZU, KISN, KRZR

## MIDNIGHT OIL

**"Forgotten Years"** (Columbia)

They write songs not about girls and cars but about social issues. And Midnight Oil's "Forgotten Years" gets new attention this week at WIQB and WNYP with Top 10 marks at KITS and moves at CKOI(38-33), WZZU(19-17). On 15 stations.



MTV SUPPORT: Moves up into Heavy rotation



SALES BREAKOUT: LP is Gold and Top 10 in 12 markets, including NY, Boston, New Haven, Pittsburgh, Chicago, Ann Arbor and LA



CROSSOVER: Moves to 12\* at Alternative radio and former Top 15 at Rock radio



TOURING: Currently in Washington and Canada



INTERNATIONAL: LP has been Top 10 across Europe and #1 in Australia

CD: Featured on Network Forty's CD Tune-Up #25

## BAD COMPANY

**"Holy Water"** (ATCO)

With familiar Bad Company style, "Holy Water" has already rushed into the #1 spot at Rock radio, and is ready to spill over into the Top 40 mainstream. New action this week at WIQB, KMYZ and KRZR. On 16 stations.



MAJOR MOVES: WAAF(19-16), WVKZ(37-30), KDWZ(21-15), WOKI(26-23), WZZU(21-16), KRZR(D-20)



MTV SUPPORT: Debuts in Medium rotation



SALES BREAKOUT: LP is Top 10 in 9 markets, including Boston, Omaha, Dayton, Indy, Boise and Portland



CROSSOVER: Moves 2-1\* at Rock radio with #1 requests



TOURING: Tour begins in July in Vermont

## KYPER

**"Tic-Tac-Toe"** (Atlantic)

Being careful not to count their X's and O's too soon, this upbeat rap tune steals 10 more adds for Kyper this week including WDFX, KJMZ, KZLS and KZZP. On 22 stations.



REQUEST ACTION: WTIC, WBBM, WHYT, KOY, XHTZ, WYHY



MAJOR MOVES: WFLZ(39-30), WHYT(A-18), WHXT(25-18), WYHY(35-17), WCKZ(28-17)



TOURING: Begins in late June in Georgia

## WEST COAST RAP ALL-STARS

**"We're All In The Same Gang"** (Warner Bros.)

As the first big move in a national effort to combat gang violence, portions of the proceeds will be donated to inner city youth developments. Top 10 at KHQT and KOY with new action at KWOD and KBOS. On 15 stations.



REQUEST ACTION: KITY, WFLZ, KHFI



MAJOR MOVES: KKFR(17-13), KOY(11-8), KHQT(16-10)



MTV SUPPORT: 2 weeks, in Breakout rotation



SALES BREAKOUT: Top 40 National 12-inch sales



CROSSOVER: Top 20 National Rap record. Breaking at Urban

## TROOP

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

TROOP stands for Total Respect Of Other People - an acronym for a quintet of young men who now also command the respect of the music industry! Top Requests at KMEL and new action at KKFR, KROY and KKMGM. On 11 stations.



MAJOR MOVES: WPGC(10-5), KJMZ(27-19), KSFM(25-18), KMEL(19-17), KQKS(25-20)



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

**NEW KIDS ON THE BLOCK**

*Step By Step (Columbia)*

New Kids On The Block's #1\* debut last week on the Retail chart surprised no one. With an initial shipment close to 3 million, it is the largest new release ever at CBS. Quite possibly, Columbia thinks it could be the largest new release shipment in the industry! Dave Roy, buyer for the 445 store Trans World Music Chain quips, "Without a doubt, 'Step By Step' is the biggest debut I've ever had on a new release any day of any week, of any year!"

**JEFF HEALEY**

*Hell To Pay (Arista)*

With the release of "Hell To Pay," no longer will Jeff Healey have to promote his way onto a playlist, a spot will be waiting for him! Even though he only has two records to his credit, he has become a Rock radio core artist of the 90s. With more than 200 Rock stations charting "I Think I Love You Too Much" and plenty of MTV and multimedia coverage, sales are exploding! Upward moves include Record World New York 4129, Tower Boston 2612, Sound Warehouse Dallas 3724, Kemp Mill Baltimore 2711, Turtles Atlanta 36-24 and National Record Mart Pittsburgh 20-15, to name a few.



*En Vogue*

**MOTLEY CRUE**

*Dr. Feelgood (Elektra)*

Motley Crue's "Dr. Feelgood" is enjoying major longevity both at the registers and on the air. Since its release, "Dr. Feelgood" has produced three smash hits, and the fourth, "Don't Go Away Mad," is breathing even more life into this Multiplatinum success.

Resurging sales can be found at Musicland Minneapolis 41-39, Mainstream Records Milwaukee 19-13, Trans World Music Albany 27-18, Record Bar Warehouse Durham 39-34 and Record Revolution Philadelphia 34-26. The band is still on tour and MTV has the video in Heavy rotation.

**EN VOGUE**

*Born To Sing (Atlantic)*

Released in April, the Atlantic staff has diligently worked "Hold On," the first single from "Born To Sing." It may have been a slow build, but their efforts are now paying off as the single is certified Platinum and the album has reached Gold status with Platinum in sight. The Trans World Chain shows a 28-23 increase, Tower Records

Uptown NYC reports a 42-22 jump and the Sound Warehouse Chain Dallas logs a 23-15 hike. Other markets with strong sales include Phoenix, Portland, Los Angeles, and Cleveland.

**STEVE VAI**

*Passion And Warfare (Relativity)*

Over the past few years, Steve Vai has built a name for himself as one of the most innovative, talented guitar players in the business. He's



**STEVE VAI**

toured with David Lee Roth, appeared in a major motion picture ("Crossroads") and now he's on tour with Whitesnake. And with all the fanzines keeping track of his every move, Vai is a man of much exposure. The overwhelming, immediate sales response to "Passion And Warfare" prompted Rock programmers to add the first track, "The Audience Is Listening," as MTV's commitment begins with Active rotation for the video. This is the kind of record that retailers can sell by the ton, even without massive airplay. In three weeks, sales are already over 430,000 and "Passion" is charting in the Top 10 at chains such as Strawberries Boston, Rose Records Chicago, Kemp Mill Baltimore, Record Bar, Tower, Camelot and Harmony House.

