

TRACY JOHNSON ♦ DEJA VU ♦ WOMEN AT WORK

# THE NETWORK

FORTY



33  
10/12/90

**Damn Yankees**

# Steve Winwood One and Only Man

Heart breaking.  
It takes you  
ever higher.  
Heart healing.  
Takes your  
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stretches for as far as  
the heart can see.

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**Refugees of the Heart.** The new album.

Available in stores November 11th.

Music from your one and only man. **Steve Winwood.**



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# THE *Inside* NETWORK FORTY™

ISSUE 33 OCTOBER 12, 1990

## THE MUSIC MEETING

**STEVE WINWOOD**

**"One And Only Man"**

Winwood sails through this Top 40 Traffic jam. (VIRGIN)

**PAUL MCCARTNEY**

**"Birthday"**

Celebrating a Beatle's 50th; first time live and first time a single. (CAPITOL)

**GEORGE MICHAEL**

**"Freedom 90"**

Michael watches those "boys on MTV" from a different point of view. (COLUMBIA)

**STEVIE WONDER**

**"Keep Our Love Alive"**

Stevie leaves you wondering if love can end injustice. (MOTOWN)

**THE OUTFIELD**

**"For You"**

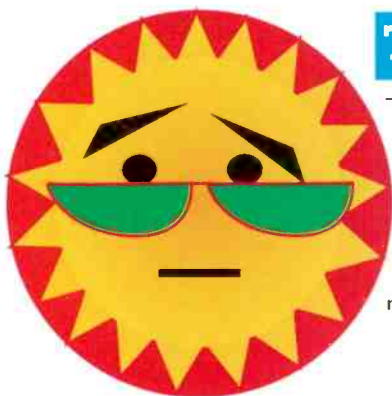
Now a duo, they're definitely in Top 40's ball park. (MCA)

**VIXEN**

**"Love Is A Killer"**

Vixen knocks 'em dead with this Top 40 ballad. (EMI)

Gene Sandbloom's column, "The Music Meeting," page 24



### THE BIZ

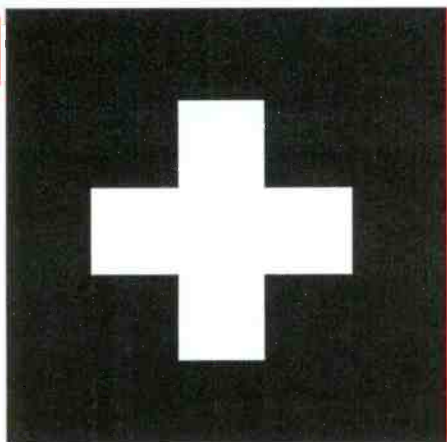
The debate has raged on for months. Has Top 40 been relying too much on rap and inner city urban product? The Summer Arbitron report cards are in and Top 40 appears to have gotten a "bad rap." The format was extremely soft when traditionally, Top 40 has flourished during the most active listening season. This week, The Network Forty reports the results in several key market races.

### TOP 40

Let's add it all up. Two albums, two Grammy awards, two Emmy awards, 11 American Music Awards and more than 30 million albums sold.

Three years after the release of her second record, **Whitney Houston** is poised for another #1 album when it hits the stores October 24.

The first single from her forthcoming LP, "I'm Your Baby Tonight," wins most added honors, year to date, with 240 stations, *out of the box!*



### CROSSOVER

Fresh off the good news that the music industry experienced double-digit growth during the first half of 1990, The Network Forty Retail Crossover page this week highlights big sellers such as **Vanilla Ice**, Bette Midler, Neil Young, Black Crowes and Indigo Girls. If it's selling, it's covered in The Network Forty!

Deja Vu	5	Music Meeting	24	Retail Sales	46
Women At Work	8	Most Requested USA	30	Urban Jams	48
Tracy Johnson	14	Hit Singles	36	Rock Tracks	50
Ear To The Street	18	The Next 40	38	Alternative	52



# LOVE IS A KILLER

**THE NEW SINGLE FROM THE ALBUM 'REV IT UP'**



FROM

**EMI**

MANAGEMENT: LEFT BANK MANAGEMENT PRODUCED BY: RANDY NICKLAUS ENGINEERED BY: DENNIS MACKAY MIXED BY: MIKE SHIPLEY

# DEJA VU!

## Haven't I Heard This Before?

**F**or the 90s, the buzz word is "recycle." And in this time of heightened product recycling awareness, there is a similar trend happening in our music. They say everything goes in cycles, and just like the constant change in hemlines and hairdos, it seems that music, too, is following suit by revitalizing past rages.

Understandably, the automatic familiarity factor of a remake can be appealing to programmers and listeners alike. But what causes one remake to be accepted with open ears, while another is rejected out of loyalty to the original? What about the current trend in sampling older tunes into new music? And what effect, if any, do these remakes have on the evolution of new music?

There are no clear-cut answers to the many questions surrounding remakes. Yet there's much speculation as to what kind of impact recycled ditties may have on radio, the listeners and the music of the future. During a time when remakes abound, The Network Forty investigated the perceptions and effects of this influx of recycled music, a.k.a. remakes, with Don London, Operations Manager/Program Director of WZPL Indianapolis, and Darcy Sanders, Music Director at KZZP-FM Phoenix.

### Remake Perceptions

Don London of WZPL voices his opinion of the remake in general. "Personally, I really don't like it, because it seems to be riding the wave of the past and on someone else's previous success story. However, the familiarity a remake has with adults is an obvious plus that can really help, especially in this day when a lot of stations are looking for adult appeal. But remakes can also confuse the audience as to what station they're listening to and what station plays what music. Time and time again, we see stations get credit for listening that doesn't actually occur, and stations *not* get credit for listening that *does* take place. Therefore, we try to remain as true to form as possible."

According to London, an important consideration in contemplating a remake involves timing. "They seem to all come out at the same time. For instance, M.C. Hammer's 'Have You Seen Her?'; Paul Young's 'Oh Girl'; and Billy Idol's 'L.A. Woman' (to name a few) all came in at once. I think labels should be very, very careful as to when they release remakes because it *is* tough for a station that's trying to be well-focused to deal with them all simultaneously."

Like everything else in music, if remakes are released at the right time, they should have a chance due to the instant familiarity. Yet in order to have longevity, remakes need a 90s sound; i.e. dance beat, energy and message, enabling them to fit in with today's new releases. Don London remarks, "Songs rarely go around a second time successfully because people might recall and prefer the first version. I can't think of any remakes that we still play current except Kim Wilde's 'You Keep Me Hangin' On' and Billy Idol's 'Monie'

Monie.' But that's two out of hundreds that had true staying power with WZPL." London adds, "The artist also has a great deal to do with the success of a remake."

KZZP Music Director Darcy Sanders voices her perception of recycled music, "If artists want to record a remake of a song, they should give it a different interpretation and add their own style to it. Remakes are like anything else; as soon as something is cool, everyone does it. It really is cool when a more obscure song that was never a hit before is brought to life and *made* a hit the second time around. More than likely, a remake will be successful if it's done exceptionally well in a new way or, on the flipside to that, if it sounds really close to the original. A good example of the latter is the Whistle record, 'Always And Forever.' You can hardly tell the difference from the original; it just sounds a little more slick and up-to-date, but it's basically the same. That song was huge at KZZP and everywhere else it was played. In fact, we still have it in as a recurrent."



# D EJA VU!

Regarding listener perception of remakes, Darcy remarks, "I think most people now being exposed to the current remakes probably never heard the originals, anyway. Unless they're big music fans, they don't really know it's a remake. And if they do, it's so minuscule that it doesn't really matter. But I pay attention to where these remakes fall on air. When the computer schedules the music, it will sometimes place two remakes back to back. I always move them apart; if you play a couple of them in an hour or next to each other, I think it makes you sound frumpy and old, even if the songs have been brought up-to-date. Although it's a new release, it's still an old song. And if you play a whole bunch of them mixed in with your recurrents and oldies, you'll sound like an oldies station."

## Sampling Oldies

Darcy Sanders has strong feelings about this form of bringing back previous hits in sampling. "I'm sick of all of the sampling. It makes me feel like artists lack the creativity to do anything on their own; they're not thinking of their own hooks, individual sounds or

instrumentation. This could have a really negative effect on music and radio. Sure, remakes have instant familiarity. But these songs are so disposable. Everything is getting to the point where when you're done with it, you're done with it. And you don't ever play it again." Sanders interjects, "M.C. Hammer is an exception, in that his entire thing is to rip-off other people; that's what he does. But part of his success is his ability to make his songs and sampling somewhat of a novelty, and *that's* what makes them stick. However, sampling is all over and seems to have reached an all-time high in the past month or two. There's really no way to stop this trend. But eventually, everyone will get burned on it. It's fun at first, but then the novelty of it being cool wears off after *everyone* does it, and it starts to get boring."

Don London voices his thoughts on sampling. "A couple of people have commented on M.C. Hammer, saying can't he have a hit with a music track or sample of his own. This sounds like a negative, but M.C. Hammer's done well thus far. However, if this continues... Vanilla Ice is sampling from 'Under Pressure,' and Kyper tried it with Yes's 'Owner Of A Lonely Heart.' All of a sudden, you've got these three artists doing the sample rip-off thing at the same time on your station...and too much of a good thing is not always good."

## Effects On New Music

Is there any danger that all of these remakes will stifle artists' creativity and the common listener's acceptance of new music?

Sanders states, "I think doing remakes is really a cop-out on the artist's part. I can understand the appeal since they have instant familiarity and are easy to put on the radio right away. But it's getting to the point where there's no imagination left. There are so many good songs that never make it because these

remakes take up the slots. It's really unfair; it's denying someone's creativity for something that everyone will already know. I think this stagnates the creativity of people who are producing new music."

"Remakes don't hinder new music," Don London believes, "but they can definitely pose a problem for new music as a whole by making it sound stale. Dealing with four or five songs that are remakes and samples is a pretty hefty load on a station's current list, and tough to schedule. Suddenly, you sound like the station playing remakes or oldies, when that's really not the case. People listen to Top 40 radio for the fresh new music in addition to the pop sound. We hear verbatim comments about how WZPL plays all of the best new music first, and that we're very much with today's sound. With this in mind, I think playing several old-sounding records, even though they're new releases, could damage our imaging a bit." London concludes, "Usually, the songs that last over a long period of time are *not* remakes; they're much more novel."

Perhaps these are also the songs that will be the remakes of the future...



*"Usually, the songs that last over a long period of time are not remakes; they're much more novel."*

**DON LONDON**  
OPERATIONS MANAGER/PROGRAM DIRECTOR  
WZPL INDIANAPOLIS



*"There are so many good songs that never make it because these remakes take up the slots."*

**DARCY SANDERS**  
MUSIC DIRECTOR KZZP-FM PHOENIX



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WZPL	25-22*	WDFX	D-25*
KSAQ	32-23*	WOUT	29-23*
KZZU	25-19*	KN N	26-20*
WKBQ	31-29*	KCMQ	35-30*
<FMW	32-27*	WRQK	24-18*
<LYV	28-22*	WWFX	38-34*
WOMP	29-24*	<DWZ	35-30*
WJMX	25-19*	<TUX	37-31*
<ETZ	25-20*	Yes 97	30-18*
<FBQ	32-24*	<TXY	35-26*

**FROM THE ALBUM "IN THE HEART OF THE YOUNG"**  
 PRODUCED AND MIXED BY BEAU HILL  
 MANAGEMENT: CONTROL MANAGEMENT: DIANE SHERMAN



# WOMEN AT WORK

## Bringing Home The Bacon And Frying It, Too.

*You've come a long way, baby! And the growing number of women executives in music-related businesses is tribute to that fact. Lately, it seems you can't pick up an industry trade without reading about a newly-promoted female exec. In 1990, more so than ever before, women are wearing VP stripes and starting their own businesses. This week, The Network Forty turns the spotlight on some of the industry's most respected professionals, who discuss their climb to the top and share some of the secrets to their success.*

### ANDREA GANIS/Atlantic Records Senior VP



Andrea Ganis represents a first of firsts for women in the music business. Right out of college in 1976, Andrea started her career at Polydor Records as secretary to the head of singles promotion. The folks at Polydor quickly realized her potential talent, and named Andrea to the National Promotion staff in 77, making her the first woman ever to join that elite group of promotion men.

"Back in those days we had no real records to

work at Polydor, so we got by on our relationships. I was always on the phones talking to MDs and PDs." A year later Infinity Records grabbed Ganis as the first female Associate Director Of Singles. The day the doors closed on Infinity 13 months later, Andrea only had 30 minutes to be depressed; Atlantic was on the phone ready to name her Associate Director Of Secondaries. A trail of new business cards followed with titles that included: Senior Director Of Top 40, Vice President Of Top 40 Promotion, Vice President Of Promotion and the newest listing as Senior VP Of Atlantic Records.

"The music business was very different for women when I first started, and I've seen a lot of things since that time. My first interview with Lou Simon about being promoted from secretary to National Secondaries at Polydor was one of the strangest I've had. He was asking questions like, 'What are you going to do if you get hit on?' It was a very sexist attitude. But at that time there were mostly men in the secondary radio markets, and he was trying to understand why a woman would want to go out on the road alone. I used the same answer I would today, 'That set of circumstances could happen anywhere or to anyone. I can do the job.'"

"Good management is based on knowing people and their inner balance, not on what sex they are. I've been blessed in senior management with Doug Morris (President Of Atlantic). He doesn't care about gender, he wants the right person for the job. I think women have a bright future in the music business. But you have to be good and work hard to deserve the shot, you can't just expect it because you're a woman. You have to be true to yourself and be who you are to be on target. Don't try to be a man."

"I do think it's harder, to be successful at work and juggle all the little demands of life, for a woman than it is for a man. I'm married to a terrific guy, but sometimes I think I need a wife to run the errands or do other things. But all we can do is the best we can; that's all anyone can ask."

### POLLY ANTHONY/Epic Records Senior VP Promotion



"I started out typing letters and sometimes I wish I still did!" It's been 12 years since Epic Records' Polly Anthony began as a secretary at the label. Polly is now one of the highest ranking female executives in the music industry, presently serving as Epic's Senior Vice President Of Promotion since January of this year.

"We've made many inroads as women, but in the end the best person for the job should get the position. There is now a potpourri of shapes, sizes and ethnic backgrounds running labels and radio stations. The male versus female issue is no longer current. It's onward and upward for women, as well as men."

"I find men are sometimes more comfortable talking to women and vice versa. There's a certain vulnerability that you show the opposite sex that can't be shared with individuals of the same sex. The key to the working environment is balance, and it's the individual chemistry that makes the balance. I also find that women deal differently with each other; there are certain personal issues that women feel freer discussing with their own sex."

"I don't believe that having a family holds a woman back. In fact, I encourage members of my staff to get pregnant, if that's their desire. Most of them are so entrenched in their markets that being gone for a few months doesn't hurt anything, and they're always quite anxious to come back to the work situation. I also encourage the male part of my staff to take time off when they have a new arrival in the family."



## Donna M. Geisinger

"One of the big keys to life is loving what you do. And I do love my work. Having good role models is crucial. I was lucky to have some great men as role models. They would give me enough rope to hang myself, but always saved me at the last minute. It's kind of funny, when I'm out at conventions or events, women will actually hunt me down and thank me for serving as their role model or inspiration. I sometimes want to be pinched to make sure it's really happening."

"I really enjoy being a woman and I respect myself. Too many times we are forced to defend being female. If there was one bit of advice to pass on, for both personal and professional use, it would be to always tell the truth. There is a tendency to feel like you must have all the answers, but I learned to say, 'I don't know, but I'll find out.' Be honest and be passionate about what you do."

## ROBIN SLOANE/Geffen Records Head Of Creative Services



Geffen's Head Of Creative Services, Robin Sloane, has worked every angle of an artist's career and is happy to have all the aspects in one hopper these days. Starting at Epic in 1978, Robin discovered that secretarial work was not her long suit and moved into publicity, then onto the video department. This, of course, was in the pre-MTV days and the videos were placed on the international market, with HBO and public access. Leaving Epic for Elektra in 83, Sloane handled the promotion and production of the label's videos. Her first project from start to finish was the award-winning Cars video of "Heartbeat City." Not a bad beginning! "When Krasnow took over it was like a new company and I was getting in on the ground floor. He was very supportive of the women there and he encouraged us to explore every possible opportunity and ambition. He also gave us the room with which to do it creatively. He made me a Vice President at 29."

Having built the entire video department from scratch, by the time Robin left, Elektra also had a home video division that was selling millions of tapes by artists like Motley Crue, The Cure and Anita Baker. A move to the West Coast back in December of 87 to marry made the constant treks to New York, or trying to express opinions over the phone, a difficult situation to maintain. "It's important to be where the power base is and where the decisions are being made, or you can get lumped in with the, 'Well, she's married now and her priorities have changed' attitude. It is possible to have both." The move to



Geffen in February, 1990 put Sloane back at the power base and gave her the new creative challenges she desired."

"I think you can have a greater impact working with the artist from the start. I can coordinate the video with the merchandising, advertising and record artwork to deliver one theme. Geffen has given me enormous creative freedom and respects my opinion. I have to work for it though, and I have to stand up for my opinions. It's easy to be barrelled over because the men are so strong. But no one twisted my arm to choose a male-dominated business for a career. I made that decision and I'm the one who makes it work. Women get confused when they start to draw lines. You have to believe in what you're doing and in yourself."

"You can't take discord with men you work with personally. You must see it as a personality conflict and move on. We tend to take things too personally and emotionally, but remember we're not living with them, just working with them. Keep focused on what you want and stay aimed at that."

*continued*

# WOMEN AT WORK

## CAROLE KINZEL/Triad Artists Senior Music Agent

Starting at Electric Factory Concerts in Philadelphia because, "she liked the people and had a great love of music," Carole Kinzel has navigated her way from the East Coast to the Pacific and is now a Senior Music Agent at Triad Artists. Her present list of clients reads like a Who's Who of the Best Live Music Shows, including George Michael, Steve Winwood, Nelson, Michael Penn, Aztec Camera, The Neville Brothers, Robbie Neville, Was (Not Was) and several more. Included in the trek from East to West was a stop at Phil Walden Associates as Staff Manager, Director of Artist Development at the now defunct Capricorn Records, Vice President at The Empire Agency in Atlanta and a year at ICM/Los Angeles.

"The guy who originally hired me at Triad said he was happy to have a female agent because some men preferred dealing with a woman, and the different approach could be advantageous. I did point out, however, that I act one way and don't deviate from that. I don't have different methods of dealing with men and women."

"For better or worse, I was never conscious of any discrimination against women where I worked. However, after being at Electric Factory for awhile, I found that dealing with the unions at the shows became problematic and they resisted taking direction from females. You know, hard-line union guys. And this was when concerts were just turning into big business. So I hired a guy to be the stage manager. Problem solved."

"Here in Los Angeles I have encountered a bit of a boys' club mentality. I feel men respect firm personalities, however I do know certain women who have gained notoriety by being major ball-busters. This is not my style, but some men respond to that. I used to kill them with kindness, now I prefer using the honest, no bullshit position mixed with a sense of humor. I find the best way to accomplish something is to reason with people instead of arguing with them. I may miss a few with this approach, but I get to everyone else."

"There are maybe three other women as Senior Agents in the major agencies, and a few more in the smaller companies. But I try not to look at that negatively. It could be a lack of desire or just happenstance, but I haven't seen new women coming onto the agency scene. The path is getting more difficult, younger women with children who haven't already built a reputation may find a single guy is regarded as a better bet. This is not a nine-to-five job. I've never seen anyone blocked purposely; maybe women aren't as attracted to it, but I think our possibilities are endless."



## BARBARA BOLAN/IRS Records Senior VP Sales & Marketing

A professional singer for five years in the Midwest before joining the business side of the music industry in 1978, IRS Records' Barbara Bolan was named Senior Vice President Of Sales And Marketing just last year. Starting at the WEA branch as a receptionist, Barbara upgraded to Assistant Buyer before using that position to leap to A&M Pacific.

When A&M Records inked its deal with RCA for distribution, Pacific closed its doors and Bolan moved to RCA as the first Regional Singles Manager, where she stayed for two years.

IRS Records came into being during this time and Barbara was intrigued by the unique artists they were releasing. After being let go during the 79 cutbacks at RCA, Barbara's contacts at IRS paid off as she started there in March of 81 as the Sales Director Of The Western US. A year later she became National Sales Director; in 85 came the Vice President stripes, and in 1989, the promotion to per present position.

"The future roles of men and women will be dictated by how we raise our children. We must help our children understand that we can be whatever we want, as long as we work for it and desire it."

"I believe the combination of family and career can work. Not that it isn't hard. There are personal and professional sacrifices to be made. I'm not as foot loose and fancy free as others around me who are single. There are worries when you're on the road, and bands you can't see locally when you've promised to spend the evening with your children, but you make it work."

"I've never spent a lot of time trying to make a change or a move, I've also never projected myself from the gender standpoint. That's not to say I'm not an absolute woman. But even from a fashion standpoint I make statements; I won't wear a tie, but I don't wear perfume either. It's a professional point. These choices allow me to set the stage for exactly how I want to be viewed. As a singer I would meet the mood of what people expected of a performer. In the board room I also set the tone by my mode of dress."

"Whether evident or subtle, sexual tensions do exist in the work place. I have been lucky enough to move through my career with little to no sexual discrimination or unsolicited advances. My early mentors befriended me and showed me the ropes without once expecting anything in return but friendship. As the the only woman executive at IRS, I appreciate the fact I'm accepted enough that the men can get into a little locker room humor sometimes. Of course, they always turn around saying, 'Excuse us, Barbara.' But I enjoy responding with a remark that makes their ears curl. I'm seen and dealt with as a dedicated, true member of the team, and I would never do anything to compromise being a female."

## LISA JANZEN/Camel-Z Management Partner

Smile, and say cheese! Lisa Janzen began her career by taking photos of bands in Denver. Those connections led to her own local booking agency. With a desire to head into management, Lisa packed the car and drove to LA to work

*continued*





**25 NEW STATIONS PAY TRIBUTE THIS WEEK!**

WRVQ	KKRD	KHFI	KFRX	KFBQ
WNYP	WKPE	WIFC	WKRZ	KFXD
KPAT	KQKQ	KTXY	WBBQ	KTMT
KCHX	WHYH	KISR	KDXY	KZOZ
KQIZ	WQUT	WSKZ	KWTX	WOVV

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"TICK TOCK"**

**REO SPEEDWAGON  
"LOVE IS A ROCK"**

**THE BAND YOUR UPPER DEMOS  
KNOW AND LOVE!**

*On Over 110 Top 40 Stations!*

KISN 34-30*	KSAQ 40-37*	WHTO 29-22*	KZOZ 39-32*
KHOP 29-26*	KHTY 28-23*	KISR 33-23*	KCHX 37-32*
WKRZ 39-32*	WAZY 30-26*	WLRW 28-22*	WYCR 30-24*
WKHI 36-30*	KQIZ 33-29*	Yes 97 40-29*	

♣ DEBUT 39\* ROCK TRACKS!



epic

# WOMEN AT WORK



with Cavallo/Ruffalo/Fargnoli (best known for Prince) where she spent five years managing most of the Paisley Park artists, including Sheila E. Exit stage right to join Lippman Kahane Management handling Darling Cruel, Deon Estes and more. Lisa started her own firm in January of this year and has since merged with Bruce Bird's Camel Management. Together they are now handling Hand Of

Fate, Sass Jordan and Tattoo Rodeo.

"Women are more accepted in the work place; now we have to become accepted in the power positions. When people hear a female voice they automatically assume she's not in charge. And when you are, you still have to go in prepared and with your guns loaded. There have always been women in video and publicity, but I'm now starting to run into a lot more female managers. The only areas women have yet to enter to any degree are the producer and promoter fields, although there are a few already successful in the country music arena."

"I believe it's refreshing for men to deal with women. Our upbringings have dictated certain stumbling blocks, including women's general lack of interest in sports. So we have to find other ways to network and build relationships. You can't just sit there and expect it to come to you, you have to work for it!"

## BETH ROSENGARD/Island Records VP National Album Promotion



Island Records recently acquired the promotional talents of Beth Rosengard and named her to the position of Vice President National Album Promotion for the label. Beth was selling house paint full-time to pay the rent and simultaneously working as a rock disc jockey at a local college NPR station, even though she was not a student at the time. By networking with college reps who serviced

the station, Beth made the big move to New York City and became Gunter Hauer's assistant in the college promotion department at Atlantic. After two years there, then two more spent in the newly-created Rock Radio department handling secondary markets, Beth moved to Peter Rudge's Sir Productions, which managed The Rolling Stones' tours, Lynyrd Skynyrd, Thirty-Eight Special and others. Fate's hand took three members of Lynyrd Skynyrd in a plane crash one week after Rosengard started. Eighteen months later, Beth moved to Los Angeles as National Director Of Album Promotion for MCA Records.

Recession hit the music business in 1979 and Beth got caught in the cutbacks that took place during the next year. "With the business shrinking and nowhere to go, I did what I said I would never do...take

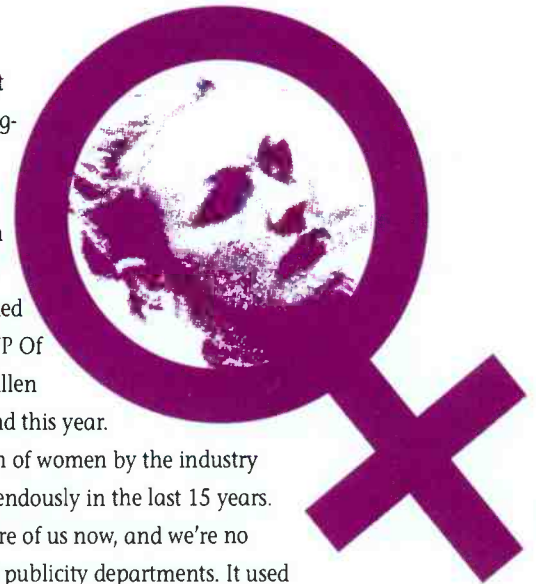
on an independent project." Interestingly enough, Beth stayed with independent promotion for over nine years before an off-handed remark to Senior VP Of Promotion Andy Allen landed her at Island this year.

"The perception of women by the industry has changed tremendously in the last 15 years. There are a lot more of us now, and we're no longer clustered in publicity departments. It used to be commonly believed (by men, of course) that you couldn't put a woman on the road because she'd be unable to handle sexually aggressive male programmers without losing the add. Now there are plenty of women in promotion and other departments, with one exception...there's still no major label female president. At the very top levels of management, the boys' club mentality still persists. But you know what? They're getting older all the time! One of these days a new wave of more progressive thinkers - men and women - will reach the top!"

"I don't believe the women's issue has anything to do with the future of the record business, although I consider myself extremely lucky to have had a female role model in Margo Knesz. She was doing Top 40 at Atlantic at the time (she's now Vice President Of Operations at Atco Records) and I learned a hell of a lot from her. If women are going to exist on an equal plane with men in the record industry, they've got to develop more interest in the business of business and be willing to make the necessary commitment in terms of time and energy. Let's face it, this business is not conducive to healthy marriages, although I'm glad to see more and more women maintaining families and record careers at the same time."

"If the women's movement hurt us, it was by implying that women wanted to be like men, as opposed to being treated equally by men. I continually thank the powers that be for making men different from women, not just biologically but emotionally and psychologically. I'm delighted that I've got 'feminine wiles' and female ways and means to help me promote records. In fact, the only thing I regret about the increasing numbers of women in promotion is that we're no longer a breath of fresh air in the mainly male environment of radio programmers!"

*There just weren't enough hours in the day to catch up with all of this industry's successful female executives, and for that we apologize. But, we hope you've enjoyed the insightful comments presented here from some of the industry's leading ladies. Thanks to all who participated.*



**THE SONG SAYS IT ALL**

**"FOR YOU"**

**THE  
BEST**

**THE MCA  
DEBUT  
OF THE  
MULTI-  
PLATINUM  
BAND**

**PRODUCED BY  
JOHN SPINKS  
FROM THE ALBUM  
DIAMOND DAYS**

**MCA**

# N40 PROGRAMMER'S TEXTBOOK

## PREPARING FOR PROGRAMMING IN THE 90S

*If there is one constant in our business, it is that the radio industry is always changing. Sometimes for the better, sometimes not. But as the radio environment evolves, broadcasters must evolve with it.*

*As nearly every PD in America has learned, the role of the Program Director has changed dramatically in the last five years, and in the next five years, it's likely to change even more.*

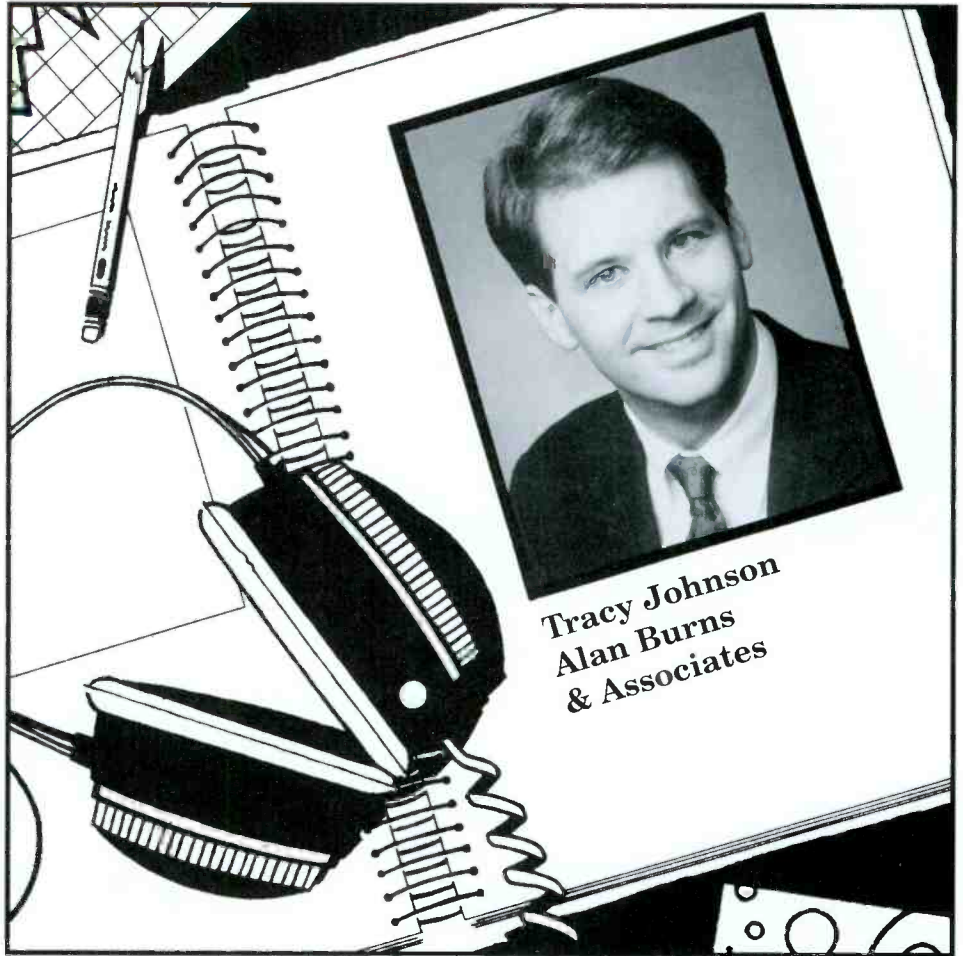
*Not only is there pressure to deliver results, but today's PD is also expected to master facets of broadcasting that the last generation barely knew existed. Most PDs are no longer considered lower or middle management, but upper management on a par with, and often above, General Sales Managers. This means tremendous opportunity for the brightest and best PDs. But it can also cause uncertainty, and even fear, for those not equipped to face the challenge.*

*So how do you prepare yourself to survive and excel as a programmer in the 90s? Here are some suggestions to help you be more efficient, effective, and successful.*

### HIRE EXCELLENCE

**T**he best managers have always known that the key to effectiveness is hiring the best people, then letting them do their jobs. However, this management principal often gets lost amid the egos and insecurities that permeate our industry.

To achieve your goals and be a great PD, you *have* to hire excellence. Everyone in your department should be better than you in some area. Each of your department heads (APD, Music Director, Promotion Director, etc.) should have the potential to become your replacement.



Be realistic. Anytime you hire quality people, you put yourself in the position of losing those people to larger markets or stations that have more to offer. Don't be caught by surprise. You should know exactly who you would hire to replace every member of your staff. Plan for everyone's eventual departure and you will never be caught by surprise or working from a position of weakness. In fact, it's a good idea to have two or three capable backups ready to step in.

You can also take steps to prevent staff turnover and improve your station at the same time. Train staff members for their next job. Help them achieve their personal goals and give them something to work toward. This will make you stronger and keep them around longer, too. It also provides a backup for other departments if

you really get into a pinch. Of course, it also helps to pay and treat valuable employees very well, and create a healthy, productive atmosphere.

After hiring the best, put your quality staff in a position to succeed by:

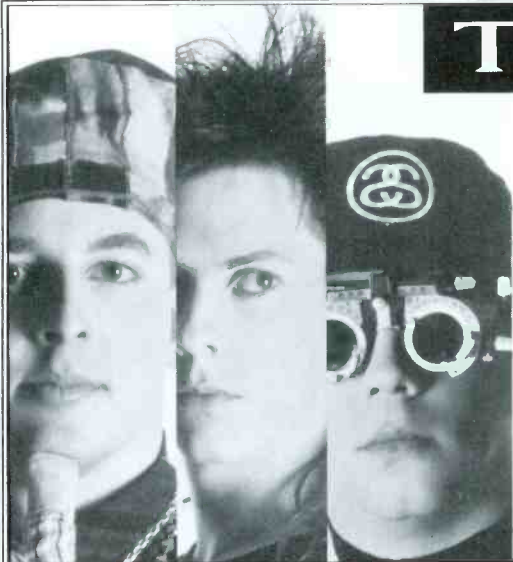
### DIRECTING THE PROGRAMMING

As a Program Director, your job is to *direct* the programming, *not* to do all the work yourself. Give your people responsibility and pride in their departments. Let them do the things you hired them for...and let them make you look good.

The PD who simply "picks the hits" is an endangered species. The position has graduated into one of sophisticated strategic thinking and positioning. This involves your

# THINK ABOUT IT!

## Information Society



"Think"

*New Thinkers!*

WGTZ WOKI WQID KBOS KHTY KCHX

ON OVER 100 TOP 40 STATIONS!

*Great Move "Information"?*

Hot 97 (21-18\*) WLOL (25-21\*) WCKZ (19-16\*) KZHT (D-23\*) KKFR (29-22\*)  
 Q-102 (27-23\*) WKSS (26-23\*) Power Pig (28-24\*) TIC-FM (34-26\*) KUBE (D-26\*)  
 B-96 (D-26\*) Power 99 (32-28\*) Y-107 (34-28\*) KROY (D-34\*)

**M** MEDIUM ROTATION! **CD** FEATURED ON CD TUNEUP #29! **CB** BREAKING IN THE CLUBS!

## BOOMANIA IS COMING!

**NEW DO'S!**

KTFM San Antonio  
 KCAQ Ventura

**BEEN "DOIN' THE DO"!**

KZHT Salt Lake City 21-12\*  
 KHTK St. Louis 25-19\*  
 KS-104 Denver 21-18\*  
 WHYT Detroit 25-22\*  
 B-96 Chicago 17\*

*"The perfect BOO for Halloween!"*  
 -Casper The Friendly Ghost



Are You Ready For Betty?

**Betty Boo**

"Doin' The Do"

The New Single That's Already A Top 5 Smash in England!

From The Forthcoming Album BOOMANIA.

## FAITH NO MORE

## "FALLING TO PIECES"



THE FOLLOW-UP SINGLE TO THE SMASH HIT "EPIC"

FROM THE ALBUM *THE REAL THING*

-PLATINUM ALBUM!

-NEW "FALLING TO PIECES" VIDEO ON MTV

-ON TOUR WITH BILLY IDOL!

**NEW THIS WEEK!**

KGOT WQEN WRQK WYYS KIOK KSKG WIQB CHED

**THESE STATIONS KNOW THIS BAND IS HOT!**

WDFX Detroit 20-14\* KATM Colorado Springs D-30  
 KZZU Spokane D-38\* KFMW Waterloo D-38\*

**GRABBING A "PIECE" OF THE ACTION!**

Pirate Los Angeles WHYT Detroit  
 KPLZ Seattle KSAQ San Antonio

**M** STRESS ROTATION!

**CD** 60-49\* AT ROCK RADIO!

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station's research, marketing and promotion thrust as much as its programming.

Today's PD has to be much more "big picture," a strategist who is focused clearly on where the station is now, where it has been and where it is going. Most importantly, you must insulate yourself and your staff from the daily, short-term problems, and keep each of your people on target. The ability to step back and focus on the forest, not the trees, is a quality of a great manager.

As conditions in your market change, be prepared to constantly fine tune and modify your game plan. Every football coach enters a game with an idea of how he can win. However, as the game unfolds, the game plan is adjusted to take advantage of what is and is not working.

## ORCHESTRATE YOUR STATION'S SOUND

As PD, you have a unique feel for how your station should sound, and how each element affects that sound. As a conductor directs the symphony, you must orchestrate the sound of your station.

This feel is often referred to as a station's "essence"...that intangible mood that sets you apart from other stations in your format. It is arrived at by knowing your station and your target so well, you intuitively sense when something is right for your audience.

To orchestrate your station, all departments must work together: music, production, promotion, talent, marketing, every department, toward a common goal.

Keep in mind that as your station continues to evolve, it will take on a "stationality" unique unto itself. Be careful not to merely "follow the herd."

## USE YOUR RESOURCES

As already observed, an effective PD does not have to know *how* to do everything, but

*does* have to know how to get everything done. Having the proper tools to rely on is the basic ingredient for efficiency and ultimate success.

Other than your own staff, what are your best resources? Here are a few that today's top PDs use to maximize and supplement their talents:

*Network.* Develop a network of fellow programmers to talk with on a regular basis about many aspects of programming. Don't limit your conversations just to music, but exchange ideas on promotions, air talent management, marketing strategies and so on.

*Research.* If you aren't already doing regular market research, petition your company to add it to the budget *now!* Familiarize yourself with various research methods and select the best blend for your station.

*Consultant.* A consultant should be viewed as your #1 tool. A good consultant will work with you to help you achieve your goals and make you look good. They can also be a valuable source of ideas, promotions and provide you with "second ears."

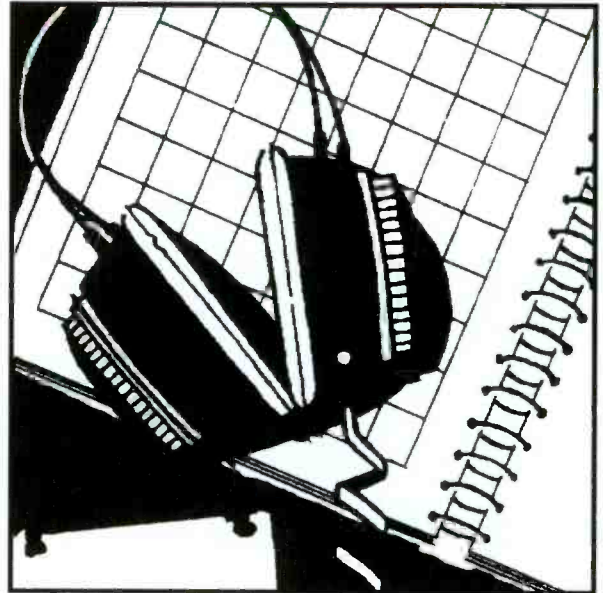
## KEEP LEARNING

This business is constantly changing. The world is evolving, and you must grow with it or be left behind by those who do. Be alert to changing trends, new technology, more efficient tools and improved techniques to make you more productive.

How do you keep learning and improving? Here are a few suggestions:

1. Attend seminars on programming and management to equip yourself with the latest information. If you have never attended one, a time management course would prove invaluable.

2. Network with your peers, consultant



and fellow programmers. Get other ideas and input, as well as the theories and thought processes behind those ideas.

3. Read everything you can get your hands on, including periodicals and publications that target your audience. Don't become so immersed in the internal workings of the industry that you shield yourself from what your audience relates to.

4. Listen to stations in other markets. Exchange tapes on a regular basis with your network of peers.

By adapting to our changing world of radio programming, you not only avoid making yourself obsolete, but you position yourself to take advantage of circumstances that arise. The new generation of Program Directors is coming. In fact, the first shipment has already arrived. Prepare yourself for the future and work to make yourself a valuable commodity.

*Tracy Johnson joined Alan Burns & Associates in 1989. Prior to his consulting career, Tracy was Program Director at WAPE Jacksonville, APD/MD at KCPW Kansas City, and Station Manager at KRFX Lincoln.*



# Keep Our Love Alive

MOT-1666

Feeble is the mind that says they don't care  
Selfish is the heart that won't give their share  
Poor them, Poor we  
Wasted is the mind that won't take a stand  
Lieth the tongue that says they can't when they can  
Poor him, Poor she  
For as long as we live  
And are blessed with air on earth to breathe  
We all should live to keep our love alive  
More than blinds the soul that sees but won't show  
Lost the leader with the way but won't go  
For you, For me  
Worthless is the one with will but won't try  
Grounded are we all if we don't think high  
Of you, You of me  
For as long as we live  
And are blessed with air on earth to breathe  
We all should live to keep our love alive  
Let's keep our love alive  
For as long as I live  
And am blessed with air on earth to breathe  
I know I'll live to keep our love alive

©1990 STEVLAND MORRIS MUSIC (ASCAP)

The New Single From

# STEVIE WONDER

Written, Produced And Performed By Stevie Wonder

# JOHNNY GILL

**ALREADY ON 35 TOP 40 STATIONS!**

**New Friends!**

Hot 97 New York  
KMEL San Francisco  
Power 99 Atlanta  
Kiss 108 Boston  
KOY Phoenix  
Power Pig Tampa  
KROY Sacramento  
KXXR Kansas City  
TIC-FM Hartford  
Hot 97.7 San Jose  
Q-106 San Diego

**Plus 12 More!**

## FAIRWEATHER FRIEND



**Moves!**

KJMZ Dallas 8-4\*  
KMEL San Francisco D-16\*  
KROY Sacramento D-19\*  
FM102 Sacramento 25-22\*  
Q-102 Philadelphia D-31\*

♣ **FORMER #1 URBAN JAMS!**

\$ **THE SELF TITLED LP  
IS DOUBLE PLATINUM!**

*The Follow Up To The Smash  
"MY, MY MY!"*

Produced by L.A. & Babyface For LA Face, INC



# N40 EAR TO THE STR

Compiled by Diana Atchley

## GOLD DOWN UNDER...

Ooops... We meant **Platinum**, as in **quadruple-Platinum!** Atlantic recording rockers INXS were presented with the Quadruple-Platinum awards for their sixth album, **Kick**, while in Los Angeles for their MTV Awards performance. **Kick** spawned the group's first #1 hit, "Need You Tonight," for which they also garnered five MTV VMAs and their first Grammy nomination. Look for more of the same from INXS, as their seventh album **X** takes off. Shown (L-R, back row), Garry Gary Beers, Andrew Farriss, Kirk Pengilly, Jon Farriss, Tim Farriss and Michael Hutchence of INXS; Atlantic Sr. VP Andrea Ganis; Atlantic Sr. VP/General Manager West Coast Paul Cooper; (front row, L-R) Atlantic VP Artist Relations and Media Development Perry Cooper; Atlantic Records President and COO Doug Morris; INXS Manager, Chris Murphy; and Atlantic Sr. VP/General Manager Mark Schulman.