- Yvette Ziraldo

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

**FORGET ABOUT:**  
 Washing Behind Your Ears  
 Wearing Your Galoshes  
 Making Your Bed  
 Eating Right  
 Getting Eight Hours Of Sleep

**REMEMBER:**

**KEITH SWEAT**  
*I'll Give All My Love To You*  
 the new album  
 featuring the smash  
 single and video  
 "Make You Sweat"



*Sweat's Breaking!*

KKFR Phoenix 13-9\*  
 Q-106 San Diego 17-12\*  
 KJMZ Dallas 18-10\*  
 KITY San Antonio 17-13\*

*On Over 98 Top 40 Stations!*

**MÖTLEY CRÜE**  
*Dr. Feelgood*  
 the triple platinum plus album  
 featuring the CHR killer  
 and MTV thriller  
 "Don't Go Away Mad  
 (Just Go Away)"



*172 Top 40 Stations Strong!*



31-28-24\*



Contradicting your mother for the  
 sake of music...on Elektra cassettes,  
 compact discs and records.

# N40 RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
D	1	1	NEW KIDS ON THE BLOCK. Step By Step	Columbia/45129
1	2	2	M.C. HAMMER. Please Hammer	Capitol/92857
2	3	3	MADONNA. I'm Breathless	WB/26209
3	4	4	BELL BIV DEVOE. Poison	MCA/6387
4	5	5	PRETTY WOMAN. Pretty Woman OST	EMI/93492
8	8	6	WILSON PHILLIPS. Wilson Phillips	SBK/93745
7	7	7	JOHNNY GILL. Johnny Gill	Motown/6283
5	6	8	SINEAD O'CONNOR. I Do Not Want	Chrysalis/Ensign/21759
13	13	9	DEPECHE MODE. Violator	Sire/Reprise/21328
10	10	10	STEVE VAI. Passion And Warfare	Relativity/1037
28	17	11	ICE CUBE. Amerikkka's Most Wanted	Priority/57120
11	11	12	BILLY IDOL. Charmed Life	Chrysalis/21735
9	9	13	PAULA ABDUL. Shut Up And Dance	Virgin/91362
12	12	14	DIGITAL UNDERGROUND. Sex Packets	Tommy Boy/1026
18	16	15	EN VOGUE. Born To Sing	Atlantic/82084
6	14	16	HEART. Brigade	Capitol/91820
39	22	17	SOUL II SOUL. Vol. II 1990	Virgin/91367
21	18	18	PHIL COLLINS. ...But Seriously	Atlantic/82050
19	19	19	MICHAEL BOLTON. Soul Provider	Columbia/45012
15	15	20	SLAUGHTER. Stick It To Ya	Chrysalis/21702
14	20	21	PUBLIC ENEMY. Fear Of A Black Planet	Columbia/45413
17	21	22	LISA STANSFIELD. Affection	Arista/8554
23	23	23	JANET JACKSON. Rhythm Nation	A&M/SP 3920
26	24	24	GEORGE STRAIT. Livin' It Up	MCA/6415
20	25	25	BONNIE RAITT. Nick Of Time	Capitol/91268
31	26	26	TONY! TONI! TONE!. The Revival	Wing/Polydor/841902
22	27	27	AEROSMITH. Pump	Geffen/GHS 24254
D	33	28	JEFF HEALEY. Hell To Pay	Arista/8632
▶	DEBUT!	29	KEITH SWEAT. I'll Give All My Love	Elektra/60861
32	30	30	MIDNIGHT OIL. Blue Sky Mining	Columbia/45398
▶	DEBUT!	31	2 LIVE CREW. As Nasty As They Wanna Be	Skywalker/XR 107
35	34	32	TAYLOR DAYNE. Can't Fight Fate	Arista/8581
29	29	33	DON HENLEY. End Of The Innocence	Geffen/GHS 24217
▶	DEBUT!	34	FAITH NO MORE. The Real Thing	Slash/Reprise/25878
D	40	35	LA GUNS. Cocked And Loaded	Polydor/838592
D	39	36	MOTLEY CRUE. Dr. Feelgood	Elektra/60829
16	28	37	DAMN YANKEES. Damn Yankees	WB/26159
D	38	38	AFTER 7. After 7	Virgin/91061
24	31	39	TEENAGE MUTANT. Teenage Mutant OST	SBK/82066
30	32	40	BABYFACE. Tender Love	Solar/EPIC/45288

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

# NEW Crossover 40 URBAN JAMS

## THE TIME

### "Jerk Out" (Paisley Park/Reprise)

In the 80s, Prince created The Time as a comic Funk foil for his own sex and salvation deliberating Rock band, The Revolution. Problem was, fans preferred to party hearty rather than contemplate the wages of sin or dance in the face of atomic obliteration! The Time's singles, with the exception of the interracial lovers' message "Ice Cream Castles" have always been "cold-stupid-silly!" When they opened for Prince during his "1999" tour, they often Times blew him off the stage with their hard core grooves and outrageous sexual brags, all dished out with tongues planted firmly in-cheek. By the Time the band came to the big screen in "Purple Rain," lead singer Morris Day was getting better reviews than the star. Prince disremembered "the monster" in '83 by firing Jimmy Jam and Terry Lewis for missing a gig. Seven years later, the original six members, including guitarist Jesse Johnson, plus Morris' sidekick Jerome Benton, are reunited to stake their claim as the best straight-up R&B band of the day, starting with this single from their fourth album, "Pandemonium." They'll be giving Prince's band hell again in his new film, "Graffiti Bridge," taking fans to Funk heaven with their irresistible charms.