## UP POPS THE NUGENT!

Looks like Warner Bros. Promotion Assistant Nancy Klugman and her friend Mario Frenette were all set to have a nice remembrance photo taken, when who pops into the picture but that notorious rock 'n roll bad boy, Ted Nugent of the Damn Yankees. Notice the innocent expression on Ted's face and the big grins Nancy and Mario are sporting. Considering the tremendous success of Damn Yankees' album (on Warner Bros. Records, of course) and great reviews of their live performance on their tour with Bad Company, all three have more than ample reason to smile.



## HAPPY BIRTHDAY TO YOUSE!

Talk about a *birthday* present! What do you give a couple of guys who seem to have everything they want or need? How about a #1 selling single? That's exactly what the Nelsons got for their 23rd birthday, and do they look pleased!

Shown here celebrating the dual event are (L-R), Producer Mark Tanner; DGC's Denise Cox Publicity; Robert Smith DGC Dir. of Marketing; Hugh Surratt DGC Dir. of AOR Promotion; Matt Nelson; John Kalodner DGC A&R; Marko Babineau DGC GM; Eclipse Management's

Anita Camarata; Gunnar Nelson; Steve Leavitt DGC Dir. CHR Promotion; and Peter Baron Dir. of Video Production. It just goes to show, the best gifts can't always be found in the malls!



# MEET

## MEANWHILE, AT ANOTHER HOLLYWEIRD PARTY...

Rock's piano wizard Elton John gets Vixen-ized at The Mayan, scene of Was Not Was' album release party. The new album is titled **Are You Okay?**, and Elton looks just fine, thank you. Vixen's Jan Kuehnemund (L) and Roxy Petrucci (R) were thrilled to be cavorting with the legend. "Meeting Elton John was certainly the highlight of the evening," according to Jan, "he has always been a truly influential musician, and a real pop icon we can all look up to." We couldn't have said it better!



performed a 35 minute set and consumed mass quantities of...what else...cherry pie. Shown here schmoozing with KIIS radio's Rick Dees, Warrant also entertained Nelson, Martika, George LaMond, Shelley Duwall and Stryper. A jam session topped off the evening's festivities, with members of Poison joining Warrant's lead singer, Jani Lane, on stage to sing a collection of Beatles classics.

## DIRTY, ROTTEN, FILTHY, STINKING...

*...Rich! That's what you become when your album reaches multi-Platinum status. And that's just what Warrant's debut album has done. Looking forward to duplicating that success with their second album, **Cherry Pie**, Columbia Records execs threw a gala media bash where the group*

## VERY PRIVATE, VERY EXCLUSIVE PARTY

*Well, that's how it was billed. But when Los Angeles' Pirate Radio puts together a lineup that includes Kiss, Winger and Slaughter, you can bet the privacy and exclusivity were short lived. The event took place last month at Mardi Gras in Long Beach, and from what we understand, it was a raging success. Shown here moments before showtime (L-R), Chrysalis'*



*Kevin Carroll, Pirate's Katy Manor; Slaughter's Tim Kelly and Dana Strum; Pirate MD Denise Lauren and Max Boogie (behind Denise); Slaughter's Blas Elias; and Chrysalis' Dave Ross.*

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

### ANOTHER ONE BITES THE DUST

Desperate broadcasters with highly leveraged properties continue to abandon Top 40. **KCPX SALT LAKE CITY** is the latest station to switch, with a move to gold based A/C as "K-98.7...PLAYING THE BEST OF THE 60s, 70s, 80s AND TODAY!"

### IT'S AN ADVENTURE

If you're looking for a new on-air position, consider The Army. **ARMED FORCES RADIO** signed on the air Tuesday, October 9th with "GOOD MORNING SAUDI ARABIA." Their sign on song? You guessed it... "ROCK THE CASBAH" from **THE CLASH!**

### SCREW THE RULES

**PIRATE RADIO's** new billboard campaign, "SCREW THE RULES," has drawn some criticism from several Los Angeles businesses. **SCOTT SHANNON** appeared on news/talk KFI on Monday to defend the station's right to sport the slogan.

### CHA-CHA-CHANGES

**TOM HUTYLER** has stepped down as PD of **KUBE SEATTLE**, although he will remain on the air. No PD replacement has been named.

**JOHN MCFADDEN** has been upped to interim **PROGRAM DIRECTOR** pending a potential ownership change at **WDFX DETROIT**.

**LISA VELASQUEZ** has resigned as **VP/PROMOTION** at **ISLAND RECORDS** for **EAST WEST RECORDS SENIOR DIRECTOR OF POP PROMOTION**. LISA will remain in New York.

**KKMG COLORADO SPRINGS MD TREVOR CAREY** exits for nights at **KWNZ RENO**. Former **KATM MD TOM FRICKE** joins **KKMG** as **APD/MD**. **SCOOTER STEVENS** remains **OM/PD**.

The inside word is **BILL PASHA** is going to **STAR 105 DALLAS**. At least one PD has confidentially been contacted to interview for the **WAPE** job.

**MAUREEN MATTHEWS** is named **MARKETING DIRECTOR** at **WZOU BOSTON**. **CADILLAC JACK** picks up **APD** stripes

**MYKL MCKIRDY** has been named **APD/MD** at **KKXL GRAND FORKS**.

**MARK ALLAN** joins **KKXX BAKERSFIELD** as **MUSIC DIRECTOR**.

**ERIC ANDERSON** joins **G-98 BANGOR** as **MUSIC DIRECTOR**.

### HE'S EVERYWHERE

Has anyone noticed the **M.C. HAMMER** track called "THIS IS WHAT WE DO" on **SBK's MUTANT NINJA TURTLE MOVIE SOUNDTRACK?**

## BISCEGLIA UPS JEFF BACKER

TO ARISTA NAT'L FIELD DIRECTOR/POP PROMOTION



Arista Records Senior Vice President/Pop Promotion Rick Bisceglia has announced the promotion of Jeff Backer to the position of National Field Director/Pop Promotion. In this new position, Backer will be responsible for directing all activities of the Pop Promotion team and the development of the regional staff. Backer was previously Southeast Regional Promotion Director for Arista.

Bisceglia notes, "I selected Jeff for this position because his years of experience, coupled with great radio relationships, have made him an outstanding member of the staff. He has held national promotion positions before and his instincts with people and promotion are the best. In giving Jeff this additional responsibility, I am looking to him to help me keep the Arista Promotion department one step ahead of the competition."

## GEFFEN'S COURY TAPS HACKER

TO HEAD DANCE DEPARTMENT



Well-known veteran producer and deejay Michael Hacker has been named by Geffen Records General Manager Al Coury to head the label's Dance Department. Named National Dance Promotion Director, Hacker will be based in New York, where he began his career as an underground club deejay.

Al Coury notes, "We are very fortunate to have Michael join us. His experience in dance promotion, marketing and A&R is a major asset to us. Working very closely with Michael Rosenblatt, our senior A&R person in New York, will also allow him to search out and find the best of the new and established dance-oriented artists."

Hacker adds, "Geffen has given me a great opportunity. Not only will I be promoting and marketing our dance-oriented product, but they also have provided me with the opportunity to find and develop new artists for the Geffen roster."

### TOP 40 SUFFERS THROUGH A SOFT SUMMER

It was a very soft summer for Top 40 radio stations. Most markets reported less time spent listening to radio as a whole, but Top 40 was hit especially hard.

Arbitron cited several radio stations for 5Bs, inflections for statements made on-air that could sensitize diarykeepers that a survey was in progress, which, according to Arbitron, "may remind them to fill out their diaries or encourage them to report more lis-

tening than actually occurred." Among those stations were WSTR Atlanta and WIOQ Philadelphia. Interestingly, both WSTR and WIOQ made impressive gains. WIOQ jumped 4.2 to 5.4, while WEGX was flat at a 4.5. In Atlanta, WSTR was up 3.2 to 4.4 while Power 99 dropped 10.6 to 8.6.

Here are results from other key markets. All numbers are 12+ Monday through Sunday 6:00am to Midnight.

**Boston:** WXKS falls 7.2 to 7.0 while WZOU drops 7.4 to 6.9.

**San Francisco:** KMEL goes 5.4 to 5.3 and X-100 goes 2.7 to 2.8.

**Detroit:** WHYT up 5.1 to 5.3, WDFX also up 3.1 to 4.0 and Q-95 down 4.8 to 4.1.

**San Jose:** Hot 97.7 explodes 5.2 to 7.7 while KWSS slides 3.2 to 2.6.

**Phoenix:** KOY-FM remains flat at 4.7, KKFR 4.2 to 4.1 and KZZP is back, thanks to a hot morning show, 3.1 to 4.3!

**Portland:** KKRZ up 8.9 to 10.1 while KXYQ goes 4.3 to 5.0.

**Dallas:** Y-95/KHYI up 4.7 to 4.9 while KEGL falls 3.9 to 3.4 and KJMZ drops 4.6 to 3.7.

**Denver:** KS-104 drops 6.0 to 5.3, beating Y-108 down 6.3 to 5.2.

**Houston:** KKQB slips 5.2 to 4.7 while KRBE slides 4.4 to 3.9 and KHMZ surges 2.9 to 3.8.

**Tampa:** Power Pig is flat at an 8.3 with Q-105 down 7.3 to 6.1. Rock WYNF was off 6.8 to 6.2

**Miami:** Everyone's down with Hot 105 falling 7.1 to 5.5, WPOW down 5.3 to 4.8 and Y-100 4.0 to 3.8. Rock WSHE went 2.9 to 3.3.

**Washington:** WPGC rockets to #1 up from a 6.8 to a 7.6, WAVA dives 5.1 to 3.6 and WRQX inches up 3.2 to 3.3.

**Baltimore:** B-104 leaps 5.8 to 6.8 while Hot A/C WWMX dips 6.1 to 5.4

**Columbus:** WNCI plummets 16.1 to 11.0 and 92X falls 6.4 to 5.7. Rock WLQV was up 7.1 to 8.4. Smart money says 92X goes gold!

**Kansas City:** KBEQ drops 8.1 to 6.8 while KXXR dismantles 4.3 to 3.0. Rock KYYS takes advantage surging 5.8 to 8.3.

**Minneapolis:** WLOL ties KDWB, up from 5.9 to a 7.0, while KD falls 7.5 to 7.0 (WLOL also won 18-34 8.1 to 7.8).

**Sacramento:** FM102 falls 7.4 to 5.7 with KROY and KWOD both flat at 3.1 and 3.0 respectively. Rock KRXQ was down 8.7 to 8.4 and KZAP was up 5.2 to 6.2.

**Seattle:** KPLZ goes 6.7 to 6.9 while KUBE falls 6.1 to 5.2. Rock KISW goes 5.0 to 4.8 and KXXR drops 5.0 to 4.5.

**Buffalo:** WKSE loses a morning show and 3.1 shares, 10.7 to 7.6, while WMJQ is flat 6.5 to 6.6.

**St. Louis:** WKQB from 6.9 to 6.8 and KHTK flat at 2.9. Rock KSHE was also down 8.7 to 8.2.

**Oklahoma City:** KJ-103 surges 7.5 to 9.6 while KZBS falls 7.5 to 5.8.

**Milwaukee:** WLUM surges 7.1 to 9.3 to overcome WKTI, down 8.9 to 8.6.

**Hartford:** TIC-FM back up 8.3 to 10.2 with WKSS down 7.4 to 6.1.



# SOHO “HIPPYCHICK”

**This Chick Has Crossed The Road... On The Way To The Top!**

**MORE NEW BELIEVERS!**

WLUM Milwaukee	WZPL Indianapolis	B-97 New Orleans	KPLZ Seattle
Y-108 Denver	KZZP Phoenix	WRVQ Richmond	WAEB Allentown
WHOT Youngstown	KKRD Wichita	WQXA York	KXKT Omaha
G-105 Raleigh	WKQB Charleston	WNOK Columbia	WSSX Charleston

*AND 15 MORE!*

**STILL NOT CONVINCED? CHECK THIS ACTION!**

Q-102 Philadelphia 30-25*	WDFX Detroit 11-8*	Power Pig Tampa 34-29*
KMEL San Francisco 21-17*	WPLJ New York 33-25*	KROY Sacramento 33-25*
KHTK St. Louis 30-27*	KSAQ San Antonio 28-21*	KUBE Seattle 25-16*

-  **TOP 20 NATIONAL CLUB ACTION!**
-  **TOP 20 NATIONAL 12-INCH SALES ACTION!**
-  **FORMER TOP 20 ALTERNATIVE!**
-  **FEATURED ON CD TUNEUP #28!**

**THE NETWORK** 37-32\*!  
40TV



MANAGEMENT: JERRY JAFFE-CMO LIMITED



# Damn Yankee

**Diana Atchley**

***Damn Yankees features an all-star lineup, and their debut effort as a band is three for three, all Homers! Comprised of rock 'n roll veterans Ted Nugent, Jack Blades (Night Ranger), Tommy Shaw (Styx) and Michael Cartellone, Damn Yankees set out to prove that even with totally different backgrounds, a brand new band of seasoned performers can work together, play the music they love, and reach the top of the charts as a GROUP.***

The birth of Damn Yankees, according to Jack Blades, was virtually a happy accident. The key was in the chemistry. "In April of 89, Ted and Tommy were in New York," recalls Jack. "John Kalodner, who's with Geffen Records A&R, had them working together on some tunes, just to see what they might come up with. Night Ranger had just broken up, and about three days after the split I got a call from John asking if I'd like to fly in and offer some input. When the three of us got together in the studio at (Tommy's manager) Bud Prager's office and started to rock, we came up with all these terrific ideas, looked at one another and said, 'Man, this is like a real band!'"

The only ingredient missing was a drummer. But that problem turned out to be very short-

lived. "Michael Cartellone was Tommy's drummer when he did some solo openings for the Rush tour in 87, so Tommy brought him in to work with us temporarily," Blades remarks, "Well, Michael turned out to be exactly the guy we needed. We never even looked for another drummer. Everything just came together so naturally. And that's pretty unusual under the circumstances."

Unusual is an understatement. The group didn't even have geography in common. "Ted's the only Detroit dude, Tommy's from Alabama and lives in New York City," Blades explains, "and I was born and raised in California." Their careers were in different directions, as well. Jack and Tommy had established themselves with Night Ranger and Styx, two totally dissimilar bands. Tommy had embarked on touring and recording without Styx, and Ted Nugent, the Motor City Madman himself, had one hell of a solo career. The members of Damn Yankees are as diverse in their origins as they are compatible as a group.

Although they had never before worked together professionally, they were not strangers to each other's music. "Ted and I ran into each other at festivals like the Texas Jam 85, the Iowa Jam and others," Jack comments, "And I'd met Tommy at the American Music Awards. But none of us had ever played with each other before that day John Kalodner got us together in Prager's office rehearsal studio."

Ironically, after the whole project was completed, things didn't work out at Geffen Records.

The newly formed group experienced the difficulties many young bands encounter when shopping the labels. As veterans of the business, they realized this is not uncommon when it comes to new acts, even when the members are individually established artists. "When we put the band together," recalls Blades, "the idea was simply to play music that *we enjoy* playing. None of us had to do this. We just genuinely enjoyed playing music with each other." And they wanted to make it work.

Believing wholeheartedly in their music, Damn Yankees went to see a longtime friend of Jack's, Michael Ostin, VP of A&R at Warner Bros. "We wanted an honest opinion about our work," Jack explains, "and Michael's a friend of mine." Jack hoped they would get an honest critique of their new combined sound.

What they got was considerably more. "Michael heard three songs, stopped the tape and said, 'Have your lawyer call me in the morning. It's a done deal!' I have to say, Warner Bros. is like a dream record company. When they hear something good, that's it; they're going to give it a shot."

Is it true that Damn Yankees don't have to do this for a living, and the glitzy side of fame is not a driving factor for any of these guys? "We've all been there before," smiles Jack, "We often hear the question about egos: Ted's, Tommy's and mine. Between the three of us, we've probably sold 25 million records. So yeah, we do have egos. But, c'mon, we're big boys now! If there are problems, we come up with answers,

# ees!

no arguing or sulking...that never got anybody anywhere. All songs are written by Ted, Tommy and me, so we all get a piece of the publishing pie. We also have a meeting once a week and talk about the gigs we've played; how we can improve the show, things that may have gone wrong. Little things which, left untended, could turn into major problems. It's kind of like a therapy session, and makes a tremendous difference. We've got a very smooth sailing ship."

Another interesting facet of Damn Yankees is that the group has not one, but three managers, which Jack believes makes quite a team. "Ted's manager is Doug Banker, who also handles all of our tour dates; Bud Prager, Tommy's manager, handles all of our press and publicity; and Bruce Bird, my manager, deals with the record company. At first everybody thinks, oh, great...three managers screaming at each other on a daily basis. But it's not like that at all. They're the crew of another smooth sailing ship, cruising the same waters we're sailing. And it's been a pretty great trip so far!"

Three stars, three managers. Damn Yankees haven't broken the rules, they've written new ones, rooted in experience and maturity. They've each survived and learned from the pressures and resultant temperament that's all a part of being a fledgling rock 'n roll star. Notoriety once had its place...but music is everything now. As Jack remarks, "We've all been through that before. It was fun at the time, but we're over it. This is what we love to do, so we're doing it. We've all matured and mellowed over the



***"We often hear the question about egos: Ted's, Tommy's and mine. Between the three of us, we've probably sold 25 million records. So yeah, we do have egos. But, c'mon, we're big boys now!"***

***— Jack Blades***

years. A lot of people are curious about our relationship as a group. Some think we won't last because our egos will eventually clash or because we have three managers involved."

Blades sounds almost gleeful when he talks about Damn Yankees' supposedly impending

demise. "We just love proving those people wrong!" he exclaims, "I love the fact that 'Coming Of Age' was the #1 Rock song in America for four weeks in a row. And that 'High Enough' (also way up there on the Rock charts) is our third single to cross to Top 40. And I love it that the audience loves our music." Chart numbers aside, it's that audience reaction that Blades finds most gratifying, "We believe in ourselves. We're playing music from our hearts, music that we love. We've proven that the people love what Damn Yankees are doing. And that's what it's all about."

After only a year and a half since that first jam session, Damn Yankees have scored on the crossover field of dreams. During a break from their current tour with Bad Company, the group completed a project for the soundtrack to the upcoming film "Valkyrie," opening in November and starring Dan Aakoyf, Demi Moore, Chevy Chase and John Candy. Listen for Damn Yankees' "Bone Stripper." The tour resumes October 17 and runs through December 17. After a quick break for the holidays, it's back on the road for those Damn Yankees, this time as *headliner!*

# MUSIC MEETING

## STEVE WINWOOD

*"One And Only Man" (Virgin)*

Steve Winwood has one of the most interesting histories in the music business. He spent his first 20 years as more or less a cult "underground" musician before breaking through as a Top 40 core artist. He joined forces with Spencer Davis in 1963, and although the resulting Spencer Davis Group only had two Top 10 hits, the following the group amassed during the British Revolution was immense. Forming Traffic with Dave Mason and Jim Capaldi, he innovated a completely unique blend of keyboard rock that netted zero Top 40 hits, yet brought Winwood and his group a die-hard following around the world. His breakthrough solo album, *Arc Of A Diver*, signaled a transition period, by yielding the multi-format hit "While You See A Chance" and making music connoisseurs' Top 10 best LPs lists. 1990 sees Winwood back in the studio with Capaldi (for some of the old Traffic flavor) and Tom Lord-Algae, the producer who has overseen Winwood's recent pop sound. This first single features more of the artist's keyboard intensive rock sound. And though not exactly a dance hit, when the song hits the Top 10, clubs should have no problem packing the floor when they play it.

## PAUL MCCARTNEY

*"Birthday" (Capitol)*

With the 10th anniversary of John Lennon's death approaching next month, this track from McCartney's upcoming live album honoring what would have been Lennon's 50th birthday is appropriately taking precedence. If you had the opportunity to see the ex-Beatle on his recent concert tour, you already know what a fine greatest hits package that is. While "Birthday" remains a classic Beatles LP cut, the song had never previously made the singles charts and was never performed



PAUL MCCARTNEY

live by the Beatles. Hence even more reason to release it in 1990. A new video featuring live concert footage accompanies the release.

## GEORGE MICHAEL

*"Freedom 90" (Columbia)*

In 1985, Wham! *Makes It Big* with three #1 hits in a row, and George Michael declares "Freedom" for the first time: "I don't want your freedom / I don't want to play around. / I don't want your nobody baby / Part-time love just brings me down." A year later, one of the most lucrative pop duos of all time breaks up. Since then, George has successfully distanced himself far from both the music and image of those early days. Now, for the first

time, Michael looks back at his breakthrough, and views "freedom" a bit differently; "Heaven knows we sure had some fun boy / What a kick, just a buddy and me. / We had every bigshot good-time band on the run boy / We were living in a fantasy. / We won the race, Got out of the place, I went back home got a brand new face... For the boys on MTV. / But today the way I play the game has got to change." The modern version may groove like the original, but Michael's main point seems to tempt comparison, just so he can show you how far he really has come. For everyone who hated the original, for everyone who loved it, this is a #1 record.



# Candi

AND THE BACKBEAT

## World Class Adds!

WLOL Minneapolis  
KKFR Phoenix  
Z-90 San Diego  
KHOP Modesto  
WTHT Portland  
WOMP Wheeling  
WKHI Ocean City

## A World Class Rotation!

Power 106 Los Angeles  
KZHT Salt Lake City  
WMJQ Buffalo  
KHTK St. Louis  
KXXR Kansas City  
KKSS Albuquerque  
KZOZ San Luis Obispo  
KYRK Las Vegas  
WBXX Battle Creek

## World Class Moves!

Hot 97.7 San Jose 29-26\*  
CKOI Montreal 35-30\*  
KBOS Fresno 37-33\*  
Z-90 San Diego D-34\*



4JM-1234567

THE FIRST HIT SINGLE FROM THE I.R.S. CD/CS  
**WORLD KEEPS ON TURNING**

PRODUCED BY ROBERT BROWN  
CO-PRODUCED BY STEPHEN CROES



X2/4 130-15



*Vixen*

**STEVIE WONDER**  
**“Keep Our Love Alive” (Motown)**

With an image of Africa, a chain and the words “Free us from Apartheid” on the cover of this Stevie Wonder single, one might expect a heavy handed song filled with preachy messages. The surprise here is that the lyrics inside simply spell out a song of universal love, a theme Stevie has taken to #1 over the past three decades. The song plunges straight into a hook from the first note, and maintains the same uplifting style George Michael used on his #1 “message” hit, “Praying For Time.” And if you’ve longed for Wonder to return to his earlier days when jazz was a big influence in his music, he does it for you here, without forgetting his obligation to the 90s.

**THE OUTFIELD**  
**“For You” (MCA)**

The Outfield has always been one of those British rock bands that seems to have been somehow plucked straight out of the American Midwest. Fronted by the heartfelt vocals of Tony Lewis, when the trio debuted in 1986, their very first single, “Your Love,” solidified the group at Rock radio while Top 40 radio took them all the way into their Top 10. Quite a few changes have occurred since then. Only Tony and group guitarist John Spinks remain, and their new sound makes an appropriate move closer to straight ahead pop. This debut single has a lushly produced sound that works perfectly with Lewis’ delivery of this love song.

**VIXEN**

**“Love Is A Killer” (EMI)**

A power ballad with enough punch and tempo to keep it exciting, “Love Is A Killer” is clearly the best Top 40 choice from Vixen’s second LP, *Rev It Up*. Co-written by group drummer, Detroit native Roxy Petrucci, the song drives with Motor City power from a quiet piano interlude to Roxy’s own fierce drum beats. Coming off 1987’s worldwide million selling debut album, these four lady rockers that broke out of LA’s club scene have retail warmed up as their nationwide tour heads through the West.

**CHEAP TRICK**

**“Wherever Would I Be” (Epic)**

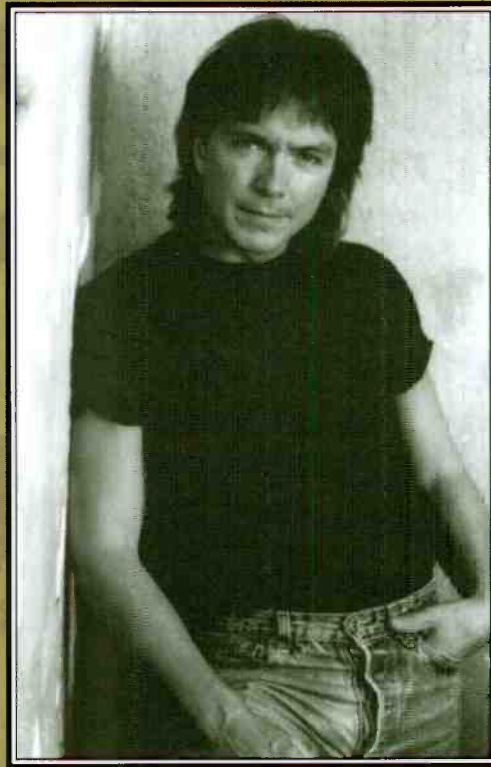
The sleeper album of the year, Cheap Trick’s *Busted* is filled with so many unpretentious, radio ready records that by the time the fifth single goes Top 10, listeners will wake up and rush to the stores. In the meantime, this beautiful Diane Warren ballad should jump on the air with the ease of their previous Top 10 hit, “Can’t Stop Fallin’ Into Love.” There are times when you can hear it in the grooves that a record will research well, and this is one of those records. So along with the Top 40 and Rock base, this has the added market power of A/C radio to bring it Top 5.

**GOWAN**

**“All The Lovers In The World” (Anthem/Atlantic)**

A Canadian artist who’s well established at Rock radio on both sides of the border, Gowan makes his first major Top 40 attempt in conjunction with his jump to Atlantic Records. Co-produced by Gowan and Eddie Schwartz (Doobie Brothers, Pat Benatar, Joe Cocker), this first single off *Lost Brotherhood* retains Gowan’s slight vocal rasp and rootsy guitar strains. It gives Top 40 a hook and production they can succeed with, and listeners a tune they can sing along to from the first listen.

# David Cassidy



## lyin' to myself

**Over 175  
Top 40 Stations!**

*New Believers!*

WAVA Washington, DC    KRBE Houston  
KKRZ Portland    KROY Sacramento  
KZBS Oklahoma City    KZZU Spokane  
KZQU Little Rock    *Plus 9 More!*

*Ain't No Lyin' About These Moves!*

WIXX Green Bay 15-11\*    WNCI Columbus 15-13\*  
KSAQ San Antonio 25-17\*    WKBQ St. Louis 19-17\*  
Y-100 Miami 24-21\*    KWSS San Jose 24-21\*  
WKTl Milwaukee 23-21\*    KUBE Seattle D-24\*  
B-94 Pittsburgh 27-24\*    WPLJ New York 29-27\*  
WMJQ Buffalo 28-26\*

**NETWORK 33-28\*!**

**Medium Rotation!**

**Breaking At A/C Radio!**

*"Top 10 phones and Top 10 callout  
18-34 women...it's just exploding!"*

**-John Ivey, WZOK Rockford**



# N40 TOP 40 MUSIC MEETING

## JENNY MORRIS

*"She Has To Be Loved"*

(Giant/Reprise)

She may not be known in America, but in her native Australia Jenny has won the Grammy equivalent (the ARIA Award) for Best Female Artist for the last two years in a row. This in addition to a Platinum debut album that netted three Australian chart hits and sent her on tour through Europe opening for Prince and Tears For Fears. This is essentially a

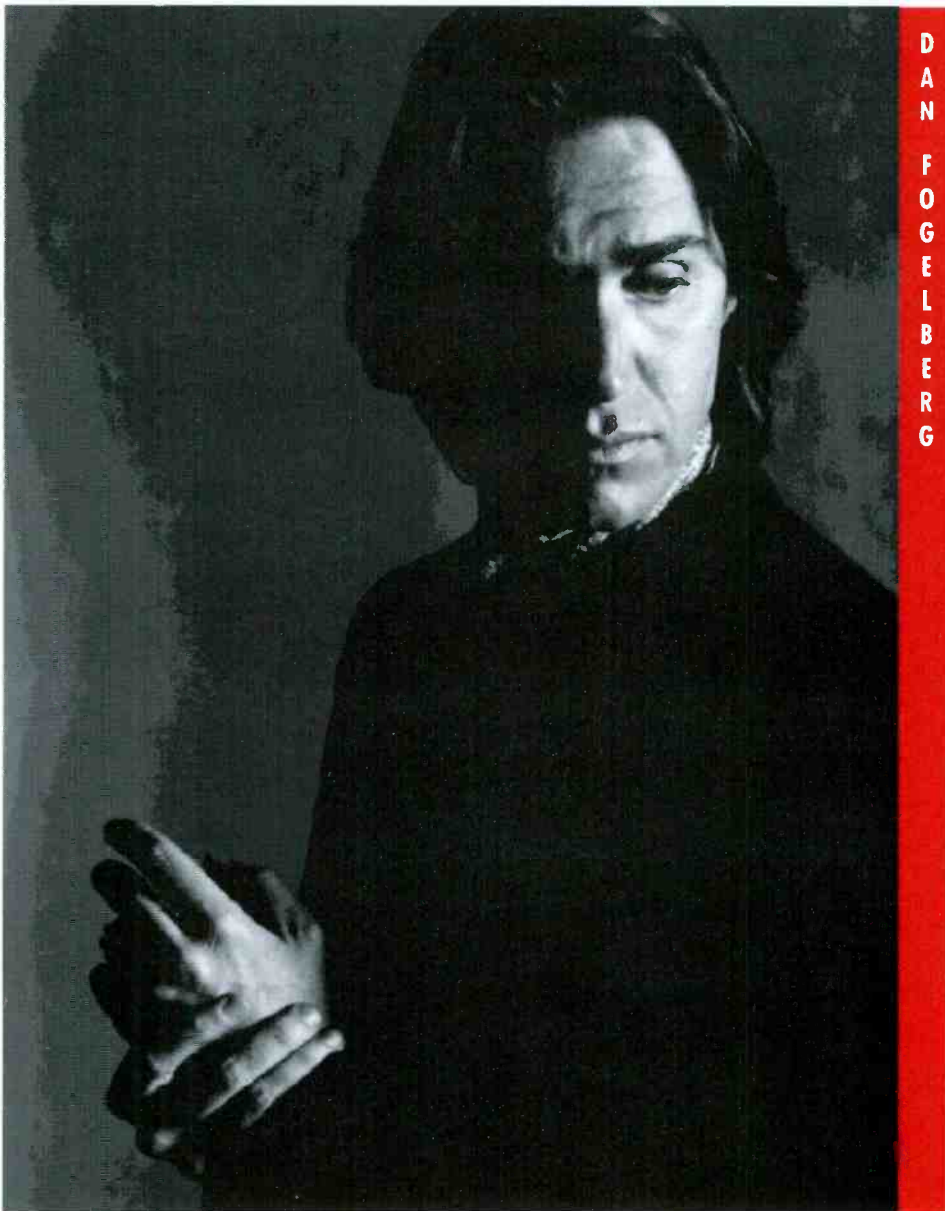
pure pop dance groove, but throw in some guitar action reminiscent of INXS and a vocal attitude that hinges on Chrissie Hynde, and you can hear why they're raving about her Down Under.

## CATHY DENNIS

*"Just Another Dream"* (Polydor)

If D-Mob's worldwide hit "C'mon And Get My Love" gave you a hint that lead vocalist Cathy Dennis is a soul singer trying to break out of

her shell, then her new solo album, *Move To This*, proves it. Filled with jazzed up material, Dennis careens into familiar territory with this first single. Sure to get a hefty start in the clubs where D-Mob has already had two #1 hits, it's clear her departure from Dancin' Danny D has given her a new identity more on target with modern R&B. Barely old enough to attend the dance clubs she is so popular in, Dennis has already spent years doing back-up work for Milli Vanilli, Young MC and Taylor Dayne.



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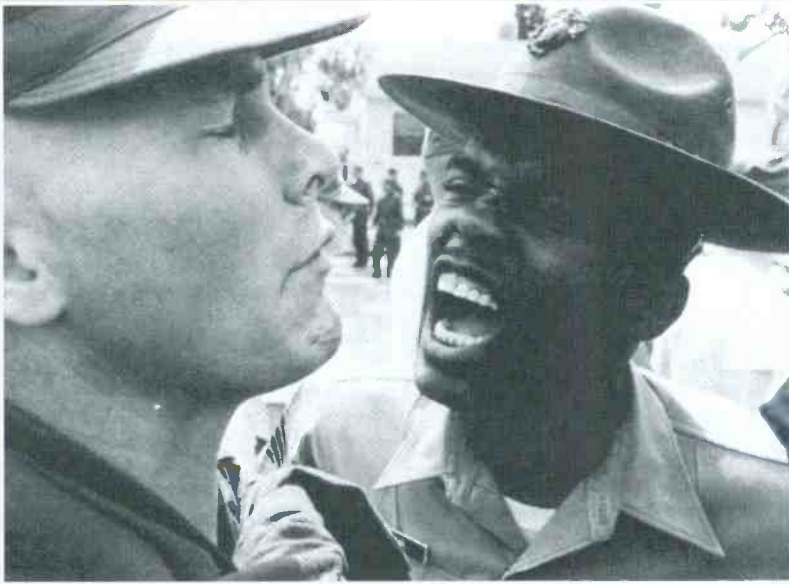
## DAN FOGELBERG

*"Rhythm Of The Rain"*

(Full Moon/Epic)

It's been 27 years since The Cascades took this ballad to the top of the charts, so that makes this pretty much a new song as far as most Top 40 listeners are concerned. Plus, as the classic hit "Same Old Lang Syne" makes its way back into recurrent rotation (like it does every year at this time) Fogelberg's voice seems to just inherently fit into the Fall and Winter way of thinking. The potential to bring in female listeners with this updated classic is even further accentuated by this cover's jump into A/C radio's Top 5 over the past month. Definitely a callout research winner.

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



Put a fork  
in these...  
They are  
**DONE!**

Get Ready For The  
Capitol Commitment On  
**THE RIVER CITY PEOPLE!**  
You Must Listen To  
**"WHAT'S WRONG  
WITH DREAMING"!**



**M.C. HAMMER "PRAY"**

*IT MAY BE DONE,  
BUT IT'S STILL GETTING ADDS!*  
KRNQ WYCR WAPE KKXL WNFI WZTP  
**NETWORK 22-16\*!**

**HEART "STRANDED"**

*EVERYONE'S GETTING "STRANDED"!*  
WDFX WCKK WKEE X-100 Plus 4 More!  
**NETWORK 27-22\*!** D-3B\* ROCK TRACKS!

**POISON "SOMETHING TO BELIEVE IN"**

*17 NEW BELIEVERS, INCLUDING!*  
B-94 WPHR Power 99 WZPL  
**NETWORK 32-23\*!** 26-20\* ROCK TRACKS!



**DONNY OSMOND "MY LOVE IS A FIRE"**

*75 HOT NEW ADDS!*  
B-94 Q-107 KRBE KKRZ Miss 108  
**+ MOST ADDED THIS WEEK!**

**LONDON QUIREBOYS**

**"I DON'T LOVE YOU ANYMORE"**

*Breaking Out Of The Midwest!*  
New This Week At WNCI Columbus D-30\*!  
*Moving Up Playlists!*  
WKBQ 13-11\* Pirate 9-8\* KXYQ 25-23\*  
WQUT 31-24\* KTUX 34-27\*  
**+ OVER 200,000 SOLD!** **NOW ON TOUR!**  
*Capitol Continues Its Commitment!*

**ONE CAUSE, ONE EFFECT "MIDNITE LOVER"**

*Just Added!* KOY KIKI  
*Early Action!*  
FM102 13-12\*(#1 Phones!) KMEL 29-26\*(#2 Phones!)  
KROY D-22\*(#1 Phones!) WCKZ D-32\*

**SPECIAL GENERATION "LOVE ME JUST FOR ME"**

*The Beautiful Vocals Behind Hammer's  
"Have You Seen Her?" Create Their Own  
SMASH! IMMEDIATE ADDS!*  
KGGI Riverside WCKZ Charlotte KPRR El Paso  
Z-90 San Diego KEZB El Paso

# N40 TOP 40 MOST REQUESTED



**KDWB Minneapolis, Bobby Wilde**

1. Vanilla Ice, Ice Ice Baby
2. Righteous Bros., Unchained
3. 2 In A Room, Wiggle It
4. Nelson, Love And Affection
5. M.C. Hammer, Pray
6. Warrant, Cherry Pie
7. Bell Biv DeVoe, Do Me
8. New Kids, Let's Try It Again



**KIIS FM L.A., Hollywood Hamilton**

1. Biscuit, Biscuit's In The
2. New Kids, Baby I Believe In
3. The Guys Next Door, I Was
4. Candyman, Knockin' Boots
5. Vanilla Ice, Ice Ice Baby
6. Righteous Bros., Unchained
7. Tony! Toni! Tone!, Feels
8. Jon Bon Jovi, Blaze Of Glory



**WEZB New Orleans, Eddie Munster**

1. Vanilla Ice, Ice Ice Baby
2. Poison, Something To
3. Index, Now You're Gone
4. Jon Bon Jovi, Miracle
5. M.C. Hammer, Here Comes
6. George Michael, Praying For
7. Bell Biv DeVoe, Do Me
8. Mariah Carey, Love Takes
9. Wilson Phillips, Impulsive



**WLUM Milwaukee, Chris Kerr**

1. Vanilla Ice, Ice Ice Baby
2. 2 In A Room, Wiggle It
3. Deee-Lite, Groove Is In The
4. Candyman, Knockin' Boots
5. Alias, More Than Words Can
6. Mrs. Fletcher, Life Call Rap



1. VANILLA ICE, ICE ICE BABY
2. BELL BIV DEVOE, DO ME
3. M.C. HAMMER, PRAY
4. RIGHTEOUS BROS., UNCHAINED MELODY
5. NELSON, LOVE AND AFFECTION
6. STEVIE B, BECAUSE I LOVE YOU
7. POISON, SOMETHING TO BELIEVE IN
8. CANDYMAN, KNOCKIN' BOOTS
8. WARRANT, CHERRY PIE
9. 2 IN A ROOM, WIGGLE IT



**WHTZ New York, Kid Kelly**

1. Vanilla Ice, Ice Ice Baby
2. New Kids, Let's Try It Again
3. 2 In A Room, Wiggle It
4. Soho, Hippychick
5. Cynthia & Johnny O, Dream



**XHTZ San Diego, Kid Corona**

1. Vanilla Ice, Ice Ice Baby
2. Candyman, Knockin' Boots
3. 2 In A Room, Wiggle It
4. Dino, Gentle
5. Dee Ski, Dance Dance
6. Cynthia & Johnny O, Dream



**WKCI New Haven, Kelly Nash**

1. Vanilla Ice, Ice Ice Baby
2. Bell Biv DeVoe, Do Me
3. M.C. Hammer, Pray
4. Poison, Something To
5. Biscuit, Biscuit's In The
6. David Cassidy, Lyin' To
7. Jon Bon Jovi, Miracle
8. Technotronic, Rockin' Over
9. Mariah Carey, Love Takes
10. George Michael, Freedom '90



**KPLZ Seattle, Mark Allan**

1. Vanilla Ice, Ice Ice Baby
2. Stevie B, Because I Love You
3. Bell Biv DeVoe, Do Me

4. Warrant, Cherry Pie
5. DNA w/Suzanne Vega, Tom's
6. Tone Def, White Boy Rap
7. Mariah Carey, Love Takes
8. M.C. Hammer, Pray
9. Jon Bon Jovi, Miracle
10. Whitney Houston, I'm Your



**KKRZ Portland, Bill Kezley**

1. Alias, More Than Words Can
2. Vanilla Ice, Ice Ice Baby
3. M.C. Homer, Don't Watch That
4. Mariah Carey, Love Takes
5. M.C. Hammer, Pray
6. Bette Midler, From A
7. Elisa Fiorillo, On The Way
8. Wilson Phillips, Impulsive
9. Whitney Houston, I'm Your
10. Hall And Oates, So Hard



**WZZG Charlotte, Boom Boom**

1. Poison, Something To
2. Black Box, Everybody
3. Vanilla Ice, Ice Ice Baby
4. Warrant, Cherry Pie
5. Deee-Lite, Groove Is In The
6. Dino, Gentle
7. Biscuit, Biscuit's In The
8. Mariah Carey, Love Takes
9. Whitney Houston, I'm Your



**WEGX Philadelphia, Jay Beau Jones**

1. Vanilla Ice, Ice Ice Baby
2. Bell Biv DeVoe, Do Me
3. Nelson, Love And Affection
4. Righteous Bros., Unchained
5. Poison, Something To

**R** requests keep pouring in for the **New Kids On The Block** and their latest single,  
**Let's Try It Again**: #1-Z100 • #4-WPLJ • #2-B96 • #7-KC101 • #4-WTIC •  
#2-WHYT • #1-KHTK • #7-WRQN!