## JANET JACKSON

### "Come Back To Me" (A&M)

Ms. Jackson slows the pace for her "Rhythm Nation" album's fifth single, "Come Back To Me." Always concerned with appealing to the widest possible audience (wonder who she gleaned that from), she's recorded a version in Spanish ("Vuelve A Mi") and several remixes. Janet co-wrote and co-produced this gorgeous ballad with the aforementioned

Jimmy Jam & Terry Lewis (wouldn't you love to walk in their Stacy Adams' right now). Complete with a wistful video shot in ever romantic Paris, and co-starring Janet's real-life boyfriend Rene Elizondo, this will be one of the loveliest lovebird songs of the summer.

## BELL BIV DEVOE

### "Do Me" (MCA)

At the other extreme, the follow-up single to this trio's Platinum selling debut "Poison" is a down 'n dirty, mid-tempo lust fest that does far more than kiss, and leaves no dripping details untold! That hasn't dissuaded over 40 Urban outlets from spinning it right out of its brown paper wrapper, including KJLH Los Angeles and WBLS New York. Ricky Bell, Michael Bivens and Ronnie DeVoe have gone out of their way to put a Grand Canyon between their sugary sweet images in New Edition, and their raw new attitude. This one is so hot, some Urban 40s have added this second track while still playing "Poison" in Power rotation! Looks like their fans have discovered the blue lights in mom's basement. Ah, kids!

## SOUL II SOUL

### "A Dream's A Dream" (Virgin)

Jazzie B and Nellie Hooper's second album for the constantly evolving continuum Soul II Soul is off to a healthy start with a three star Rolling Stone review and Top 10 Black sales in its third week out at Urban retail accounts. This second single (with singer Victoria Wilson-James) is on at more than 70 Urban stations and already Top 20 at sta-



Janet Jackson

tions like WTUG Tuscaloosa (yes, they do the Electric Slide in Alabama, too) and WAMO Pittsburgh. The future for Soul II Soul? Their first US tour starts in Oakland, California on July 19 at The Kaiser! "A Dream's A Dream" is featured on The Network Forty CD Tune Up #25.

## EARTH, WIND & FIRE

### "For The Love Of You" (Columbia)

These stalwart legends of 1970s, self-contained band glory have teamed with superstar rapper MC Hammer for this perfectly pocketed single. It's on at nearly 90 stations with 12 Top 10 mentions, like KMJM St. Louis and WVOI Toledo. The rapper is a big EWF fan, and proves it by using their single "On Your Face" (from their 1976 LP "Spirit") as the base for a song of the same name on his second album "Please Hammer, Don't Hurt 'Em." That's "The Elements" for you; still inspiring artists and fans after 20 years in the business!

- A. Scott Galloway

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



Mariah Carey



Angela Winbush



Jeff Redd

# N40 URBAN JAMS

(As Reported By The Urban Network)

2W	LW	TW	Artist/Song	Label
6	4	<b>1</b>	LISA STANSFIELD. You Can't Deny It	Arista
4	1	<b>2</b>	TROOP. All I Do Is Think Of You	Atlantic
16	8	<b>3</b>	JOHNNY GILL. My, My, My	Motown
10	7	<b>4</b>	FAMILY STAND. Ghetto Heaven	Atlantic
12	11	<b>5</b>	MICHEL'LE. Nicety	Ruthless/ATCO
20	12	<b>6</b>	KEITH SWEAT. I Can Make You Sweat	Vinter./Elektra
15	9	<b>7</b>	MIKI HOWARD. Until You Come Back To Me	Atlantic
1	2	<b>8</b>	KLYMAXX. Good Love	MCA
5	5	<b>9</b>	M.C. HAMMER. U Can't Touch This	Capitol
14	13	<b>10</b>	GLENN JONES. Stay	Jive/RCA
19	15	<b>11</b>	REGINA BELLE. This Is Love	Columbia
7	6	<b>12</b>	JANE CHILD. Don't Wanna Fall In Love	WB
34	21	<b>13</b>	AFTER 7. Can't Stop	Virgin
17	14	<b>14</b>	EARTH, WIND & FIRE. For The Love Of	Columbia
18	16	<b>15</b>	SOMETHING SPECIAL. I Wonder Who	Epic/CBS
33	23	<b>16</b>	CAMEO. I Want It Now	Atlanta Artists
23	17	<b>17</b>	MIDNIGHT STAR. Do It	Solar/Epic
29	22	<b>18</b>	SNAP. The Power	Arista
26	25	<b>19</b>	THE GAP BAND. We Can Make It	Capitol
32	27	<b>20</b>	RANDY CRAWFORD. I Don't Feel	WB
38	31	<b>21</b>	MARIAH CAREY. Vision Of Love	Columbia
27	24	<b>22</b>	BLACK FLAMES. Watching You	OBR/Columbia
37	35	<b>23</b>	ANGELA WINBUSH. Lay Your Troubles	Mercury/Polygram
21	19	<b>24</b>	JERMAINE JACKSON. I'd Like To Get	Arista
36	33	<b>25</b>	JEFF REDD. Love High	Uptown/MCA
28	28	<b>26</b>	DIANNE REEVES. Come In	EMI
D	37	<b>27</b>	BELL BIV DEVOE. Do Me	MCA
35	30	<b>28</b>	STAYCE & KIMIKO. Wait For Me	MCA
22	20	<b>29</b>	MILIRA. Mercy Mercy Me	Motown
2	3	<b>30</b>	TODAY. Why You Get	Motown
D	38	<b>31</b>	BABYFACE. My Kinda Girl	Epic/Solar
▶ DEBUT!	<b>32</b>	<b>32</b>	ANITA BAKER. Talk To Me	Elektra
D	34	<b>33</b>	STARPOINT. Midnight Love	Elektra
39	36	<b>34</b>	POINTER SISTERS. Friend's Advice	Motown
D	40	<b>35</b>	BARBARA WEATHERS. The Master Key	Reprise
D	39	<b>36</b>	SOUL II SOUL. A Dream's A Dream	Virgin
25	26	<b>37</b>	MADONNA. Vogue	Sire/WB
▶ DEBUT!	<b>38</b>	<b>38</b>	KOOL SKOOL. My Girl	Capitol
▶ DEBUT!	<b>39</b>	<b>39</b>	THE TIME. Jerk Out	Reprise
▶ DEBUT!	<b>40</b>	<b>40</b>	STEPHANIE MILLS. Real Love	MCA

# NEW *Crossover* 40 ROCK TRACKS

## **JEFF HEALEY BAND**

**"I Think I Love You Too Much"**  
(Arista)

The blues according to Jeff Healey are alive and well, thanks to the steamy new single, "I Think I Love You Too Much." This fine talent is establishing himself as one of the truly gifted guitarists, consistently amazing live audiences with his unique over-the-neck fretting techniques and fluid guitar runs. Producer Ed Stasium (Living Colour) pushes Jeff's guitar right to the front of the mix. And that's Mark Knopfer, who wrote the tune expressly for Healey, on slide guitar. Retail affiliates report hefty sales on the "Hell To Pay" CD and cassette, and both the single and LP have remained Top 5 most requested at Rock radio for the past month.

## **LITTLE CAESAR** **"Chain Of Fools" (DGC)**

Little Caesar has all the qualities to be one of the great new bands of the decade: dazzling, ingenious songs; a double guitar attack rooted in blues rock; the production expertise of Bob Rock; a diverse, soulful and very convincing lead singer, Ron Young; a sterling video in Active rotation at MTV; a rhythm section that literally percolates; and the 100% commitment of DGC Records. There's a distinct airplay-to-request pattern unfurling at Rock radio. Wherever Little Caesar's rockin' cover of Aretha Franklin's "Chain Of Fools" gets solid rotation, it picks up massive phone action. Witness Top 5 most requested reports in Memphis, San Diego, and nearly two dozen other markets. Strong sales patterns are developing out of Dallas, the mid-Atlantic states, Minneapolis, South Florida, Cincinnati and Detroit.

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

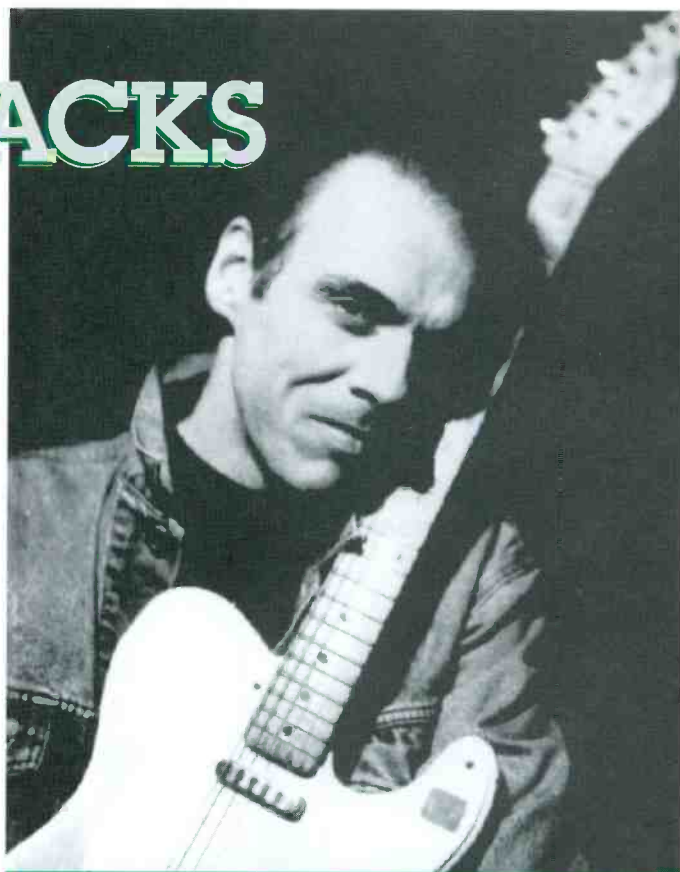
## **LITA FORD**

**"Hungry"**  
(Dreamland/RCA)

Lita Ford continues to crank on all eight cylinders, thanks to the upward movement and crossover action on her new single, "Hungry." Contemporary radio listeners have an insatiable appetite for "Hungry," which is coming in Top 5 most requested in Florida (Miami, Tampa, Orlando) and many other markets. Her new album, "Stiletto," is the perfect follow-up to her Platinum-plus breakthrough, "Lita." While "Hungry" remains firmly entrenched in Rock radio's Top 20, sales are really telling the story of Lita Ford. Nearly 50 retailers report sales increases, most notably in Chicago, Rochester, LA, Baltimore, Salt Lake City, Memphis and Norfolk.

## **JOHN HIATT** **"Child Of The Wild Blue Yonder"** (A&M)

You might call John Hiatt the songwriter's songwriter. Bonnie Raitt's version of Hiatt's "Thing Called Love" helped propel her career to Multiplatinum (and Grammy!) proportions. And while Hiatt has achieved some solid chart success over the last few years at Rock radio, he has never enjoyed the across-the-board recognition that his talent dictates. That's about to change, thanks to a stellar new collection of songs entitled "Stolen Moments," which includes the infectious first single, "Child Of The Wild Blue Yonder." It's Top 40 on the Rock charts,



**JOHN HIATT**

where it's been a most added record since its release three weeks ago. Don't miss John Hiatt opening for Little Feat this summer. He's as engaging a performer as he is a songwriter.

## **HEART** **"I Didn't Want To Need You"** (Capitol)

Ann, Nancy and the band are coming off of two Top 3 songs at Rock radio; "All I Want To Do" followed by the rockin' "Wild Child." Now the sisters are back with a git-down-and-testify ballad loaded with crossover potential. Composed by Diane Warren and produced by Richie Zito, there's no denying the hit/hip factor of "I Didn't Want To Need You." Heart's latest is blasting up the Rock charts, destined for a run in the Top 5. Requests are already reported by stations in Atlanta, New Orleans and nearly 20 other markets, while retailers in St. Louis, Denver, Miami and Phoenix report Top 10 sales.