**T**his week, **L.L. Cool J.'s** single **The Boomin' System** is really boomin'! #17  
at Strawberries • #9-The Wiz/NY • #2-The Wiz/D.C. • #4-Nova • #3-Spec's •  
#16-Musicland • #10-Rose Records • #16-Southwest Wholesale • #17-The  
Wherehouse • #10-Tower/Philly! And the album? #4 at Record Bar • #6-Turtles •  
#7-National Record Mart! Album moves **25★-17★** in Billboard!



# Vital Information.

**A**nd **So It Goes** is the **Billy Joel** B-side that's become a No. 1  
A/C smash and has Top 40 "flipping" for it in unprecedented  
numbers! Billy's SRO tour returns to America next month, he's  
receiving a **GRAMMY LEGEND AWARD** in December, and his single  
is taking off right now on KWSS • Q-95 • WZOU • KDWB • WBLI •  
KISN • KZZP • KHMV • B104 • KXYQ • WNCI • Y100!

"Billy Joel is the quintessential mass-appeal artist. 'And So It Goes'  
will be a major hit! The CD jumped back into the Top 10 after one  
week of airplay!"

— Frank Amadeo, Y100

**B**iscuit's **In The House** and **Biscuit's** on the air! Biscuit's  
already heating up at these stations: #2-WPLJ • #3-WHYT •  
#3-KHTK • #7-KC101 • #7-KSFM • #8-WZZG! On tour with the  
New Kids, and already known by millions, Biscuit gains immediate  
acceptance wherever he's played!

**G**oing into heavy rotation at AOR, **Tommy Conwell's** track **I'm Seventeen**, keeps  
finding more stations moving it up — even with heavy competition! Getting airplay on  
MTV and local outlets nationwide, Tommy's starting to rock Top 40 **NOW!** 92X Debut at **33★**.  
Promo tour hitting your town soon!



W H E N Y O U P L A Y I T • S A Y I T .

On  
Columbia.

# N40 TOP 40 MOST REQUESTED



**WRQN Toledo, Kid Cunningham**

1. Vanilla Ice, Ice Ice Baby
2. M.C. Hammer, Don't Watch That
3. M.C. Hammer, Pray
4. Warrant, Cherry Pie
5. Bell Biv DeVoe, Do Me
6. Alias, More Than Words Can
7. Tony! Toni! Tone!, Feels
8. Winger, Miles Away
9. Living Colour, Type



**WBWM Chicago, George McFly**

1. Vanilla Ice, Ice Ice Baby
2. New Kids, Let's Try It Again
3. Bell Biv DeVoe, Do Me
4. Cynthia & Johnny O, Dream
5. 2 In A Room, Wiggle It

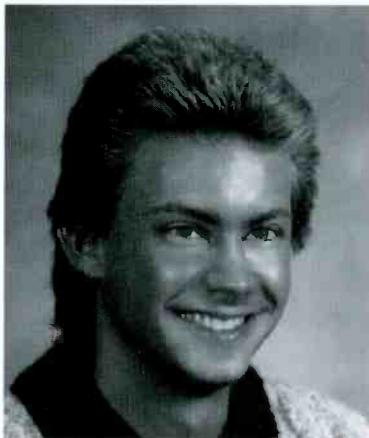


**WIOQ Philadelphia, Joe Mamah**

1. Stevie B, Because I Love You
2. Vanilla Ice, Ice Ice Baby
3. 2 In A Room, Wiggle It
4. Deee-Lite, Groove Is In The
5. Kwame', Ownlee Eue

**KZZP 104.7 FM**  
KZZP FM Phoenix, Jack Hammer

1. Vanilla Ice, Ice Ice Baby
2. Concrete Blonde, Joey
3. Soho, Hippychick
4. Stevie B, Because I Love You
5. Janet Jackson, Black Cat
6. Hall And Oates, So Hard
7. Depeche Mode, Policy Of
8. Phil Collins, Something



**CHRIS DAVIS**  
WNCI COLUMBUS

1. VANILLA ICE, ICE ICE BABY
2. RIGHTEOUS BROS., UNCHAINED
3. BELL BIV DEVOE, DO ME
4. JON BON JOVI, BLAZE OF GLORY
5. MARIAH CAREY, LOVE TAKES TIME



**WDFX Detroit, Sean Caldwell**

1. Vanilla Ice, Ice Ice Baby
2. Warrant, Cherry Pie
3. Nelson, After The Rain
4. Candyman, Knockin' Boots
5. Slaughter, Fly To The Angels
6. Righteous Bros., Unchained
7. M.C. Hammer, Pray
8. Faith No More, Falling To
9. Daryl D, My Ding-A-Ling



**WYFZ Chicago, Danny Wright**

1. Bell Biv DeVoe, Do Me
2. Nelson, Love And Affection
3. Vanilla Ice, Ice Ice Baby
4. Curio, I Can't Stay
5. George Michael, Praying For

6. Adventures/Stevie V., Dirty
7. Depeche Mode, Policy Of
8. Slaughter, Fly To The Angels



**KHQT San Jose, Duaine Luna**

1. Mariah Carey, Love Takes
2. Vanilla Ice, Ice Ice Baby
3. Tony! Toni! Tone!, Feels
4. Candyman, Knockin' Boots
5. Johnny Gill, Fairweather

**96 TIC-FM**  
WTIC FM Hartford, A.J.

1. Vanilla Ice, Ice Ice Baby
2. New Kids, Let's Try It Again
3. Cynthia & Johnny O, Dream
4. Nelson, Love And Affection
5. Bell Biv DeVoe, Do Me



**WHYT Detroit, Bo Jackson**

1. Guy, I Wanna Get With You
2. Biscuit, Biscuit's In The
3. En Vogue, Lies
4. New Kids, Let's Try It Again
5. Snap, Ooops Up



**KQLZ Los Angeles, Batman Gomez**

1. Warrant, Cherry Pie
2. Guns N' Roses, Civil War
3. Jon Bon Jovi, Blaze Of Glory
4. Slaughter, Fly To The Angels
5. Poison, Something To



**WXXX Burlington, Rocket Man**

1. Vanilla Ice, Ice Ice Baby
2. Warrant, Cherry Pie
3. Stevie B, Because I Love You
4. George Michael, Freedom '90
5. Poison, Something To
6. M.C. Hammer, Pray
7. Righteous Bros., Unchained
8. Bell Biv DeVoe, B.B.D.(I Thought
9. 2 In A Room, Wiggle It



**WFLY Albany, J.B. Good**

1. Vanilla Ice, Ice Ice Baby
2. M.C. Hammer, Pray
3. Bell Biv DeVoe, Do Me
4. Janet Jackson, Black Cat
5. Dino, Romeo
6. Black Box, Everybody
7. Seduction, Breakdown
8. Maxi Priest, Close To You
9. Mrs. Fletcher, Life Call Rap
10. Warrant, Cherry Pie





# BETTE MIDLER

## *From A Distance*

**A Mega Star With A Mega Hit!**

Y-100 Miami 11-6\*  
Kiss 108 Boston 21-14\*  
Power 99 Atlanta 22-16\*  
KISN Salt Lake City 29-16\*  
Q-95 Detroit 22-17\*  
Q-107 Washington, DC 28-18\*  
KHMV Houston 25-19\*  
Y-108 Denver 30-21\*  
KKRZ Portland 25-22\*  
B-94 Pittsburgh 28-23\*  
WPOW Miami 30-23\*



THE NETWORK  
FORTY

**36-26\***



# JIMMY BARNES

## *Let's Make It Last All Night*

**Rockin' Australia Since The 70s!**

**Jimmy's Ready To Break Loose  
Here In The States, Mate!**



**Early Believers!**

Yes 97 WJMX WILN

From The Album TWO FIRES  
Co-Written With Dianne Warren And Desmond Child  
Produced By Don Gehman

**A Must Listen In This Week's Music Meeting!**

**Ready For Adds October 22nd**

**KON KAN** Liberty



# N40 TOP 40 MOST REQUESTED



WKSE Buffalo, Smokin' Willie B.

1. Vanilla Ice, Ice Ice Baby
2. New Kids, Let's Try It Again
3. Bell Biv DeVoe, Do Me
4. Alias, More Than Words Can
5. 2 In A Room, Wiggle It
6. Deee-Lite, Groove Is In The
7. Tony! Toni! Tone!, Feels
8. Stevie B, Because I Love You
9. M.C. Hammer, Pray
10. Snap, Ooops Up



WYHY Nashville, Hawk Harrison

1. Vanilla Ice, Ice Ice Baby
2. Biscuit, Biscuit's In The
3. M.C. Hammer, Pray
4. Bell Biv DeVoe, B.B.D.(I Thought
5. Tony! Toni! Tone!, Feels
6. Candyman, Knockin' Boots
7. Jon Bon Jovi, Blaze Of Glory



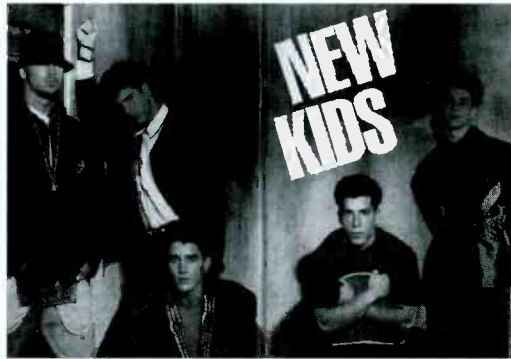
WPLJ New York, Domino

1. Vanilla Ice, Ice Ice Baby
2. New Kids, Let's Try It Again
3. Candyman, Knockin' Boots
4. Poison, Something To
5. 2 In A Room, Wiggle It
6. Biscuit, Biscuit's In The



WPHR Cleveland, Cat Thomas

1. Vanilla Ice, Ice Ice Baby
2. Bell Biv DeVoe, Do Me
3. New Kids, Let's Try It Again
4. Alias, More Than Words Can
5. M.C. Hammer, Pray
6. Stevie B, Because I Love You



## BREAKOUT! NEW KIDS ON THE BLOCK "LET'S TRY IT AGAIN"

- Z-100 NEW YORK #2
- B-96 CHICAGO #2
- TIC-FM HARTFORD #2
- WPLJ NEW YORK #2
- KHTK ST. LOUIS #2
- WPHR CLEVELAND #3

7. Kyper, Tic-Tac-Toe
8. M.C. Hammer, Have You Seen



WQHT New York, Freddie Colon

1. 2 In A Room, Wiggle It
2. Cynthia & Johnny O, Dream
3. George LaMond, Look Into My
4. Maxi Priest, Close To You
5. Johnny Gill, My, My, My
6. Vanilla Ice, Ice Ice Baby
7. Pebbles, Giving You The
8. Tony! Toni! Tone!, Feels



KZZU FM Spokane, Chuck Matheson

1. Vanilla Ice, Ice Ice Baby
2. Bell Biv DeVoe, Do Me
3. Nelson, Love And Affection

4. M.C. Hammer, Pray
5. Dino, Romeo
6. Righteous Bros., Unchained
7. Janet Jackson, Black Cat
8. Slaughter, Fly To The Angels



KHYI Dallas, Shadow Haze

1. Vanilla Ice, Ice Ice Baby
2. Nelson, Love And Affection
3. Righteous Bros., Unchained
4. Warrant, Cherry Pie
5. Bell Biv DeVoe, Do Me
6. Poison, Something To
7. Kyper, Tic-Tac-Toe
8. Sweet Sensation, If Wishes
9. M.C. Hammer, Pray



WAPW Atlanta, The Janitor

1. Poison, Something To
2. DNA w/Suzanne Vega, Tom's
3. Stevie B, Because I Love You
4. 2 In A Room, Wiggle It
5. Righteous Bros., Unchained



WLOL Minneapolis, Alan Kabol

1. Daryl D, My Ding-A-Ling
2. Righteous Bros., Unchained
3. 2 In A Room, Wiggle It
4. Soho, HippyChick
5. Vanilla Ice, Ice Ice Baby
6. Paula Abdul, One Or The
7. Snap, Ooops Up
8. Elisa Fiorillo, On The Way
9. Prince, New Power Generation



KXXX San Francisco, Super Snake

1. Vanilla Ice, Ice Ice Baby
2. Stevie B, Because I Love You
3. Candyman, Knockin' Boots
4. Righteous Bros., Unchained
5. Bell Biv DeVoe, Do Me
6. Nelson, Love And Affection



WKBQ St Louis, Jimmy Page

1. Vanilla Ice, Ice Ice Baby
2. Poison, Something To
3. Soho, HippyChick
4. Jon Bon Jovi, Blaze Of Glory
5. Bell Biv DeVoe, Do Me
6. Cheap Trick, Wherever Would
7. Kyper, Tic-Tac-Toe

# WIGGLE JIGGLES THE PHONES!



# WIGGLE IT



## HOT 97 FM

1. 2 In A Room...Wiggle It
2. Cynthia & Johnny O...Dreamboy/Dreamgirl
3. George LaMond...Look Into My Eyes
4. Maxi Priest...Close To You
5. Johnny Gill...My My My



1. Vanilla Ice...Ice Ice Baby
2. Righteous Bros...Unchained Melody
3. 2 In A Room...Wiggle It
4. Nelson...Love And Affection
5. M.C. Hammer...Pray

## X106

1. Mrs. Fletcher Rap...Life Call Rap
2. M.C. Hammer...Pray
3. Stevie B...Because I Love You
4. Vanilla Ice...Ice Ice Baby
5. 2 In A Room...Wiggle It



1. Vanilla Ice...Ice Ice Baby
2. Bell Biv DeVoe...Do Me
3. Stevie B...Because I Love You
4. Poison...Something To Believe In
5. 2 In A Room...Wiggle It

## Wiggles Its Way Onto A Dozen New Stations!

- |                     |                  |
|---------------------|------------------|
| WPGC Washington, DC | WZOU Boston      |
| WNVZ Norfolk        | Z-95 Chicago     |
| Power 99 Atlanta    | KROY Sacramento  |
| KZHT Salt Lake City | KKXX Bakersfield |

Plus 5 More!

## Wiggling Up The Charts!

- |                             |                       |
|-----------------------------|-----------------------|
| B-96 Chicago 7-1*           | Hot 97 New York 1-1*  |
| WPOW Miami 11-5*            | Z-100 New York 14-9*  |
| WLOL Minneapolis 21-15*     | WPLJ New York 26-15*  |
| Kiss 108 Boston 27-17*      | Z-90 San Diego 32-23* |
| TIC-FM Hartford 36-27*      | KKFR Phoenix 33-27*   |
| Power 106 Los Angeles 34-2* |                       |



1. Vanilla Ice...Ice Ice Baby
2. New Kids...Let's Try It Again
3. 2 In A Room...Wiggle It
4. Soho...Hippychick
5. Cynthia & Johnny O...Dreamboy/Dreamgirl

## POWER 99 FM

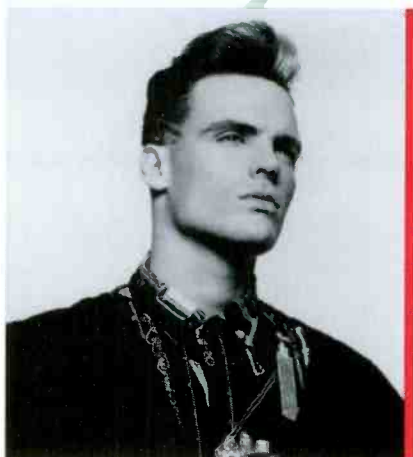
1. Poison...Something To Believe In
2. DNA w/Suzanne Vega...Tom's Diner
3. Stevie B...Because I Love You
4. 2 In A Room...Wiggle It
5. Righteous Bros...Unchained Melody



**A HIT NO MATTER WHICH WAY YOU WIGGLE IT!**



Mariah Carey



Vanilla Ice



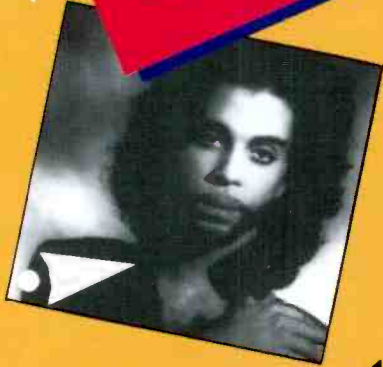
Poison

# N40 HIT SINGLES

(For The Research Week Ended 10/9/90)

2W	LW	TW	Artist/Song	Label
7	2	①	JANET JACKSON. Black Cat	A&M
5	4	②	JAMES INGRAM. I Don't Have The Heart	WB
2	1	③	GEORGE MICHAEL. Praying For Time	Columbia
10	6	④	THE RIGHTEOUS BROTHERS. Unchained Melody	Verve/Polydor
8	7	⑤	DINO. Romeo	Island
13	10	⑥	PEBBLES. Giving You The Benefit	MCA
14	11	⑦	INXS. Suicide Blonde	Atlantic
1	5	⑧	MAXI PRIEST. Close To You	Charisma
15	12	⑨	AFTER 7. Can't Stop	Virgin
20	15	⑩	ALIAS. More Than Words Can Say	EMI
4	9	⑪	PHIL COLLINS. Something Happened On The Way	Atlantic
21	18	⑫	MARIAH CAREY. Love Takes Time	Columbia
16	14	⑬	BREATHE. Say A Prayer	A&M
9	8	⑭	DEPECHE MODE. Policy Of Truth	Sire/Reprise
24	20	⑮	VANILLA ICE. Ice Ice Baby	SBK
28	22	⑯	M.C. HAMMER. Pray	Capitol
3	3	⑰	NELSON. Love And Affection	DGC
23	21	⑱	BLACK BOX. Everybody Everybody	de Construction/RCA
6	13	⑲	PAUL YOUNG. Oh Girl	Columbia
29	24	⑳	WARRANT. Cherry Pie	Columbia
32	25	㉑	DARYL HALL & JOHN OATES. So Close	Arista
31	27	㉒	HEART. Stranded	Capitol
D	32	㉓	POISON. Something To Believe In	Enigma/Capitol
33	29	㉔	CONCRETE BLONDE. Joey	IRS
12	16	㉕	JOHNNY GILL. My, My, My	Motown
D	36	㉖	BETTE MIDLER. From A Distance	Atlantic
39	34	㉗	HUMAN LEAGUE. Heart Like A Wheel	A&M
35	33	㉘	DAVID CASSIDY. Lyin' To Myself	Enigma
▶	DEBUT!	㉙	WHITNEY HOUSTON. I'm Your Baby Tonight	Arista
40	35	㉚	DAMN YANKEES. High Enough	WB
▶	DEBUT!	㉛	WILSON PHILLIPS. Impulsive	SBK
D	37	㉜	SOHO. Hippychick	Savage/Atco
11	23	㉝	TAYLOR DAYNE. Heart Of Stone	Arista
D	38	㉞	CANDYMAN. Knockin' Boots	Epic
D	40	㉟	DEEE-LITE. Groove Is In The Heart	Elektra
▶	DEBUT!	㊱	TONY! TONI! TONE!. Feels Good	Wing/Polydor
▶	DEBUT!	㊲	STEVIE B. Because I Love You	LMR/RCA
▶	DEBUT!	㊳	UB40. The Way You Do The Things You Do	Virgin
▶	DEBUT!	㊴	JON BON JOVI. Miracle	Mercury
▶	DEBUT!	㊵	ASIA. Days Like These	Geffen

# Prince



## New Power Generation

33 New Top 40 Stations Feel The "Power" The First Week Out!

KMEL San Francisco	B-94 Pittsburgh	WHYT Detroit	KDWB Minneapolis
Q-106 San Diego	Power Pig Tampa	WLUM Milwaukee	KROY Sacramento
WLOL Minneapolis	Q-105 Tampa	WKSS Hartford	KZHT Salt Lake City

And 21 More!

From The Album And Soon To Be Released Movie "GRAFFITI BRIDGE"

Paisley Park Produced, Arranged, Composed And Performed By Prince

# Damn Yankees



## High Enough

On Over 140 Top 40 Stations! This Fall's "Hot Testing" Ballad!

New Believers!

WZOU Boston	WPHR Cleveland	WZZG Charlotte	WGTZ Dayton	WOKI Knoxville
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"Enough" Honest Moves To Make You Say... "Damn"!

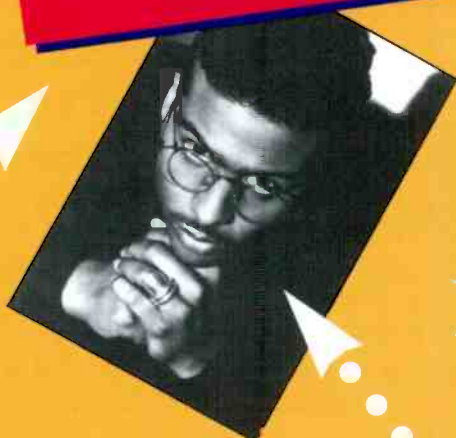
KUBE Seattle 23-14*	Power 99 Atlanta D-31*	I-95 Birmingham 19-15*	Y-108 Denver 26-23*
WKZL Winston-Salem 18-14*	KMYZ Tulsa 16-9*	WZOK Rockford 21-14*	KWSS San Jose 18-15*
WLRW Champaign 20-15*	WRVQ Richmond 20-16*	KZZU Spokane 28-22*	KKHT Springfield 31-23*

**NETWORK** 40-35-30\* **♻️** 4-2\* Rock Tracks! **📻** Medium Rotation

**🎧** Testing 18-34 Men And WOMEN!

**💰** Album Nearing PLATINUM! (38,000 in the last 5 days!)

# Al B. Sure!



## Missunderstanding

A "Sure" Thing This Week!