*-Art Phillips*





*Damn Yankees*



*Heart*



*Black Crowes*

# NO. 40 ROCK TRACKS

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
4	2	❶	BAD COMPANY. Holy Water	ATCO
10	4	❷	BRUCE HORNSBY. Across The River	RCA
7	6	❸	JEFF HEALEY. I Think I Love You Too Much	Arista
2	1	4	BILLY IDOL. Cradle Of Love	Chrysalis
5	5	❺	PRETENDERS. Never Do That	Sire
9	7	❻	CROSBY STILLS & NASH. Live It Up	Atlantic
1	3	7	ZZ TOP. Doubleback	WB
D	15	❸	AEROSMITH. Other Side	Geffen
16	10	❹	JEFF LYNNE. Every Little	Reprise
28	18	❿	DAMN YANKEES. Come Again	WB
15	13	❾	LITTLE CAESAR. Chain Of Fools	DGC
14	14	❽	MOTLEY CRUE. Don't Go Away Mad	Elektra
8	11	13	ERIC CLAPTON. Accuse Me	Reprise/Duck
29	20	❶❹	ROBERT PLANT. Your Ma Said	Atlantic
19	17	❶❺	DAVID BAERWALD. All For You	A&M
17	16	❶❻	ELECTRIC BOYS. All Lips	ATCO
20	19	❶❼	LITA FORD. Hungry	Dreamland/RCA
31	22	❶❸	GARY MOORE. Oh Pretty Woman	Charisma
6	8	19	FLEETWOOD MAC. Love/Dangerous	WB
24	23	❶❷	SMITHEREENS. Yesterday Girl	Enigma/Capitol
3	9	21	HEART. Wild Child	Capitol
27	24	❶❷	WORLD PARTY. Way Down Now	Chrysalis/Ensign
▶	DEBUT!	❶❸	HEART. I Didn't Want To Need You	Capitol
26	26	❶❹	KINGS OF THE SUN. Drop The Gun	RCA
D	33	❶❺	JOHN HIATT. Child Of Wild	A&M
32	30	❶❻	JOE COCKER. What Are You Doing	Capitol
30	27	❶❼	Y & T. Don't Be Afraid Of The Dark	Geffen
36	31	❶❸	ERNIE ISLEY. Back To Square One	Elektra
▶	DEBUT!	❶❹	BLACK CROWES. Twice As Hard	Def American
D	32	❶❷	LITTLE FEAT. Woman In Love	WB
11	21	31	JUDE COLE. Baby Tonight	Reprise
12	12	32	MIDNIGHT OIL. Forgotten Years	Columbia
D	36	❶❸	RIVERDOGS. Toy Soldier	Epic
25	25	34	BATON ROUGE. Walks Like A Woman	Atlantic
D	39	❶❺	CONCRETE BLONDE. Joey	IRS
▶	DEBUT!	❶❻	COLIN JAMES. Just Came Back	Virgin
▶	DEBUT!	❶❼	ALIAS. Haunted Heart	EMI
D	38	❶❸	KISS. Rise To It	Mercury
18	28	39	GIANT. I'll See You In My Dreams	A&M
13	29	40	TOM PETTY. Yer So Bad	MCA

# N40 *Crossover* ALTERNATIVE

## **CONCRETE BLONDE**

*"Joey" (IRS)*

Concrete Blonde continues to do its thing at Alternative radio in a big, big way. This album, "Bloodletting," is the third LP for IRS from this LA based band. Following in the footsteps of the previous two records, "Joey" has also made its way into the Top 10 in a matter of weeks. But we're seeing the sales picture coming into view a lot sooner on this one. You've got to see the enigmatic Johnette Napolitano belt these gems live to become a tried and true C.B. fan. Sit back and listen to "Joey," and revel in the aching remorsefulness of the song. The track builds into a tempest of emotional range for a completely satisfying effect. It's featured on The Network Forty's CD Tune Up #26.

## **BOOM CRASH OPERA**

*"Onion Skin" (Giant/WB)*

Boom Crash Opera's second LP, "These Here Are Crazy Times," is the first release for the newly created Giant label. The song you should immediately concern yourself with is "Onion Skin," a boisterous firecracker of a song that bursts from the radio with conviction and passion. The track made its Alternative chart debut in the Top 30, and continues gaining favor at stations weekly; steadily growing on more than 20 stations nationwide. Their music is rife with an upbeat drum sound, adding to the "Onion Skin" single's already hot "danceability" potential.

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



**Concrete Blonde**

## **THE ORIGIN**

*"Growing Old" (Virgin)*

The Origin are a La Jolla, California bred group of friends, most of whom have been playing in bands together since their junior high days. Acoustic based and folk-influenced, this quartet shines through with a catchy hook line and modern day sound. Their self-titled album for Virgin has attracted over 20 Alternative stations thus far, and finds a niche for itself in the Top 25. Lead vocalist Michael Andrews has a clear voice that rings loud and true; a few spins with this one and you'll be as convinced of this debut act's potential as we are.

## **THE CHURCH**

*"You're Still Beautiful" (Arista)*

Having leased a spot in the Alternative chart's Top 5 for many weeks earlier this year, The Church begins nudging its way back up with "You're Still Beautiful," the second single from "Gold Afternoon Fix." Now on tour, the band has been receiving rave notices from concertgoers for the way the

band is putting their classics as well as the new smash "Metropolis," through the paces live. "You're Still Beautiful," with Steve Kilbey's trademark vocal style, will keep this Australian band snugly in its rightful place on American radio.

## **STEVE WYNN**

*"Tears Won't Help" (Rhino)*

Steve Wynn was once the leader of The Dream Syndicate, an LA band that got its start in the early 80s and was tagged as one of the main instigators of the era's "Paisley Underground." Now a solo act, Steve has released his debut LP on Santa Monica-based Rhino Records. The LP, "Kerosene Man," is brimming with hooky, polished pop songs with a decidedly Western flavor. Get your hands on a copy and spend some time with "Tears Won't Help" and "Carolyn," two left field choices with potentially startling, successful results.

*-Diane Tameecha*



Concrete Blonde



Hothouse Flowers



Revenge

# NEO ALTERNATIVE

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
2	2	❶	ADRIAN BELEW. Young Lions	Atlantic
1	1	2	WORLD PARTY. Goodbye Jumbo	Chrysalis/Ensign
9	7	❸	CONCRETE BLONDE. Bloodletting	IRS
4	3	4	THE SUNDAYS. Reading, Writing	DGC
5	4	5	PRETENDERS. Packed	Sire
3	5	6	DEPECHE MODE. Violator	Sire/Reprise
6	6	7	HUNTERS & COLLECTORS. Ghost Nation	Atlantic
16	13	❸	STEVE WYNN. Kerosene Man	Rhino
7	8	9	SINEAD O'CONNOR. I Do Not Want	Chrysalis/Ensign
10	10	❷	MORRISSEY. "November Spawned"	Reprise
13	15	❶	LLOYD COLE. Lloyd Cole	Capitol
11	12	❷	MIDNIGHT OIL. Blue Sky Mining	Columbia
15	14	❸	SIDEWINDERS. Auntie Ramos' Pool Hall	Mammoth/RCA
26	25	❶	HOTHOUSE FLOWERS. Home	London/Polydor
14	11	15	LIGHTNING SEEDS. Cloudcuckooland	MCA
D	30	❶	BOOM CRASH OPERA. These Here Are...	Giant/WB
▶	DEBUT!	❶	SONIC YOUTH. "Kool Thing"	DGC
17	16	18	THE CHURCH. Gold Afternoon Fix	Arista
29	22	❶	THE ORIGIN. The Origin	Virgin
32	29	❶	REVENGE. "Pineapple Face"	Capitol
24	21	❶	JULEE CRUISE. Floating Into The Night	WB
20	19	❶	JERRY HARRISON. Walk On Water	Sire
27	26	❶	JOHN DOE. Meet John Doe	DGC
▶	DEBUT!	❶	STRANGLERS. 10	Epic
▶	DEBUT!	❶	JESUS JONES. Liquidizer	SBK
8	9	❶	REED/CALE. Songs For Drella	Sire/WB
33	27	❶	PETER MURPHY. Deep	Beggars/RCA
40	32	❶	SOMETHING HAPPENS. Stuck Together	Charisma
21	18	❶	SOCIAL DISTORTION. Social Distortion	Epic
D	33	❶	STRAWBERRY ZOTS. Cars, Flowers, Telephones	Acid Test
▶	DEBUT!	❶	BREEDERS. Pod	4AD/Rough Trade
▶	DEBUT!	❶	MAZZY STAR. She Hangs Brightly	Rough Trade
36	36	❶	DIED PRETTY. Every Brilliant Eye	Beggars/RCA
22	23	❶	BILLY IDOL. Charmed Life	Chrysalis
12	17	❶	THAT PETROL EMOTION. Chemicrazy	Virgin
D	39	❶	HUMMINGBIRDS. Love Buzz	Roo Art/Mercury
▶	DEBUT!	❶	PRIMUS. Frizzle Fry	Caroline
▶	DEBUT!	❶	GENE LOVES JEZEBEL. "Jealous"	Geffen
D	40	❶	KATYDIDS. Katydids	Reprise
19	20	❶	BIG DIPPER. Slam	Epic

## +++++ MOST ADDED +++++

### Top 40

1. The Time, Jerk Out
2. Wilson Phillips, Release Me
3. M.C. Hammer, Have You Seen Her?
4. Stevie B., Love & Emotion
5. Bruce Hornsby, Across The River
5. Madonna, Hanky Panky
6. Gloria Estefan, Cuts Both Ways
7. Heart, I Didn't Want To Need You
8. Aerosmith, The Other Side
9. Anita Baker, Talk To Me
10. St. Paul, Stranger To Love
11. Jimmy Ryser, Same Old Look
12. Sweet Sensation, If Wishes Came True
13. The Lightning Seeds, Pure
13. Nelson, Love & Affection
13. Seduction, Could This Be Love
14. Sinéad O'Connor, The Emperor's New
15. Brother Beyond, The Girl I Used To
15. Brat Pack, I'm Never Gonna Give You
16. George LaMond, Bad Of The Heart

### Urban

1. The Time, Jerk Out
2. Tony Toni Tone, Feels Good
3. Najee, I'll Be Good To You
4. Janet Jackson, Come Back To Me
5. Anita Baker, Talk To Me
6. Basic Black, She's Mine
6. Z'Looke, Girl Danz With
7. Geoff McBride, Gotta Good Thing
8. Seduction, Could This Be Love
9. M.C. Hammer, Have You Seen Her
10. Boo-Yaa Tribe, Psyko Funk
11. Babyface, My Kinda Girl
11. Tashan, Save The Family
11. Was (Not Was), Papa Was A Rolling
12. Carl Anderson, How Deep Does
12. Maze, Songs Of Love
12. W/C Rap, We're All In The Same Gang
13. Eric B & Rakim, Let The Rhythm
13. Poor Righteous, Rock Dis Funky
13. Terry Steele, If I Told You

### Rock

1. Colin James, Just Came Back
2. Black Crowes, Twice As Hard
3. Heart, I Didn't Want To Need You
4. Alias, Haunted Heart
5. Aerosmith, The Other Side
6. Damn Yankees, Come Again
6. Hothouse, Give It Up
6. Little Feat, Woman In Love
7. Riverdogs, Toy Soldier
8. John Hiatt, Child Of Wild
9. Don Henley, How Bad Do You Want It
9. Jude Cole, Time For Letting Go
9. Nelson, Love/Affection
9. The Red House, Said A Prayer
10. Gary Moore, Oh Pretty Woman
11. Joe Satriani, Flying In A Blue Dream
12. Bruce Hornsby, A Night On The Town
12. Concrete Blonde, Joey
12. John Mayall, Congo Square
12. Marshall Tucker, Stay In Country