KOY Phoenix	KJMZ Dallas	FLY 92 Albany	KZBS Oklahoma City
-------------	-------------	---------------	--------------------

Early Action!

KKFR Phoenix 24-20*	WCKZ Charlotte 23-19*	KMEL San Francisco 26-21*
KS-104 Denver 24-21*	FM102 Sacramento 23-21*	Z-90 San Diego 34-26*
KIKI Honolulu 30-27*	KTFM San Antonio D-30*	Y-107 Nashville D-32*
KKMG Colorado Springs D-36*		

Breaking!

Hot 97 New York	Kiss 108 Boston	KHTK St. Louis
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**🎧** 22-16\* Urban Jams!



# N40 TOP 40 THE NEXT 40™

## DONNY OSMOND

### "My Love Is A Fire" (Capitol)

Out just two weeks and stations are already calling this record a home run. Second most added and chartbound with 153 stations.



REQUEST ACTION: KDWB, WNCI, KZZP

MAJOR MOVES: WZOK(31-20), WAEB(36-29), WWCK(34-26), KYRK(21-18), KZZP(25-22), KQHT(27-23), KSLY(23-19)

MOST ADDED: 75, including WBLL, WXKS, WKSE, WRQX, WBZZ, KRBE, KKRZ, WSPK, WKRZ, WNNK, WRVQ, WIXX

## REO SPEEDWAGON

### "Love Is A Rock" (Epic)

Exactly ten years ago, REO debuted their first #1 hit, "Keep On Loving You." Phones at KAYI and chartbound with 110 stations.



MAJOR MOVES: 23, including WYCR(30-24), WQUT(33-25), WYYS(40-29), WHTO(29-22), WAZY(30-26), WLRW(28-22)

MOST ADDED: 15, including WKBQ, WKZW, WZAT, WRQK, WGRD, KTUX, KATM, WHTT, WWFX, WPF, KOKZ, WNFI

CROSSOVER: Moves 48-39\* at Rock radio

## INFORMATION SOCIETY

### "Think" (Tommy Boy/Reprise)

Featuring Jim Cassidy, a former four star chef, the Society grills phones at KKSS. Six adds include WOKI and KBOS. 101 stations.



MAJOR MOVES: 35, including WQHT(21-18), WTIC(34-26), WIOQ(27-23), WLOL(25-21), KKFR(29-22), WYHY(34-28)

MTV SUPPORT: 5 weeks, debuts in Active rotation

NETWORK FORTY TUNEUP: Featured on CD #29

## WINGER

### "Miles Away" (Atlantic)

Starting in New York as a waiter and graduating to Alice Cooper's band, Kip's tip says this ballad is ready for heavy mileage. 94 stations.



REQUEST ACTION: WKBQ, WZAT, WRQN, KZZU, KISR

MAJOR MOVES: 28, including KSAQ(32-23), WQUT(29-23), WYYS(30-18), WRQK(24-18), KRZR(14-10), KZZU(25-19)

MOST ADDED: 20, including WDFX, WRCK, WKRZ, KZIO, KQKQ, WCGQ, WKXX, WZYP, WBBQ, WKDD, WWCK, KBFM

MTV SUPPORT: 5 weeks, in Exclusive rotation

SALES BREAKOUT: LP is Top 10 in Rochester, Lincoln, Columbus, Helena and Tucson

CROSSOVER: Moves 34-28\* at Rock radio with Top 15 requests

TOURING: Currently in Michigan, Pennsylvania, Ottawa and Quebec

## SLAUGHTER

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

While Slaughter's latest may not fly up the National charts, it has huge conversions at 87 stations and 7 adds, including WOKI, KIKX and WCIL.



TOP TEN: 18, including WKBQ, WXGT, WDFX, KQLZ, WYCR, WRVQ, WPXR, KDWZ, WRQK, WRQN, KMYZ, KTUX

REQUEST ACTION: WMJQ, WYTZ, KDWB, WKBQ, WDFX, KHYI, KQLZ, KZZU

MAJOR MOVES: 38, including WXGT(14-10), WHYT(16-12), KQLZ(4-2), WKRZ(24-20), WTFX(26-21), KDWZ(7-5)

MTV SUPPORT: 14 weeks, in Heavy rotation

SALES BREAKOUT: LP is Platinum and Top 10 in NY, Norfolk, Plymouth, Kalamazoo, Helena, Salt Lake and Fresno

CROSSOVER: Former Top 15 at Rock radio with Top 10 requests

TOURING: Currently in Michigan, Pennsylvania, Ottawa and Quebec

## ELISA FIORILLO

### "On The Way Up" (Chrysalis)

From Broadway to TV commercials to her first record deal at 15, Elisa finds 13 new adds, including WLUM, KRXY and KZIO. 80 stations.



REQUEST ACTION: WLUM, KKRZ, KAKS

MAJOR MOVES: 23, including WQHT(24-21), WLOL(14-11), WFLZ(21-18), KHQT(17-14), WDCG(29-25), WKQB(21-18)

## SWEET SENSATION

### "Each And Every Time" (Atco)

No longer just a teen Sensation, this trio still confesses a craving for Twizzlers and Nerds candy. Sweet phones at KTFM. 65 stations.



MAJOR MOVES: KTFM(21-18), WAEB(30-27), KPRR(25-19)

MOST ADDED: 25, including WKSS, WIOQ, WKBQ, KQKS, KKFR, KPWR, KZIO, KKRD, WAYS, WHHY, WBBQ, KTUX

NETWORK FORTY TUNEUP: Featured on CD #29

## LEGEND

	TOP TEN		CROSSOVER
	REQUEST ACTION		MAJOR MOVES
	MTV SUPPORT		VH1 SUPPORT
	SALES BREAKOUT		CLUB SCENE
	MOST ADDED		INTERNATIONAL
	RESEARCH		TOURING
	NETWORK 40 TUNEUP		MOTION PICTURE

"Hooked on You" Top 20  
"Sincerely Yours" Top 15  
"Love Child" Top 10  
"If Wishes Came True" #1

**S**weet **S**ensation makes records  
that work 'each and every time.'

Power 106 Los Angeles  
WIOQ Philadelphia  
KS-104 Denver  
WKQB St. Louis  
KKFR Phoenix  
WKSS Hartford  
KKRD Wichita  
KLUC Las Vegas  
KZLJ Duluth  
WAYS Macon  
WBBQ Augusta  
WFME Baton Rouge  
WHYH Montgomery  
And A Dozen More!

**Early Chart Action!**  
Hot 97.7 San José D-22\*  
Power Pig Tampa 32-28\*  
KROY Sacramento 30-28\*  
Q-105 Tampa D-28\*  
KHTK St. Louis D-30\*  
Z-90 San Diego D-30\*  
Hot 97 New York D-32\*  
Power 106 Los Angeles D-34\*  
On Over 65 Stations!

**CD** Featured On CD TuneUp #29!

**The Follow-Up Smash  
To The #1 Hit  
"If Wishes Came True"!**



**"EACH AND EVERY TIME"**

The new hit single from

**SWEET SENSATION**

The 3rd consecutive smash single from the album  
LOVE CHILD.



ON ATCO.

© 1990 Atlantic Recording Corp. A Time Warner Company

# N 40 TOP 40 THE NEXT 40™

## NEW KIDS ON THE BLOCK

### "Let's Try It Again" (Columbia)

Blocking out as many as 250 nights a year for concerts, the Kids see seven new adds, including WBLI, KSAQ and WTBX. 87 stations.



REQUEST ACTION: 17, including WHTZ, WPLJ, WPRO, WKSE, WTIC, WBBM, KDWB, WLOL, KHTK, WPHR, WBZZ, WHYT

MAJOR MOVES: 22, including WHTZ(25-21), WAVA(D-17), KOY(26-23), WRCK(35-26), KBFM(30-24), WIKZ(32-27)

SALES BREAKOUT: LP is Triple Platinum and remains Top 5 in Minneapolis

TOURING: Tour resumes late October in Alberta

INTERNATIONAL: LP is Top 10 in Canada and across Europe

## CARON WHEELER

### "Living In The Light" (EMI)

Born in England of Jamaican parents, Wheeler's enlightening solo debut sees 13 new adds, including WFLZ, KCAQ and WAFX. 61 stations.



MAJOR MOVES: 10, including WQHT(26-23), WXKS(19-15), KSFM(19-17), KZFM(30-24), KDON(25-19), WXXX(40-28)

SALES BREAKOUT: Top 30 National 12-inch sales

CROSSOVER: Moves 15-9\* at Urban radio

CLUBS: Top 10 National Club action

INTERNATIONAL: Former Top 20 in UK

## BELL BIV DEVOE

### "B.B.D.(I Thought It Was Me)?" (MCA)

B.B.D. goes for single #3 with an early Top 10 at Jamz and lots of phones, retail and Urban radio support. 50 stations.



REQUEST ACTION: WKSE, WMJQ, KJMZ, XHTZ, KSFM, WYHY, WXXX

MAJOR MOVES: WLOL(23-20), WHYT(24-21), KJMZ(13-5), KKFR(26-19), XHTZ(19-16), KROY(34-30), KKMG(30-20)

MOST ADDED: 21, including WPLJ, WXKS, WBBM, KXXR, WFLZ, WEZB, KPWR, WRCK, WHXT, WQXA, WKHI, WANS

MTV SUPPORT: On Yo! MTV Raps

SALES BREAKOUT: LP is Double Platinum and remains Top 10 in 27 markets, including NY, Philly, Pittsburgh, Chicago, Minneapolis, Nashville, Sacramento, Portland and Honolulu

CROSSOVER: Moves 8-6\* at Urban radio with Top 10 requests

## DNA FEATURING SUZANNE VEGA

### "Tom's Diner" (A&M)

DNA finds new life on seven stations, including WPRO, WPGC and KRQQ. Serving up hearty chart moves elsewhere on 49 stations.



REQUEST ACTION: WPLJ, WAPW, KOY, KIIS, KKRZ, KPLZ, KJYO

MAJOR MOVES: 20, including WKSS(4-1), WTIC(23-14), WIOQ(34-26), WKBQ(32-20), WAPW(12-7), KPWR(35-27), KPLZ(21-16), CKOI(34-26), WNOK(22-17), WYYS(37-25)

CROSSOVER: Top 15 at Alternative radio

INTERNATIONAL: Former Top 5 in UK, Top 5 across Europe

## 2 IN A ROOM

### "Wiggle It" (Cutting/Charisma)

The hottest phone record on the Next Forty has 12 new stations making Room, including WZOU, WAPW and KDWB. 42 stations.



REQUEST ACTION: 23, including WHTZ, WPLJ, WQHT, WZOU, WKSE, WMJQ, WTIC, WIOQ, WBBM, WLUM, WYTZ

MAJOR MOVES: 14, including WHTZ(14-9), WPLJ(26-15), WQHT(1-1), WXKS(27-17), WTIC(36-27), WBBM(7-1), WLOL(21-15), WPOW(11-5), XHTZ(32-23), WSPK(35-25)

SALES BREAKOUT: Top 10 National 12-inch sales

CLUBS: Top 5 National Club action

## BILLY JOEL

### "And So It Goes" (Columbia)

With A/C pointing the way, Joel finds his fifth single fifth most added out-of-the-box at Top 40. Instant phones at WKQI.



MAJOR MOVES: WHYI(23-17), KXYQ(18-6)

MOST ADDED: 38, including WBLI, WPLJ, WPRO, WZOU, KDWB, WKQI, KWSS, WERZ, WKRZ, WZOK, KRNQ, WZYP

SALES BREAKOUT: LP is Triple Platinum

CROSSOVER: Former #1 at A/C radio

TOURING: Currently in Germany, Switzerland, Austria and Italy

## PET SHOP BOYS

### "So Hard" (EMI)

Making it sound easy, this distinctive single is Top 10 at KITS and has shoppers moving at KPAT(28-24) and WWCK(36-30). 45 stations.



MOST ADDED: 18, including WQHT, WKCI, KSAQ, KPLZ, WIXX, WZYP, KTUX, KBFM, WFMF, KZZB, CHED, WAFX

CROSSOVER: Moves to 21\* at Alternative radio

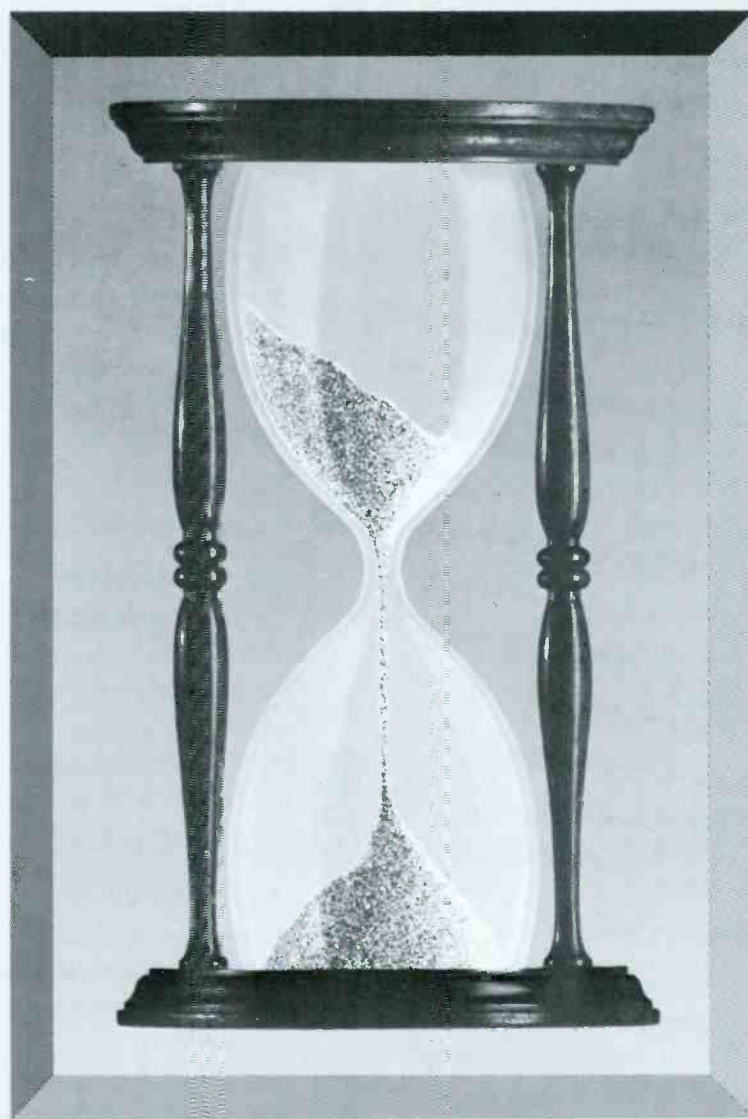
Touring Data Courtesy Of  
**PERFORMANCE**



“Love Is The Ritual”

# STYX

Dennis DeYoung James Young Glen Burtnik John Panozzo Chuck Panozzo



The New Hit From Multi-Platinum Rock Supergroup Styx  
Is Taking On Top 40!

*Early Adds!*

KSAQ San Antonio  
WPXR Quad Cities  
OK95 Tri Cities

KMYZ Tulsa  
KHOP Modesto  
KGOT Anchorage

WCGQ Columbus  
WOKI Knoxville  
Plus 8 More!



Produced by Dennis DeYoung



4 Weeks In Medium Rotation!



10-9\* Rock Tracks!

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# N 40 TOP 40 THE NEXT 40™

## VAUGHAN BROTHERS

### "Tick Tock" (Epic)

Stevie Ray's first ever studio collaboration with his older brother Jimmie of the Fabulous Thunderbirds clocks in on 52 stations.



MAJOR MOVES: WKHI(40-25), KJYO(29-26), KTUX(31-22)

MOST ADDED: 25, including WKRZ, WRVQ, KKRZ, KQKQ, WHYY, WOVV, WQUT, WSKZ, WBBQ, KHFI, KFXD, WKPE

MTV SUPPORT: 2 weeks, in Active rotation

SALES BREAKOUT: LP is Top 10 in 123 markets, including NY, Boston, Baltimore, DC, Pittsburgh, Chicago, Milwaukee, Minneapolis, Indy, St. Louis, Atlanta, Miami, Dallas, New Orleans, Denver, Phoenix, San Diego, LA, Portland, Seattle and Boise

CROSSOVER: Moves to 5\* at Rock radio with Top 5 requests

## STYX

### "Love Is The Ritual" (A&M)

Produced by Dennis DeYoung, this rite release grabs requests at KWNZ and moves at KATM(28-24) and KRZR(16-13). 43 stations.



MOST ADDED: 16, including KSAQ, WPXR, WCGQ, WOKI, KMYZ, KZZB, KHOP, KIOK, WHTO, WJMX, WOMP, KISR

MTV SUPPORT: 4 weeks, in Medium rotation

CROSSOVER: Moves 10-9\* at Rock radio with Top 10 requests

## BRUCE HORNSBY & THE RANGE

### "Lost Soul" (RCA)

Using the South for much inspiration, Hornsby's "Soul" is found on 10 new stations including KTUX, WFLY and KQIZ. 37 stations.



SALES BREAKOUT: LP is Gold and Top 10 in New York

## JOHNNY GILL

### "Fairweather Friend" (Motown)

The sun is shinin' on Johnny as his 3rd single already boasts Top 10 marks at KJMZ and Top requests at KHQT. 32 stations.



MAJOR MOVES: KJMZ(8-4), KSFM(25-22), KMEL(D-16), KYRK(31-23), KROY(D-19)

MOST ADDED: 24, including WQHT, WXKS, KOY, KKLQ, WTIC, KXXR, WAPW, WFLZ, KHQT, KMEL, KROY, WHXT

SALES BREAKOUT: LP is Platinum and Top 10 in Boston, Richmond, Columbus, Dayton, Tallahassee and Memphis

CROSSOVER: Former #1 at Urban radio with Top 5 requests

## PRINCE

### "New Power Generation" (Paisley Park/WB)

Releasing his first LP 19 years ago, Prince enters this "generation" with requests at WLOL and moves like WWCK(26-22). 35 stations.



MOST ADDED: 33, including WKSS, WLUM, KDWB, KXXR, WFLZ, WLOL, WRBQ, KMEL, WBZZ, KKLQ, WHYT, KROY

SALES BREAKOUT: LP is near Gold and Top 10 in 18 markets, including NY, Boston, Philly, New Haven, KC, Atlanta, Denver LA and San Fran

INTERNATIONAL: LP is Top 10 across Europe and Top 40 in UK

## TOMMY CONWELL & THE YOUNG RUMBLERS

### "I'm Seventeen" (Columbia)

This rocker from Philly gets 11 new adds, including WYCR, KSKG and WOMP, and rumbles at KRZR(A-19) and KFMW(39-34). 32 stations.



MTV SUPPORT: 4 weeks, in Breakout rotation

CROSSOVER: Moves 14-13\* at Rock radio

## AL B. SURE!

### "Missunderstanding" (WB)

Translating onto new stations like KJMZ, KOY and KZBS, this first tune from Al's second LP grabs requests at WMJQ. 35 stations.



MAJOR MOVES: 10, including KQKS(24-21), KKFR(24-20), XHTZ(34-26), KMEL(26-21), KROY(19-17), WCKZ(23-19)

CROSSOVER: Moves 22-16\* at Urban radio

## SEDUCTION

### "Breakdown" (Vendetta/A&M)

This multi-ethnic trio breaks onto KHTK, WSPK and WNVZ while earning Top requests at WFLY and Top 10 marks at WQHT. 35 stations.



MAJOR MOVES: 8, including WQHT(12-10), WBBM(28-25), WFLZ(15-13), XHTZ(27-17), WCKZ(15-13), KIKI(26-23)

SALES BREAKOUT: LP is Gold and Top 30 National 12-inch single sales

CLUBS: Top 30 National Club action

## TIFFANY

### "New Inside" (MCA)

Produced by Maurice Starr, this tune gets "New" action at KYYY and WDBR with Top requests at KKRZ and moves at KKRZ(26-23). 38 stations.



NETWORK FORTY TUNEUP: Featured on CD #29

**hype** (hīp) *Slang.* –*n.* 1. Something deliberately misleading; deception. 2. Exaggerated or extravagant claims made esp. in advertising or promotional material. –*tr.v.* **hyped, hyping, hypes.** To publicize or promote by inflated or misleading claims.

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## **BLACK CROWES**

### **"Hard To Handle" (Geffen/Def American)**

Once known in their native Atlanta as Mr. Crowe's Garden, this act wins six new adds, including WIQB, WCGQ and KAKS. 29 stations.



MAJOR MOVES: WYYS(38-23), KRZR(20-17), WQEN(32-27)



MTV SUPPORT: 5 weeks, in Active rotation



SALES BREAKOUT: LP is Top 10 in Chicago, Richmond and Atlanta



CROSSOVER: Moves 18-11\* at Rock radio with Top 5 requests



TOURING: Currently in the Carolinas

## **FAITH NO MORE**

### **"Falling To Pieces" (Slash/Reprise)**

Playing hard and fast, this bold quintet makes noise at WDFX(20-14) and KROQ(30-26), with eight adds, including WYYS, WRQK, WIQB. 24 stations.