## ↑↑↑↑↑ MAJOR MOVES ↑↑↑↑↑

### Top 40

1. Glenn Medeiros, She Ain't Worth It
2. Mariah Carey, Vision Of Love
3. Michael Bolton, When I'm Back On My
4. New Kids On The Block, Step By Step
5. Tyler Collins, Girls Nite Out
6. Taylor Dayne, I'll Be Your Shelter
7. Depeche Mode, Enjoy The Silence
8. Go West, King Of Wishful Thinking
9. Johnny Gill, Rub You The Right Way
10. Phil Collins, Do You Remember
11. Billy Idol, Cradle Of Love
12. Lisa Stansfield, You Can't Deny It
13. Louie Louie, Sittin' In The Lap Of
14. After 7, Ready Or Not
15. En Vogue, Hold On
15. Motley Crue, Don't Go Away Mad
16. Nikki, Notice Me
17. Sweet Sensation, If Wishes Came True
18. del Amitri, Kiss This Thing Goodbye
19. Madonna, Hanky Panky

### Urban

1. Lisa Stansfield, You Can't Deny It
2. Johnny Gill, My, My, My
3. After 7, Can't Stop
4. Cameo, I Want It Now
4. Keith Sweat, I Can Make You Sweat
4. Regina Belle, This Is Love
5. Anita Baker, Talk To Me
5. Glenn Jones, Stay
6. Babyface, My Kinda Girl
7. Mariah Carey, Vision Of Love
7. Miki Howard, Until You Come Back To
7. Midnight Star, Do It
8. Troop, All I Do Is Think Of You
9. Michelle, Nicety
10. Angela Winbush, Lay Your Troubles
10. Bell Biv DeVoe, Do Me
11. Starpoint, Midnight Love
12. Kool Skool, My Girl
13. Randy Crawford, I Don't Feel
14. Earth, Wind & Fire, For The Love Of

### Rock

1. Bruce Hornsby, A Night On The Town
2. Aerosmith, Pump
3. Jeff Healey, Hell To Pay
4. Jeff Lynne, Armchair Theatre
5. Bad Company, Holy Water
6. Gary Moore, Still Got The Blues
7. Damn Yankees, Damn Yankees
8. Little Caesar, Little Caesar
8. Pretenders, Packed
9. Black Crowes, Shake Your Money
9. Lita Ford, Stiletto
9. Robert Plant, Manic Nirvana
10. John Hiatt, Stolen Moments
11. David Baerwald, Bedtime Stories
12. Smithereens, 11
13. Electric Boys, Funk-O-Metal Carpet
14. Motley Crue, Dr. Feelgood
14. Riverdogs, Riverdogs
15. Billy Idol, Charmed Life
16. Heart, Brigade

# N40 Vital STATS

## 📻📻📻📻📻 **MOST REQUESTED** 📻📻📻📻📻

### Top 40

1. New Kids On The Block, Step By Step
2. M.C. Hammer, U Can't Touch This
3. Bell Biv Devoe, Poison
4. Digital Underground, Humpty Dance
5. Mellow Man Ace, Mentiroso
6. New Kids On The Block, Tonight
7. Madonna, Hanky Panky
8. Wilson Phillips, Hold On
9. Johnny Gill, Rub You The Right Way
10. Glenn Medeiros, She Ain't Worth It
11. Tyler Collins, Girls Nite Out
12. Snap, The Power
13. Young And Restless, B Girls
14. Motley Crue, Don't Go Away Mad
15. Seiko/D. Wahlberg, The Right
16. Madonna, Vogue
17. Linear, Sending All My Love
17. Roxette, It Must Have Been Love
18. Sweet Sensation, If Wishes Came True
19. Depeche Mode, Enjoy The Silence

### Urban

1. Troop, All I Do Is Think Of You
2. M.C. Hammer, U Can't Touch This
3. Johnny Gill, My, My, My
4. Lisa Stansfield, You Can't Deny It
5. Klymaxx, Good Love
6. Michel'le, Nicety
7. Jane Child, Don't Wanna Fall In Love
8. Family Stand, Ghetto Heaven
9. En Vogue, Hold On
10. Today, Why You Get Funky On Me?
11. Snap, The Power
12. Keith Sweat, I Can Make You Sweat
13. New Kids On Block, Step By Step
13. Quincy Jones, Tomorrow
14. Bell Biv DeVoe, Poison
14. Tony! Toni! Tone!, The Blues
15. Mariah Carey, Vision Of Love
15. Miki Howard, Until You Come Back To
15. Perfect Gentlemen, Ooh La La
15. Regina Belle, This Is Love

### Rock

1. Bad Company, Holy Water
2. Jeff Healey, I Think I Love You
3. Billy Idol, Cradle Of Love
4. Bruce Hornsby, Across The River
5. Electric Boys, All Lips
5. Motley Crue, Don't Go Away Mad
6. ZZ Top, Doubleback
7. Aerosmith, The Other Side
8. Damn Yankees, Come Again
9. Little Caesar, Chain Of Fools
9. Robert Plant, Your Ma Said
10. Lita Ford, Hungry
11. Jeff Lynne, Every Little
12. Gary Moore, Oh Pretty Woman
13. Crosby Stills, Live It Up
14. Concrete Blonde, Joey
14. Steve Vai, Audience
15. Faith No More, Epic
15. World Party, Way Down Now
16. Baton Rouge, Walks Like A Woman

## \$\$\$ \$ \$ **RETAIL SALES** \$ \$ \$ \$ \$

### Bin Burners

1. New Kids On The Block, Step By Step
2. Keith Sweat, I'll Give All My Love
3. 2 Live Crew, As Nasty As They
4. Soul II Soul, Vol. II 1990
5. Faith No More, The Real Thing
6. Bad Company, Holy Water
7. Depeche Mode, Violator
8. Jeff Healey, Hell To Pay
9. Mariah Carey, Mariah Carey
10. Wilson Phillips, Wilson Phillips
11. Ice Cube, Amerikkka's Most Wanted
12. Garth Brooks, Garth Brooks
13. LA Guns, Cocked And Loaded
14. David Bowie, Ziggy Stardust
15. W/C Rap, We're All In Same Gang
16. Clint Black, Killin' Time
17. Motley Crue, Dr. Feelgood
18. Jeff Lynne, Armchair Theatre
19. Phil Collins, ...But Seriously
20. Phantom Of The Opera, Highlights

### Hot Futures

1. Bruce Hornsby, A Night On The Town
2. Crosby Stills, Live It Up
3. Eric B/Rakim, Let The Rhythm Hit
4. John Hiatt, Stolen Moments
5. Hothouse Flowers, Home
6. Danzig, Danzig II - Lucifer
7. Bad Company, Holy Water
8. Mariah Carey, Mariah Carey
9. Keith Sweat, I'll Give All My Love
10. Jeff Lynne, Armchair Theatre
11. Etta James, Sticking To My Guns
12. Gene Loves Jezebel, Kiss Of Life
13. Sonic Youth, Goo
14. Anita Baker, Compositions
15. Gary Moore, Still Got The Blues
16. Steve Earle, The Hard Way
17. Ultra Vivid, Joy: 1967-1990
18. W/C Rap, We're All In The Same Gang
19. David Bowie, Ziggy Stardust
20. Compton's Most, It's A Compton

### In-Store Play

1. World Party, Goodbye Jumbo
2. Concrete Blonde, Bloodletting
3. Steve Wynn, Kerosene Man
4. Jeff Healey, Hell To Pay
5. Madonna, I'm Breathless
6. Steve Vai, Passion And Warfare
7. The Sundays, Reading, Writing
8. Keith Sweat, I'll Give All My Love
9. Jeff Lynne, Armchair Theatre
10. Soul II Soul, Vol. II 1990
11. John Doe, Meet John Doe
12. Adrian Belew, Young Lions
13. Lightning Seeds, Cloudcuckooland
14. Midnight Oil, Blue Sky Mining
15. Pretenders, Packed
16. Bad Company, Holy Water
17. Gary Moore, Still Got The Blues
18. Heart, Brigade
19. Wilson Phillips, Wilson Phillips
20. David Bowie, Ziggy Stardust

# Photo Finish



## ***Direct from the set of Caddyshack III...***

*It's KZZU Breakfast Boy, Mark Patrick, starring as the understudy for the lovable little gopher... that just wouldn't die! Despite a little dirt behind the ears, Mark is taking his attempt at stardom quite seriously, carrying a ZOO bumper sticker with him to prove he can do more than just burrow through the ground! Okay, so he's really driving a float in a parade. But who's to know?*

# "TIC TAC TOE" KYPER

10 New Players This Week!

TIC-FM Hartford  
WDFX Detroit  
KHTK St. Louis  
KJMZ Dallas  
KOY Phoenix  
KS-104 Denver  
KBOS Fresno  
And 3 More!

Winning Debuts!

B-96 Chicago D-25  
WHYT Detroit D-18\*

Major Phones!

WZZG Charlotte #1  
Y-107 Nashville #2  
B-96 Chicago #5  
WHYT Detroit #2  
Z-90 San Diego #4

# "ALL I DO IS THINK OF YOU" TROOP

☒ Former #1 Urban Radio

Standing At Attention  
On Top 40 Radio!

WPGC Washington 10-5\*  
FM 102 Sacramento 25-18\*  
KS-104 Denver 25-20\*  
KJMZ Dallas 27-19\*  
KMEL San Francisco 19-17\*  
KITY San Antonio 29-27\*

Feel At Ease With Troop!

# "STRANGER TO LOVE" ST. PAUL

No Stranger To Top 40 Radio With 27 New Adds!

WLOL Minneapolis  
KXYQ Portland  
KISN Salt Lake City  
KEGL Dallas  
KZHT Salt Lake City  
Plus 20 More!

Q-102 Cincinnati  
WKXX Birmingham

"Stranger to Love" sounds like fun; a great summertime record!  
Brian Douglas MD/Q-102 Cincinnati

# "LIVE IT UP" CROSBY, STILLS & NASH

Aged To Perfection!

WOKI 29-26\* KZZU 39-34\*  
WRQK 23-19\* WZZU 18-14\*  
V/VKZ 40-32\* WAFX D-37\*  
KRZR 25-24\* KHOP D-29\*

☒ Medium Rotation!



On Atlantic

© 1990 Atlantic Recording Corp. A Warner Communications Co.



# Wilson Phillips



## Release Me

The message is unmistakable.

Wilson Phillips' debut single "Hold On" has won the heart and soul of America, going #1 Top 40 and #1 AC.

Now, "Release Me", the breathtaking new single and video from the remarkable debut album, Wilson Phillips.

Written By: Wilson Phillips  
Produced By: Glen Ballard  
Executive Producer: Charles Koppelman

### ➤ Most Added With 79 Top 40 Stations!

B-94	KC-101	WMJQ
WPXY	WZPL	92X
KKRZ	KPLZ	KUBE
KWSS	KCPX	And 68 More

### Early Action!

Power 99 30-25\*  
WNCI 22-18\*  
WSTR D-19\*  
WZPL D-30\*

### 📺 Active Rotation

- 📌 Top 10 Album
- 📌 Sales Soaring Toward Double Platinum
- 📌 On Tour All Summer
- 📌 Now Breaking Worldwide

—And The Multi-Media Publicity Blitz Continues!

Watch for the MTV World Premiere on June 14<sup>th</sup>

Management: Arma Ardon/Peter Lopez - SBK Management  
© 1990 SBK Records, Inc.