REQUEST ACTION: WDFX, KPLZ, CHED



MTV SUPPORT: 7 weeks, in Heavy rotation



SALES BREAKOUT: LP is Platinum and Top 10 in 13 markets, including NY, Minneapolis, Cincinnati, Denver, Phoenix, Oakland



CROSSOVER: Former Top 30 at Alternative and moves 60-49\* at Rock radio



TOURING: Currently in Colorado, Utah and California



INTERNATIONAL: LP is Former Top 30 in UK, Former Top 5 in Australia

## **THE PARTY**

### **"I Found Love" (Hollywood)**

This fivesome has phones ringing at WMJQ. Partying down at nine new stations, including WXKS, KXXR and WFLZ. 29 stations.

## **LIVING COLOUR**

### **"Type" (Epic)**

Ma Bell has been working overtime at WRQN with Top phone requests, and KROQ(12-7) knows this is its "Type". 14 stations.



MOST ADDED: WKHI, WYYS, WBXX, WRQN, KIOC, KATM, KRZR, KZZU, KFMW, KNIN



MTV SUPPORT: 10 weeks, in Active rotation



SALES BREAKOUT: LP is Top 10 in 28 markets, including Boston, Philly, Baltimore, Chicago, Wichita, Denver, Albuquerque, LA, San Diego and Seattle



CROSSOVER: Moves 5-4\* at Alternative and former Top 10 at Rock radio with Top 10 requests

## **CANDI & THE BACKBEAT**

### **"World Just Keeps On Turnin'" (IRS)**

Exploding with seven new adds, including WLOL, KKFR, and XHTZ, plus Top phones at the Power Fig. 20 stations keep it "Turnin'."



MAJOR MOVES: KHQT(29-26), CKOI(35-30), KBOS(37-33)



NETWORK FORTY TUNEUP: Featured on CD #29

## **TECHNOTRONIC**

### **"Rockin' Over The Beat" (SBK)**

Beating up request line operators at WKCI and WBBM, this Hi-Tech tune has five new adds, including WIOQ and WLOL. 17 stations.



MAJOR MOVES: KTFM(30-27), KZFM(38-33), KPRR(20-16)



INTERNATIONAL: LP is Former Top 30 in UK

## **CURE**

### **"Never Enough" (Elektra)**

KROQ and KITS find relief with a Top 10 Cure that KZFM found easy to swallow this week. 15 stations.



MTV SUPPORT: 4 weeks, in Buzz Bin rotation



SALES BREAKOUT: EP is Top 10 in Chicago



CROSSOVER: Moves 6-5\* at Alternative radio



INTERNATIONAL: Top 20 in UK

## **SOUPDRAGONS**

### **"I'm Free" (Big Life/Mercury)**

With KROQ taking the Dragons 3-2, 10 new stations say there's a hit in my Soup, including KSAQ, WKHI and KZFN.



MTV SUPPORT: 7 weeks, in Buzz Bin rotation



SALES BREAKOUT: LP is Top 10 in DC, Columbus and San Fran



CROSSOVER: Former Top 5 at Alternative radio



CLUBS: Breaking in the Clubs



INTERNATIONAL: Former Top 5 in UK



NETWORK FORTY TUNEUP: Featured on CD #29

## **KEITH SWEAT**

### **"Merry-Go-Round" (Vintertainment/Elektra)**

KZBS and KOY go for the brass ring this week and join the sweating retail accounts. 15 stations.



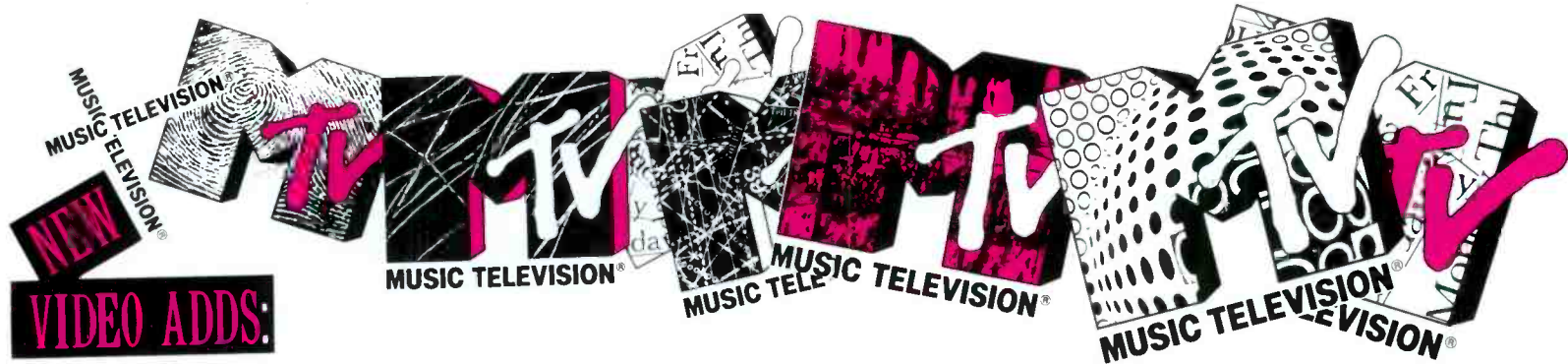
MAJOR MOVES: KJMZ(14-6), WWCK(38-34), KBOS(D-34)



SALES BREAKOUT: LP is Platinum and Top 10 in Richmond, Columbus, Cincinnati, Atlanta, Miami, Tallahassee, Jackson and Vegas



CROSSOVER: Moves 3-2\* at Urban radio with Top 5 requests



David Cassidy "Lyn' To Myself" House Of Lords "Can't Find My Way Home"  
Maggie's Dream "Love & Tears" Pebbles "Giving You The Benefit"  
Soho "Hippyckick" Whitney Houston "I'm Your Baby Tonight"

## ROTATIONS:

### Exclusive Videos

Jon Bon Jovi "Miracle"  
 Hall & Oates "So Close"  
 Heart "Stranded"  
 Polson "Something To Believe In"  
 Winger "Miles Away"  
 Wilson Phillips "Impulsive"

### Heavy Rotation

Billy Idol "L.A. Woman"  
 Faith No More "Falling"  
 Whitney Houston "I'm Your"  
 INXS "Suicide Blonde"  
 Janet Jackson "Black Cat"  
 M.C. Hammer "Pray"  
 Motley Crue "Same Ol' Situation"  
 Slaughter "Fly To The Angels"  
 Vanilla Ice "Ice Ice Baby"  
 Warrant "Cherry Pie"

### Active Rotation

AC/DC "Thunderstruck"  
 Allas "More Than Words Can Say"

### Active Rotation (Continued)

The Black Crowes "Hard To Handle"  
 David Cassidy "Lyn' To Myself"  
 Concrete Blonde "Joey"  
 Human League "Heart Like A Wheel"  
 Information Society "Think"  
 Living Colour "Type"  
 Pebbles "Giving You The Benefit"  
 Robert Plant "Nirvana"  
 Queensryche "Emple"  
 Paul Simon "The Obvious Child"  
 UB40 "The Way You Do The Things"  
 Vaughan Brothers "Tick Tock"

### Medlum Rotation

Damn Yankees "High Enough"  
 Don Dokken "Mirror Mirror"  
 Bob Dylan "Unbelievable"  
 House Of Lords "Can't Find"  
 Jane's Addlction "Stop"  
 Love/Hate "Why Do You Think"  
 Maggie's Dream "Love & Tears"  
 Neil Young "Mansion On"  
 Roger Waters "Another Brick"  
 Sinead O'Connor "Three Babies"  
 Soho "Hippyckick"  
 Styx "Love Is The Ritual"

### Breakout Rotation

Anthrax "Got The Time"  
 Tommy Conwell "I'm Seventeen"  
 Bob Mould "It's Too Late"  
 Tony! Toni! Tone! "Feels Good"  
 Too Much Joy "That's A Lie"  
 Trixter "Give It Too Me Good"  
 Wire Train "Should She Cry"

## HOT NEW VIDEOS:

### Hot New Videos

Deee-Lite "Groove Is In The"  
 Whitney Houston "I'm Your"  
 Jellyfish "The King Is Half"  
 Maggie's Dream "Love & Tears"  
 Vaughan Brothers "Tick Tock"

### Stress

Deee-Lite "Groove Is In The"  
 Urban Dance Squad "Deeper"  
 Jellyfish "The King Is Half"

### Buzz Bin

Iggy Pop "Candy"  
 Soup Dragons "I'm Free"  
 The Cure "Never Enough"

## NEW ON:

### 120 Minutes

Social Distortion "Story Of My"  
 Soul Asylum "Easy Street"  
 Lemon Heads "Half The Time"  
 Aztec Camera "Good Morning"  
 Ride "Like A Daydream"

### YO! MTV Raps

Monie Love "Monie In The"  
 MC Smooth "You Gotta Be Real"  
 Kook Skool "U Can't Buy Me"  
 Chad Jackson "Hear The Drummer"  
 Luke/2 Live Crew "Mama Juanita"

### Headbangers Ball

Black Sabbath "Feels Good"  
 Alice In Chains "We Die Young"  
 Steve Val "I Would Love To"  
 Warrlor Soul "Lullaby"  
 Sweet F.A. "Rhythm Of Action"

# N40 CROSSOVER RETAIL SALES

## **BLACK CROWES**

### ***Shake Your Money Maker***

**(Def American/Geffen)**

*Shake Your Money Maker* is a virtual gold mine of rock grooves. Now on its third track, "Hard To Handle," the surface has still barely been scratched. The band has been on the road for many months, opening for Aerosmith and Heart, while Rock radio and MTV continue exposure with each new track released. Add strong in-store play support at retail and *Shake Your Money Maker* is Gold and selling strong. Top 30 sales include the Flip Side Chain Chicago, Musicland Minneapolis, Dearborn Music Dearborn, the Karma Records Chain Indianapolis, Sam Goody Chain Philadelphia and Western Merchandisers Denver.

## **INDIGO GIRLS**

### ***Nomads - Indians - Saints*** (Epic)

After two impressive albums that received extensive airplay and widespread acceptance with both retail and consumers, Amy Ray and Emily Saliers, (a.k.a. Indigo Girls) have just released their third record, *Nomads - Indians - Saints*. The first track, "Hammer And A Nail," features the trademark combination of insightful lyrics and wonderful harmonies that millions of people have come to love. With the single already enjoying success at Rock and Alternative radio, and Epic's advertising/publicity machine in full swing, this new LP is already making strong retail gains. Impressive chart debuts include Turtles Atlanta (#19), Tower Records New Orleans (#1), Mainstream Records Milwaukee (#23), Strawberries Boston (#12), Street-side Records St. Louis (#14), Boomer's NYC (#17) and Michigan Where House Lansing (#8).

## **NEIL YOUNG**

### **& CRAZY HORSE**

#### ***Ragged Glory*** (Reprise)

Neil Young is one of the few artists who can consistently change his direction and sound without losing fans. In getting back with Crazy Horse, Neil returns with *Ragged Glory*, an incredible album that's receiving four-star reviews and immediate support at radio.

Airplay and a massive word of mouth buzz are taking sales past the initial fan rush, leading to a Top 20 position on the Retail chart. Top 20 sales include Tower Records Chain-wide Sacramento (#7), Wall To Wall Sound & Video New Jersey (#18), Rose Records Chicago (#5), and the Kemp Mill Chain Baltimore (#4), while significant upward moves include J&R Music World NYC (30-1) and the Sound Warehouse Chain Dallas (11-8).

## **BETTE MIDLER**

### ***Some People's Lives*** (Atlantic)

Last year's incredibly successful soundtrack to "Beaches" firmly established Bette Midler as a premier songstress on Top 40 and A/C radio airwaves. "Wind Beneath My Wings" achieved #1 honors at both formats, won Bette a Grammy and most importantly, helped keep her in the spotlight. All of this exposure set the pace for the the release of *Some People's Lives*, which logged a great first week at retail with strong Top 30 (or better) reports from Record Bar Warehouse Durham, the Harmony House Chain Detroit, Turtles Atlanta, Tower Records Boston and Wherehouse Entertainment LA.



**BETTE MIDLER**

## **VANILLA ICE**

### ***To The Extreme*** (SBK)

Three years ago, Vanilla Ice could be found playing clubs across the country and selling records out of the trunk of his car. Now, with the independent project remixed and Ice signed to a major label, he not only has the opening slot on the M.C. Hammer tour but a scorching seller in his debut. In just two weeks time, *To The Extreme* has lodged itself in the Top 10 on the Retail chart with well over 130 buyers reporting Top 30 sales, with Top 5s including Record Bar Warehouse Durham (#1), National Record Mart Pittsburgh (#5), Trans World Music Albany (#2), Musicland Minneapolis (#1), Spec's Music Miami (#4) and Music + LA (#1).

— Yvette Ziraldo

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

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GROOVE  
IN  
THE  
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# N40 RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
1	1	①	M.C. HAMMER. Please Hammer	Capitol/92857
D	6	②	VANILLA ICE. To The Extreme	Ultra/SBK 4019
D	3	③	INXS. X	Atlantic/82140
2	2	4	GEORGE MICHAEL. Listen Without Prejudice	Columbia/46898
38	8	⑤	AC/DC. The Razors Edge	Atco/91413
3	4	6	QUEENSRYCHE. Empire	EMI/92806
4	5	7	GHOST OST. Ghost OST	Varese/MCA/5276
5	7	8	WILSON PHILLIPS. Wilson Phillips	SBK/93745
10	9	⑨	WARRANT. Cherry Pie	Columbia/45487
9	10	⑩	MARIAH CAREY. Mariah Carey	Columbia/45202
D	25	⑪	VAUGHAN BROTHERS. Family Style	Epic/46225
6	11	12	LIVING COLOUR. Time's Up	Epic/46202
32	14	⑬	L.L. COOL J. Mama Said Knock You Out	Def Jam/Columbia/46888
7	12	14	BELL BIV DEVOE. Poison	MCA/6387
23	17	⑮	TOO SHORT. Short Dogs In The House	Jive/RCA/1348
21	20	⑯	GARTH BROOKS. No Fences	Capitol/93866
13	15	17	FAITH NO MORE. The Real Thing	Slash/Reprise/25878
22	22	⑰	POISON. Flesh And Blood	Enigma/Capitol/91813
17	18	19	MICHAEL BOLTON. Soul Provider	Columbia/45012
12	19	20	JON BON JOVI. Young Guns II	Mercury/846473
25	21	⑳	NEIL YOUNG. Ragged Glory	Reprise/26315
29	24	㉑	RIGHTEOUS BROTHERS. Greatest Hits	Verve/Polydor/823119
16	16	23	SLAUGHTER. Stick It To Ya	Chrysalis/21702
40	33	㉔	TWIN PEAKS. Twin Peaks OST	WB/26316
D	29	㉕	JUDAS PRIEST. Painkiller	Columbia/46891
8	13	26	JANE'S ADDICTION. Ritual De Lo Habitual	WB/25993
11	23	27	PRINCE. Graffiti Bridge	Paisley Park/WB/27493
▶ DEBUT!	28	28	IRON MAIDEN. No Prayer For The Dying	Epic/46905
18	26	29	ANITA BAKER. Compositions	Elektra/60922
▶ DEBUT!	30	30	MEGADETH. Rust In Peace	Capitol/91935
19	28	31	DEPECHE MODE. Violator	Sire/Reprise/26081
15	27	32	NELSON. After The Rain	DGC/24290
14	30	33	N.W.A.. 100 Miles And Runnin'	Priority/7224
30	32	34	PHIL COLLINS. ...But Seriously	Atlantic/82050
▶ DEBUT!	35	35	GRATEFUL DEAD. Without A Net	Arista/8634
27	31	36	KEITH SWEAT. I'll Give All My Love To You	Elektra/60861
24	35	37	RATT. Detonator	Atlantic/82127
20	37	38	ANTHRAX. Persistence Of Time	Island/846480
▶ DEBUT!	39	39	INDIGO GIRLS. Nomads - Indians -Saints	Epic/46820
▶ DEBUT!	40	40	ROBERT CRAY. Midnight Stroll	Mercury/846652

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# N40 CROSSOVER URBAN JAMS

## **GUY**

### **"I Wanna Get With You" (MCA)**

Hip hop trio Guy debuted strong in 1988 with their relentlessly smashing, self-titled album, which featured the chart topping hits "Groove Me," "Piece Of My Heart," "Teddy's Jam," "Spend The Night" and "I Like." That double-Platinum project catapulted member Teddy Riley into the highest ranks of R&B production. He's done work for the likes of Bobby Brown, Kool Moe Dee and his brother Markell Riley's group, Wrecks & Effects. Following such success, Guy has returned with a laid-back, sexually smoldering song, provocatively titled "I Wanna Get With You," featuring Teddy's suave rapping and the robust lead singing of Aaron Hall. Just out this week at Urban radio, and already most added.

## **LEVERT**

### **"Rope A Dope Style" (Atlantic)**

Another group making a strong return to the airwaves is the Cleveland, Ohio, trio Levert. They've mixed the gruff and gritty vocals of Gerald Levert with the raps of Marc Gordon and Sean Levert, then layered them over a George Clinton influenced funk track of late-night party wackiness. The result is another smash along the lines of their collaboration with Heavy D, "Just Coolin'." "Rope A Dope Style" jumped on more than 70 Urban reporters in just two weeks, including WBLS New York, KKBT Los Angeles and KPRS Kansas City. Though Levert has always been a group in tune to the sound of the streets, this super funky track will knock longtime fans for a loop with its fortified danceability.

## **OLETA ADAMS**

### **"Rhythm Of Life"**

(Fontana/Mercury)

In the past three months, this debut single from singer Oleta Adams has inched its way up the charts, winning over early skeptics

through the sheer force of its hypnotizing beat and inspiring message. The Yakima, Washington, native who has made a 15 year career out of touching travellers' hearts at small showcases and hotels the world over, is finally coming into her own. As of last week, last minute adds were still coming in on this dynamic single, bringing the tally above 80, with converts including WKYS and WPGC in Washington, DC. In the realm of the Top 10, Oleta is staring into the eye of the hurricane that is gonna whisk her to well-deserved stardom.



*Oleta Adams*

## **CYNDA WILLIAMS**

### **"Harlem Blues" (Columbia)**

This beautiful young woman from Chicago landed the saucy role of aspiring singer Clarke Bentencourt in Spike Lee's fourth feature film, "Mo' Better Blues," on the strength of her acting and singing abilities. Performing jazz pioneer W.C. Handy's "Harlem Blues," she has melted hearts across the country with her dramatic and poignant reading of this melancholy classic. Nothing else on Urban radio is this boldly jazzy. (It features a soprano saxophone solo from Branford Marsalis.) That's a testament to Cynda's performance and her integral part in Spike's high profile film. "Harlem Blues" is on 70 Urban stations with Top 5 reports from WDAS Philadelphia and WNHC New Haven. This proves stretching out your playlist for a touch of class can be a fulfilling risk for you and your listeners.

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

## **JASMINE GUY**

### **"Try Me" (Warner Bros)**

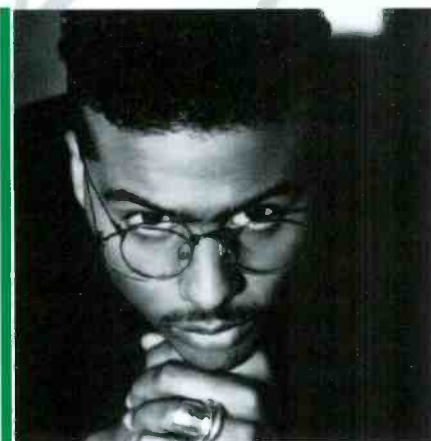
Triple threat singer/actress/dancer Jasmine Guy is finally making good on the talents she first teased us with as a member of the fictional singing group The Rays, who performed the song "Be Alone Tonight" in another Spike Lee "joint," "School Daze." The first single from Jasmine's forthcoming solo album finds her seducing a guy from his unappreciative girlfriend, and would make any man reconsider his own relationship! The star of TV's "A Different World" is on more than 60 Urban stations with this Full Force (Lisa Lisa & Cult Jam, James Brown) production, including recent adds at KMEL San Francisco and KMJQ Houston. Try Guy...We hereby dare any male programmer to watch the chair sequence in her video and not want to give this lady anything she wants!

- A. Scott Galloway





Teena Marie



Al B. Sure!



Anita Baker

# N40 URBAN JAMS

(As Reported By The Urban Network)

2W	LW	TW	Artist/Song	Label
2	1	①	PEBBLES. Giving You The Benefit	MCA
4	3	②	KEITH SWEAT. Merry-Go-Round	Vintertainment/Elektra
6	5	③	SAMUELLE. So You Like What You See	Atlantic
16	10	④	MARIAH CAREY. Love Takes Time	Columbia
1	2	5	JOHNNY GILL. Fairweather Friend	Motown
10	8	⑥	BELL BIV DEVOE. B.B.D. (I Thought It Was Me)?	MCA
8	6	7	TRACIE SPENCER. Save Your Love	Capitol
7	7	8	MAXI PRIEST. Close To You	Charisma
19	15	⑨	CARON WHEELER. Livin' In The Light	EMI
22	16	⑩	GERALD ALSTON. Slow Motion	Motown
12	11	⑪	QUINCY JONES. I Don't Go For That	Qwest/WB
20	18	⑫	TEENA MARIE. Here's Looking At You	Epic
25	19	⑬	M.C. HAMMER. Pray	Capitol
18	17	⑭	TROOP. That's My Attitude	Atlantic
9	9	15	KIARA. You're Right About That	Arista
27	22	⑯	AL B. SURE!. Missunderstanding	WB
15	14	17	LISA STANSFIELD. This Is The Right Time	Arista
28	24	⑰	ANITA BAKER. Soul Inspiration	Elektra
24	20	⑱	JANET JACKSON. Black Cat	A&M
23	21	⑳	SNAP. Ooops Up	Arista
35	26	㉑	VANILLA ICE. Ice Ice Baby	Ultra/SBK
26	25	㉒	L.L. COOL J. The Boomin' System	Def Jam/Columbia
13	12	23	OLETA ADAMS. Rhythm Of Life	Fontana/PolyGram
3	4	24	LALAH HATHAWAY. Heaven Knows	Virgin
30	28	㉕	CYNDA WILLIAMS. Harlem Blues	Columbia
33	27	㉖	TODAY. I Got The Feeling	Motown
D	32	㉗	THE WHISPERS. My Heart Your Heart	Capitol
34	30	㉘	HI-FIVE. Just Can't Handle It	Jive/RCA
D	40	㉙	TEVIN CAMPBELL. Round And Round	Paisley Park/WB
40	33	㉚	BERNADETTE COOPER. I Look Good	MCA
D	37	㉛	LEVERT. Rope A Dope Style	Atlantic
D	39	㉜	CANDYMAN. Knockin' Boots	Epic
D	35	㉝	LISTEN UP. Listen Up	Qwest/Reprise
D	38	㉞	JASMINE GUY. Try Me	WB
▶	DEBUT!	㉟	WHITNEY HOUSTON. I'm Your Baby Tonight	Arista
5	13	36	BLACK BOX. Everybody Everybody	RCA
▶	DEBUT!	㊱	GUY. I Wanna Get With You	MCA
▶	DEBUT!	㊲	TONY! TONI! TONE!. It Never Rains In Southern California	Wing/Polygram
▶	DEBUT!	㊳	GEOFF MCBRIDE. No Sweeter Love	Arista
▶	DEBUT!	㊴	EU. I Confess	Virgin

# N40 CROSSOVER ROCK TRACKS

## **DEEP PURPLE**

### **"King Of Dreams" (RCA)**

Deep Purple's presence on Rock radio spans nearly three decades, and now they are reformed, revitalized and on the rise again with the release of "King Of Dreams." In its first week out, this single from the band's soon to be released *Slaves And Masters* album was the #1 most added record at Rock radio. Deep Purple is the band that arguably defined the hard rock genre. With the inclusion of a new lead vocalist Joe Lynn Turner, they have recaptured the energy and inspiration of years past. Of course, Deep Purple still includes guitar master Ritchie Blackmore and founding member Roger Glover. It's back to basics time, and Deep Purple is leading the way, 22 years after their first hit, "Hush," went Top 5 on the pop charts.

## **COLIN JAMES**

### **"Keep On Loving Me Baby" (Virgin)**

Colin James is a Vancouver-based guitar rocker coming off an impressive hit single at Rock radio in "Just Came Back," from his second Virgin album, *Sudden Stop*. Now he's ready to climb the charts again with "Keep On Loving Me Baby." This tune is a funky, bluesy rocker with blazing guitar, a tasteful Hammond organ and a little saxophone to give the song that Memphis-style edge. It all adds up to a very engaging and radio ready hit record that will be lighting radio station telephones throughout the fall. Colin James is on the road opening for ZZ Top, which is sure to enhance his nationwide exposure even further.

## **ERIC JOHNSON**

### **"Cliffs of Dover" (Capitol)**

It's no secret that Austin, Texas, has more fine guitar players than you can shake a pick at. And even with all those great guitarists

around, Eric Johnson has been voted the best in town for the past three years! With the latest single, "Cliffs Of Dover," from his Capitol release, *Ah Via Musicom*, Eric finds himself perched near the top of the Rock radio chart with a hit that's pulling Top 5 phones coast-to-coast. This instrumental delight proves that good music doesn't always need lyrics to excite and ignite a response from the radio-loving public.

## **THE CURE**

### **"Never Enough" (Elektra)**

The Cure have long been the darlings of Alternative radio, and after more than a decade of producing uncompromised music, their fan base has broadened and pulled them from cult status into the mainstream. With the release of "Never Enough" from their EP *Mixed Up*, this British band has delivered a song that is grabbing the hearts and ears of Rock radio. As Robert Smith and the boys climb up to the Top 40 on the Rock chart, Elektra issues a specially remixed, guitar-enhanced version of the track that makes the song easily accessible to rockers everywhere. Given the across-the-board positive response to "Never Enough," it is obvious that the ol' cult status days for The Cure are over.

## **THE CALL**

### **"What's Happened To You" (MCA)**

Michael Been, the lead singer and driving force behind The Call, obviously has friends in high places. But, even though he was able to recruit none other than U2's Bono to harmonize on the chorus of the group's new single, "What's Happened To You," this tune stands erect on its own two feet. The song



**ERIC JOHNSON**

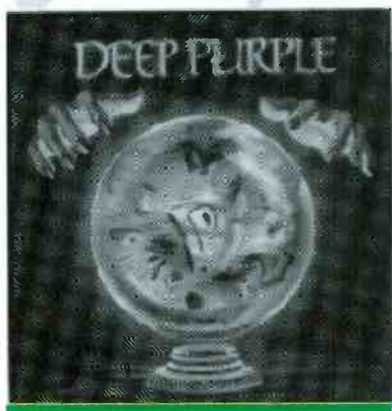
has, in short order, bolted into the Top 30 at Rock radio. These California-based rockers have always been recognized as a band with a message, but on this tune you'll find them very personal in their delivery...a refreshing new twist. "What's Happened To You" is a delightfully swirling song with a distinctive Irish lilt that fits The Call's indisputable direction.

-Roger Mayer

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



Black Crowes



Deep Purple



Jon Bon Jovi

# N40 ROCK TRACKS

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
2	1	1	ZZ TOP. Concrete And Steel	WB
5	4	2	DAMN YANKEES. High Enough	WB
3	3	3	NEIL YOUNG. Mansion On The Hill	Reprise
1	2	4	INXS. Suicide Blonde	Atlantic
4	5	5	VAUGHAN BROTHERS. Tick Tock	Epic
6	6	6	AC/DC. Thunderstruck	Atco
14	9	7	ALLMAN BROTHERS. Seven Turns	Epic
9	8	8	ROBERT CRAY. The Forecast	Mercury
16	10	9	STYX. Love Is The Ritual	A&M
12	11	10	ERIC JOHNSON. Cliffs Of Dover	Capitol
26	18	11	BLACK CROWES. Hard To Handle	Def American
19	15	12	HOUSE OF LORDS. Can't Find My Way Home	Simmons/RCA
18	14	13	TOMMY CONWELL. I'm Seventeen	Columbia
D	20	14	DEEP PURPLE. King Of Dreams	RCA
22	19	15	BOB DYLAN. Unbelievable	Columbia
17	16	16	WARRANT. Cherry Pie	Columbia
▶ DEBUT!	17	17	LED ZEPPELIN. Travelling Riverside Blues	Atlantic
7	7	18	LIVING COLOUR. Type	Epic
24	21	19	GARY MOORE. Still Got The Blues	Charisma
37	26	20	POISON. Something To Believe In	Enigma/Capitol
27	24	21	QUEENSRYCHE. Empire	EMI
D	33	22	JON BON JOVI. Miracle	Mercury
28	25	23	TOY MATINEE. Last Plane Out	Reprise
8	17	24	BRYAN ADAMS. Young Lust	Mercury
10	12	25	ASIA. Days Like These	Geffen
31	28	26	CHEAP TRICK. Back 'N Blue	Epic
23	22	27	DON DOKKEN. Mirror Mirror	Geffen
D	34	28	WINGER. Miles Away	Atlantic
35	31	29	THE CALL. What's Happened To You	MCA
20	23	30	SLAUGHTER. Fly To The Angels	Chrysalis
39	35	31	JOHNNY VAN ZANT. Hearts Are Gonna Roll	Atlantic
D	37	32	COLIN JAMES. Keep On Loving Me Baby	Virgin
D	39	33	PAUL SIMON. The Obvious Child	WB
21	32	34	JEFF HEALEY. While My Guitar Gently Weeps	Arista
13	30	35	BAD COMPANY. Boys Cry Tough	Atco
▶ DEBUT!	36	36	TRIXTER. Give It To Me Good	Mechanic/MCA
▶ DEBUT!	37	37	THE CURE. Never Enough	Elektra
▶ DEBUT!	38	38	HEART. Stranded	Capitol
▶ DEBUT!	39	39	REO SPEEDWAGON. Love Is A Rock	Epic
D	38	40	LITTLE CAESAR. From The Start	DGC

# ALTERNATIVE

## COCTEAU TWINS

*"Iceblink Luck" (Capitol)*

The Cocteau Twins are a *trio* (one of life's little ironies) of Scottish musicians who will stop you dead in your tracks if you've never heard them before. Vocalist Elizabeth Fraser sings some nearly undecipherable lyrics (there's a Gaelic feel to them, but you'll definitely hear an English word or two) in a fluid style that carries you far beyond any normal voyage into rock 'n roll. Ethereal would be one way to describe it. Alternative radio has never had a problem playing their stuff in a prominent rotation, and "Iceblink Luck," the current single, is lodged in the Top 5 of both the Alternative radio and Retail charts. Although the Twins are not usually enthusiastic about touring, they're hitting the road this time out, and to say anticipation is high is an understatement.

## LOS LOBOS

*"Down On The Riverbed" (Slash/Warner Bros)*

Los Lobos' blend of historical rock 'n roll styles never fails to turn on programmers and listeners alike. With a steady stream of solid, beautifully executed albums in their library, Los Lobos' music is considered meat and potatoes for the airwaves. Though it's been three years since their last rock album (and a big successful ride covering Richie Valens' "La Bamba"), this East LA band returns with *The Neighborhood*, their sixth album. "Down On The Riverbed" is leading the way, as the album is nestled comfortably in the Alternative charts' Top 20, with over 25 stations providing support.



Cocteau Twins

## THE WATERBOYS

*"A Life Of Sundays" (Chrysalis/Ensign)*

Throughout his recording career as main Waterboy, Mike Scott has clearly followed a musical path that makes its own way; never following another and never looking back. Since 1983, his band has been captivating the Alternative crowd, no matter which way he goes. The last few albums have seen this native Scotsman delving deeper into his Celtic roots. "A Life Of Sundays" is more of the earthy sound, but it'll put your achin' heart at ease, as Scott sings with his usual amount of passion and style. A very infectious album, *Room To Roam* has wasted no time in hopping up the Alternative charts. And if you've never spent any time with the band, this is a great introduction.

## THE POSIES

*"Golden Blunders" (DGC)*

A little Posies history: This quartet was formed in their native Seattle, and subsequently released their first album themselves, before being picked up by a local indie label. An ambitious pop sound was what they were all about, and it didn't take long before they were noticed. Enter DGC and The Posies' first major label debut. Produced by John Leckie (Stone Roses, XTC), the album *Dear 23* has begun its ascent up the Alternative charts, propelled by the first single, "Golden Blunders." The track, like the rest of the album, bears a striking resemblance to the Mersey beat sound, and you'll dig the lush production.

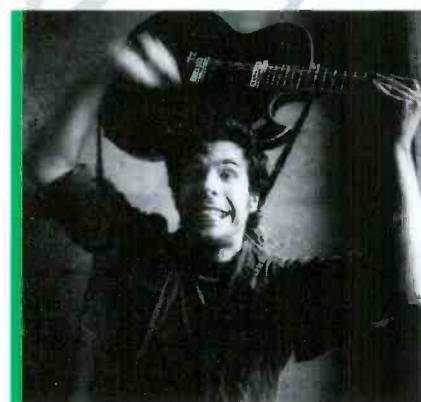
- Diane Tameecha

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

(As Reported By The Album Network)



Rubaiyat



Mojo Nixon



Indigo Girls

2W	LW	TW	Artist/Song	Label
3	2	1	COCTEAU TWINS. Heaven Or Las Vegas	4AD/Capitol
11	4	2	REPLACEMENTS. All Shook Down	Sire/Reprise
1	1	3	JANE'S ADDICTION. Ritual De Lo Habitual	WB
5	5	4	LIVING COLOUR. Time's Up	Epic
6	6	5	THE CURE. "Never Enough"	Elektra
2	3	6	SOUP DRAGONS. Lovegod	Big Life/Mercury
7	7	7	BOB MOULD. Black Sheets Of Rain	Virgin
4	9	8	THE PIXIES. Bossanova	4AD/Elektra
8	8	9	INXS. X	Atlantic
12	10	10	SOUL ASYLUM. And The Horse They Rode In On	Twin/Tone/A&M
9	11	11	IGGY POP. Brick By Brick	Virgin
D	22	12	THE WATERBOYS. Room To Roam	Chrysalis/Ensign
10	12	13	CHARLATANS UK. "The Only One I Know"	Beggars Banquet/RCA
14	13	14	D.N.A. FEATURING SUZANNE VEGA. "Tom's Diner"	A&M
▶	DEBUT!	15	RUBAIYAT. Rubaiyat	Elektra
20	20	16	BOB GELDOF. Vegetarians Of Love	Atlantic
19	14	17	LOS LOBOS. The Neighborhood	Slash/WB
18	18	18	LEMONHEADS. Lovey	Atlantic
13	15	19	HEART THROBS. Cleopatra Grip	Elektra
37	27	20	THE POSIES. Dear 23	DGC
29	21	21	PET SHOP BOYS. "So Hard"	EMI
15	16	22	AZTEC CAMERA. Stray	Sire/Reprise
31	24	23	DARLING BUDS. Crawdaddy	Columbia
D	33	24	REDD KROSS. Third Eye	Atlantic
17	17	25	JELLYFISH. Bellybutton	Charisma
23	23	26	WIRE TRAIN. California Republic	MCA
28	31	27	MOJO NIXON. Otis	Enigma
35	29	28	LILAC TIME. And Love For All	Fontana/Mercury
38	32	29	HUMAN LEAGUE. Romantic?	A&M
D	35	30	INDIGO GIRLS. Nomads - Indians - Saints	Epic
32	26	31	CAVEDOGS. Joy Rides For Shut-Ins	Enigma
40	36	32	ULTRA VIVID SCENE. Joy: 1967-1990	4AD/Columbia
21	19	33	SOHO. "Hippychick"	Atco
▶	DEBUT!	34	PUBLIC IMAGE LIMITED. Greatest Hits So Far	Virgin
24	25	35	CONCRETE BLONDE. Bloodletting	IRS
36	34	36	NEIL YOUNG. Ragged Glory	Reprise
▶	DEBUT!	37	AN EMOTIONAL FISH. An Emotional Fish	Atlantic
▶	DEBUT!	38	THE CALL. Red Moon	MCA
25	28	39	MOEV. Head Down	Atlantic
▶	DEBUT!	40	INSPIRAL CARPETS. "Commercial Rain"	Elektra/Mute

# Photo Finish



## **I WANT YOU...**

*No, this isn't a plea to enlist, (although feel free). It's the legendary Bo Diddley, lookin' rather serious with that turbo-5 speed guitar. As he makes his point pictured here with (L-R) WPLJ's VP/Programming Tom Cuddy, Donna Travers, MD Mike Preston, Fast Jimi, Skye Walker, and "Yo Yo" Domino, this R&B-rock 'n roll great doesn't crack a smile...even as the faces around him grin from ear to ear. There must be something we don't know. But you can bet that Bo knows, cuz Bo knows diddley... or is that the other Bo?*

# The Hard Facts About The Black Crowes



#1 MOST  
REQUESTED  
VIDEO ON



Top 5 Track: "Jealous Again"

Top 10 Track: "Twice as Hard"

The Only Band To Debut With Two Top 10 Tracks This Year

**The Rock Radio Smash That's Ready For Top 40!**

*New Adds!*

WKPE WPRR WWGT  
WCGQ KAKS WICB

*Action Worth "Crowing" About!*

WWFX 40-37\* Yes 97 38-23\* KFMW 28-26\*  
WQEN 32-27\* WKHI 39-37\* KRZR 20-17\*

📺 #5 Most Requested At Rock Radio! 📻 18-1\* Rock Tracks! #1 Most Progress!

📀 Over 600,000 Units Sold! 📺 On This Fall's Biggest Tour With Robert Plant!

# "Hard to Handle"



GEFFEN



The New Single, Track and Video From The **GOLD** Debut Album Shake Your Money Maker.

Produced by George Drakoulis. Executive Producer: Rick Rubin. Management: PETE ANGELUS, BADHEART BUFFALO ENTERTAINMENT

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www.americanradiohistory.com

*You say it's your Birthday  
It's my Birthday too-yeah.*

# Paul McCartney

## BIRTHDAY

*They say it's your Birthday  
We're gonna have a good time,*

Never before released as a single...

## BIRTHDAY

The Live version

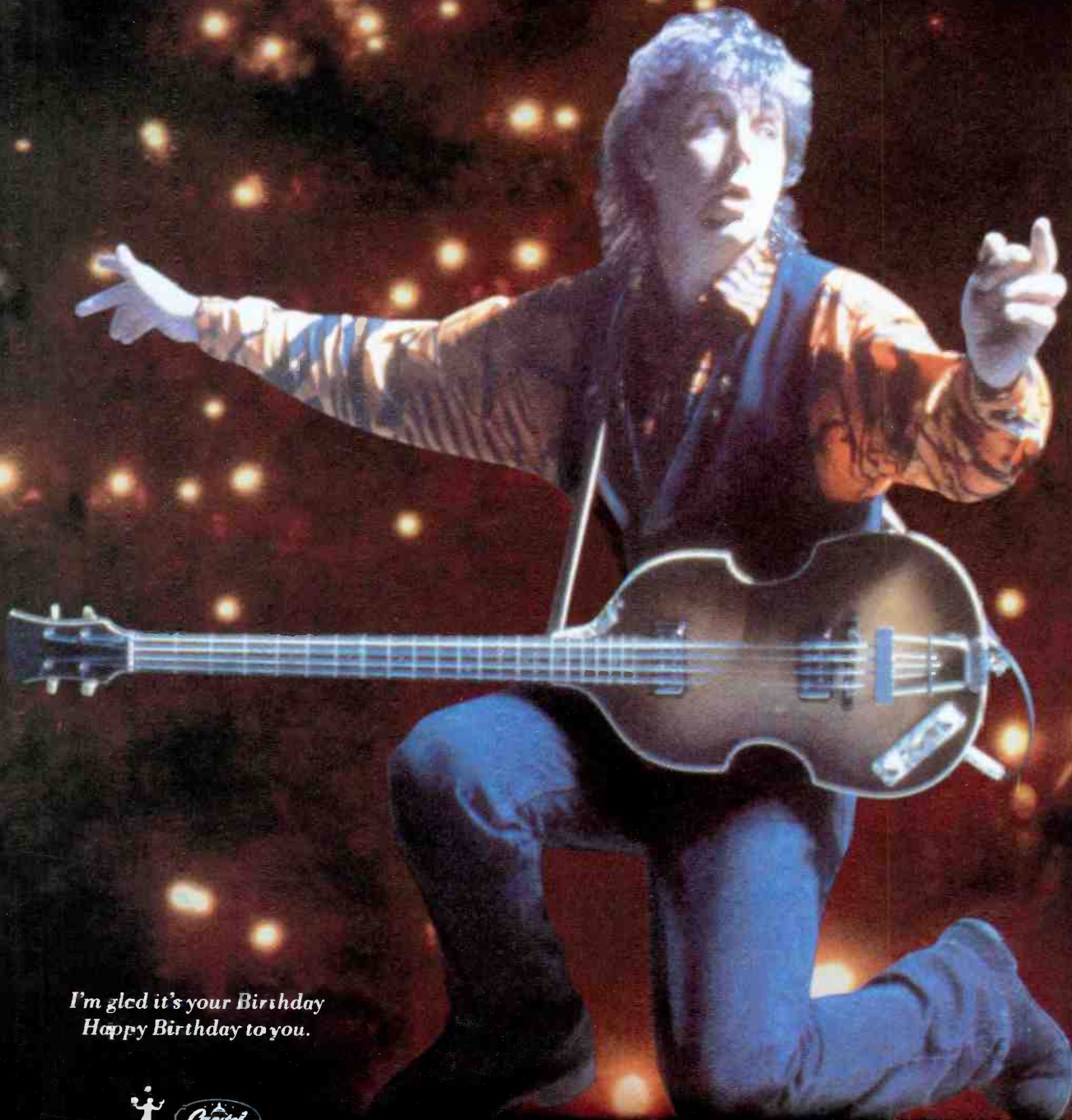
*Yes we're going to a party party  
Yes we're going to a party party  
Yes we're going to a party party*

## BIRTHDAY

The new single and video from the forthcoming  
album Tripping The Live Fantastic The  
complete "LIVE" recording of the history-  
making Paul McCartney World Tour '89-'90.  
Coming in November.

*I would like you to dance — Birthday  
Take a cha-cha-cha-chance — Birthday  
I would like you to dance — Birthday  
Dance*

Produced by Paul McCartney, Bob Clearmountain  
and Peter Henderson



*I'm glad it's your Birthday  
Happy Birthday to you.*

